# Appendix 4E 

## Full Year Results

For the year ended 30 June 2017
Released 14 August 2017
ABN 11068049178


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## Appendix 4E: Full year results

### 1.1 Company details and reporting period

Bendigo and Adelaide Bank Limited
ABN 11068049178
Reporting period - twelve months ended:
30 June 2017
Previous corresponding period - twelve months ended:
30 June 2016

### 1.2 Results for announcement to the market

Dividends
Date Payable/Paid
Amount per security
Current year 2017
Record date for determining entitlements
6 September 2017
Final dividend - fully franked
29 September 201734.0 cents
Interim dividend - fully franked
31 March 2017
34.0 cents

Previous year 2016
Final dividend - fully franked
30 September 2016
34.0 cents

Interim dividend - fully franked
31 March 2016
34.0 cents

### 1.3 Cash earnings results

Cash earnings attributable to Owners of the Company
4.2\% to \$418.3m

Cash earnings per share 1.4\% to 88.5 cents

See note 2.1.1 and 2.3.12.3 for full details
This Appendix 4E: Full year results should be read in conjunction with the media release and results presentation released to the ASX on 14 August 2017.

### 1.4 Annual general meeting

The annual general meeting will be held as follows:
Place: Ulumbarra Theatre, Gaol Road, Bendigo, Victoria
Date: 31 October 2017
Time: 11 a.m. (Australian Eastern Daylight Saving Time)

### 1.5 Subsequent events

No other matters or circumstances have arisen since the end of the financial year to the date of this report which significantly affected or may significantly affect the operations of the Group, the results of those operations, or the state of affairs of the Group in subsequent financial periods.
1.6 ASX Appendix 4E table

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Details of associates and joint arrangement entities 29
Details of entities over which control has been gained or lost during the period
During the financial period there have been no changes to the entities in the Group.
Accounting standards used for foreign entities
Not applicable.

## Dispute or qualifications if audited

This report is based on financial accounts that have been subject to an independent review by our external auditors. There is no dispute or qualification to the financial accounts.
＞Statutory profit
＞Statutory earnings per share
— Cash earnings
＞Cash earnings per share is
－CET1 ratio of $8.27 \%$ an

## 1.8 <br> Key Highlights

On a statutory basis，net profit was $\$ 429.6$ m compared to $\$ 415.6 \mathrm{~m}$ in June 16.
Cash earnings ${ }^{1}$ was $\$ 418.3 \mathrm{~m}$ compared to $\$ 401.4 \mathrm{~m}$ in June 16.
On a cash earnings basis：
Net interest income increased $\$ 47.7 \mathrm{~m}$ to $\$ 1,232.0 \mathrm{~m}$ ．Net interest margin（before revenue share arrangements）for the year decreased by 1 basis point to $2.22 \%$ ．The net interest margin decline was due to continued strong deposit competition and lower earnings from our equity contribution，offset by repricing in the lending portfolio；

Other revenue grew $\$ 6.8$ m or $2.2 \%$ which can be attributed to stronger trading income from our liquidity holdings；
Expenses were held relatively flat with a slight increase of $\$ 2.0 \mathrm{~m}$ or $0.2 \%$ ．Salary costs were flat，increases in software amortisation were offset with reductions in marketing costs and other product and services delivery costs；

Gross loan portfolio increased by $\$ 3.5$ b or $6.0 \%$ ．This increase includes the Keystart portfolio acquisition of $\$ 1.3 b$ which occurrred in the first half of 2017.

Impaired assets decreased by $\$ 67.6$ m or $19.3 \%$ ．Over the last 12 months a number of impaired exposures have been finalised．
Great Southern past due 90 days has reduced by $\$ 78.9 \mathrm{~m}$ or $50 \%$ ，other lending past due 90 days has increased by $\$ 34.7 \mathrm{~m}$ or $8.7 \%$ ．

Lending growth has been predominately funded by strong growth in customer deposits，which increased by $\$ 2.3 b$ or $4.7 \%$ ．

Common Equity Tier 1 ratio was $8.27 \%$ which increased by 30 basis points compared to December 16．Total capital was $12.46 \%$ compared to 12．20\％in December 16.

The final dividend has been maintained at 34 cents．

### 2.0 Full year results

2.1 Financial summary
2.1 .1

Profit

|  | Full year ending |  |  |  | Six months ending |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun－17 | Jun－16 | Change |  | Jun－17 | Dec－16 | Change |  |
|  | \＄m | \＄m | \＄m | \％ | \＄m | \＄m | \＄m | \％ |
| Profit before tax Specific items before tax | $\begin{gathered} 628.3 \\ (49.1) \end{gathered}$ | $\begin{gathered} 606.9 \\ (52.5) \end{gathered}$ | $\begin{array}{r} 21.4 \\ 3.4 \end{array}$ | $\begin{gathered} 3.5 \\ (6.5) \end{gathered}$ | $\begin{gathered} 323.6 \\ (23.9) \end{gathered}$ | $\begin{gathered} 304.7 \\ (25.2) \end{gathered}$ | $\begin{array}{r} 18.9 \\ 1.3 \end{array}$ | $\begin{gathered} 6.2 \\ (5.2) \end{gathered}$ |
| Profit before tax and specific items | 579.2 | 554.4 | 24.8 | 4.5 | 299.7 | 279.5 | 20.2 | 7.2 |
| Profit after tax attributable to Owners of the Company | 429.6 | 415.6 | 14.0 | 3.4 | 220.6 | 209.0 | 11.6 | 5.6 |
| Specific items after tax | （34．8） | （34．9） | 0.1 | （0．3） | （16．7） | （18．1） | 1.4 | （7．7） |
| Other specific items after tax | 11.1 | 7.0 | 4.1 | 58.6 | 4.9 | 6.2 | （1．3） | （21．0） |
| Amortisation of acquired intangibles after tax | 12.4 | 13.7 | （1．3） | （9．5） | 6.0 | 6.4 | （0．4） | （6．3） |
| Cash earnings after tax | 418.3 | 401.4 | 16.9 | 4.2 | 214.8 | 203.5 | 11.3 | 5.6 |

### 2.1.2 Financial metrics



Statutory profit and cash earnings (\$m)



Net interest margin before revenue share arrangements (\%)


### 2.1.2 Financial metrics (continued)



Statutory EPS and cash EPS (cents)



ROE and ROTE (\%)


### 2.2 Financial statements

### 2.2.1 Income statement

For the year ended 30 June 2017

|  |  | Jun-17 | Jun-16 |
| :---: | :---: | :---: | :---: |
|  | Note | \$m | \$m |
| Income |  |  |  |
| Interest income |  | 2,621.3 | 2,687.5 |
| Interest expense |  | (1,389.3) | $(1,503.2)$ |
| Net interest income |  | 1,232.0 | 1,184.3 |
| Total other income | 2.3.3 | 309.7 | 302.9 |
| Total income |  | 1,541.7 | 1,487.2 |
| Expense |  |  |  |
|  |  |  |  |
| Bad and doubtful debts | 2.3.9 | (71.8) | (44.1) |
| Operating expenses | 2.3.5 | (890.7) | (888.7) |
| Profit before income tax expense and specific items |  | 579.2 | 554.4 |
| Specific net interest income items | 2.3.1 | (18.4) | (20.2) |
| Specific other income items | 2.3.1 | 86.2 | 87.6 |
| Specific other expense items | 2.3.1 | (18.7) | (14.9) |
| Total specific items excluding tax |  | 49.1 | 52.5 |
| Profit before income tax expense |  | 628.3 | 606.9 |
| income tax expense |  |  |  |
| Profit after income tax expense attributable to Owners of the Company |  | 429.6 | 415.6 |
| Specific items after tax | 2.3.1 | (34.8) | (34.9) |
| Other specific items after tax | 2.3.1 | 11.1 | 7.0 |
| Amortisation of acquired intangibles after tax |  | 12.4 | 13.7 |
| Cash earnings |  | 418.3 | 401.4 |
| $\square$ |  |  |  |
| Earnings per ordinary share (cents per share) |  | cents | cents |
| (Basic) |  | 90.9 | 90.4 |
| Cash |  | 88.5 | 87.3 |
| Diluter |  | 82.9 | 81.3 |
| Franked dividends per share |  | 68.0 | 68.0 |

