Jefferies Group LLC Form 13F-HR May 15, 2013

# UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

Form 13F

| FOLIII 13F  |
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| Form 13F COVER PAGE   |
| Report for the Calendar Year or Quarter Ended: March 31, 2013   |
| Check here if Amendment [ ]; Amendment Number: This Amendment (Check only one.): [ ] is a restatement.  |
| Institutional Investment Manager Filing this Report:  |
| Name: Jefferies Group LLC<br>Address: 520 Madison Ave., 12th Floor<br>New York, NY 10022  |
| 13F File Number: 028-10917  |
| The institutional investment manager filing this report and the person by whom it is signed hereby represent that the person signing the report is authorized to submit it, that all information contained herein is true, correct and complete, and that it is understood that all required items, statements, schedules, lists, and tables, are considered integral parts of this form. |
| Person Signing this Report on Behalf of Reporting Manager:  |
| Name: Roland Kelly Title: Assistant Secretary Phone: 310- 914-1373  |
| Signature, Place, and Date of Signing:  |
| /s/ Roland Kelly Los Angeles, CA April 26, 2013   |
| Report Type (Check only one.):  |
| [ X] 13F HOLDINGS REPORT.   |
| [ ] 13F NOTICE.   |
| [ ] 13F COMBINATION REPORT.   |
|   |
| FORM 13F SUMMARY PAGE   |
| Report Summary:   |
| Number of Other Included Managers: 4  |
| Form 13F Information Table Entry Total: 1658  |
| Form 13F Information Table Value Total: \$12,330,632 (thousands)  |

List of Other Included Managers:

Provide a numbered list of the name(s) and Form 13F file number(s) of all institutional managers with respect to which this report is filed, other than the manager filing this report.

| No. | 13F File Number | Name                              |
|-----|-----------------|-----------------------------------|
| 01  | 028-13184       | Jefferies LLC                     |
| 02  | 028-11239       | CoreCommodity Management, LLC     |
| 03  | 028-13012       | Jefferies High Yield Trading, LLC |
| 04  | 028-13965       | Jefferies Investment Advisers LLC |

| FORM | 13F | INFOR | MATION | TA | ABLE |      |         |     |
|------|-----|-------|--------|----|------|------|---------|-----|
|      | 7   | /ALUE | SHARES | 5/ | SH/  | PUT/ | INVSTMT | OTH |

| NAME OF ISSUER               | TITLE OF CLASS | CUSIP     |        | PRN AMT | PRN | CALL | DSCRETN | MANA |
|------------------------------|----------------|-----------|--------|---------|-----|------|---------|------|
| 3M CO                        | COM            | 88579Y101 |        | 55500   | SH  | CALL | SOLE    | 01   |
| ЗМ СО                        | COM            | 88579Y101 |        | 98000   | SH  | PUT  | SOLE    | 01   |
| ЗМ СО                        | COM            | 88579Y101 | 1578   | 14844   | SH  |      | SOLE    | 04   |
| AARONS INC                   | COM PAR \$0.50 | 002535300 | 247    | 8622    | SH  |      | SOLE    | 04   |
| ABBOTT LABS                  | COM            | 002824100 | 8159   | 133729  | SH  |      | SOLE    | 01 0 |
| ABBOTT LABS                  | COM            | 002824100 | 15323  | 250000  | SH  | PUT  | SOLE    | 01   |
| ABBVIE INC                   | COM            | 00287Y109 | 209    | 5144    | SH  |      | SOLE    | 01 0 |
| ABERCROMBIE & FITCH CO       | CL A           | 002896207 | 518    | 10928   | SH  |      | SOLE    | 01 0 |
| ABERCROMBIE & FITCH CO       | CL A           | 002896207 | 2872   | 57900   | SH  | CALL | SOLE    | 01   |
| ACACIA RESH CORP             | ACACIA TCH COM | 003881307 | 201    | 6657    | SH  |      | SOLE    | 04   |
| ACACIA RESH CORP             | ACACIA TCH COM | 003881307 | 3131   | 75000   | SH  | CALL | SOLE    | 01   |
| ACCENTURE PLC IRELAND        | SHS CLASS A    | G1151C101 | 647    | 8517    | SH  |      | SOLE    | 04   |
| ACCURAY INC                  | COM            | 004397105 | 530    | 75000   | SH  |      | SOLE    | 01   |
| ACE LTD                      | SHS            | H0023R105 | 5636   | 77000   | SH  | CALL | SOLE    | 01   |
| ACE LTD                      | SHS            | H0023R105 | 516    | 5797    | SH  |      | SOLE    | 04   |
| ACHILLION PHARMACEUTICALS IN | COM            | 00448Q201 | 200    | 20900   | SH  |      | SOLE    | 01   |
| ACME PACKET INC              | COM            | 004764106 | 998    | 34138   | SH  |      | SOLE    | 01 0 |
| ACME PACKET INC              | COM            | 004764106 | 2103   | 76400   | SH  | CALL | SOLE    | 01   |
| ACTAVIS INC                  | COM            | 00507K103 | 474    | 5148    | SH  |      | SOLE    | 04   |
| ACTIVISION BLIZZARD INC      | COM            | 00507V109 | 1379   | 107600  | SH  |      | SOLE    | 01   |
| ACTIVISION BLIZZARD INC      | COM            | 00507V109 | 2855   | 222700  | SH  | CALL | SOLE    | 01   |
| ADOBE SYS INC                | COM            | 00724F101 | 2077   | 47722   | SH  |      | SOLE    | 04   |
| ADOBE SYS INC                | COM            | 00724F101 | 2323   | 67700   | SH  | CALL | SOLE    | 01   |
| ADOBE SYS INC                | COM            | 00724F101 | 188804 | 5502900 | SH  | PUT  | SOLE    | 01   |
| ADVANCE AUTO PARTS INC       | COM            | 00751Y106 | 167    | 1973    | SH  |      | SOLE    | 01 0 |
| ADVANCE AUTO PARTS INC       | COM            | 00751Y106 | 957    | 10800   | SH  | PUT  | SOLE    | 01   |
| AEGERION PHARMACEUTICALS INC | COM            | 00767E102 | 616    | 44550   | SH  |      | SOLE    | 01   |
| AERCAP HOLDINGS NV           | SHS            | N00985106 | 293    | 18963   | SH  |      | SOLE    | 04   |
| AES CORP                     | COM            | 00130H105 | 190    | 15082   | SH  |      | SOLE    | 04   |
| AETNA INC NEW                | COM            | 00817Y108 | 383    | 7492    |     |      | SOLE    | 04   |
| AFFYMAX INC                  | COM            | 00826A109 | 218    | 18545   | SH  |      | SOLE    | 01   |
| AFLAC INC                    | COM            | 001055102 | 127    | 2437    |     |      | SOLE    | 04   |
| AFLAC INC                    | COM            | 001055102 | 1380   | 30000   |     | CALL | SOLE    | 01   |
| AGCO CORP                    | COM            | 001084102 | 1688   | 32789   |     |      | SOLE    | 01 0 |
| AGCO CORP                    | COM            | 001084102 | 543    | 11500   |     | PUT  | SOLE    | 01   |
| AGILENT TECHNOLOGIES INC     | COM            | 00846U101 | 2096   | 47100   |     | PUT  | SOLE    | 01   |
| AGILENT TECHNOLOGIES INC     | COM            | 00846U101 | 1758   | 41893   |     |      | SOLE    | 04   |
| AGILENT TECHNOLOGIES INC     | COM            | 00846U101 | 2096   | 47100   |     | CALL | SOLE    | 01   |
| AGNICO EAGLE MINES LTD       | COM            | 008474108 | 556    | 13559   |     |      | SOLE    | 02   |
| AGNICO EAGLE MINES LTD       | COM            | 008474108 | 1205   | 36100   |     | CALL | SOLE    | 01   |
| AGRIUM INC                   | COM            | 008916108 | 3774   | 38713   |     |      | SOLE    | 02 0 |
| AIR PRODS & CHEMS INC        | COM            | 009158106 | 5190   | 56632   | -   |      | SOLE    | 01 0 |
| AIR PRODS & CHEMS INC        | COM            | 009158106 | 5508   | 60000   | SH  | CALL | SOLE    | 01   |

| AIRGAS INC                   | COM             | 009363102 | 298   | 3010   |    |       | SOLE | 04  |   |
|------------------------------|-----------------|-----------|-------|--------|----|-------|------|-----|---|
| AKAMAI TECHNOLOGIES INC      | COM             | 00971T101 | 1402  | 39689  | SH |       | SOLE | 04  |   |
| ALBEMARLE CORP               | COM             | 012653101 | 865   | 13835  | SH |       | SOLE | 04  |   |
| ALCATEL-LUCENT               | SPONSORED ADR   | 013904305 | 755   | 333730 | SH |       | SOLE | 01  |   |
| ALCOA INC                    | COM             | 013817101 | 265   | 31150  | SH |       | SOLE | 02  | - |
| ALCOA INC                    | COM             | 013817101 | 1633  | 163000 | SH | CALL  | SOLE | 01  |   |
| ALCOA INC                    | NOTE 5.250% 3/1 | 013817AT8 | 250   | 150000 |    |       | SOLE | 01  |   |
| ALERE INC                    | COM             | 01449J105 | 246   | 9632   |    |       | SOLE | 0.4 |   |
| ALEXANDRIA REAL ESTATE EQ IN | COM             | 015271109 | 437   | 6106   |    |       | SOLE | 01  |   |
| ALEXION PHARMACEUTICALS INC  | COM             | 015351109 | 325   | 3525   |    |       |      | 04  |   |
|                              |                 |           |       |        |    |       | SOLE |     |   |
| ALLERGAN INC                 | COM             | 018490102 | 938   | 8399   |    | ~     | SOLE | 04  |   |
| ALLERGAN INC                 | COM             | 018490102 | 28868 | 302500 |    |       | SOLE | 01  |   |
| ALLERGAN INC                 | COM             | 018490102 | 24382 | 255500 | -  | PUT   | SOLE | 01  |   |
| ALLIANCE DATA SYSTEMS CORP   | COM             | 018581108 | 214   | 1322   | SH |       | SOLE | 04  |   |
| ALLIANCE DATA SYSTEMS CORP   | COM             | 018581108 | 1184  | 9400   | SH | CALL  | SOLE | 01  |   |
| ALLIANT TECHSYSTEMS INC      | COM             | 018804104 | 343   | 4729   | SH |       | SOLE | 04  |   |
| ALLIED NEVADA GOLD CORP      | COM             | 019344100 | 272   | 16544  | SH |       | SOLE | 02  |   |
| ALLSCRIPTS HEALTHCARE SOLUTN | COM             | 01988P108 | 361   | 24795  | SH |       | SOLE | 01  | - |
| ALLSTATE CORP                | COM             | 020002101 | 966   | 19678  | SH |       | SOLE | 04  |   |
| ALNYLAM PHARMACEUTICALS INC  | COM             | 02043Q107 | 554   | 50000  | SH | CALL  | SOLE | 01  |   |
| ALNYLAM PHARMACEUTICALS INC  | COM             | 020430107 | 720   | 65000  |    | PUT   | SOLE | 01  |   |
| ALNYLAM PHARMACEUTICALS INC  | COM             | 020430107 | 7     | 305    | -  | 101   | SOLE | 04  |   |
| ALPHA NATURAL RESOURCES INC  | COM             | 02045Q107 | 5324  | 350000 |    | CATT  | SOLE | 01  |   |
|                              |                 |           |       |        |    |       |      |     |   |
| ALPHA NATURAL RESOURCES INC  | COM             | 02076X102 | 2282  | 150000 |    | PUT   | SOLE | 01  |   |
| ALPHA NATURAL RESOURCES INC  | COM             | 02076X102 | 3490  | 229448 |    |       | SOLE | 01  |   |
| ALPS ETF TR                  | ALERIAN MLP     | 00162Q866 | 278   | 15686  |    |       | SOLE | 01  |   |
| ALTISOURCE PORTFOLIO SOLNS S | REG SHS         | L0175J104 | 218   | 3132   |    |       | SOLE | 04  |   |
| ALTRA HOLDINGS INC           | COM             | 02208R106 | 484   | 25120  |    |       | SOLE | 01  |   |
| ALTRIA GROUP INC             | COM             | 02209S103 | 399   | 11605  | SH |       | SOLE | 01  |   |
| AMAG PHARMACEUTICALS INC     | COM             | 00163U106 | 8     | 325    | SH |       | SOLE | 04  |   |
| AMAG PHARMACEUTICALS INC     | COM             | 00163U106 | 797   | 50000  | SH | CALL  | SOLE | 01  |   |
| AMAG PHARMACEUTICALS INC     | COM             | 00163U106 | 797   | 50000  | SH | PUT   | SOLE | 01  |   |
| AMARIN CORP PLC              | SPONS ADR NEW   | 023111206 | 3233  | 285600 | SH | CALL  | SOLE | 01  |   |
| AMARIN CORP PLC              | SPONS ADR NEW   | 023111206 | 921   | 84708  | SH |       | SOLE | 01  |   |
| AMAZON COM INC               | COM             | 023135106 | 2552  | 12600  |    | PUT   | SOLE | 01  |   |
| AMAZON COM INC               | COM             | 023135106 | 2025  | 10000  |    |       | SOLE | 01  |   |
| AMAZON COM INC               | COM             | 023135106 | 272   | 1147   | -  | OTILL | SOLE | 01  |   |
| AMCOL INTL CORP              | COM             | 02341W103 | 6     | 189    |    |       | SOLE | 04  |   |
| AMCOL INTL CORP              | COM             | 02341W103 | 295   | 10000  |    | CATT  | SOLE | 01  |   |
|                              |                 |           |       |        |    | CALL  |      |     |   |
| AMDOCS LTD                   | ORD             | G02602103 | 6326  | 197994 | -  |       | SOLE | 01  |   |
| AMDOCS LTD                   | ORD             | G02602103 | 7895  | 250000 | -  | PUT   | SOLE | 01  |   |
| AMEREN CORP                  | COM             | 023608102 | 353   | 10079  |    |       | SOLE | 04  |   |
| AMEREN CORP                  | COM             | 023608102 | 313   | 9600   |    | CALL  | SOLE | 01  |   |
| AMERICAN CAPITAL AGENCY CORP | COM             | 02503X105 | 1265  | 38576  |    |       | SOLE | 04  |   |
| AMERICAN EAGLE OUTFITTERS NE | COM             | 02553E106 | 831   | 44434  | SH |       | SOLE | 04  |   |
| AMERICAN ELEC PWR INC        | COM             | 025537101 | 1620  | 42000  |    | CALL  | SOLE | 01  |   |
| AMERICAN ELEC PWR INC        | COM             | 025537101 | 390   | 8017   | SH |       | SOLE | 01  |   |
| AMERICAN EXPRESS CO          | COM             | 025816109 | 1074  | 15916  | SH |       | SOLE | 01  |   |
| AMERICAN EXPRESS CO          | COM             | 025816109 | 9755  | 168600 | SH | CALL  | SOLE | 01  |   |
| AMERICAN FINL GROUP INC OHIO | COM             | 025932104 | 625   | 13192  | SH |       | SOLE | 04  |   |
| AMERICAN INTL GROUP INC      | COM NEW         | 026874784 | 5789  | 182327 | SH |       | SOLE | 01  |   |
| AMERICAN INTL GROUP INC      | COM NEW         | 026874784 | 8259  | 267900 |    | CALL  | SOLE | 01  |   |
| AMERICAN INTL GROUP INC      | COM NEW         | 026874784 | 12024 | 390000 |    | PUT   | SOLE | 01  |   |
| AMERICAN RAILCAR INDS INC    | COM             | 02916P103 | 225   | 4821   |    | 101   | SOLE | 04  |   |
| AMERICAN TOWER CORP NEW      | COM             | 03027X100 | 2909  | 37818  |    |       | SOLE | 04  |   |
|                              |                 |           |       |        |    | CATT  |      |     |   |
| AMERICAN TOWER CORP NEW      | COM             | 03027X100 | 6705  | 106400 |    | CALL  | SOLE | 01  |   |
| AMERICAL SOLD CEREBOOK CORR  | COM             | 03076C106 | 1438  | 19520  |    | 0311  | SOLE | 04  |   |
| AMERISOURCEBERGEN CORP       | COM             | 03073E105 | 4204  | 106000 |    | CALL  | SOLE | 01  |   |
| AMERISOURCEBERGEN CORP       | COM             | 03073E105 | 1490  | 28960  |    |       | SOLE | 04  |   |
| ANADARKO PETE CORP           | COM             | 032511107 | 29895 | 381600 |    | PUT   | SOLE | 01  |   |
| ANADARKO PETE CORP           | COM             | 032511107 | 25492 | 325400 |    | CALL  | SOLE | 01  |   |
| ANADARKO PETE CORP           | COM             | 032511107 | 12356 | 156455 | SH |       | SOLE | 01  |   |

|                              | ~~.              | 000654405 |       | 4400    | ~   |       | ~~-  | 0.4 |
|------------------------------|------------------|-----------|-------|---------|-----|-------|------|-----|
| ANALOG DEVICES INC           | COM              | 032654105 | 56    | 1197    |     | ~     | SOLE | 04  |
| ANALOG DEVICES INC           | COM              | 032654105 | 1002  | 24800   |     | CALL  |      | 01  |
| ANGLOGOLD ASHANTI LTD        | SPONSORED ADR    | 035128206 | 899   | 33057   |     |       | SOLE | 01  |
| ANHEUSER BUSCH INBEV SA/NV   | SPONSORED ADR    | 03524A108 | 1044  | 12513   |     |       | SOLE | 01  |
| ANHEUSER BUSCH INBEV SA/NV   | SPONSORED ADR    | 03524A108 | 10813 | 148700  | SH  | PUT   | SOLE | 01  |
| ANTHERA PHARMACEUTICALS INC  | COM              | 03674U102 | 2210  | 1000000 | SH  |       | SOLE | 01  |
| AOL INC                      | COM              | 00184X105 | 222   | 5774    | SH  |       | SOLE | 04  |
| APACHE CORP                  | COM              | 037411105 | 13380 | 135048  | SH  |       | SOLE | 01  |
| APACHE CORP                  | COM              | 037411105 | 12555 | 125000  | SH  | PUT   | SOLE | 01  |
| APOLLO GROUP INC             | CL A             | 037604105 | 908   | 52218   |     |       | SOLE | 04  |
| APPLE INC                    | COM              | 037833100 | 53360 | 89000   |     | PUT   | SOLE | 01  |
| APPLE INC                    | COM              | 037833100 | 1830  | 4135    | -   | - 0 - | SOLE | 04  |
| APPLE INC                    | COM              | 037833100 | 57917 | 96600   |     | CALL  |      | 01  |
| APPLIED MATLS INC            | COM              | 038222105 | 176   | 13065   |     | CILLL | SOLE | 04  |
| APPLIED MATLS INC            | COM              | 038222105 | 6097  | 490100  |     | CALL  |      | 01  |
|                              | COM              | 038222105 | 977   | 78500   |     |       |      | 01  |
| APPLIED MATLS INC            |                  |           |       |         |     | PUT   | SOLE | 04  |
| APTARGROUP INC               | COM              | 038336103 | 221   | 3846    |     |       | SOLE |     |
| AQUA AMERICA INC             | COM              | 03836W103 | 474   | 15092   |     |       | SOLE | 04  |
| ARBITRON INC                 | COM              | 03875Q108 | 44    | 933     |     |       | SOLE | 04  |
| ARBITRON INC                 | COM              | 03875Q108 | 740   | 20000   | _   | CALL  |      | 01  |
| ARCELORMITTAL SA LUXEMBOURG  | NY REGISTRY SH   | 03938L104 | 1184  | 90822   |     |       | SOLE | 02  |
| ARCELORMITTAL SA LUXEMBOURG  | NY REGISTRY SH   | 03938L104 | 957   | 50000   | SH  | CALL  | SOLE | 01  |
| ARCH COAL INC                | COM              | 039380100 | 628   | 60955   | SH  |       | SOLE | 01  |
| ARCH COAL INC                | COM              | 039380100 | 8568  | 800000  | SH  | CALL  | SOLE | 01  |
| ARCHER DANIELS MIDLAND CO    | COM              | 039483102 | 3509  | 104161  | SH  |       | SOLE | 01  |
| ARCHER DANIELS MIDLAND CO    | COM              | 039483102 | 4765  | 150500  | SH  | CALL  | SOLE | 01  |
| ARCHER DANIELS MIDLAND CO    | NOTE 0.875% 2/1  | 039483AW2 | 10    | 10000   | PRN |       | SOLE | 01  |
| ARCOS DORADOS HOLDINGS INC   | SHS CLASS -A -   | G0457F107 | 452   | 25000   | SH  | CALL  | SOLE | 01  |
| ARENA PHARMACEUTICALS INC    | COM              | 040047102 | 2911  | 948300  | SH  | CALL  | SOLE | 01  |
| ARES CAP CORP                | COM              | 04010L103 | 353   | 19525   | SH  |       | SOLE | 04  |
| ARIAD PHARMACEUTICALS INC    | COM              | 04033A100 | 6128  | 382835  |     |       | SOLE | 01  |
| ARM HLDGS PLC                | SPONSORED ADR    | 042068106 | 1473  | 34763   |     |       | SOLE | 04  |
| ARRIS GROUP INC              | COM              | 04269Q100 | 1     |         | SH  |       | SOLE | 04  |
| ARRIS GROUP INC              | NOTE 2.000%11/1  | 04269QAC4 | 21    | 20000   |     |       | SOLE | 01  |
| ARTIO GLOBAL INVS INC        | COM CL A         | 04315B107 | 73    |         | SH  |       |      | 04  |
|                              |                  |           |       |         |     |       | SOLE |     |
| ASCENA RETAIL GROUP INC      | COM              | 04351G101 | 278   | 15010   |     | CATT  | SOLE | 04  |
| ASHLAND INC NEW              | COM              | 044209104 | 17201 | 281700  | -   | CALL  |      | 01  |
| ASHLAND INC NEW              | COM              | 044209104 | 342   | 4600    |     |       | SOLE | 04  |
| ASIAINFO-LINKAGE INC         | COM              | 04518A104 | 60    | 4800    |     |       | SOLE | 01  |
| ASIAINFO-LINKAGE INC         | COM              | 04518A104 | 630   |         | SH  | PUT   | SOLE | 01  |
| ASM INTL N V                 | NY REGISTER SH   | N07045102 | 611   | 15903   | SH  |       | SOLE | 01  |
| ASML HOLDING N V             | N Y REGISTRY SHS | N07059210 | 230   | 3378    | SH  |       | SOLE | 04  |
| ASPEN INSURANCE HOLDINGS LTD | SHS              | G05384105 | 327   | 8476    | SH  |       | SOLE | 04  |
| ASSURANT INC                 | COM              | 04621X108 | 8     | 170     | SH  |       | SOLE | 04  |
| ASSURANT INC                 | COM              | 04621X108 | 4050  | 100000  | SH  | PUT   | SOLE | 01  |
| ASSURED GUARANTY LTD         | COM              | G0585R106 | 140   | 8299    | SH  |       | SOLE | 01  |
| ASSURED GUARANTY LTD         | COM              | G0585R106 | 1487  | 90000   | SH  | PUT   | SOLE | 01  |
| ASTRAZENECA PLC              | SPONSORED ADR    | 046353108 | 618   | 13900   | SH  | CALL  | SOLE | 01  |
| ASTRAZENECA PLC              | SPONSORED ADR    | 046353108 | 3506  | 78800   | SH  | PUT   | SOLE | 01  |
| AT&T INC                     | COM              | 00206R102 | 5061  | 137942  | SH  |       | SOLE | 01  |
| AURICO GOLD INC              | COM              | 05155C105 | 5     | 844     |     |       | SOLE | 04  |
| AURICO GOLD INC              | COM              | 05155C105 | 1797  | 202600  |     | CALL  | SOLE | 01  |
| AURIZON MINES LTD            | COM              | 05155P106 | 145   | 30000   |     | OTILL | SOLE | 01  |
| AUTODESK INC                 | COM              | 052769106 | 1589  | 38529   |     |       | SOLE | 04  |
| AUTONATION INC               | COM              | 05329W102 | 946   | 21619   |     |       | SOLE | 04  |
|                              |                  |           |       |         |     |       |      |     |
| AUTOZONE INC                 | COM              | 053332102 | 252   | 636     |     |       | SOLE | 04  |
| AUXILIUM PHARMACEUTICALS INC | COM              | 05334D107 | 219   | 12674   |     |       | SOLE | 04  |
| AVALONBAY CMNTYS INC         | COM              | 053484101 | 516   | 3717    |     | ~=    | SOLE | 01  |
| AVALONBAY CMNTYS INC         | COM              | 053484101 | 2686  | 19000   |     | CALL  |      | 01  |
| AVERY DENNISON CORP          | COM              | 053611109 | 263   | 6101    |     |       | SOLE | 04  |
| AXIS CAPITAL HOLDINGS INV    | SHS              | G0692U109 | 347   | 8342    |     |       | SOLE | 04  |
| B/E AEROSPACE INC            | COM              | 073302101 | 3648  | 78500   | SH  | CALL  | SOLE | 01  |

| _ /                          |                  |           |       |         |     |        |      |    |
|------------------------------|------------------|-----------|-------|---------|-----|--------|------|----|
| B/E AEROSPACE INC            | COM              | 073302101 | 346   | 5735    |     |        | SOLE | 04 |
| BAKER HUGHES INC             | COM              | 057224107 | 927   | 19971   |     |        | SOLE | 02 |
| BANCO BRADESCO S A           | SP ADR PFD NEW   | 059460303 | 306   | 17963   | SH  |        | SOLE | 04 |
| BANCO BRADESCO S A           | SP ADR PFD NEW   | 059460303 | 4611  | 263500  | SH  | CALL   | SOLE | 01 |
| BANCO SANTANDER SA           | ADR              | 05964H105 | 1369  | 178553  | SH  |        | SOLE | 01 |
| BANCOLOMBIA S A              | SPON ADR PREF    | 05968L102 | 271   | 4283    | SH  |        | SOLE | 04 |
| BANK MONTREAL QUE            | COM              | 063671101 | 473   | 7513    | SH  |        | SOLE | 04 |
| BANK NEW YORK MELLON CORP    | COM              | 064058100 | 1185  | 42819   | SH  |        | SOLE | 01 |
| BANK OF AMERICA CORPORATION  | COM              | 060505104 | 1782  | 146343  |     |        | SOLE | 04 |
| BANK OF AMERICA CORPORATION  |                  | 060505104 | 3411  | 356400  |     | CATT   |      | 01 |
|                              | COM              |           |       |         |     | CALL   |      |    |
| BARCLAYS BK PLC              | IPATH S&P500 VIX |           | 672   | 33199   | -   | ~      | SOLE | 04 |
| BARCLAYS PLC                 | ADR              | 06738E204 | 1792  | 118300  |     | CALL   |      | 01 |
| BARD C R INC                 | COM              | 067383109 | 254   | 2521    |     |        | SOLE | 04 |
| BARNES & NOBLE INC           | COM              | 067774109 | 347   | 26193   | SH  |        | SOLE | 01 |
| BARNES & NOBLE INC           | COM              | 067774109 | 795   | 60000   | SH  | PUT    | SOLE | 01 |
| BARNES GROUP INC             | COM              | 067806109 | 120   | 4153    | SH  |        | SOLE | 04 |
| BARNES GROUP INC             | NOTE 3.375% 3/1  | 067806AD1 | 3736  | 3332000 | PRN |        | SOLE | 01 |
| BARRICK GOLD CORP            | COM              | 067901108 | 2058  | 53874   | SH  |        | SOLE | 01 |
| BARRICK GOLD CORP            | COM              | 067901108 | 4913  | 113000  | SH  | CALL   | SOLE | 01 |
| BARRICK GOLD CORP            | COM              | 067901108 | 2609  | 60000   |     | PUT    | SOLE | 01 |
| BASIC ENERGY SVCS INC NEW    | COM              | 06985P100 | 833   | 47996   |     |        | SOLE | 01 |
| BAXTER INTL INC              | COM              | 071813109 | 89    | 1230    |     |        | SOLE | 04 |
| BAXTER INTL INC              | COM              | 071813109 | 27254 | 455900  |     | CALL   |      | 01 |
| BB&T CORP                    | COM              | 054937107 | 857   | 27303   |     | CILLL  | SOLE | 04 |
| BB&T CORP                    |                  | 054937107 | 229   | 7300    |     | CALL   |      | 01 |
|                              | COM NEW          |           |       | 23500   |     |        |      |    |
| BCE INC                      | COM NEW          | 05534B760 | 941   |         |     | CALL   |      | 01 |
| BEAM INC                     | COM              | 073730103 | 485   | 7634    |     |        | SOLE | 04 |
| BED BATH & BEYOND INC        | COM              | 075896100 | 545   | 8463    |     |        | SOLE | 04 |
| BED BATH & BEYOND INC        | COM              | 075896100 | 5479  | 83300   |     | CALL   |      | 01 |
| BEMIS INC                    | COM              | 081437105 | 1045  | 25902   | SH  |        | SOLE | 04 |
| BEMIS INC                    | COM              | 081437105 | 533   | 16500   |     | CALL   | SOLE | 01 |
| BERKLEY W R CORP             | COM              | 084423102 | 500   | 11259   | SH  |        | SOLE | 04 |
| BERRY PETE CO                | CL A             | 085789105 | 34122 | 724000  | SH  | CALL   | SOLE | 01 |
| BEST BUY INC                 | COM              | 086516101 | 8299  | 350476  | SH  |        | SOLE | 01 |
| BEST BUY INC                 | COM              | 086516101 | 23223 | 980700  | SH  | CALL   | SOLE | 01 |
| BEST BUY INC                 | COM              | 086516101 | 42624 | 1800000 | SH  | PUT    | SOLE | 01 |
| BHP BILLITON LTD             | SPONSORED ADR    | 088606108 | 1019  | 14889   | SH  |        | SOLE | 04 |
| BHP BILLITON PLC             | SPONSORED ADR    | 05545E209 | 1398  | 24070   | SH  |        | SOLE | 02 |
| BIOGEN IDEC INC              | COM              | 09062X103 | 834   | 4346    | SH  |        | SOLE | 01 |
| BIOGEN IDEC INC              | COM              | 09062X103 | 41920 | 332700  |     | CALL   |      | 01 |
| BIOGEN IDEC INC              | COM              | 09062X103 | 7598  | 60300   |     | PUT    | SOLE | 01 |
| BIOMED REALTY TRUST INC      | COM              | 09063H107 | 407   | 18822   |     | 101    | SOLE | 04 |
| BLACKSTONE GROUP L P         | COM UNIT LTD     | 09253U108 | 443   | 22375   |     |        | SOLE | 04 |
| BLACKSTONE GROUP L P         | COM UNIT LTD     | 09253U108 | 1288  | 80800   |     | CALL   |      | 01 |
|                              |                  |           |       |         |     | CALL   |      |    |
| BLOCK H & R INC              | COM              | 093671105 | 134   | 4555    |     | DII    | SOLE | 04 |
| BLOCK H & R INC              | COM              | 093671105 | 1066  | 64700   |     | PUT    | SOLE | 01 |
| BLUELINX HLDGS INC           | COM              | 09624H109 | 32    | 12079   |     |        | SOLE | 01 |
| BMC SOFTWARE INC             | COM              | 055921100 | 19437 | 484000  |     | CALL   | SOLE | 01 |
| BMC SOFTWARE INC             | COM              | 055921100 | 579   | 12919   |     |        | SOLE | 01 |
| BOEING CO                    | COM              | 097023105 | 50    | 600     |     |        | SOLE | 01 |
| BOEING CO                    | COM              | 097023105 | 9817  | 132000  |     | PUT    | SOLE | 01 |
| BOSTON PPTYS LTD PARTNERSHIP | NOTE 3.750% 5/1  | 10112RAG9 | 12    | 11000   | PRN |        | SOLE | 01 |
| BOSTON PROPERTIES INC        | COM              | 101121101 | 1979  | 19433   | SH  |        | SOLE | 01 |
| BOSTON SCIENTIFIC CORP       | COM              | 101137107 | 206   | 26493   | SH  |        | SOLE | 01 |
| BOSTON SCIENTIFIC CORP       | COM              | 101137107 | 598   | 100000  | SH  | CALL   | SOLE | 01 |
| BP PLC                       | SPONSORED ADR    | 055622104 | 3754  | 86779   | SH  |        | SOLE | 01 |
| BP PLC                       | SPONSORED ADR    | 055622104 | 15944 | 354300  |     | CALL   | SOLE | 01 |
| BRANDYWINE RLTY TR           | SH BEN INT NEW   | 105368203 | 367   | 24691   |     |        | SOLE | 04 |
| BRE PROPERTIES INC           | CL A             | 05564E106 | 591   | 11844   |     |        | SOLE | 01 |
| BRE PROPERTIES INC           | CL A             | 05564E106 | 7977  | 157800  |     | CALL   |      | 01 |
| BRF-BRASIL FOODS S A         | SPONSORED ADR    | 10552T107 | 209   | 9448    |     | V-1111 | SOLE | 04 |
| BRISTOL MYERS SQUIBB CO      | COM              | 110122108 | 579   | 14062   |     |        | SOLE | 01 |
| DVIDION WIEVS SÃOIDD CO      | COM              | 110122100 | 313   | 14007   | SП  |        | OOUL | ΟI |

| DDIGEOL MUEDO CONTED CO      | 2014            | 110100100 | 1154  | 24000   | 0.11 |       | 0015 | 0.1 |
|------------------------------|-----------------|-----------|-------|---------|------|-------|------|-----|
| BRISTOL MYERS SQUIBB CO      | COM             | 110122108 | 1154  | 34200   |      | CALL  | SOLE | 01  |
| BRISTOW GROUP INC            | COM             | 110394103 | 25    | 380     |      |       | SOLE | 04  |
| BRISTOW GROUP INC            | NOTE 3.000% 6/1 | 110394AC7 | 1707  | 1622000 |      |       | SOLE | 01  |
| BROADCOM CORP                | CL A            | 111320107 | 217   | 6271    |      |       | SOLE | 04  |
| BROADCOM CORP                | CL A            | 111320107 | 884   |         | SH   | CALL  |      | 01  |
| BROADRIDGE FINL SOLUTIONS IN | COM             | 11133T103 | 311   | 12521   |      |       | SOLE | 04  |
| BROOKDALE SR LIVING INC      | COM             | 112463104 | 423   | 18329   | SH   |       | SOLE | 01  |
| BROOKFIELD ASSET MGMT INC    | CL A LTD VT SH  | 112585104 | 377   | 10321   | SH   |       | SOLE | 04  |
| BROOKLINE BANCORP INC DEL    | COM             | 11373M107 | 139   | 14863   | SH   |       | SOLE | 01  |
| BROWN & BROWN INC            | COM             | 115236101 | 369   | 11512   | SH   |       | SOLE | 04  |
| BROWN FORMAN CORP            | CL B            | 115637209 | 424   | 5934    | SH   |       | SOLE | 04  |
| BRUKER CORP                  | COM             | 116794108 | 294   | 15373   | SH   |       | SOLE | 04  |
| BUNGE LIMITED                | COM             | G16962105 | 2166  | 29332   | SH   |       | SOLE | 02  |
| BUNGE LIMITED                | COM             | G16962105 | 5147  | 75200   | SH   | CALL  | SOLE | 01  |
| BUNGE LIMITED                | COM             | G16962105 | 4106  | 60000   | SH   | PUT   | SOLE | 01  |
| CA INC                       | COM             | 12673P105 | 249   | 9885    | SH   |       | SOLE | 04  |
| CABLEVISION SYS CORP         | CL A NY CABLVS  | 12686C109 | 13    | 865     |      |       | SOLE | 04  |
| CABLEVISION SYS CORP         | CL A NY CABLVS  | 12686C109 | 1022  | 69600   |      | CALL  |      | 01  |
| CABLEVISION SYS CORP         | CL A NY CABLVS  | 12686C109 | 551   | 37500   |      | PUT   | SOLE | 01  |
| CABOT OIL & GAS CORP         | COM             | 127097103 | 2389  |         | SH   | 101   | SOLE | 01  |
| CABOT OIL & GAS CORP         | COM             | 127097103 | 1521  | 48800   |      | CATT  | SOLE | 01  |
| CABOT OIL & GAS CORP         | COM             | 127097103 | 4342  | 139300  |      | PUT   | SOLE | 01  |
|                              |                 |           | 257   |         |      | PUI   |      |     |
| CADENCE DESIGN SYSTEM INC    | COM             | 127387108 |       | 18474   |      |       | SOLE | 04  |
| CALPINE CORP                 | COM NEW         | 131347304 | 2304  | 132762  |      |       | SOLE | 01  |
| CALPINE CORP                 | COM NEW         | 131347304 | 861   | 50000   |      | PUT   | SOLE | 01  |
| CAMDEN PPTY TR               | SH BEN INT      | 133131102 | 1161  | 16994   |      |       | SOLE | 01  |
| CAMECO CORP                  | COM             | 13321L108 | 331   | 15914   |      |       | SOLE | 02  |
| CAMERON INTERNATIONAL CORP   | COM             | 13342B105 | 959   | 14722   |      |       | SOLE | 02  |
| CANADIAN NAT RES LTD         | COM             | 136385101 | 211   | 6576    | SH   |       | SOLE | 02  |
| CANADIAN NATL RY CO          | COM             | 136375102 | 1805  | 17954   | SH   |       | SOLE | 04  |
| CANADIAN NATL RY CO          | COM             | 136375102 | 4170  | 52500   | SH   | CALL  | SOLE | 01  |
| CANADIAN PAC RY LTD          | COM             | 13645T100 | 453   | 3465    | SH   |       | SOLE | 04  |
| CANON INC                    | SPONSORED ADR   | 138006309 | 16222 | 340457  | SH   |       | SOLE | 01  |
| CAPITAL ONE FINL CORP        | COM             | 14040H105 | 2495  | 44830   | SH   |       | SOLE | 01  |
| CAPITAL ONE FINL CORP        | COM             | 14040H105 | 1137  | 20400   | SH   | CALL  | SOLE | 01  |
| CARDINAL HEALTH INC          | COM             | 14149Y108 | 2633  | 63081   | SH   |       | SOLE | 01  |
| CARDINAL HEALTH INC          | COM             | 14149Y108 | 474   | 11000   | SH   | PUT   | SOLE | 01  |
| CAREFUSION CORP              | COM             | 14170T101 | 324   | 9267    | SH   |       | SOLE | 04  |
| CARLISLE COS INC             | COM             | 142339100 | 599   | 8837    | SH   |       | SOLE | 04  |
| CARMAX INC                   | COM             | 143130102 | 792   |         | SH   |       | SOLE | 04  |
| CARNIVAL CORP                | PAIRED CTF      | 143658300 | 1562  | 46169   |      |       | SOLE | 01  |
| CARPENTER TECHNOLOGY CORP    | COM             | 144285103 | 689   | 13200   |      | CALL  |      | 01  |
| CARTER INC                   | COM             | 146229109 | 205   | 3583    |      | OTILL | SOLE | 04  |
| CASTLE A M & CO              | COM             | 148411101 | 437   | 34566   |      |       | SOLE | 01  |
| CATERPILLAR INC DEL          | COM             | 149123101 | 2533  | 29122   |      |       | SOLE | 04  |
| CBL & ASSOC PPTYS INC        | COM             | 124830100 | 474   | 20068   |      |       | SOLE | 04  |
| CBRE GROUP INC               |                 | 12504L109 | 1015  | 40181   |      |       | SOLE | 04  |
| CBS CORP NEW                 | CL A            |           |       |         |      |       |      |     |
|                              | CL B            | 124857202 | 1162  | 24894   |      | CATT  | SOLE | 04  |
| CBS CORP NEW                 | CL B            | 124857202 | 4195  | 123700  |      |       | SOLE | 01  |
| CBS CORP NEW                 | CL B            | 124857202 | 4771  | 140700  |      | PUT   | SOLE | 01  |
| CELANESE CORP DEL            | COM SER A       | 150870103 | 1000  | 22712   |      |       | SOLE | 04  |
| CELANESE CORP DEL            | COM SER A       | 150870103 | 1413  | 30600   |      | CALL  | SOLE | 01  |
| CELGENE CORP                 | COM             | 151020104 | 432   | 3727    |      |       | SOLE | 04  |
| CELGENE CORP                 | COM             | 151020104 | 8047  | 103800  |      | CALL  | SOLE | 01  |
| CELSION CORPORATION          | COM NEW         | 15117N305 | 5     | 2546    |      |       | SOLE | 01  |
| CELSION CORPORATION          | COM NEW         | 15117N305 | 1122  | 590500  | SH   | CALL  | SOLE | 01  |
| CELSION CORPORATION          | COM NEW         | 15117N305 | 412   | 216900  |      | PUT   | SOLE | 01  |
| CEMEX SAB DE CV              | SPON ADR NEW    | 151290889 | 627   | 51373   | SH   |       | SOLE | 04  |
| CENOVUS ENERGY INC           | COM             | 15135U109 | 251   | 7968    | SH   |       | SOLE | 04  |
| CENTURYLINK INC              | COM             | 156700106 | 1944  | 50493   | SH   |       | SOLE | 01  |
| CENTURYLINK INC              | COM             | 156700106 | 2543  | 65800   | SH   | CALL  | SOLE | 01  |
| CERNER CORP                  | COM             | 156782104 | 288   | 3039    |      |       | SOLE | 04  |
|                              |                 |           |       |         |      |       |      |     |

| GEDLIG GODD                  | COM              | 1 . 7 . 0 . 1 . 1      | 1 4 1 5     | 250100 | 0.11 | DII  | COLD | 0.1      |
|------------------------------|------------------|------------------------|-------------|--------|------|------|------|----------|
| CERUS CORP                   | COM              | 157085101<br>157085101 | 1415<br>888 | 352100 | -    | PUT  | SOLE | 01<br>01 |
| CERUS CORP                   | COM              |                        |             | 220936 |      |      | SOLE |          |
| CF INDS HLDGS INC            | COM              | 125269100              | 4516        | 23721  |      |      | SOLE | 02       |
| CHARTER COMMUNICATIONS INC D | CL A NEW         | 16117M305              | 1269        | 20000  |      | PUT  | SOLE | 01       |
| CHARTER COMMUNICATIONS INC D | CL A NEW         | 16117M305              | 140         | 1581   |      |      | SOLE | 01       |
| CHECK POINT SOFTWARE TECH LT | ORD              | M22465104              | 712         | 15157  |      | ~    | SOLE | 04       |
| CHEESECAKE FACTORY INC       | COM              | 163072101              | 294         | 10000  | -    |      | SOLE | 01       |
| CHEESECAKE FACTORY INC       | COM              | 163072101              | 294         | 10000  |      | PUT  | SOLE | 01       |
| CHELSEA THERAPEUTICS INTL LT | COM              | 163428105              | 218         | 85030  |      |      | SOLE | 01       |
| CHELSEA THERAPEUTICS INTL LT | COM              | 163428105              | 530         | 207000 | -    | PUT  | SOLE | 01       |
| CHESAPEAKE ENERGY CORP       | COM              | 165167107              | 78          | 3822   |      |      | SOLE | 02       |
| CHESAPEAKE ENERGY CORP       | COM              | 165167107              | 517         | 22300  |      |      | SOLE | 01       |
| CHESAPEAKE ENERGY CORP       | COM              | 165167107              | 6951        | 300000 |      | PUT  | SOLE | 01       |
| CHESAPEAKE ENERGY CORP       | NOTE 2.250%12/1  | 165167CB1              | 40          | 50000  |      |      | SOLE | 01       |
| CHESAPEAKE ENERGY CORP       | NOTE 2.500% 5/1  | 165167CA3              | 46          | 51000  |      |      | SOLE | 01       |
| CHESAPEAKE ENERGY CORP       | NOTE 2.750%11/1  | 165167BW6              | 203         | 206000 |      |      | SOLE | 01       |
| CHEVRON CORP NEW             | COM              | 166764100              | 4947        | 41882  |      |      | SOLE | 01       |
| CHEVRON CORP NEW             | COM              | 166764100              | 2037        | 19000  |      |      | SOLE | 01       |
| CHEVRON CORP NEW             | COM              | 166764100              | 2144        | 20000  |      | PUT  | SOLE | 01       |
| CHICAGO BRIDGE & IRON CO N V | N Y REGISTRY SH  | 167250109              | 834         | 13438  | SH   |      | SOLE | 04       |
| CHICAGO BRIDGE & IRON CO N V | N Y REGISTRY SH  | 167250109              | 1957        | 45300  |      | CALL | SOLE | 01       |
| CHICOS FAS INC               | COM              | 168615102              | 256         | 15229  |      |      | SOLE | 04       |
| CHIMERA INVT CORP            | COM              | 16934Q109              | 85          | 26522  |      |      | SOLE | 04       |
| CHIMERA INVT CORP            | COM              | 16934Q109              | 708         | 250000 |      | CALL | SOLE | 01       |
| CHIMERA INVT CORP            | COM              | 16934Q109              | 708         | 250000 |      | PUT  | SOLE | 01       |
| CHINA UNICOM (HONG KONG) LTD | SPONSORED ADR    | 16945R104              | 1185        | 70600  | -    | CALL | SOLE | 01       |
| CHINA UNICOM (HONG KONG) LTD | SPONSORED ADR    | 16945R104              | 26          | 1931   |      |      | SOLE | 04       |
| CHOICE HOTELS INTL INC       | COM              | 169905106              | 351         | 8295   |      |      | SOLE | 04       |
| CHUBB CORP                   | COM              | 171232101              | 885         | 10112  | SH   |      | SOLE | 04       |
| CHURCH & DWIGHT INC          | COM              | 171340102              | 333         | 5156   |      |      | SOLE | 04       |
| CIENA CORP                   | COM NEW          | 171779309              | 3735        | 230799 |      |      | SOLE | 01       |
| CIENA CORP                   | COM NEW          | 171779309              | 934         | 57700  |      |      | SOLE | 01       |
| CIENA CORP                   | COM NEW          | 171779309              | 1031        | 63700  |      | PUT  | SOLE | 01       |
| CIGNA CORPORATION            | COM              | 125509109              | 423         | 6779   | SH   |      | SOLE | 04       |
| CIGNA CORPORATION            | COM              | 125509109              | 2605        | 52900  |      | CALL | SOLE | 01       |
| CIGNA CORPORATION            | COM              | 125509109              | 2778        | 56400  |      | PUT  | SOLE | 01       |
| CIMAREX ENERGY CO            | COM              | 171798101              | 200         | 2663   |      |      | SOLE | 01       |
| CIMAREX ENERGY CO            | COM              | 171798101              | 536         | 7100   |      | PUT  | SOLE | 01       |
| CINCINNATI FINL CORP         | COM              | 172062101              | 162         | 4700   |      | CALL | SOLE | 01       |
| CINCINNATI FINL CORP         | COM              | 172062101              | 786         | 16640  | SH   |      | SOLE | 04       |
| CINEMARK HOLDINGS INC        | COM              | 17243V102              | 237         | 8049   |      |      | SOLE | 04       |
| CINTAS CORP                  | COM              | 172908105              | 416         | 9436   | SH   |      | SOLE | 04       |
| CISCO SYS INC                | COM              | 17275R102              | 518         | 24800  |      |      | SOLE | 04       |
| CISCO SYS INC                | COM              | 17275R102              | 5171        | 244500 |      |      | SOLE | 01       |
| CISCO SYS INC                | COM              | 17275R102              | 952         | 45000  |      | PUT  | SOLE | 01       |
| CIT GROUP INC                | COM NEW          | 125581801              | 676         | 15539  |      |      | SOLE | 04       |
| CIT GROUP INC                | COM NEW          | 125581801              | 1324        | 32100  |      | CALL | SOLE | 01       |
| CITIGROUP INC                | COM NEW          | 172967424              | 6066        | 137119 |      |      | SOLE | 04       |
| CITIGROUP INC                | COM NEW          | 172967424              | 15888       | 434700 |      |      | SOLE | 01       |
| CITIGROUP INC                | COM NEW          | 172967424              | 6330        | 173200 |      | PUT  | SOLE | 01       |
| CITRIX SYS INC               | COM              | 177376100              | 1703        | 23610  |      |      | SOLE | 04       |
| CLAYMORE EXCHANGE TRD FD TR  | GUGG ENH SHT DUR | 18383M654              | 2697        | 54056  |      |      | SOLE | 01       |
| CLEAN HARBORS INC            | COM              | 184496107              | 315         | 5430   |      |      | SOLE | 04       |
| CLIFFS NAT RES INC           | COM              | 18683K101              | 12495       | 180400 |      | PUT  | SOLE | 01       |
| CLIFFS NAT RES INC           | COM              | 18683K101              | 315         | 16594  |      |      | SOLE | 02       |
| CLIFFS NAT RES INC           | COM              | 18683K101              | 18825       | 271800 |      | CALL | SOLE | 01       |
| CME GROUP INC                | COM              | 12572Q105              | 1300        | 21175  |      |      | SOLE | 04       |
| CME GROUP INC                | COM              | 12572Q105              | 5526        | 19100  |      |      | SOLE | 01       |
| CME GROUP INC                | COM              | 12572Q105              | 9374        | 32400  |      | PUT  | SOLE | 01       |
| CNA FINL CORP                | COM              | 126117100              | 789         | 25281  |      |      | SOLE | 01       |
| CNH GLOBAL N V               | SHS NEW          | N20935206              | 1349        | 32643  |      |      | SOLE | 02       |
| CNO FINL GROUP INC           | COM              | 12621E103              | 311         | 33391  | SH   |      | SOLE | 01       |

|                              |                  |                        | =     |          |    |       |      |    |
|------------------------------|------------------|------------------------|-------|----------|----|-------|------|----|
| CNOOC LTD                    | SPONSORED ADR    | 126132109              | 542   | 2694     |    |       | SOLE | 01 |
| COACH INC                    | COM              | 189754104              | 17    | 350      |    |       | SOLE | 04 |
| COACH INC                    | COM              | 189754104              | 1221  | 15800    | SH | CALL  | SOLE | 01 |
| COBALT INTL ENERGY INC       | COM              | 19075F106              | 654   | 23209    | SH |       | SOLE | 04 |
| COCA COLA CO                 | COM              | 191216100              | 5803  | 96990    | SH |       | SOLE | 01 |
| COCA COLA ENTERPRISES INC NE | COM              | 19122T109              | 609   | 16688    | SH |       | SOLE | 01 |
| COEUR D ALENE MINES CORP IDA | COM NEW          | 192108504              | 333   | 17662    | SH |       | SOLE | 02 |
| COGNIZANT TECHNOLOGY SOLUTIO | CL A             | 192446102              | 2729  | 35611    | SH |       | SOLE | 04 |
| COINSTAR INC                 | COM              | 19259P300              | 293   |          | SH |       | SOLE | 01 |
| COINSTAR INC                 | COM              | 19259P300              | 7010  |          | SH | CALL  |      | 01 |
|                              | COM              | 194162103              | 4114  |          | SH | CALL  | SOLE | 04 |
| COLGATE PALMOLIVE CO         |                  |                        |       |          |    | CATT  |      |    |
| COLGATE PALMOLIVE CO         | COM              | 194162103              | 1467  | 15000    |    | CALL  |      | 01 |
| COLGATE PALMOLIVE CO         | COM              | 194162103              | 7862  | 80400    |    | PUT   | SOLE | 01 |
| COMCAST CORP NEW             | CL A             | 20030N101              | 3070  | 73123    |    |       | SOLE | 04 |
| COMCAST CORP NEW             | CL A SPL         | 20030N200              | 245   | 8300     | SH | PUT   | SOLE | 01 |
| COMCAST CORP NEW             | CL A SPL         | 20030N200              | 25    | 629      | SH |       | SOLE | 04 |
| COMCAST CORP NEW             | CL A SPL         | 20030N200              | 12433 | 421300   | SH | CALL  | SOLE | 01 |
| COMERICA INC                 | COM              | 200340107              | 713   | 19838    | SH |       | SOLE | 04 |
| COMMERCIAL METALS CO         | COM              | 201723103              | 375   | 23676    | SH |       | SOLE | 04 |
| COMMONWEALTH REIT            | COM SH BEN INT   | 203233101              | 1437  | 77004    | SH |       | SOLE | 01 |
| COMMONWEALTH REIT            | COM SH BEN INT   | 203233101              | 2179  | 117000   | SH | PUT   | SOLE | 01 |
| COMPANHIA DE BEBIDAS DAS AME | SPON ADR PFD     | 20441W203              | 1718  | 40582    |    |       | SOLE | 04 |
| COMPANHIA DE BEBIDAS DAS AME | SPONSORED ADR    | 20441W104              | 390   | 11260    |    |       | SOLE | 01 |
| COMPANHIA DE SANEAMENTO BASI | SPONSORED ADR    | 20441A102              | 376   | 7878     |    |       | SOLE | 04 |
| COMPANHIA ENERGETICA DE MINA |                  | 20441A102<br>204409601 | 138   | 11651    |    |       |      | 04 |
|                              | SP ADR N-V PFD   |                        |       |          |    |       | SOLE |    |
| COMPANIA DE MINAS BUENAVENTU | SPONSORED ADR    | 204448104              | 678   | 26141    |    |       | SOLE | 02 |
| COMPUTER SCIENCES CORP       | COM              | 205363104              | 1647  | 33450    |    |       | SOLE | 04 |
| CONAGRA FOODS INC            | COM              | 205887102              | 1547  | 43422    |    |       | SOLE | 01 |
| CONCHO RES INC               | COM              | 20605P101              | 280   | 2873     |    |       | SOLE | 04 |
| CONOCOPHILLIPS               | COM              | 20825C104              | 4025  | 66982    | SH |       | SOLE | 01 |
| CONOCOPHILLIPS               | COM              | 20825C104              | 12610 | 165900   | SH | CALL  | SOLE | 01 |
| CONSOL ENERGY INC            | COM              | 20854P109              | 535   | 15849    | SH |       | SOLE | 01 |
| CONSOLIDATED EDISON INC      | COM              | 209115104              | 39    | 645      | SH |       | SOLE | 01 |
| CONSOLIDATED EDISON INC      | COM              | 209115104              | 3885  | 66500    | SH | CALL  | SOLE | 01 |
| CONSTELLATION BRANDS INC     | CL A             | 21036P108              | 22587 | 957000   | SH |       | SOLE | 01 |
| CONSTELLATION BRANDS INC     | CL A             | 21036P108              | 43736 | 1854000  | SH | CALL  | SOLE | 01 |
| CONSTELLATION BRANDS INC     | CL A             | 21036P108              | 60697 | 2573000  | SH | PUT   | SOLE | 01 |
| CONTINENTAL RESOURCES INC    | COM              | 212015101              | 1102  | 12676    | SH |       | SOLE | 04 |
| CONVERGYS CORP               | COM              | 212485106              | 180   | 10592    |    |       | SOLE | 04 |
| COOPER TIRE & RUBR CO        | COM              | 216831107              | 334   | 13035    |    |       | SOLE | 04 |
| COPART INC                   | COM              | 217204106              | 711   | 20741    |    |       | SOLE | 04 |
|                              |                  |                        |       |          |    | CATT  |      |    |
| CORNING INC                  | COM              | 219350105              | 1781  | 126500   |    | CALL  |      | 01 |
| CORNING INC                  | COM              | 219350105              | 1136  | 85222    |    |       | SOLE | 04 |
| CORPORATE OFFICE PPTYS TR    | SH BEN INT       | 22002T108              | 316   | 11854    |    |       | SOLE | 04 |
| CORRECTIONS CORP AMER NEW    | COM NEW          | 22025Y407              | 365   | 9349     |    |       | SOLE | 04 |
| COSAN LTD                    | SHS A            | G25343107              | 1013  | 60170    | SH |       | SOLE | 01 |
| COSAN LTD                    | SHS A            | G25343107              | 707   | 47600    | SH | CALL  | SOLE | 01 |
| COSAN LTD                    | SHS A            | G25343107              | 1059  | 71300    | SH | PUT   | SOLE | 01 |
| COVANCE INC                  | COM              | 222816100              | 449   | 6035     | SH |       | SOLE | 04 |
| COVANTA HLDG CORP            | COM              | 22282E102              | 401   | 19921    | SH |       | SOLE | 04 |
| COVIDIEN PLC                 | SHS              | G2554F113              | 751   | 11074    | SH |       | SOLE | 04 |
| CRANE CO                     | COM              | 224399105              | 231   | 4130     | SH |       | SOLE | 04 |
| CRESUD SA COMERCIAL          | *W EXP 05/22/201 | P3311R192              | 2018  | 33641443 | SH |       | SOLE | 01 |
| CROCS INC                    | COM              | 227046109              | 715   | 34221    | SH |       | SOLE | 01 |
| CROCS INC                    | COM              | 227046109              | 4916  | 235000   |    | CALL  |      | 01 |
| CROWN CASTLE INTL CORP       | COM              | 228227104              | 4154  | 69671    |    | 01122 | SOLE | 01 |
| CROWN CASTLE INTL CORP       | COM              | 228227104              | 3734  | 70000    |    | PUT   | SOLE | 01 |
| CSX CORP                     | COM              | 126408103              | 234   | 10598    |    | 101   | SOLE | 01 |
|                              |                  | 126408103              |       | 206400   |    | CATT  |      | 01 |
| CSX CORP                     | COM              |                        | 4442  |          |    | CALL  |      |    |
| CSX CORP                     | COM              | 126408103              | 598   | 27800    |    | PUT   | SOLE | 01 |
| CUBIST PHARMACEUTICALS INC   | COM              | 229678107              | 226   | 4832     |    | 0377  | SOLE | 04 |
| CUBIST PHARMACEUTICALS INC   | COM              | 229678107              | 6055  | 140000   | SH | CALL  | SOLE | 01 |

| CUBIST PHARMACEUTICALS INC   | COM              | 229678107 | 1730  | 40000         |    | PUT    | SOLE | 01       |
|------------------------------|------------------|-----------|-------|---------------|----|--------|------|----------|
| CUBIST PHARMACEUTICALS INC   | NOTE 2.500%11/0  | 229678AD9 | 1192  | 747000        |    |        | SOLE | 01       |
| CUMMINS INC                  | COM              | 231021106 | 2687  | 23205         |    |        | SOLE | 04       |
| CUMMINS INC                  | COM              | 231021106 | 10299 | 85800         |    | CALL   | SOLE | 01       |
| CVS CAREMARK CORPORATION     | COM              | 126650100 | 2957  | 66000         | -  | CALL   | SOLE | 01       |
| CVS CAREMARK CORPORATION     | COM              | 126650100 | 1995  | 36276         | SH |        | SOLE | 04       |
| CYMER INC                    | COM              | 232572107 | 12110 | 242200        | SH | CALL   | SOLE | 01       |
| CYMER INC                    | COM              | 232572107 | 2890  | 57800         | SH | PUT    | SOLE | 01       |
| CYPRESS SEMICONDUCTOR CORP   | COM              | 232806109 | 122   | 11076         | SH |        | SOLE | 04       |
| D R HORTON INC               | COM              | 23331A109 | 504   | 20748         | SH |        | SOLE | 04       |
| DARDEN RESTAURANTS INC       | COM              | 237194105 | 55    | 1070          | SH |        | SOLE | 04       |
| DARDEN RESTAURANTS INC       | COM              | 237194105 | 2405  | 47000         | SH | CALL   | SOLE | 01       |
| DAVITA HEALTHCARE PARTNERS I | COM              | 23918K108 | 1813  | 15291         | SH |        | SOLE | 04       |
| DAVITA HEALTHCARE PARTNERS I | COM              | 23918K108 | 9017  | 100000        | SH | CALL   | SOLE | 01       |
| DCP MIDSTREAM PARTNERS LP    | COM UT LTD PTN   | 23311P100 | 3507  | 76500         | SH | CALL   | SOLE | 01       |
| DDR CORP                     | COM              | 23317H102 | 71    | 4088          | SH |        | SOLE | 04       |
| DDR CORP                     | COM              | 23317H102 | 293   | 20100         | SH | CALL   | SOLE | 01       |
| DEAN FOODS CO NEW            | COM              | 242370104 | 773   | 43255         | SH |        | SOLE | 01 0     |
| DECKERS OUTDOOR CORP         | COM              | 243537107 | 74    | 1331          | SH |        | SOLE | 04       |
| DECKERS OUTDOOR CORP         | COM              | 243537107 | 9539  | 151300        | SH | CALL   | SOLE | 01       |
| DEERE & CO                   | COM              | 244199105 | 5187  | 60324         | SH |        | SOLE | 02 0     |
| DEERE & CO                   | COM              | 244199105 | 2168  | 26800         | SH | CALL   | SOLE | 01       |
| DELL INC                     | COM              | 24702R101 | 39400 | 2375043       | SH |        | SOLE | 01 0     |
| DELL INC                     | COM              | 24702R101 | 67155 | 4047900       | SH | CALL   | SOLE | 01       |
| DELL INC                     | COM              | 24702R101 | 68502 | 4129100       | SH | PUT    | SOLE | 01       |
| DELPHI AUTOMOTIVE PLC        | SHS              | G27823106 | 1072  | 24153         | SH |        | SOLE | 04       |
| DELTA AIR LINES INC DEL      | COM NEW          | 247361702 | 2088  | 206468        | SH |        | SOLE | 01 0     |
| DELTA AIR LINES INC DEL      | COM NEW          | 247361702 | 168   | 17000         | SH | CALL   | SOLE | 01       |
| DEMAND MEDIA INC             | COM              | 24802N109 | 135   | 15688         | SH |        | SOLE | 04       |
| DENBURY RES INC              | COM NEW          | 247916208 | 204   | 10954         | SH |        | SOLE | 04       |
| DENISON MINES CORP           | COM              | 248356107 | 18    | 12800         | SH |        | SOLE | 04       |
| DENTSPLY INTL INC NEW        | COM              | 249030107 | 378   | 8906          |    |        | SOLE | 04       |
| DENTSPLY INTL INC NEW        | COM              | 249030107 | 923   | 23000         | SH | CALL   | SOLE | 01       |
| DESTINATION XL GROUP INC     | COM              | 25065K104 | 53    | 10351         | SH |        | SOLE | 04       |
| DEUTSCHE BANK AG             | NAMEN AKT        | D18190898 | 370   | 9466          |    |        | SOLE | 04       |
| DEUTSCHE BK AG LONDON BRH    | 3X INV JAP GOV   | 25154P188 | 2140  | 107876        |    |        | SOLE | 01       |
| DEUTSCHE BK AG LONDON BRH    | INV JAP GOV BD   | 25154P170 | 163   | 8200          |    |        | SOLE | 01       |
| DEVON ENERGY CORP NEW        | COM              | 25179M103 | 897   |               | SH |        | SOLE | 01 0     |
| DEVON ENERGY CORP NEW        | COM              | 25179M103 | 71    | 1000          |    | CALL   | SOLE | 01       |
| DIAGEO P L C                 | SPON ADR NEW     | 252430205 | 2239  | 23200         |    |        | SOLE | 01       |
| DIAMOND FOODS INC            | COM              | 252603105 | 390   | 17100         |    |        | SOLE | 01       |
| DIAMOND OFFSHORE DRILLING IN | COM              | 25271C102 | 312   | 4626          |    | CILLL  | SOLE | 01 0     |
| DIAMOND OFFSHORE DRILLING IN | COM              | 25271C102 | 601   | 9000          |    | CAT.T. | SOLE | 01       |
| DICKS SPORTING GOODS INC     | COM              | 253393102 | 371   | 7845          |    | CILLL  | SOLE | 04       |
| DIGITAL GENERATION INC       | COM              | 25400B108 | 2085  | 204265        |    |        | SOLE | 01 0     |
| DIGITAL GENERATION INC       | COM              | 25400B108 | 2515  | 246300        |    | PUT    | SOLE | 01       |
| DIGITAL GENERATION INC       | COM              | 25400B108 | 1342  | 131400        |    |        | SOLE | 01       |
| DIGITAL RLTY TR INC          | COM              | 253868103 | 493   | 7026          |    | CHIL   | SOLE | 01 0     |
| DILLARDS INC                 | CL A             | 254067101 | 503   | 6400          |    |        | SOLE | 04       |
| DIREXION SHS ETF TR          | DLY R/E BULL3X   | 25459W755 | 3808  | 55500         |    | CATT   | SOLE | 01       |
| DISCOVER FINL SVCS           | COM              | 254709108 | 2411  | 56339         |    | CALL   | SOLE | 01 0     |
|                              |                  | 254709108 | 40    |               |    | CATT   |      |          |
| DISCOVER FINL SVCS           | COM<br>COM SER A |           | 2211  | 1200<br>28079 |    | CALL   | SOLE | 01<br>04 |
| DISCOVERY COMMUNICATINS NEW  |                  | 25470F104 | 541   |               |    |        | SOLE | 04       |
| DISH NETWORK CORP            | CL A             | 25470M109 |       | 14287         |    | CATT   | SOLE |          |
| DISH NETWORK CORP            | CL A             | 25470M109 | 823   | 25000         |    |        | SOLE | 01       |
| DISH NETWORK CORP            | CL A             | 25470M109 | 6257  | 190000        |    | PUT    | SOLE | 01       |
| DISNEY WALT CO               | COM DISNEY       | 254687106 | 219   | 5000          |    | CALL   | SOLE | 01       |
| DISNEY WALT CO               | COM DISNEY       | 254687106 | 645   | 12396         |    |        | SOLE | 01 0     |
| DOLE FOOD CO INC NEW         | COM              | 256603101 | 29    | 2885          |    | 0377   | SOLE | 01 0     |
| DOLE FOOD CO INC NEW         | COM              | 256603101 | 1918  | 192200        |    | CALL   | SOLE | 01       |
| DOLLAR GEN CORP NEW          | COM              | 256677105 | 1226  | 24233         |    | 0377   | SOLE | 04       |
| DOLLAR GEN CORP NEW          | COM              | 256677105 | 947   | 20500         | SH | CALL   | SOLE | 01       |

|   |   | 0.55550000  |  | 1 100   | ~   |                |  | 0.4  |
|---|---|---|--|---|---|----------------|--|--|
| DOMTAR CORP   | COM NEW   | 257559203   | 111  | 1427  |   | ~~~            | SOLE   | 04   |
| DOMTAR CORP   | COM NEW   | 257559203   | 8107   | 85000   |   | CALL           |  | 01   |
| DONALDSON INC   | COM   | 257651109   | 956  | 26415   |   |                | SOLE   | 04   |
| DOUGLAS EMMETT INC  | COM   | 25960P109   | 516  | 20994   |   |                | SOLE   | 01   |
| DOVER CORP  | COM   | 260003108   | 779  | 10683   |   |                | SOLE   | 04   |
| DOW CHEM CO   | COM   | 260543103   | 817  | 25650   |   |                | SOLE   | 04   |
| DOW CHEM CO   | COM   | 260543103   | 2511   | 72500   |   | CALL           |  | 01   |
| DOW CHEM CO   | COM   | 260543103   | 346  | 10000   |   | PUT            | SOLE   | 01   |
| DR PEPPER SNAPPLE GROUP INC   | COM   | 26138E109   | 409  | 8715  | _   |                | SOLE   | 04   |
| DREAMWORKS ANIMATION SKG INC  | CL A  | 26153C103   | 213  | 11259   |   |                | SOLE   | 04   |
| DRYSHIPS INC  | SHS   | Y2109Q101   | 1044   | 300000  |   | CALL           | SOLE   | 01   |
| DST SYS INC DEL   | COM   | 233326107   | 710  | 9969  | SH  |                | SOLE   | 04   |
| DST SYS INC DEL   | DBCV 8/1  | 233326AE7   | 5344   | 4318000   | PRN   |                | SOLE   | 01   |
| DTE ENERGY CO   | COM   | 233331107   | 607  | 8876  | SH  |                | SOLE   | 04   |
| DU PONT E I DE NEMOURS & CO   | COM   | 263534109   | 340  | 6923  | SH  |                | SOLE   | 01   |
| DU PONT E I DE NEMOURS & CO   | COM   | 263534109   | 1370   | 25900   | SH  | CALL           | SOLE   | 01   |
| DU PONT E I DE NEMOURS & CO   | COM   | 263534109   | 12299  | 232500  | SH  | PUT            | SOLE   | 01   |
| DUKE REALTY CORP  | COM NEW   | 264411505   | 500  | 29463   | SH  |                | SOLE   | 04   |
| DUNKIN BRANDS GROUP INC   | COM   | 265504100   | 455  | 12325   | SH  |                | SOLE   | 04   |
| DUPONT FABROS TECHNOLOGY INC  | COM   | 26613Q106   | 279  | 11400   | SH  | CALL           | SOLE   | 01   |
| E M C CORP MASS   | COM   | 268648102   | 1748   | 73153   | SH  |                | SOLE   | 04   |
| E TRADE FINANCIAL CORP  | COM NEW   | 269246401   | 378  | 35303   | SH  |                | SOLE   | 04   |
| E TRADE FINANCIAL CORP  | COM NEW   | 269246401   | 11   | 1000  | SH  | CALL           | SOLE   | 01   |
| EASTMAN CHEM CO   | COM   | 277432100   | 2449   | 35046   | SH  |                | SOLE   | 04   |
| EATON CORP PLC  | SHS   | G29183103   | 3458   | 56750   | SH  |                | SOLE   | 01   |
| EATON VANCE CORP  | COM NON VTG   | 278265103   | 297  | 7100  | SH  |                | SOLE   | 04   |
| EATON VANCE TX MNG BY WRT OP  | COM   | 27828Y108   | 684  | 52265   | SH  |                | SOLE   | 01   |
| EBAY INC  | COM   | 278642103   | 272  | 5009  | SH  |                | SOLE   | 04   |
| EBAY INC  | COM   | 278642103   | 3295   | 89300   | SH  | CALL           | SOLE   | 01   |
| ECHOSTAR CORP   | CL A  | 278768106   | 508  | 13040   | SH  |                | SOLE   | 04   |
| ECOLAB INC  | COM   | 278865100   | 510  | 6361  | SH  |                | SOLE   | 04   |
| ECOPETROL S A   | SPONSORED ADS   | 279158109   | 301  | 5522  | SH  |                | SOLE   | 04   |
| EDISON INTL   | COM   | 281020107   | 909  | 18069   | SH  |                | SOLE   | 04   |
| EDWARDS LIFESCIENCES CORP   | COM   | 28176E108   | 868  | 10562   | SH  |                | SOLE   | 04   |
| ELAN PLC  | ADR   | 284131208   | 6648   | 442900  | SH  | PUT            | SOLE   | 01   |
| ELAN PLC  | ADR   | 284131208   | 1226   | 81700   | SH  | CALL           | SOLE   | 01   |
| ELAN PLC  | ADR   | 284131208   | 5413   | 361061  | SH  |                | SOLE   | 01   |
| ELDORADO GOLD CORP NEW  | COM   | 284902103   | 772  | 66387   | SH  |                | SOLE   | 01   |
| ELECTRONIC ARTS INC   | COM   | 285512109   | 1115   | 63002   | SH  |                | SOLE   | 04   |
| EMBRAER S A   | SP ADR REP 4 COM  | 29082A107   |  |   |   |                |  | 01   |
| EMERSON ELEC CO   | COM   |   | 240  | 7500  | SH  | CALL           | SOLE   | UI   |
|   | (,()  v   |   | 240<br>1097  | 7500<br>19643   |   | CALL           |  |  |
|   |   | 291011104   | 1097   | 19643   | SH  | CALL           | SOLE   | 04   |
| ENCANA CORP   | COM   | 291011104<br>292505104  | 1097<br>1539   | 19643<br>79168  | SH<br>SH  | CALL           | SOLE<br>SOLE   | 04   |
| ENCANA CORP<br>ENDO HEALTH SOLUTIONS INC  | COM<br>COM  | 291011104<br>292505104<br>29264F205   | 1097<br>1539<br>1047   | 19643<br>79168<br>27580   | SH<br>SH<br>SH  |                | SOLE<br>SOLE   | 04<br>02<br>01   |
| ENCANA CORP ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC   | COM<br>COM  | 291011104<br>292505104<br>29264F205<br>29264F205  | 1097<br>1539<br>1047<br>5817   | 19643<br>79168<br>27580<br>150200   | SH<br>SH<br>SH<br>SH  | CALL           | SOLE<br>SOLE<br>SOLE   | 04<br>02<br>01<br>01   |
| ENCANA CORP ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC   | COM<br>COM<br>COM<br>NOTE 1.750% 4/1  | 291011104<br>292505104<br>29264F205<br>29264F205<br>29264FAB2   | 1097<br>1539<br>1047<br>5817<br>6985   | 19643<br>79168<br>27580<br>150200<br>4915000  | SH<br>SH<br>SH<br>SH<br>PRN   |                | SOLE<br>SOLE<br>SOLE<br>SOLE                                 | 04<br>02<br>01<br>01   |
| ENCANA CORP ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDURANCE SPECIALTY HLDGS LT  | COM<br>COM<br>COM<br>NOTE 1.750% 4/1<br>SHS   | 291011104<br>292505104<br>29264F205<br>29264F205<br>29264FAB2<br>G30397106  | 1097<br>1539<br>1047<br>5817<br>6985<br>318  | 19643<br>79168<br>27580<br>150200<br>4915000<br>6649  | SH<br>SH<br>SH<br>SH<br>PRN<br>SH   |                | SOLE<br>SOLE<br>SOLE<br>SOLE<br>SOLE                         | 04<br>02<br>01<br>01<br>01   |
| ENCANA CORP ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDURANCE SPECIALTY HLDGS LT ENERGY XXI (BERMUDA) LTD   | COM COM COM NOTE 1.750% 4/1 SHS USD UNRS SHS  | 291011104<br>292505104<br>29264F205<br>29264F205<br>29264FAB2<br>G30397106<br>G10082140   | 1097<br>1539<br>1047<br>5817<br>6985<br>318  | 19643<br>79168<br>27580<br>150200<br>4915000<br>6649<br>34  | SH<br>SH<br>SH<br>SH<br>PRN<br>SH<br>SH   | CALL           | SOLE<br>SOLE<br>SOLE<br>SOLE<br>SOLE<br>SOLE                 | 04<br>02<br>01<br>01<br>01<br>04   |
| ENCANA CORP ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDURANCE SPECIALTY HLDGS LT ENERGY XXI (BERMUDA) LTD ENERGY XXI (BERMUDA) LTD  | COM COM COM NOTE 1.750% 4/1 SHS USD UNRS SHS USD UNRS SHS   | 291011104<br>292505104<br>29264F205<br>29264F205<br>29264FAB2<br>G30397106<br>G10082140<br>G10082140  | 1097<br>1539<br>1047<br>5817<br>6985<br>318<br>1   | 19643<br>79168<br>27580<br>150200<br>4915000<br>6649<br>34<br>25000   | SH<br>SH<br>SH<br>PRN<br>SH<br>SH<br>SH   | CALL           | SOLE<br>SOLE<br>SOLE<br>SOLE<br>SOLE<br>SOLE<br>SOLE         | 04<br>02<br>01<br>01<br>01<br>04<br>04   |
| ENCANA CORP ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDURANCE SPECIALTY HLDGS LT ENERGY XXI (BERMUDA) LTD ENERGY XXI (BERMUDA) LTD ENERGYSOLUTIONS INC  | COM COM COM NOTE 1.750% 4/1 SHS USD UNRS SHS USD UNRS SHS COM   | 291011104<br>292505104<br>29264F205<br>29264F205<br>29264FAB2<br>G30397106<br>G10082140<br>G10082140<br>292756202   | 1097<br>1539<br>1047<br>5817<br>6985<br>318<br>1<br>903<br>551   | 19643<br>79168<br>27580<br>150200<br>4915000<br>6649<br>34<br>25000<br>115063   | SH<br>SH<br>SH<br>PRN<br>SH<br>SH<br>SH<br>SH   | CALL           | SOLE<br>SOLE<br>SOLE<br>SOLE<br>SOLE<br>SOLE<br>SOLE<br>SOLE | 04<br>02<br>01<br>01<br>01<br>04<br>04   |
| ENCANA CORP ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDURANCE SPECIALTY HLDGS LT ENERGY XXI (BERMUDA) LTD ENERGY XXI (BERMUDA) LTD ENERGYSOLUTIONS INC ENERNOC INC  | COM COM NOTE 1.750% 4/1 SHS USD UNRS SHS USD UNRS SHS COM COM   | 291011104<br>292505104<br>29264F205<br>29264F205<br>29264FAB2<br>G30397106<br>G10082140<br>G10082140<br>292756202<br>292764107  | 1097<br>1539<br>1047<br>5817<br>6985<br>318<br>1<br>903<br>551<br>206  | 19643<br>79168<br>27580<br>150200<br>4915000<br>6649<br>34<br>25000<br>115063<br>11863  | SH<br>SH<br>SH<br>PRN<br>SH<br>SH<br>SH<br>SH   | CALL           | SOLE<br>SOLE<br>SOLE<br>SOLE<br>SOLE<br>SOLE<br>SOLE<br>SOLE | 04<br>02<br>01<br>01<br>01<br>04<br>04<br>01<br>01   |
| ENCANA CORP ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDURANCE SPECIALTY HLDGS LT ENERGY XXI (BERMUDA) LTD ENERGY XXI (BERMUDA) LTD ENERGYSOLUTIONS INC ENERNOC INC ENERSYS  | COM COM NOTE 1.750% 4/1 SHS USD UNRS SHS USD UNRS SHS COM COM NOTE 3.375% 6/0   | 291011104<br>292505104<br>29264F205<br>29264F205<br>29264FAB2<br>G30397106<br>G10082140<br>G10082140<br>292756202<br>292764107<br>29275YAA0   | 1097<br>1539<br>1047<br>5817<br>6985<br>318<br>1<br>903<br>551<br>206<br>35  | 19643<br>79168<br>27580<br>150200<br>4915000<br>6649<br>34<br>25000<br>115063<br>11863<br>30000   | SH<br>SH<br>SH<br>PRN<br>SH<br>SH<br>SH<br>SH<br>SH                                     | CALL           | SOLE SOLE SOLE SOLE SOLE SOLE SOLE SOLE                      | 04<br>02<br>01<br>01<br>01<br>04<br>04<br>01<br>01   |
| ENCANA CORP ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDURANCE SPECIALTY HLDGS LT ENERGY XXI (BERMUDA) LTD ENERGY XXI (BERMUDA) LTD ENERGYSOLUTIONS INC ENERNOC INC ENERSYS ENI S P A  | COM COM COM NOTE 1.750% 4/1 SHS USD UNRS SHS USD UNRS SHS COM COM NOTE 3.375% 6/0 SPONSORED ADR   | 291011104<br>292505104<br>29264F205<br>29264F205<br>29264FAB2<br>G30397106<br>G10082140<br>G10082140<br>292756202<br>292764107<br>29275YAA0<br>26874R108  | 1097<br>1539<br>1047<br>5817<br>6985<br>318<br>1<br>903<br>551<br>206<br>35<br>1805  | 19643<br>79168<br>27580<br>150200<br>4915000<br>6649<br>34<br>25000<br>115063<br>11863<br>30000<br>40211  | SH<br>SH<br>SH<br>PRN<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH                               | CALL           | SOLE SOLE SOLE SOLE SOLE SOLE SOLE SOLE                      | 04<br>02<br>01<br>01<br>01<br>04<br>04<br>01<br>01<br>01                                     |
| ENCANA CORP ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDURANCE SPECIALTY HLDGS LT ENERGY XXI (BERMUDA) LTD ENERGY XXI (BERMUDA) LTD ENERGYSOLUTIONS INC ENERNOC INC ENERSYS ENI S P A ENPRO INDS INC   | COM COM COM NOTE 1.750% 4/1 SHS USD UNRS SHS USD UNRS SHS COM COM NOTE 3.375% 6/0 SPONSORED ADR COM   | 291011104<br>292505104<br>29264F205<br>29264F205<br>29264FAB2<br>G30397106<br>G10082140<br>G10082140<br>292756202<br>292764107<br>29275YAA0<br>26874R108<br>29355X107   | 1097<br>1539<br>1047<br>5817<br>6985<br>318<br>1<br>903<br>551<br>206<br>35<br>1805<br>500   | 19643<br>79168<br>27580<br>150200<br>4915000<br>6649<br>34<br>25000<br>115063<br>11863<br>30000<br>40211<br>12090   | SH<br>SH<br>SH<br>PRN<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH                   | CALL           | SOLE SOLE SOLE SOLE SOLE SOLE SOLE SOLE                      | 04<br>02<br>01<br>01<br>01<br>04<br>04<br>01<br>01<br>01                                     |
| ENCANA CORP ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDURANCE SPECIALTY HLDGS LT ENERGY XXI (BERMUDA) LTD ENERGY XXI (BERMUDA) LTD ENERGYSOLUTIONS INC ENERNOC INC ENERSYS ENI S P A ENPRO INDS INC ENSCO PLC   | COM COM COM NOTE 1.750% 4/1 SHS USD UNRS SHS USD UNRS SHS COM COM NOTE 3.375% 6/0 SPONSORED ADR COM SHS CLASS A   | 291011104<br>292505104<br>29264F205<br>29264F205<br>29264FAB2<br>G30397106<br>G10082140<br>G10082140<br>292756202<br>292764107<br>29275YAA0<br>26874R108<br>29355X107<br>G3157S106  | 1097<br>1539<br>1047<br>5817<br>6985<br>318<br>1<br>903<br>551<br>206<br>35<br>1805<br>500<br>373  | 19643<br>79168<br>27580<br>150200<br>4915000<br>6649<br>34<br>25000<br>115063<br>11863<br>30000<br>40211<br>12090<br>14152                                      | SH<br>SH<br>SH<br>PRN<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH                         | CALL           | SOLE SOLE SOLE SOLE SOLE SOLE SOLE SOLE                      | 04<br>02<br>01<br>01<br>01<br>04<br>04<br>01<br>01<br>01<br>01                               |
| ENCANA CORP ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDURANCE SPECIALTY HLDGS LT ENERGY XXI (BERMUDA) LTD ENERGY XXI (BERMUDA) LTD ENERGYSOLUTIONS INC ENERNOC INC ENERSYS ENI S P A ENPRO INDS INC ENSCO PLC ENTERGY CORP NEW  | COM COM COM NOTE 1.750% 4/1 SHS USD UNRS SHS USD UNRS SHS COM COM NOTE 3.375% 6/0 SPONSORED ADR COM SHS CLASS A COM                                     | 291011104<br>292505104<br>29264F205<br>29264F205<br>29264FAB2<br>G30397106<br>G10082140<br>G10082140<br>292756202<br>292764107<br>29275YAA0<br>26874R108<br>29355X107<br>G3157S106<br>29364G103   | 1097<br>1539<br>1047<br>5817<br>6985<br>318<br>1<br>903<br>551<br>206<br>35<br>1805<br>500<br>373<br>1327                                | 19643<br>79168<br>27580<br>150200<br>4915000<br>6649<br>34<br>25000<br>115063<br>11863<br>30000<br>40211<br>12090<br>14152<br>20975                             | SH<br>SH<br>SH<br>PRN<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH                   | CALL           | SOLE SOLE SOLE SOLE SOLE SOLE SOLE SOLE                      | 04<br>02<br>01<br>01<br>04<br>04<br>01<br>01<br>01<br>01<br>02                               |
| ENCANA CORP ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDURANCE SPECIALTY HLDGS LT ENERGY XXI (BERMUDA) LTD ENERGY XXI (BERMUDA) LTD ENERGYSOLUTIONS INC ENERNOC INC ENERSYS ENI S P A ENPRO INDS INC ENSCO PLC ENTERGY CORP NEW ENTERGY CORP NEW   | COM COM COM NOTE 1.750% 4/1 SHS USD UNRS SHS USD UNRS SHS COM COM NOTE 3.375% 6/0 SPONSORED ADR COM SHS CLASS A COM COM                                 | 291011104<br>292505104<br>29264F205<br>29264F205<br>29264FAB2<br>G30397106<br>G10082140<br>G10082140<br>292756202<br>292764107<br>29275YAA0<br>26874R108<br>29355X107<br>G3157S106<br>29364G103<br>29364G103  | 1097<br>1539<br>1047<br>5817<br>6985<br>318<br>1<br>903<br>551<br>206<br>35<br>1805<br>500<br>373<br>1327<br>887                         | 19643<br>79168<br>27580<br>150200<br>4915000<br>6649<br>34<br>25000<br>115063<br>11863<br>30000<br>40211<br>12090<br>14152<br>20975<br>13200                    | SH<br>SH<br>SH<br>PRN<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH             | CALL           | SOLE SOLE SOLE SOLE SOLE SOLE SOLE SOLE                      | 04<br>02<br>01<br>01<br>04<br>04<br>01<br>01<br>01<br>01<br>02<br>01                         |
| ENCANA CORP ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDURANCE SPECIALTY HLDGS LT ENERGY XXI (BERMUDA) LTD ENERGY XXI (BERMUDA) LTD ENERGYSOLUTIONS INC ENERNOC INC ENERSYS ENI S P A ENPRO INDS INC ENSCO PLC ENTERGY CORP NEW ENTERGY CORP NEW ENTEROMEDICS INC  | COM COM COM NOTE 1.750% 4/1 SHS USD UNRS SHS USD UNRS SHS COM COM NOTE 3.375% 6/0 SPONSORED ADR COM SHS CLASS A COM COM COM COM COM COM COM COM COM     | 291011104<br>292505104<br>29264F205<br>29264F205<br>29264FAB2<br>G30397106<br>G10082140<br>G10082140<br>292756202<br>292764107<br>29275YAA0<br>26874R108<br>29355X107<br>G3157S106<br>29364G103<br>29364G103<br>29365M208                           | 1097<br>1539<br>1047<br>5817<br>6985<br>318<br>1<br>903<br>551<br>206<br>35<br>1805<br>500<br>373<br>1327<br>887<br>226                  | 19643<br>79168<br>27580<br>150200<br>4915000<br>6649<br>34<br>25000<br>115063<br>11863<br>30000<br>40211<br>12090<br>14152<br>20975<br>13200<br>100000          | SH<br>SH<br>SH<br>PRN<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH       | CALL           | SOLE SOLE SOLE SOLE SOLE SOLE SOLE SOLE                      | 04<br>02<br>01<br>01<br>04<br>04<br>01<br>01<br>01<br>02<br>01<br>01                         |
| ENCANA CORP ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDURANCE SPECIALTY HLDGS LT ENERGY XXI (BERMUDA) LTD ENERGY XXI (BERMUDA) LTD ENERGY XXI (BERMUDA) LTD ENERGYSOLUTIONS INC ENERNOC INC ENERSYS ENI S P A ENPRO INDS INC ENSCO PLC ENTERGY CORP NEW ENTERGY CORP NEW ENTEROMEDICS INC EOG RES INC       | COM COM COM NOTE 1.750% 4/1 SHS USD UNRS SHS USD UNRS SHS COM COM NOTE 3.375% 6/0 SPONSORED ADR COM SHS CLASS A COM | 291011104<br>292505104<br>29264F205<br>29264F205<br>29264FAB2<br>G30397106<br>G10082140<br>G10082140<br>292756202<br>292764107<br>29275YAA0<br>26874R108<br>29355X107<br>G3157S106<br>29364G103<br>29364G103<br>29365M208<br>26875F101              | 1097<br>1539<br>1047<br>5817<br>6985<br>318<br>1<br>903<br>551<br>206<br>35<br>1805<br>500<br>373<br>1327<br>887<br>226<br>1556          | 19643<br>79168<br>27580<br>150200<br>4915000<br>6649<br>34<br>25000<br>115063<br>11863<br>30000<br>40211<br>12090<br>14152<br>20975<br>13200<br>100000<br>12149 | SH<br>SH<br>SH<br>PRN<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH | CALL CALL CALL | SOLE SOLE SOLE SOLE SOLE SOLE SOLE SOLE                      | 04<br>02<br>01<br>01<br>04<br>04<br>01<br>01<br>01<br>02<br>01<br>01<br>01                   |
| ENCANA CORP ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDURANCE SPECIALTY HLDGS LT ENERGY XXI (BERMUDA) LTD ENERGY XXI (BERMUDA) LTD ENERGY SOLUTIONS INC ENERNOC INC ENERNOC INC ENERSYS ENI S P A ENPRO INDS INC ENSCO PLC ENTERGY CORP NEW ENTERGY CORP NEW ENTEROMEDICS INC EOG RES INC EOG RES INC       | COM COM COM NOTE 1.750% 4/1 SHS USD UNRS SHS USD UNRS SHS COM COM NOTE 3.375% 6/0 SPONSORED ADR COM SHS CLASS A COM | 291011104<br>292505104<br>29264F205<br>29264F205<br>29264FAB2<br>G30397106<br>G10082140<br>292756202<br>292764107<br>29275YAA0<br>26874R108<br>29355X107<br>G3157S106<br>29364G103<br>29364G103<br>29365M208<br>26875P101                           | 1097<br>1539<br>1047<br>5817<br>6985<br>318<br>1<br>903<br>551<br>206<br>35<br>1805<br>500<br>373<br>1327<br>887<br>226<br>1556          | 19643 79168 27580 150200 4915000 6649 34 25000 115063 11863 30000 40211 12090 14152 20975 13200 100000 12149 107800   | SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>S         | CALL           | SOLE SOLE SOLE SOLE SOLE SOLE SOLE SOLE                      | 04<br>02<br>01<br>01<br>04<br>04<br>01<br>01<br>01<br>01<br>01<br>01<br>01<br>01             |
| ENCANA CORP ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDURANCE SPECIALTY HLDGS LT ENERGY XXI (BERMUDA) LTD ENERGY XXI (BERMUDA) LTD ENERGY SOLUTIONS INC ENERNOC INC ENERSYS ENI S P A ENPRO INDS INC ENSCO PLC ENTERGY CORP NEW ENTERGY CORP NEW ENTEROMEDICS INC EOG RES INC EOG RES INC EPL OIL & GAS INC | COM COM COM NOTE 1.750% 4/1 SHS USD UNRS SHS USD UNRS SHS COM COM NOTE 3.375% 6/0 SPONSORED ADR COM SHS CLASS A COM | 291011104<br>292505104<br>29264F205<br>29264F205<br>29264FAB2<br>G30397106<br>G10082140<br>292756202<br>292764107<br>29275YAA0<br>26874R108<br>29355X107<br>G3157S106<br>29364G103<br>29364G103<br>29365M208<br>26875P101<br>26875P101<br>26883D108 | 1097<br>1539<br>1047<br>5817<br>6985<br>318<br>1<br>903<br>551<br>206<br>35<br>1805<br>500<br>373<br>1327<br>887<br>226<br>1556<br>11977 | 19643 79168 27580 150200 4915000 6649 34 25000 115063 11863 30000 40211 12090 14152 20975 13200 100000 12149 107800 8784  | SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>S         | CALL CALL CALL | SOLE SOLE SOLE SOLE SOLE SOLE SOLE SOLE                      | 04<br>02<br>01<br>01<br>01<br>04<br>04<br>01<br>01<br>01<br>01<br>01<br>01<br>01<br>01<br>01 |
| ENCANA CORP ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDO HEALTH SOLUTIONS INC ENDURANCE SPECIALTY HLDGS LT ENERGY XXI (BERMUDA) LTD ENERGY XXI (BERMUDA) LTD ENERGY SOLUTIONS INC ENERNOC INC ENERNOC INC ENERSYS ENI S P A ENPRO INDS INC ENSCO PLC ENTERGY CORP NEW ENTERGY CORP NEW ENTEROMEDICS INC EOG RES INC EOG RES INC       | COM COM COM NOTE 1.750% 4/1 SHS USD UNRS SHS USD UNRS SHS COM COM NOTE 3.375% 6/0 SPONSORED ADR COM SHS CLASS A COM | 291011104<br>292505104<br>29264F205<br>29264F205<br>29264FAB2<br>G30397106<br>G10082140<br>292756202<br>292764107<br>29275YAA0<br>26874R108<br>29355X107<br>G3157S106<br>29364G103<br>29364G103<br>29365M208<br>26875P101                           | 1097<br>1539<br>1047<br>5817<br>6985<br>318<br>1<br>903<br>551<br>206<br>35<br>1805<br>500<br>373<br>1327<br>887<br>226<br>1556          | 19643 79168 27580 150200 4915000 6649 34 25000 115063 11863 30000 40211 12090 14152 20975 13200 100000 12149 107800   | SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>SH<br>S         | CALL CALL CALL | SOLE SOLE SOLE SOLE SOLE SOLE SOLE SOLE                      | 04<br>02<br>01<br>01<br>04<br>04<br>01<br>01<br>01<br>01<br>01<br>01<br>01<br>01             |

| EQUINIX INC                                | COM NEW         | 29444U502              | 71           | 327 S               | SH  |         | SOLE         | 04       |   |
|--|-----------------|------------------------|--------------|---------------------|-----|---------|--------------|----------|---|
| EQUINIX INC                                | NOTE 4.750% 6/1 | 29444UAH9              | 5152         | 2576000 P           | PRN |         | SOLE         | 01       |   |
| EQUITY RESIDENTIAL                         | SH BEN INT      | 29476L107              | 1047         | 17827 S             |     |         | SOLE         | 01       | ( |
| ERICSSON                                   | ADR B SEK 10    | 294821608              | 203          | 16085 S             |     |         | SOLE         | 04       |   |
| ESSEX PPTY TR INC                          | COM             | 297178105              | 340          | 2248 S              |     |         | SOLE         | 01       |   |
| ETHAN ALLEN INTERIORS INC                  | COM             | 297602104              | 9            | 265 S               |     |         | SOLE         | 04       |   |
| ETHAN ALLEN INTERIORS INC                  | COM             | 297602104              | 1266         | 50000 S             |     |         | SOLE         | 01       |   |
| ETHAN ALLEN INTERIORS INC                  | COM             | 297602104              | 1266         | 50000 S             |     | PUT     | SOLE         | 01       |   |
| EV ENERGY PARTNERS LP                      | COM UNITS       | 26926V107              | 126          | 2316 S              |     |         | SOLE         | 04       |   |
| EV ENERGY PARTNERS LP                      | COM UNITS       | 26926V107              | 6333         | 91000 S             |     | CALL    | SOLE         | 01       |   |
| EVERCORE PARTNERS INC                      | CLASS A         | 29977A105              | 213          | 5131 S              |     |         | SOLE         | 04       |   |
| EVEREST RE GROUP LTD                       | COM             | G3223R108              | 553          | 4257 S              |     | ~       | SOLE         | 04       |   |
| EXELIXIS INC                               | COM             | 30161Q104              | 122          | 23500 S             |     | CALL    | SOLE         | 01       |   |
| EXELON CORP                                | COM             | 30161N101              | 1581         | 40564 S             |     | ~~~     | SOLE         | 01       |   |
| EXELON CORP                                | COM             | 30161N101              | 1694         | 43200 S             |     |         | SOLE         | 01       |   |
| EXELON CORP                                | COM             | 30161N101              | 1568         | 40000 S             |     | PUT     | SOLE         | 01       |   |
| EXPEDIA INC DEL EXPEDITORS INTL WASH INC   | COM NEW         | 30212P303              | 3122<br>1879 | 52014 S<br>52576 S  |     |         | SOLE         | 04       |   |
|  | COM             | 302130109              |              |                     |     |         | SOLE         | 04       |   |
| EXPRESS SCRIPTS HLDG CO                    | COM             | 30219G108              | 1609<br>313  | 27933 S             |     |         | SOLE         | 04       |   |
| EXTERRAN HLDGS INC EXTRA SPACE STORAGE INC | COM             | 30225X103<br>30225T102 | 205          | 15265 S<br>5212 S   |     |         | SOLE<br>SOLE | 04       |   |
| EXIRA SPACE STORAGE INC EXXON MOBIL CORP   | COM<br>COM      | 302231102<br>30231G102 | 10042        | 111436 S            |     |         | SOLE         | 02       |   |
| EXXON MOBIL CORP                           | COM             | 30231G102<br>30231G102 | 25308        | 291800 S            |     | CALL    | SOLE         | 01       |   |
| F M C CORP                                 | COM NEW         | 30231G102              | 1756         | 30797 S             |     | CALL    | SOLE         | 04       |   |
| F5 NETWORKS INC                            | COM             | 315616102              | 1157         | 12984 S             |     |         | SOLE         | 04       |   |
| FACEBOOK INC                               | CL A            | 30303M102              | 573          | 115396 S            |     |         | SOLE         | 01       |   |
| FACTSET RESH SYS INC                       | COM             | 30303M102<br>303075105 | 413          | 4459 S              |     |         | SOLE         | 04       |   |
| FAIRCHILD SEMICONDUCTOR INTL               | COM             | 303726103              | 224          | 15847 S             |     |         | SOLE         | 04       |   |
| FAMILY DLR STORES INC                      | COM             | 307000109              | 461          | 7815 S              |     |         | SOLE         | 04       |   |
| FASTENAL CO                                | COM             | 311900104              | 1342         | 26146 S             |     |         | SOLE         | 04       |   |
| FEDERAL REALTY INVT TR                     | SH BEN INT NEW  | 313747206              | 216          | 2181 S              |     |         | SOLE         | 01       |   |
| FEDEX CORP                                 | COM             | 31428X106              | 3443         | 35721 S             |     |         | SOLE         | 01       |   |
| FEDEX CORP                                 | COM             | 31428X106              | 1122         | 12200 S             |     | PUT     | SOLE         | 01       |   |
| FERRO CORP                                 | COM             | 315405100              | 582          | 98000 S             | SH  | CALL    | SOLE         | 01       |   |
| FIBRIA CELULOSE S A                        | SP ADR REP COM  | 31573A109              | 344          | 28508 S             | SH  |         | SOLE         | 04       |   |
| FIDELITY NATIONAL FINANCIAL                | CL A            | 31620R105              | 662          | 26238 S             |     |         | SOLE         | 04       |   |
| FIFTH & PAC COS INC                        | COM             | 316645100              | 15           | 142800 S            | SH  |         | SOLE         | 01       | ( |
| FIFTH THIRD BANCORP                        | COM             | 316773100              | 872          | 56114 S             | SH  |         | SOLE         | 01       | ( |
| FIRST AMERN FINL CORP                      | COM             | 31847R102              | 218          | 8525 S              | SH  |         | SOLE         | 04       |   |
| FIRST HORIZON NATL CORP                    | COM             | 320517105              | 440          | 41184 S             | SH  |         | SOLE         | 04       |   |
| FIRST NIAGARA FINL GP INC                  | COM             | 33582V108              | 167          | 18881 S             | SH  |         | SOLE         | 04       |   |
| FISERV INC                                 | COM             | 337738108              | 356          | 4057 S              | SH  |         | SOLE         | 04       |   |
| FLEXTRONICS INTL LTD                       | ORD             | Y2573F102              | 434          | 64217 S             | SH  |         | SOLE         | 04       |   |
| FLIR SYS INC                               | COM             | 302445101              | 711          | 27318 S             | SH  |         | SOLE         | 04       |   |
| FLOTEK INDS INC DEL                        | COM             | 343389102              | 4            | 273 S               |     |         | SOLE         | 04       |   |
| FLOTEK INDS INC DEL                        | COM             | 343389102              | 11659        | 970000 S            |     | CALL    | SOLE         | 01       |   |
| FLOWERS FOODS INC                          | COM             | 343498101              | 241          | 7726 S              |     |         | SOLE         | 01       | ( |
| FLOWERS FOODS INC                          | COM             | 343498101              | 733          | 36000 S             |     | CALL    | SOLE         | 01       |   |
| FOCUS MEDIA HLDG LTD                       | SPONSORED ADR   | 34415V109              | 3538         | 139956 S            |     |         | SOLE         | 01       |   |
| FOCUS MEDIA HLDG LTD                       | SPONSORED ADR   | 34415V109              | 14966        | 595800 S            |     | PUT     | SOLE         | 01       |   |
| FOCUS MEDIA HLDG LTD                       | SPONSORED ADR   | 34415V109              | 922          | 36700 S             |     | CALL    | SOLE         | 01       |   |
| FOMENTO ECONOMICO MEXICANO S               | SPON ADR UNITS  | 344419106              | 728          | 6413 S              |     |         | SOLE         | 04       |   |
| FORBES ENERGY SVCS LTD                     | COM             | 345143101              | 5215         | 845149 S            |     |         | SOLE         | 01       |   |
| FORD MTR CO DEL                            | COM PAR \$0.01  | 345370860              | 2067         | 163145 S            |     | ~       | SOLE         | 01       |   |
| FORD MTR CO DEL                            | COM PAR \$0.01  | 345370860              | 1001         | 80300 S             |     |         | SOLE         | 01       |   |
| FORD MTR CO DEL                            | COM PAR \$0.01  | 345370860              | 748          | 60000 S             |     | PUT     | SOLE         | 01       |   |
| FOREST CITY ENTERPRISES INC                | CL A            | 345550107              | 270          | 15192 S             |     |         | SOLE         | 04       |   |
| FOREST LABS INC                            | COM DAD 60 01   | 345838106              | 236          | 6202 S              |     |         | SOLE         | 04       |   |
| FOREST OIL CORP                            | COM PAR \$0.01  | 346091705              | 67           | 12756 S             |     | C 7 T T | SOLE         | 04       |   |
| FOREST OIL CORP                            | COM PAR \$0.01  | 346091705              | 606          | 50000 S             |     | CALL    | SOLE         | 01       |   |
| FORTRESS INVESTMENT GROUP LL FOSSIL INC    | CL A<br>COM     | 34958B106<br>349882100 | 413<br>1131  | 106699 S<br>11709 S |     |         | SOLE<br>SOLE | 01<br>04 |   |
| LODOTH TIME                                | COPI            | 743007100              | 1131         | 11/09 5             | 111 |         | POTE         | 04       |   |

| FRANCESCAS HLDGS CORP        | COM              | 351793104              | 96034 | 3038179 | SH |        | SOLE | 01 |
|------------------------------|------------------|------------------------|-------|---------|----|--------|------|----|
| FREEPORT-MCMORAN COPPER & GO | COM              | 35671D857              | 13907 | 365600  | SH | CALL   | SOLE | 01 |
| FREEPORT-MCMORAN COPPER & GO | COM              | 35671D857              | 6847  | 180000  | SH | PUT    | SOLE | 01 |
| FREEPORT-MCMORAN COPPER & GO | COM              | 35671D857              | 1333  | 40247   | SH |        | SOLE | 02 |
| FRONTLINE LTD                | SHS              | G3682E127              | 930   | 120889  | SH |        | SOLE | 01 |
| GAMESTOP CORP NEW            | CL A             | 36467W109              | 5392  | 246796  |    |        | SOLE | 01 |
| GAMESTOP CORP NEW            | CL A             | 36467W109              | 8406  | 384900  |    | PUT    | SOLE | 01 |
| GANNETT INC                  | COM              | 364730101              | 107   | 4896    |    |        | SOLE | 04 |
| GANNETT INC                  | COM              | 364730101              | 509   | 33200   |    | CAT.T. | SOLE | 01 |
| GANNETT INC                  | COM              | 364730101              | 1533  | 100000  |    | PUT    | SOLE | 01 |
| GAP INC DEL                  | COM              | 364760108              | 983   | 27774   | -  | 101    | SOLE | 04 |
| GAP INC DEL                  | COM              | 364760108              | 10    | 400     |    | CATT   | SOLE | 01 |
| GARDNER DENVER INC           |                  | 365558105              | 9289  |         |    |        |      | 01 |
|                              | COM              |                        |       | 147400  |    |        | SOLE |    |
| GARDNER DENVER INC           | COM              | 365558105              | 3220  | 51100   |    | PUT    | SOLE | 01 |
| GARMIN LTD                   | SHS              | H2906T109              | 775   | 16500   |    | CALL   | SOLE | 01 |
| GARMIN LTD                   | SHS              | H2906T109              | 957   | 28971   |    |        | SOLE | 04 |
| GARTNER INC                  | COM              | 366651107              | 1066  | 25000   |    |        | SOLE | 01 |
| GASLOG LTD                   | SHS              | G37585109              | 589   | 47500   |    | CALL   | SOLE | 01 |
| GATX CORP                    | COM              | 361448103              | 290   | 5582    |    |        | SOLE | 04 |
| GENCO SHIPPING & TRADING LTD | NOTE 5.000% 8/1  | 36869MAA3              | 293   | 455000  |    |        | SOLE | 01 |
| GENERAC HLDGS INC            | COM              | 368736104              | 4     | 103     | SH |        | SOLE | 04 |
| GENERAC HLDGS INC            | COM              | 368736104              | 2455  | 100000  | SH | CALL   | SOLE | 01 |
| GENERAL CABLE CORP DEL NEW   | COM              | 369300108              | 892   | 29098   | SH |        | SOLE | 01 |
| GENERAL DYNAMICS CORP        | COM              | 369550108              | 433   | 5900    | SH |        | SOLE | 01 |
| GENERAL DYNAMICS CORP        | COM              | 369550108              | 6237  | 85000   | SH | PUT    | SOLE | 01 |
| GENERAL ELECTRIC CO          | COM              | 369604103              | 1012  | 43780   | SH |        | SOLE | 01 |
| GENERAL ELECTRIC CO          | COM              | 369604103              | 9967  | 496600  | SH | CALL   | SOLE | 01 |
| GENERAL ELECTRIC CO          | COM              | 369604103              | 504   | 25100   |    | PUT    | SOLE | 01 |
| GENERAL GROWTH PPTYS INC NEW | COM              | 370023103              | 413   | 22517   |    |        | SOLE | 01 |
| GENERAL MLS INC              | COM              | 370334104              | 99    | 2245    |    |        | SOLE | 01 |
| GENERAL MLS INC              | COM              | 370334104              | 7854  | 199100  |    | CALL   | SOLE | 01 |
| GENERAL MLS INC              | COM              | 370331101              | 1657  | 42000   |    | PUT    | SOLE | 01 |
| GENERAL MTRS CO              | COM              | 37045V100              | 1649  | 59278   |    | 101    | SOLE | 04 |
| GENERAL MTRS CO              |                  |                        | 3317  | 129300  |    | CATT   |      | 01 |
|                              | COM              | 37045V100              |       |         |    | CALL   | SOLE |    |
| GENPACT LIMITED              | SHS              | G3922B107              | 437   | 24044   |    |        | SOLE | 04 |
| GENTEX CORP                  | COM              | 371901109              | 398   | 19868   |    |        | SOLE | 04 |
| GENWORTH FINL INC            | COM CL A         | 37247D106              | 1784  | 189778  |    |        | SOLE | 01 |
| GERDAU S A                   | SPON ADR REP PFD |                        | 96    | 12422   |    |        | SOLE | 02 |
| GILEAD SCIENCES INC          | COM              | 375558103              | 17932 | 367000  |    | PUT    | SOLE | 01 |
| GILEAD SCIENCES INC          | COM              | 375558103              | 4251  | 87000   |    | CALL   |      | 01 |
| GILEAD SCIENCES INC          | COM              | 375558103              | 581   | 11876   |    |        | SOLE | 04 |
| GLAXOSMITHKLINE PLC          | SPONSORED ADR    | 37733W105              | 776   | 17224   |    |        | SOLE | 01 |
| GLAXOSMITHKLINE PLC          | SPONSORED ADR    | 37733W105              | 4491  | 100000  |    | PUT    | SOLE | 01 |
| GLOBAL SHIP LEASE INC NEW    | SHS A            | Y27183105              | 386   | 110301  | SH |        | SOLE | 01 |
| GLOBE SPECIALTY METALS INC   | COM              | 37954N206              | 666   | 44800   | SH | PUT    | SOLE | 01 |
| GOLAR LNG LTD BERMUDA        | SHS              | G9456A100              | 187   | 5063    | SH |        | SOLE | 04 |
| GOLAR LNG LTD BERMUDA        | SHS              | G9456A100              | 1903  | 50000   | SH | CALL   | SOLE | 01 |
| GOLD FIELDS LTD NEW          | SPONSORED ADR    | 38059T106              | 330   | 42499   | SH |        | SOLE | 02 |
| GOLD FIELDS LTD NEW          | SPONSORED ADR    | 38059T106              | 3821  | 274900  | SH | CALL   | SOLE | 01 |
| GOLDCORP INC NEW             | COM              | 380956409              | 2352  | 52200   | SH | CALL   | SOLE | 01 |
| GOLDCORP INC NEW             | COM              | 380956409              | 3862  | 85700   | SH | PUT    | SOLE | 01 |
| GOLDCORP INC NEW             | COM              | 380956409              | 1278  | 37989   |    |        | SOLE | 02 |
| GOLDMAN SACHS GROUP INC      | COM              | 38141G104              | 2537  | 20400   |    | PUT    | SOLE | 01 |
| GOLDMAN SACHS GROUP INC      | COM              | 38141G104              | 5706  | 41599   |    |        | SOLE | 01 |
| GOODRICH PETE CORP           | COM NEW          | 382410405              | 2933  | 154200  |    |        | SOLE | 01 |
| GOODYEAR TIRE & RUBR CO      | COM              | 382550101              | 631   | 50092   |    |        | SOLE | 04 |
| GOOGLE INC                   | CL A             | 38259P508              | 1506  | 2245    |    |        | SOLE | 01 |
| GOOGLE INC                   | CL A             | 38259P508              | 2693  | 4200    |    | CATT   | SOLE | 01 |
|                              |                  | 38259P508<br>38259P508 | 28343 | 44200   |    |        |      | 01 |
| GOOGLE INC                   | CL A             |                        |       |         |    | PUT    | SOLE |    |
| GRACE W R & CO DEL NEW       | COM              | 38388F108              | 17658 | 305500  |    |        | SOLE | 01 |
| GRACE W R & CO DEL NEW       | COM              | 38388F108              | 24449 | 423000  |    | PUT    | SOLE | 01 |
| GRACO INC                    | COM              | 384109104              | 422   | 7280    | эп |        | SOLE | 04 |