### 2.2.2 Statement of comprehensive income

For the year ended 30 June 2017
Profit for the period ended 30 June

| Items which may be reclassified subsequently to profit \& loss: |  |  |
| :---: | :---: | :---: |
| Net loss on available for sale - equity investments | (1.6) | (0.1) |
| Net gain/(loss) on cash flow hedges taken to equity | 44.9 | (2.0) |
| Net unrealised gain/(loss) on available for sale - debt securities | 0.9 | (3.3) |
| Transfer to loss on sale of available for sale assets - debt securities | 0.3 | 1.1 |
| Tax effect on items taken directly to or transferred from equity | (12.9) | 1.3 |
| Total items that may be reclassified to profit \& loss | 31.6 | (3.0) |
| Items which will not be reclassifed subsequently to profit \& loss: |  |  |
| Actuarial gain/(loss) on superannuation defined benefits plan | 0.3 | (1.4) |
| Revaluation of land and buildings | 0.3 |  |
| Tax effect on items taken directly to or transferred from equity | (0.2) | 0.4 |
| Total items that will not be reclassified to profit \& loss | 0.4 | (1.0) |
| Total comprehensive income for the period | 461.6 | 411.6 |

### 2.2.3 Balance sheet

## As at 30 June 2017

|  | $\begin{array}{r} \text { As at } \\ \text { Jun-17 } \end{array}$ | $\begin{array}{r} \text { As at } \\ \text { Jun-16 } \end{array}$ |
| :---: | :---: | :---: |
|  | \$m | \$m |
| Assets |  |  |
| D Cash and cash equivalents | 1,059.6 | 1,060.0 |
| Due from other financial institutions | 270.3 | 221.9 |
| Financial assets held for trading | 5,657.6 | 6,369.1 |
| Financial assets available for sale | 286.6 | 353.5 |
| Financial assets held to maturity | 378.7 | 382.8 |
| Derivatives | 77.7 | 79.0 |
| Net loans and other receivables | 60,776.6 | 57,256.8 |
| investments in joint ventures accounted for using the equity method | 8.5 | 4.1 |
| Property, plant and equipment | 77.8 | 90.7 |
| Deferred tax assets | 110.8 | 131.8 |
| (Investment property | 666.3 | 573.4 |
| Goodwill and other intangible assets | 1,663.8 | 1,634.7 |
| (c) Other assets | 381.2 | 414.9 |
| Total Assets | 71,415.5 | 68,572.7 |
| Liabilities |  |  |
| Due to other financial institutions | 328.4 | 294.8 |
| - Deposits | 58,772.3 | 57,054.7 |
| Notes payable | 4,480.2 | 3,822.5 |
| Derivatives | 59.0 | 111.8 |
| income tax payable | 21.5 | 34.5 |
| Provisions | 130.8 | 116.7 |
| Deferred tax liabilities | 126.6 | 114.7 |
| Other payables | 532.3 | 499.9 |
| Convertible preference shares | 830.1 | 824.4 |
| Subordinated debt | 708.7 | 583.4 |
| Total Liabilities | 65,989.9 | 63,457.4 |
| Net Assets | 5,425.6 | 5,115.3 |
| Equity <br> Share capital | 4,448.7 | 4,288.2 |
| Reserves | $112.3$ | $87.9$ |
| Retained earnings | 864.6 | 739.2 |
| Total Equity | 5,425.6 | 5,115.3 |

### 2.2.4 Statement of changes in equity

For the year ended 30 June 2017

|  | Attributable to owners of Bendigo and Adelaide Bank Limited |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Issued ordinary capital | Other issued capital | Retained earnings | Reserves | Total equity |
|  | \$m | \$m | \$m | \$m | \$m |
| Opening balance at 1 July 2016 Comprehensive income: | Comprehensive income: |  |  |  | 5,115.3 |
| Profit for the period | - | - | 429.6 | - | 429.6 |
| Other comprehensive income | - | - | 0.2 | 31.8 | 32.0 |
| Total comprehensive income for the period | - | - | 429.8 | 31.8 | 461.6 |
| Transactions with owners in their capacity as owners: |  |  |  |  |  |
| Shares issued | 158.6 | - | - | - | 158.6 |
| Share issue expenses <br> Reduction in employee share ownership plan (ESOP) shares | (0.3) | 2.2 | - | - | $(0.3)$ 2.2 |
| Movement in general reserve for credit losses (GRCL) | - | - | 6.6 | (6.6) |  |
| Share based payment | - | - | 0.4 | (0.8) | (0.4) |
| Equity dividends | - | - | (311.4) | - | (311.4) |
| Closing balance at 30 June 2017 | 4,456.7 | (8.0) | 864.6 | 112.3 | 5,425.6 |

For the year ended 30 June 2016

| 逃 | Attributable to owners of Bendigo and Adelaide Bank Limited |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Issued ordinary capital \$m | Other issued capital \$m | Retained earnings \$m | Reserves \$m | Total <br> equity <br> \$m |
| Opening balance at 1 July 2015 Comprehensive income: | 4,235.4 | (11.8) | 623.1 | 95.0 | 4,941.7 |
| Profit for the period | - | - | 415.6 | - | 415.6 |
| Other comprehensive income | - | - | (1.0) | (3.0) | (4.0) |
| (Total comprehensive income for the period | - | - | 414.6 | (3.0) | 411.6 |


| Shares issued | 63.0 | - | - | - | 63.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Prior year restatement | - | - | (1.2) |  | (1.2) |
| Reduction in employee share ownership plan (ESOP) shares | - | 1.6 | - |  | 1.6 |
| Share based payment | - | - | 3.5 | (4.1) | (0.6) |
| Equity dividends | - | - | (300.8) |  | (300.8) |
| Closing balance at 30 June 2016 | 4,298.4 | (10.2) | 739.2 | 87.9 | 5,115.3 |

### 2.2.5 Cash flow statement

 For the year ended 30 June 2017

### 2.3 Results commentary

### 2.3.1 Specific items

The reported profit after tax for the year ended 30 June $2017 \$ 429.6$ million included the following specific items:

|  | 30 June 2017 |  | 30 June 2016 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Before Tax | After Tax | Before Tax | After Tax |
|  | \$m | \$m | \$m | \$m |
| Items included in interest income |  |  |  |  |
| Fair value adjustments - interest expense | (2.6) | (1.8) | (4.6) | (3.2) |
| Homesafe funding costs - unrealised | (15.8) | (11.1) | (15.6) | (10.9) |
| Totai specific net interest income items | (18.4) | (12.9) | (20.2) | (14.1) |
| Items included in other income |  |  |  |  |
| Hedge ineffectiveness | (8.1) | (5.6) | 7.9 | 5.5 |
| Profit on sale of Estates business | 3.9 | 2.7 | - | - |
| Homesafe Trust - revaluation income | 90.4 | 63.3 | 79.7 | 55.8 |
| Total specific other income items | 86.2 | 60.4 | 87.6 | 61.3 |
| items included in operating expenses |  |  |  |  |
| Integration costs | (13.2) | (9.2) | (11.1) | (7.8) |
| Impairment reversal/(charge) | 0.8 | 1.0 | (2.3) | (2.1) |
| Lifigation costs | (6.3) | (4.4) | (1.5) | (1.0) |
| Totai specific operating expense items | (18.7) | (12.6) | (14.9) | (10.9) |
| Items included in income tax expense |  |  |  |  |
| Total specific income tax benefit | - | (0.1) | - | (1.4) |
| Totai specific items attributable to the Group | 49.1 | 34.8 | 52.5 | 34.9 |
| Other specific items |  |  |  |  |
| Homesafe revaluation gain - realised | 24.0 | 16.8 | 16.5 | 11.6 |
| Homesafe funding costs - realised | (8.2) | (5.7) | (6.5) | (4.6) |
| Total other specific items attributable to the Group | 15.8 | 11.1 | 10.0 | 7.0 |

## Specific interest income items

Fair value adjustments - the accounting for the acquisition of the business activities of Rural Finance resulted in the recognition of fair value adjustments on the loans acquired. These fair value adjustments are amortised over the life of the underlying transactions.