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| GRAINGER W W INC             | COM              | 384802104 | 560   | 2490    |     |      | SOLE | 04 |
|------------------------------|------------------|-----------|-------|---------|-----|------|------|----|
| GREAT PLAINS ENERGY INC      | COM              | 391164100 | 1887  | 90845   |     |      | SOLE | 01 |
| GREEN PLAINS RENEWABLE ENERG | COM              | 393222104 | 465   | 43100   | -   | PUT  | SOLE | 01 |
| GREEN PLAINS RENEWABLE ENERG | COM              | 393222104 | 26    | 2386    |     |      | SOLE | 01 |
| GREENHILL & CO INC           | COM              | 395259104 | 2627  | 60200   | SH  | PUT  | SOLE | 01 |
| GREIF INC                    | CL A             | 397624107 | 317   | 5910    | SH  |      | SOLE | 04 |
| GROUPON INC                  | COM CL A         | 399473107 | 20122 | 1094800 | SH  | CALL | SOLE | 01 |
| GROUPON INC                  | COM CL A         | 399473107 | 3022  | 164400  | SH  | PUT  | SOLE | 01 |
| GRUPO TELEVISA SA            | SPON ADR REP ORD | 40049J206 | 315   | 11837   | SH  |      | SOLE | 04 |
| GTX INC DEL                  | COM              | 40052B108 | 39    | 10000   | SH  | CALL | SOLE | 01 |
| GUESS INC                    | COM              | 401617105 | 120   | 4843    | SH  |      | SOLE | 04 |
| GUESS INC                    | COM              | 401617105 | 703   | 22500   | SH  | CALL | SOLE | 01 |
| HALLIBURTON CO               | COM              | 406216101 | 2667  | 70956   | SH  |      | SOLE | 01 |
| HALLIBURTON CO               | COM              | 406216101 | 4979  | 150000  | SH  | CALL | SOLE | 01 |
| HANOVER INS GROUP INC        | COM              | 410867105 | 314   | 6312    |     |      | SOLE | 04 |
| HARBINGER GROUP INC          | COM              | 41146A106 | 4984  | 962123  |     |      | SOLE | 01 |
| HARLEY DAVIDSON INC          | COM              | 412822108 | 4908  | 100000  |     | PUT  | SOLE | 01 |
| HARLEY DAVIDSON INC          | COM              | 412822108 | 2502  | 50393   |     | 101  | SOLE | 01 |
| HARMONY GOLD MNG LTD         | SPONSORED ADR    | 413216300 | 377   | 58812   |     |      | SOLE | 02 |
| HARSCO CORP                  | COM              | 415864107 | 270   | 10903   |     |      | SOLE | 04 |
|                              |                  |           |       |         | -   |      |      |    |
| HARTFORD FINL SVCS GROUP INC | COM              | 416515104 | 1598  | 61948   |     | CATT | SOLE | 04 |
| HARTFORD FINL SVCS GROUP INC | COM              | 416515104 | 1284  | 60900   |     | CALL | SOLE | 01 |
| HARVEST NATURAL RESOURCES IN | COM              | 41754V103 | 65    | 9313    |     | ~    | SOLE | 01 |
| HARVEST NATURAL RESOURCES IN | COM              | 41754V103 | 1345  | 190000  |     | CALL |      | 01 |
| HAWAIIAN ELEC INDUSTRIES     | COM              | 419870100 | 308   |         | SH  |      | SOLE | 04 |
| HCC INS HLDGS INC            | COM              | 404132102 | 995   | 23665   | -   |      | SOLE | 04 |
| HCP INC                      | COM              | 40414L109 | 819   | 18959   | SH  |      | SOLE | 01 |
| HDFC BANK LTD                | ADR REPS 3 SHS   | 40415F101 | 435   | 11625   | SH  |      | SOLE | 04 |
| HEALTH CARE REIT INC         | COM              | 42217K106 | 418   | 7490    | SH  |      | SOLE | 01 |
| HEALTH MGMT ASSOC INC NEW    | CL A             | 421933102 | 212   | 16478   | SH  |      | SOLE | 04 |
| HECKMANN CORP                | COM              | 422680108 | 94    | 21814   | SH  |      | SOLE | 04 |
| HECLA MNG CO                 | COM              | 422704106 | 236   | 59694   | SH  |      | SOLE | 02 |
| HECLA MNG CO                 | COM              | 422704106 | 889   | 192400  | SH  | CALL | SOLE | 01 |
| HEINZ H J CO                 | COM              | 423074103 | 9     | 129     | SH  |      | SOLE | 01 |
| HEINZ H J CO                 | COM              | 423074103 | 910   | 17000   | SH  | CALL | SOLE | 01 |
| HEINZ H J CO                 | COM              | 423074103 | 4284  | 80000   | SH  | PUT  | SOLE | 01 |
| HELIX ENERGY SOLUTIONS GRP I | NOTE 3.250% 3/1  | 42330PAG2 | 155   | 147000  | PRN |      | SOLE | 01 |
| HELMERICH & PAYNE INC        | COM              | 423452101 | 1680  | 27672   | SH  |      | SOLE | 04 |
| HESS CORP                    | COM              | 42809H107 | 19748 | 335000  |     | PUT  | SOLE | 01 |
| HESS CORP                    | COM              | 42809H107 | 272   | 3792    |     |      | SOLE | 02 |
| HESS CORP                    | COM              | 42809H107 | 62399 | 1058500 |     | CALL |      | 01 |
| HEWLETT PACKARD CO           | COM              | 428236103 | 2383  | 100000  | -   | PUT  | SOLE | 01 |
| HEWLETT PACKARD CO           | COM              | 428236103 | 800   | 33565   |     | 101  | SOLE | 04 |
| HEWLETT PACKARD CO           | COM              | 428236103 | 19755 | 829000  |     | CATT | SOLE | 01 |
| HILL ROM HLDGS INC           |                  | 431475102 |       | 9679    |     | CALL |      | 04 |
|                              | COM              |           | 341   |         |     |      | SOLE |    |
| HILLENBRAND INC              | COM              | 431571108 | 321   | 12689   |     |      | SOLE | 04 |
| HILLSHIRE BRANDS CO          | COM              | 432589109 | 225   | 6395    |     |      | SOLE | 04 |
| HOLLYFRONTIER CORP           | COM              | 436106108 | 1774  | 34481   |     |      | SOLE | 04 |
| HOLOGIC INC                  | COM              | 436440101 | 78    | 3509    |     |      | SOLE | 01 |
| HOLOGIC INC                  | COM              | 436440101 | 5388  | 250000  |     | CALL | SOLE | 01 |
| HOME DEPOT INC               | COM              | 437076102 | 3486  | 49957   |     |      | SOLE | 04 |
| HOME DEPOT INC               | COM              | 437076102 | 2289  | 45500   |     | CALL | SOLE | 01 |
| HOMEOWNERS CHOICE INC        | COM              | 43741E103 | 277   | 10177   |     |      | SOLE | 04 |
| HONEYWELL INTL INC           | COM              | 438516106 | 1526  | 25000   | SH  | PUT  | SOLE | 01 |
| HONEYWELL INTL INC           | COM              | 438516106 | 1526  | 25000   | SH  | CALL | SOLE | 01 |
| HONEYWELL INTL INC           | COM              | 438516106 | 420   | 5578    |     |      | SOLE | 04 |
| HORMEL FOODS CORP            | COM              | 440452100 | 529   | 13034   | SH  |      | SOLE | 01 |
| HORNBECK OFFSHORE SVCS INC N | COM              | 440543106 | 10900 | 259168  | SH  |      | SOLE | 01 |
| HORNBECK OFFSHORE SVCS INC N | FRNT 1.625%11/1  | 440543AE6 | 1822  | 1682000 | PRN |      | SOLE | 01 |
| HORSEHEAD HLDG CORP          | COM              | 440694305 | 547   | 48000   | SH  | PUT  | SOLE | 01 |
| HOSPITALITY PPTYS TR         | COM SH BEN INT   | 44106M102 | 234   | 8525    | SH  |      | SOLE | 04 |
| HOST HOTELS & RESORTS INC    | COM              | 44107P104 | 320   | 19466   | SH  |      | SOLE | 01 |
|                              |                  |           |       |         |     |      |      |    |

| HOVNANIAN ENTERPRISES INC               | CL A            | 442487203 | 130   | 53224 SH   |         | SOLE | 01         |
|---|-----------------|-----------|-------|------------|---------|------|------------|
| HOVNANIAN ENTERPRISES INC               | CL A            | 442487203 | 368   | 150000 SH  | CALL    | SOLE | 01         |
| HUDSON CITY BANCORP                     | COM             | 443683107 | 80    | 11000 SH   | CALL    | SOLE | 01         |
| HUMANA INC                              | COM             | 444859102 | 11951 | 133841 SH  |         | SOLE | 01 0       |
| HUMANA INC                              | COM             | 444859102 | 24248 | 262200 SH  | CALL    | SOLE | 01         |
| HUMANA INC                              | COM             | 444859102 | 10201 | 110300 SH  | PUT     | SOLE | 01         |
| HUNT J B TRANS SVCS INC                 | COM             | 445658107 | 237   | 3187 SH    |         | SOLE | 04         |
| HUNTINGTON INGALLS INDS INC             | COM             | 446413106 | 214   | 4013 SH    |         | SOLE | 04         |
| HUNTSMAN CORP                           | COM             | 447011107 | 675   | 48153 SH   |         | SOLE | 01 0       |
| HUNTSMAN CORP                           | COM             | 447011107 | 140   | 10000 SH   | CATT    | SOLE | 01 0       |
|   |                 |           |       |            | CALL    |      | -          |
| IAC INTERACTIVECORP                     | COM PAR \$.001  | 44919P508 | 635   | 12953 SH   |         | SOLE | 01 0       |
| IAMGOLD CORP                            | COM             | 450913108 | 608   | 60283 SH   |         | SOLE | 01 0       |
| IAMGOLD CORP                            | COM             | 450913108 | 665   | 50000 SH   | PUT     | SOLE | 01         |
| ICAHN ENTERPRISES LP                    | DEPOSITARY UNIT | 451100101 | 3477  | 80600 SH   |         | SOLE | 01         |
| IHS INC                                 | CL A            | 451734107 | 818   | 7810 SH    |         | SOLE | 04         |
| IMAX CORP                               | COM             | 45245E109 | 599   | 24500 SH   | CALL    | SOLE | 01         |
| INCYTE CORP                             | COM             | 45337C102 | 8     | 323 SH     |         | SOLE | 04         |
| INCYTE CORP                             | COM             | 45337C102 | 809   | 41900 SH   | CALL    | SOLE | 01         |
| INFINITY PHARMACEUTICALS INC            | COM             | 45665G303 | 5     | 100 SH     |         | SOLE | 04         |
| INFINITY PHARMACEUTICALS INC            | COM             | 45665G303 | 4929  | 412100 SH  | CALL    | SOLE | 01         |
| INFINITY PHARMACEUTICALS INC            | COM             | 45665G303 | 106   | 8900 SH    | PUT     | SOLE | 01         |
| TNFOBLOX TNC                            | COM             | 45672H104 | 215   | 11020 SH   | 101     | SOLE | 01 0       |
| INFOSYS LTD                             | SPONSORED ADR   | 456788108 | 557   | 10332 SH   |         | SOLE | 04         |
| INFOSYS LTD                             |                 |           |       |            | CATT    |      |            |
|   | SPONSORED ADR   | 456788108 | 228   |            | CALL    | SOLE | 01         |
| INGERSOLL-RAND PLC                      | SHS             | G47791101 | 147   | 2677 SH    | ~       | SOLE | 04         |
| INGERSOLL-RAND PLC                      | SHS             | G47791101 | 16602 | 401500 SH  | CALL    | SOLE | 01         |
| INGRAM MICRO INC                        | CL A            | 457153104 | 566   | 28760 SH   |         | SOLE | 04         |
| INGREDION INC                           | COM             | 457187102 | 1447  | 20010 SH   |         | SOLE | 02         |
| INTEGRYS ENERGY GROUP INC               | COM             | 45822P105 | 537   | 9238 SH    |         | SOLE | 04         |
| INTEL CORP                              | COM             | 458140100 | 75    | 3436 SH    |         | SOLE | 01 0       |
| INTEL CORP                              | COM             | 458140100 | 1029  | 36600 SH   | CALL    | SOLE | 01         |
| INTEL CORP                              | SDCV 3.250% 8/0 | 458140AF7 | 390   | 277000 PRN |         | SOLE | 01         |
| INTERACTIVE BROKERS GROUP IN            | COM             | 45841N107 | 336   | 22545 SH   |         | SOLE | 04         |
| INTERDIGITAL INC                        | COM             | 45867G101 | 697   | 20000 SH   | CALL    | SOLE | 01         |
| INTERMEC INC                            | COM             | 458786100 | 1     | 100 SH     |         | SOLE | 04         |
| INTERMEC INC                            | COM             | 458786100 | 298   | 38500 SH   | PUT     | SOLE | 01         |
| INTERMUNE INC                           | COM             | 45884X103 | 2     | 265 SH     |         | SOLE | 04         |
| INTERMUNE INC                           | COM             | 45884X103 | 3007  | 205000 SH  | CAT.T.  | SOLE | 01         |
| INTERNATIONAL BUSINESS MACHS            | COM             | 459200101 | 1410  | 6628 SH    | CILLL   | SOLE | 01 0       |
| INTERNATIONAL BUSINESS MACHS            | COM             | 459200101 | 501   | 2400 SH    | CATT    | SOLE | 01         |
|   |                 |           |       |            |         |      |            |
| INTERNATIONAL BUSINESS MACHS            | COM             | 459200101 | 3192  | 15300 SH   | PUT     | SOLE | 01         |
| INTERNATIONAL FLAVORS&FRAGRA            | COM             | 459506101 | 300   | 3913 SH    |         | SOLE | 04         |
| INTERNATIONAL GAME TECHNOLOG            | COM             | 459902102 | 673   | 40779 SH   |         | SOLE | 04         |
| INTERNATIONAL GAME TECHNOLOG            | COM             | 459902102 | 9233  | 549900 SH  |         | SOLE | 01         |
| INTEROIL CORP                           | COM             | 460951106 | 540   | 10500 SH   | CALL    | SOLE | 01         |
| INTEROIL CORP                           | COM             | 460951106 | 458   | 8900 SH    | PUT     | SOLE | 01         |
| INTERPUBLIC GROUP COS INC               | COM             | 460690100 | 661   | 50735 SH   |         | SOLE | 04         |
| INTERPUBLIC GROUP COS INC               | COM             | 460690100 | 329   | 28800 SH   | CALL    | SOLE | 01         |
| INTL PAPER CO                           | COM             | 460146103 | 2826  | 77895 SH   |         | SOLE | 01 0       |
| INTL PAPER CO                           | COM             | 460146103 | 97869 | 2788300 SH | CALL    | SOLE | 01         |
| INTL PAPER CO                           | COM             | 460146103 | 1755  | 50000 SH   | PUT     | SOLE | 01         |
| INTREPID POTASH INC                     | COM             | 46121Y102 | 595   | 31703 SH   |         | SOLE | 02 0       |
| INTUIT                                  | COM             | 461202103 | 2322  | 35363 SH   |         | SOLE | 04         |
| INTUITIVE SURGICAL INC                  | COM NEW         | 46120E602 | 1874  | 3815 SH    |         | SOLE | 04         |
| INVESTMENT TECHNOLOGY GRP NE            | COM             | 46145F105 | 410   | 34236 SH   |         | SOLE | 01 0       |
| IRELAND BK                              | SPNSRD ADR NEW  | 46267Q202 | 194   | 28601 SH   |         | SOLE | 01 0       |
|   | COM             |           |       |            | DIIT    |      |            |
| IRIDIUM COMMUNICATIONS INC IRON MTN INC | COM             | 46269C102 | 438   | 50000 SH   | PUT     | SOLE | 01<br>01 0 |
|   |                 | 462846106 | 539   | 15447 SH   | C 7 T T | SOLE |            |
| IRON MTN INC                            | COM             | 462846106 | 10711 | 371900 SH  |         | SOLE | 01         |
| IRONWOOD PHARMACEUTICALS INC            | COM CL A        | 46333X108 | 2518  | 189200 SH  |         | SOLE | 01         |
| IRONWOOD PHARMACEUTICALS INC            | COM CL A        | 46333X108 | 666   | 50000 SH   | PUT     | SOLE | 01         |
| ISHARES GOLD TRUST                      | ISHARES         | 464285105 | 3939  | 252815 SH  |         | SOLE | 01 0       |

| ISHARES INC                | MSCI AUSTRALIA   | 464286103 | 153    | 6500    | SH |      | SOLE | 01 |
|----------------------------|------------------|-----------|--------|---------|----|------|------|----|
| ISHARES INC                | MSCI BRAZIL CAPP | 464286400 | 2722   | 42100   | SH | PUT  | SOLE | 01 |
| ISHARES INC                | MSCI CDA INDEX   | 464286509 | 283    | 10000   | SH |      | SOLE | 01 |
| ISHARES INC                | MSCI HONG KONG   | 464286871 | 420    | 24102   | SH |      | SOLE | 01 |
| ISHARES INC                | MSCI ITALY CAPP  | 464286855 | 162    | 12400   | SH | CALL | SOLE | 01 |
| ISHARES INC                | MSCI JAPAN       | 464286848 | 5296   | 520700  |    | CALL |      | 01 |
| ISHARES INC                | MSCI JAPAN       | 464286848 | 243    | 22486   |    |      | SOLE | 04 |
|                            |                  |           | 200    | 15548   |    |      |      | 01 |
| ISHARES INC                | MSCI SINGAPORE   | 464286673 |        |         |    |      | SOLE |    |
| ISHARES TR                 | 10+ YR CR BD     | 464289511 | 3391   | 58700   |    |      | SOLE | 01 |
| ISHARES TR                 | BARCLYS 1-3 YR   | 464287457 | 840    | 9963    |    |      | SOLE | 01 |
| ISHARES TR                 | BARCLYS 20+ YR   | 464287432 | 19635  | 175000  |    | CALL |      | 01 |
| ISHARES TR                 | BARCLYS 20+ YR   | 464287432 | 3056   | 27240   |    |      | SOLE | 01 |
| ISHARES TR                 | BARCLYS 20+ YR   | 464287432 | 15787  | 140700  |    | PUT  | SOLE | 01 |
| ISHARES TR                 | BARCLYS CR BD    | 464288620 | 2563   | 23356   |    |      | SOLE | 01 |
| ISHARES TR                 | BARCLYS INTER CR | 464288638 | 5461   | 50171   |    |      | SOLE | 01 |
| ISHARES TR                 | BARCLYS INTER GV | 464288612 | 533    | 4800    | SH |      | SOLE | 01 |
| ISHARES TR                 | BARCLYS MBS BD   | 464288588 | 144    | 1330    | SH |      | SOLE | 01 |
| ISHARES TR                 | CORE S&P MCP ETF | 464287507 | 91     | 790     | SH |      | SOLE | 01 |
| ISHARES TR                 | CORE S&P500 ETF  | 464287200 | 541    | 3439    | SH |      | SOLE | 01 |
| ISHARES TR                 | CORE TOTUSBD ETF | 464287226 | 343    | 3124    | SH |      | SOLE | 01 |
| ISHARES TR                 | DJ HEALTH CARE   | 464288828 | 60     | 900     | SH |      | SOLE | 01 |
| ISHARES TR                 | DJ HOME CONSTN   | 464288752 | 2870   | 195000  | SH | CALL | SOLE | 01 |
| ISHARES TR                 | DJ INTL SEL DIVD |           | 32     | 941     |    |      | SOLE | 01 |
| ISHARES TR                 | DJ SEL DIV INX   | 464287168 | 1211   | 19097   |    |      | SOLE | 01 |
| ISHARES TR                 | DJ US ENERGY     | 464287796 | 39     | 864     |    |      | SOLE | 01 |
| ISHARES TR                 | DJ US REAL EST   | 464287739 | 13731  | 220400  |    |      | SOLE | 01 |
| ISHARES TR                 | DJ US REAL EST   |           | 212    | 3400    |    |      | SOLE | 01 |
|                            |                  | 464287739 |        |         |    |      |      |    |
| ISHARES TR                 | DJ US REAL EST   | 464287739 | 108595 | 1743100 |    | CALL |      | 01 |
| ISHARES TR                 | FTSE CHINA25 IDX |           | 17373  | 473900  |    | CALL |      | 01 |
| ISHARES TR                 | FTSE CHINA25 IDX |           | 43     | 1168    |    |      | SOLE | 01 |
| ISHARES TR                 | HIGH YLD CORP    | 464288513 | 170081 | 1875000 |    |      | SOLE | 01 |
| ISHARES TR                 | HIGH YLD CORP    | 464288513 | 7257   | 80000   |    | CALL |      | 01 |
| ISHARES TR                 | HIGH YLD CORP    | 464288513 | 2993   | 33000   | SH |      | SOLE | 01 |
| ISHARES TR                 | MSCI ACJPN IDX   | 464288182 | 48     | 814     | SH |      | SOLE | 01 |
| ISHARES TR                 | MSCI EAFE INDEX  | 464287465 | 46     | 773     |    |      | SOLE | 04 |
| ISHARES TR                 | MSCI EAFE INDEX  | 464287465 | 7465   | 136000  | SH | CALL | SOLE | 01 |
| ISHARES TR                 | MSCI EAFE INDEX  | 464287465 | 46602  | 849000  | SH | PUT  | SOLE | 01 |
| ISHARES TR                 | MSCI EMERG MKT   | 464287234 | 7968   | 185561  | SH |      | SOLE | 01 |
| ISHARES TR                 | MSCI EMERG MKT   | 464287234 | 83484  | 1944200 | SH | CALL | SOLE | 01 |
| ISHARES TR                 | MSCI EMERG MKT   | 464287234 | 94773  | 2207100 | SH | PUT  | SOLE | 01 |
| ISHARES TR                 | RUSSELL 1000     | 464287622 | 638    | 7313    | SH |      | SOLE | 01 |
| ISHARES TR                 | RUSSELL 2000     | 464287655 | 776    | 9242    |    |      | SOLE | 01 |
| ISHARES TR                 | RUSSELL 2000     | 464287655 | 117300 | 1416500 |    | CALL |      | 01 |
| ISHARES TR                 | RUSSELL 2000     | 464287655 | 240265 | 2901400 |    |      | SOLE | 01 |
| ISHARES TR                 | RUSSELL MCP VL   | 464287473 | 481    | 10000   |    | CALL |      | 01 |
| ISHARES TR                 | RUSSELL MCP VL   | 464287473 | 1707   | 35464   |    |      | SOLE | 01 |
| ISHARES TR                 | RUSSELL MIDCAP   | 464287499 | 471    | 3700    |    |      | SOLE | 01 |
| ISHARES TR                 |                  |           | 639    | 8949    |    |      |      |    |
|                            | RUSSELL1000GRW   | 464287614 |        |         |    |      | SOLE | 01 |
| ISHARES TR                 | S&P CAL AMTER MN |           | 370    | 3287    |    |      | SOLE | 01 |
| ISHARES TR                 | S&P GLB100INDX   | 464287572 | 53     | 787     |    |      | SOLE | 01 |
| ISHARES TR                 | S&P NTL AMTFREE  | 464288414 | 1812   | 16560   |    |      | SOLE | 01 |
| ITAU UNIBANCO HLDG SA      | SPON ADR REP PFD |           | 391    | 21949   |    |      | SOLE | 04 |
| ITAU UNIBANCO HLDG SA      | SPON ADR REP PFD |           | 2566   | 133700  |    | CALL |      | 01 |
| JABIL CIRCUIT INC          | COM              | 466313103 | 251    | 10000   |    | CALL | SOLE | 01 |
| JABIL CIRCUIT INC          | COM              | 466313103 | 128    | 6907    |    |      | SOLE | 04 |
| JAGUAR MNG INC             | COM              | 47009M103 | 58     | 12461   | SH |      | SOLE | 01 |
| JDS UNIPHASE CORP          | COM PAR \$0.001  | 46612J507 | 1476   | 110401  | SH |      | SOLE | 04 |
| JOURNAL COMMUNICATIONS INC | CL A             | 481130102 | 85     | 12650   | SH |      | SOLE | 04 |
| JPMORGAN CHASE & CO        | ALERIAN ML ETN   | 46625H365 | 56     | 1224    | SH |      | SOLE | 01 |
| JPMORGAN CHASE & CO        | COM              | 46625H100 | 4598   | 100000  | SH | PUT  | SOLE | 01 |
| JPMORGAN CHASE & CO        | COM              | 46625H100 | 5744   | 121037  |    |      | SOLE | 04 |
| JPMORGAN CHASE & CO        | COM              | 46625H100 | 29478  | 641100  | SH | CALL | SOLE | 01 |
|                            |                  |           |        |         |    |      |      |    |

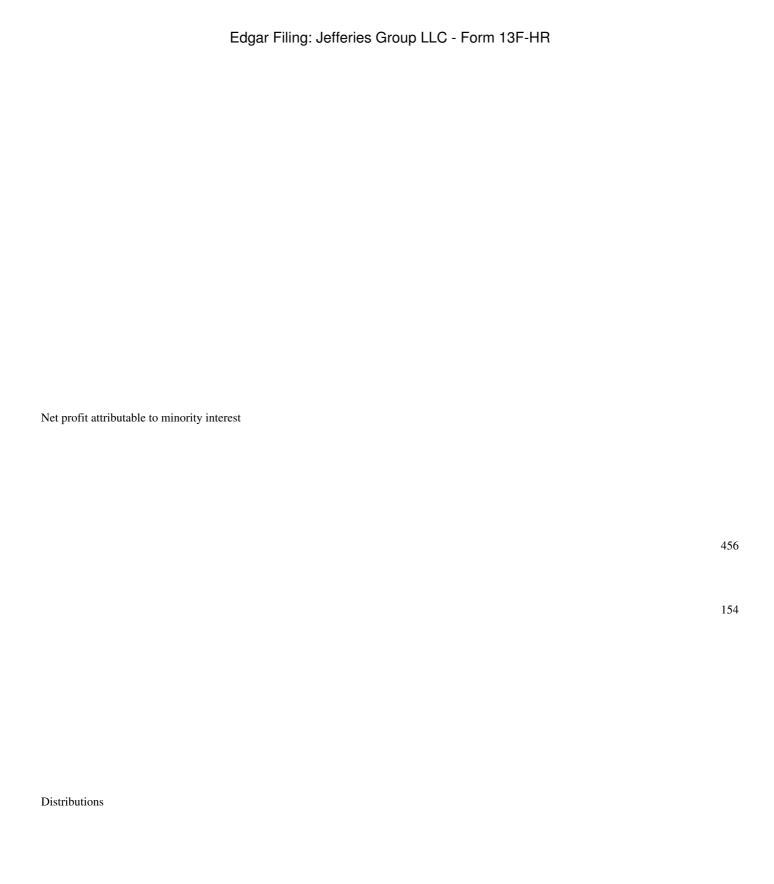
| JUNIPER NETWORKS INC         | COM             | 48203R104 | 2544  | 137208   | SH |         | SOLE | 04 |
|------------------------------|-----------------|-----------|-------|----------|----|---------|------|----|
| KELLOGG CO                   | COM             | 487836108 | 323   | 5166     | SH |         | SOLE | 01 |
| KENNAMETAL INC               | COM             | 489170100 | 381   | 9758     | SH |         | SOLE | 04 |
| KENNEDY-WILSON HLDGS INC     | COM             | 489398107 | 1     |          | SH |         | SOLE | 04 |
|                              |                 |           |       |          |    | O 7 T T |      |    |
| KENNEDY-WILSON HLDGS INC     | COM             | 489398107 | 225   | 16700    |    |         | SOLE | 01 |
| KERYX BIOPHARMACEUTICALS INC | COM             | 492515101 | 10383 | 2085000  | SH | PUT     | SOLE | 01 |
| KEYCORP NEW                  | COM             | 493267108 | 331   | 36985    | SH |         | SOLE | 01 |
| KIMBERLY CLARK CORP          | COM             | 494368103 | 2790  | 28479    | SH |         | SOLE | 01 |
| KIMCO RLTY CORP              | COM             | 49446R109 | 843   | 39169    |    |         | SOLE | 01 |
| KINDER MORGAN INC DEL        |                 | 49456B119 | 47    |          |    |         |      | 01 |
|                              |                 |           |       | 14947    |    |         | SOLE |    |
| KINDER MORGAN INC DEL        | COM             | 49456B101 | 570   | 14739    |    |         | SOLE | 02 |
| KINROSS GOLD CORP            | COM NO PAR      | 496902404 | 558   | 66604    | SH |         | SOLE | 01 |
| KINROSS GOLD CORP            | COM NO PAR      | 496902404 | 1607  | 164100   | SH | CALL    | SOLE | 01 |
| KLA-TENCOR CORP              | COM             | 482480100 | 1928  | 36549    | SH |         | SOLE | 04 |
| KNIGHT CAP GROUP INC         | CL A COM        | 499005106 |       | 81262363 |    |         | SOLE | 01 |
|                              |                 |           | 295   | 6388     |    |         |      |    |
| KOHLS CORP                   | COM             | 500255104 |       |          |    |         | SOLE | 04 |
| KOSMOS ENERGY LTD            | SHS             | G5315B107 | 662   | 50000    |    |         | SOLE | 01 |
| KROGER CO                    | COM             | 501044101 | 5748  | 234289   | SH |         | SOLE | 01 |
| KROGER CO                    | COM             | 501044101 | 4073  | 168100   | SH | PUT     | SOLE | 01 |
| KULICKE & SOFFA INDS INC     | COM             | 501242101 | 854   | 68700    | SH | PUT     | SOLE | 01 |
| KULICKE & SOFFA INDS INC     | COM             | 501242101 | 1     |          | SH |         | SOLE | 04 |
|                              |                 |           |       | 115000   | -  | CATT    |      |    |
| KULICKE & SOFFA INDS INC     | COM             | 501242101 | 1429  |          | -  | CALL    | SOLE | 01 |
| L-3 COMMUNICATIONS CORP      | DEBT 3.000% 8/0 | 502413AW7 | 1461  | 1500000  |    |         | SOLE | 01 |
| L-3 COMMUNICATIONS HLDGS INC | COM             | 502424104 | 382   | 4725     | SH |         | SOLE | 04 |
| LABORATORY CORP AMER HLDGS   | COM NEW         | 50540R409 | 372   | 4123     | SH |         | SOLE | 04 |
| LAM RESEARCH CORP            | COM             | 512807108 | 2094  | 48898    | SH |         | SOLE | 01 |
| LAMAR ADVERTISING CO         | CL A            | 512815101 | 3629  | 108548   |    |         | SOLE | 01 |
|                              |                 |           |       |          |    | CATT    |      |    |
| LAMAR ADVERTISING CO         | CL A            | 512815101 | 13288 | 410000   |    |         | SOLE | 01 |
| LAMAR ADVERTISING CO         | CL A            | 512815101 | 1621  | 50000    | SH | PUT     | SOLE | 01 |
| LASALLE HOTEL PPTYS          | COM SH BEN INT  | 517942108 | 433   | 15400    | SH | CALL    | SOLE | 01 |
| LAUDER ESTEE COS INC         | CL A            | 518439104 | 1303  | 20349    | SH |         | SOLE | 04 |
| LEAP WIRELESS INTL INC       | COM NEW         | 521863308 | 2008  | 230000   | SH | CALL    | SOLE | 01 |
| LEAPFROG ENTERPRISES INC     | CL A            | 52186N106 | 167   | 19550    |    |         | SOLE | 04 |
|                              |                 |           | 208   | 3787     |    |         |      | 04 |
| LEAR CORP                    | COM NEW         | 521865204 |       |          |    |         | SOLE |    |
| LEGGETT & PLATT INC          | COM             | 524660107 | 760   | 22512    |    |         | SOLE | 04 |
| LENNAR CORP                  | CL A            | 526057104 | 4077  | 150000   | SH | PUT     | SOLE | 01 |
| LENNAR CORP                  | CL A            | 526057104 | 1347  | 32465    | SH |         | SOLE | 04 |
| LENNAR CORP                  | CL A            | 526057104 | 739   | 27200    | SH | CALL    | SOLE | 01 |
| LENNAR CORP                  | CL B            | 526057302 | 86    | 3850     |    |         | SOLE | 01 |
| LENNOX INTL INC              | COM             | 526107107 | 23    |          | SH |         | SOLE | 04 |
|                              |                 | 526107107 |       |          |    | O 7 T T |      |    |
| LENNOX INTL INC              | COM             |           | 4030  | 100000   |    | CALL    | SOLE | 01 |
| LEUCADIA NATL CORP           | COM             | 527288104 | 279   | 10165    |    |         | SOLE | 01 |
| LEUCADIA NATL CORP           | COM             | 527288104 | 2610  | 100000   | SH | CALL    | SOLE | 01 |
| LIBERTY GLOBAL INC           | COM SER A       | 530555101 | 460   | 6270     | SH |         | SOLE | 04 |
| LIBERTY GLOBAL INC           | COM SER A       | 530555101 | 1598  | 31900    | SH | CALL    | SOLE | 01 |
| LIBERTY GLOBAL INC           | COM SER C       | 530555309 | 5268  | 110004   |    |         | SOLE | 01 |
| LIBERTY INTERACTIVE CORP     | INT COM SER A   | 53071M104 | 426   | 19917    |    |         | SOLE | 04 |
|                              |                 |           |       |          |    |         |      |    |
| LIBERTY INTERACTIVE CORP     | LBT VENT COM A  | 53071M880 | 26    | 348      |    |         | SOLE | 04 |
| LIFE TECHNOLOGIES CORP       | COM             | 53217V109 | 15412 | 315700   | SH | CALL    | SOLE | 01 |
| LIFE TECHNOLOGIES CORP       | COM             | 53217V109 | 93    | 1446     | SH |         | SOLE | 04 |
| LIMITED BRANDS INC           | COM             | 532716107 | 937   | 20990    | SH |         | SOLE | 04 |
| LIMITED BRANDS INC           | COM             | 532716107 | 10886 | 226800   |    | CALL    | SOLE | 01 |
| LIMITED BRANDS INC           | COM             | 532716107 | 11578 | 241200   |    | PUT     | SOLE | 01 |
|                              |                 |           |       |          |    | 101     |      |    |
| LINCOLN ELEC HLDGS INC       | COM             | 533900106 | 519   | 9578     |    |         | SOLE | 04 |
| LINCOLN NATL CORP IND        | COM             | 534187109 | 304   | 9324     |    |         | SOLE | 04 |
| LINEAR TECHNOLOGY CORP       | COM             | 535678106 | 484   | 12608    | SH |         | SOLE | 04 |
| LINKEDIN CORP                | COM CL A        | 53578A108 | 291   | 1655     | SH |         | SOLE | 04 |
| LINN ENERGY LLC              | UNIT LTD LIAB   | 536020100 | 308   | 8108     |    |         | SOLE | 01 |
| LINN ENERGY LLC              | UNIT LTD LIAB   | 536020100 | 5951  | 156000   |    | CATT    | SOLE | 01 |
|                              |                 |           |       |          |    |         |      |    |
| LINN ENERGY LLC              | UNIT LTD LIAB   | 536020100 | 1465  | 38400    |    | PUT     | SOLE | 01 |
| LKQ CORP                     | COM             | 501889208 | 468   | 21529    |    |         | SOLE | 04 |
| LOEWS CORP                   | COM             | 540424108 | 437   | 9922     | SH |         | SOLE | 04 |
|                              |                 |           |       |          |    |         |      |    |

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| LOGITECH INTL S A            | SHS            | H50430232 | 2997  | 384249  |     | SOLE      | 01 ( |
|------------------------------|----------------|-----------|-------|---------|-----|-----------|------|
| LORILLARD INC                | COM            | 544147101 | 459   | 11371   |     | SOLE      | 04   |
| LOWES COS INC                | COM            | 548661107 | 3255  | 85829   | SH  | SOLE      | 04   |
| LOWES COS INC                | COM            | 548661107 | 11664 | 371700  | SH  | CALL SOLE | 01   |
| LOWES COS INC                | COM            | 548661107 | 18828 | 600000  | SH  | PUT SOLE  | 01   |
| LSI CORPORATION              | COM            | 502161102 | 129   | 19077   | SH  | SOLE      | 04   |
| LULULEMON ATHLETICA INC      | COM            | 550021109 | 859   | 11500   | SH  | SOLE      | 01   |
| LULULEMON ATHLETICA INC      | COM            | 550021109 | 1696  | 22700   | SH  | PUT SOLE  | 01   |
| LUMBER LIQUIDATORS HLDGS INC | COM            | 55003T107 | 733   | 29200   | SH  | CALL SOLE | 01   |
| LYONDELLBASELL INDUSTRIES N  | SHS - A -      | N53745100 | 604   | 9546    | SH  | SOLE      | 04   |
| MACERICH CO                  | COM            | 554382101 | 291   | 4891    | SH  | SOLE      | 01 ( |
| MACK CALI RLTY CORP          | COM            | 554489104 | 211   | 7385    | SH  | SOLE      | 04   |
| MACYS INC                    | COM            | 55616P104 | 735   | 18500   | SH  | PUT SOLE  | 01   |
| MACYS INC                    | COM            | 55616P104 | 2321  | 55554   | SH  | SOLE      | 01 ( |
| MAGNA INTL INC               | COM            | 559222401 | 254   | 4309    | SH  | SOLE      | 04   |
| MAKO SURGICAL CORP           | COM            | 560879108 | 1522  | 36100   | SH  | CALL SOLE | 01   |
| MANPOWERGROUP INC            | COM            | 56418H100 | 446   | 7861    | SH  | SOLE      | 04   |
| MANULIFE FINL CORP           | COM            | 56501R106 | 336   | 22863   | SH  | SOLE      | 04   |
| MARATHON OIL CORP            | COM            | 565849106 | 1703  | 50504   | SH  | SOLE      | 02 ( |
| MARATHON PETE CORP           | COM            | 56585A102 | 324   | 3616    | SH  | SOLE      | 04   |
| MARKET VECTORS ETF TR        | GOLD MINER ETF | 57060U100 | 14525 | 293409  | SH  | SOLE      | 01   |
| MARKET VECTORS ETF TR        | GOLD MINER ETF | 57060U100 | 80473 | 1624400 | SH  | CALL SOLE | 01   |
| MARKET VECTORS ETF TR        | GOLD MINER ETF | 57060U100 | 9908  | 200000  | SH  | PUT SOLE  | 01   |
| MARKET VECTORS ETF TR        | SEMICONDUCTOR  | 57060U233 | 2989  | 83500   | SH  | SOLE      | 01   |
| MARKWEST ENERGY PARTNERS L P | UNIT LTD PARTN | 570759100 | 545   | 9240    | SH  | SOLE      | 01 ( |
| MARKWEST ENERGY PARTNERS L P | UNIT LTD PARTN | 570759100 | 1216  | 20800   | SH  | CALL SOLE | 01   |
| MARTHA STEWART LIVING OMNIME | CL A           | 573083102 | 64    | 16800   | SH  | CALL SOLE | 01   |
| MARVELL TECHNOLOGY GROUP LTD | ORD            | G5876H105 | 67    | 6378    | SH  | SOLE      | 04   |
| MARVELL TECHNOLOGY GROUP LTD | ORD            | G5876H105 | 787   | 50000   | SH  | CALL SOLE | 01   |
| MARVELL TECHNOLOGY GROUP LTD | ORD            | G5876H105 | 1015  | 64500   | SH  | PUT SOLE  | 01   |
| MASCO CORP                   | COM            | 574599106 | 295   | 14544   | SH  | SOLE      | 04   |
| MASCO CORP                   | COM            | 574599106 | 723   | 54100   | SH  | CALL SOLE | 01   |
| MASTERCARD INC               | CL A           | 57636Q104 | 2349  | 4340    | SH  | SOLE      | 04   |
| MASTERCARD INC               | CL A           | 57636Q104 | 6014  | 14300   | SH  | CALL SOLE | 01   |
| MASTERCARD INC               | CL A           | 576360104 | 2103  | 5000    | SH  | PUT SOLE  | 01   |
| MATADOR RES CO               | COM            | 576485205 | 89    |         | SH  | SOLE      | 04   |
| MAXIM INTEGRATED PRODS INC   | COM            | 57772K101 | 282   | 8633    | SH  | SOLE      | 04   |
| MBIA INC                     | COM            | 55262C100 | 126   | 12316   | SH  | SOLE      | 04   |
| MCCORMICK & CO INC           | COM NON VTG    | 579780206 | 273   | 3707    | SH  | SOLE      | 04   |
| MCDERMOTT INTL INC           | COM            | 580037109 | 132   |         | SH  | SOLE      | 04   |
| MCDONALDS CORP               | COM            | 580135101 | 1081  | 10848   |     | SOLE      | 0.4  |
| MCDONALDS CORP               | COM            | 580135101 | 17629 | 179700  | -   | CALL SOLE | 01   |
| MCGRAW HILL COS INC          | COM            | 580645109 | 4909  | 101129  |     | SOLE      | 01 ( |
| MCGRAW HILL COS INC          | COM            | 580645109 | 19344 | 399100  |     | CALL SOLE | 01   |
| MCGRAW HILL COS INC          | COM            | 580645109 | 9161  | 189000  |     | PUT SOLE  | 01   |
| MCKESSON CORP                | COM            | 581550103 | 1403  | 12994   |     | 8%" val   |      |
| 110112220011 00111           | 0011           | 201000100 | 1100  | 12771   | O11 | 50 Val    |      |

2,710



95 Treasury shares after tax (96 ) (47 Net profit 1,690 2,912

| Net profit attributable to minority interest      |                |
|---|----------------|
|   |                |
|   |                |
|   | (456           |
| )   | (154           |
| )   | (10.           |
|   |                |
|   |                |
|   |                |
|   |                |
| Net profit attributable to members of the Company |                |
| Net profit attributable to members of the Company |                |
| Net profit attributable to members of the Company |                |
| Net profit attributable to members of the Company | 1,234          |
| Net profit attributable to members of the Company |                |
| Net profit attributable to members of the Company | 1,234<br>2,758 |
| Net profit attributable to members of the Company |                |
| Net profit attributable to members of the Company |                |
| Net profit attributable to members of the Company |                |

|  | (109  |
|--|-------|
|  | (95   |
| )  | (23   |
|  |       |
|  |       |
|  |       |
| Earnings attributable to ordinary shareholders   |       |
|  |       |
|  |       |
|  | 1,125 |
|  | 2,663 |
|  |       |
|  |       |
|  |       |
|  |       |
| (1) Cash earnings is a performance measure used by the management of the Group. Refer to M measures within Section 2 - Selected Financial Data for a complete discussion of cash earning |       |
| measures within Section 2 Selected 1 maneral Band for a complete discussion of cash carmin   | 85.   |

#### **Group Key Performance Measures**

#### GROUP KEY PERFORMANCE MEASURES

|   | Note   | Mar 06 | Half Year to<br>Sep 05 | Mar 05 |
|---|--------|--------|------------------------|--------|
| Earnings per share (cents)                                      | Note   | war oo | Scp 03                 | Mai 03 |
| Basic cash earnings per ordinary share before significant items | Supp 7 |        | 102.5                  | 106.2  |
| Diluted cash earnings per share before significant items        | Supp 7 |        | 102.2                  | 105.0  |
| Basic cash earnings per ordinary share after significant items  |        |        | 78.2                   | 174.2  |
| Basic earnings per ordinary share after significant items (1)   | Supp 7 |        | 73.0                   | 173.5  |
| Weighted average ordinary shares (no. million)                  | Supp 7 |        | 1,541                  | 1,535  |
| Weighted average diluted shares (no. million)                   | Supp 7 |        | 1,545                  | 1,603  |
| Net tangible assets per ordinary share (\$)                     |        |        | 10.54                  | 10.76  |
| Dividends per share (cents)                                     | 6      |        | 83                     | 83     |
| Performance (2)   |        |        |                        |        |
| Return on average equity before significant items               |        |        | 14.0%                  | 15.6%  |
| Cash earnings on average equity before significant items        |        |        | 14.9%                  | 16.0%  |
| Return on average assets before significant items               |        |        | 0.70%                  | 0.74%  |
| Net interest income   |        |        |                        |        |
| Net interest spread   | Supp 1 |        | 1.68%                  | 1.70%  |
| Net interest margin   | Supp 1 |        | 2.14%                  | 2.12%  |
| Profitability (before significant items)                        |        |        |                        |        |
| Cash earnings per average FTE (\$ 000)                          |        |        | 81                     | 78     |
| Banking cost to income ratio (3)                                |        |        | 59.9%                  | 58.6%  |

|  |        |           | As at     |           |
|--|--------|-----------|-----------|-----------|
|  |        | 31 Mar 06 | 30 Sep 05 | 31 Mar 05 |
| Capital  |        |           |           |           |
| Tier 1 ratio   | Supp 3 |           | 7.86%     | 8.30%     |
| Tier 2 ratio   | Supp 3 |           | 3.60%     | 4.12%     |
| Deductions   | Supp 3 |           | (1.01)%   | (1.05)%   |
| Total capital ratio  | Supp 3 |           | 10.45%    | 11.37%    |
| Adjusted common equity ratio                                   | Supp 3 |           | 5.49%     | 5.84%     |
| Assets (\$bn)  |        |           |           |           |
| Gross loans and acceptances (6) (7)                            |        |           | 297       | 277       |
| Risk-weighted assets   | Supp 3 |           | 290       | 279       |
| Asset quality  |        |           |           |           |
| Gross non-accrual loans to gross loans and acceptances (4) (7) | 9      |           | 0.34%     | 0.40%     |
| Net impaired assets to total equity (parent entity interest)   | 9      |           | 2.8%      | 3.0%      |
| Collective provision to total risk weighted assets (5)         | 9      |           | 0.71%     | 0.73%     |
| Collective provision to credit risk weighted assets (5)        | 9      |           | 0.75%     | 0.76%     |
| Specific provision to gross impaired assets                    | 9      |           | 34.9%     | 34.9%     |
| Total provision to gross impaired assets (5)                   | 9      |           | 235.8%    | 216.8%    |
| Other information  |        |           |           |           |
| Funds under management and administration (\$bn)               |        |           | 91        | 85        |
| Assets under custody and administration (\$bn)                 |        |           | 410       | 372       |
| Full-time equivalent employees (no.)                           | Supp 5 |           | 38,933    | 39,961    |

<sup>(1)</sup> Basic earnings are defined as Earnings attributable to ordinary shareholders.

- (2) Return calculations use Earnings attributable to ordinary shareholders.
- (3) Refer to Non-GAAP financial measures within Section 2 Selected Financial Data for a discussion of the cost to income ratio.
- (4) Non-accrual loans are those loans meeting the APRA definition and consist of: retail loans (excluding credit card loans and portfolio managed facilities) which are contractually past due 90 days with security insufficient to cover principal and arrears of interest revenue; non retail loans which are contractually past due and there is sufficient doubt about the ultimate collectibility of principal and interest to warrant the cessation of the recognition of interest revenue; and impaired off-balance sheet credit exposures where current circumstances indicate that losses may be incurred. Unsecured portfolio managed facilities whereby they become non accrual at 180 days.
- (5) For Asset Quality disclosure purposes provision includes credit adjustment to the Group s entire loan book (ie. both loans recorded at amortised cost and fair value). This differs to the approach required for the statutory financial statements.
- (6) 31 March 2006 includes acceptances bought back by the Group (classified as Trading Securities in comparative periods).
- (7) Excludes securitised loans.

|   | AIFR   | S      | AGAA   | P      | Movem   | ent    |
|---|--------|--------|--------|--------|---------|--------|
|   | Sep 05 | Mar 05 | Sep 05 | Mar 05 | Sep 05  | Mar 05 |
| Earnings per share (cents)                                | -      |        | -      |        | •       |        |
| Basic cash earnings per ordinary share before significant |        |        |        |        |         |        |
| items   | 102.5  | 106.2  | 108.3  | 104.0  | (5.8)   | 2.2    |
| Diluted cash earnings per share before significant items  | 102.2  | 105.0  | 107.1  | 103.0  | (4.9)   | 2.0    |
| Basic cash earnings per ordinary share after significant  |        |        |        |        |         |        |
| items   | 78.2   | 174.2  | 79.5   | 156.8  | (1.3)   | 17.4   |
| Basic earnings per ordinary share after significant items | 73.0   | 173.5  | 95.2   | 156.9  | (22.2)  | 16.6   |
| Weighted average ordinary shares (no. million)            | 1,541  | 1,535  | 1,563  | 1,555  | (22)    | (20)   |
| Weighted average diluted shares (no. million)             | 1,545  | 1,603  | 1,629  | 1,622  | (84)    | (19)   |
| Net tangible assets per ordinary share (\$)               | 10.54  | 10.76  | 11.60  | 11.82  | (1.06)  | (1.06) |
| Dividends per share (cents)                               | 83     | 83     | 83     | 83     |         |        |
| Performance   |        |        |        |        |         |        |
| Return on average equity before significant items         | 14.0%  | 15.6%  | 16.2%  | 14.0%  | -220bps | 160bps |
| Cash earnings on average equity before significant items  | 14.9%  | 16.0%  | 14.0%  | 14.0%  | 90bps   | 200bps |
| Return on average assets before significant items         | 0.70%  | 0.74%  | 0.91%  | 0.76%  | -21bps  | -2bps  |
| Net interest income                                       |        |        |        |        | _       | _      |
| Net interest spread                                       | 1.68%  | 1.70%  | 1.69%  | 1.74%  | -1bps   | -4bps  |
| Net interest margin                                       | 2.14%  | 2.12%  | 2.20%  | 2.19%  | -6bps   | -7bps  |
| Profitability (before significant items)                  |        |        |        |        |         |        |
| Cash earnings per average FTE (\$ 000)                    | 81     | 78     | 86     | 76     | (5)     | 2      |
| Banking cost to income ratio                              | 59.9%  | 58.6%  | 58.1%  | 57.4%  | 180bps  | 120bps |

|  | AIFR    | S       | AGAA    | P       | Movement |        |  |
|--|---------|---------|---------|---------|----------|--------|--|
|  | Sep-05  | Mar-05  | Sep-05  | Mar-05  | Sep-05   | Mar-05 |  |
| Capital  | _       |         |         |         |          |        |  |
| Tier 1 ratio   | 7.86%   | 8.30%   | 7.86%   | 8.30%   | 0bps     | 0bps   |  |
| Tier 2 ratio   | 3.60%   | 4.12%   | 3.60%   | 4.12%   | 0bps     | 0bps   |  |
| Deductions   | (1.01)% | (1.05)% | (1.01)% | (1.05)% | 0bps     | 0bps   |  |
| Total capital ratio  | 10.45%  | 11.37%  | 10.45%  | 11.37%  | 0bps     | 0bps   |  |
| Adjusted common equity ratio                                 | 5.49%   | 5.84%   | 5.49%   | 5.84%   | 0bps     | 0bps   |  |
| Assets (\$bn)  |         |         |         |         |          |        |  |
| Gross loans and acceptances                                  | 297     | 277     | 292     | 273     | 5        | 4      |  |
| Risk-weighted assets   | 290     | 279     | 290     | 279     |          |        |  |
| Asset quality  |         |         |         |         |          |        |  |
| Gross non-accrual loans to gross loans and acceptances       | 0.34%   | 0.40%   | 0.35%   | 0.41%   | -1bps    | -1bps  |  |
| Net impaired assets to total equity (parent entity interest) | 2.8%    | 3.0%    | 2.5%    | 2.7%    | 30bps    | 30bps  |  |
| Collective provision to risk weighted assets                 | 0.71%   | 0.73%   | 0.71%   | 0.73%   | 0bps     | 0bps   |  |
| Specific provision to gross impaired assets                  | 34.9%   | 34.9%   | 34.9%   | 34.9%   | 0bps     | 0bps   |  |
| Total provision to gross impaired assets                     | 235.8%  | 216.8%  | 235.8%  | 216.8%  | 0bps     | 0bps   |  |
| Other information  |         |         |         |         |          |        |  |
| Funds under management and administration (\$bn)             | 91      | 85      | 91      | 85      |          |        |  |
| Assets under custody and administration (\$bn)               | 410     | 372     | 410     | 372     |          |        |  |
| Full-time equivalent employees (no.)                         | 38,933  | 39,961  | 38,933  | 39,961  |          |        |  |

#### **Cash Earnings AIFRS Reconciliation**

#### CASH EARNINGS AIFRS RECONCILIATION

|   | Half Year to     |                  |
|---|------------------|------------------|
|   | HY Sep 05<br>\$m | HY Mar 05<br>\$m |
| Cash earnings before significant items - AGAAP                  | 1,692            | 1,618            |
| AIFRS measurement adjustments impacting cash earnings include:- |                  |                  |
| Defined benefit pension plans (before tax)                      | 15               | 12               |
| Share-based payments (before tax)                               | (60)             | (37)             |
| Finance leases (before tax)                                     | (5)              | 15               |
| Taxation  | (44)             | 29               |
| Other (before tax)  | 3                | 15               |
| Cash earnings before significant items - AIFRS                  | 1,601            | 1,652            |

For a detailed explanation of AGAAP to AIFRS adjustments refer to Note 1(a) and 1(b) in Section 5 - Detailed Financial Information.

| Report on Group Operations & Results  |
|---|
| NON-GAAP FINANCIAL MEASURES   |
| Cash earnings   |
| Cash earnings is defined as follows:  |
| Net profit  |
| Less:   |
| Minority interests  |
| Minority interests Life businesses  |
| Distributions   |
| Revaluation gains/losses on exchangeable capital units  |
| Treasury shares   |
|   |
| Add:  |
| Impairment of goodwill  |
| Cash earnings   |
| Cash earnings is a key performance measure and financial target used by the Group. Dividends paid by the Company are based on after-tax cash earnings (adjusted for significant items).               |
| Cash earnings is a key performance measure used by the investment community, as well as by those Australian peers of the Group with a similar business portfolio.                                     |
| Cash earnings does not refer to, or in any way purport to represent the cash flows, funding or liquidity position of the Group. It does not refer to any amount represented on a Cash Flow Statement. |

Adjustments are made between net profit and cash earnings as follows:

Minority interests reflects the allocation of profit to minority interests in the Group, and is adjusted from net profit to reflect the amount of net profit that is attributable to ordinary shareholders

Minority interests Life Businesses reflects the allocation of profit to controlled unit trusts of life companies

Distributions this reflects payments to holders of National Income Securities, Trust Preferred Securities, and Trust Preferred Securities II, and is adjusted from net profit to reflect the amount of net profit that is attributable to ordinary shareholders

Revaluation gains/losses on exchangeable capital units the Group's exposure to foreign exchange risk is eliminated through the existence of certain conversion features that convert the ExCaps to equity at predetermined exchange rates

Treasury shares relates to the movement in treasury share assets (direct investments in National Australia Bank Limited) caused by the movement in the share price

Impairment of goodwill - relates to the impairment expense recognised on the application of an annual impairment test. Financial statement users generally do not regard impairment of goodwill as being useful information in analysing investments. As it relates to an intangible asset, management believes it is prudent to isolate this amount from the underlying operating result.