Homesafe funding costs unrealised - interest expense incurred on existing contracts for the current year.

## Specific other income items

Hedge ineffectiveness - ineffectiveness resulting from hedge accounting
Homesafe Trust revaluation income - represents the valuation movements of the investment property held.
Profit on sale of Estates business -represents sale proceeds less transaction costs.

## Specific operating expense items

Integration costs - costs associated with the integration of the business activities of Alliance Partners and Rural Finance.
Impairment - impairments have been recorded for the investments the Group has in Regional Development Fund ( $\$ 0.3 \mathrm{~m}$ ); the intangible asset recorded in
relation to the acquired Wheeler Financial Services customer list ( $\$ 0.4 \mathrm{~m}$ ); the reversal of a previous impairment recorded for Vic West Community
Enterprise Pty Ltd has been reversed on sale of the investment (\$1.5m).
Litigation costs - costs incurred in relation to a Sandhurst Trustees legal case, not covered by insurance. As the business to which these legal
fees relate has now been sold, the costs incurred are not considered to be core to the ongoing business of the Bank.

## June 2016

Integration costs - costs associated with the integration of the business activities of Alliance Partners, Rural Finance and Delphi.
Impairment charge - Equity investment - HUB IT Pty Ltd (\$1.6m) and acquired customer list - Wheeler Financial Services (\$0.7m).
Litigation costs - costs incurred in relation to a Rural Bank legal case, not covered by insurance.

## Specific income tax items

De-recognition of previously recognised temporary differences.
June 2016
Income tax benefit relating to mergers and acquisitions - tax benefit resulting from tax consolidation matters as a result of previous mergers and acquisitions.

## Other specific items

Homesafe revaluation gain - realised - represents funds received on completion being the difference between the cash received on completion less the initial funds advanced.
Homesafe funding costs realised - addback of accumulated interest expense on completed contracts since contract initiation. These costs have previously
been excluded from cash earnings for the financial year incurred. These adjustments align the realised income and funding costs within the same period.

11 Year ended 30 June 2017

### 2.3.2 Net Interest margin (before revenue share arrangements)



Asset pricing - favourable rate repricing has occurred over the last 12 months, which included a partial pass through of the August cash rate reduction, adjustments to variable loans in December 2016 and other repricing in the second half across various product types.

Liability pricing - repricing of deposit accounts following the August cash rate reduction was limited by the ongoing strong competition for deposit funding.

Equity contribution - the contribution to margin from net free liabilities and equity reduced, reflecting the lower margin earned by assets funded by these balances.


## Cash Net Interest Income ${ }^{1}$



Adjustments:
Fair value adjustments ${ }^{3}$
Net interest income used in NIM calculation

```
\({ }^{4}\) Offset products have been reclassified from deposits and netted against the corresponding loan balance (June 17 FY : \(\mathbf{2 , 3 0 3 . 3 m}\),
```

${ }^{1}$ Cash Net interest income includes Homesafe unrealised funding costs.
${ }^{2}$ refer Page 13 - Total net interest income including specific items.
${ }^{3}$ Fair value adjustments represent entries created on a business acquisition (Rural Finance).

June 16 FY: \$2,121.1m, June 17 HY: \$2,377.5m, December 16 HY: \$2,232.4m).

| 2.3.3 Income | Full year ending |  |  |  | Six months ending |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun-17 | Jun-16 | Change |  | Jun-17 | Dec-16 | Change |  |
|  | \$m | \$m | \$m | \% | \$m | \$m | \$m | \% |
| Net interest income | 1,232.0 | 1,184.3 | 47.7 | 4.0 | 627.3 | 604.7 | 22.6 | 3.7 |
| Homesafe funding costs - unrealised | (15.8) | (15.6) | (0.2) | 1.3 | (8.5) | (7.3) | (1.2) | 16.4 |
| Specific items - interest expense | (2.6) | (4.6) | 2.0 | (43.5) | (1.1) | (1.5) | 0.4 | (26.7) |
| Total net interest income including specific items | 1,213.6 | 1,164.1 | 49.5 | 4.3 | 617.7 | 595.9 | 21.8 | 3.7 |
| Other income |  |  |  |  |  |  |  |  |
| Fee income | 160.0 | 161.9 | (1.9) | (1.2) | 79.8 | 80.2 | (0.4) | (0.5) |
| Commissions | 72.7 | 68.9 | 3.8 | 5.5 | 37.6 | 35.1 | 2.5 | 7.1 |
| Foreign exchange income | 18.0 | 20.9 | (2.9) | (13.9) | 8.9 | 9.1 | (0.2) | (2.2) |
| Trading book revaluation income | 19.8 | 8.9 | 10.9 | 122.5 | 7.2 | 12.6 | (5.4) | (42.9) |
| Other | 39.2 | 42.3 | (3.1) | (7.3) | 15.9 | 23.3 | (7.4) | (31.8) |
| Total other income | 309.7 | 302.9 | 6.8 | 2.2 | 149.4 | 160.3 | (10.9) | (6.8) |
|  |  |  |  |  |  |  |  |  |
| Specific other income items |  |  |  |  |  |  |  |  |
| Other non interest income | (4.2) | 7.9 | (12.1) | (153.2) | 3.1 | (7.3) | 10.4 | (142.5) |
| Total income including specific items | 1,609.5 | 1,554.6 | 54.9 | 3.5 | 814.2 | 795.3 | 18.9 | 2.4 |

Comments on total income when compared to the previous corresponding period:

Net interest income increased by $\$ 49.5 \mathrm{~m}$, or $4.3 \%$. Refer to 2.3 .2 for further analysis.
Fees decreased by $\$ 1.9 \mathrm{~m}$, or $1.2 \%$, primarily due to a higher cost in interchange fees particularly for contactless electronic transactions.
Commissions increased by $\$ 3.8 \mathrm{~m}$, or $5.5 \%$, due to increased volume of third party products sold, including insurance and wealth commissions received as a responsible entity.

Trading book revaluation income increased by $\$ 10.9 \mathrm{~m}$, or $122.5 \%$ continuing with a strong performance in the second half.
Homesafe Trust income was $\$ 10.7 \mathrm{~m}$ higher primarily due to continued strong growth in residential property markets of Melbourne and Sydney.
Refer to section 2.3.4 for further detail.
Other income includes factoring income and franchise fees.
Specific items - other non interest income decreased by $\$ 12.1 \mathrm{~m}$. Refer to 2.3 .1 for further detail.
Non-interest income (\$m)



### 2.3.4 Homesafe Trust

|  | Full Year | Half Year |  | Full Year | Half Year |  | Full Year | Half Year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun-17 | Jun-17 | Dec-16 | Jun-16 | Jun-16 | Dec-15 | Jun-15 | Jun-15 | Dec-14 |
| Homesafe Income | \$m | \$m | \$m | \$m | \$m | \$m | \$m | \$m | \$m |
| Discount unwind | 18.4 | 9.4 | 9.0 | 16.7 | 8.7 | 8.0 | 15.6 | 7.9 | 7.7 |
| Profit on sale | 1.7 | 0.3 | 1.4 | (0.1) | (1.1) | 1.0 | 1.0 | 0.6 | 0.4 |
| Management fair value adjustment | (4.6) | (2.1) | (2.5) | (13.6) | 6.4 | (20.0) | (5.0) | (5.0) | - |
| Property revaluations | 74.9 | 36.4 | 38.5 | 76.7 | 11.2 | 65.5 | 51.8 | 29.3 | 22.5 |
| Total income | 90.4 | 44.0 | 46.4 | 79.7 | 25.2 | 54.5 | 63.4 | 32.8 | 30.6 |

Homesafe income - This includes the amortisation of the discount, property revaluation movements and any movement in management fair value adjustment.
Profit on sale represents the difference between cash received on completion versus the carrying value at the time of completion.

|  | Full Year | Half Year |  | Full Year | Half Year |  | Full Year | Half Year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun-17 | Jun-17 | Dec-16 | Jun-16 | Jun-16 | Dec-15 | Jun-15 | Jun-15 | Dec-14 |
| $1-1$ | \$m | \$m | \$m | \$m | \$m | \$m | \$m | \$m | \$m |
| Homesafe realised income | 24.0 | 10.6 | 13.4 | 16.5 | 9.6 | 6.9 | 10.4 | 6.3 | 4.1 |

Realised - funds received on completion being the difference between the cash received on completion less the initial funds advanced.

|  | Full Year | Half Year |  | Full Year | Half Year |  | Full YearJun-15 | Half Year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun-17 | Jun-17 | Dec-16 | Jun-16 | Jun-16 | Dec-15 |  | Jun-15 | Dec-14 |
| Funding Costs | \$m | \$m | \$m | \$m | \$m | \$m | \$m | \$m | \$m |
| Funding costs - unrealised | 15.8 | 8.5 | 7.3 | 15.6 | 7.7 | 7.9 | 15.6 | 7.4 | 8.2 |
| Funding costs - realised | 8.2 | 3.6 | 4.6 | 6.5 | 4.1 | 2.4 | 4.9 | 2.9 | 2.0 |

Funding costs realised - accumulated interest expense on completed contracts since initial funding.
Funding costs unrealised - interest expense on existing contracts.

|  | As at Jun-17 | As at Dec-16 | $\begin{array}{r} \text { As at } \\ \text { Jun-16 } \end{array}$ | $\begin{array}{r} \text { As at } \\ \text { Dec-15 } \end{array}$ | As at Jun-15 | $\begin{array}{r} \text { As at } \\ \text { Dec-14 } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Portfolio balance | \$m | \$m | \$m | \$m | \$m | \$m |
| Funded balance | 370.0 | 360.9 | 343.6 | 313.7 | 302.1 | 299.1 |
| Property revaluation balance | 296.3 | 263.5 | 229.8 | 230.4 | 179.9 | 148.4 |
| Total investment Portfolio balance | 666.3 | 624.4 | 573.4 | 544.1 | 482.0 | 447.5 |




### 2.3.5 Operating expenses



1 Expenses used in the above ratios are expenses less specific expense items and acquired intangibles amortisation. Income used in the
aboveratios is income less specific income items and other specific income items.
Excludes redundancy costs.
Comments on individual expense categories when compared to the previous corresponding period are:
Staff and related costs - increased $\$ 0.2 \mathrm{~m}$, this included wage and salary increases and the reduction in FTE numbers. Redundancy costs were $\$ 4.2 \mathrm{~m}$ (June 2016: \$6.1m). Salary costs include staff bonuses and staff share offer of \$13.3m.

Software amortisation - increased by $\$ 5.4 \mathrm{~m}$ or $35.1 \%$, due to the completion of a number of large technology projects.
Other product and service delivery costs - decreased by $\$ 4.4 \mathrm{~m}$, or $11.8 \%$ mainly due to a reduction in costs associated with 3rd party ATM's.
Other administration expenses - increased by $\$ 4.0 \mathrm{~m}$ or $6.2 \%$, mainly due to an increase in legal costs relating to Great Southern.
Specific items - other expenses - increased by $\$ 3.8 \mathrm{~m}$ or $25.5 \%$. Refer to 2.3 .1 for further detail.

Operating expenses (\$m)


### 2.3.6 Segment results

## Segment reporting

An operating segment is a component of the Group that engages in business activities from which it may earn revenues and incur expenses. These operating results are regularly reviewed by the Managing Director, to make decisions about the resourcing for each segment, and to assess its performance.

The operating segments are identified according to the nature of the products and services they provide. All reporting segments represent an individual strategic business unit. Each unit offers a different method of delivery, and/or different products and services.

Segment assets and liabilities reflect the value of loans and deposits directly managed by each operating segment. All other assets and liabilities of the Group are managed centrally.

Segment reporting is consistent with the internal reporting provided to the Managing Director, and the executive management team.
Changes to the internal organisational structure of the Group, can cause the Group's operating segment results to change.
Where this occurs, the corresponding segment information for the previous financial year is restated.

## Types of products and services

## Local connection

Contains all local distribution channels, including branch and community banking, business banking, Delphi Bank and financial markets.

## Partner connection

Contains all partner distribution channels, including mortgage brokers, mortgage managers, mortgage originators, Alliance Partners, Homesafe,
Leveraged, portfolio funding, financial planning, wealth management, responsible entity activities, other trustee services and custodial services.
The partner connection segment is a combination of the third party and wealth cash generating units.
Agribusiness
Includes the provision of banking services to agribusinesses in rural and regional Australia. Rural Bank and Rural Finance are included within the agribusiness segment.

## Central functions

Functions not relating directly to a reportable operating segment.
Accounting policies and inter-segment transactions
Mieasurement of segmental assets, liabilities, income and expenses is in accordance with the Group's accounting policies. Segment results are determined by including all revenue and expenses associated with each business. Transactions between business segments are conducted at arm's length, and are elim nated on consolidation.

Segment net interest income is recognised based on an internally set funds transfer pricing policy, based on pre-determined market rates of return on the assets and liabilities of the segment.

## Major customers

Revenues from no individual customer amount to greater than 10\% of the Group's revenue.
Geographic Information
The allocation of revenue and assets is based on the geographic location of the customer. The Group operates in all Australian states and territories,
providing banking and other financial services.
Fon the year ended 30 June 2017

| $\square$ |  | ating segmen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\sim$ | Local connection | Partner connection | business | operating segments | Central functions functions | Total |
|  | \$m | \$m | \$m | \$m | \$m | \$m |
| Net interest income | 765.0 | 298.7 | 168.3 | 1,232.0 | - | 1,232.0 |
| Other income | 178.5 | 92.2 | 8.4 | 279.1 | 30.6 | 309.7 |
| Total segment income | 943.5 | 390.9 | 176.7 | 1,511.1 | 30.6 | 1,541.7 |
| Operating expenses | (629.4) | (174.9) | (75.6) | (879.9) | (10.8) | (890.7) |
| Credit expenses | (32.0) | (35.6) | (4.2) | (71.8) | - | (71.8) |
| Segment result (before specific items \& tax expense) | 282.1 | 180.4 | 96.9 | 559.4 | 19.8 | 579.2 |
| Specific income \& (expense) items | (0.7) | 63.8 | (5.9) | 57.2 | (8.1) | 49.1 |
| Seginent result (before tax expense) | 281.4 | 244.2 | 91.0 | 616.6 | 11.7 | 628.3 |
| Specific tax items |  |  | - | - | (0.1) | (0.1) |
| Tax expense | (89.0) | (77.2) | (28.8) | (195.0) | (3.6) | (198.6) |
| Segment result (statutory basis) | 192.4 | 167.0 | 62.2 | 421.6 | 8.0 | 429.6 |
| Cash basis adjustments: |  |  |  |  |  |  |
| Specific income \& expense items | 0.5 | (44.7) | 3.7 | (40.5) | 5.7 | (34.8) |
| Other specific items | - | 11.1 | - | 11.1 | - | 11.1 |
| Amortisation of intangibles | 4.6 | 3.1 | 4.7 | 12.4 | - | 12.4 |
| Segment result (cash basis) | 197.5 | 136.5 | 70.6 | 404.6 | 13.7 | 418.3 |