In future periods, adjustments will also be made for changes in the value of insurance related acquisition costs that result from discount rate variations. (No adjustment for this is proposed to be made in the 31 March 2006 half year as the amount is insignificant).

#### Cash earnings before significant items and Net profit before significant items

Under Australian accounting standards AASB101(83) additional line items shall be presented when such presentation is relevant to an understanding of the entity s performance. For example, where a revenue or an expense from ordinary activities is of such a size, nature or incidence that its disclosure is relevant in explaining the financial performance of the entity for the reporting period and its disclosure is not otherwise required by this or another Standard, its nature and amount must be disclosed separately either on the face of the statement of financial performance or in the notes in the financial report.

The Group has identified items as significant items where management believes that the inclusion of these items distorts the underlying operating results of the Group and cause difficulty in identifying underlying performance trends and issues. Through the clear separation and identification of these items the Group ensures that they are identified and discussed in full, as well as ensuring that the underlying performance is highlighted and discussed in full.

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Cost to income ratio

| The cost to income ratio for the Banking operations (excluding Wealth Management) is calculated as total costs (defined in table below) divided by total income (defined in table below):  |
|--|
| Total expenses   |
| Less:  |
| Interest expense   |
| Life insurance expenses  |
| Depreciation on leased vehicle assets  |
| Impairment of goodwill   |
| Charge to provide for doubtful debts   |
| Significant expenses Total costs for purposes of cost to income ratio  |
| Total revenue  |
| Less:  |
| Interest expense   |
| Life insurance income  |
| Depreciation on leased vehicle assets  |
| Significant revenue Total income for purposes of cost to income ratio  |
| The cost to income ratio calculated on this basis is a standard efficiency measure used widely across the Australian banking industry. In the above income calculation, the Group does not include net life insurance income and the pre-tax equivalent gross up of certain structured finance transactions. |
| 9  |

SECTION 3

#### RESULTS FOR THE HALF YEAR ENDED

FINANCIAL REVIEW

10

#### Financial Review: Divisional Cash Earnings

#### DIVISIONAL CASH EARNINGS

| Half Year ended   |      | ,              | Total Australia |             | Total     | Total     |            |                 |                     | Total        |
|---|------|----------------|-----------------|-------------|-----------|-----------|------------|-----------------|---------------------|--------------|
| 30 September 2005   | Note | Banking<br>\$m | WM<br>\$m       | Asia<br>\$m | UK<br>\$m | NZ<br>\$m | IMS<br>\$m | Other(1)<br>\$m | Eliminations<br>\$m | Group<br>\$m |
| Net interest income   |      | 1,958          |                 | 13          | 813       | 372       | 244        | 72              |                     | 3,472        |
| Net life insurance income excluding                                   |      |                | 1.026           | -           |           |           |            |                 |                     | 1 021        |
| IORE (2)  |      |                | 1,026           | 5           |           |           |            |                 |                     | 1,031        |
| Investment earnings on shareholders retained profits & capital (IORE) |      |                | 72              | 8           |           | 3         |            |                 |                     | 83           |
| Other operating income  |      | 1,351          | 330             | 10          | 631       | 260       | 423        | 90              | (108)               | 2,987        |
| Net operating income  |      | 3,309          | 1,428           | 36          | 1,444     | 635       | 667        | 162             | (108)               | 7,573        |
| Operating expenses (3)  |      | (1,875)        | (354)           | (21)        | (967)     | (367)     | (372)      | (245)           | 108                 | (4,093)      |
| Underlying profit   |      | 1,434          | 1,074           | 15          | 477       | 268       | 295        | (83)            |                     | 3,480        |
| Charge to provide for doubtful debts                                  |      | (127)          |                 |             | (126)     | (26)      | 24         | 2               |                     | (253)        |
| Cash earnings before tax  |      | 1,307          | 1,074           | 15          | 351       | 242       | 319        | (81)            |                     | 3,227        |
| Income tax expense  |      | (425)          | (418)           | 2           | (122)     | (78)      | (40)       | 20              |                     | (1,061)      |
| Cash earnings before significant items, distributions and Minority    |      |                |                 |             |           |           |            |                 |                     |              |
| Interest  |      | 882            | 656             | 17          | 229       | 164       | 279        | (61)            |                     | 2,166        |
| Net profit - Minority Interest  |      |                | (454)           | (2)         |           |           |            |                 |                     | (456)        |
| Cash earnings before significant items                                |      |                |                 |             |           |           |            |                 |                     |              |
| and distributions   |      | 882            | 202             | 15          | 229       | 164       | 279        | (61)            |                     | 1,710        |
| Distributions   |      |                |                 |             |           |           |            |                 |                     | (109)        |
| Cash earnings before significant items                                |      |                |                 |             |           |           |            |                 |                     | 1,601        |

<sup>(1)</sup> Other includes Group Funding, Corporate Centre and elimination entries within Total Australia.

<sup>(2)</sup> Net life insurance income is the profit before tax of the life insurance and investment businesses of the statutory funds of the life insurance companies of the Group (excluding net interest income and investment earnings on shareholders retained profits & capital (IORE) of the life insurance businesses).

<sup>(3)</sup> Operating expenses excludes the life insurance expenses incorporated within net life insurance income (Wealth Management businesses only).

| Half Year ended  |      | T              | otal Australia |             |                    |                    |            |                 |                     | Total        |
|--|------|----------------|----------------|-------------|--------------------|--------------------|------------|-----------------|---------------------|--------------|
| 31 March 2005  | Note | Banking<br>\$m | WM<br>\$m      | Asia<br>\$m | Total<br>UK<br>\$m | Total<br>NZ<br>\$m | IMS<br>\$m | Other(1)<br>\$m | Eliminations<br>\$m | Group<br>\$m |
| Net interest income  |      | 1,854          | 5              | 12          | 981                | 367                | 258        | (5)             |                     | 3,472        |
| Net life insurance income excluding                                |      |                |                |             |                    |                    |            |                 |                     |              |
| IORE (2)   |      |                | 472            | 14          |                    | 9                  |            |                 |                     | 495          |
| Investment earnings on shareholders                                |      |                |                |             |                    |                    |            |                 |                     |              |
| retained profits & capital (IORE)                                  |      |                | 52             | 10          |                    | 1                  |            |                 |                     | 63           |
| Other operating income   |      | 1,271          | 328            | 4           | 618                | 262                | 504        | 41              | (125)               | 2,903        |
| Net operating income   |      | 3,125          | 857            | 40          | 1,599              | 639                | 762        | 36              | (125)               | 6,933        |
| Operating expenses (3)   |      | (1,642)        | (303)          | (18)        | (1,066)            | (401)              | (370)      | (227)           | 125                 | (3,902)      |
| Underlying profit  |      | 1,483          | 554            | 22          | 533                | 238                | 392        | (191)           |                     | 3,031        |
| Charge to provide for doubtful debts                               |      | (130)          |                |             | (90)               | (12)               | (48)       | (1)             |                     | (281)        |
| Cash earnings before tax   |      | 1,353          | 554            | 22          | 443                | 226                | 344        | (192)           |                     | 2,750        |
| Income tax expense   |      | (388)          | (206)          | (1)         | (136)              | (73)               | (46)       | 1               |                     | (849)        |
| Cash earnings before significant items, distributions and Minority |      |                |                |             |                    |                    |            |                 |                     |              |
| Interest   |      | 965            | 348            | 21          | 307                | 153                | 298        | (191)           |                     | 1,901        |
| Net profit - Minority Interest                                     |      |                | (147)          | (7)         |                    |                    |            |                 |                     | (154)        |
| Cash earnings before significant items                             |      |                |                |             |                    |                    |            |                 |                     |              |
| and distributions  |      | 965            | 201            | 14          | 307                | 153                | 298        | (191)           |                     | 1,747        |
| Distributions  |      |                |                |             |                    |                    |            |                 |                     | (95)         |
| Cash earnings before significant items                             |      |                |                |             |                    |                    |            |                 |                     | 1,652        |

<sup>(1)</sup> Other includes Group Funding, Corporate Centre and elimination entries within Total Australia.

<sup>(2)</sup> Net life insurance income is the profit before tax of the life insurance and investment businesses of the statutory funds of the life insurance companies of the Group (excluding net interest income and investment earnings on shareholders retained profits & capital (IORE) of the life insurance businesses).

<sup>(3)</sup> Operating expenses excludes the life insurance expenses incorporated within net life insurance income (Wealth Management businesses only).

#### **Management Discussion & Analysis - Total Australia**

#### TOTAL AUSTRALIA

#### Summary

|  | Half Year to |        |        | Fav / (Unfav)<br>Change on |        |  |
|--|--------------|--------|--------|----------------------------|--------|--|
|  | Mar 06       | Sep 05 | Mar 05 | Sep 05                     | Mar 05 |  |
|  | \$m          | \$m    | \$m    | %                          | %      |  |
| Cash earnings before significant items |              |        |        |                            |        |  |
| Australian Banking                     |              | 882    | 965    |                            |        |  |
| Wealth Management Australia            |              | 202    | 201    |                            |        |  |
| Asia Banking and Wealth Management     |              | 15     | 14     |                            |        |  |
| Total Australia                        |              | 1,099  | 1,180  |                            |        |  |

#### **Australian Banking**

#### Performance Summary

|  | Half Year to  |               |               |             | Unfav)<br>nge on |
|--|---------------|---------------|---------------|-------------|------------------|
|  | Mar 06<br>\$m | Sep 05<br>\$m | Mar 05<br>\$m | Sep 05<br>% | Mar 05<br>%      |
| Net interest income                    |               | 1,958         | 1,854         |             |                  |
| Other operating income                 |               | 1,351         | 1,271         |             |                  |
| Total income                           |               | 3,309         | 3,125         |             |                  |
| Operating expenses                     |               | (1,875)       | (1,642)       |             |                  |
| Underlying profit                      |               | 1,434         | 1,483         |             |                  |
| Charge to provide for doubtful debts   |               | (127)         | (130)         |             |                  |
| Cash earnings before tax               |               | 1,307         | 1,353         |             |                  |
| Income tax expense                     |               | (425)         | (388)         |             |                  |
| Cash earnings before significant items |               | 882           | 965           |             |                  |

#### **Key Performance Measures**

|                                       |        | Half Year to | Fav / (Unfav)<br>Change on |             |             |
|---------------------------------------|--------|--------------|----------------------------|-------------|-------------|
|                                       | Mar 06 | Sep 05       | Mar 05                     | Sep 05<br>% | Mar 05<br>% |
| Performance & profitability           |        |              |                            | ,70         | ,,          |
| Return on average assets (annualised) |        | 0.92%        | 1.09%                      |             |             |
| Cost to income ratio                  |        | 54.7%        | 50.3%                      |             |             |

| Cash earnings per average FTE (annualised) (\$ 000) | 98    | 104   |  |
|---|-------|-------|--|
| Net interest income                                 |       |       |  |
| Net interest margin                                 | 2.46% | 2.50% |  |
| Net interest margin (including acceptances) (1)     | 2.33% | 2.36% |  |
| Net interest spread                                 | 2.44% | 2.43% |  |
| Average balance sheet (\$bn)                        |       |       |  |
| Gross loans and acceptances                         | 181.8 | 167.9 |  |
| Interest-earning assets                             | 158.5 | 148.9 |  |
| Interest-earning assets (including acceptances) (1) | 187.7 | 174.9 |  |
| Retail deposits                                     | 76.0  | 74.1  |  |

<sup>(1)</sup> To assist with meaningful comparison between periods, the net interest margin and average interest earning assets data has been adjusted to include bill acceptances in prior periods.

|  |           | As at     |           |
|--|-----------|-----------|-----------|
|  | 31 Mar 06 | 30 Sep 05 | 31 Mar 05 |
| Full-time equivalent employees (FTE)                   |           | 17,837    | 18,528    |
| Asset quality  |           |           |           |
| Gross non-accrual loans (\$m)                          |           | 372       | 362       |
| Gross loans and acceptances (\$bn)                     |           | 187.6     | 173.1     |
| Gross non-accrual loans to gross loans and acceptances |           | 0.21%     | 0.21%     |
| Specific provision to gross impaired assets            |           | 27.8%     | 34.2%     |
|  |           |           |           |
| Market share (%) (1)                                   |           |           |           |
| Housing  |           | 14.19     | 14.04     |
| Business (including Institutional Markets & Services)  |           | 18.47     | 18.32     |
| Other personal   |           | 15.75     | 16.02     |
| Retail deposits (Personal & Business)                  |           | 14.85     | 14.99     |

<sup>(1)</sup> Source: Reserve Bank of Australia

#### Wealth Management Australia

#### Performance Summary

|  |               | Half Year to  |               | Fav / (Unfav)<br>Change on |             |
|--|---------------|---------------|---------------|----------------------------|-------------|
|  | Mar 06<br>\$m | Sep 05<br>\$m | Mar 05<br>\$m | Sep 05<br>%                | Mar 05<br>% |
| Investments  |               | 99            | 112           |                            |             |
| Insurance  |               | 80            | 66            |                            |             |
| Other (including regulatory programs)                            |               | (37)          | (18)          |                            |             |
| Profit from operations (after tax)                               |               | 142           | 160           |                            |             |
| Investment earnings on shareholders retained profits and capital |               |               |               |                            |             |
| from life businesses (IoRE)                                      |               | 60            | 41            |                            |             |
| Cash earnings before significant items                           |               | 202           | 201           |                            |             |

#### **Key Performance Measures**

|  |           | Half Year to |           | Fav / (Unfav)<br>Change on |        |
|--|-----------|--------------|-----------|----------------------------|--------|
|  |           |              |           |                            |        |
|  | 31 Mar 06 | 30 Sep 05    | 31 Mar 05 | Sep 05                     | Mar 05 |
|  |           |              |           | %                          | %      |
| Full-time equivalent employees (FTEs) (No.)    |           | 3,842        | 3,903     |                            |        |
| Financial advisers                             |           |              |           |                            |        |
| Bank channels                                  |           | 466          | 476       |                            |        |
| Aligned channels                               |           | 827          | 858       |                            |        |
| Funds Under Management & Administration (\$bn) |           | 84.2         | 78.1      |                            |        |
| Annual InForce Premiums (Group & Retail) (\$m) |           | 633.4        | 607.7     |                            |        |
|  |           |              |           |                            |        |
| Market share - Australia%                      |           |              |           |                            |        |
| Total Master Funds (1)                         |           | 16.6         | 17.1      |                            |        |
| Retail funds management (ex cash mgmt) (1)     |           | 12.8         | 13.0      |                            |        |
| Retail risk insurance (2)                      |           | 14.8         | 15.2      |                            |        |
| New retail risk annual premiums (2)            |           | 11.2         | 12.2      |                            |        |

|                                      |               | Half Year to  |               |  |  |
|--------------------------------------|---------------|---------------|---------------|--|--|
|                                      | Mar 06<br>\$m | Sep 05<br>\$m | Mar 05<br>\$m |  |  |
| Performance & profitability          |               |               |               |  |  |
| Cost to funds under management (bps) |               | 45            | 46            |  |  |
| Cost to premium income (%)           |               | 15            | 16            |  |  |

<sup>(1)</sup> Source: Plan for Life Australian Retail & Wholesale Investments Market Share & Dynamics Report as at 30 June 2005 and 31 December 2004.

<sup>(2)</sup> Source: DEXX&R Life Analysis Reports as at 30 June 2005 and 31 December 2004. Retail risk insurance includes term, trauma and disability insurance.

### Management Discussion & Analysis - Total UK

### TOTAL UK

### Performance Summary - ongoing operations

|  |               | Half Year to  |                   | Fav / (Unfav)<br>Change on |        |
|--|---------------|---------------|-------------------|----------------------------|--------|
| Australian dollars                     | Mar 06<br>\$m | Sep 05<br>\$m | Mar 05 (1)<br>\$m | Sep 05                     | Mar 05 |
| Net interest income                    |               | 813           | 796               |                            |        |
| Other operating income                 |               | 631           | 544               |                            |        |
| Total income                           |               | 1,444         | 1,340             |                            |        |
| Operating expenses                     |               | (967)         | (868)             |                            |        |
| Underlying profit                      |               | 477           | 472               |                            |        |
| Charge to provide for doubtful debts   |               | (126)         | (84)              |                            |        |
| Cash earnings before tax               |               | 351           | 388               |                            |        |
| Income tax expense                     |               | (122)         | (118)             |                            |        |
| Cash earnings before significant items |               | 229           | 270               |                            |        |

| Pounds sterling                        | £m    | £m    | % | % |
|--|-------|-------|---|---|
| Net interest income                    | 341   | 325   |   |   |
| Other operating income (1)             | 264   | 222   |   |   |
| Total income                           | 605   | 547   |   |   |
| Operating expenses (1)                 | (406) | (353) |   |   |
| Underlying profit                      | 199   | 194   |   |   |
| Charge to provide for doubtful debts   | (53)  | (35)  |   |   |
| Cash earnings before tax               | 146   | 159   |   |   |
| Income tax expense                     | (51)  | (49)  |   |   |
| Cash earnings before significant items | 95    | 110   |   |   |

<sup>(1)</sup> March 2005 comparative amounts have been prepared on an on-going basis. These are based on pro-forma information which has been calculated as Total UK, adjusting for the contribution of the Irish Banks which were sold on 28 February 2005, and the UK custody business, the closure of which was fully provided for in the financial statements at September 2004. The half to September 2005 includes £14.5 million of NII from the sale proceeds, the half year to March 05 includes £4.5.

The five months to 28 February 2005 exclude certain fixed head office expenses recharged to the Irish Banks that from 1 March 2005 can no no longer be recharged. The March 2005 half includes one month s income recharge receivable by the UK for transitional services provided to Danske Bank A/S. Recharges continued in the half year to September 2005. Refer to detailed performance summary for further detail of impact.

## Management Discussion & Analysis - Total UK

### **Key Performance Measures**

| Half Year to |        |   |  | Unfav)<br>ge on   |
|--------------|--------|---|--|---|
| Mar 06       | Sep 05 | Mar 05 (1)  | Mar 05   | <b>Sep 04</b>   |
|              |        |   | %  | %   |
|              |        |   |  |   |
|              | 0.94%  | 1.12%   |  |   |
|              | 65.1%  | 62.5%   |  |   |
|              | 20     | 22  |  |   |
|              |        |   |  |   |
|              | 3.74%  | 3.88%   |  |   |
|              | 3.32%  | 3.54%   |  |   |
|              |        |   |  |   |
|              | 17.4   | 15.6  |  |   |
|              | 18.2   | 16.8  |  |   |
|              | 11.6   | 11.2  |  |   |
|              | Mar 06 | Mar 06 Sep 05  0.94% 65.1% 20  3.74% 3.32%  17.4 18.2 | Mar 06         Sep 05         Mar 05 (1)           0.94%         1.12%           65.1%         62.5%           20         22           3.74%         3.88%           3.32%         3.54%           17.4         15.6           18.2         16.8 | Mar 06         Sep 05         Mar 05 (1)         Mar 05 %           0.94%         1.12%         65.1%         62.5%           20         22         22           3.74%         3.88%         3.32%         3.54%           17.4         15.6         16.8 |

<sup>(1)</sup> The September 2005 half year net interest spread has been restated upwards by 30 basis points to reflect a change to the treatment of intercompany liabilities. There has been no impact to Group net interest spreads.

|  |        | As at  |        |
|--|--------|--------|--------|
|  | Mar 06 | Sep 05 | Mar 05 |
| Full-time equivalent employees (FTE)                   |        | 9,480  | 9,772  |
| Asset quality  |        |        |        |
| Gross non-accrual loans (£m)                           |        | 48     | 60     |
| Gross loans and acceptances (£bn)                      |        | 18.6   | 16.3   |
| Gross non-accrual loans to gross loans and acceptances |        | 0.26%  | 0.37%  |
| Specific provision to gross impaired assets            |        | 78.6%  | 56.0%  |
| Financial advisers                                     |        |        |        |
| Bank channels  |        | 115    | 112    |
| Aligned channels                                       |        | 43     | 53     |
| Financial advisers (no.)                               |        | 158    | 165    |
| Funds under management and administration (£m)         |        | 1,623  | 1,513  |
|  |        |        |        |

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## TOTAL UK

## Supplementary Performance Summary

(includes ongoing and disposed operations - eg. includes the Irish Banks)

|  |        |              |         | Fav /  | (Unfav) |
|--|--------|--------------|---------|--------|---------|
|  |        | Half Year to |         | Cha    | nge on  |
| Australian dollars                     | Mar 06 | Sep 05       | Mar 05  | Sep 05 | Mar 05  |
|  | \$m    | <b>\$m</b>   | \$m     | %      | %       |
| Net interest income                    |        | 813          | 981     |        |         |
| Other operating income                 |        | 631          | 618     |        |         |
| Total income                           |        | 1,444        | 1,599   |        |         |
| Operating expenses                     |        | (967)        | (1,066) |        |         |
| Underlying profit                      |        | 477          | 533     |        |         |
| Charge to provide for doubtful debts   |        | (126)        | (90)    |        |         |
| Cash earnings before tax               |        | 351          | 443     |        |         |
| Income tax expense                     |        | (122)        | (136)   |        |         |
| Cash earnings before significant items |        | 229          | 307     |        |         |

| Pounds sterling                        | £m | £m    | £m    | % | % |
|--|----|-------|-------|---|---|
| Net interest income                    |    | 341   | 400   |   |   |
| Other operating income                 |    | 264   | 253   |   |   |
| Total income                           |    | 605   | 653   |   |   |
| Operating expenses                     |    | (406) | (435) |   |   |
| Underlying profit                      |    | 199   | 218   |   |   |
| Charge to provide for doubtful debts   |    | (53)  | (37)  |   |   |
| Cash earnings before tax               |    | 146   | 181   |   |   |
| Income tax expense                     |    | (51)  | (56)  |   |   |
| Cash earnings before significant items |    | 95    | 125   |   |   |

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## TOTAL NEW ZEALAND

## Performance Summary

|  |               | Half Year to  |               |             | (Unfav)<br>nge on |
|--|---------------|---------------|---------------|-------------|-------------------|
| Australian dollars                     | Mar 06<br>\$m | Sep 05<br>\$m | Mar 05<br>\$m | Sep 05<br>% | Mar 05<br>%       |
| Net interest income                    |               | 372           | 367           |             |                   |
| Other operating income                 |               | 276           | 276           |             |                   |
| Total income                           |               | 648           | 643           |             |                   |
| Operating expenses                     |               | (380)         | (405)         |             |                   |
| Underlying profit                      |               | 268           | 238           |             |                   |
| Charge to provide for doubtful debts   |               | (26)          | (12)          |             |                   |
| Cash earnings before tax               |               | 242           | 226           |             |                   |
| Income tax expense                     |               | (78)          | (73)          |             |                   |
| Cash earnings before significant items |               | 164           | 153           |             |                   |

| New Zealand dollars                    | NZ\$m | NZ\$m | NZ\$m | % | % |
|--|-------|-------|-------|---|---|
| Net interest income                    |       | 405   | 397   |   |   |
| Other operating income                 |       | 299   | 299   |   |   |
| Total income                           |       | 704   | 696   |   |   |
| Operating expenses                     |       | (412) | (439) |   |   |
| Underlying profit                      |       | 292   | 257   |   |   |
| Charge to provide for doubtful debts   |       | (28)  | (13)  |   |   |
| Cash earnings before tax               |       | 264   | 244   |   |   |
| Income tax expense                     |       | (84)  | (80)  |   |   |
| Cash earnings before significant items |       | 180   | 164   |   |   |

## **Key Performance Measures**

|   | Half Year to |        |        | ,           | Unfav)<br>ige on |
|---|--------------|--------|--------|-------------|------------------|
|   | Mar 06       | Sep 05 | Mar 05 | Sep 05<br>% | Mar 05<br>%      |
| Performance & profitability                           |              |        |        | 70          | 70               |
| Return on average assets (annualised)                 |              | 1.07%  | 1.07%  |             |                  |
| Cost to income ratio                                  |              | 55.0%  | 59.8%  |             |                  |
| Cash earnings per average FTE (annualised) (NZ\$ 000) |              | 78     | 73     |             |                  |
| Net interest income                                   |              |        |        |             |                  |
| Net interest margin (1)                               |              | 2.49%  | 2.68%  |             |                  |
| Net interest spread (1)                               |              | 2.22%  | 2.42%  |             |                  |
| Average balance sheet (NZ\$bn)                        |              |        |        |             |                  |
| Gross loans and acceptances                           |              | 31.6   | 29.2   |             |                  |
| Interest-earning assets                               |              | 32.4   | 29.8   |             |                  |
| Retail deposits                                       |              | 18.1   | 17.4   |             |                  |

<sup>(1)</sup> Net interest margins and spreads have been restated for the September 2005 half year and March 2005 half year to include only interest bearing assets and liabilities.

|  |           | As at     |           |
|--|-----------|-----------|-----------|
|  | 31 Mar 06 | 30 Sep 05 | 31 Mar 05 |
| Full-time equivalent employees (FTE)                   |           | 4,645     | 4,549     |
| Asset quality  |           |           |           |
| Gross non-accrual loans (NZ\$m)                        |           | 113       | 97        |
| Gross loans and acceptances (NZ\$bn)                   |           | 32.4      | 30.1      |
| Gross non-accrual loans to gross loans and acceptances |           | 0.35%     | 0.32%     |
| Specific provision to gross impaired assets            |           | 34.1%     | 27.1%     |
| Market share (%)                                       |           |           |           |
| Housing  |           | 16.2      | 16.2      |
| Agribusiness   |           | 17.9      | 17.8      |
| Cards  |           | 30.5      | 30.8      |
| Retail deposits (personal & business)                  |           | 19.1      | 18.7      |
|  |           |           |           |

Management Discussion & Analysis - Institutional Markets & Services

## INSTITUTIONAL MARKETS & SERVICES

## Performance Summary

|   | Half Year to |        | Fav / (Unfav)<br>Change on |             |
|---|--------------|--------|----------------------------|-------------|
|   | Mar 06       | Sep 05 | Sep 05                     | Sep 05      |
|   | \$m          | \$m    | %                          | Ex FX (1) % |
| Net interest income                               |              | 244    |                            |             |
| Other operating income                            |              | 423    |                            |             |
| Total income                                      |              | 667    |                            |             |
| Operating expenses                                |              | (372)  |                            |             |
| Underlying profit                                 |              | 295    |                            |             |
| (Charge)/Write-back to provide for doubtful debts |              | 24     |                            |             |
| Cash earnings before tax                          |              | 319    |                            |             |
| Income tax expense                                |              | (40)   |                            |             |
| Cash earnings before significant items            |              | 279    |                            |             |

|   |        |        | Fav /  | (Unfav)     |
|---|--------|--------|--------|-------------|
|   | Half Y | ear to | Cha    | inge on     |
|   | Mar 06 | Mar 05 | Mar 05 | Mar 05      |
|   | \$m    | \$m    | %      | Ex FX (1) % |
| Net interest income                               |        | 258    |        |             |
| Other operating income                            |        | 504    |        |             |
| Total income                                      |        | 762    |        |             |
| Operating expenses                                |        | (370)  |        |             |
| Underlying profit                                 |        | 392    |        |             |
| (Charge)/Write-back to provide for doubtful debts |        | (48)   |        |             |
| Cash earnings before tax                          |        | 344    |        |             |
| Income tax expense                                |        | (46)   |        |             |
| Cash earnings before significant items            |        | 298    |        |             |

<sup>(1)</sup> Change expressed at constant exchange rates.

### **Key Performance Measures**

|   |        | Half Year to |        | ,           | Unfav)<br>ige on |
|---|--------|--------------|--------|-------------|------------------|
|   | Mar 06 | Sep 05       | Mar 05 | Sep 05<br>% | Mar 05<br>%      |
| Performance & profitability                             |        |              |        |             |                  |
| Return on average Risk Weighted assets (annualised) (1) |        | 0.77%        | 0.79%  |             |                  |
| Return on average assets (annualised)                   |        | 0.36%        | 0.35%  |             |                  |
| Return on average external assets (annualised)          |        | 0.47%        | 0.46%  |             |                  |
| Cost to income ratio                                    |        | 55.8%        | 48.6%  |             |                  |
| Cash earnings per average FTE (annualised) (\$ 000)     |        | 287          | 297    |             |                  |
| Net interest income                                     |        |              |        |             |                  |
| Net interest margin                                     |        | 0.37%        | 0.37%  |             |                  |
| Average balance sheet (\$bn)                            |        |              |        |             |                  |
| Core lending (2)  |        | 39.5         | 41.4   |             |                  |
| Gross loans and acceptances (3)                         |        | 44.3         | 47.2   |             |                  |
| Interest-earning assets - external                      |        | 97.1         | 103.0  |             |                  |
| Interest-earning assets - internal (4)                  |        | 34.3         | 38.7   |             |                  |
| Interest-earning assets - total                         |        | 131.4        | 141.7  |             |                  |

|  |           |           |           | `           | v / (Unfav)<br>hange on |  |
|--|-----------|-----------|-----------|-------------|-------------------------|--|
|  | 31 Mar 06 | 30 Sep 05 | 31 Mar 05 | Sep 05<br>% | Mar 05<br>%             |  |
| Spot Balance sheet (\$bn)                              |           |           |           | ,,,         | 70                      |  |
| Interest earning assets - external                     |           | 80.5      | 86.1      |             |                         |  |
| Interest earning assets - internal (4)                 |           | 32.8      | 35.9      |             |                         |  |
| Interest earning assets - total                        |           | 113.3     | 122.0     |             |                         |  |
|  |           |           |           |             |                         |  |
| Risk weighted assets (1)                               |           | 69.3      | 75.4      |             |                         |  |
|  |           |           |           |             |                         |  |
| Full-time equivalent employees (FTE)                   |           | 1,920     | 2,005     |             |                         |  |
| Asset quality  |           |           |           |             |                         |  |
| Gross non-accrual loans (\$m)                          |           | 434       | 499       |             |                         |  |
| Gross loans and acceptances (\$bn)                     |           | 41.8      | 44.6      |             |                         |  |
| Gross non-accrual loans to gross loans and acceptances |           | 1.04%     | 1.12%     |             |                         |  |
| Specific provision to gross impaired assets            |           | 29.4%     | 31.8%     |             |                         |  |

<sup>(1)</sup> Risk weighted Assets are calculated on internal model rather than standard model to enable a more representative comparison between periods.

<sup>(2)</sup> Core lending includes loans and advances at amortised cost and at fair value.

<sup>(3)</sup> Gross loans and acceptances represents core lending and bill acceptances.

<sup>(4)</sup> Internal interest-earning assets include short-term funding of the Group s operations.

**Management Discussion & Analysis - Other** 

## OTHER (GROUP FUNDING & CORPORATE CENTRE)

## Performance Summary

|  | Mar 06<br>\$m | Half Year to<br>Sep 05<br>\$m | Mar 05<br>\$m | av / (Unfav)<br>Change on<br>Mar 05<br>\$m |
|--|---------------|-------------------------------|---------------|--|
| Cash Earnings before significant items | ·             | ·                             |               | ·  |
| Group Funding                          |               | 32                            | (41)          |  |
| Corporate Centre                       |               | (93)                          | (150)         |  |
| Other                                  |               | (61)                          | (191)         |  |
|  |               |                               |               |  |
|  |               |                               |               |  |
|  |               | 23                            |               |  |

SECTION 4

## RESULTS FOR THE HALF YEAR ENDED

REPORT ON GROUP OPERATIONS & RESULTS

[TO BE INSERTED ON 11 MAY 2006]

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SECTION 5

## RESULTS FOR THE HALF YEAR ENDED

### DETAILED FINANCIAL INFORMATION

The following section does not purport to be a set of financial statements. For the Group s financial statements refer to Appendix 4D filed with the ASX.

## **Condensed Consolidated Income Statement**

## CONDENSED CONSOLIDATED INCOME STATEMENT

| For the half year ended                                  | Note | Mar 06<br>\$m | Sep 05<br>\$m | Mar 05<br>\$m |
|--|------|---------------|---------------|---------------|
| Interest income  |      |               | 10,873        | 10,230        |
| Interest expense   |      |               | (7,401)       | (6,758)       |
| Net interest income                                      |      |               | 3,472         | 3,472         |
|  |      |               |               |               |
| Premium and related revenue                              |      |               | 472           | 434           |
| Investment revenue                                       |      |               | 4,719         | 2,812         |
| Claims expense   |      |               | (303)         | (287)         |
| Change in policy liabilities                             |      |               | (3,499)       | (2,071)       |
| Policy acquisition and maintenance expense               |      |               | (374)         | (365)         |
| Investment management fees                               |      |               | (15)          | (18)          |
| Net life insurance income                                |      |               | 1,000         | 505           |
|  |      |               |               |               |
| Gains less losses on financial instruments at fair value | 3    |               | 293           | 346           |
| Other operating income                                   | 3    |               | 2,694         | 2,557         |
| Significant revenue                                      |      |               | (0.4)         |               |
| Proceeds from the sale of controlled entities            |      |               | (21)          | 2,514         |
| Total other income                                       |      |               | 2,966         | 5,417         |
| D 1  |      |               | (1.000)       | (1.000)       |
| Personnel expenses                                       | 4    |               | (1,899)       | (1,908)       |
| Occupancy related expenses                               | 4    |               | (262)         | (277)         |
| General expenses   | 4    |               | (1,932)       | (1,717)       |
| Charge to provide for doubtful debts                     | 8    |               | (253)         | (281)         |
| Significant expenses                                     |      |               |               | 2.4           |
| Foreign currency options trading losses                  |      |               | (427)         | (25.6)        |
| Restructuring expenses                                   |      |               | (437)         | (356)         |
| Reversal of prior year restructuring provision           |      |               | 114           |               |
| Cost of controlled entity sold                           |      |               |               | (1,253)       |
| Total operating expenses                                 |      |               | (4,667)       | (5,749)       |
| Profit before income tax expense                         |      |               | 2,771         | 3,645         |
| Income tax expense                                       | 5    |               | (1,081)       | (733)         |
| Net profit   | 3    |               | 1,690         | 2,912         |
| Net profit attributable to minority interest - Life      |      |               | 1,000         | 2,712         |
| insurance business                                       |      |               | (456)         | (154)         |
| Net profit attributable to members of the                |      |               | (130)         | (131)         |
| Company  |      |               | 1,234         | 2,758         |
| Company  |      |               | 1,23          | 2,730         |
|  |      |               | cents         | cents         |
| Basic earnings per share                                 |      |               | 73.0          | 173.5         |
| Diluted earnings per share                               |      |               | 72.8          | 169.4         |
|  |      |               |               |               |
|  |      |               |               |               |
|  | 26   |               |               |               |
|  | -    |               |               |               |

## **Condensed Consolidated Balance Sheet**

## CONDENSED CONSOLIDATED BALANCE SHEET

|   | Note | 31 Mar 06<br>\$m | As at<br>30 Sep 05<br>\$m | 31 Mar 05<br>\$m |
|---|------|------------------|---------------------------|------------------|
| Assets  |      | ¥                | Ψ                         | *                |
| Cash and liquid assets                          |      |                  | 8,441                     | 6,941            |
| Due from other banks                            |      |                  | 15,595                    | 18,641           |
| Trading derivatives                             |      |                  | 13,959                    | 17,122           |
| Trading securities                              |      |                  | 15,154                    | 19,460           |
| Investments - available for sale                |      |                  | 3,860                     | 3,484            |
| Investments - held to maturity                  |      |                  | 7,466                     | 8,666            |
| Investments relating to life insurance business |      |                  | 49,783                    | 43,329           |
| Other financial assets at fair value            |      |                  |                           |                  |
| Hedging derivatives                             |      |                  |                           |                  |
| Loans and advances                              | 7    |                  | 264,674                   | 250,974          |
| Due from customers on acceptances               | 7    |                  | 27,627                    | 21,567           |
| Property, plant and equipment                   |      |                  | 3,829                     | 3,818            |
| Investments in associates and joint ventures    |      |                  | 16                        | 47               |
| Goodwill and other intangible assets            |      |                  | 5,458                     | 5,436            |
| Deferred tax assets                             |      |                  | 1,734                     | 1,717            |
| Other assets                                    |      |                  | 5,002                     | 5,078            |
| Total assets                                    |      |                  | 422,598                   | 406,280          |
| Liabilities                                     |      |                  |                           |                  |
| Due to other banks                              |      |                  | 36,322                    | 35,020           |
| Trading derivatives                             |      |                  | 12,613                    | 14,911           |
| Other financial liabilities at fair value       |      |                  | 1,487                     | 1,730            |
| Hedging derivatives                             |      |                  |                           |                  |
| Deposits and other borrowings                   | 12   |                  | 212,557                   | 208,236          |
| Liability on acceptances                        |      |                  | 27,627                    | 21,567           |
| Life insurance policy liabilities               |      |                  | 42,123                    | 38,494           |
| Current tax liabilities                         |      |                  | 145                       | 136              |
| Deferred tax liabilities                        |      |                  | 1,226                     | 1,101            |
| Provisions                                      |      |                  | 1,847                     | 1,505            |
| Bonds, notes and subordinated debt              |      |                  | 41,490                    | 39,610           |
| Other debt issues                               |      |                  | 1,559                     | 1,586            |
| Defined benefit pension scheme liabilities      |      |                  | 978                       | 999              |
| Managed fund units on issue                     |      |                  |                           |                  |
| Other liabilities                               |      |                  | 11,070                    | 11,782           |
| Total liabilities                               |      |                  | 391,044                   | 376,677          |
| Net assets                                      |      |                  | 31,554                    | 29,603           |
| Equity  |      |                  |                           |                  |
| Contributed equity                              | 13   |                  | 10,855                    | 10,685           |
| Reserves  | 13   |                  | 814                       | 826              |
| Retained profits                                | 13   |                  | 13,661                    | 13,985           |
| Total equity (parent entity interest)           |      |                  | 25,330                    | 25,496           |
| Minority interest in controlled entities        |      |                  |                           |                  |
| Life insurance business                         |      |                  | 6,224                     | 4,107            |
| Total equity                                    |      |                  | 31,554                    | 29,603           |

## Consolidated Statement of Recognised Income and Expense

## CONDENSED CONSOLIDATED STATEMENT OF RECOGNISED INCOME AND EXPENSE

|  |      |               | Half Year to  |               |
|--|------|---------------|---------------|---------------|
|  | Note | Mar 06<br>\$m | Sep 05<br>\$m | Mar 05<br>\$m |
| Actuarial gains and losses from defined benefit pension plans      |      |               |               | (68)          |
| Cash flow hedges   |      |               |               |               |
| Gains/(losses) taken to equity                                     |      |               |               |               |
| Transferred to income statement for the period                     |      |               |               |               |
| Revaluation of land and buildings                                  |      |               | (6)           |               |
| Exchange differences on translation of foreign operations          |      |               | (187)         | (351)         |
| Realised gains and dividend income on treasury shares              |      |               |               | 10            |
| Income tax on items taken directly to or transferred directly from |      |               |               |               |
| equity   |      |               | 3             |               |
| Net income recognised directly in equity                           |      |               | (190)         | (409)         |
| Net profit for the period  |      |               | 1,690         | 2,912         |
| Total net income recognised for the period                         |      |               | 1,500         | 2,503         |
| Attributable to:   |      |               |               |               |
| Members of the parent  |      |               | 1,044         | 2,349         |
| Minority interest  |      |               | 456           | 154           |
| Total net income recognised for the period                         |      |               | 1,500         | 2,503         |
|  |      |               |               |               |
|  | 28   |               |               |               |

## **Condensed Consolidated Cash Flow Statement**

## CONDENSED CONSOLIDATED CASH FLOW STATEMENT

| For the half year ended   | Note  | Mar 2006<br>\$m | Mar 2005<br>\$m |
|---|-------|-----------------|-----------------|
| Cash flows from operating activities  |       |                 |                 |
| Interest received   |       |                 | 10,301          |
| Interest paid   |       |                 | (6,812)         |
| Life insurance  |       |                 |                 |
| Premiums received   |       |                 | 3,879           |
| Investment and other revenue received   |       |                 | 693             |
| Policy payments   |       |                 | (3,299)         |
| Fees and commissions paid   |       |                 | (176)           |
| Net trading revenue received/(paid)   |       |                 | (812)           |
| Other operating income received   |       |                 | 2,366           |
| Cash payments to employees and suppliers  |       |                 |                 |
| Personnel expenses paid   |       |                 | (1,878)         |
| Other operating expenses paid   |       |                 | (2,273)         |
| Goods and services tax paid   |       |                 | (23)            |
| Cash payments for income taxes  |       |                 | (745)           |
| Cash flows from operating activities before changes in operating assets and             |       |                 |                 |
| liabilities   |       |                 | 1,221           |
| Changes in operating assets and liabilities arising from cash flow movements            |       |                 |                 |
| Net placement of deposits with and withdrawal of deposits from supervisory central      |       |                 |                 |
| banks that are not part of cash equivalents   |       |                 | 7               |
| Net funds advanced to and receipts from customers for loans and advances                |       |                 | (17,118)        |
| Net acceptance from and repayment of deposits and other borrowings                      |       |                 | 3,131           |
| Movement in life insurance business investments   |       |                 |                 |
| Purchases   |       |                 | (6,887)         |
| Proceeds from disposal  |       |                 | 6,145           |
| Net movement in other life insurance assets and liabilities                             |       |                 | (161)           |
| Net payments for and receipts from transactions in trading securities                   |       |                 | 4,807           |
| Net payments for and receipts from trading derivatives                                  |       |                 | 731             |
| Net funds advanced to and receipts from other financial assets designated at fair value |       |                 |                 |
| through profit and loss   |       |                 |                 |
| Net funds advanced to and receipts from other financial liabilities designated at fair  |       |                 |                 |
| value through profit and loss   |       |                 | 888             |
| Net decrease/(increase) in other assets   |       |                 | (935)           |
| Net increase/(decrease) in other liabilities  |       |                 | 893             |
| Net cash provided by/(used in) operating activities                                     | 14(a) |                 | (7,278)         |

| For the half year ended   | Note         | Mar 2006<br>\$m | Mar 2005<br>\$m |
|---|--------------|-----------------|-----------------|
| Cash flows from investing activities  |              |                 |                 |
| Movement in investments - available for sale                                      |              |                 |                 |
| Purchases   |              |                 | (3,172)         |
| Proceeds from disposal  |              |                 | 1,339           |
| Proceeds on maturity  |              |                 | 2,673           |
| Movement in investments - held to maturity  |              |                 |                 |
| Purchases   |              |                 | (12,632)        |
| Proceeds on maturity  |              |                 | 14,713          |
| Movement in shares in joint venture entities                                      |              |                 |                 |
| Proceeds on disposal  |              |                 | 18              |
| Proceeds from sale of controlled entities, net of cash disposed and costs to sell | 14(e)        |                 | 2,316           |
| Purchase of property, plant, equipment and software                               |              |                 | (760)           |
| Proceeds from sale of property, plant, equipment and software, net of costs       |              |                 | 209             |
| Net cash used in investing activities   |              |                 | 4,704           |
| Cash flows from financing activities  |              |                 |                 |
| Repayments of bonds, notes and subordinated debt                                  |              |                 | (1,116)         |
| Proceeds from bonds, notes and subordinated debt, net of costs                    |              |                 | 6,375           |
| Proceeds from issue of ordinary shares, net of costs                              |              |                 | 14              |
| Proceeds from issue of Trust Preferred Securities II, net of costs                |              |                 | 1,014           |
| Dividends and distributions paid  |              |                 | (1,312)         |
| Net cash provided by financing activities   |              |                 | 4,975           |
| Net increase/(decrease) in cash and cash equivalents                              |              |                 | 2,401           |
| Cash and cash equivalents at beginning of period                                  |              |                 | (12,531)        |
| Effects of exchange rate changes on balance of cash held in foreign currencies    |              |                 | 570             |
| Cash and cash equivalents at end of period  | <b>14(b)</b> |                 | (9,560)         |
|   |              |                 |                 |

### Financial Report Note 1: Principal Accounting Policies

### 1 (a) ACCOUNTING POLICIES

This general purpose financial report for the interim half year reporting period ended 31 March 2006 has been prepared in accordance with the requirements of the Corporations Act 2001 (Cth) and AASB 134, Interim Financial Reporting.

This interim report does not contain all disclosures of the type normally found within a full annual financial report. This report should be read in conjunction with the 30 September 2005 annual financial report. The 30 September 2005 annual financial report was prepared in accordance with previous Australian Generally Accepted Accounting Principles (AGAAP). AGAAP differs from Australian equivalents to International Financial Reporting Standards (AIFRS) in certain respects. This report complies with AIFRS as it relates to interim financial reports.

The preparation of financial statements in conformity with AIFRS requires the use of certain critical accounting estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses and the disclosed amount of contingent liabilities. Assumptions made at each balance sheet date are based on best estimates at that date. Although the Group has internal control systems in place to ensure that estimates are reliably measured, actual amounts may differ from those estimates. It is not anticipated that such differences would be material.

Comparative amounts relating to the financial year ending 30 September 2005 are not prepared in accordance with AASB 139 Financial Instruments: Recognition and Measurement (AASB 139), AASB 132 Financial Instruments: Presentation and Disclosure (AASB 132) or AASB 4 Insurance Contracts (AASB 4) as these standards are only applicable from 1 October 2005. As a consequence, a brief explanation of the primary differences in accounting policies for comparative periods has been provided where the impact is material.

### (a) Basis of preparation

The financial statements have been prepared under the historical cost convention, as modified by the application of fair value measurements as required by the relevant accounting standards.

### (b) Statement of compliance

The Group s accounting policies have changed as a result of the adoption of AIFRS and comparatives for the interim periods ended 31 March 2005 and 30 September 2005 and full year ended 30 September 2005 have been restated accordingly. The Group has applied AIFRS retrospectively to all periods covered by this financial report and to the opening balance sheet as at 1 October 2004. However, the Group has chosen to take advantage of the exemption available within AASB 1 First-Time Adoption of Australian Equivalents to International Financial Reporting Standards and not restate comparatives in respect of the application of AASB 139, AASB 132 or AASB 4 Comparison of current and prior period results and financial position should be made in conjunction with the notes detailing the major impacts of the transition to AIFRS.

In accordance with AASB 1 the Group has applied exemptions relating to the following areas on transition to AIFRS:

Business combinations undertaken prior to 1 October 2004 have not been re-stated;

Cumulative translation differences carried within the foreign currency revaluation reserve have been deemed to be zero as at 1 October 2004:

No adjustment for share based payments granted on or before 7 November 2002 has been reflected in the financial statements; and

Certain previously recognised financial instruments have been designated on initial recognition at 1 October 2005 as a financial asset or financial liability at fair value through profit or loss.

### (c) Early adoptions

The Group has elected to early adopt the amendments made to AASB 119 Employee Benefits (revised in December 2004) for the interim period ended 31 March 2006. Comparatives have also been adjusted in accordance with AASB 108 Accounting Policies, Changes in Accounting Estimates and Errors.

In addition the Group has elected to early adopt the amendments made to AASB 139 by AASB 2005-4 Amendments to Australian Accounting Standards (AASB 139, AASB 132, AASB 1, AASB 1023 & AASB 1038 ] (Fair Value Option issued in June 2005), for the interim period ended 31 March 2006. In accordance with the approach to application of AASB 139 outlined in (b) above, comparatives have not been adjusted.

| (d) Currency of presentation  |
|---|
| All amounts are expressed in Australian dollars unless otherwise stated.  |
| (e) Rounding of amounts   |
| In accordance with Australian Securities and Investments Commission Class Order 98/100 dated July 10, 1998, all amounts have been rounded to the nearest million dollars, except where indicated.   |
| (f) Principles of consolidation   |
| (i) Controlled entities   |
| The consolidated financial report comprises the financial report of the Company and its controlled entities. Controlled entities are all those entities (including special purpose entities) over which the Company has the power to govern the financial and operating policies so as to obtain benefits from their activities.  |
| Entities are consolidated from the date on which control is transferred to the Company. They are de-consolidated from the date that control ceases.   |
| The effects of transactions between entities within the economic entity are eliminated in full upon consolidation.  |
| Outside interest in the equity and results of the entities that are controlled by the Company are shown as a separate item, minority interest, in the consolidated financial report.  |
| Statutory funds of the Group's life insurance business have been consolidated into the financial report. The financial report consolidates all of the assets, liabilities, revenues and expenses of the statutory funds and non-statutory fund life insurance business irrespective of whether they are designated as relating to policyholders or shareholders. In addition, where the Group's life insurance statutory funds have the capacity to control managed investment schemes in which they are the majority investor, the Group has consolidated all of the assets, liabilities, revenues and expenses of these managed investment schemes. |

Change in accounting policy

| The AIFRS consolidation rules require the Group to consolidate some securitisation special purpose entities that were not previously consolidated under AGAAP. The consolidation rules impact both existing and new securitisation arrangements involving the Group s assets and those of its customers. Special purpose entities require consolidation where the Group has access to the majority of the residual income or is exposed to the majority of the residual risk associated with the special purpose entity.   |
|--|
| (ii) Associates  |
| Associates are entities over which the Group has significant influence but not control, generally accompanying a shareholding of between 20% and 50% of the voting rights. Investments in material associates are accounted for using the equity method. The Group s investment in associate includes goodwill (net of any accumulated impairment loss) identified on acquisition.   |
| (iii) Investments in joint venture entities  |
| The Group s interests in material joint venture entities are accounted for using the equity method.  |
| (g) Foreign currency translation   |
| (i) Functional and presentation currency   |
| Items included in the financial statements of each of the Group s entities are measured using the currency of the primary economic environment in which the entity operates (the functional currency). The consolidated financial report is presented in Australian dollars, which is the Company s functional and presentation currency.  |
| (ii) Transactions and balances   |
| Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the income statement, except when deferred in equity as qualifying cash flow hedges and qualifying net investment hedges. Translation differences on non-monetary items, such as equity securities held at fair value through profit or loss, are reported as part of the fair value gain or loss. Translation differences on non-monetary items, such as equity securities classified as available-for-sale financial assets, are included in a fair value reserve in equity. |
| (iii) Controlled and other entities  |

The results and financial position of all of the Group entities (none of which has the currency of a hyperinflationary economy) that have a functional currency different from the presentation currency are translated into the presentation currency as follows:

assets and liabilities for each balance sheet are translated at the closing rate at the date of that balance sheet; income and expenses for each income statement are translated at average exchange rates; and

all resulting exchange differences are recognised as a separate component of equity in the foreign currency translation reserve.