### 2.3.6 Segment results

For the year ended 30 June 2016

|  | Operating segments |  |  | Total operating segments | Central functions | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Local connection | Partner connection Agri-business |  |  |  |  |
|  | \$m | \$m | \$m | \$m | \$m | \$m |
| Net interest income | 741.8 | 274.6 | 167.9 | 1,184.3 | - | 1,184.3 |
| Other income | 189.3 | 86.3 | 8.7 | 284.3 | 18.6 | 302.9 |
| Total segment income | 931.1 | 360.9 | 176.6 | 1,468.6 | 18.6 | 1,487.2 |
| Operating expenses | (633.9) | (179.6) | (75.2) | (888.7) | - | (888.7) |
| Credit expenses | (17.6) | (16.9) | (9.6) | (44.1) | - | (44.1) |
| Segrnent result (before specific items \& tax expense) | 279.6 | 164.4 | 91.8 | 535.8 | 18.6 | 554.4 |
| Specific income \& (expense) items | (0.8) | 52.1 | (6.7) | 44.6 | 7.9 | 52.5 |
| Segment result (before tax expense) | 278.8 | 216.5 | 85.1 | 580.4 | 26.5 | 606.9 |
| Specific tax items Tax expense | (87.3) ${ }^{-}$ | (67.6) | (26.6) | (181.5) | $\begin{aligned} & (1.4) \\ & (8.4) \end{aligned}$ | $\begin{array}{r} (1.4) \\ (189.9) \end{array}$ |
| Segment result (statutory basis) | 191.5 | 148.9 | 58.5 | 398.9 | 16.7 | 415.6 |
| Cash basis adjustments: |  |  |  |  |  |  |
| Specific income \& expense items | 1.1 | (35.5) | 4.9 | (29.5) | (5.4) | (34.9) |
| Other specific items | - | 7.0 | - | 7.0 | - | 7.0 |
| Amortisation of intangibles | 4.5 | 4.5 | 4.7 | 13.7 | - | 13.7 |
| Segment result (cash basis) | 197.1 | 124.9 | 68.1 | 390.1 | 11.3 | 401.4 |

## Reportable segment assets and liabilities

|  | Operating segments |  |  |  |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Local connection | Partner connection Agri-business |  | Total operating segments | Central functions |  |
| , | \$m | \$m | \$m | \$m | \$m | \$m |
| For the year ended 30 June 2017 |  |  |  |  |  |  |
| Reportable segment assets | $33,453.6$ | $21,522.8$ | $6,265.9$ | $61,242.3$ | $10,173.2$ | $71,415.5$ |
| Reportable segment liabilities |  |  |  |  |  |  |
| For the year ended 30 June 2016 |  |  |  |  |  |  |
| Reportable segment assets <br> Reportable segment liabilities | 31,728.3 | 19,873.4 | 5,964.0 | 57,565.7 | 11,007.0 | 68,572.7 |
|  | 40,924.0 | 5,418.9 | 3,592.6 | 49,935.5 | 9,699.4 | 59,634.9 |
|  |  |  |  |  | $\begin{array}{r} \text { As at } \\ \text { June } 2017 \end{array}$ | As at |
| $\sim \square$ |  |  |  |  |  | June 2016 |
| Total assets for operating segments |  |  |  |  | 71,415.5 | 68,572.7 |
| Total assets |  |  |  |  | 71,415.5 | 68,572.7 |
| Total liabilities for operating segments Securitisation funding |  |  |  |  | $\begin{array}{r} 61,509.7 \\ 4,480.2 \end{array}$ | $\begin{array}{r} 59,634.9 \\ 3,822.5 \end{array}$ |
| Total liabilities |  |  |  |  | 65,989.9 | 63,457.4 |

### 2.3.7 Lending

|  | Full year ending |  |  |  | Six months ending |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\frac{\text { Jun-17 }}{\$ m}$ | $\frac{\text { Jun-16 }}{\$ \mathrm{~m}}$ | Change |  | $\frac{\text { Jun-17 }}{\$ \mathrm{~m}}$ | $\frac{\text { Dec-16 }}{\$ \mathrm{~m}}$ | Change |  |
|  |  |  | \$m | \% |  |  | \$m | \% |
| Approvals - by security |  |  |  |  |  |  |  |  |
| Residential | 14,129.8 | 10,852.2 | 3,277.6 | 30.2 | 5,419.3 | 8,710.5 | $(3,291.2)$ | (37.8) |
| Non-residential | 5,925.8 | 6,180.4 | (254.6) | (4.1) | 2,911.4 | 3,014.4 | (103.0) | (3.4) |
| Total approvals | 20,055.6 | 17,032.6 | 3,023.0 | 17.7 | 8,330.7 | 11,724.9 | $(3,394.2)$ | (28.9) |



[^0]
### 2.3.8 Asset quality

|  | $\begin{aligned} & \text { As at } \\ & \text { Jun-17 } \end{aligned}$ | $\begin{array}{r} \text { As at } \\ \text { Jun-16 } \end{array}$ | Change |  | $\begin{array}{r} \text { As at } \\ \text { Jun-17 } \end{array}$ | $\begin{array}{r} \text { As at } \\ \text { Dec-16 } \end{array}$ | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Impaired loans ${ }^{1}$ | \$m | \$m | \$m | \% | \$m | \$m | \$m | \% |
| Full-performing ${ }^{2}$ | 0.3 | 1.2 | (0.9) | (75.0) | 0.3 | 1.0 | (0.7) | (70.0) |
| Part-performing ${ }^{3}$ | 33.5 | 65.4 | (31.9) | (48.8) | 33.5 | 35.9 | (2.4) | (6.7) |
| Non-performing | 201.6 | 237.1 | (35.5) | (15.0) | 201.6 | 217.8 | (16.2) | (7.4) |
| Restructured loans ${ }^{4}$ | 47.2 | 46.5 | 0.7 | 1.5 | 47.2 | 46.0 | 1.2 | 2.6 |
| Totai impaired assets | 282.6 | 350.2 | (67.6) | (19.3) | 282.6 | 300.7 | (18.1) | (6.0) |
| Less: specific impairment provisions | (88.5) | (124.4) | 35.9 | (28.9) | (88.5) | (110.2) | 21.7 | (19.7) |
| Net impaired assets | 194.1 | 225.8 | (31.7) | (14.0) | 194.1 | 190.5 | 3.6 | 1.9 |
| Portfolio facilities - past due 90 days, not well secured | 5.8 | 4.8 | 1.0 | 20.8 | 5.8 | 4.9 | 0.9 | 18.4 |
| Less: specific impairment provisions | (1.0) | (0.9) | (0.1) | 11.1 | (1.0) | (0.9) | (0.1) | 11.1 |
| Net portfolio facilities | 4.8 | 3.9 | 0.9 | 23.1 | 4.8 | 4.0 | 0.8 | 20.0 |


| Past due 90 days |
| :--- |
| Well secured (excluding commercial arrangement loans) |
| Great Southern portfolio |


| Ratios | $\%$ | $\%$ | $\%$ | $\%$ |  |
| :--- | ---: | :---: | :---: | :---: | :---: |
| Total impaired loans to gross loans | $0.46 \%$ | $0.61 \%$ | $(0.15 \%)$ | $0.46 \%$ | $0.50 \%$ |
| Total impaired loans to total assets | $0.40 \%$ | $0.51 \%$ | $(0.11 \%)$ | $0.04 \%)$ |  |
| Net impaired loans to gross loans | $0.32 \%$ | $0.39 \%$ | $(0.07 \%)$ | $0.40 \%$ | $(0.02 \%)$ |
| Provision coverage ${ }^{5}$ | $100.0 \%$ | $93.0 \%$ | $7.0 \%$ | $0.32 \%$ | $0.32 \%$ |

Afacility is classified as impaired regardless of whether it is 90 days or more past due (arrears) when there is doubt as to whether the full
Umounts due (interest and principal) will be achieved in a timely manner. This is the case even if the full extent of the loss cannot be clearly determined.
${ }^{2}$ Includes loans where the value of the security has reduced below the value of the outstanding loans but repayments are being
made in accordance with the loan contract.
3 Includes loans where the value of the security has reduced below the value of the outstanding loans but partial repayments are being made in accordance with the loan contract.
)
${ }^{4}$ Restructured loans are facilities in which the original contractual terms have been modified for reasons related to the financial difficulties of the customers

[^1]
### 2.3.9 Bad and doubtful debts




Movements in specific and collective provisions are reflected as an expense in the income statement.
Movements in the general reserve for credit losses are reflected as an appropriation in retained earnings.
Total provisions and reserves for doubtful debts (\$m)


### 2.3.10 Deposits and funds under management

|  | $\begin{array}{r} \text { As at } \\ \text { Jun-17 } \end{array}$ | $\begin{array}{r} \text { As at } \\ \text { Jun-16 } \end{array}$ | Change |  | $\begin{array}{r} \text { As at } \\ \text { Jun-17 } \end{array}$ | $\begin{array}{r} \text { As at } \\ \text { Dec-16 } \end{array}$ | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$m | \$m | \$m | \% | \$m | \$m | \$m | \% |
| Deposits and funds under management |  |  |  |  |  |  |  |  |
| Deposits | 58,772.3 | 57,054.7 | 1,717.6 | 3.0 | 58,772.3 | 59,228.5 | (456.2) | (0.8) |
| Securitisation | 4,480.2 | 3,822.5 | 657.7 | 17.2 | 4,480.2 | 3,855.7 | 624.5 | 16.2 |
| Managed funds | 5,322.5 | 4,684.1 | 638.4 | 13.6 | 5,322.5 | 4,979.7 | 342.8 | 6.9 |
| $\square$ |  |  |  |  |  |  |  |  |
| Tota! deposits and funds under management | 68,575.0 | 65,561.3 | 3,013.7 | 4.6 | 68,575.0 | 68,063.9 | 511.1 | 0.8 |
| Deposits dissection - \$m |  |  |  |  |  |  |  |  |
| Retail ${ }^{1}$ | 50,743.1 | 48,445.3 | 2,297.8 | 4.7 | 50,743.2 | 50,579.9 | 163.3 | 0.3 |
| Wholesale ${ }^{1}$ | 8,029.2 | 8,609.4 | (580.2) | (6.7) | 8,029.2 | 8,648.6 | (619.4) | (7.2) |
| Securitisation | 4,480.2 | 3,822.5 | 657.7 | 17.2 | 4,480.2 | 3,855.7 | 624.5 | 16.2 |
| Total deposits | 63,252.5 | 60,877.2 | 2,375.3 | 3.9 | 63,252.6 | 63,084.2 | 168.4 | 0.3 |
| Deposits dissection - \% <br> Retail <br> 80.2\% <br> 79.6\% <br> 80.2\% <br> 80.2\% |  |  |  |  |  |  |  |  |
| Wholesale | 12.7\% | 14.1\% |  |  | 12.7\% | 13.7\% |  |  |
| Securitisation | 7.1\% | 6.3\% |  |  | 7.1\% | 6.1\% |  |  |
| Totai deposits | 100.0\% | 100.0\% |  |  | 100.0\% | 100.0\% |  |  |
| Managed funds dissection |  |  |  |  |  |  |  |  |
| Assets under management | 2,152.1 | 2,060.7 | 91.4 | 4.4 | 2,152.1 | 2,054.9 | 97.2 | 4.7 |
| Other managed funds | 3,170.4 | 2,623.4 | 547.0 | 20.9 | 3,170.4 | 2,924.8 | 245.6 | 8.4 |
| Total managed funds | 5,322.5 | 4,684.1 | 638.4 | 13.6 | 5,322.5 | 4,979.7 | 342.8 | 6.9 |

(A reclassification of some middle market deposits from retail to wholesale has reduced the June 2016 retail dissection by 2.4\%.

Assets under management include those funds deposited in the Sandhurst Trustees Limited Common Funds, which are invested in cash
cash enhanced and mortgage investments on behalf of investors. These funds are off-balance sheet

Other managed funds include funds deposited for investment in managed investment products and superannuation funds managed
off-balance sheet by Sandhurst Trustees Limited and Adelaide Managed Funds Limited. Also included are portfolios of loans managed by the Bank and third parties who contribute to first loss coverage.

Funding mix (\$m)


Retail deposits and funds under management (\$m)


### 2.3.11 Average balance sheet

## For the year ended 30 June 2017



[^2]
### 2.3.11 Average balance sheet

## For the six months ended 30 June 2017



[^3]
### 2.3.11 Average balance sheet

For the six months ended 30 June 2016


| 31 December 2015 |  |  |
| ---: | ---: | ---: |
| Average | Interest | Average |
| Balance | 6 mths | Rate |
| $\$ \mathrm{~m}$ | $\$ \mathrm{~m}$ | $\%$ |


| Average balances and rates ${ }^{1}$ |  |  |  |
| :---: | :---: | :---: | :---: |
| interest earning assets |  |  |  |
| Cash and Investments | 7,842.6 | 53.2 | 1.36 |
| Loans and other receivables ${ }^{2,6}$ | 54,298.9 | 1,275.4 | 4.72 |
| Total interest earning assets ${ }^{2}$ | 62,141.5 | 1,328.6 | 4.30 |


| $7,859.5$ | 58.2 | 1.47 |
| ---: | ---: | ---: |
| $53,484.3$ | $1,300.7$ | 4.84 |
| $61,343.8$ | $1,358.9$ | 4.41 |


| Non interest earning assets |
| :--- |
| Provisions for doubtful debts |
| Other assets |
| Total non interest earning assets |
| Total assets (average balance) |


| $(173.7)$ <br> $2,889.0$ |  |  |
| ---: | ---: | ---: |
| $2,715.3$ |  |  |
| $64,059.1$ |  |  |
|  |  |  |
|  |  |  |
| $43,007.2$ | $(538.6)$ | $(2.49)$ |
| $8,788.0$ | $(122.8)$ | $(2.78)$ |
| 341.8 | $(5.1)$ | $(2.97)$ |
| $4,513.6$ | $(72.0)$ | $(3.17)$ |
| 820.3 | $(18.8)$ | $(4.56)$ |
| 587.4 | $(16.1)$ | $(5.45)$ |
| $58,058.3$ | $(773.4)$ | $(2.65)$ |



## impact of revenue share arrangements

| Net interest margin | 1.89 | 1.90 |
| :--- | :--- | :--- |
| Add: impact of revenue share arrangements | 0.35 | 0.33 |
| Net interest margin before revenue share arrangements | 2.24 | 2.23 |