On consolidation, exchange differences arising from the translation of the net investment in foreign entities, and of borrowings and other currency instruments designated as hedges of such investments, are taken to the foreign currency translation reserve. When a foreign operation is sold, such exchange differences are recognised in the income statement as part of the gain or loss on sale.

### (h) Segment reporting

A business segment is a group of assets and operations engaged in providing products or services that are subject to risks and returns that are different from those of other business segments. For the purposes of segment reporting disclosures, the Group s activities are reported in the following segments: Total Australia, Total UK, Total New Zealand, Institutional Markets and Services, and Other.

### (i) Fair value measurement

Fair value is defined as the amount for which an asset could be exchanged or a liability settled, between willing parties in an arm s length transaction.

Where the classification of a financial asset or liability requires it to be stated at fair value, the fair value is determined by reference to the quoted bid or offer price in the most advantageous active market to which the Group entity has immediate access, wherever possible. An adjustment for credit risk is also incorporated into the fair value.

Fair value for a net open position that is a financial liability quoted in an active market is the current offer price, and for a financial asset the bid price, multiplied by the number of units of the instrument held or issued.

Where no such active market exists for the particular asset or liability, the Group uses a valuation technique to arrive at the fair value, including the use of transaction prices obtained in recent arm s length transactions, discounted cash flow analysis, option pricing models and other valuation techniques commonly used by market participants. In doing so fair value is estimated using a valuation technique that makes maximum use of observable market inputs and places minimal reliance upon entity-specific inputs.

| The best evidence of the fair value of a derivative at initial recognition is the transaction price (i.e., the fair value of the consideration given or |
|---|
| received) unless the fair value of that instrument is evidenced by comparison with other observable current market transactions in the same             |
| instrument (i.e., without modification or repackaging) or based on a valuation technique whose variables include only data from observable              |
| markets. When such evidence exists, the Group recognises the profit on initial recognition (i.e on day one).  |

| Primary difference in comparative financial periods   |
|---|
| Under previous AGAAP, financial instruments were typically valued at mid-market prices.   |
| Assets  |
| (j) Cash and cash equivalents   |
| For the purposes of the cash flow statement, cash and cash equivalents comprise balances with less than three months maturity from the date of acquisition, including: cash and liquid assets, amounts due from other banks, including central banks, (to the extent less than 90 days) and short-term government securities. |
| Cash and cash equivalents are brought to account at the face value or the gross value of the outstanding balance where appropriate.   |
| (k) Acceptances   |
|   |

The Group s liability arising from the acceptance of bills of exchange and the asset under acceptance representing the claims against its customer are measured initially at fair value and subsequently at amortised cost. When the Group discounts its own acceptance, the acceptance liability is derecognised. When the Group re-discounts its own acceptance an acceptance liability is re-recognised and the asset remains recognised as an acceptance. The difference between the purchase and sale of the Group s own acceptance will give rise to realised profits and losses that will be recognised in the income statement. Bill acceptance fees are deferred and amortised on an effective yield basis over the life of the instrument.

Primary difference in comparative financial periods

Under previous AGAAP, the Group s liability arising from the acceptance of bills of exchange and the asset under acceptance representing the claims against its customer are measured at face value. When the Group discounted its own acceptances the asset was reclassified to trading securities. Fee income was recognised on a cash basis.

### (l) Derivative financial instruments and hedge accounting

All derivatives are recognised in the balance sheet at fair value on trade date. All derivatives are classified as trading except where they are designated as a part of an effective hedge relationship. The carrying value of a derivative is remeasured at fair value throughout the life of the contract. Derivatives are carried as assets when the fair value is positive and as liabilities when the fair value is negative.

The method of recognising the resulting fair value gain or loss on a derivative depends on whether the derivative is designated as a hedging instrument, and if so, the nature of the item being hedged. The Group designates certain derivatives as either: (1) hedges of the fair value of recognised assets or liabilities or firm commitments (fair value hedge); or, (2) hedges of highly probable future cash flows attributable to a recognised asset or liability, or a highly probable forecast transaction (cash flow hedge). Hedge accounting is used for derivatives designated in this way provided certain criteria are met.

The Group documents, at the inception of the transaction, the relationship between hedging instruments and hedged items, the risk being hedged and the Group s risk management objective and strategy for undertaking these hedge transactions. The Group documents how effectiveness will be measured throughout the life of the hedge relationship. In addition, the Group also documents its assessment, both at hedge inception and on an ongoing basis, of whether the derivatives that are used in hedging transactions are highly effective in offsetting changes in fair values or cash flows of hedged items.

### (i) Fair value hedge

The carrying value of the hedged item on initial designation is adjusted for the fair value attributable to the hedged risk. Subsequent to initial designation, changes in the fair value of derivatives that are designated and qualify as fair value hedges are recorded in the income statement, together with any changes in the fair value of the hedged asset or liability that are attributable to the hedged risk.

When a hedging instrument expires or is sold, or when a hedge no longer meets the criteria for hedge accounting, the adjustment to the carrying amount of a hedged item is amortised to the income statement on an effective yield basis over the remaining period of the original hedge relationship.

(ii) Cash flow hedge

| The effective portion of changes in the fair value of derivatives that are designated and qualify as cash flow hedges are recognised in equity. The gain or loss relating to the ineffective portion is recognised immediately in the income statement. The carrying value of the hedged item is not adjusted.   |
|--|
| Amounts accumulated in equity are transferred to the income statement in the period(s) in which the hedged item will affect profit or loss (for example, when the forecast sale that is hedged takes place).   |
| When a hedging instrument expires or is sold, or when a hedge no longer meets the criteria for hedge accounting, any cumulative gain or loss existing in equity at that time remains in equity and is recognised when the forecast transaction is ultimately recognised in the income statement. When a forecast transaction is no longer expected to occur, the cumulative gain or loss that was reported in equity is immediately transferred to the income statement. |
| (iii) Net investment hedge   |
| Hedges of net investments in foreign operations are accounted for similarly to cash flow hedges. Any gain or loss on the hedging instrument relating to the effective portion of the hedge is recognised in equity; the gain or loss relating to the ineffective portion is recognised immediately in the income statement. Gains and losses accumulated in equity are included in the income statement when the foreign operation is disposed of.                       |
| (iv) Derivatives that do not qualify for hedge accounting  |
| Certain derivative instruments do not qualify for hedge accounting. This could occur for two reasons:  The Group has classified the derivative as a trading item; or   |
| The derivative does not meet the criteria for hedge accounting.  |
| In both of these cases the derivative is classed as a trading derivative. Changes in the fair value of the derivative instrument are recognised immediately in the income statement.   |
| Certain derivatives embedded in financial instruments, such as an option embedded in a debt instrument to extend the instrument with no concurrent adjustment to the interest rate on the instrument to the approximate  |

| market rate at this time, are treated as separate derivatives when their economic characteristics and risks are not clearly and closely related to  |
|---|
| those of the host contract and the host contract is not carried at fair value through profit or loss. These embedded derivatives are bifurcated and |
| measured at fair value with changes in fair value recognised in the income statement.   |

Primary difference in comparative financial periods:

In the comparative period, derivatives (other foreign currency) that are held or issued for purposes other than trading are not recorded on balance sheet. The net revenue or expense on derivatives used to manage interest rate exposures is recorded in the income statement on an accruals basis. If a derivative that is used to manage an interest rate exposure is terminated early, any resulting gain or loss is deferred within other assets or other liabilities—and amortised to the income statement over the remaining period originally covered by the terminated contract. If the underlying interest rate exposure position ceases to exist, any deferred gain or loss is recognised immediately in the income statement.

Interest accruals, premiums and realised settlement amounts arising on derivatives used to hedge exposures arising from anticipated future transactions, are deferred within other assets or other liabilities until such time as the accounting impact of the anticipated transaction is recognised in the financial report. Such amounts only qualify for deferral where there is a high probability of the future transaction materialising. If it becomes apparent that the future transaction will not materialise, any deferred amounts are recognised immediately in the income statement.

### (m) Items classified as fair value through profit and loss

This category has two sub-categories: financial assets held for trading and those designated as fair value through profit and loss on initial recognition.

Purchases and sales of financial assets classified within fair value through profit and loss are recognised on trade date, being the date that the Group is committed to purchase or sell a financial asset.

### (i) Financial assets held for trading

A financial asset is classified as held-for-trading if it is acquired principally for the purpose of selling in the near term, or forms part of a portfolio of financial instruments that are managed together and for which there is evidence of short-term profit taking, or it is a derivative not in a qualifying hedge relationship.

Held-for-trading financial assets are initially recognised at fair value with transaction costs being recognised in the income statement immediately. Subsequently they are measured at fair value. Gains and losses on held-for-trading financial assets are recognised in the income statement as they arise.

(ii) Financial instruments designated at fair value through profit and loss

Upon initial recognition financial assets may be designated as fair value through profit and loss. Restrictions are placed on the use of this designated fair value option. This classification can only be used in the following circumstances:

if an embedded derivative is required to be separated from the host contract but is unable to be reliably fair valued; or

designating instruments will eliminate or significantly reduce measurement or recognition inconsistencies (eliminate an accounting mismatch) that would otherwise arise from measuring assets or liabilities on a different basis; or

assets and liabilities are both arranged and their performance is evaluated on a fair value basis in accordance with documented risk management and investment strategies.

Once a financial instrument has been designated at fair value through profit and loss upon initial recognition, it is not possible to subsequently change the designation.

Primary difference in comparative financial periods

This accounting classification is applicable to the Group prospectively for reporting periods commencing from 1 October 2005. This accounting policy has not been applied in the comparative reporting periods.

### (n) Available for sale investments

Available for sale investments are non-derivative financial assets that are designated as available for sale and are not categorised into any of the categories of (i) fair value through profit and loss, (ii) loans and receivables or (iii) held to maturity. Available for sale investments primarily comprise debt and equity securities.

Available for sale investments are initially recognised at fair value including direct and incremental transaction costs. They are subsequently held at fair value. Gains and losses arising from changes in fair value are included as a separate component of equity until sale when the cumulative gain or loss is transferred to the income statement. Diminution in value due to impairment is recognised immediately within the income statement.

Interest income is determined using the effective interest method. Impairment losses and translation differences on monetary items are recognised in the income statement. Available for sale investments are derecognised when the rights to receive cash flows have expired or the Group has transferred substantially all the risks and rewards of ownership.

Consistent with financial assets classified as fair value through profit and loss the Group applies trade date accounting to purchases and sales of available for sale investments.

Primary difference in comparative financial periods

Whilst the Group classified financial assets as available for sale, they were recorded at the lower of aggregate cost and fair value. Cost is adjusted for the amortisation of premiums and accretion of discounts to maturity. Unrealised losses in respect of market value adjustments and realised profits and losses on available for sale securities have been recognised within the income statement.

### (o) Held to maturity financial assets

Held to maturity investments are non-derivative financial assets with fixed or determinable payments that the Group has the intention and ability to hold to maturity. Held to maturity assets are initially recognised at fair value and subsequently recorded at amortised cost using the effective interest method.

#### (p) Repurchase and reverse repurchase agreements

Securities sold subject to repurchase agreements ( repos ) are reclassified in the financial statements as pledged assets when the transferee has the right by contract or custom to sell or repledge the collateral. The counterparty liability is included in amounts due to other banks, deposits from banks, other deposits or deposits due to customers, as appropriate.

Securities purchased under agreements to resell ( reverse repos ) are recorded as loans and advances to banks or customers, as appropriate. The difference between sale and repurchase price is treated as interest and accrued over the life of the agreements using the effective interest method. Securities lent to counterparties are also retained in the financial statements.

Securities borrowed are not recognised in the financial statements, unless these are sold to third parties, in which case the purchase and sale are recorded with the gain or loss included in trading income. The obligation to return them is recorded at fair value as a trading liability.

### (q) Loans and receivables

| Loans and receivable  | es are non-derivativ | e financial assets with fixed or determinable payments that are not quoted in an active market and which   |
|-----------------------|----------------------|--|
| are not classified as | available for sale   | . They arise when the Group provides money or services directly to a customer with no intention of trading |
| the loan.             |                      |  |

Loans and receivables are initially recognised at fair value including direct and incremental transaction costs. They are subsequently recorded at amortised cost, using the effective interest method, net of any provision for doubtful debts. They are derecognised when the rights to receive cash flows have expired or the Group has transferred substantially all the risks and rewards of ownership.

As noted above, in certain limited circumstances the Group applies the fair value measurement option to financial assets. This option is applied to loans and advances where there is an embedded derivative that the Group is not able to reliably determine a separate fair value for that embedded derivative.

Primary difference in comparative financial periods

Loans and receivables are carried at recoverable amount represented by the gross value of the outstanding balance adjusted for a provision for doubtful debts and unearned income. Interest is recognised as revenue when interest is earned.

### (r) Impairment of financial assets

The Group assesses at each balance sheet date whether there is objective evidence that a financial asset or a portfolio of financial assets is impaired. A financial asset or portfolio of financial assets is impaired and impairment losses are incurred if, and only if, there is objective evidence of impairment as a result of one or more loss events that occurred after the initial recognition of the asset and prior to the balance sheet date (a loss event), and that loss event or events has had an impact on the estimated future cash flows of the financial asset or the portfolio that can be reliably estimated.

The Group first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant, and individually or collectively for financial assets that are not individually significant. If the Group determines that no objective evidence of impairment exists for an individually assessed financial

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asset, whether significant or not, it includes the asset in a group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is or continues to be recognised are not included in a collective assessment of impairment.

For loans and receivables and held to maturity investments, the amount of impairment loss is measured as the difference between the asset s carrying amount and the present value of estimated future cash flows discounted at the asset s original effective interest rate. The amount of the loss is recognised using an allowance account and the amount of the loss is included in the income statement.

The calculation of the present value of the estimated future cash flows of a collateralised financial asset reflects the cash flows that may result from foreclosure costs for obtaining and selling the collateral, whether or not foreclosure is probable.

For the purposes of a collective evaluation of impairment, financial assets are grouped on the basis of similar risk characteristics, taking into account asset type, industry, geographical location, collateral type, past-due status and other relevant factors. These characteristics are relevant to the estimation of future cash flows for groups of such assets by being indicative of the counterparty s ability to pay all amounts due according to the contractual terms of the assets being evaluated.

Future cash flows in a group of financial assets that are collectively evaluated for impairment are estimated on the basis of the contractual cash flows of the assets in the group and historical loss experience for assets with credit risk characteristics similar to those in the group. Historical loss experience is adjusted on the basis of current observable data to reflect the effects of current conditions that did not affect the period on which the historical loss experience is based and to remove the effects of conditions in the historical period that do not currently exist. In addition, the Group uses its experienced judgement to estimate the amount of an impairment loss. This incorporates amounts calculated to overcome model deficiencies and systemic risks where appropriate and supported by historic loss experience data. The use of such judgements and reasonable estimates is considered by management to be an essential part of the process and does not impact reliability.

The methodology and assumptions used for estimating future cash flows are reviewed regularly to reduce any differences between loss estimates and actual loss experience.

Following impairment, interest income is recognised using the original effective rate of interest which was used to discount the future cash flows for the purpose of measuring the impairment loss.

When a loan is uncollectible, it is written off against the related provision. Such loans are written off after all the necessary procedures have been completed and the amount of the loss has been determined. Subsequent recoveries of amounts previously written off decrease the amount of the provision in the income statement.

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed by adjusting the allowance account. The amount of the reversal is recognised in the income statement.

In the case of equity instruments classified as available for sale, the Group seeks evidence of a significant or prolonged decline in the fair value of the security below its cost to determine whether impairment exists. Where such evidence exists, the cumulative net loss that has been previously recognised directly in equity is removed from equity and recognised in the income statement. In the case of debt instruments classified as available for sale, impairment is assessed based on the same criteria as all other financial assets. Reversals of impairment of debt securities classified as available for sale are recognised in the income statement. Reversals of impairment of equity instruments classified as available for sale are not recognised in the income statement. Increases in the fair value of equity shares classified as available for sale after impairment are recognised directly in equity.

Primary difference in comparative financial periods

The Group adopted a statistically based provisioning method for its general provision for doubtful debts, consistent with other large financial institutions. Under this method, the Group estimates the level of losses inherent, but not specifically identified, in its existing credit portfolios at balance date. This approach considered latent risks inherent in the portfolio over the full life of the loan. The statistical provisioning method is applied to existing credit portfolios, including loans and advances drawn down in the current year.

#### (s) Goodwill and other intangible assets

Goodwill arises on the acquisition of an entity, and represents the excess of the fair value of the purchase consideration and direct costs of making the acquisition, over the fair value of the Group s share of the net assets at the time of the acquisition.

Goodwill is capitalised and reviewed annually for impairment, or more frequently when there are indications that impairment may have occurred. Goodwill is allocated to cash-generating units for the purpose of impairment

testing. Each of these cash-generating units is represented by an individual primary reporting segment, or a subdivision of a primary segment.

For intangible assets subject to amortisation, the asset must be assessed for indicators of impairment at each reporting date. Intangible assets not subject to amortisation must be reviewed annually for impairment.

The identifiable and directly associated external and internal costs of acquiring and developing software are capitalised and recognised as an intangible asset where the software is controlled by the Group, and where it is probable that future economic benefits that exceed its cost will flow from its use over more than one year. Costs associated with maintaining software are recognised as an expense as incurred. Capitalised computer software costs are amortised on a straight-line basis over their expected useful lives, usually this is of between three and five years. Impairment losses are recognised in the income statement as incurred.

Computer software is stated at cost, less amortisation and impairment losses, if any.

Primary difference in comparative financial periods

Under AGAAP, goodwill is amortised from the date of acquisition by systematic charges on a straight line basis to the income statement over the period in which the benefits represented by the goodwill asset are expected to arise, but not exceeding 20 years.

### (t) Property, plant and equipment

Property assets (land and buildings) are revalued annually by directors to reflect fair values. Directors valuations are based on advice received from independent valuers and regular independent valuations.

Revaluation increments are credited directly to the asset revaluation reserve. However, the increment will be recognised in the income statement to the extent it reverses a revaluation decrement previously recognised as an expense. Revaluation decrements are charged against the asset revaluation reserve to the extent that they reverse previous revaluation increments for a specific asset. Any excess is recognised as an expense in the income statement. This policy is applied to assets individually. Revaluation increases and decreases are not offset, even within a class of assets, unless they relate to the same asset.

All other items of property, plant and equipment are carried at cost, less accumulated depreciation and any impairment losses.

Property, plant and equipment is reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An asset s carrying amount is written down immediately to its recoverable amount if the asset s carrying amount is greater than its estimated recoverable amount. The recoverable amount is the higher of (i) the asset s fair value less costs to sell and (ii) the asset s value

in use.

| Where a group of assets working together supports the generation of cash inflows largely independent of cash inflows from other assets or groups of assets, recoverable amount is assessed in relation to that group of assets (cash-generating unit).   |
|--|
| With the exception of freehold land, all items of property, plant and equipment are depreciated or amortised using the straight-line method at the rates appropriate to its estimated useful life to the Group. For major classes of property, plant and equipment, the annual rates of depreciation or amortisation are: buildings 3.3%; leasehold improvements up to 10%; furniture, fixtures and fittings and other equipment from 10% to 20%; motor vehicles 20%; personal computers 33.3%; and other data processing equipment from 20% to 33.3%. |
| Assets residual values and useful lives are reviewed, and adjusted if appropriate, at each reporting date.   |
| Gains or losses on the disposal of property, plant and equipment, which is determined as the difference between the net sale proceeds if any and the carrying amount at the time of sale are included in the income statement.   |
| Any realised amounts in the asset revaluation reserve are transferred directly to retained earnings.   |
| (u) Leases   |
| (i) As lessee  |
| The leases entered into by the Group as lessee are primarily operating leases. Operating lease rentals are charged to the income statement on a straight-line basis over the term of the lease.  |
| When an operating lease is terminated before the end of the lease period, any payment made to the lessor by way of penalty is recognised as an expense in the period of termination.   |
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| (ii) As lessor   |
|--|
| Leases entered into by the Group as lessor, where the Group transfers substantially all the risks and rewards of ownership to the lessee are classified as finance leases. The net investment in the lease, which is comprised of the present value of the lease payments including any guaranteed residual value and initial direct costs, is recognised as a receivable. The difference between the gross receivable and the present value of the receivable is unearned income. Income is recognised over the term of the lease using the net investment method (before tax) reflecting a constant periodic rate of return. |
| Assets leased under operating leases are included within property, plant and equipment at cost and depreciated over the life of the lease after taking into account anticipated residual values. Operating lease rental income is recognised within Other operating income in the income statement on a straight line basis over the life of the lease. Depreciation is recognised within the income statement consistent with the nature of the asset (refer to note (t) Property, plant and equipment).  |
| (v) Assets relating to life insurance business   |
| Assets held by the Group s life insurance businesses are recorded as follows.  |
| Assets backing policy liabilities  |
| All assets held in statutory funds are considered to back policy liabilities and are therefore classified as fair value through profit and loss. Refer to note (i) for further detail on policies used to determine fair value.  |
| Assets not backing life insurance liabilities  |
| Financial assets   |
| Financial assets not specifically backing insurance liabilities are classified as fair value through profit and loss, with the exception of investments in controlled entities that are treated under normal entity consolidation accounting rules.  |
| Investments in controlled entities   |
| Investments in controlled entities are stated at original cost less any necessary provision for impairment.  |

| Restrictions or | ı assets |
|-----------------|----------|
|-----------------|----------|

The assets and liabilities held in the statutory funds of the Australian life insurance business are subject to the restrictions of the *Life Insurance Act* 1995 (Cth) and the constitutions of the life insurance entities. The main restrictions are that the assets in a statutory fund can only be used to meet the liabilities and expenses of that fund, to acquire investments to further the business of the fund, or to make profit distributions when solvency and capital adequacy requirements of the *Life Insurance Act* 1995 (Cth) are met. Therefore, assets held in statutory funds are not available for use by other parts of the Group's business other than any profits generated in the statutory funds.

Primary difference in comparative financial periods

Assets held by the Group s life insurance entities are measured at net market value including an allowance for disposal costs.

#### Liabilities

#### (w) Financial liabilities

Financial liabilities comprise items such as due to other banks, due to customers, liabilities on acceptances, trading liabilities and deposits and other borrowings. Financial liabilities may be held at fair value through profit and loss or at amortised cost. When a financial liability is recognised, initially it should be measured at its fair value plus transaction costs, unless the financial instrument is designated as fair value through profit and loss.

Items held at fair value through profit and loss comprise both items held for trading and items specifically designated as fair value through profit and loss at initial recognition.

Financial liabilities held at fair value through profit and loss are initially recognised at fair value with transaction costs being recognised immediately in the income statement. Subsequently they are measured at fair value and any gains and losses are recognised in the income statement as they arise.

Liabilities may be designated as fair value through profit and loss if they meet the following criteria:

if an embedded derivative is required to be separated from the host contract but is unable to be reliably fair valued; or

| designating instruments will eliminate or significantly reduce measurement or recognition inconsistencies (eliminate an accounting mismatch) that would otherwise arise from measuring assets or liabilities on a different basis; or   |
|---|
| assets and liabilities are both arranged and their performance is evaluated on a fair value basis in accordance with documented risk management and investment strategies.  |
| A financial liability is classified as held-for-trading if it is incurred principally for the purpose of selling in the near term, or forms part of a portfolio of financial instruments that are managed together and for which there is evidence of short-term profit taking, or it is a derivative (not in a qualifying hedge relationship). |
| All other financial liabilities are measured at amortised cost using the effective interest method.   |
| Primary difference in comparative financial periods   |
| There is no equivalent classification for liabilities designated at fair value through profit and loss for comparative reporting periods. Financial liabilities are brought to account at the gross value of the outstanding balance. Interest expense on financial liabilities is recognised as an expense as it is incurred.                  |
| Financial liabilities were previously de-recognised where the Group had constructively extinguished its obligations under the liability whereas AIFRS requires the Group to legally extinguish a liability prior to de-recognition.   |
| (x) Life insurance and investment policy liabilities  |
| Policy liabilities in the Group s balance sheet and the change in policy liabilities disclosed as an expense have been calculated in accordance with guidance provided by the Life Insurance Actuarial Standard Board s Actuarial Standard AS 1.04 Valuation of Policy Liabilities .  |
| Investment contracts  |
|   |

Policy liabilities for investment contracts are measured at fair value with this value determined as equal or greater than the surrender value of the policy. The discount rate reflects the return on assets backing the liabilities. Only incremental transaction costs on the sale of products can be

deferred.

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Policy liabilities from insurance contracts are measured mainly using the projection method which is the net present value of estimated future policy cash flows. Future cash flows incorporate investment income, premiums, expenses, redemptions and benefit payments (including bonuses). The accumulation method may be used only where the result would not be materially different to the projection method.

Unvested policyholder benefits represent amounts that have been allocated to certain non-investment-linked policyholders that have not yet vested with specific policyholders.

The measurement of policy liabilities is subject to actuarial assumptions. Assumptions made in the calculation of policy liabilities at each balance date are based on best estimates at that date. The assumptions include the benefits payable under the policies on death, disablement or surrender, future premiums, investment earnings and expenses. Best estimate means that assumptions are neither optimistic nor pessimistic but reflect the most likely outcome. The assumptions used in the calculation of the policy liabilities are reviewed at each balance sheet date. Deferred acquisition costs are presented as an off-set in policy liabilities.

To the extent that the benefits under life insurance contracts are not contractually linked to the performance of the assets held, the life insurance liabilities are discounted for the time value of money using risk-free discount rates based on current observable, objective rates that relate to the nature, structure and term of the future obligations. Where the benefits under life insurance contracts are contractually linked to the performance of the assets held, the life insurance liabilities shall be discounted using discount rates based on the market returns on assets backing life insurance liabilities.

Primary difference in comparative financial periods

Life insurance contracts are not specifically defined under AASB 1038 Life Insurance Business (AASB 1038). As such all policy liabilities are calculated under the Margin on Services method. Deferred acquisition costs are off-set against both investment linked and life insurance contract policy liabilities. Refer to section (pp) part (v).

#### (y) Provisions

Provisions are recognised when a legal or constructive obligation exists as a result of a past event and it is probable that an outflow of economic benefits will be necessary to settle the obligation, and it can be reliably estimated. Provisions are not discounted to the present value of their expected net future cash flows except where the time value of money is considered material.

Contingent liabilities are possible obligations whose existence will be confirmed only by uncertain future events or present obligations where the transfer of economic benefit is uncertain or cannot be reliably measured. Contingent liabilities are not recognised in the balance sheet but are disclosed unless they are remote.

#### (z) Operational Risk Events

Provision for non lending losses is raised for losses incurred by the Group, which do not relate directly to amounts of principal outstanding for loans and advances.

The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation as at the reporting date, taking into account the risks and uncertainties that surround the events and circumstances that affect the provision.

#### (aa) Restructuring costs

Provisions for restructuring costs includes provisions for expenses incurred but not yet paid and future expenses that will arise as a direct consequence of decisions already made. A provision for restructuring costs is only made where the Group has made a commitment and entered into an obligation such that it has no realistic alternative but to carry out the restructure and make future payments to settle the obligation. Provision for restructuring costs is only recognised when a detailed plan has been approved and the restructuring has either commenced or has been publicly announced. This includes the cost of staff termination benefits and surplus leased space. Costs related to on-going activities are not provided for.

#### (bb) Surplus leased space

Surplus leased space is an onerous contract and a provision is recognised when the expected benefits to be derived from the contract are less than the costs that are unavoidable under the contract. This arises where premises are currently leased under non-cancellable operating leases and either the premises are not occupied, or are being sub-leased for lower rentals than the Group pays, or there are no substantive benefits beyond a known future date. The provision is determined on the basis of the present value of net future cash flows.

## (cc) Provision for dividends

Provision for dividends is recognised at the time the dividend is declared, determined or publicly recommended.

#### (dd) Financial Guarantees

The Group provides guarantees in its normal course of business on behalf of its customers. Guarantees written are conditional commitments issued by the Group to guarantee the performance of a customer to a third party. Guarantees are primarily issued to support direct financial obligations such as commercial bills or other debt instruments issued by a counterparty. It is the rating of the Group as a guarantee provider that enhances the marketability of the paper issued by the counterparty in these circumstances. Financial guarantees are recognised at the greater of the unearned revenue or any provision that arises when a claim obligation is probable.

Additionally, the Group enters into financial guarantee contracts that require the Group to make specified payments to reimburse the holder of a contract, or permit the Group to receive a specified payment, for a loss incurred because a debtor specified within the contract fails to make payment when due in accordance with the original or modified terms of a debt instrument. The financial guarantee contract is initially recorded at fair value which is equal the premium received or paid, unless there is evidence to the contrary. Subsequently, the Group records and measures the financial guarantee contract at the higher of:

- (i) where it is likely the Group will incur a loss as a result of issuing the contract a liability is recognised, or asset where it is likely to receive payment as a result of a purchasing the contract, for the estimated amount of the loss payable or receivable; and
- (ii) the amount initially recognised less, when appropriate, cumulative unamortised portion of the fee which is recognised over the life of the guarantee, whether this is received or paid depending on whether the Group has issued or purchased the contract.

#### (ee) Employee benefits

Employee entitlements to long service leave are accrued using an actuarial calculation, based on legal and contractual entitlements and assessments having regard to staff departures, leave utilisation and future salary increases. This method does not differ materially from calculating the amount using present value techniques.

Wages and salaries, annual leave and other employee entitlements expected to be paid or settled within 12 months of providing the service are measured at their nominal amounts using remuneration rates that the Group expects to pay when the liabilities are settled.

All other employee entitlements that are not expected to be paid or settled within 12 months of the reporting date are measured at the present value of net future cash flows.

Employees of the Group are entitled to benefits on retirement, disability or death from the Group s superannuation plans. The Group operates pension plans which have both defined benefit and defined contribution components.

The defined contribution plans receive fixed contributions from Group companies and the Group s obligation for contributions to these plans are recognised as an expense in the income statement as incurred. Prepaid contributions are recognised as an asset to the extent that a cash refund or a reduction in the future payment is available.

The defined benefit plans provide defined lump sum benefits based on years of service and a career averaged earnings. A liability or asset in respect of defined benefit superannuation plans is recognised in the balance sheet and is measured as the present value of the defined benefit obligation at the reporting date less the fair value of the superannuation fund s assets at that date and any unrecognised past service cost.

The present value of the defined benefit obligations for each plan is discounted by either the government bond rate, or the average AAA credit rated bond rate for bonds that have maturity dates approximating to the terms of the Group s obligations. The present value of the defined benefit obligations is calculated every three years using the projected unit credit method and updated every year for material movements in the plan position.

Past service costs are recognised immediately in income, unless the changes to the superannuation fund are conditional on the employees remaining in service for a specified period of time (vesting period). In this case, the past service cost is amortised on a straight line basis over the vesting period.

The Group does not offset pension assets and liabilities arising from different defined benefit plans.

Pension expense attributable to the Group s defined benefit plans comprises current service cost, interest cost, expected return on plan assets and amortisation of any past service cost which has yet to vest. The Group s policy where actuarial gains and losses arise as a result of actual experience is to fully recognise such amounts directly into retained earnings.

Future taxes that are funded by the entity and are part of the provision of existing benefit obligation (eg taxes on investment income and employer contributions) are taken into account in measuring the net liability or asset.

Primary difference in comparative financial periods

The accounting policy described above applicable to the Group's defined benefit plans is significantly different to that applicable under previous AGAAP. For AGAAP defined benefit plan surpluses and deficits are not recognised on the balance sheet. Additionally, the expense recognised in the income statement is determined on an actuarial basis (and also included cash contributions), whereby actuarial gains and losses are recognised over the average remaining employment period of plan members, generally between 10 and 15 years.

#### (ff) Trustee and funds management activities

The Group acts as trustee, custodian or manager of a number of funds and trusts, including superannuation and approved deposit funds, and wholesale and retail investment trusts. Where the Group does not have direct or indirect control of these funds and trusts as defined by Australian Accounting Standard AASB 127 Consolidated and Separate Financial Statements , the assets and liabilities are not included in the consolidated financial statements of the Group. When controlled entities, as responsible entities or trustees, incur liabilities in respect of their activities, a right of indemnity exists against the assets of the applicable trusts and funds. Where these assets are determined to be sufficient to cover liabilities, and it is not probable that the controlled entities will be required to settle them, the Group does not include the liabilities in the consolidated financial statements.

Commissions and fees earned in respect of the Group's trust and funds management activities are included in the income statement.

## (gg) Securitisation

Through its Australian loan securitisation program, the Group packages and sells loans (principally housing mortgage loans) as securities to investors through a securitisation vehicle.

All such financial instruments continue to be held on the Group balance sheet, and a liability recognised for the proceeds of the funding transaction, unless:

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- (i) a fully proportional share of all or specifically identified cash flows are transferred to the lender, in which case, that proportion of the asset is derecognised;
- (ii) substantially all the risks and returns associated with the financial instruments have been transferred, in which case, the assets are derecognised in full; or
- (iii) if a significant portion, but not all, of the risks and rewards have been transferred, the asset is derecognised entirely if the transferee has the practical ability to sell the financial asset or recognised only to the extent of the Group s continuing involvement in the asset.

#### (hh) Income tax

Income tax expense or revenue is the tax payable (or receivable) on the current period s taxable income based on the applicable tax rate in each jurisdiction adjusted by changes in deferred tax assets and liabilities.

Deferred tax assets and liabilities are recognised for temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the consolidated financial statements. Deferred income tax is determined using tax rates (and laws) that have been enacted or substantially enacted by the balance sheet date and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled. A deferred tax asset or liability is not recognised if it arises from initial recognition of an asset or liability (in a transaction other than a business combination) that at the time of the transaction affects neither accounting profit nor taxable profit or loss.

Deferred tax assets are only recognised for temporary differences, unused tax losses and unused tax credits if it is probable that future taxable amounts will arise to utilise those temporary differences and losses.

Deferred liabilities are not recognised for temporary differences arising from investments in subsidiaries and associates where the timing of the reversal of the temporary difference is controlled by the Group and it is probable that the difference will not reverse in the foreseeable future. Deferred tax assets are not recognised for temporary differences arising from investments in subsidiaries and associates where it is probable that the difference will not reverse in the foreseeable future, and it is not probable that taxable profit will be available against which the temporary difference can be utilised.

The effects of income taxes arising from asset revaluation adjustments are recognised directly in the asset revaluation reserve where relevant.

Deferred tax assets and liabilities related to fair value re-measurement of available-for-sale investments and cash flow hedges, which are charged or credited directly to equity, are also credited or charged directly to equity. The tax associated with these transactions will be recognised in the income statement at the same time as the underlying transaction.

For life insurance business, taxation is not based on the concept of profit. Special legislative provisions apply to tax policyholders and shareholders on different bases. According to the class of business to which their policies belong, policyholders have their investment earnings taxed at the following rates in Australia:

superannuation policies 15%;

annuity policies 0%; or

non-superannuation investment policies 30%.

The life insurance business shareholders funds are taxed at the company rate of 30% on fee income and profit arising from insurance risk policies less deductible expenses.

Primary difference in comparative financial periods

The AIFRS accounting policy described above requires the Group to adopt a balance sheet approach to determining deferred tax items, based upon a comparison of accounting carrying amounts of assets and liabilities with their tax base. Under AGAAP the Group adopts an income statement liability method to determining deferred tax amounts. This method identifies a narrower range of differences than those that arise under AIFRS. Provisions for Deferred Income Tax and Future Income Tax Benefits are displayed net on the balance sheet.

#### (ii) Debt Issues

Debt issues are short and long term debt issues of the Group including commercial paper, notes, term loans and medium term notes. Debt issues are typically recorded at amortised cost using the effective interest method. Premiums, discounts and associated issue expenses are recognised using the effective interest method through the income statement from the date of issue to accrete the carrying value of securities to redemption values by maturity date. Interest is charged to the income statement using the effective interest method. Embedded derivatives within debt instruments must also be separately accounted for where not closely related to the terms of the host debt instrument. These embedded derivative instruments are recorded at fair value with gains and losses on the embedded derivative recorded in the income statement.

| Where debt issues are classified as held at fair value through profit and loss they are initially recognised at fair value with transaction costs being recognised immediately in the income statement. Subsequently they are measured at fair value and any gains and losses are recognised in the income statement as they arise.  |
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| Primary difference in comparative financial periods  |
| Under AGAAP the embedded derivative liability is not separately accounted for.   |
| Equity   |
| (jj) Contributed Equity  |
| Ordinary shares are classified as equity.  |
| Incremental costs directly attributable to the issue of new shares or options are directly included within equity. For the acquisition of a business incremental costsare included in the cost of the acquisition as a part of the purchase consideration.   |
| (kk) Treasury shares   |
| If a controlled entity acquires shares in the Company, the cost of the acquired shares is recognised as a deduction from share capital. Dividends on such shares held in the Company (treasury shares) are not credited to income, but eliminated on consolidation. Gains and losses on sale of treasury shares are accounted for as adjustments to issued capital and not part of income. |
| Certain statutory funds of the Group s life insurance business hold investments in the Company. As these statutory funds are consolidated into th financial report, such investments held in the company are accounted for as treasury shares.   |
| Primary difference in comparative financial periods  |
| There was no equivalent accounting policy to eliminate such shares under previous AGAAP. Under AGAAP the shares are recognised in investments relating to life insurance entities and no adjustment was made to income.  |

#### Revenue and expense recognition

(ll) Interest income

| Interest income is reflected in the income statement using the effective interest method.  |
|--|
| The effective interest method is a method of calculating amortisation using the effective interest rate of a financial asset or financial liability. The effective interest rate is the rate that exactly discounts the estimated stream of future cash payments or receipts over the expected life of the financial instrument or, when appropriate, a shorter period to the net carrying amount of the financial asset or liability.   |
| When calculating the effective interest rate, the cash flows are estimated considering all contractual terms of the financial instrument (eg. prepayment, call and similar options) excluding future credit losses.  |
| The calculation of the effective interest rate includes all fees and points paid or received between parties to the contract that are an integral part of the effective interest rate, transaction costs, and all other premiums or discounts. Where it is not possible to estimate reliably the cash flows or the expected life of a financial instrument (or group of financial instruments), the contractual cash flows over the full contractual term of the financial instrument (or group of financial instruments) is used. |

Primary difference in comparative financial periods

Under AGAAP, loan origination and other fee revenue is either recognised immediately in the income statement or deferred in the balance sheet and amortised as an adjustment to yield over the expected life of the loan.

## (mm) Dividend income

Dividend income is recorded in the income statement on an accruals basis when the Group s right to receive the dividend is established.

#### (nn) Fees and commissions

Unless included in the effective interest calculation, fees and commissions are recognised on an accruals basis when the service has been provided. Fees and commissions not integral to the effective interest rate arising from negotiating, or participating in the negotiation of a transaction with a third party (such as the acquisition of

loans, shares or other securities or the purchase or sale of businesses), are recognised on completion of the underlying transaction.

Asset management fees related to investment funds are recognised over the period the service is provided. The same principle is applied to the recognition of income from wealth management, financial planning and custody services that are continuously provided over an extended period of time. Account keeping charges, credit card fees, money transfer fees and loan servicing fees are recognised in the period the service is provided.

Commitment fees, together with related direct costs, for loan facilities where draw down is probable are deferred and recognised as an adjustment to the effective interest on the loan once drawn. Commitment fees in relation to facilities where draw down is not probable are recognised over the term of the commitment.

#### (00) Gains less losses on financial instruments at fair value

Gains less losses on financial instruments at fair value comprises fair value gains and losses from three distinct activities:

trading financial instruments;

hedging instruments; and

financial instruments designated at fair value through profit and loss.

Trading financial instruments recognises fair value movements on all trading financial instruments. For trading derivatives a full fair value is determined inclusive of interest income and expense arising on those derivatives. Interest income and expense on trading securities is reported within interest income and not included as part of the fair value movements on these instruments.

Hedging instruments recognises fair value movements on both the hedged item and hedging derivative in a fair value hedge relationship, and hedge ineffectiveness for both fair value and cash flow hedges.

Financial instruments designated at fair value through profit and loss recognises fair value movements (excluding interest) on those items designated as fair value through profit and loss at inception.

Interest income and interest expense on hedging instruments and items designated as fair value through profit and loss at initial recognition are recognised in net interest income.

Primary difference in comparative financial periods

| There was no direct equivalent accounting policy under previous AGAAP.   |
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| Trading derivatives are measured at fair value and the resultant profits and losses are recognised in other income. The fair value of trading derivatives is reported on a gross basis as assets or liabilities as appropriate.  |
| Net revenue or expense on derivatives used to manage interest rate risk is recognised in net interest income on an accruals basis.   |
| (pp) Life insurance business   |
| The Group conducts its life insurance business through a number of controlled entities including National Australia Financial Management Limited, MLC Lifetime Company Limited, MLC (Hong Kong) Limited, MLC Limited, BNZ Life Insurance Limited and PT MLC Life Indonesia.  |
| (i) Types of business  |
| The Australian life insurance operations of the Group consist of investment-linked business and non-investment-linked business, which are conducted in separate statutory funds as required under the <i>Life Insurance Act</i> 1995 (Cth). The overseas life insurance operations of the Group consist primarily of non-investment-linked business.   |
| Life investment contracts include investment-linked contracts where policyholders investments are held within the statutory funds and policyholders returns are directly linked to the investment performance of the assets in that fund. The policyholder bears all the risks and rewards of the investment performance. The policyholder has no direct access to the specific assets; however, the policy value is calculated by reference to the market value of the statutory fund s assets. Investment-linked business includes superannuation and allocated pension business. Fee income is derived from the administration of investment-linked policies and funds.   |
| Life insurance contracts involve the acceptance of significant insurance risk. Insurance risk is defined as significant if an insured event could cause an insurer to pay significant additional benefits in any scenario that has commercial substance. Any products sold by a life insurer that do not meet the definition of a life insurance contract are classified as life investment contracts. Insurance contracts include those where an insured benefit is payable on the occurrence of a specified event such as death, injury or disability caused by accident or illness or, in the case of an annuity, either the continuance of the annuitant s life or the expiry of the annuity term. The benefit payable is not directly referable to the market value of the fund s assets. Non-investment-linked |
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| business includes traditional whole of life and endowment policies (where the risks and rewards generally are shared between policyholders and shareholders) and risk policies such as death, disability and income insurance (where the shareholder bears all the financial risks).  |
|---|
| (ii) Premium revenue  |
| Premium amounts earned in respect of insurance contracts are treated as revenue. Other premium amounts received, net of initial fee income, for investment contracts, are recognised as an increase in policy liabilities. The initial fee, which is the difference between the premium received and the initial surrender value, is recognised as premium revenue.   |
| Premiums with a regular due date are recognised as revenue on a due basis. Premiums with no due date are recognised as revenue or an increase in policy liabilities on a cash received basis. Premiums due before the end of the year but not received at balance date are included as outstanding premiums. Premiums due after but received before the end of the year are accounted for as premiums in advance. |
| (iii) Claims  |
| Claims are recognised when the liability to a policyholder under a policy contract has been established or upon notification of the insured event, depending on the type of claim.  |
| Claims incurred in respect of investment contracts, which are in the nature of investment withdrawals, are recognised as a reduction in policy liabilities.   |
| Claims incurred that relate to the provision of services and bearing of risks are treated as expenses and are recognised on an accruals basis.  |
| (iv) Basis of expense apportionment   |
| All expenses charged to the income statement are equitably apportioned to the different classes of business in accordance with Division 2 of Par 6 of the <i>Life Insurance Act</i> 1995 (Cth) as follows:  |
| expenses and other outgoings that relate specifically to a particular statutory fund have been directly charged to that fund;   |

expenses and other outgoings (excluding commissions, medical fees and stamp duty relating to the policies which are all directly allocable) have been apportioned between each statutory fund and shareholders fund. Expenses

are apportioned between classes of business by first allocating the expenses to major functions and activities, including those of sales support and marketing, new business processing and policyholder servicing, and then to

classes of products using relevant activity cost drivers, including commissions, policy counts, funds under management and benchmark profit; and

investment income, profits and losses on sale of property, plant and equipment, profits and losses on sale of investments, and appreciation and depreciation of investments have been directly credited or charged to the appropriate statutory fund or shareholders fund.

#### (v) Deferred acquisition costs

Life insurance policy acquisition costs are deferred under the Margin on Services method. For investment linked contracts they are deferred only to the extent that they are incremental transaction costs and provided that the business generated continues to be profitable. The deferred costs are reflected as a reduction in policy liabilities and are amortised to the income statement over the expected duration of the relevant policies.

Primary difference in comparative financial periods

The AIFRS policy relating to life insurance described above has had a significant impact upon the measurement, recognition and disclosure of the Group s life insurance business. A major feature of AGAAP was the recongtion of the excess of market value over net assets (EMVONA). On transition to AIFRS, EMVONA is derecognised and revaluation movements will no longer be recognised in the Group s income statement. Broadly, EMVONA represents:

acquired goodwill in respect of life insurance controlled entities remaining at balance date;

increases in the value of goodwill of the controlled entities since acquisition; and

the difference between the values assigned to assets and liabilities of the controlled entity within the Group s financial report and those in the report of the controlled entity arising due to valuation methodology differences.

Under AGAAP deferred acquisition costs are recognised as a reduction to policy liabilities for both investment linked and life insurance contracts.

### (qq) Equity-based compensation

The Group engages in equity settled share-based payment transactions in respect of services received from certain of its employees. The fair value of the services received is measured by reference to the fair value of the shares or share options granted on the date of the grant. The cost of the employee services received in respect

of the shares or share options granted is recognised in the income statement over the period that the services are received by the Group, which is the vesting period.

The fair value of the options granted is determined using option pricing models, which take into account the exercise price of the option, the current share price, the risk free interest rate, the expected volatility of the NAB Ltd share price over the life of the option and other relevant factors. In the absence of market prices, the fair value of the instruments at the date of grant is estimated using an appropriate valuation technique, such as a Black-Scholes option pricing model.

Except for those which include terms related to market conditions, vesting conditions included in the terms of the grant are not taken into account in estimating fair value.

Non-market vesting conditions are taken into account by adjusting the number of shares or share options included in the measurement of the cost of employee services so that ultimately, the amount recognised in the income statement reflects the number of vested shares or share options. Where vesting conditions are related to market conditions, the charges for the services received are recognised regardless of whether or not the market related vesting condition is met, provided that the non-market vesting conditions are met.

Primary difference in comparative financial periods

The AIFRS accounting policy described above has had a significant impact on the recognition, measurement and disclosure of equity based remuneration. Under previous AGAAP, the Group only recorded an expense where it paid cash to the compensation plan trustee, which in turn purchased the Company s shares on market. Where the Company issued shares as compensation, no expense was recorded in the income statement. Additionally, no accounting entries were made in relation to options and performance rights granted until they were exercised, at which time the amounts receivable from the employees were recorded as equity. No expense was recorded in the income statement.

#### (rr) Goods and services tax

Revenues, expenses and assets are recognised net of the amount of goods and services tax or other value-added tax, except where the tax incurred is not recoverable from the relevant taxation authority. In these circumstances, the tax is recognised as part of the expense or the cost of acquisition of the asset.

Receivables and payables are stated at an amount with tax included. The net amount of tax recoverable from, or payable to, the relevant taxation authority is included within other assets or other liabilities.

Cash flows are included in the statement of cash flows on a gross basis. The tax component of cash flows arising from investing and financing activities which is recoverable from, or payable to, the relevant taxation authority is classified as operating cash flows.

#### (b) EXPLANATION OF TRANSITION TO AIFRS

These are the Group s first consolidated financial statements prepared in accordance with AIFRS. The Group adopted these standards for the financial year commenced October 1, 2005. The accounting policies set out in Note 1 (a) have been applied in the preparation of these financial statements.

In preparing its opening AIFRS balance sheet and the comparative information contained in these financial statements, the Group has made adjustments to the financial information previously reported in accordance with the prior basis of accounting (AGAAP).

The following notes and reconciliations, along with the accounting policies detailed in note 1(a) provide an explanation of how the transition from AGAAP to AIFRS has affected the Group s financial statements.

The AIFRS impacts contained in the following reconciliations have been shown as:

those arising from required recognition and measurement adjustments to the financial statements to transition from AGAAP to AIFRS either at 1 October 2004 or 1 October 2005 (transitional adjustments);

those arising during the half years ended 31 March 2005 and 30 September 2005 to adjust for measurement differences between AGAAP and AIFRS in the income statement or reserves (measurement adjustments); and

those concerning presentation and disclosure of items in the financial statements (reclassification adjustments) at the relevant dates.

Recognition and measurement adjustments that arise as a result of the opening transition process affect balance sheet values and are recognised in either retained earnings or an appropriate equity reserve at the date of transition. These may arise at either 1 October 2004 or 1 October 2005.

Presentation and disclosure adjustments do not impact total equity or retained earnings, but (other than a reclassification of outside equity interests at 1 October 2005 from equity to liabilities) reclassify items from one line to another.

The areas of most significant impact and the adjustments arising from application of AIFRS are summarised below. In certain cases the transitional and measurement adjustments detailed in the following reconciliations differ from information disclosed in previous financial statements. These differences primarily arise through changes and refinements in interpretation of relevant accounting standards.

Transitional adjustments at October 1, 2004 have been held constant in the Transition column of the balance sheet reconciliations at 31 March 2005 and 30 September 2005. Foreign currency revaluations of these adjustments have been reported as measurement adjustments.

| The information presented below is in accordance with AASB 1. | Unless stated otherwise, | all adjustments have been | presented on a pre-tax |
|---|--------------------------|---------------------------|------------------------|
| basis.  |                          |                           |                        |

#### A. Transitional and measurement adjustments arising as at October 1, 2004

## (a) Defined benefit pension plans

AIFRS requires defined benefit pension plan surpluses and deficits to be recognised on the balance sheet. Consequently, a transitional adjustment is required to recognise defined benefit pension surpluses and deficits on the balance sheet with a corresponding entry made to retained earnings.

An opening transitional adjustment recognises a defined benefit pension plan deficit of \$1,279 million, a defined benefit pension plan surplus of \$130 million and de-recognises a pre-paid pension cost asset previously carried under AGAAP of \$575 million.

For the half years ended 31 March 2005 and 30 September 2005, the defined benefit pension expense recorded within personnel expenses was \$12 million and \$15 million respectively less than had been previously recorded under AGAAP. In addition, under AGAAP, \$47 million in relation to redundancy related payments was recognised as a restructuring expense. On transition to AIFRS this expense was reversed as it had already been recognised in the 1 October 2004 opening AIFRS balance sheet.

For the year ended 30 September 2005 the net profit on the sale of the Irish Banks (recognised as a Significant Item) was \$277 million greater than that previously reported under AGAAP. The increase is largely due to the impact of derecognising the defined benefit pension liabilities in respect of the Irish Banks.

## (b) Wealth Management revaluation excess of market value over net assets (EMVONA)

On transition to AIFRS, EMVONA is derecognised and revaluation movements are no longer recognised in the Group s income statement. Under AGAAP, EMVONA represented:

acquired goodwill in respect of life insurance controlled entities remaining at balance date;

increases in the value of goodwill of the controlled entities since acquisition; and

the difference between the values assigned to assets and liabilities of the controlled entity within the Group s financial statements and those in the report of the controlled entity arising due to valuation methodology differences.

The whole of the AGAAP EMVONA balance of \$4,905 million is written off to retained earnings upon transition to AIFRS and is replaced by acquired goodwill of \$4,094 million and other intangible assets relating to past acquisitions, of \$82 million.

For the half years ended 31 March 2005 and 30 September 2005 revaluation uplifts in EMVONA of \$54 million and \$281 million recognised under AGAAP have been reversed.

#### (c) Consolidation of special purpose entities

Special purpose entities (SPE s) require consolidation where the Group has access to the majority of the residual income or is exposed to the majority of the residual risk associated with the SPE. The opening adjustment as at 1 October, 2004 to consolidate the Group s SPE s where required under AIFRS, is a gross up of assets and liabilities of \$5,732 million and \$5,734 million respectively, with a corresponding minimal impact on total equity.

These amounts are predominantly reflected in adjustments to loans and advances (assets) and deposits and other borrowings and bonds, notes and subordinated debt (liabilities).

For the half years ended 31 March 2005 and 30 September 2005, the impact on net profit before tax arising from the consolidation of these entities is minimal. The principal impact on the income statement is a gross up in interest income and interest expense with interest income increasing by \$200 million for the half year ended 31 March 2005 and \$223 million for the half year ended 30 September 2005. Interest expense increases by \$190 million for the half year ended 31 March 2005 and \$179 million for the half year ended 30 September 2005.

# (d) Taxation

AIFRS requires the Group to adopt a balance sheet approach to determining deferred tax items, based upon a comparison of accounting carrying amounts of assets and liabilities with their tax base. This method identifies a broader range of differences than those that arise under AGAAP.

An opening transitional adjustment results in a net increase in retained earnings of \$609 million. This adjustment primarily arises from the tax impacts of the various transitional adjustments applicable from 1 October 2004.

For the half years ended 31 March 2005 and 30 September 2005, the income tax expense was \$24 million less and \$41 million greater respectively than that recognised under AGAAP.

# (e) Share-based payments

AIFRS introduces the requirement for the Group to recognise an expense in respect of all share-based remuneration (performance options, performance rights and shares issued to employees) determined with reference to the fair value of the equity instruments issued. The fair value of the performance options and performance rights at grant date will be expensed over their expected vesting period on a straight-line basis. Similarly, the fair value of shares granted under the staff share schemes will be recognised as an expense over their vesting period on a straight-line basis.

Under the exemption provided in AASB 1, the Group has not applied AASB 2 Share-based Payment to equity instruments issued prior to November 7, 2002. The transitional adjustment at October 1, 2004 is therefore calculated in respect of performance options, performance rights and shares granted after November 7, 2002 that remain unvested at January 1, 2005.

An opening transitional adjustment results in the recognition of an equity based payments reserve of \$34 million.

For the half years ended 31 March 2005 and 30 September 2005, the expense for equity based payments is \$37 million and \$60 million respectively.

#### (f) Goodwill

Upon transition to AIFRS, goodwill will no longer be amortised. Instead, goodwill will be tested for impairment annually and assessed for any indication of impairment at each reporting date to ensure that its carrying amount does not exceed its recoverable amount. If an impairment loss is identified, it will be recognised immediately in the income statement. No impairment of goodwill was identified at October 1, 2004.

For the half years ended 31 March 2005 and 30 September 2005, goodwill amortisation of \$50 million and \$48 million respectively recognised under AGAAP has been reversed. No impairment of goodwill was identified for the year ended 30 September 2005.

#### (g) Foreign currency translation

Under the exemption provided in AASB 1, the Group has reset the foreign currency translation reserve (FCTR) to nil as at October 1, 2004, resulting in an increase in retained earnings of \$166 million.

Translation differences in relation to foreign controlled entities subsequent to transition to AIFRS will continue to be recorded in the FCTR. The gain or loss recognised in the income statement on a future disposal of a foreign controlled entity will include any translation differences that arise after October 1, 2004.

#### (h) Wealth Management investment business revenue and expense recognition

Under AGAAP, acquisition costs, net of initial commission revenue, relating to acquiring new investment business, were deferred and subsequently recognised in the income statement over the average life of the contracts. Under AIFRS, initial commission revenue will be recognised at the inception of the contract. Similarly, costs will be recognised and expensed as they are incurred.

An opening transitional adjustment of \$100 million represents a write-off of the cumulative deferred acquisition costs asset previously recognised under AGAAP in respect of contracts issued by entities other than life insurance entities. During the half year ended 31 March 2005 the increase in the deferred acquisition costs asset recognised under AGAAP of \$12 million has been reversed from the balance sheet and recognised directly in the income statement. There was nil impact arising in the half year ended 30 September 2005.

## (i) Treasury shares

Under AGAAP, direct investments in National Australia Bank Limited shares by the Group s life insurance statutory funds were recognised within investments relating to life insurance business in the balance sheet at market value. On transition to AIFRS, these investments will be

classified as treasury shares and deducted from share capital. The opening transitional adjustment for treasury shares is:

a decrease of \$551 million in investments relating to life insurance business, being the market value of the investments in National shares;

a decrease of \$645 million in contributed equity, being the cost of the investments; and

an increase of \$94 million in retained earnings, being the reversal of the cumulative opening market value decrement.

For the half years ended 31 March 2005 and 30 September 2005, total net realised and unrealised gains and losses and dividend income of \$53 million and \$114 million respectively relating to treasury shares were recognised in the income statement under AGAAP. Of these amounts \$35 million and \$129 million represented unrealised gains and losses recognised at 31 March 2005 and 30 September 2005 respectively. All of the amounts noted above are reversed under AIFRS.

## (j) Asset revaluation reserve

Under AGAAP, the Group carried all land and buildings at fair value. Valuation increments and decrements were offset against one another within the global group of land and buildings with the net movement being reflected in the asset revaluation reserve. In contrast, AIFRS requires that valuation increments and decrements are accounted for on an asset-by-asset basis. Under AIFRS the Group will continue to carry all land and buildings at fair value. The balance of the asset revaluation reserve has been restated to reflect the cumulative movements on property revaluations on an asset-by-asset basis. At October 1, 2004, the required adjustments are an increase in the asset revaluation reserve of \$150 million with a corresponding decrease in retained earnings.

#### B. Transitional and measurement adjustments arising as at October 1, 2005

The following adjustments relate to application of AASB 132, AASB 139 and AASB 4 as at October 1, 2005. The information presented below is in accordance with AASB 1 that provides an exemption from presenting comparative financial information in relation to these standards.

## (k) Recognition of derivative financial instruments and hedging

Under AIFRS, the Group has recognised all derivative financial instruments at fair value on the balance sheet, irrespective of whether the instrument is used in a hedging relationship or otherwise.

Where fair value hedge accounting criteria are met, fair value changes on both the hedged item (attributable to the hedged risk) and the hedging instrument are recognised directly in the income statement. Where cash flow hedge accounting criteria are met, the carrying value of the hedged item is not adjusted and the fair value changes on the related hedging instrument (to the extent the hedge is effective) are deferred in the cash flow hedge reserve. This amount will then be transferred to the income statement at the time the hedged item affects the income statement. Hedge ineffectiveness is recognised in the income statement immediately.

At 1 October, 2005, the Group has recognised the following transitional adjustments attributable to derivative financial instruments, hedging and application of the fair value through profit and loss designation. Many of these derivatives form an important part of the Group's risk management strategy and are designed to negate risk by the creation of off-setting fair value movements or a decrease in the variability of future cash flows. It should be noted that the overall net impact of the following adjustments upon opening retained earnings is an increase of \$28 million.

#### (i) Trading derivatives

Initial recognition of trading derivatives at fair value resulting in an increase in total assets of \$196 million and an increase in total liabilities of \$307 million. The increases are primarily recognised within Trading derivatives (assets) which have increased by \$330 million and Trading derivatives (liabilities) which have increased by \$474 million and Other assets and Other liabilities that have decreased by \$133 million and \$166 million, respectively. The corresponding decrease in retained earnings is \$111 million. This is as a consequence of derivatives previously classified as off balance sheet hedging derivatives under AGAAP being recognised as trading derivatives on transition to AIFRS.

#### (ii) Fair value hedge derivatives

Initial recognition of derivatives designated within a fair value hedge relationship has resulted in an increase in hedging derivative assets of \$332 million, a decrease in other assets of \$17 million and an increase in hedging derivative liabilities of \$3 million at October 1, 2005. The corresponding increase in retained earnings is \$312 million.

(iii) Assets and liabilities designated within a fair value hedge

Where the Group has designated a financial asset or liability within a fair value hedging relationship, an adjustment is required to remeasure those assets or liabilities at fair value for changes in value attributable to the hedged risk. A decrease in loans and advances of \$118 million and an increase in bonds, notes and subordinated debt of \$235 million arise at October 1, 2005 as a result. The corresponding decrease in retained earnings is \$353 million.

(iv) Cash flow hedging derivatives

Initial recognition of derivatives designated within a cash flow hedge relationship has decreased hedging derivative assets by \$40 million and decreased hedging derivative liabilities by \$28 million. The corresponding impacts on equity are an adjustment to the cash flow hedge reserve of \$6 million and a decrease in retained earnings of \$6 million.

(v) Assets and liabilities at fair value through profit and loss

Where the Group has designated a financial asset or liability as at fair value through profit and loss, adjustments are required to: 1) reclassify the designated assets and liabilities into this category which have been detailed in section C(xii); and 2) remeasure those assets and liabilities at fair value. The measurement adjustments that arise as a result of this designation are an increase in Other financial assets at fair value of \$477 million and an increase in Other financial liabilities at fair value of \$297 million. The increase in retained earnings as a consequence of designating certain financial assets and liabilities as fair value through profit and loss is \$180 million.

## (l) Loan loss provisioning

Under AIFRS, the Group recognises loan impairment when objective evidence is available that a loss event has occurred and as a consequence the Group will not likely receive all amounts owed to it. Loan impairment is calculated as the difference between the carrying amount of the loan and the present value of future expected cash flows associated with the loan discounted at the loan s original effective interest rate.

The transitional adjustment at 1 October 2005 is a decrease in the total provision for doubtful debts of \$384 million, with a corresponding adjustment to retained earnings. As a number of loans have been designated as at fair value through profit and loss, the credit provision associated with these loans of \$85 million has been transferred across to that category as an adjustment to fair value, in addition to \$35 million that has been

transferred to and included in the carrying value of both trading and hedging derivatives. As a result the provision for doubtful debts (recorded against the balance of loans carried at amortised cost) has reduced by the same amount.

## (m) Revenue recognition effective yield

Loan origination and other fee revenue historically under AGAAP has been either recognised immediately in the income statement or deferred in the balance sheet and amortised as an adjustment to yield over the expected life of the loan. Under AIFRS, a greater volume of fees are deferred and amortised over the expected life of the respective loans. Revenue that is deferred must be amortised on an effective interest rate basis. As part of the effective yield calculation AIFRS also requires deferral of related costs where these are both direct and incremental to origination of the loan.

At 1 October 2005, loans and advances have decreased by \$310 million and amounts due from customers on acceptances decreased by \$91 million in order to re-recognise fee revenue and costs previously recorded in the income statement. Retained earnings have decreased by a total corresponding amount of \$401 million.

## (n) Valuation of financial instruments using bid and offer prices

AIFRS requires that in valuing financial instruments at fair value, the appropriate quoted market price to be used is usually the bid or offer price. Under AGAAP all financial instruments of the Group measured at fair value and transacted in an active market have been valued at the mid price. Under AIFRS it is acceptable to continue to use the mid price where there is an offsetting market risk position. Consequently, where there is no offsetting market risk position, an adjustment is required to remeasure those assets and liabilities at either the bid or offer price instead of the mid price.

At 1 October, 2005, adjustments to the carrying value of financial assets and liabilities to value them on a bid or offer basis, where required, results in an increase on Other financial liabilities at fair value of \$14 million within other liabilities at fair value and a decrease in the value of investments relating to life insurance business of \$2 million.

Retained earnings have decreased by a corresponding amount.

#### (o) Classification of convertible financial instruments

Recent IASB discussions relating to an International Financial Reporting Interpretations Committee (IFRIC) interpretation have changed the accounting treatment of the exchangeable capital units classified within Other debt issues. This leads to the recognition of certain embedded derivatives not previously accounted for. Under this interpretation certain option features of this instrument embedded within the debt instrument permitting the holder to convert an exchangeable capital unit into a specified number of National ordinary shares are considered an embedded derivative that must be recorded at fair value. The combined impact of the recognition of the embedded derivative and foreign

exchange movements to record the foreign denominated liability at the closing foreign exchange rate recognised under AIFRS increase other debt issues by \$879 million with a corresponding decrease in retained earnings.

## (p) Derecognition of financial assets and liabilities

AIFRS contains more specific and stringent requirements prior to the Group being able to derecognise financial assets and liabilities from the balance sheet. Furthermore, the Group is required to review and consider the extent to which it retains the risks and rewards of ownership of a financial asset or whether the obligation specified within the contract is discharged, cancelled or expired prior to the derecognition of a financial liability.

At 1 October 2005, \$76 million of customer-related financial liabilities that were previously derecognised from the Group s balance sheet have been re-recognised. Deposits and other borrowings have increased by \$54 million, Other liabilities have increased by \$22 million and retained earnings have decreased by \$76 million as a result of this adjustment.

## (q) Insurance contracts & provision for selling costs Wealth Management

Under AIFRS, contracts that do not have significant insurance risk are no longer treated as insurance contracts but as financial instruments. For non-insurance contracts which are accounted for as financial instruments, under AGAAP acquisition costs were previously deferred and subsequently recognised in the income statement. In contrast, under AIFRS these costs will be recognised and expensed as they are incurred.

At 1 October 2005 cumulative deferred acquisition costs included in net policy liabilities of life insurance entities of \$384 million have been de-recognised.

Those contracts that continue to meet the definition of an insurance contract will be accounted for under an amended Margin on Services approach. On transition to AIFRS, the actuarial calculation of policyholder liabilities is based on discount rates different to that used under AGAAP. At October 1, 2005, this has decreased policyholder liabilities by \$17 million with a corresponding increase in retained earnings.

The removal of the provision for selling costs previously included within the valuation of investments relating to life insurance business have increased the carrying value of these assets by \$11 million and increased the carrying value of life insurance liabilities by an equivalent amount. There has been no impact on retained earnings.

These adjustments have increased Investments relating to life insurance business by \$9 million, increased Life insurance policy liabilities by \$378 million and decreased retained earnings by \$367 million.

### (r) Reclassification of outside equity interests

On transition to AIFRS, the outside equity interests in controlled unit trusts of the life companies no longer meet the definition of equity. As a result, the Group has reclassified outside equity interests in controlled unit trusts to liabilities. As at 1 October 2005, the result is an increase in managed fund units on issue and a corresponding decrease in equity of \$6,224 million.

## (s) Taxation

The tax impacts of the transitional adjustments arising as at 1 October 2005 include an increase in deferred tax assets of \$173 million, an increase in deferred tax liabilities of \$150 million and a decrease in current tax liabilities of \$1 million. The corresponding impacts on equity are an adjustment to the cash flow hedge reserve of \$3 million and an increase in retained earnings of \$21 million.

### (t) Due from customers on acceptances and Liability on acceptances

Amounts due from customers on acceptances and Liabilities on acceptances must both initially be recognised at fair value and subsequently measured at amortised cost. Previously both acceptance assets and liabilities were recorded at face value. This change in accounting treatment has decreased the carrying value of the Due from customers on acceptances asset and Liability on acceptances each by \$202 million. There has been no impact upon retained earnings.

## (u) General Reserve

Upon consolidation, the retained profits of the statutory funds, within the life insurance business are transferred from retained earnings into the general reserve. As a consequence of the AIFRS transitional adjustments the retained profits of the statutory funds have been reduced by \$417 million. This is reflected through a decrease in the general reserve of \$417 million and a corresponding increase in retained earnings.

#### (v) Other

The items detailed above are the areas of most significant impact arising from the application of AIFRS on both the balance sheet and the income statement. In addition to these items certain other minor adjustments relating to leasing arrangements, provisions, reclassification into and remeasurement of trading securities and revaluation of investments relating to life insurance business have been made.

## C. Reclassifications made within the financial statements

In addition to the transitional and measurement adjustments detailed above, the adoption of AIFRS introduces changes to the format of the income statement, balance sheet and other financial statement disclosures. Certain reclassifications of assets and liabilities and balances within equity reserves have occurred as a result of these changes.

#### Reclassifications at 1 October 2004:

The major items reclassified upon transition to AIFRS as at 1 October 2004 include:

#### Balance sheet reclassifications

- (i) Capitalised computer software costs of \$655 million have been reclassified from Property, plant and equipment to Intangible assets.
- (ii) Motor vehicles leased to customers under operating lease agreements have been reclassified from Loans and advances (\$1,004 million) and Other assets (\$1,464 million) to Property, plant and equipment (\$2,468 million).

- (iii) Deferred tax assets and liabilities and current taxes have been separately disclosed.
- (iv) Short positions in securities of \$845 million have been reclassified from Other liabilities to Other financial liabilities at fair value.
- (v) Regulatory deposits of \$177 million have been combined with Due from other banks on the face of the balance sheet.
- (vi) Shares in other securities of \$107 million have been reclassified from Investments in associates and joint ventures and other securities to Trading securities.

#### Income statement reclassifications for the year ended 30 September 2005

- (vii) Rentals received on motor vehicles leased to customers of \$729 million have been included within Other operating income. Depreciation on these assets of \$539 million has been included in General expenses. Under AGAAP the net of these amounts (\$190 million) was reported within Net Interest Income.
- (viii) Trading income of \$644 million has been included within Gains less losses on financial instruments at fair value. Previously this was reported within Other operating income.

The combination of these two adjustments above gives rise to a net increase of \$85 million in Other operating income.

In addition to the above reclassifications, the transition to AIFRS has required the recognition of a new equity reserve for equity based payments.

#### Reclassifications at 1 October 2005:

The major items reclassified as at 1 October 2005 include:

## Balance sheet reclassifications

(ix) A total of \$18,463 million of financial instruments have been reclassified to other financial assets at fair value. Of this, the principal amounts relate to loans and advances amounting to \$14,468 million inclusive of a doubtful debt provision of \$85 million, \$560 million from cash assets, \$12 million due from other banks and \$3,423 million from Investments held to maturity (previously Investment securities under AGAAP).

- (x) Trading securities have decreased by \$6,433 million through reclassifications to Due to customers on acceptances. This is due to a change in accounting for acceptances issued and repurchased as part of trading activities.
- (xi) Trading securities have also increased by \$921 million through reclassifications of \$966 million from Investments held to maturity (previously Investment securities under AGAAP) and \$45 million to Investments available for sale. These reclassifications have been made to reflect appropriate asset classifications and their specific requirements within AIFRS.
- (xii) A total of \$9,295 million of financial instruments have been reclassified to other financial liabilities at fair value. Of this, the principal amounts relate to deposits and other borrowings of \$8,347 million, \$418 million of amounts due to other banks and \$530 million of bonds, notes and subordinated debt.
- (xiii) Outside equity interests in Wealth Management controlled entities of \$6,224 million previously classified within equity have been reclassified to the liability category Managed fund units on issue.
- (xiv) Amounts relating to foreign exchange revaluations attributable to hedging derivatives previously recognised within other assets of \$353 million and other liabilities of \$2,938 million have been reclassified within hedging derivative assets and hedging derivative liabilities respectively.
- (xv) Life insurance policy liabilities have increased by \$431 million as a result of reclassifying certain amounts relating to reinsurance to other assets.

In addition to the above reclassifications, the transition to AIFRS has required the recognition of a cash flow hedge reserve.

Finally, as a part of the AIFRS transition, a review of the mapping of all revenue and expense categories was undertaken. Whilst total revenue and expense lines have only changed due to AIFRS requirements certain line items within the categories have been amended to reflect a more appropriate mapping of revenue and expenses.

# **Financial Report - Note 1: Accounting Policies**

# CONDENSED CONSOLIDATED INCOME STATEMENT RECONCILIATION HALF YEAR ENDED 31 MARCH 2005

| For the half year ended  | AGAAP<br>Mar 2005<br>\$m | Ref       | Measurement<br>\$m | Reclassification<br>\$m | AIFRS<br>Mar 2005<br>\$m |
|--|--------------------------|-----------|--------------------|-------------------------|--------------------------|
| Interest income  | 10,121                   | c, v      | 203                | (94)                    | 10,230                   |
| Interest expense   | (6,568)                  | c         | (190)              | ,                       | (6,758)                  |
| Net interest income  | 3,553                    |           | 13                 | (94)                    | 3,472                    |
|  | ·                        |           |                    | , ,                     |                          |
| Premium and related revenue  | 434                      |           |                    |                         | 434                      |
| Investment revenue   | 2,865                    | i         | (53)               |                         | 2,812                    |
| Claims expense   | (287)                    |           |                    |                         | (287)                    |
| Change in policy liabilities   | (2,071)                  |           |                    |                         | (2,071)                  |
| Policy acquisition and maintenance expense                             | (365)                    |           |                    |                         | (365)                    |
| Investment management fees   | (18)                     |           |                    |                         | (18)                     |
| Net life insurance income  | 558                      |           | (53)               |                         | 505                      |
| Gains less losses on financial instruments at fair value               |                          |           | 4                  | 342                     | 346                      |
| Movement in the excess of net market value over                        | 5.4                      | 1         | (5.4)              |                         |                          |
| net assets of life insurance controlled entities                       | 54                       | b         | (54)               | 1.4                     | 0.557                    |
| Other operating income   | 2,490                    | V         | 53                 | 14                      | 2,557                    |
| Significant revenue  | 2.514                    |           |                    |                         | 0.514                    |
| Proceeds from the sale of controlled entities                          | 2,514                    |           | 2                  | 256                     | 2,514                    |
| Total operating income   | 5,058                    |           | 3                  | 356                     | 5,417                    |
| Demonmal aymanaa   | (1,881)                  |           | (27)               |                         | (1,908)                  |
| Personnel expenses Occupancy related expenses                          | (320)                    | a, e      | (27)               | 42                      | (1,908)                  |
| General expenses   | (1,375)                  | a h       | (38)               | (304)                   | ` /                      |
| Amortisation of goodwill   | (50)                     | c, h<br>f | 50                 | (304)                   | (1,717)                  |
| Charge to provide for doubtful debts                                   | (281)                    | 1         | 30                 |                         | (281)                    |
| Significant expenses   | (201)                    |           |                    |                         | (201)                    |
| Cost of controlled entities sold                                       | (1,456)                  | a         | 203                |                         | (1,253)                  |
| Restructuring expenses   | (403)                    | a         | 47                 |                         | (356)                    |
| Reversal of prior year restructuring provision                         | 9                        | а         | 7/                 |                         | 9                        |
| Foreign currency options trading losses                                | 34                       |           |                    |                         | 34                       |
| Total operating expenses   | (5,723)                  |           | 236                | (262)                   | (5,749)                  |
| Total operating expenses   | (3,723)                  |           | 230                | (202)                   | (3,747)                  |
| Profit before income tax expense                                       | 3,446                    |           | 199                |                         | 3,645                    |
| Income tax expense   | (757)                    | d         | 24                 |                         | (733)                    |
| Net profit   | 2,689                    | u u       | 223                |                         | 2,912                    |
| <u>F</u>   | <b>-</b> ,002            |           |                    |                         | 2,212                    |
| Net profit attributable to minority interest - Life insurance business | (154)                    |           |                    |                         | (154)                    |
| Net profit attributable to members of the                              | (134)                    |           |                    |                         | (134)                    |
| Company  | 2,535                    |           | 223                |                         | 2,758                    |
| Company  | 2,333                    |           | 223                |                         | 2,730                    |

## CONDENSED CONSOLIDATED INCOME STATEMENT RECONCILIATION HALF YEAR ENDED 30 SEPTEMBER 2005

| For the half year ended   | AGAAP<br>Sep 2005<br>\$m | Ref  | Measurement<br>\$m | Reclassification<br>\$m | AIFRS<br>Sep 2005<br>\$m |
|---|--------------------------|------|--------------------|-------------------------|--------------------------|
| Interest income   | 10,751                   | c, v | 218                | (96)                    | 10,873                   |
| Interest expense  | (7,222)                  | c    | (179)              |                         | (7,401)                  |
| Net interest income   | 3,529                    |      | 39                 | (96)                    | 3,472                    |
| Premium and related revenue   | 472                      |      |                    |                         | 472                      |
| Investment revenue  | 4,833                    | i    | (114)              |                         | 4,719                    |
| Claims expense  | (303)                    |      |                    |                         | (303)                    |
| Change in policy liabilities  | (3,499)                  |      |                    |                         | (3,499)                  |
| Policy acquisition and maintenance expense                            | (374)                    |      |                    |                         | (374)                    |
| Investment management fees  | (15)                     |      |                    |                         | (15)                     |
| Net life insurance income   | 1,114                    |      | (114)              |                         | 1,000                    |
| Gains less losses on financial instruments at fair value              |                          |      | (9)                | 302                     | 293                      |
| Movement in the excess of net market value over                       |                          |      |                    |                         |                          |
| net assets of life insurance controlled entities                      | 281                      | b    | (281)              |                         |                          |
| Other operating income  | 2,612                    |      | 11                 | 71                      | 2,694                    |
| Significant revenue   |                          |      |                    |                         |                          |
| Proceeds from the sale of controlled entities                         | (21)                     |      |                    |                         | (21)                     |
| Total operating income  | 2,872                    |      | (279)              | 373                     | 2,966                    |
| Parsonnal avnances  | (1,855)                  | 0.0  | (44)               |                         | (1,899)                  |
| Personnel expenses Occupancy related expenses                         | (302)                    | a, e | (44)               | 40                      | (262)                    |
| General expenses  | (1,571)                  | c, h | (44)               | (317)                   |                          |
| Amortisation of goodwill  |                          | f    | 48                 | (317)                   | (1,932)                  |
| Charge to provide for doubtful debts                                  | (48)                     | 1    | 40                 |                         | (252)                    |
| Significant expenses  | (253)                    |      |                    |                         | (253)                    |
| Cost of controlled entities sold                                      | 40                       |      | 74                 |                         | 114                      |
|   |                          |      |                    |                         |                          |
| Restructuring expenses Reversal of prior year restructuring provision | (435)                    |      | (2)                |                         | (437)                    |
| Foreign currency options trading losses                               | Δ                        |      |                    |                         | 2                        |
| Total operating expenses  | (4,422)                  |      | 32                 | (277)                   | (4,667)                  |
| Total operating expenses  | (4,422)                  |      | 32                 | (211)                   | (4,007)                  |
| Profit before income tax expense                                      | 3,093                    |      | (322)              |                         | 2,771                    |
| Income tax expense  | (1,040)                  | d    | (41)               |                         | (1,081)                  |
| Net profit  | 2,053                    |      | (363)              |                         | 1,690                    |
| Net profit attributable to minority interest - Life                   |                          |      |                    |                         |                          |
| insurance business  | (456)                    |      |                    |                         | (456)                    |
| Net profit attributable to members of the                             |                          |      |                    |                         |                          |
| Company   | 1,597                    |      | (363)              |                         | 1,234                    |
|   | 50                       | 6    |                    |                         |                          |

## CONDENSED CONSOLIDATED INCOME STATEMENT RECONCILIATION YEAR ENDED 30 SEPTEMBER 2005

| For the year ended                      | AGAAP<br>Sep 2005<br>\$m | Ref  | Measurement<br>\$m | Ref       | Reclassification<br>\$m | AIFRS<br>Sep 2005<br>\$m |
|---|--------------------------|------|--------------------|-----------|-------------------------|--------------------------|
| Interest income                         | 20,872                   | c    | 421                | vii       | (190)                   | 21,103                   |
| Interest expense                        | (13,790)                 | c    | (369)              |           |                         | (14,159)                 |
| Net interest income                     | 7,082                    |      | 52                 |           | (190)                   | 6,944                    |
| Premium and related revenue             | 906                      |      |                    |           |                         | 906                      |
| Investment revenue                      | 7,698                    | i    | (167)              |           |                         | 7,531                    |
| Claims expense                          | (590)                    |      | , ,                |           |                         | (590)                    |
| Change in policy liabilities            | (5,570)                  |      |                    |           |                         | (5,570)                  |
| Policy acquisition and maintenance      | , i                      |      |                    |           |                         | , ,                      |
| expense                                 | (739)                    |      |                    |           |                         | (739)                    |
| Investment management fees              | (33)                     |      |                    |           |                         | (33)                     |
| Net life insurance income               | 1,672                    |      | (167)              |           |                         | 1,505                    |
| Gains less losses on financial          |                          |      |                    |           |                         |                          |
| instruments at fair value               |                          |      | (5)                | viii      | 644                     | 639                      |
| Movement in the excess of net market    |                          |      |                    |           |                         |                          |
| value over net assets of life insurance |                          |      | (22.5)             |           |                         |                          |
| controlled entities                     | 335                      | b    | (335)              |           | o <del>-</del>          |                          |
| Other operating income                  | 5,102                    | V    | 64                 | vii, viii | 85                      | 5,251                    |
| Significant revenue                     |                          |      |                    |           |                         |                          |
| Proceeds from the sale of controlled    | 2 402                    |      |                    |           |                         | 2 402                    |
| entities                                | 2,493                    |      | (07.6)             |           | 700                     | 2,493                    |
| Total operating income                  | 7,930                    |      | (276)              |           | 729                     | 8,383                    |
| Personnel expenses                      | (3,736)                  | a, e | (71)               |           |                         | (3,807)                  |
| Occupancy related expenses              | (622)                    |      | 1                  |           | 82                      | (539)                    |
| General expenses                        | (2,946)                  | c, h | (82)               | vii       | (621)                   | (3,649)                  |
| Amortisation of goodwill                | (98)                     | f    | 98                 |           |                         |                          |
| Charge to provide for doubtful debts    | (534)                    |      |                    |           |                         | (534)                    |
| Significant expenses                    |                          |      |                    |           |                         |                          |
| Cost of controlled entities sold        | (1,416)                  | a    | 277                |           |                         | (1,139)                  |
| Restructuring expenses                  | (838)                    | a    | 45                 |           |                         | (793)                    |
| Reversal of prior year restructuring    |                          |      |                    |           |                         |                          |
| provision                               | 11                       |      |                    |           |                         | 11                       |
| Foreign currency options trading        | 2.4                      |      |                    |           |                         | 24                       |
| losses                                  | (10.145)                 |      | 260                |           | (520)                   | 34                       |
| Total operating expenses                | (10,145)                 |      | 268                |           | (539)                   | (10,416)                 |
| Profit before income tax expense        | 6,539                    |      | (123)              |           |                         | 6,416                    |
| Income tax expense                      | (1,797)                  | d    | (17)               |           |                         | (1,814)                  |
| Net profit                              | 4,742                    |      | (140)              |           |                         | 4,602                    |
| Net profit attributable to minority     |                          |      |                    |           |                         |                          |
| interest - Life insurance business      | (610)                    |      |                    |           |                         | (610)                    |
| Net profit attributable to members      | (010)                    |      |                    |           |                         | (010)                    |
| of the Company                          | 4,132                    |      | (140)              |           |                         | 3,992                    |

#### CONDENSED CONSOLIDATED BALANCE SHEET RECONCILIATION - 1 OCTOBER 2004

|  | AGAAP<br>30 Sep 2004<br>\$m | Ref        | Transition<br>\$m | Ref   | Reclassification<br>\$m | AIFRS<br>1 Oct 2004<br>\$m |
|--|-----------------------------|------------|-------------------|-------|-------------------------|----------------------------|
| Assets                                       |                             |            |                   |       |                         |                            |
| Cash and liquid assets                       | 8,144                       | c          | 11                |       |                         | 8,155                      |
| Due from other banks                         | 22,939                      |            |                   | v     | 177                     | 23,116                     |
| Trading derivatives                          | 17,939                      |            |                   |       |                         | 17,939                     |
| Trading securities                           | 24,248                      | c          | 4                 | vi    | 107                     | 24,359                     |
| Investments -available for sale              | 4,610                       |            |                   |       |                         | 4,610                      |
| Investments -held to maturity                | 11,513                      |            |                   |       |                         | 11,513                     |
| Investments relating to life insurance       |                             |            |                   |       |                         |                            |
| business                                     | 41,013                      | i, v       | (553)             |       |                         | 40,460                     |
| Loans and advances                           | 247,836                     | c, v       | 5,572             | ii    | (1,004)                 | 252,404                    |
| Due from customers on acceptances            | 16,344                      |            |                   |       |                         | 16,344                     |
| Property, plant and equipment                | 2,257                       | V          | (24)              | i, ii | 1,813                   | 4,046                      |
| Investments in associates and joint          |                             |            |                   |       |                         |                            |
| ventures                                     | 158                         | V          | 16                | vi    | (107)                   | 67                         |
| Goodwill and other intangible assets         | 632                         | b          | 4,176             | i     | 655                     | 5,463                      |
| Regulatory deposits                          | 177                         |            |                   | V     | (177)                   |                            |
| Deferred tax assets                          | 1,301                       | c, d       | 458               |       |                         | 1,759                      |
| Other assets                                 | 11,564                      | a, b, c, h | (5,418)           | ii    | (1,464)                 | 4,682                      |
| Total assets                                 | 410,675                     |            | 4,242             |       |                         | 414,917                    |
| Liabilities                                  |                             |            |                   |       |                         |                            |
| Due to other banks                           | 43,625                      |            |                   |       |                         | 43,625                     |
| Trading derivatives                          | 16,150                      |            |                   |       |                         | 16,150                     |
| Other financial liabilities at fair value    |                             |            |                   | iv    | 845                     | 845                        |
| Deposits and other borrowings                | 219,028                     | c          | 2,179             |       |                         | 221,207                    |
| Liability on acceptances                     | 16,344                      |            |                   |       |                         | 16,344                     |
| Life insurance policy liabilities            | 36,134                      |            |                   |       |                         | 36,134                     |
| Current tax liabilities                      | 203                         |            | 8                 |       |                         | 211                        |
| Deferred tax liabilities                     | 975                         | d          | 46                |       |                         | 1,021                      |
| Provisions                                   | 1,129                       | V          | 48                |       |                         | 1,177                      |
| Bonds, notes and subordinated debt           | 32,573                      | c          | 3,533             |       |                         | 36,106                     |
| Other debt issues                            | 1,612                       |            |                   |       |                         | 1,612                      |
| Defined benefit pension scheme liabilities   |                             | a          | 1,279             |       |                         | 1,279                      |
| Other liabilities                            | 13,136                      | c, v       | (175)             | iv    | (845)                   | 12,116                     |
| Total liabilities                            | 380,909                     |            | 6,918             |       |                         | 387,827                    |
| Net assets                                   | 29,766                      |            | (2,676)           |       |                         | 27,090                     |
| Equity                                       |                             |            |                   |       |                         |                            |
| Contributed equity                           | 10,191                      | i          | (645)             |       |                         | 9,546                      |
| Reserves                                     | 1,194                       | e, g, j    | (18)              |       |                         | 1,176                      |
| Retained profits                             | 14,515                      |            | (2,013)           |       |                         | 12,502                     |
| <b>Total equity (parent entity interest)</b> | 25,900                      |            | (2,676)           |       |                         | 23,224                     |
| Minority interest in controlled entities     |                             |            |                   |       |                         |                            |
| Life insurance business                      | 3,866                       |            |                   |       |                         | 3,866                      |
| Total equity                                 | 29,766                      |            | (2,676)           |       |                         | 27,090                     |

Certain previously disclosed AGAAP balances have been amended where it has been identified that trade date accounting has been incorrectly applied to repurchase and reverse repurchase agreements. The adjustments to the 30 September 2004 AGAAP balance sheet to correct the asset position are a \$64 million increase to Cash and liquid assets, a \$555 million decrease to Due from other banks, and a \$143 million decrease to Other assets. The adjustments to the liability position are a \$143 million decrease to Due to other banks and a \$491 million decrease to Other liabilities.

#### **Financial Report - Note 1: Accounting Principles**

### RECONCILIATION OF TOTAL EQUITY AS AT 1 OCTOBER 2004

|   | Ref | \$m     |
|---|-----|---------|
| Total equity as reported under Australian GAAP as at 30 September 2004          |     | 29,766  |
| AIFRS 1 October 2004 adjustments to total equity                                |     |         |
| ATERS 1 October 2004 augustinents to total equity                               |     |         |
| Impacts on retained earnings  |     |         |
| Recognition of defined benefit pension liability                                | a   | (1,279) |
| Recognition of defined benefit pension asset                                    | a   | 130     |
| Derecognition of net prepaid pension asset                                      | a   | (575)   |
| Derecognition of EMVONA   | b   | (729)   |
| Leasing adjustments   |     | (90)    |
| Transfer to executive share option reserve                                      | e   | (34)    |
| Transfer from foreign currency translation reserve                              | g   | 166     |
| Revenue and expense recognition investment contracts                            | h   | (100)   |
| Reversal of market value decrement on treasury shares                           | i   | 94      |
| Transfer to asset revaluation reserve   | j   | (150)   |
| Other   |     | (55)    |
| Tax effect of transitional adjustments and application of tax-effect accounting |     | 609     |
| Impacts on contributed equity   |     |         |
| Derecognition of treasury shares  | i   | (645)   |
| Impacts on reserves   |     |         |
| Transfer from retained earnings to executive share option reserve               | e   | 34      |
| Transfer from foreign currency translation reserve to retained earnings         | g   | (166)   |
| Increase to asset revaluation reserve   | i   | 114     |
| Total adjustments to equity as at 1 October 2004                                | y   | (2,676) |
| Total equity measured under AIFRS as at 1 October 2004                          |     | 27,090  |
|   |     |         |
| 59  |     |         |

#### CONDENSED CONSOLIDATED BALANCE SHEET RECONCILIATION - 31 MARCH 2005

|  | AGAAP<br>31 Mar 2005<br>\$m | Transition<br>\$m | Ref     | Measurement<br>\$m | Reclassification<br>\$m | AIFRS<br>31 Mar 2005<br>\$m |
|--|-----------------------------|-------------------|---------|--------------------|-------------------------|-----------------------------|
| Assets                                       |                             |                   |         |                    |                         |                             |
| Cash and liquid assets                       | 6,929                       | 11                | c       | 1                  |                         | 6,941                       |
| Due from other banks                         | 18,520                      |                   |         |                    | 121                     | 18,641                      |
| Trading derivatives                          | 17,122                      |                   |         |                    |                         | 17,122                      |
| Trading securities                           | 19,351                      | 4                 |         |                    | 105                     | 19,460                      |
| Investments - available for sale             | 3,474                       |                   |         |                    | 10                      | 3,484                       |
| Investments - held to maturity               | 8,666                       |                   |         |                    |                         | 8,666                       |
| Investments relating to life insurance       |                             |                   |         |                    |                         |                             |
| business                                     | 43,917                      | (553)             | i       | (35)               |                         | 43,329                      |
| Loans and advances                           | 246,756                     | 5,572             | c, v    | (255)              | (1,099)                 | 250,974                     |
| Due from customers on acceptances            | 21,567                      |                   |         |                    |                         | 21,567                      |
| Property, plant and equipment                | 2,019                       | (24)              | V       | (1)                | 1,824                   | 3,818                       |
| Investments in associates and joint          |                             |                   |         |                    |                         |                             |
| ventures                                     | 146                         | 16                |         |                    | (115)                   | 47                          |
| Goodwill and other intangible assets         | 571                         | 4,176             | f       | 35                 | 654                     | 5,436                       |
| Regulatory deposits                          | 121                         |                   |         |                    | (121)                   |                             |
| Deferred tax assets                          | 1,375                       | 458               | c, d    | (116)              |                         | 1,717                       |
| Other assets                                 | 11,867                      | (5,418)           | c       | 8                  | (1,379)                 | 5,078                       |
| Total assets                                 | 402,401                     | 4,242             |         | (363)              |                         | 406,280                     |
| Liabilities                                  |                             |                   |         |                    |                         |                             |
| Due to other banks                           | 35,020                      |                   |         |                    |                         | 35,020                      |
| Trading derivatives                          | 14,911                      |                   |         |                    |                         | 14,911                      |
| Other financial liabilities at fair value    | 159                         |                   |         |                    | 1,571                   | 1,730                       |
| Deposits and other borrowings                | 205,866                     | 2,179             | c       | 191                |                         | 208,236                     |
| Liability on acceptances                     | 21,567                      |                   |         |                    |                         | 21,567                      |
| Life insurance policy liabilities            | 38,494                      |                   |         |                    |                         | 38,494                      |
| Current tax liabilities                      | 125                         | 8                 | d       | 3                  |                         | 136                         |
| Deferred tax liabilities                     | 1,118                       | 46                | a, c, d | (63)               |                         | 1,101                       |
| Provisions                                   | 1,494                       | 48                | a, v    | (37)               |                         | 1,505                       |
| Bonds, notes and subordinated debt           | 36,536                      | 3,533             | c       | (459)              |                         | 39,610                      |
| Other debt issues                            | 1,586                       |                   |         |                    |                         | 1,586                       |
| Defined benefit pension scheme               |                             |                   |         |                    |                         |                             |
| liabilities                                  |                             | 1,279             | a       | (280)              |                         | 999                         |
| Other liabilities                            | 13,524                      | (175)             | c       | 4                  | (1,571)                 | 11,782                      |
| Total liabilities                            | 370,400                     | 6,918             |         | (641)              |                         | 376,677                     |
| Net assets                                   | 32,001                      | (2,676)           |         | 278                |                         | 29,603                      |
| Equity                                       |                             |                   |         |                    |                         |                             |
| Contributed equity                           | 11,322                      | (645)             | i       | 8                  |                         | 10,685                      |
| Reserves                                     | 802                         | (18)              | e, g, j | 42                 |                         | 826                         |
| Retained profits                             | 15,770                      | (2,013)           |         | 228                |                         | 13,985                      |
| <b>Total equity (parent entity interest)</b> | 27,894                      | (2,676)           |         | 278                |                         | 25,496                      |
| Minority interest in controlled entities     |                             |                   |         |                    |                         |                             |
| Life insurance business                      | 4,107                       |                   |         |                    |                         | 4,107                       |
| Total equity                                 | 32,001                      | (2,676)           |         | 278                |                         | 29,603                      |

Certain previously disclosed AGAAP balances have been amended where it has been identified that trade date accounting has been incorrectly applied to repurchase and reverse repurchase agreements. The adjustments to the 31 March 2005 AGAAP balance sheet to correct the asset position are a \$420 million decrease to Trading securities, and a \$159 million increase to Other assets. The adjustments to the liability position are a \$159 million increase to Other financial liabilities at fair value and a \$420 million decrease to Other liabilities.

# RECONCILIATION OF TOTAL EQUITY AS AT 31 MARCH 2005

|   | \$m     |
|---|---------|
| Total equity as reported under Australian GAAP as at 31 March 2005            | 32,001  |
|   |         |
| Total adjustments to equity as at 1 October 2004                              | (2,676) |
|   |         |
| AIFRS adjustments to net profit for the half year ended 31 March 2005         | 223     |
| AIFRS adjustments to equity for the half year ended 31 March 2005             |         |
| Impacts on retained earnings  |         |
| Actuarial movements on defined benefit pension plans                          | (68)    |
| Derecognition of dividend income and realised gains/losses on treasury shares | 10      |
| Transfer from asset revaluation reserve                                       | 31      |
| Transfer to foreign currency translation reserve                              | 32      |
|   |         |
| Impacts on contributed equity   |         |
| Recognition of share-based payments   | 1       |
| Derecognition of treasury shares  | 7       |
|   |         |
| Impacts on reserves   |         |
| Adjustment to executive share option reserve                                  | 36      |
| Adjustment to foreign currency translation reserve                            | 37      |
| Adjustment to asset revaluation reserve                                       | (31)    |
| Total adjustments to equity for the half year ended 31 March 2005             | 278     |
| Total equity measured under AIFRS as at 31 March 2005                         | 29,603  |
|   |         |
|   |         |
| 61  |         |

#### **Financial Report - Note 1: Accounting Policies**

#### CONDENSED CONSOLIDATED BALANCE SHEET RECONCILIATION - 30 SEPTEMBER 2005

|   | AGAAP<br>30 Sep 2005<br>\$m | Transition<br>\$m | Ref           | Measurement<br>\$m | Reclassification<br>\$m | AIFRS<br>30 Sep 2005<br>\$m |
|---|-----------------------------|-------------------|---------------|--------------------|-------------------------|-----------------------------|
| Assets                                    |                             |                   |               |                    |                         |                             |
| Cash and liquid assets                    | 8,430                       | 11                |               |                    |                         | 8,441                       |
| Due from other banks                      | 15,477                      |                   |               |                    | 118                     | 15,595                      |
| Trading derivatives                       | 13,959                      |                   |               |                    |                         | 13,959                      |
| Trading securities                        | 15,075                      | 4                 | c             | 3                  | 72                      | 15,154                      |
| Investments - available for sale          | 3,857                       |                   |               |                    | 3                       | 3,860                       |
| Investments - held to maturity            | 7,466                       |                   |               |                    |                         | 7,466                       |
| Investments relating to life insurance    |                             |                   |               |                    |                         |                             |
| business                                  | 50,500                      | (553)             | i             | (164)              |                         | 49,783                      |
| Loans and advances                        | 260,053                     | 5,572             | c, v          | 262                | (1,213)                 | 264,674                     |
| Due from customers on acceptances         | 27,627                      |                   |               |                    |                         | 27,627                      |
| Property, plant and equipment             | 1,974                       | (24)              | V             | (3)                | 1,882                   | 3,829                       |
| Investments in associates and joint       |                             |                   |               |                    |                         |                             |
| ventures                                  | 75                          | 16                |               |                    | (75)                    | 16                          |
| Goodwill and other intangible assets      | 522                         | 4,176             | b, f          | 146                | 614                     | 5,458                       |
| Regulatory deposits                       | 118                         |                   |               |                    | (118)                   |                             |
| Deferred tax assets                       | 1,430                       | 458               | c, d          | (154)              |                         | 1,734                       |
| Other assets                              | 11,942                      | (5,418)           | a, b, c, h, v | (239)              | (1,283)                 | 5,002                       |
| Total assets                              | 418,505                     | 4,242             |               | (149)              |                         | 422,598                     |
| Liabilities                               |                             |                   |               |                    |                         |                             |
| Due to other banks                        | 36,322                      |                   |               |                    |                         | 36,322                      |
| Trading derivatives                       | 12,407                      |                   | c             | 206                |                         | 12,613                      |
| Other financial liabilities at fair value | (201)                       |                   |               |                    | 1,688                   | 1,487                       |
| Deposits and other borrowings             | 209,079                     | 2,179             | c             | 1,299              |                         | 212,557                     |
| Liability on acceptances                  | 27,627                      |                   |               |                    |                         | 27,627                      |
| Life insurance policy liabilities         | 42,123                      |                   |               |                    |                         | 42,123                      |
| Current tax liabilities                   | 131                         | 8                 | d             |                    |                         | 145                         |
| Deferred tax liabilities                  | 1,250                       | 46                | b, c, d       | (70)               |                         | 1,226                       |
| Provisions                                | 1,823                       | 48                | a, v          | (24)               |                         | 1,847                       |
| Bonds, notes and subordinated debt        | 39,238                      | 3,533             | c             | (1,281)            |                         | 41,490                      |
| Other debt issues                         | 1,559                       |                   |               |                    |                         | 1,559                       |
| Defined benefit pension scheme            |                             |                   |               |                    |                         |                             |
| liabilities                               |                             | 1,279             | a             | (301)              |                         | 978                         |
| Other liabilities                         | 12,867                      | (175)             | c, d, v       | 66                 | (1,688)                 | 11,070                      |
| Total liabilities                         | 384,225                     | 6,918             |               | (99)               |                         | 391,044                     |
| Net assets                                | 34,280                      | (2,676)           |               | (50)               |                         | 31,554                      |
| Equity                                    |                             |                   |               |                    |                         |                             |
| Contributed equity                        | 11,486                      | (645)             | i             | 14                 |                         | 10,855                      |
| Reserves                                  | 667                         | (18)              | a, e, g, j    | 165                |                         | 814                         |
| Retained profits                          | 15,903                      | (2,013)           |               | (229)              |                         | 13,661                      |
| Total equity (parent entity interest)     | 28,056                      | (2,676)           |               | (50)               |                         | 25,330                      |
| Minority interest in controlled entities  |                             |                   |               |                    |                         |                             |
| Life insurance business                   | 6,224                       |                   |               |                    |                         | 6,224                       |
| Total equity                              | 34,280                      | (2,676)           |               | (50)               |                         | 31,554                      |
|   |                             |                   |               |                    |                         |                             |

Certain previously disclosed AGAAP balances have been amended where it has been identified that trade date accounting has been incorrectly applied to repurchase and reverse repurchase agreements. The adjustments to the 30 September 2005 AGAAP balance sheet to correct the asset position are a \$882 million decrease to Trading securities, and a \$201 million increase to Other assets. The adjustments to the liability position are a \$201 million increase to Other financial liabilities at fair value and a \$882 million decrease to Other liabilities.

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# RECONCILIATION OF TOTAL EQUITY AS AT 30 SEPTEMBER 2005

|   | \$m     |
|---|---------|
| Total equity as reported as at 30 September 2005                              | 34,280  |
|   |         |
| Total adjustments to equity as at 1 October 2004                              | (2,676) |
| AIFRS adjustments to net profit for the year ended 30 September 2005          | (140)   |
|   |         |
| AIFRS adjustments to equity for the year ended 30 September 2005              |         |
| Impacts on retained earnings  |         |
| Actuarial movements on defined benefit pension plans                          | (68)    |
| Derecognition of dividend income and realised gains/losses on treasury shares | 10      |
| Transfer from asset revaluation reserve                                       | 31      |
| Transfer to foreign currency translation reserve                              | (62)    |
|   |         |
| Impacts on contributed equity   |         |
| Recognition of share-based payments   | 21      |
| Derecognition of treasury shares  | (7)     |
|   |         |
| Impacts on reserves   |         |
| Adjustment to executive share option reserve                                  | 76      |
| Adjustment to foreign currency translation reserve                            | 124     |
| Adjustment to asset revaluation reserve                                       | (35)    |
| Total adjustments to equity for the year ended 30 September 2005              | (50)    |
| Total equity measured under AIFRS as at 30 September 2005                     | 31,554  |
|   |         |
|   |         |
| 63  |         |

# CONDENSED CONSOLIDATED BALANCE SHEET RECONCILIATION - 1 OCTOBER 2005

|   | AIFRS<br>30 Sep 2005<br>\$m | Ref          | Transition<br>\$m | Ref    | Reclassification<br>\$m | AIFRS<br>1 Oct 2005<br>\$m |
|---|-----------------------------|--------------|-------------------|--------|-------------------------|----------------------------|
| Assets                                    |                             |              |                   |        |                         |                            |
| Cash and liquid assets                    | 8,441                       |              |                   | ix     | (560)                   | 7,881                      |
| Due from other banks                      | 15,595                      |              |                   | ix     | (12)                    | 15,583                     |
| Trading derivatives                       | 13,959                      | k(i)         | 330               | 1      | (35)                    | 14,254                     |
| Trading securities                        | 15,154                      |              | 5                 | x, xi  | (5,512)                 | 9,647                      |
| Other financial assets at fair value      |                             | k(v)         | 477               | ix, l  | 18,463                  | 18,940                     |
| Hedging derivatives                       |                             | k(ii)(iv)    | 292               | xiv    | 353                     | 645                        |
| Investments - available for sale          | 3,860                       |              |                   | xi     | 45                      | 3,905                      |
| Investments - held to maturity            | 7,466                       |              |                   | ix, xi | (4,389)                 | 3,077                      |
| Investments relating to life insurance    |                             |              |                   |        |                         |                            |
| business                                  | 49,783                      | q, u         | 9                 |        |                         | 49,792                     |
| Loans and advances                        | 264,674                     | k(iii), l, m | (44)              | ix     | (14,434)                | 250,196                    |
| Due from customers on acceptances         | 27,627                      | m, t         | (293)             | X      | 6,433                   | 33,767                     |
| Property, plant and equipment             | 3,829                       |              |                   |        |                         | 3,829                      |
| Investments in associates and joint       |                             |              |                   |        |                         |                            |
| ventures                                  | 16                          |              |                   |        |                         | 16                         |
| Goodwill and other intangible assets      | 5,458                       |              |                   |        |                         | 5,458                      |
| Deferred tax assets                       | 1,734                       | S            | 173               |        |                         | 1,907                      |
| Other assets                              | 5,002                       | k(i)(ii)     | (150)             | xiv    | 79                      | 4,931                      |
| Total assets                              | 422,598                     |              | 799               |        | 431                     | 423,828                    |
| Liabilities                               |                             |              |                   |        |                         |                            |
| Due to other banks                        | 36,322                      |              |                   | xii    | (418)                   | 35,904                     |
| Trading derivatives                       | 12,613                      | k(i)         | 474               |        |                         | 13,087                     |
| Other financial liabilities at fair value | 1,487                       | k(v), n      | 311               | xii    | 9,295                   | 11,093                     |
| Hedging derivatives                       |                             | k(ii)(iv)    | (25)              | xiii   | 2,938                   | 2,913                      |
| Deposits and other borrowings             | 212,557                     | p            | 54                | xii    | (8,347)                 | 204,264                    |
| Liability on acceptances                  | 27,627                      | t            | (202)             |        |                         | 27,425                     |
| Life insurance policy liabilities         | 42,123                      | q            | 378               | XV     | 431                     | 42,932                     |
| Current tax liabilities                   | 145                         | S            | (1)               |        |                         | 144                        |
| Deferred tax liabilities                  | 1,226                       | S            | 150               |        |                         | 1,376                      |
| Provisions                                | 1,847                       |              |                   |        |                         | 1,847                      |
| Bonds, notes and subordinated debt        | 41,490                      | k(iii)       | 235               | xii    | (530)                   | 41,195                     |
| Other debt issues                         | 1,559                       | О            | 879               |        |                         | 2,438                      |
| Defined benefit pension scheme            |                             |              |                   |        |                         |                            |
| liabilities                               | 978                         |              |                   |        |                         | 978                        |
| Managed fund units on issue               |                             |              |                   | xiii   | 6,224                   | 6,224                      |
| Other liabilities                         | 11,070                      | k(i), p      | (145)             | xiv    | (2,938)                 | 7,987                      |
| Total liabilities                         | 391,044                     |              | 2,108             |        | 6,655                   | 399,807                    |
| Net assets                                | 31,554                      |              | (1,309)           |        | (6,224)                 | 24,021                     |
| Equity                                    |                             |              |                   |        |                         |                            |
| Contributed equity                        | 10,855                      |              |                   |        |                         | 10,855                     |
| Reserves                                  | 814                         | k(iv), u     | (420)             |        |                         | 394                        |
| Retained profits                          | 13,661                      |              | (889)             |        |                         | 12,772                     |
| Total equity (parent entity               |                             |              |                   |        |                         |                            |
| interest)                                 | 25,330                      |              | (1,309)           |        |                         | 24,021                     |
| Minority interest in controlled entities  |                             |              |                   |        |                         |                            |
| Life insurance business                   | 6,224                       |              |                   | xiii   | (6,224)                 |                            |
| Total equity                              | 31,554                      |              | (1,309)           |        | (6,224)                 | 24,021                     |

# RECONCILIATION OF TOTAL EQUITY AS AT 1 OCTOBER 2005

|  | Ref      | \$m     |
|--|----------|---------|
| Total equity as measured under AIFRS as at 30 September 2005                                     |          | 31,554  |
|  |          |         |
| AIFRS 1 October 2005 adjustments to total equity   |          |         |
|  |          |         |
| Impacts on retained profits  | <b></b>  |         |
| Recognition of non-hedging derivatives   | (k)(i)   | (111)   |
| Recognition of fair value hedging derivatives  | (k)(ii)  | 312     |
| Fair value hedge adjustment to underlying hedged items   | (k)(iii) | (353)   |
| Adjustment to assets and liabilities recorded at fair value through profit and loss              | (k)(v)   | 180     |
| Loan loss provisioning   | (1)      | 384     |
| Revenue recognition - effective yield  | (m)      | (401)   |
| Valuation of financial instruments at bid and offer price  | (n)      | (16)    |
| Revaluation of Exchangeable capital units  | (0)      | (879)   |
| Re-recognition of customer-related financial liabilities   | (p)      | (76)    |
| Derecognition of deferred acquisition costs - life insurance entities                            | (q)      | (384)   |
| Adjustment to policyholder liabilities due to changes in discount rates                          | (q)      | 17      |
| Remeasurement of statutory fund profit   | (u)      | 417     |
| Tax effect of above transitional adjustments   | (s)      | 21      |
|  | (4)      |         |
| Impact on reserves   |          |         |
| Recognition of cash flow hedging derivatives within cash flow hedge reserve (gross amount is \$6 |          |         |
| million)   | (k)(iv)  | (3)     |
| Remeasurement of statutory fund profit   | u        | (417)   |
| , i  |          |         |
| Impact on minority interest  |          |         |
| Reclassification of minority interest to liabilities   | (r), xii | (6,224) |
| Total adjustments to equity as at 1 October 2005   |          | (7,533) |
| Total equity measured under AIFRS as at 1 October 2005   |          | 24,021  |
|  |          | ,,      |

#### **Financial Report - Note 2: Segment Information**

#### 2. SEGMENT INFORMATION

The following segment information is disclosed in accordance with Australian Accounting Standard AASB114 Segment Reporting . For the purposes of this note, a business/primary operating segment is defined as a component of an enterprise about which separate financial information is available that is evaluated regularly by the chief operating decision maker, or decision making group, in assessing performance. The Group results are based on the business segments as reviewed separately by the chief operating decision maker, the Managing Director and Group Chief Executive, as well as other members of senior management.