[^4]
### 2.3.12 Capital and shareholder returns

### 2.3.12.1 Assets and capital

|  | $\begin{array}{r} \text { As at } \\ \text { Jun-17 } \end{array}$ | $\begin{array}{r} \text { As at } \\ \text { Jun-16 } \end{array}$ | Change |  | $\begin{array}{r} \text { As at } \\ \text { Jun-17 } \end{array}$ | As at Dec-16 | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$m | \$m | \$m | \% | \$m | \$m | \$m | \% |
| Group assets | 71,415.5 | 68,572.7 | 2,842.8 | 4.1 | 71,415.5 | 70,948.5 | 467.0 | 0.7 |
| Capital adequacy |  |  |  |  |  |  |  |  |
| Total regulatory capital | 4,743.4 | 4,455.6 | 287.8 | 6.5 | 4,743.4 | 4,674.6 | 68.8 | 1.5 |
| Risk-weighted assets | 38,062.3 | 36,485.5 | 1,576.8 | 4.3 | 38,062.3 | 38,312.1 | (249.8) | (0.7) |
|  | \% | \% | \% |  | \% | \% | \% |  |
| Risk-weighted capital adequacy | 12.46\% | 12.21\% | 0.25\% | 2.0 | 12.46\% | 12.20\% | 0.26\% | 2.1 |
| $\square$ Tier 1 | 10.49\% | 10.40\% | 0.09\% | 0.9 | 10.49\% | 10.17\% | 0.32\% | 3.1 |
| Tier 2 | 1.97\% | 1.81\% | 0.16\% | 8.8 | 1.97\% | 2.03\% | (0.06\%) | (3.0) |
| - Common Equity Tier 1 | 8.27\% | 8.09\% | 0.18\% | 2.2 | 8.27\% | 7.97\% | 0.30\% | 3.8 |

### 2.3.12.2 Capital adequacy

The Australian Prudential Regulation Authority (APRA) guidelines require capital to be allocated against credit, operational and market risk.
Banks must maintain a ratio of qualifying capital (comprising Common Equity Tier 1, Additional Tier 1 and Tier 2 capital), to risk weighted assets. The Bank adopted the "standard model" approach prescribed by APRA to calculate the Bank's capital position.

| Risk weighted capital ratios | Jun-17 | Dec-16 | Jun-16 |
| :---: | :---: | :---: | :---: |
| Tier 1 | 10.49\% | 10.17\% | 10.40\% |
| Tier 2 | 1.97\% | 2.03\% | 1.81\% |
| Total capital ratio | 12.46\% | 12.20\% | 12.21\% |
| U |  |  |  |
| Common Equity Tier 1 | 8.27\% | 7.97\% | 8.09\% |
| Regulatory capital | \$m | \$m | \$m |
| Cornmon Equity Tier 1 |  |  |  |
| Contributed capital | 4,456.8 | 4,406.1 | 4,298.4 |
| Retained profits \& reserves <br> Accumulated other comprehensive income (and other reserves) | $621.7$ | $\begin{gathered} 587.0 \\ (39.4) \end{gathered}$ | $557.0$ |
| Less: | (31.2) | (39.4) | (62.0) |
| Intangible assets, cash flow hedges and capitalised expenses | 1,797.4 | 1,795.9 | 1,766.4 |
| Net cleferred tax assets | 59.5 | 64.3 | 36.4 |
| Equity exposures | 40.8 | 39.5 | 36.8 |
| Other adjustments as per APRA advice | 1.3 | 1.9 | 1.2 |
| Total common equity tier 1 capital | 3,148.3 | 3,052.1 | 2,952.6 |
| Additional Tier 1 capital instruments | 843.2 | 843.2 | 843.2 |
| Total Additional Tier 1 Capital | 843.2 | 843.2 | 843.2 |
| Total Tier 1 Capital | 3,991.5 | 3,895.3 | 3,795.8 |
| Tier 2 |  |  |  |
| Tier 2 capital instruments | 575.5 | 603.7 | 478.7 |
| General reserve for credit losses/collective provision (net of tax effect) | 176.4 | 175.6 | 181.1 |
| Total Tier 2 Capital | 751.9 | 779.3 | 659.8 |
|  |  |  |  |
| Total regulatory capital | 4,743.4 | 4,674.6 | 4,455.6 |
|  |  |  |  |
| Total risk weighted assets | 38,062.3 | 38,312.1 | 36,485.5 |

### 2.3.12.2 Capital adequacy (continued)



[^5]Dividend reinvestment plan increased capital by $\$ 94.2$ million.
New shares issued increased by $\$ 64.4$ million.
Retained earnings net increase of $\$ 64.7$ million.
$>$ Tier 2
Subordinated debt increased by $\$ 96.8$ million.

Risk-weighted assets decreased during the second half due to the securitisation of residential mortgages.

Capital adequacy (\%)


Capital adequacy is calculated in accordance with regulations set down by APRA.

Pillar 3 Disclosures
Details on the market disclosures required under Pillar 3, per prudential standard APS 330 "Public Disclosure", are provided on the Group's website at: http://www.bendigoadelaide.com.au/public/shareholders/announcements/aps_330.asp

### 2.3.12.3 Shareholder returns



Cash earnings used in cash basis earnings per ordinary share is profit after tax adjusted for specific items after tax, intangibles
amortisation (except intangible software amortisation) and dividends on preference shares.
Earnings used in the statutory earnings per ordinary share is, profit after tax including specific items, less dividends on preference shares.

Dilutive preference shares include preference, convertible preference and step up preference shares.
Ordinary equity for use in these ratios is represented by total ordinary shares and retained earnings.
Tangible equity for use in these ratios is represented by net assets less preference shares and intangible assets.

|  | $\begin{array}{r} \text { As at } \\ \text { Jun-17 } \end{array}$ | $\begin{array}{r} \text { As at } \\ \text { Jun-16 } \end{array}$ | Change |  | $\begin{array}{r} \text { As at } \\ \text { Jun-17 } \end{array}$ | As at Dec-16 | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - | \$m | \$m | \$m | \% | \$m | \$m | \$m | \% |
| Ordinary issued capital | 4,456.7 | 4,298.4 | 158.3 | 3.7 | 4,456.7 | 4,406.1 | 50.6 | 1.1 |
| [ Retained earnings | 864.6 | 739.2 | 125.4 | 17.0 | 864.6 | 800.3 | 64.3 | 8.0 |
| Total ordinary equity | 5,321.3 | 5,037.6 | 283.7 | 5.6 | 5,321.3 | 5,206.4 | 114.9 | 2.2 |
|  |  |  |  |  |  |  |  |  |
| Average ordinary equity | 5,162.9 | 4,914.6 |  |  | 5,239.8 | 5,085.9 |  |  |
| Average tangible ordinary equity | 3,601.9 | 3,393.5 |  |  | 3,672.1 | 3,531.7 |  |  |

### 2.3.12.3 Shareholder returns (continued)



Statutory and cash return on equity (\%)


Earnings per share and dividend per share (cents)


30 June 2017
2.3.12.4 Dividends

| $(\circlearrowleft)$ | Full year ending |  |  |  | Six months ending |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun-17 | Jun-16 | Change |  | Jun-17 | Dec-16 | Change |  |
|  |  |  | \% |  |  |  |  | \% |
| Dividend per share - cents | 68.0 | 68.0 | - | - | 34.0 | 34.0 | - |  |
| Dividend amount payable/paid - \$m | 314.7 | 308.7 | 6.0 | 1.9 | 158.4 | 156.3 | 2.1 | 1.3 |
| Payout ratio - earnings per ordinary share ${ }^{1}$ | 74.8\% | 75.2\% | (0.4\%) | (0.5) | 73.4\% | 76.2\% | (2.8\%) | (3.7) |
| ( Payout ratio - cash basis per ordinary share ${ }^{1}$ | 76.8\% | 77.9\% | (1.1\%) | (1.4) | 75.6\% | 78.2\% | (2.6\%) | (3.3) |

[^6]
## Dividend Reinvestment Plan

The Dividend Reinvestment Plan provides shareholders with the opportunity of converting their entitlement to a dividend into new shares. The issue price of the shares is equal to the volume weighted average share price of Bendigo and Adelaide Bank shares traded on the Australian Securities Exchange over the seven trading days commencing 8 September 2017 at a discount of $1.5 \%$. Shares issued under this Plan rank equally with all other ordinary shares.