The Group is organised into four operating segments, which are managed along regional lines: Total Australia, Total United Kingdom and Total New Zealand, which include banking and wealth management products; as well as Institutional Markets & Services (IMS) (which is managed globally). IMS comprises Markets, Corporate Loan Portfolio, Structured Products, Credit Products, Financial Institutions and a Support Services unit, to provide products across the Group s business base. With the exception of Financial Institutions, the client relationships served by IMS are maintained within the regional structures across the Group. The Group s Other business segment includes Corporate Centre and Group Funding, which are not considered to be separate reportable operating segments. Corporate Centre comprises Financial & Risk Management, People & Culture, and Group Development.

Revenues, expenses and tax directly associated with each business segment are included in determining their result. Transactions between business segments are based on agreed recharges between segments operating within the same country and are at arm s length between segments operating in different countries.

#### **Business Segments**

| Total<br>Australia<br>\$m | Total<br>UK<br>\$m | Total<br>New<br>Zealand<br>\$m | Institutional<br>Markets &<br>Services<br>\$m           | Other<br>\$m   | Inter-<br>segment<br>eliminations<br>\$m   | Total<br>Group<br>\$m   |
|---------------------------|--------------------|--------------------------------|---|--|--|---|
|                           |                    |                                |   |  |  |   |
|                           |                    |                                |   |  |  |   |
|                           |                    |                                |   |  |  |   |
|                           |                    |                                |   |  |  |   |
|                           |                    |                                |   |  |  |   |
| 8,929                     | 1,423              | 648                            | 667   | 70   | (108)  | 11,629  |
| 895                       | 191                | 154                            | 187   | (193)  | -  | 1,234   |
|                           |                    |                                |   | , ,  |  |   |
|                           |                    |                                |   |  |  |   |
| 6,747                     | 3,994              | 643                            | 762   | 114  | (125)  | 12,135  |
| 1,099                     | 1,439              | 153                            | 316   | (249)  | _  | 2,758   |
|                           | 8,929<br>895       | Australia                      | Total VW Zealand Sm | Total Australia \$\frac{1}{9}\$ UK         New Zealand \$\frac{1}{9}\$ Markets & Services \$\frac{1}{9}\$ m           \$m         \$m         \$\frac{1}{9}\$ Markets & Services \$\frac{1}{9}\$ m           8,929         1,423         648         667           895         191         154         187           6,747         3,994         643         762 | Total Australia \$\frac{1}{8}m\$         Total UK Zealand \$\frac{1}{8}m\$         New Services \$\frac{1}{8}m\$         Markets & Services \$\frac{1}{8}m\$         Other \$\frac{1}{8}m\$           8,929         1,423         648         667         70           895         191         154         187         (193)           6,747         3,994         643         762         114 | Total Australia \$\frac{1}{9}\$ UK         New \$\frac{1}{9}\$ Markets & Services \$\frac{1}{9}\$ Other \$\frac{1}{9}\$ m         segment eliminations \$\frac{1}{9}\$ m           8,929         1,423         648         667         70         (108)           895         191         154         187         (193)         -           6,747         3,994         643         762         114         (125) |

<sup>(1)</sup> Includes net interest income, total other income and premium and related revenue, and investment revenue from Net Life Insurance income.

#### Financial Report - Note 3: Revenue

#### **3. REVENUE (1)**

|  | Mar 06<br>\$m | Half Year to<br>Sep 05<br>\$m | Mar 05<br>\$m |
|--|---------------|-------------------------------|---------------|
| Gains less losses on financial instruments at fair value |               |                               |               |
| Trading income   |               | 293                           | 346           |
| Ineffectiveness on hedging instruments                   |               |                               |               |
| Other fair value movements                               |               |                               |               |
|  |               | 293                           | 346           |
| Other operating income                                   |               |                               |               |
| Dividends received                                       |               | 2                             |               |
| Profit on sale of property, plant and equipment          |               | 59                            | 5             |
| Loan fees  |               | 774                           | 749           |
| Money transfer fees                                      |               | 300                           | 322           |
| Foreign exchange income / (expense)                      |               | 39                            | (17)          |
| Fees and commissions                                     |               | 760                           | 768           |
| Fleet service fees                                       |               | 79                            | 75            |
| Rentals received on leased vehicle assets                |               | 379                           | 361           |
| Investment management fees                               |               | 175                           | 174           |
| Other income   |               | 127                           | 120           |
|  |               | 2,694                         | 2,557         |

<sup>(1)</sup> As part of the transition to AIFRS, the Group has reviewed the classification of items within the above note. As a result, certain items have been reclassified to a more descriptive line item. In particular \$157 million in March 2005 and \$150 million in September 2005 have been transferred from Money transfer fees to Fees and commissions. Note there have been no changes at the total revenue level other than the AIFRS measurement adjustments set out in Note 1(b).

#### **Financial Report - Note 4: Operating Expenses**

#### 4. OPERATING EXPENSES (1)

|   | Mar 06<br>\$m | Half Year to<br>Sep 05<br>\$m | Mar 05<br>\$m |
|---|---------------|-------------------------------|---------------|
| Personnel expenses                      |               |                               |               |
| Salaries and related on costs           |               | 1,525                         | 1,527         |
| Equity based payments                   |               | 60                            | 37            |
| Superannuation (2)                      |               | 126                           | 171           |
| Other                                   |               | 188                           | 173           |
|   |               | 1,899                         | 1,908         |
| Occupancy expenses                      |               |                               |               |
| Rental on operating leases              |               | 168                           | 174           |
| Other                                   |               | 94                            | 103           |
|   |               | 262                           | 277           |
| General expenses                        |               |                               |               |
| Advertising and marketing               |               | 116                           | 112           |
| Operational risk losses (3)             |               | 165                           | 40            |
| Communications, postage and stationery  |               | 199                           | 200           |
| Depreciation and amortisation           |               | 205                           | 213           |
| Depreciation on leased vehicle assets   |               | 279                           | 266           |
| Fees and commissions                    |               | 108                           | 68            |
| Computer equipment and software         |               | 120                           | 124           |
| Rental on operating leases              |               | 52                            | 51            |
| Professional fees                       |               | 250                           | 200           |
| Travel                                  |               | 37                            | 37            |
| Freight and cartage                     |               | 40                            | 43            |
| Motor vehicle expenses                  |               | 12                            | 15            |
| Insurance                               |               | 16                            | 19            |
| Data communication & processing charges |               | 48                            | 48            |
| Impairment of goodwill                  |               |                               |               |
| Other (4)                               |               | 285                           | 281           |
|   |               | 1,932                         | 1,717         |
| Total                                   |               | 4,093                         | 3,902         |

<sup>(1)</sup> As part of the transition to AIFRS, the Group has reviewed the classification of items within the above note. As a result, certain items have been reclassified to a more descriptive line item predominantly out of General expenses - Other . Note there have been no changes at the total expenses level other than the AIFRS measurement adjustments set out in Note 1(b).

<sup>(2)</sup> Included within superannuation expenses are defined benefit pension costs for September 2005 half year \$34m and March 2005 half year \$95m.

<sup>(3)</sup> September 2005 half year includes costs relating to fee refunds for Choice package (\$81m), BAD tax (\$4m) and fixed rate interest only loans (\$26m). March 2005 half year includes costs relating to fee refunds for BAD tax (\$10m).

(4) Other expenses in the March 2005 half year includes self-insurance costs relating to the Northern Bank robbery (\$49m) and the South Korea legal action (\$49m).

#### **Financial Report - Note 5: Income Tax Expense**

#### 5. INCOME TAX EXPENSE

|  | Mar 06<br>\$m | Half Year to<br>Sep 05<br>\$m | Mar 05<br>\$m |
|--|---------------|-------------------------------|---------------|
| Group  |               |                               |               |
| Profit before income tax expense   |               |                               |               |
| Australia  |               | 1,987                         | 1,772         |
| Overseas   |               | 784                           | 1,873         |
| Add/deduct: (Profit)/loss before income tax expense attributable to the life     |               |                               |               |
| insurance statutory funds and their controlled trusts                            |               | (1,106)                       | (544)         |
| Total profit excluding that attributable to the statutory funds of the life      |               |                               |               |
| insurance business, before income tax expense                                    |               | 1,665                         | 3,101         |
| Prima facie income tax at 30%  |               | 500                           | 930           |
| Tax effect of amounts not deductible/(assessable):                               |               |                               |               |
| Assessable foreign income  |               | 5                             | 7             |
| Non-allowable depreciation on buildings  |               | 4                             | 3             |
| Rebate of tax on dividends, interest etc   |               | (13)                          | (16)          |
| Foreign tax rate differences   |               | 25                            | 11            |
| Deferred tax assets not recognised/(recognised)                                  |               | (45)                          | 35            |
| Prior periods adjustments to income tax expense                                  |               | (32)                          | 3             |
| Interest expense on exchangeable capital units                                   |               | 15                            | 16            |
| Non-assessable branch income   |               | (27)                          | (17)          |
| Derecognition of treasury shares   |               | 16                            | 10            |
| Profit on sale of Irish Banks  |               | 21                            | (393)         |
| Settlement of tax dispute on TrUEPrS <sup>SM</sup> (1)                           |               | 97                            |               |
| Other  |               | 67                            | (48)          |
| Total income tax expense on profit excluding that attributable to the            |               |                               |               |
| statutory funds of the life insurance business                                   |               | 633                           | 541           |
| Income tax expense/(revenue) attributable to the statutory funds of the life     |               |                               |               |
| insurance business   |               | 448                           | 192           |
| Total income tax expense   |               | 1,081                         | 733           |
| Effective tax rate, excluding statutory funds attributable to the life insurance |               |                               |               |
| business   |               | 38.0%                         | 17.4%         |

<sup>(1)</sup> TrUEPrSSM is a service mark of Merill Lynch & Co., Inc.

#### Financial Report - Note 6: Dividends and Distributions

#### 6. DIVIDENDS AND DISTRIBUTIONS

|  | Amount<br>per<br>share<br>cents | Franked<br>amount<br>per<br>share<br>% | Foreign<br>source<br>dividend<br>per share<br>% | Total<br>amount<br>\$m |
|--|---------------------------------|--|---|------------------------|
| Dividends on ordinary shares   |                                 |  |   |                        |
| Interim dividend declared in respect of the six months ended 31 March 2006 |                                 |  |   |                        |
|  |                                 |  |   |                        |
| Final dividend paid in respect of the year ended 30                        |                                 |  | •   |                        |
| September 2005   | 83                              | 80                                     | 20  | 1,327                  |
| Interim dividend paid in respect of the six months                         |                                 |  |   |                        |
| ended 31 March 2005  | 83                              | 80                                     | 20  | 1,297                  |
|  |                                 |  |   |                        |
| Total dividends paid or payable in respect of the year                     |                                 |  |   |                        |
| ended 30 September 2005  | 166                             |  |   | 2,624                  |

|   | 31 Mar 06                 |                        | 30 Sep 05                          |                        | 31 Mar 05                          |                        |
|---|---------------------------|------------------------|------------------------------------|------------------------|------------------------------------|------------------------|
|   | Amount per security cents | Total<br>amount<br>\$m | Amount<br>per<br>security<br>cents | Total<br>amount<br>\$m | Amount<br>per<br>security<br>cents | Total<br>amount<br>\$m |
| Distributions on other equity instruments |                           |                        |                                    |                        |                                    |                        |
| National Income Securities                |                           |                        |                                    |                        |                                    |                        |
| Distributions for the six months ended    |                           |                        | 345                                | 69                     | 335                                | 67                     |
| Trust Preferred Securities                |                           |                        |                                    |                        |                                    |                        |
| Distributions for the six months ended    |                           |                        | 6,500                              | 26                     | 7,000                              | 28                     |
| Trust Preferred Securities II (1)         |                           |                        |                                    |                        |                                    |                        |
| Distributions for the six months ended    |                           |                        | 1,750                              | 14                     |                                    |                        |

<sup>(1)</sup> On 23 March 2005, 800,000 Trust Preferred Securities of US\$1,000 were issued. No distributions were payable for the six months ended 31 March 2005.

#### Financial Report - Note 7: Gross Loans, Advances & Acceptances

#### 7. GROSS LOANS, ADVANCES & ACCEPTANCES

|  |                  | As at            |                  |
|--|------------------|------------------|------------------|
|  | 31 Mar 06<br>\$m | 30 Sep 05<br>\$m | 31 Mar 05<br>\$m |
| Gross loans & advances at amortised cost |                  | 269,198          | 255,291          |
| Unearned income                          |                  | (2,106)          | (1,912)          |
| Provision for doubtful debts             |                  | (2,418)          | (2,405)          |
| Net loans & advances                     |                  | 264,674          | 250,974          |
| Securitised loans (1)                    |                  | 5,912            | 5,393            |

(1) From 1 October 2004 the AIFRS consolidation rules required the Group to consolidate securitisation special purpose entities that were not previously consolidated under AGAAP. As a result of structural changes to certain entities made during the 2005 year, a number of special purpose entities were deconsolidated from 1 October 2005. These amounts are embedded within gross loans & advances.

| By product & region           | Australia<br>\$m | Europe<br>\$m | New<br>Zealand<br>\$m | United<br>States<br>\$m | Asia<br>\$m | Total<br>Group<br>\$m |
|-------------------------------|------------------|---------------|-----------------------|-------------------------|-------------|-----------------------|
| As at 31 March 2006           | Ψ                | ΨΠ            | Ψ                     | ΨΠ                      | ΨΗ          | ΨΗ                    |
| Housing lending               |                  |               |                       |                         |             |                       |
| Term lending                  |                  |               |                       |                         |             |                       |
| Overdrafts                    |                  |               |                       |                         |             |                       |
| Leasing                       |                  |               |                       |                         |             |                       |
| Credit cards                  |                  |               |                       |                         |             |                       |
| Other                         |                  |               |                       |                         |             |                       |
| Fair value adjustment         |                  |               |                       |                         |             |                       |
| Gross loans & advances        |                  |               |                       |                         |             |                       |
| Acceptances                   |                  |               |                       |                         |             |                       |
| Total gross loans, advances & |                  |               |                       |                         |             |                       |
| acceptances                   |                  |               |                       |                         |             |                       |
| Gross loans & advances        |                  |               |                       |                         |             |                       |
| Loans at amortised cost       |                  |               |                       |                         |             |                       |
| Loans at fair value (2)       |                  |               |                       |                         |             |                       |
| Gross loans & advances        |                  |               |                       |                         |             |                       |

<sup>(2)</sup> On the balance sheet this amount is included within other financial assets at fair value.

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| Term lending (1)         32,824         22,675         15,572         2,241         1,143         74,455           Overdrafts         5,036         5,809         1,457         12,302           Leasing         10,102         6,065         29         17         16,213           Credit cards         4,194         1,524         1,051         6,769           Other         6,248         1,289         114         28         7,679           Gross loans & advances         176,122         54,537         34,616         2,241         1,682         269,198           Acceptances         27,612         15         27,627 | By product & region           | Australia<br>\$m | Europe<br>\$m | New<br>Zealand<br>\$m | United<br>States<br>\$m | Asia<br>\$m | Total<br>Group<br>\$m |
|--|-------------------------------|------------------|---------------|-----------------------|-------------------------|-------------|-----------------------|
| Term lending (1)         32,824         22,675         15,572         2,241         1,143         74,453           Overdrafts         5,036         5,809         1,457         12,302           Leasing         10,102         6,065         29         17         16,213           Credit cards         4,194         1,524         1,051         6,769           Other         6,248         1,289         114         28         7,679           Gross loans & advances         176,122         54,537         34,616         2,241         1,682         269,198           Acceptances         27,612         15         27,627 | As at 30 September 2005       |                  |               |                       |                         |             |                       |
| Overdrafts         5,036         5,809         1,457         12,302           Leasing         10,102         6,065         29         17         16,213           Credit cards         4,194         1,524         1,051         6,769           Other         6,248         1,289         114         28         7,679           Gross loans & advances         176,122         54,537         34,616         2,241         1,682         269,198           Acceptances         27,612         15         27,622  | Housing lending (1)           | 117,718          | 17,175        | 16,393                |                         | 494         | 151,780               |
| Leasing         10,102         6,065         29         17         16,213           Credit cards         4,194         1,524         1,051         6,769           Other         6,248         1,289         114         28         7,679           Gross loans & advances         176,122         54,537         34,616         2,241         1,682         269,198           Acceptances         27,612         15         27,622  | Term lending (1)              | 32,824           | 22,675        | 15,572                | 2,241                   | 1,143       | 74,455                |
| Credit cards         4,194         1,524         1,051         6,769           Other         6,248         1,289         114         28         7,679           Gross loans & advances         176,122         54,537         34,616         2,241         1,682         269,198           Acceptances         27,612         15         27,622  | Overdrafts                    | 5,036            | 5,809         | 1,457                 |                         |             | 12,302                |
| Other         6,248         1,289         114         28         7,679           Gross loans & advances         176,122         54,537         34,616         2,241         1,682         269,198           Acceptances         27,612         15         27,622   | Leasing                       | 10,102           | 6,065         | 29                    |                         | 17          | 16,213                |
| Gross loans & advances         176,122         54,537         34,616         2,241         1,682         269,198           Acceptances         27,612         15         27,622  | Credit cards                  | 4,194            | 1,524         | 1,051                 |                         |             | 6,769                 |
| Acceptances 27,612 15 27,622   | Other                         | 6,248            | 1,289         | 114                   |                         | 28          | 7,679                 |
| .,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,  | Gross loans & advances        | 176,122          | 54,537        | 34,616                | 2,241                   | 1,682       | 269,198               |
| Total gross loans, advances &  | Acceptances                   | 27,612           | 15            |                       |                         |             | 27,627                |
| 1044 8100 10410, 44 41100 44   | Total gross loans, advances & |                  |               |                       |                         |             |                       |
| acceptances 203,734 54,552 34,616 2,241 1,682 296,825  | acceptances                   | 203,734          | 54,552        | 34,616                | 2,241                   | 1,682       | 296,825               |
|  |                               |                  |               |                       |                         |             |                       |
| As at 31 March 2005  | As at 31 March 2005           |                  |               |                       |                         |             |                       |
| Housing lending (1) 109,605 15,289 15,399 617 140,910  | Housing lending (1)           | 109,605          | 15,289        | 15,399                |                         | 617         | 140,910               |
| Term lending (1) 30,613 22,702 14,407 2,758 1,975 72,455   | Term lending (1)              | 30,613           | 22,702        | 14,407                | 2,758                   | 1,975       | 72,455                |
| Overdrafts 4,651 5,261 1,326 11,238  | Overdrafts                    | 4,651            | 5,261         | 1,326                 |                         |             | 11,238                |
| Leasing 9,420 6,204 21 21 15,666   | Leasing                       | 9,420            | 6,204         | 21                    |                         | 21          | 15,666                |
| Credit cards 4,213 1,542 1,066 6,82  | Credit cards                  | 4,213            | 1,542         | 1,066                 |                         |             | 6,821                 |
| Other 4,345 2,435 1,005 416 8,201  | Other                         | 4,345            | 2,435         | 1,005                 |                         | 416         | 8,201                 |
| Gross loans & advances 162,847 53,433 33,224 2,758 3,029 255,295   | Gross loans & advances        | 162,847          | 53,433        | 33,224                | 2,758                   | 3,029       | 255,291               |
| Acceptances 21,498 46 23 21,566  | Acceptances                   | 21,498           | 46            | 23                    |                         |             | 21,567                |
| Total gross loans, advances &  | •                             |                  |               |                       |                         |             |                       |
| acceptances 184,345 53,479 33,247 2,758 3,029 276,858  | acceptances                   | 184,345          | 53,479        | 33,247                | 2,758                   | 3,029       | 276,858               |

<sup>(1)</sup> Housing lending and term lending balances for 30 September 2005 and 31 March 2005 have been restated to reflect the reclassification of certain personal investment housing loan products previously included within business loan products and classified within term lending. This change has arisen from increased granularity of product data which is now available from the Group s financial systems which enables these housing loans to be unbundled from the business loan products and reported as housing lending. This results in a reclassification from term lending to housing lending of \$10,275 million as at 30 September 2005 and \$9,088 million as at 31 March 2005.

#### **Financial Report - Note 8: Doubtful Debts**

#### 8. DOUBTFUL DEBTS

#### Total charge for doubtful debts by Region

|                                      | Half Year to  |               |               |
|--------------------------------------|---------------|---------------|---------------|
|                                      | Mar 06<br>\$m | Sep 05<br>\$m | Mar 05<br>\$m |
| Australia                            |               | 122           | 198           |
| Europe                               |               | 108           | 74            |
| New Zealand                          |               | 26            | 8             |
| United States                        |               | 3             | 4             |
| Asia                                 |               | (6)           | (3)           |
| Total charge to provide for doubtful |               |               |               |
| debts                                |               | 253           | 281           |

#### Movement in provisions for doubtful debts

|  | Half Year to Mar 06 |                   |              | Ha              | lf Year to Sep 05 |              |
|--|---------------------|-------------------|--------------|-----------------|-------------------|--------------|
|  | Specific<br>\$m     | Collective<br>\$m | Total<br>\$m | Specific<br>\$m | General<br>\$m    | Total<br>\$m |
| Opening balance - AGAAP                |                     |                   |              | 390             | 2,034             | 2,424        |
| Transitional adjustments 1/10/2005     |                     |                   |              |                 |                   |              |
| Opening balance - AIFRS                |                     |                   |              | 390             | 2,034             | 2,424        |
| Transfer to/(from) specific/collective |                     |                   |              |                 |                   |              |
| provision                              |                     |                   |              | 184             | (184)             |              |
| Bad debts recovered                    |                     |                   |              | 107             |                   | 107          |
| Bad debts written off                  |                     |                   |              | (300)           |                   | (300)        |
| Charge to income statement             |                     |                   |              |                 | 253               | 253          |
| Foreign currency translation and other |                     |                   |              |                 |                   |              |
| adjustments (1)                        |                     |                   |              | (23)            | (39)              | (62)         |
| Total provisions for doubtful debts    |                     |                   |              |                 |                   |              |
| (2)                                    |                     |                   |              | 358             | 2,064             | 2,422        |

|  | Half Year to Mar 06 |                   |              | Hal             | lf Year to Mar 05 |              |
|--|---------------------|-------------------|--------------|-----------------|-------------------|--------------|
|  | Specific<br>\$m     | Collective<br>\$m | Total<br>\$m | Specific<br>\$m | General<br>\$m    | Total<br>\$m |
| Opening balance - AGAAP                |                     |                   |              | 412             | 2,116             | 2,528        |
| Transitional adjustments 1/10/2005     |                     |                   |              |                 |                   |              |
| Opening balance - AIFRS                |                     |                   |              | 412             | 2,116             | 2,528        |
| Transfer to/(from) specific/collective |                     |                   |              |                 |                   |              |
| provision                              |                     |                   |              | 238             | (238)             |              |
| Bad debts recovered                    |                     |                   |              | 88              |                   | 88           |
| Bad debts written off                  |                     |                   |              | (299)           |                   | (299)        |
| Charge to income statement             |                     |                   |              |                 | 281               | 281          |
| Provision of controlled entities sold  |                     |                   |              | (21)            | (92)              | (113)        |
| Foreign currency translation and other |                     |                   |              |                 |                   |              |
| adjustments                            |                     |                   |              | (28)            | (33)              | (61)         |
| Total provisions for doubtful debts    |                     |                   |              |                 |                   |              |
| (2)                                    |                     |                   |              | 390             | 2,034             | 2,424        |

| (1) In 2005, this include | led a \$41 million | reduction in th | e specific | provision fo | r doubtful | debts that | arose on | the sale of |
|---------------------------|--------------------|-----------------|------------|--------------|------------|------------|----------|-------------|
| certain loans during th   | ıe year.           |                 |            |              |            |            |          |             |

(2) Specific provision includes amounts for off balance sheet credit exposures.

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#### Financial Report - Note 9: Asset Quality

#### 9. ASSET QUALITY

#### Summary of impaired assets

|   |                  | As at            |                  |
|---|------------------|------------------|------------------|
|   | 31 Mar 06<br>\$m | 30 Sep 05<br>\$m | 31 Mar 05<br>\$m |
| Gross non-accrual loans (1)                   |                  | 1,022            | 1,115            |
| Gross restructured loans                      |                  | 5                | 1                |
| Gross assets acquired through security        |                  |                  |                  |
| enforcement                                   |                  |                  | 2                |
| Gross impaired assets                         |                  | 1,027            | 1,118            |
| Less: Specific provisions - non-accrual loans |                  | (316)            | (353)            |
| Net impaired assets                           |                  | 711              | 765              |

#### Total impaired assets by region

|                       | As at 31 M   | As at 31 Mar 06 |              | As at 30 Sep 05 |              | Mar 05     |
|-----------------------|--------------|-----------------|--------------|-----------------|--------------|------------|
|                       | Gross<br>\$m | Net<br>\$m      | Gross<br>\$m | Net<br>\$m      | Gross<br>\$m | Net<br>\$m |
| Australia             |              |                 | 761          | 560             | 757          | 525        |
| Europe                |              |                 | 137          | 69              | 172          | 103        |
| New Zealand           |              |                 | 103          | 70              | 89           | 67         |
| United States         |              |                 | 25           | 12              | 98           | 69         |
| Asia                  |              |                 | 1            |                 | 2            | 1          |
| Total impaired assets |              |                 | 1.027        | 711             | 1.118        | 765        |

#### Movement in gross impaired assets

|   | Australia<br>\$m | Europe<br>\$m | New<br>Zealand<br>\$m | United<br>States<br>\$m | Asia<br>\$m | Total<br>\$m |
|---|------------------|---------------|-----------------------|-------------------------|-------------|--------------|
| Balance at 30 September 2004                | 700              | 333           | 87                    | 155                     | 1           | 1,276        |
| New   | 283              | 44            | 25                    | 2                       | 1           | 355          |
| Written off                                 | (63)             | (52)          | (2)                   | (1)                     |             | (118)        |
| Returned to performing or repaid            | (163)            | (60)          | (19)                  | (47)                    |             | (289)        |
| Impaired assets of controlled entities sold |                  |               |                       |                         |             |              |
| (2)   |                  | (84)          |                       |                         |             | (84)         |
| Foreign currency translation adjustments    |                  | (9)           | (2)                   | (11)                    |             | (22)         |
| Balance at 31 March 2005                    | 757              | 172           | 89                    | 98                      | 2           | 1,118        |
| New   | 204              | 99            | 35                    | 1                       |             | 339          |
| Written off                                 | (143)            | (43)          | (4)                   | (1)                     | (1)         | (192)        |
| Returned to performing or repaid            | (57)             | (83)          | (16)                  | (74)                    |             | (230)        |
| Foreign currency translation adjustments    |                  | (8)           | (1)                   | 1                       |             | (8)          |
| Balance at 30 September 2005                | 761              | 137           | 103                   | 25                      | 1           | 1,027        |
| New   |                  |               |                       |                         |             |              |
| Written off                                 |                  |               |                       |                         |             |              |
| Returned to performing or repaid            |                  |               |                       |                         |             |              |
| Foreign currency translation adjustments    |                  |               |                       |                         |             |              |
| Gross impaired assets at 31 March 2006      |                  |               |                       |                         |             |              |

(1) Non-accrual loans are those loans meeting the APRA definition and consist of: retail loans (excluding credit card loans and portfolio managed facilities) which are contractually past due 90 days with security insufficient to cover principal and arrears of interest revenue; non retail loans which are contractually past due and there is sufficient doubt about the ultimate collectibility of principal and interest to warrant the cessation of the recognition of interest revenue; and impaired off-balance sheet credit exposures where current circumstances indicate that losses may be incurred. Unsecured portfolio managed facilities whereby they become non accrual at 180 days.

(2) Impaired assets of the Irish Banks, which were disposed on 28 February 2005.

#### Gross non-accrual loans to gross loans & acceptances - by region

|  | 31 Mar 06<br>% | As at<br>30 Sep 05<br>% | 31 Mar 05<br>% |
|--|----------------|-------------------------|----------------|
| Australia  |                | 0.37                    | 0.41           |
| Europe   |                | 0.25                    | 0.32           |
| New Zealand  |                | 0.30                    | 0.27           |
| United States  |                | 1.12                    | 3.48           |
| Asia   |                | 0.06                    | 0.07           |
| Total gross non-accrual loans to gross loans & acceptances (1) |                | 0.34                    | 0.40           |

(1) Includes loans at amortised cost plus those at fair value.

| Group coverage ratios   |       |       |
|---|-------|-------|
| Net impaired assets to total equity (2)                               | 2.8   | 3.0   |
| Net impaired assets to total equity plus collective provision (2) (3) | 2.6   | 2.8   |
| Specific provision to gross impaired assets                           | 34.9  | 34.9  |
| Total provision to gross impaired assets (3)                          | 235.8 | 216.8 |
| Collective provision to total risk-weighted assets (3)                | 0.71  | 0.73  |
| Collective provision to credit risk-weighted assets (3) (4)           | 0.75  | 0.76  |

(2) Total parent entity interest in equity.

(3) Includes provision against both loans at amortised cost and at fair value.

(4) From 1 July 2006, a General Reserve for Credit Losses will be established to align with APRA s proposed benchmark of 0.5% of total risk-weighted credit risk assets (refer Supplementary Information - Capital Adequacy note).

The amounts below are not classified as impaired assets and therefore are not included in the summary on the previous page.

#### Accruing loans 90 days past due - by region

|                                 |                  | As at            |                  |  |
|---------------------------------|------------------|------------------|------------------|--|
|                                 | 31 Mar 06<br>\$m | 30 Sep 05<br>\$m | 31 Mar 05<br>\$m |  |
| Australia                       |                  | 671              | 734              |  |
| Europe                          |                  | 123              | 124              |  |
| New Zealand                     |                  | 25               | 22               |  |
| Asia                            |                  |                  | 4                |  |
| Total 90 day past due loans (5) |                  | 819              | 884              |  |

(5) Accruing loans 90 days past due includes gross portfolio-managed facilities past due 90 to 180 days.

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| Financial Report - Notes 10 & 11  |
|---|
| 10. DETAILS OF ASSOCIATES AND JOINT VENTURE ENTITIES  |
| Interests in associates   |
| Interests in joint venture entities   |
| 11. DETAILS OF CONTROLLED ENTITIES ACQUIRED OR DISPOSED OF DURING THE PERIOD  |
| The sale of Northern Bank Limited and National Irish Bank Limited (the Irish Banks) to Danske Bank A/S was completed on 28 February 2005 generating a profit on sale after all disposal costs, including taxation, of \$1,320 million (ie \$1,276 after tax in the March 2005 half plus \$44 million after tax in the September 2005 half). Under the terms of the sale agreement, the Company has certain indemnification obligations and standard warranties that survive the completion of the sale. |
| Transitional services are provided to Danske Bank A/S in respect of the Irish Banks to assist in the smooth transition of ownership of those businesses. Transitional services are provided at cost and are expected to be in place for up to 18 months from the date of sale.  |
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|   |

#### Financial Report - Note 12: Deposits & Other Borrowings

#### 12. DEPOSITS & OTHER BORROWINGS

|   | As at 31 Mar 06 |        |         |        |      |       |
|---|-----------------|--------|---------|--------|------|-------|
|   |                 |        | New     | United |      |       |
|   | Australia       | Europe | Zealand | States | Asia | Total |
|   | \$m             | \$m    | \$m     | \$m    | \$m  | \$m   |
| By product & region                         |                 |        |         |        |      |       |
| Deposits not bearing interest               |                 |        |         |        |      |       |
| On-demand and short-term deposits           |                 |        |         |        |      |       |
| Certificates of deposit                     |                 |        |         |        |      |       |
| Term deposits                               |                 |        |         |        |      |       |
| Total deposits                              |                 |        |         |        |      |       |
| Securities sold under agreements to         |                 |        |         |        |      |       |
| repurchase                                  |                 |        |         |        |      |       |
| Borrowings                                  |                 |        |         |        |      |       |
| Fair value adjustment                       |                 |        |         |        |      |       |
| Total deposits and other borrowings         |                 |        |         |        |      |       |
| Total deposits and other borrowings at cost |                 |        |         |        |      |       |
| Total deposits at fair value (1)            |                 |        |         |        |      |       |
| Total deposits and other borrowings         |                 |        |         |        |      |       |
| -   |                 |        |         |        |      |       |

<sup>(1)</sup> On the balance sheet this amount is included within Other financial liabilities at fair value .

|                                     |                  |               | As at 30              | Sep 05                  |             |              |
|-------------------------------------|------------------|---------------|-----------------------|-------------------------|-------------|--------------|
|                                     | Australia<br>\$m | Europe<br>\$m | New<br>Zealand<br>\$m | United<br>States<br>\$m | Asia<br>\$m | Total<br>\$m |
| By product & region                 |                  |               |                       |                         |             |              |
| Deposits not bearing interest       | 6,544            | 3,248         | 595                   | 592                     | 2           | 10,981       |
| On-demand and short-term deposits   | 51,694           | 22,529        | 7,485                 | 2,247                   | 747         | 84,702       |
| Certificates of deposit             | 13,934           | 8,936         | 3,424                 | 475                     |             | 26,769       |
| Term deposits                       | 34,065           | 10,061        | 13,092                | 3,063                   | 3,294       | 63,575       |
| Total deposits                      | 106,237          | 44,774        | 24,596                | 6,377                   | 4,043       | 186,027      |
| Securities sold under agreements to |                  |               |                       |                         |             |              |
| repurchase                          | 2,429            | 1,874         |                       | 805                     |             | 5,108        |
| Borrowings                          | 13,638           |               | 1,576                 | 6,208                   |             | 21,422       |
| Total deposits and other borrowings | 122,304          | 46,648        | 26,172                | 13,390                  | 4,043       | 212,557      |
|                                     |                  | _             | As at 31 I            | United                  |             |              |
|                                     | Australia<br>\$m | Europe<br>\$m | Zealand<br>\$m        | States<br>\$m           | Asia<br>\$m | Total<br>\$m |
| By product & region                 |                  |               |                       |                         |             |              |
| Deposits not bearing interest       | 6,209            | 3,317         | 522                   | 488                     | 2           | 10,538       |
| On-demand and short-term deposits   | 47,338           | 21,513        | 7,650                 | 2,512                   | 2,266       | 81,279       |
| Certificates of deposit             | 22,563           | 8,263         | 3,175                 | 468                     |             | 34,469       |
| Term deposits                       | 32,798           | 9,593         | 12,456                | 3,906                   | 3,526       | 62,279       |

| Total deposits                      | 108,908 | 42,686 | 23,803 | 7,374 | 5,794 | 188,565 |
|-------------------------------------|---------|--------|--------|-------|-------|---------|
| Securities sold under agreements to |         |        |        |       |       |         |
| repurchase                          | 2,000   | 1,493  |        | 242   |       | 3,735   |
| Borrowings                          | 13,072  | 366    | 2,093  | 405   |       | 15,936  |
| Total deposits and other borrowings | 123,980 | 44,545 | 25,896 | 8,021 | 5,794 | 208,236 |
|                                     |         |        |        |       |       |         |

#### **Financial Report - Note 13: Contributed Equity**

#### 13. CONTRIBUTED EQUITY AND RESERVES

|  | 31 Mar 06 | As at<br>30 Sep 05 | 31 Mar 05 |
|--|-----------|--------------------|-----------|
|  | \$m       | \$m                | \$m       |
| Contributed equity                           |           |                    |           |
| Issued and paid-up share capital             |           |                    |           |
| Ordinary shares, fully paid                  |           | 6,921              | 6,751     |
| Ordinary shares, partly paid to 25 cents (1) |           |                    |           |
| Other contributed equity                     |           |                    |           |
| National Income Securities                   |           | 1,945              | 1,945     |
| Trust Preferred Securities                   |           | 975                | 975       |
| Trust Preferred Securities II                |           | 1,014              | 1,014     |
|  |           | 10,855             | 10,685    |

<sup>(1)</sup> Ordinary shares, partly paid to 25 cents have a value of less than \$1 million.

|   | 31 Mar 06<br>\$m | As at<br>30 Sep 05<br>\$m | 31 Mar 05<br>\$m |
|---|------------------|---------------------------|------------------|
| Movements in contributed equity                                 | ·                | ·                         | ·                |
| Ordinary share capital  |                  |                           |                  |
| Balance at beginning of period                                  | 6,921            | 6,751                     | 7,271            |
| AIFRS transition adjustment (derecognition of treasury shares)  |                  |                           | (645)            |
| Restated opening balance  | 6,921            | 6,751                     | 6,626            |
| Shares issued   |                  |                           |                  |
| Dividend reinvestment plan                                      |                  | 102                       | 103              |
| Executive share option plan no. 2                               |                  | 30                        | 14               |
| Paying up of partly paid shares                                 |                  | 1                         |                  |
| Exchangeable capital units converted                            |                  | 31                        |                  |
| (Purchase)/sale and vesting of treasury shares                  |                  | (14)                      | 7                |
| Current period equity based payments expense vested immediately |                  | 3                         | 1                |
| Transfer on vesting of equity based payments                    |                  | 17                        |                  |
| Balance at end of period  |                  | 6,921                     | 6,751            |
| National Income Securities                                      |                  |                           |                  |
| Balance at beginning of period                                  |                  | 1,945                     | 1,945            |
| Movement during period  |                  |                           |                  |
| Balance at end of period  |                  | 1,945                     | 1,945            |
| Trust Preferred Securities                                      |                  |                           |                  |
| Balance at beginning of period                                  |                  | 975                       | 975              |
| Movement during period  |                  |                           |                  |
| Balance at end of period  |                  | 975                       | 975              |
| Trust Preferred Securities II                                   |                  |                           |                  |
| Balance at beginning of period                                  |                  | 1,014                     |                  |
| Movement during period  |                  |                           | 1,014            |
| Balance at end of period  |                  | 1,014                     | 1,014            |

#### **Financial Report - Note 13: Contributed Equity**

|   | 31 Mar 06<br>\$m | As at<br>30 Sep 05<br>\$m | 31 Mar 05<br>\$m |
|---|------------------|---------------------------|------------------|
| Reserves  | Ψ                | ΨΠ                        | ΨΙΙΙ             |
| General reserve   |                  | 1,111                     | 920              |
| Asset revaluation reserve                                   |                  | 97                        | 100              |
| Foreign currency translation reserve                        |                  | (504)                     | (264)            |
| Equity based payments reserve                               |                  | 110                       | 70               |
| Total reserves  |                  | 814                       | 826              |
|   | 31 Mar 06<br>\$m | As at<br>30 Sep 05<br>\$m | 31 Mar 05<br>\$m |
| Movements in reserves                                       |                  |                           |                  |
| General reserve   |                  |                           |                  |
| Balance at beginning of period                              | 1,111            | 920                       | 942              |
| AIFRS transition adjustment                                 | (417)            |                           |                  |
| Restated opening balance                                    | 694              | 920                       | 942              |
| Transfer from/(to) retained profits                         |                  | 191                       | (22)             |
| Balance at end of period                                    |                  | 1,111                     | 920              |
| Asset revaluation reserve                                   | 0-               | 400                       | 0.6              |
| Balance at beginning of period                              | 97               | 100                       | 86               |
| AIFRS transition adjustment                                 | 0-               | 400                       | 114              |
| Restated opening balance                                    | 97               | 100                       | 200              |
| Revaluation of land and buildings                           |                  | (6)                       |                  |
| Tax on revaluation adjustments                              |                  | 3                         |                  |
| Transfer to retained profits                                |                  |                           | (100)            |
| Transfer to retained profits on sale of controlled entities |                  | 07                        | (100)            |
| Balance at end of period                                    |                  | 97                        | 100              |
| Cash flow hedge reserve                                     |                  |                           |                  |
| Balance at beginning of period                              | (2)              |                           |                  |
| AIFRS transition adjustment                                 | (3)              |                           |                  |
| Restated opening balance                                    | (3)              |                           |                  |
| Foreign currency translation reserve                        | ( <b>70</b> 4)   | (24)                      | 122              |
| Balance at beginning of period                              | (504)            | (264)                     | 166              |
| AIFRS transition adjustment                                 | (504)            | (0(4)                     | (166)            |
| Restated opening balance                                    | (504)            | (264)                     | (251)            |
| Currency translation adjustments                            |                  | (187)                     | (351)            |
| Transfer from retained profits                              |                  | 21                        | 27               |
| Transfer to income statement on sale of controlled entities |                  | (74)                      | 60               |
| Balance at end of period                                    |                  | (504)                     | (264)            |
| Equity based payments reserve                               | 110              | 70                        |                  |
| Balance at beginning of period                              | 110              | 70                        | 34               |
| AIFRS transition adjustment  Restated opening balance       | 110              | 70                        |                  |
| Current period equity based payments expense not yet vested | 110              | 57                        | 34<br>36         |
| Transfer to ordinary share capital on vesting               |                  | (17)                      | 30               |
| Balance at end of period                                    |                  | 110                       | 70               |
| paramet at the or period                                    |                  | 110                       | 70               |

#### **Financial Report - Note 13: Contributed Equity**

|  |                  | As at            |                  |
|--|------------------|------------------|------------------|
|  | 31 Mar 06<br>\$m | 30 Sep 05<br>\$m | 31 Mar 05<br>\$m |
| Reconciliation of Movement in Retained Profits                         |                  |                  |                  |
| Balance at beginning of period   | 13,661           | 13,985           | 14,515           |
| AIFRS transition adjustments   | (889)            |                  | (2,013)          |
| Restated opening balance   | 12,772           | 13,985           | 12,502           |
| Actuarial gains/(losses) on defined benefit plans                      |                  |                  | (68)             |
| Treasury shares adjustment (after tax)                                 |                  |                  | 10               |
| Net profit attributable to members of the Company                      |                  | 1,234            | 2,758            |
| Total available for appropriation                                      |                  | 15,219           | 15,202           |
| Transfer from/(to) general reserve                                     |                  | (191)            | 22               |
| Transfer from asset revaluation reserve on sale of controlled entities |                  |                  | 100              |
| Transfer to foreign currency translation reserve                       |                  | (21)             | (27)             |
| Dividends paid   |                  | (1,237)          | (1,217)          |
| Distributions on other equity instruments                              |                  | (109)            | (95)             |
| Balance at end of period   |                  | 13,661           | 13,985           |
|  |                  |                  |                  |
|  |                  |                  |                  |

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#### Financial Report - Note 14: Notes to the Cash Flow Statement

#### 14. NOTES TO THE CASH FLOW STATEMENT

# (a) Reconciliation of net profit attributable to members of the Company to net cash provided by/(used in) operating activities

|  | Half ' | Year to      |
|--|--------|--------------|
|  | Mar 06 | Mar 05       |
| Net profit attributable to members of the Company                                    | \$m    | \$m<br>2,758 |
| Add/(deduct): Non-cash items   |        | 2,730        |
| Decrease/(increase) in interest receivable   |        | 132          |
| Increase/(decrease) in interest payable  |        | (55)         |
| Increase/(decrease) in unearned income   |        | (61)         |
| Fair value movements   |        |              |
| Assets, liabilities and derivatives designated at fair value through profit and loss |        | (1,158)      |
| Increase/(decrease) in personnel provisions  |        | 230          |
| Increase/(decrease) in other operating provisions                                    |        | 68           |
| Equity based payments expense recognised in equity or reserves                       |        | 37           |
| Charge to provide for doubtful debts   |        | 281          |
| Depreciation and amortisation expense  |        | 479          |
| Movement in life insurance policyholder liabilities                                  |        | 2,865        |
| Unrealised (gain)/loss on investments relating to life insurance business            |        | (2,120)      |
| Decrease/(increase) in other assets  |        | (205)        |
| Increase/(decrease) in other liabilities   |        | (742)        |
| Increase/(decrease) in income tax payable  |        | 156          |
| Increase/(decrease) in deferred tax liabilities                                      |        | (56)         |
| Decrease/(increase) in deferred tax assets   |        | (127)        |
| Add/(deduct): Operating cash flows items not included in profit                      |        | (8,500)      |
| Add/(deduct): Investing or financing cash flows included in profit                   |        |              |
| (Profit)/loss on sale of controlled entities, before income tax expense/(benefit)    |        | (1,261)      |
| (Profit)/loss on investments classified as available-for-sale and held to maturity   |        | 4            |
| (Profit)/loss on sale of property, plant, equipment and other assets                 |        | (4)          |
| Write-off of property, plant, equipment and other assets                             |        | 1            |
| Net cash provided by/(used in) operating activities                                  |        | (7,278)      |

#### (b) Reconciliation of cash and cash equivalents

For the purposes of reporting cash flows, cash and cash equivalents include cash and liquid assets, due from other banks and due to other banks.

Cash and cash equivalents at the end of the period as shown in the statement of cash flows relates to the following items on the statement of financial position:

| Cash and cash equivalents   |          |
|---|----------|
| Assets  |          |
| Cash and liquid assets  | 6,941    |
| Treasury and other eligible bills   |          |
| Due from other banks, excluding mandatory deposits with supervisory central banks | 18,519   |
|   | 25,460   |
| Liabilities   |          |
| Due to other banks  | (35,020) |
| Total cash and cash equivalents   | (9,560)  |

Cash comprises cash on hand and demand deposits. Cash equivalents are short-term, highly liquid investments that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value.

#### (c) Non-cash financing and investing activities

|  | Half Year to |        |
|--|--------------|--------|
|  | Mar 06       | Mar 05 |
|  | \$m          | \$m    |
| New share issues                       |              |        |
| Dividend reinvestment plan             |              | 103    |
| Bonus share plan                       |              | 72     |
| Movement in assets under finance lease |              | 1      |

#### (d) Financing arrangements

The Group held no standby lines of credit or other financing arrangements for the 31 March 2005 half year.

#### (e) Sale of controlled entities

The following sales were made during the half year to 31 March 2005:

A controlled entity, National Europe Holdings (Ireland) Limited, the immediate parent of Northern Bank Limited and National Irish Bank Limited was sold on 28 February 2005;

The operating results of the controlled entities have been included in the Group s Income Statement up to the date of sale. Details of the sales were as follows:

|   | Mar 06<br>\$m | Mar 05<br>\$m |
|---|---------------|---------------|
| Cash consideration received   |               | 2,514         |
| Net assets of controlled entities sold                                    |               |               |
| Cash and liquid assets  |               | 1,041         |
| Due from other banks  |               | 1,053         |
| Investment - held to maturity   |               | 691           |
| Loans and advances  |               | 13,333        |
| Property, plant and equipment   |               | 194           |
| Other assets  |               | 342           |
| Due to other banks  |               | (2,113)       |
| Due to customers  |               | (12,340)      |
| Provisions  |               | (78)          |
| Retirement benefit obligations  |               | (286)         |
| Other liabilities   |               | (874)         |
| Total net assets of controlled entities sold                              |               | 963           |
| Goodwill  |               | 13            |
| Foreign currency translation reserve relating to controlled entities sold |               | 60            |

| Costs of disposal of controlled entities sold                                    | 217   |
|--|-------|
| Profit/(loss) on sale of controlled entities before income tax expense/(benefit) | 1,261 |
|  |       |
|  |       |
| 82   |       |

| inancial Report - Note 16: Disposal Groups Classified as Held for Sale |
|--|
| 5. CONTINGENT LIABILITIES & COMMITMENTS                                |
| 6. DISPOSAL GROUPS CLASSIFIED AS HELD FOR SALE                         |
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17. SUBSEQUENT EVENTS

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SECTION 6

## RESULTS FOR THE HALF YEAR ENDED

## SUPPLEMENTARY INFORMATION

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## Supplementary information - 1. Net Interest Margins & Spreads

#### 1. NET INTEREST MARGINS & SPREADS

|   | Mar 06<br>% | Half Year to<br>Sep 05<br>% | Mar 05<br>% | Fav /<br>(Unfav)<br>Change on<br>Sep 05<br>basis pts | Fav /<br>(Unfav)<br>Change on<br>Mar 05<br>basis pts |
|---|-------------|-----------------------------|-------------|--|--|
| Group   |             |                             |             | -  | •  |
| Gross interest spread (1)                       |             | 1.70                        | 1.71        |  |  |
| Interest forgone on impaired assets             |             | (0.02)                      | (0.01)      |  |  |
| Net interest spread (2)                         |             | 1.68                        | 1.70        |  |  |
| Benefit of net free liabilities, provisions and |             |                             |             |  |  |
| equity  |             | 0.46                        | 0.42        |  |  |
| Net interest margin (3)                         |             | 2.14                        | 2.12        |  |  |

<sup>(1)</sup> Gross interest spread represents the difference between the average interest rate earned (inclusive of interest forgone on impaired assets) and the average interest rate incurred on funds.

(3) Net interest margin is net interest income as a percentage of average interest-earning assets.

|                                  | Interest earning assets (\$bn) (1) |             |             |          |          |   |
|----------------------------------|------------------------------------|-------------|-------------|----------|----------|---|
|                                  | Half Year                          | r to Mar 06 | Half Year t | o Sep 05 | Variance |   |
|                                  | \$bn                               | Mix %       | \$bn        | Mix %    | \$bn     | % |
| Reconciliation of divisional     |                                    |             |             |          |          |   |
| margins to Group margin          |                                    |             |             |          |          |   |
| Australian Banking               |                                    |             | 158.5       | 49       |          |   |
| UK Banking                       |                                    |             | 43.1        | 13       |          |   |
| New Zealand Banking              |                                    |             | 29.8        | 9        |          |   |
| Institutional Markets & Services |                                    |             | 131.4       | 41       |          |   |
| Other (2)                        |                                    |             | (39.7)      | (12)     |          |   |
| Group                            |                                    |             | 323.1       | 100      |          |   |

|                                  | Net interest income (\$m) Half Year to Mar 06 Half Year to Sep 05 Variance |       |       |       |     | ance |
|----------------------------------|--|-------|-------|-------|-----|------|
|                                  | \$m  | Mix % | \$m   | Mix % | \$m | %    |
| Reconciliation of divisional     |  |       |       |       |     |      |
| margins to Group margin          |  |       |       |       |     |      |
| (cont d)                         |  |       |       |       |     |      |
| Australian Banking               |  |       | 1,958 | 56    |     |      |
| UK Banking                       |  |       | 807   | 23    |     |      |
| New Zealand Banking              |  |       | 371   | 11    |     |      |
| Institutional Markets & Services |  |       | 244   | 7     |     |      |

<sup>(2)</sup> Net interest spread represents the difference between the average interest rate earned and the average interest rate incurred on funds.

| Other (2) | 92    | 3   |  |
|-----------|-------|-----|--|
| Group     | 3,472 | 100 |  |

|                                  | Net interest margin |           |          | Contrib   | oution to Group mar | gin (3)  |
|----------------------------------|---------------------|-----------|----------|-----------|---------------------|----------|
|                                  | HY Mar 06           | HY Sep 05 | Variance | HY Mar 06 | HY Sep 05           | Variance |
| Reconciliation of divisional     |                     |           |          |           |                     |          |
| margins to Group margin          |                     |           |          |           |                     |          |
| (cont d)                         |                     |           |          |           |                     |          |
| Australian Banking               |                     | 2.46%     |          |           | 1.21%               |          |
| UK Banking                       |                     | 3.73%     |          |           | 0.50%               |          |
| New Zealand Banking              |                     | 2.48%     |          |           | 0.23%               |          |
| Institutional Markets & Services |                     | 0.37%     |          |           | 0.15%               |          |
| Other (2)                        |                     | (0.46)%   |          |           | 0.05%               |          |
| Group                            |                     |           |          |           | 2.14%               |          |

<sup>(1)</sup> Interest-earning assets include intercompany balances.

<sup>(2)</sup> Other includes the Wealth Management regional operations, Asian Banking, Group Funding, Corporate Centre and Inter-divisional eliminations.

<sup>(3)</sup> Divisional net interest margin multiplied by % share of Group average interest-earning assets.