## Bonus Share Scheme

The Bonus Share Scheme provides shareholders with the opportunity to elect to receive a number of bonus shares issued for no consideration instead of receiving a dividend. The issue price of the shares is equal to the volume weighted average share price of Bendigo and Adelaide Bank shares traded on the Australian Securities Exchange over the seven trading days commencing 8 September 2017 at a discount of 1.5\%. Shares issued under this scheme rank equally with all other ordinary shares.

The last date for the receipt of an election notice for participation in either the Dividend Reinvestment Plan or Bonus Share Scheme for the 2017 final dividend is 7 September 2017.

### 2.4 Additional notes

### 2.4.1 Analysis of intangible assets

|  | Balance sheet Carrying value |  | Amortisation/ impairment expense |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Jun-17 | Jun-16 | Jun-17 | Jun-16 |
|  | \$m | \$m | \$m | \$m |
| Goodwill | 1,442.3 | 1,442.3 | - |  |
| Trustee licence | 8.4 | 8.4 | - |  |
| Software | 196.0 | 148.8 | 20.8 | 15.4 |
| Customer lists | 2.0 | 4.4 | 2.1 | 3.1 |
| Core deposits | 3.2 | 11.6 | 8.4 | 8.4 |
| Trade name | 2.0 | 2.7 | 0.7 | 0.7 |
| Customer relationship | 4.4 | 9.9 | 5.5 | 6.3 |
| Management rights - Adelaide Bank | 5.5 | 6.6 | 1.0 | 1.0 |
| Total intangible assets and goodwill | 1,663.8 | 1,634.7 | 38.5 | 34.9 |

### 2.4.2 Net tangible assets per share


${ }^{1}$ Aegis Group - economic interest is $23.5 \%$.
${ }^{2}$ The Group's share in Bendigo Telco Ltd increased in September 2016.
${ }^{3}$ The Group's investment in Vic West Community Enterprise Pty Ltd was sold in September 2016.

All joint arrangements and associates are incorporated in Australia.

### 2.4.4 Credit ratings

|  | Short term | Long term |  |
| :--- | :---: | :---: | :---: |
| Standard \& Poor's | A-2 | BBB+ | Stable |
| Fitch Ratings | F2 | A- | Stable |
| Moody's | P-2 | A3 | Stable |

On 22 May 2017, Standard \& Poor's Global Ratings announced that it had lowered its long-term issuer credit ratings on 23 financial institutions operating in Australia, one of which was Bendigo and Adelaide Bank. S\&P commented that the rating actions reflect their view that continued buildup of economic imbalances in the country over the past few years due to a rapid rise in private sector debt and house prices - particularly in two of the most populous cities of Sydney and Melbourne - has exposed Australian financial institutions to greater economic risks. S\&P's long-term counterparty credit rating on Bendigo and Adelaide Bank Limited was lowered from 'A-' to 'BBB+', with the short-term rating remaining unchanged at 'A-2'. The outlook changed to stable from negative.

On 4 November 2016, Fitch Ratings, the international ratings agency affirmed Bendigo and Adelaide Bank Ltd's long term rating at 'A-', and affirmed the short term rating of 'F2' and its support rating of ' 3 ', and the Bank's viability rating of 'A-'. The outlook remains stable. Fitch commented that the ratings reflect the Bank's conservative risk appetite, which supports its consistently strong asset quality.

On 19 June 2017, Moody's announced that it had downgraded the Baseline Credit Assessments (BCAs), long-term ratings and Counterparty Risk Assessments (CRAs) of 12 Australian banks and their affiliates, reflecting elevated risks in the household sector which heighten the sensitivity of the banks' credit profiles to an adverse shock. These elevated risks have been captured in Moody's Macro Profile for Australia which has been lowered to Strong+' from 'Very Strong-'. Moody's commented 'while Moody's does not anticipate a sharp housing downturn as a core scenario, the tail risk represented by increased household sector indebtedness becomes a material consideration in the context of the very high ratings assigned to Australian banks'. BEN's long-term issuer rating was lowered to 'A3' and short term rating to 'P-2', with a stable outlook.

### 2.4.5 Issued capital

Changes to issued and quoted securities during the period:

| Ordinary Shares (BEN - ASX code) | Number of Shares | \$m |
| :---: | :---: | :---: |
| Fully paid ordinary shares at 30 June 2016 | 463,762,656 | 4,298.4 |
| Shares issued: |  |  |
| September 2016 - Dividend reinvestment plan at \$10.04 | 4,568,195 | 45.9 |
| September 2016 - Bonus share scheme (in lieu of dividend payment) at \$10.04 | 253,203 |  |
| October 2016 - Share purchase plan at \$10.75 | 5,769,074 | 62.0 |
| March 2017 - Dividend reinvestment plan at \$11.46 | 4,212,626 | 48.3 |
| March 2017 - Bonus share scheme (in lieu of dividend payment) at \$11.46 | 436,024 |  |
| March 2017 - Employee Share Grant Scheme at \$11.94 | 204,686 | 2.4 |
| Share issue costs | - | (0.3) |
| Total ordinary shares at 30 June 2017 | 479,206,464 | 4,456.7 |


[^0]:    Loans under management represent the gross balance of loans held and managed by the Group categorised as follows:
    On-balance sheet loans are the gross balance of loans and factoring receivables held by the consolidated Group.
    Off-balance sheet loans under management represent the gross balance of off-balance sheet loans managed by wholly-owned subsidiaries
    of Bendigo and Adelaide Bank Limited.

[^1]:    ${ }^{5}$ Provision coverage is calculated as total provisions and reserves for doubtful debts - divided by total impaired assets.

[^2]:    1 Average balance is based on monthly closing balances.
    2 Loans and receivables excludes fair value specific items (June 2017 \$2.6m and June 2016 \$4.6m).
    3 Interest payments for revenue share arrangements are net values in the Income Statement.
    4 Interest spread is the difference between the average interest rate earned on assets and the average interest rate paid on funds.
    5 Interest margin is the net interest income as a percentage of average interest earning assets.
    6 Offset products have been reclassified from deposits and netted against the corresponding loan balance.
    7 Net interest income includes Homesafe unrealised funding costs - refer to page 12 for net interest income reconciliation.

[^3]:    1 Average balance is based on monthly closing balances.
    2 Loans and receivables excludes fair value specific items (June 2017 \$1.1m and December 2016 \$1.5m).
    3 Interest payments for revenue share arrangements are net values in the Income Statement.
    4 Interest spread is the difference between the average interest rate earned on assets and the average interest rate paid on funds.
    5 Interest margin is the net interest income as a percentage of average interest earning assets.
    6 Offset products have been reclassified from deposits and netted against the corresponding loan balance.
    7 Net interest income includes Homesafe unrealised funding costs - refer to page 12 for net interest income reconciliation.

[^4]:    1 Average balance is based on monthly closing balances.
    2 Loans and receivables excludes fair value specific items (June 2016 \$2.1m and December 2015 \$2.5m).
    3 Interest payments for revenue share arrangements are net values in the Income Statement.
    4 Interest spread is the difference between the average interest rate earned on assets and the average interest rate paid on funds.
    5 Interest margin is the net interest income as a percentage of average interest earning assets.
    6 Offset products have been reclassified from deposits and netted against the corresponding loan balance.

[^5]:    Key movements in capital in the June 2017 year include:
    $>$ Common Tier 1

[^6]:    ${ }^{1}$ Payout ratio is calculated as dividend per share divided by the applicable earnings per ordinary share.