Supplementary Information - 2. Gross Loans, Advances & Acceptances By Division

#### 2. GROSS LOANS, ADVANCES & ACCEPTANCES BY DIVISION

|   | Total<br>Australia | Total<br>UK | Total<br>New<br>Zealand | Total<br>IMS | Other (1) | Total<br>Group |
|---|--------------------|-------------|-------------------------|--------------|-----------|----------------|
| By Division                               | \$m                | \$m         | \$m                     | \$m          | \$m       | \$m            |
| As at 31 March 2006                       |                    |             |                         |              |           |                |
| Als at 31 March 2000                      |                    |             |                         |              |           |                |
| Housing lending                           |                    |             |                         |              |           |                |
| Non-housing lending (2)                   |                    |             |                         |              |           |                |
| <b>Total gross loans and advances (2)</b> |                    |             |                         |              |           |                |
| Acceptances                               |                    |             |                         |              |           |                |
| Total gross loans and acceptances         |                    |             |                         |              |           |                |
| As at 30 September 2005                   |                    |             |                         |              |           |                |
| •   |                    |             |                         |              |           |                |
| Housing lending                           | 118,107            | 17,175      | 16,361                  | 32           | 105       | 151,780        |
| Non-housing lending                       | 39,903             | 25,890      | 13,142                  | 38,460       | 23        | 117,418        |
| Total gross loans and advances            | 158,010            | 43,065      | 29,503                  | 38,492       | 128       | 269,198        |
| Acceptances                               | 30,782             | 15          |                         | 3,287        | (6,457)   | 27,627         |
| Total gross loans and acceptances         | 188,792            | 43,080      | 29,503                  | 41,779       | (6,329)   | 296,825        |
| As at 31 March 2005                       |                    |             |                         |              |           |                |
|   |                    |             |                         |              |           |                |
| Housing lending                           | 110,135            | 15,289      | 15,371                  | 28           | 87        | 140,910        |
| Non-housing lending                       | 37,030             | 24,403      | 12,296                  | 40,599       | 53        | 114,381        |
| Total gross loans and advances            | 147,165            | 39,692      | 27,667                  | 40,627       | 140       | 255,291        |
| Acceptances                               | 27,261             | 46          | 23                      | 3,969        | (9,732)   | 21,567         |
| Total gross loans and acceptances         | 174,426            | 39,738      | 27,690                  | 44,596       | (9,592)   | 276,858        |

<sup>(1)</sup> Other lending includes Group Funding, Corporate Centre and intra-group elimination entries. Other acceptances includes NAB-issued acceptances bought back by NAB that at 30 September 2005 and 31 March 2005 were classified within Trading Securities.

<sup>(2)</sup> Includes loans accounted for at fair value which are included within other financial assets at fair value in the balance sheet.

#### Supplementary Information - 3. Capital Adequacy

#### 3. CAPITAL ADEQUACY

#### Regulatory capital position

Under guidelines issued by APRA, life insurance and funds management activities are excluded from the calculation of risk-weighted assets, and the related controlled entities are deconsolidated for the purposes of calculating capital adequacy. The intangible component of the investment in these controlled entities (the difference between the appraisal value and the embedded value) is deducted from Tier 1 capital, and the embedded value is deducted from the total of eligible Tier 1 and Tier 2 capital. Additionally, any profits from these activities included in the Group s results are excluded from the determination of Tier 1 capital to the extent that they have not been remitted to the Company in the form of dividends. A reconciliation of capital under the different bases is provided.

#### **AIFRS Transitional Arrangements**

APRA requires regulatory capital to continue to be calculated in accordance with AGAAP until 1 July 2006. As such, the effect to total equity of all material AIFRS transitional adjustments up to 1 October 2005 has been reversed.

Under APRA transitional arrangements intended to apply until 1 January 2008, a General Reserve for Credit Losses will be established at 1 July 2006. This will be an appropriation from retained earnings to non distributable reserves and will qualify as Tier 2 capital. The reserve will be calculated on a basis which aligns the Group s coverage ratios with the APRA benchmark of 0.5% of total risk-weighted credit risk assets. The Group estimates that on a proforma basis, the reserve would amount to \$157 million at 1 October 2005 and \$XX at 31 March 2006.

|  |           | As at      |           |
|--|-----------|------------|-----------|
|  | 31 Mar 06 | 30 Sep 05  | 31 Mar 05 |
|  | \$m       | <b>\$m</b> | \$m       |
| Reconciliation to shareholder s funds  |           |            |           |
| Contributed equity   |           | 11,486     | 11,322    |
| Reserves   |           | 667        | 802       |
| Retained profits   |           | 15,903     | 15,770    |
| Minority interest  |           | 6,224      | 4,107     |
| Total equity per consolidated balance sheet                                    |           | 34,280(1)  | 32,001(1) |
| Reverse effect to total equity of AIFRS transitional adjustments as at October |           |            |           |
| 1 2004 (2)   |           |            |           |
| D. C. C. L. C. LEDG. L. L. L. L. C. L. L.                                      |           |            |           |

Reverse effect to total equity of AIFRS transitional adjustments for year ended 30 September 2005 (2)

Reverse effect to total equity of AIFRS transitional adjustments at 1 October 2005 (2)

Reverse effect of AIFRS during 6 Months to 31 March 2006(2)

Additional AIFRS impact to contributed equity of exchangeable capital units converted (3)

Foreign exchange losses on exchangeable capital units

| Treasury Shares   |           |           |
|---|-----------|-----------|
| Pensions actuarial estimate   |           |           |
| Pensions reforms revenue  |           |           |
| Movement in cash flow hedge reserve                                 |           |           |
| General provision for doubtful debts (4)                            |           |           |
| Adjusted total equity per APRA s transitional arrangements          | 34,280(1) | 32,001(1) |
|   |           |           |
| Estimated reinvestment under dividend reinvestment plan             | 152       | 151       |
| Less: Goodwill (6)  | (522)     | (571)     |
| Estimated final dividend  | (1,304)   | (1,293)   |
| Intangible assets - Wealth Management (5)                           | (2,448)   | (2,448)   |
| Asset revaluation reserve (6)                                       | (18)      | (17)      |
| Deconsolidation of Wealth Management profits (net of dividends) (5) | (799)     | (305)     |
| DTA (excluding DTA on the general provision for doubtful debts) (7) | (143)     | (55)      |
| Non - qualifying minority interest                                  | (6,224)   | (4,107)   |
| Capitalised expenses  | (195)     | (200)     |
| Tier 1 capital  | 22,779    | 23,156    |

|   | 31 Mar 06<br>\$m | As at<br>30 Sep 05<br>\$m | 31 Mar 05<br>\$m |
|---|------------------|---------------------------|------------------|
| Asset revaluation reserve (6)                           |                  | 18                        | 17               |
| General provision for doubtful debts (6)                |                  | 1,443                     | 1,415            |
| Perpetual floating rate notes                           |                  | 328                       | 324              |
| Dated subordinated debts                                |                  | 7,422                     | 8,475            |
| Exchangeable capital units                              |                  | 1,231                     | 1,262            |
| Notional revaluation of investment securities to market |                  | (18)                      |                  |
| Tier 2 capital  |                  | 10,424                    | 11,493           |
| Other deductions (8)                                    |                  | (2,922)                   | (2,922)          |
|   |                  |                           |                  |
| Total regulatory capital                                |                  | 30,281                    | 31,727           |
|   |                  |                           |                  |
| Risk-weighted assets - credit risk                      |                  | 276,540                   | 266,854          |
| Risk-weighted assets - market risk (9)                  |                  | 13,293                    | 12,294           |
| Total risk-weighted assets (9)                          |                  | 289,833                   | 279,148          |
| Risk adjusted capital ratios                            |                  |                           |                  |
| Tier 1  |                  | 7.86%                     | 8.30%            |
| Tier 2  |                  | 3.60%                     | 4.12%            |
| Deductions  |                  | (1.01)%                   | (1.05)%          |
| Total capital   |                  | 10.45%                    | 11.37%           |

<sup>(1)</sup> Total equity on an AGAAP basis

- (2) APRA requires regulatory capital to continue to be calculated in accordance with AGAAP until 1 July 2006. All transitional changes to capital as a result of adopting AIFRS on 1 October 2005 have been reversed.
- (3) APRA requires the capital treatment of exchangeable capital units to be consistent with AGAAP on an ongoing basis.
- (4) The adjustment to equity for general provision for doubtful debts arises primarily as a consequence of methodology differences in calculating loan loss provisions. The AGAAP general provision is based on expected losses over the entire expected life of a loan facility using committed exposures.
- (5) Per APRA s transitional arrangements, it was agreed to deduct the value as at 30 September 2005 of the intangible component of the carrying value of the Wealth Management business from Tier 1 Capital until 1 July 2006.
- (6) Consistent with APRA requirements, reported on an AGAAP basis until 1 July 2006.
- (7) APRA requires any excess deferred tax asset (excluding deferred tax asset impact on the general provision for doubtful debts) over deferred tax liabilities be deducted from Tier 1 capital.
- (8) Includes \$2,922 million investment in non-consolidated controlled entities, net of intangible component deducted from Tier 1 capital (Sep 05: \$2,922 million, Mar 05: \$2,922 million).
- (9) Risk-weighted assets market risk is calculated based on the Standard Method.

|   | AGAAP Basis<br>As at |                  |                  |
|---|----------------------|------------------|------------------|
|   | 31 Mar 06<br>\$m     | 30 Sep 05<br>\$m | 31 Mar 05<br>\$m |
| Adjusted common equity ratio reconciliation (1) |                      |                  |                  |
| Tier 1 capital                                  |                      | 22,779           | 23,156           |
| Adjusted for:                                   |                      |                  |                  |
| National Income Securities                      |                      | (1,945)          | (1,945)          |
| Trust Preferred Securities                      |                      | (975)            | (975)            |
| Trust Preferred Securities II                   |                      | (1,014)          | (1,014)          |
| Other deductions                                |                      | (2,922)          | (2,922)          |
| Adjusted common equity                          |                      | 15,923           | 16,300           |
| Total risk-weighted assets                      |                      | 289,833          | 279,148          |
| Adjusted common equity ratio                    |                      | 5.49%            | 5.84%            |

#### Wealth Management capital adequacy position

The Group conservatively manages the capital adequacy and solvency position of its Wealth Management entities separately from that of the banking business by reference to regulatory and internal requirements. The majority of the Group s Wealth Management entities are separately regulated and need to meet APRA s capital adequacy and solvency standards. In addition, internal Board policy ensures that capital is held in excess of minimum regulatory capital requirements in order to provide a conservative buffer. There are two entities within the Wealth Management group with credit ratings, MLC Lifetime Company Limited and MLC Ltd, both of which have the same Standard and Poor s long-term credit rating as the National (AA-).

The Group also seeks to efficiently manage the capital base of the Wealth Management group and targets conservative levels of financial leverage to enhance shareholder value. The Group targets an overall gearing ratio (debt to debt plus equity) for the Wealth Management group of 20% to 25%, which is consistent with a AA- credit rating. Equity for the purposes of this calculation represents the value of the Group s investment in Wealth Management plus subordinated hybrid instruments qualifying for equity credit for rating agency purposes (up to a maximum of 15% of total equity). Currently there are no such instruments on issue. As at 31 March 2006, the Wealth Management gearing ratio was xx% (30 September 2005: 21%) and interest cover was xx.x times (30 September 2005: 13.8 times).

The total deduction from the Group s capital position in respect of Wealth Management entities at 31 March 2006 was \$x,xxx million (30 September 2005: \$6,169; 31 March 2005: \$5,675 million). The components of the Wealth Management capital deduction are outlined below.

|   | 31 Mar 06 | As at<br>30 Sep 05 | 31 Mar 05 |
|---|-----------|--------------------|-----------|
| Components of Wealth Management deduction from capital Wealth         |           |                    |           |
| Management deductions from tier 1 capital                             |           |                    |           |
| Intangible assets (2)   |           | 2,448              | 2,448     |
| Deconsolidation of Wealth Management profits (net of dividends)       |           | 799                | 305       |
| Wealth Management deductions from total capital                       |           |                    |           |
| Investment in non-consolidated controlled entities (net of intangible |           |                    |           |
| component deducted from Tier 1)                                       |           | 2,922              | 2,922     |
| <b>Total Wealth Management deduction from capital</b>                 |           | 6,169              | 5,675     |

<sup>(1)</sup> The ACE Ratio is calculated on an AGAAP basis until 1 July 2006.

(2) Per APRA s transitional arrangements, it was agreed to deduct the value as at 30 September 2005 of the intangible component of the carrying value of the Wealth Management business from Tier 1 Capital until 1 July 2006.

## **Supplementary Information - 4. Net Life Insurance Income**

## 4. NET LIFE INSURANCE INCOME

| Premium and related revenue       472       434         Investment revenue (1)       4,750       2,802         Life insurance income excluding IORE       5,222       3,236         Claims expense       (303)       (287)         Change in policy liabilities       (3,499)       (2,071) | Fav /<br>(Unfav)<br>Change on<br>Mar 05<br>% |
|---|--|
| Life insurance income excluding IORE 5,222 3,236 Claims expense (303) (287)   |  |
| Claims expense (303) (287)  |  |
|   |  |
| Change in policy liabilities (3,499) (2,071)  |  |
|   |  |
| Policy acquisition and maintenance expense (374)  |  |
| Investment management fees (15)   |  |
| Life insurance expenses (4,191) (2,741)   |  |
| Net life insurance income excluding IORE 1,031 495  |  |
| Investment earnings on shareholders retained  |  |
| profits & capital from life businesses (IORE) 83 63   |  |
| Net life insurance income 1,114 558   |  |
| Interest expense - life insurance funds (8) (14)  |  |
| Profit of life insurance funds before income  |  |
| tax 1,106 544   |  |
| Income tax expense - life insurance funds (448) (192)   |  |
| Net profit of life insurance funds before   |  |
| minority interest 658 352   |  |
| Net profit attributable to minority interest (456) (154)  |  |
| Net profit of life insurance funds after  |  |
| minority interest 202 198   |  |

<sup>(1)</sup> Investment revenue excluding investment earnings on shareholders retained profits and capital from life businesses.

## Sources of Operating Profit from Life Companies life insurance funds

| 138 | 139                   |                                 |
|-----|-----------------------|---------------------------------|
| 1   | 11                    |                                 |
| (5) |                       |                                 |
| 134 | 150                   |                                 |
|     |                       |                                 |
| 68  | 48                    |                                 |
|     |                       |                                 |
| 202 | 198                   |                                 |
|     | 1<br>(5)<br>134<br>68 | 1 11<br>(5)<br>134 150<br>68 48 |

- (2) Reflects operating profit of all business written through life insurance funds, irrespective of the business type (investment or insurance).
- (3) Investment earnings on shareholders retained profits and capital from life businesses after Minority Interest.

Net life insurance income is the profit before tax excluding net interest income of the life insurance and investments businesses of the life insurance funds of the life insurance companies of the Group.

## **Supplementary Information - 5. Full Time Equivalent Employees**

## 5. FULL TIME EQUIVALENT EMPLOYEES (1)

|  | As at            |                  |                  | Change on   |             |  |
|--|------------------|------------------|------------------|-------------|-------------|--|
|  | 31 Mar 06<br>No. | 30 Sep 05<br>No. | 31 Mar 05<br>No. | Sep 05<br>% | Mar 05<br>% |  |
| By Division                            |                  |                  |                  |             |             |  |
| Australian Banking                     |                  | 17,837           | 18,528           |             |             |  |
| Wealth Management Australia            |                  | 3,842            | 3,903            |             |             |  |
| Asia Banking & Wealth Management       |                  | 449              | 501              |             |             |  |
| Total Australia                        |                  | 22,128           | 22,932           |             |             |  |
| Total UK                               |                  | 9,480            | 9,772            |             |             |  |
| Total New Zealand                      |                  | 4,645            | 4,549            |             |             |  |
| Institutional Markets & Services       |                  | 1,920            | 2,005            |             |             |  |
| Other (incl. Group Funding & Corporate |                  |                  |                  |             |             |  |
| Centre)                                |                  | 760              | 703              |             |             |  |
| Total full time equivalent employees   |                  |                  |                  |             |             |  |
| (FTEs)                                 |                  | 38,933           | 39,961           |             |             |  |
|  |                  |                  |                  |             |             |  |
| Average half year FTEs                 |                  | 39,395           | 42,591           |             |             |  |

<sup>(1)</sup> Full-time equivalent staff include part-time staff (pro-rated) and non-payroll FTEs (ie. contractors).

## **Supplementary Information - 6. Exchange Rates**

## 6. EXCHANGE RATES

## **Exchange rates**

|                       | Mar 06 | Statement of<br>Financial Performance<br>Average<br>Half Year to<br>Sep 05 | Mar 05 | 31 Mar 06 | Statement of<br>Financial Position<br>Spot as at<br>30 Sep 05 | 31 Mar 05 |
|-----------------------|--------|--|--------|-----------|---|-----------|
| British Pounds        |        | 0.4198   | 0.4085 |           | 0.4326  | 0.4114    |
| Euros                 |        | 0.6165   | 0.5883 |           | 0.6329  | 0.5974    |
| United States Dollars |        | 0.7642   | 0.7667 |           | 0.7617  | 0.7726    |
| New Zealand Dollars   |        | 1.0863   | 1.0831 |           | 1.0991  | 1.0883    |
|                       |        | 93   |        |           |   |           |

#### Supplementary Information - 7. Earnings per Share

#### 7. EARNINGS PER SHARE

|                             |       | Mar 06      | Half Year to<br>Sep 05 |                 |           |             |  |  | 15 |
|-----------------------------|-------|-------------|------------------------|-----------------|-----------|-------------|--|--|----|
| Earnings per Share          | Basic | Diluted (1) | Basic                  | Diluted (1) (3) | Basic     | Diluted (1) |  |  |    |
| Earnings (\$m)              |       |             |                        |                 |           |             |  |  |    |
| Net profit attributable to  |       |             |                        |                 |           |             |  |  |    |
| members of the Company      |       |             | 1,234                  | 1,234           | 2,758     | 2,758       |  |  |    |
| Distributions on other      |       |             |                        |                 |           |             |  |  |    |
| equity instruments          |       |             | (109)                  | (109)           | (95)      | (95)        |  |  |    |
| Potential dilutive          |       |             |                        |                 |           |             |  |  |    |
| adjustments                 |       |             |                        |                 |           |             |  |  |    |
| Interest expense on         |       |             |                        |                 |           |             |  |  |    |
| exchangeable capital units  |       |             |                        |                 |           | 53          |  |  |    |
| Adjusted earnings           |       |             | 1,125                  | 1,125           | 2,663     | 2,716       |  |  |    |
| Weighted average            |       |             |                        |                 |           |             |  |  |    |
| ordinary shares (no. 000)   |       |             |                        |                 |           |             |  |  |    |
| Weighted average            |       |             |                        |                 |           |             |  |  |    |
| ordinary shares             |       |             | 1,562,509              | 1,562,509       | 1,555,388 | 1,555,388   |  |  |    |
| Treasury shares             |       |             | (21,159)               | (21,159)        | (20,555)  | (20,555)    |  |  |    |
| Potential dilutive ordinary |       |             |                        |                 |           |             |  |  |    |
| shares                      |       |             |                        |                 |           |             |  |  |    |
| Performance options and     |       |             |                        |                 |           |             |  |  |    |
| performance rights          |       |             |                        | 2,320           |           | 848         |  |  |    |
| Staff share allocation and  |       |             |                        |                 |           |             |  |  |    |
| ownership plans             |       |             |                        | 1,484           |           | 1,484       |  |  |    |
| Partly paid ordinary        |       |             |                        |                 |           |             |  |  |    |
| shares                      |       |             |                        | 326             |           | 361         |  |  |    |
| Exchangeable capital units  |       |             |                        |                 |           | 65,452      |  |  |    |
| Total weighted average      |       |             |                        | 4 7 4 7 400     | 4 704 000 | 4 600 000   |  |  |    |
| ordinary shares             |       |             | 1,541,350              | 1,545,480       | 1,534,833 | 1,602,978   |  |  |    |
| Earnings per share          |       |             | 72.0                   | 72.0            | 172.5     | 160.4       |  |  |    |
| (cents)                     |       |             | 73.0                   | 72.8            | 173.5     | 169.4       |  |  |    |
|                             |       |             |                        |                 |           |             |  |  |    |

<sup>(1)</sup> The weighted average diluted number of ordinary shares includes the impact of performance options, performance rights, partly paid ordinary shares and potential conversion of exchangeable capital units.

<sup>(2)</sup> Refer to Section 3 Financial Review - Divisional Performance Summary for a reconciliation of cash earnings before significant items to Group net profit.

<sup>(3)</sup> During the period ended 30 September 2005, there were 64,373,837 potential ordinary shares as a result of the exchangeable capital units on issue. The exchange capital units have not been included in the diluted earnings per share because they were antidilutive for the period ended 30 September 2005. The exchangeable capital units could potentially dilute basic earnings per share in future periods.

|                                | Half Year to |             |           |                        |           |             |
|--------------------------------|--------------|-------------|-----------|------------------------|-----------|-------------|
| Col Fording Share              |              | (ar 06      |           | p 05                   | Mar       |             |
| Cash Earnings per Share        | Basic        | Diluted (1) | Basic     | <b>Diluted</b> (1) (3) | Basic     | Diluted (1) |
| Earnings (\$m)                 |              |             |           |                        |           |             |
| Cash earnings before           |              |             | 1.601     | 1.601                  | 1.650     | 1.650       |
| significant items (2)          |              |             | 1,601     | 1,601                  | 1,652     | 1,652       |
| Potential dilutive adjustments |              |             |           |                        |           |             |
| Interest expense on            |              |             |           |                        |           |             |
| exchangeable capital units     |              |             |           |                        |           | 53          |
| Adjusted cash earnings before  |              |             | 4 604     | 4 404                  |           | . = . =     |
| significant items              |              |             | 1,601     | 1,601                  | 1,652     | 1,705       |
| Weighted average ordinary      |              |             |           |                        |           |             |
| shares (no. 000)               |              |             |           |                        |           |             |
| Weighted average ordinary      |              |             |           |                        |           |             |
| shares                         |              |             | 1,562,509 | 1,562,509              | 1,555,388 | 1,555,388   |
|                                |              |             |           |                        |           |             |
| Potential dilutive weighted    |              |             |           |                        |           |             |
| average ordinary shares        |              |             |           |                        |           |             |
| Performance options and        |              |             |           |                        |           |             |
| performance rights             |              |             |           | 2,320                  |           | 848         |
| Staff share allocation and     |              |             |           |                        |           |             |
| ownership plans                |              |             |           | 1,484                  |           | 1,484       |
| Partly paid ordinary shares    |              |             |           | 326                    |           | 361         |
| Exchangeable capital units     |              |             |           |                        |           | 65,452      |
| Total weighted average         |              |             |           |                        |           |             |
| ordinary shares                |              |             | 1,562,509 | 1,566,639              | 1,555,388 | 1,623,533   |
| Cash earnings before           |              |             |           |                        |           |             |
| significant items per share    |              |             |           |                        |           |             |
| (cents)                        |              |             | 102.5     | 102.2                  | 106.2     | 105.0       |

<sup>(1)</sup> The weighted average diluted number of ordinary shares includes the impact of performance options, performance rights, partly paid ordinary shares and potential conversion of exchangeable capital units.

<sup>(2)</sup> Refer to Section 3 Financial Review - Divisional Performance Summary for a reconciliation of cash earnings before significant items to Group net profit.

<sup>(3)</sup> During the period ended 30 September 2005, there were 64,373,837 potential ordinary shares as a result of the exchangeable capital units on issue. The exchange capital units have not been included in the diluted earnings per share because they were antidilutive for the period ended 30 September 2005. The exchangeable capital units could potentially dilute basic earnings per share in future periods.

## **Supplementary Information - 8. Significant Items**

## 8. SIGNIFICANT ITEMS

|   | Mar 06<br>\$m | Half Year to<br>Sep 05<br>\$m | Mar 05<br>\$m |
|---|---------------|-------------------------------|---------------|
| Disposal of Irish Banks   |               |                               |               |
| Proceeds from the sale of controlled entities                     |               | (21)                          | 2,514         |
| Cost of controlled entities sold                                  |               | 114                           | (1,253)       |
| Profit on sale of controlled entities                             |               | 93                            | 1,261         |
| Income tax (expense)/benefit                                      |               | (49)                          | 15            |
| Net profit on sale of controlled entities                         |               | 44                            | 1,276         |
| Restructuring expenses  |               |                               |               |
| Restructuring expenses  |               | (437)                         | (356)         |
| Income tax benefit  |               | 109                           | 108           |
| Net restructuring expenses  |               | (328)                         | (248)         |
| Settlement of tax dispute on TrUEPrSSM                            |               |                               |               |
| Income tax expense  |               | (97)                          |               |
| Foreign currency options trading losses                           |               |                               |               |
| Foreign currency options trading losses                           |               |                               | 34            |
| Income tax expense  |               |                               | (10)          |
| Net foreign currency options trading losses                       |               |                               | 24            |
| PfG Restructuring provision                                       |               |                               |               |
| Reversal of PfG restructuring provision                           |               | 2                             | 9             |
| Income tax expense  |               | (1)                           | (3)           |
| Net reversal of PfG restructuring provision                       |               | 1                             | 6             |
| Significant items after tax as per Divisional Performance Summary |               | (380)                         | 1,058         |
| 96  |               |                               |               |

## **Supplementary Information - 9. Reconciliation of Number of Shares**

## 9. RECONCILIATION OF NUMBER OF SHARES

|   | Mar 06<br>No. 000 | Half Year to<br>Sep 05<br>No. 000 | Mar 05<br>No. 000 |
|---|-------------------|-----------------------------------|-------------------|
| Ordinary shares, fully paid                 | 110. 000          | 110. 000                          | 140. 000          |
| Balance at beginning of period              |                   | 1,558,324                         | 1,550,784         |
| Shares issued                               |                   |                                   |                   |
| Dividend reinvestment plan                  |                   | 3,233                             | 3,683             |
| Bonus share plan                            |                   | 1,938                             | 2,624             |
| Staff share ownership plan                  |                   | 286                               | 608               |
| Staff share allocation plan                 |                   | 529                               |                   |
| Executive option plan no. 2                 |                   | 1,199                             | 596               |
| Exchangeable capital units converted        |                   | 1,609                             | 2                 |
| Paying up of partly paid shares             |                   | 70                                | 27                |
|   |                   | 1,567,188                         | 1,558,324         |
| Ordinary shares, partly paid to 25 cents    |                   |                                   |                   |
| Balance at beginning of period              |                   | 536                               | 563               |
| Paying up of partly paid shares             |                   | (70)                              | (27)              |
|   |                   | 466                               | 536               |
| Closing balance (including treasury shares) |                   | 1,567,654                         | 1,558,860         |
| Less treasury shares                        |                   | (21,637)                          | (20,681)          |
| Closing balance                             |                   | 1,546,017                         | 1,538,179         |

**Supplementary Information - 10. Funds under Management & Administration** 

#### 10. AUSTRALIA FUNDS UNDER MANAGEMENT & ADMINISTRATION

|   | Half year ended 31 March 2006       |                |                 |                               |                  |                                     |
|---|-------------------------------------|----------------|-----------------|-------------------------------|------------------|-------------------------------------|
| Funds under management and administration (1) | Opening<br>balance<br>Sep 05<br>\$m | Inflows<br>\$m | Outflows<br>\$m | Investment<br>earnings<br>\$m | Other (2)<br>\$m | Closing<br>balance<br>Mar 06<br>\$m |
| Platforms                                     | 49,417                              |                |                 |                               |                  |                                     |
| Wholesale                                     | 19,416                              |                |                 |                               |                  |                                     |
| Cash Management                               | 3,948                               |                |                 |                               |                  |                                     |
| Other Retail & Trustee                        | 11,374                              |                |                 |                               |                  |                                     |
| Total   | 84,155                              |                |                 |                               |                  |                                     |

|   |                                     |                | Half year ended 30 | September 2005                |                  |                                     |
|---|-------------------------------------|----------------|--------------------|-------------------------------|------------------|-------------------------------------|
| Funds under management and administration (1) | Opening<br>balance<br>Mar 05<br>\$m | Inflows<br>\$m | Outflows<br>\$m    | Investment<br>earnings<br>\$m | Other (2)<br>\$m | Closing<br>balance<br>Sep 05<br>\$m |
| Platforms                                     | 44,783                              | 4,508          | (3,465)            | 4,976                         | (1,385)          | 49,417                              |
| Wholesale                                     | 18,196                              | 1,830          | (2,324)            | 1,714                         |                  | 19,416                              |
| Cash Management                               | 3,680                               | 6,643          | (6,463)            | 124                           | (36)             | 3,948                               |
| Other Retail & Trustee                        | 11,453                              | 125            | (842)              | 492                           | 146              | 11,374                              |
| Total   | 78,112                              | 13,106         | (13,094)           | 7,306                         | (1,275)          | 84,155                              |

|   | Half year ended 31 March 2005       |                |                 |                               |                  |                                     |
|---|-------------------------------------|----------------|-----------------|-------------------------------|------------------|-------------------------------------|
| Funds under management and administration (1) | Opening<br>balance<br>Sep 04<br>\$m | Inflows<br>\$m | Outflows<br>\$m | Investment<br>earnings<br>\$m | Other (2)<br>\$m | Closing<br>balance<br>Mar 05<br>\$m |
| Platforms                                     | 41,077                              | 4,181          | (3,402)         | 3,312                         | (385)            | 44,783                              |
| Wholesale                                     | 17,176                              | 1,853          | (1,654)         | 821                           |                  | 18,196                              |
| Cash Management                               | 3,591                               | 5,571          | (5,551)         | 104                           | (35)             | 3,680                               |
| Other Retail & Trustee                        | 12,188                              | 81             | (874)           | 428                           | (370)            | 11,453                              |
| Total   | 74,032                              | 11,686         | (11,481)        | 4,665                         | (790)            | 78,112                              |

<sup>(1)</sup> Balances have been restated to reflect the reclassification of cash management out of platform, and to include the gross inflows and outflows (instead of net flows).

<sup>(2)</sup> Other includes trust distributions and flows due to the sale/purchase of businesses.

## **Supplementary Information - 11. Annual Inforce Premiums**

## 11. ANNUAL INFORCE PREMIUMS

|   |                                  | Half year ended              | l 31 March 2006                    |                                  |
|---|----------------------------------|------------------------------|------------------------------------|----------------------------------|
| Australia Full Year Inforce<br>Premiums | Opening balance<br>Sep 05<br>\$m | Sales/New<br>Business<br>\$m | Lapses & other movements \$m       | Closing balance<br>Mar 06<br>\$m |
| Retail                                  | 508.1                            |                              |                                    |                                  |
| Group Risk                              | 125.3                            |                              |                                    |                                  |
| Total                                   | 633.4                            |                              |                                    |                                  |
|   |                                  | Half year anded 3            | 30 September 2005                  |                                  |
| Australia Full Year Inforce<br>Premiums | Opening balance<br>Mar 05<br>\$m | Sales/New Business \$m       | Lapses & other movements \$m       | Closing balance<br>Sep 05<br>\$m |
| Retail                                  | 484.7                            | 42.2                         | (18.8)                             | 508.1                            |
| Group Risk                              | 123.0                            | 16.9                         | (14.6)                             | 125.3                            |
| Total                                   | 607.7                            | 59.1                         | (33.4)                             | 633.4                            |
|   |                                  | Half year and a              | l 31 March 2005                    |                                  |
| Australia Full Year Inforce<br>Premiums | Opening balance<br>Sep 04<br>\$m | Sales/New Business \$m       | Lapses & other<br>movements<br>\$m | Closing balance<br>Mar 05<br>\$m |
| Retail                                  | 464.9                            | 37.0                         | (17.2)                             | 484.7                            |
| Group Risk                              | 110.7                            | 20.3                         | (8.0)                              | 123.0                            |
| Total                                   | 575.6                            | 57.3                         | (25.2)                             | 607.7                            |
|   |                                  |                              |                                    |                                  |
|   | ç                                | 9                            |                                    |                                  |

#### Supplementary Information - 12. Average Balance Sheet & Related Interest

#### 12. AVERAGE BALANCE SHEET & RELATED INTEREST

The following tables set forth the major categories of interest-earning assets and interest-bearing liabilities, together with their respective interest rates earned or paid by the Group. Averages are predominantly daily averages. Interest income figures include interest income on non-accruing loans to the extent cash payments have been received. Amounts classified as Other International represent interest-earning assets or interest- bearing liabilities of the controlled entities and overseas branches, excluding Europe. Non-accrual loans are included within interest-earning assets within loans and advances.

#### Average assets and interest income

|                                  | Н                  | alf Year ended Mar 06 |                 | Н                  | Ialf Year ended Sep 05 |                 |
|----------------------------------|--------------------|-----------------------|-----------------|--------------------|------------------------|-----------------|
|                                  | Average<br>balance | Interest              | Average<br>rate | Average<br>balance | Interest               | Average<br>rate |
|                                  | \$m                | \$m                   | %               | \$m                | \$m                    | %               |
| Interest-earning assets          |                    |                       |                 |                    |                        |                 |
| Due from other banks             |                    |                       |                 |                    |                        |                 |
| Australia                        |                    |                       |                 | 8,355              | 210                    | 5.01            |
| Europe                           |                    |                       |                 | 11,605             | 209                    | 3.59            |
| Other International              |                    |                       |                 | 2,122              | 43                     | 4.04            |
| Marketable debt securities       |                    |                       |                 |                    |                        |                 |
| Australia                        |                    |                       |                 | 18,191             | 513                    | 5.62            |
| Europe                           |                    |                       |                 | 9,124              | 196                    | 4.28            |
| Other International              |                    |                       |                 | 7,612              | 164                    | 4.30            |
| Loans and advances - housing     |                    |                       |                 |                    |                        |                 |
| Australia (1)                    |                    |                       |                 | 114,606            | 4,022                  | 7.00            |
| Europe                           |                    |                       |                 | 16,045             | 469                    | 5.83            |
| Other International              |                    |                       |                 | 16,669             | 606                    | 7.25            |
| Loans and advances - non-housing |                    |                       |                 |                    |                        |                 |
| Australia (1)                    |                    |                       |                 | 53,727             | 2,063                  | 7.66            |
| Europe                           |                    |                       |                 | 36,511             | 1,243                  | 6.79            |
| Other International              |                    |                       |                 | 22,607             | 840                    | 7.41            |
| Acceptances (2)                  |                    |                       |                 |                    |                        |                 |
| Australia                        |                    |                       |                 |                    |                        |                 |
| Europe                           |                    |                       |                 |                    |                        |                 |
| Other interest-earning assets    |                    |                       |                 |                    |                        |                 |
| Australia                        |                    |                       |                 | 806                | 44                     | n/a             |
| Europe                           |                    |                       |                 | 1,753              | 137                    | n/a             |
| Other International              |                    |                       |                 | 3,366              | 114                    | n/a             |
| Total average interest-earning   |                    |                       |                 |                    |                        |                 |
| assets and interest revenue by:  |                    |                       |                 |                    |                        |                 |
| Australia                        |                    |                       |                 | 195,685            | 6,852                  | 6.98            |
| Europe                           |                    |                       |                 | 75,038             | 2,254                  | 5.99            |
| Other International              |                    |                       |                 | 52,376             | 1,767                  | 6.73            |
| Total average interest-earning   |                    |                       |                 |                    |                        |                 |
| assets and interest revenue      |                    |                       |                 | 323,099            | 10,873                 | 6.71            |
|                                  |                    |                       |                 |                    |                        |                 |

- (1) A change has been made to the classification of certain exposures from Loans and Advances non-housing to Loans and Advances housing to ensure consistent classification with the spot balance sheet. Associated interest revenue was also reclassified.
- (2) From 1 October 2005, under AIFRS, acceptances are interest-earning assets and liability on acceptances are interest-bearing liabilities. Prior to 1 October 2005, acceptances and liability on acceptances were classified as non-interest earning and non-interest bearing, respectively.

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#### Average assets and interest income

|                                       | Н                         | alf Year ended Mar 06 |                      |                           | Half Year ended Sep 05 |                      |
|---------------------------------------|---------------------------|-----------------------|----------------------|---------------------------|------------------------|----------------------|
|                                       | Average<br>balance<br>\$m | Interest<br>\$m       | Average<br>rate<br>% | Average<br>balance<br>\$m | Interest<br>\$m        | Average<br>rate<br>% |
| Non-interest-earning assets           |                           |                       |                      |                           |                        |                      |
| Investments relating to life          |                           |                       |                      |                           |                        |                      |
| insurance business (1)                |                           |                       |                      |                           |                        |                      |
| Australia                             |                           |                       |                      | 44,913                    |                        |                      |
| Other International                   |                           |                       |                      | 710                       |                        |                      |
| Acceptances (2)                       |                           |                       |                      |                           |                        |                      |
| Australia                             |                           |                       |                      | 23,648                    |                        |                      |
| Europe                                |                           |                       |                      | 36                        |                        |                      |
| Other International                   |                           |                       |                      | 19                        |                        |                      |
| Property, plant and equipment         |                           |                       |                      |                           |                        |                      |
| Australia                             |                           |                       |                      | 2,071                     |                        |                      |
| Europe                                |                           |                       |                      | 1,239                     |                        |                      |
| Other International                   |                           |                       |                      | 545                       |                        |                      |
| Other assets                          |                           |                       |                      | 34,184                    |                        |                      |
| Total average                         |                           |                       |                      |                           |                        |                      |
| non-interest-earning assets           |                           |                       |                      | 107,365                   |                        |                      |
| Provision for doubtful debts          |                           |                       |                      |                           |                        |                      |
| Australia                             |                           |                       |                      | (1,490)                   |                        |                      |
| Europe                                |                           |                       |                      | (702)                     |                        |                      |
| Other International                   |                           |                       |                      | (245)                     |                        |                      |
| Total average assets                  |                           |                       |                      | 428,027                   |                        |                      |
| Percentage of total average           |                           |                       |                      |                           |                        |                      |
| interest-earning assets applicable to |                           |                       |                      |                           |                        |                      |
| international operations              |                           |                       |                      | 39.4%                     | 6                      |                      |

<sup>(1)</sup> Included within investments relating to life insurance business are interest-earning debt securities. The interest earned from these securities is reported in life insurance income, and has therefore been treated as non-interest earning for the purposes of this note. The assets and liabilities held in the statutory funds of the Group s Australian life insurance business are subject to the restrictions of the Life Insurance Act 1995.

<sup>(2)</sup> From 1 October 2005, under AIFRS, acceptances are interest-earning assets and liability on acceptances are interest-bearing liabilities. Prior to 1 October 2005, acceptances and liability on acceptances were classified as non-interest earning and non-interest bearing, respectively.

## Average liabilities and interest expense

|  | H                  | Ialf Year ended Mar 06 |              |                    | Half Year ended Sep 05 |                 |
|--|--------------------|------------------------|--------------|--------------------|------------------------|-----------------|
|  | Average<br>balance | Interest               | Average rate | Average<br>balance | Interest               | Average<br>rate |
| Interest bearing liabilities                                   | \$m                | \$m                    | %            | \$m                | \$m                    | %               |
| Interest-bearing liabilities Term deposits and certificates of |                    |                        |              |                    |                        |                 |
| •  |                    |                        |              |                    |                        |                 |
| deposit  |                    |                        |              | 52 200             | 1.406                  | 5.22            |
| Australia  |                    |                        |              | 53,390             | 1,426                  | 5.33<br>5.12    |
| Europe   |                    |                        |              | 19,394             | 498                    |                 |
| Other International  |                    |                        |              | 23,727             | 670                    | 5.63            |
| On-demand and savings  |                    |                        |              |                    |                        |                 |
| (short-term) deposits  |                    |                        |              |                    |                        |                 |
| Australia  |                    |                        |              | 48,600             | 994                    | 4.08            |
| Europe   |                    |                        |              | 21,394             | 234                    | 2.18            |
| Other International  |                    |                        |              | 12,060             | 193                    | 3.19            |
| Government and Official  |                    |                        |              |                    |                        |                 |
| Institutions   |                    |                        |              |                    |                        |                 |
| Australia  |                    |                        |              | 128                | 2                      | 3.12            |
| Other International  |                    |                        |              | 164                | 2                      | 2.43            |
| Due to other banks   |                    |                        |              |                    |                        |                 |
| Australia  |                    |                        |              | 15,592             | 400                    | 5.12            |
| Europe   |                    |                        |              | 17,325             | 403                    | 4.64            |
| Other International  |                    |                        |              | 10,244             | 174                    | 3.39            |
| Short-term borrowings  |                    |                        |              |                    |                        |                 |
| Australia  |                    |                        |              | 17,450             | 226                    | 2.58            |
| Europe   |                    |                        |              | 426                | 8                      | 3.75            |
| Other International  |                    |                        |              | 9,906              | 161                    | 3.24            |
| Long-term borrowings   |                    |                        |              | . ,                |                        |                 |
| Australia  |                    |                        |              | 40,631             | 923                    | 4.53            |
| Other International  |                    |                        |              | 1,203              | 34                     | 5.64            |
| Liability on acceptances (1)                                   |                    |                        |              | -,                 |                        |                 |
| Australia  |                    |                        |              |                    |                        |                 |
|  |                    |                        |              |                    |                        |                 |
| Europe   |                    |                        |              |                    |                        |                 |
| Other interest-bearing liabilities                             |                    |                        |              | 26                 | 724                    | ,               |
| Australia  |                    |                        |              | 36                 | 734                    | n/a             |
| Europe   |                    |                        |              | 9                  | 123                    | n/a             |
| Other International  |                    |                        |              | 62                 | 138                    | n/a             |
| Loan capital   |                    |                        |              | 220                | _                      |                 |
| Australia  |                    |                        |              | 330                | 7                      | 4.23            |
| Europe   |                    |                        |              | 1,237              | 51                     | 8.22            |
| Total average interest-bearing                                 |                    |                        |              |                    |                        |                 |
| liabilities and interest expense                               |                    |                        |              |                    |                        |                 |
| by:  |                    |                        |              |                    |                        |                 |
| Australia  |                    |                        |              | 176,157            | 4,712                  | 5.34            |
| Europe   |                    |                        |              | 59,785             | 1,317                  | 4.39            |
| Other International  |                    |                        |              | 57,366             | 1,372                  | 4.77            |
| Total average interest-bearing                                 |                    |                        |              |                    |                        |                 |
| liabilities and interest expense                               |                    |                        |              | 293,308            | 7,401                  | 5.03            |

<sup>(1)</sup> From 1 October 2005, under AIFRS, acceptances are interest-earning assets and liability on acceptances are interest-bearing liabilities. Prior to 1 October 2005, acceptances and liability on acceptances were classified as non-interest earning and non-interest bearing, respectively.

|                                   |                | alf Year ended Mar 06 |           |                | Half Year ended Sep 05 |           |
|-----------------------------------|----------------|-----------------------|-----------|----------------|------------------------|-----------|
|                                   | Average        | <b>.</b>              | Average   | Average        | <b>T</b>               | Average   |
|                                   | balance<br>\$m | Interest<br>\$m       | rate<br>% | balance<br>\$m | Interest<br>\$m        | rate<br>% |
| Non-interest-bearing liabilities  | ψШ             | ΨΙΙΙ                  | ,,,       | ΨΠ             | ΨΗ                     | 76        |
| Deposits not bearing interest     |                |                       |           |                |                        |           |
| Australia                         |                |                       |           | 6,601          |                        |           |
| Europe                            |                |                       |           | 2,886          |                        |           |
| Other International               |                |                       |           | 996            |                        |           |
| Liability on acceptances (1)      |                |                       |           |                |                        |           |
| Australia                         |                |                       |           | 23,648         |                        |           |
| Europe                            |                |                       |           | 36             |                        |           |
| Other International               |                |                       |           | 19             |                        |           |
| Life insurance policy liabilities |                |                       |           |                |                        |           |
| Australia                         |                |                       |           | 38,973         |                        |           |
| Other International               |                |                       |           | 532            |                        |           |
| Other liabilities                 |                |                       |           | 30,983         |                        |           |
| Total average                     |                |                       |           |                |                        |           |
| non-interest-bearing liabilities  |                |                       |           | 104,674        |                        |           |
|                                   |                |                       |           |                |                        |           |
| Average equity                    |                |                       |           |                |                        |           |
| Equity                            |                |                       |           |                |                        |           |
| Ordinary shares                   |                |                       |           | 6,819          |                        |           |
| Trust Preferred Securities        |                |                       |           | 975            |                        |           |
| Trust Preferred Securities II     |                |                       |           | 1,014          |                        |           |
| National Income Securities        |                |                       |           | 1,945          |                        |           |
| Contributed equity                |                |                       |           | 10,753         |                        |           |
| Reserves                          |                |                       |           | 889            |                        |           |
| Retained profits                  |                |                       |           | 13,786         |                        |           |
| Parent entity interest            |                |                       |           | 25,428         |                        |           |
| Minority interest in controlled   |                |                       |           | 23,720         |                        |           |
| entities                          |                |                       |           | 4,617          |                        |           |
| Equity                            |                |                       |           | 30,045         |                        |           |
| 24411                             |                |                       |           | 20,0.2         |                        |           |
| Total liabilities and equity      |                |                       |           | 428,027        |                        |           |
| Danasata a a fitatal assaula      |                |                       |           |                |                        |           |
| Percentage of total average       |                |                       |           |                |                        |           |
| interest-earning liabilities      |                |                       |           |                |                        |           |
| applicable to international       |                |                       |           | 20.0           | C/                     |           |
| operations                        |                |                       |           | 39.9           | %                      |           |
|                                   |                |                       |           |                |                        |           |

<sup>(1)</sup> From 1 October 2005, under AIFRS, acceptances are interest-earning assets and liability on acceptances are interest-bearing liabilities. Prior to 1 October 2005, acceptances and liability on acceptances were classified as non-interest earning and non-interest bearing, respectively.

## **Supplementary Information - Note 13: Other items**

#### 13. OTHER ITEMS

## **Restructuring provision**

The table below sets out the movement in the restructuring provision over the March 2006 half year.

|   | Redundancies<br>\$m | Occupancy<br>\$m | Other<br>\$m | Total<br>\$m |
|---|---------------------|------------------|--------------|--------------|
| Provision balance as at 30 September 2005 | 293                 | 129              | 35           | 457          |
| AIFRS Adjustment (1)                      | (32)                |                  |              | (32)         |
| Provision balance as at 30 September 2005 | 261                 | 129              | 35           | 425          |
| Foreign exchange impact                   |                     |                  |              |              |
| Utilisation in March 2006 half year       |                     |                  |              |              |
| Duavision belongs as at 21 March 2006     |                     |                  |              |              |

Provision balance as at 31 March 2006

## **Capitalisation of Software Costs**

|   |                  | As at            |                  |
|---|------------------|------------------|------------------|
|   | 31 Mar 06<br>\$m | 30 Sep 05<br>\$m | 31 Mar 05<br>\$m |
| Capitalised application software on the balance sheet |                  | 614              | 653              |

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 $<sup>(1)\ \</sup> Includes\ an\ AIFRS\ adjustment\ to\ the\ redundancies\ opening\ provision\ of\ \$32\ million\ relating\ to\ pension\ costs.$ 

AIFRS Transition Report 8 May 2006

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|           |   | 2   |  |

#### **AIFRS Transition Report - 1 - Introduction**

#### 1. INTRODUCTION

In July 2002 the Financial Reporting Council in Australia formally announced that Australian reporting entities would be required to comply with Australian accounting standards equivalent to International Financial Reporting Standards (AIFRS) and other pronouncements set by the International Accounting Standards Board (IASB) for financial years commencing on or after January 1, 2005.

The 31 March 2006 half year results are the first financial statements produced on an AIFRS basis by the Group. Comparative information is also reported on an AIFRS basis but is not required to comply with AASB 132, Financial Instruments: Presentation and Disclosure, (AASB 132), AASB 139, Financial Instruments: Recognition and Measurement, (AASB 139) or AASB 4, Insurance Contracts, (AASB 4). These standards have a significant impact on the Group and therefore result in the 2005 comparative information not being directly comparable with March 2006 numbers in certain instances.

The Group will announce its 31 March 2006 results on 11 May 2006. In advance of this announcement, the Group has prepared this AIFRS Transition Report in respect of the AIFRS comparative financial information for the six months ended 31 March 2005 and 30 September 2005. At the same time as issuing this Transition Report, consistent with normal practice, the Group has also issued a template of the Profit Announcement that will be used for the Group s half year results announcement on 11 May 2006. This includes all comparative information on an AIFRS basis.

The purpose of this Transition Report is to:

summarise the key areas of impact for the Group as a result of AIFRS;

explain the Group's definition of cash earnings under AIFRS;

provide information, on both a consolidated and regional business unit basis, in respect of the AGAAP to AIFRS adjustments applied to the March 2005 and September 2005 comparative periods; and

provide an update in respect of certain other key AIFRS related developments, including loan loss provisioning.

#### AIFRS Transition Report - 2 Overview

#### 2. OVERVIEW

#### (a) Impact of AIFRS on the Group s 2005 financial performance

The table below compares the Group s reported cash earnings under AGAAP for the half years ended 31 March 2005 and 30 September 2005 with the equivalent amounts on an AIFRS basis. These AIFRS amounts form the basis of the comparative numbers to be included in the Group s 31 March 2006 Profit Announcement. Refer section (b) below for discussion of the Group s definition of cash earnings under AIFRS.

|  | Half year to  |               |  |  |
|--|---------------|---------------|--|--|
| Cash earnings before significant items | Sep 05<br>\$m | Mar 05<br>\$m |  |  |
| AGAAP basis as previously published    | 1,692         | 1,618         |  |  |
| AIFRS adjustments to prior periods     | (91)          | 34            |  |  |
| AIFRS basis                            | 1,601         | 1,652         |  |  |

The principal drivers of the difference between AGAAP and AIFRS cash earnings are:

Share based payments expense of \$37 million for the March 2005 half and \$60 million for the September 2005 half;

A decrease in the tax charge of \$28 million in the March 2005 half followed by an increase in the tax charge of \$44 million in the September 2005 half. This change in direction of the tax adjustment arises as a result of the application of the AIFRS tax balance sheet approach to the treatment of unrealised gains and losses on certain balance sheet items.

A reduction in the defined benefit pensions expense of \$12 million for the March 2005 half and \$16 million for the September 2005 half; and

An increase in finance lease revenue of \$15 million in the March 2005 half followed by a decrease of \$5 million in the September 2005 half.

| (b) Calculation of cash earnings   |
|--|
| Consistent with other Australian banks, the Group has historically regarded cash earnings as a key performance measure in understanding the financial performance of a bank. The intention behind the cash earnings measure is to adjust accounting profit for certain items where it is believed that the inclusion of these items distorts the underlying operating results of the Group and causes difficulty in identifying underlying performance trends and issues. This includes adjusting for items where the accounting result does not reflect the items that should impact dividendable earnings. |
| Under AIFRS, cash earnings remains a key performance measure for the Group. As a result the Group intends to continue to produce and report a cash earnings measure in its Profit Announcement. Cash earnings in an AIFRS context is defined by the Group as:  |
| Net profit   |
| Adjusted for:  |
| Minority interests   |
| Distributions  |
| Treasury shares  |
| Revaluation of Exchangeable Capital Units(1)   |
| Impairment of goodwill   |
| (1) Applicable from 1 October 2005. Refer section 7 of this report for further discussion on AIFRS treatment of the Exchangeable Capital Units   |

In future periods, adjustments will also be made for changes in the value of insurance related acquisition costs that result from discount rate variations. (No adjustment for this is proposed to be made in the 31 March 2006 half year as the amount is insignificant).

#### (c) Previously disclosed AIFRS financial information

Under AASB 1047, Disclosing the Impact of Adopting Australian equivalents to International Financial Reporting Standards, the Group disclosed within the 2005 Annual Financial Report its best estimate at the time of the impact of AIFRS adoption on the Group's financial statements. This included reconciliations of net profit for the year ended 30 September 2005 and shareholders equity at 1 October 2004, 30 September 2005 and 1 October 2005. Since that date, the Group has continued to review and finalise the AIFRS adjustments in order to determine the AIFRS comparative amounts to be included in the 2006 financial statements. In addition, the Group has continued to monitor accounting standard developments and emerging best practice and interpretation. As a result, a number of changes have been made to the estimates previously disclosed.

None of these changes has significantly changed the overall assessment of the impact of AIFRS on the Group, as illustrated in the following information:

AASB 1047 disclosures estimated that total equity at 1 October 2004 would reduce by \$2,739 million under AIFRS. The final adjustment is a reduction of \$2,676 million;

AASB 1047 disclosures estimated that total equity at 1 October 2005 would reduce by \$9,591 million as compared to AGAAP reported equity at 30 September 2005. The final adjustment is a reduction of \$10,260 million. The primary reason for the difference is a change to the accounting treatment of the Exchangeable Capital Units (refer below); and

AASB 1047 disclosures estimated that AIFRS would reduce net profit for the year ended 30 September 2005 by \$146 million. The final adjustment is a reduction of \$140 million.

The most significant change that has been made since the AASB 1047 disclosures were published is the separate recognition at 1 October 2005 of an embedded derivative in relation to the Exchangeable Capital Units. This has arisen through a recent International Financial Reporting Interpretations Committee (IFRIC) interpretation that has changed the accounting treatment for such instruments.

AIFRS Transition Report - 3 Key areas of AIFRS impact in the 2005 comparatives

#### 3. KEY AREAS OF AIFRS IMPACT IN THE 2005 COMPARATIVES

As can be seen from section 2, the impact of AIFRS has been to increase reported cash earnings for the March 2005 half by \$34 million and reduce cash earnings for the September 2005 half by \$91 million. The half on half movement is primarily due to tax effect accounting. The other key adjustments are in respect of share based payments expense and a reduction in pensions expense. On a line by line basis, this is consistent throughout the income statement, with the exception of adjustments for operating leases, which are explained below.

*Operating lease classification:* Under AIFRS, operating leases where the Group is the lessor are required to be reclassified from loans and advances to property, plant & equipment. For the income statement, rental income is recognised within other operating income and depreciation within other operating expenses. Previously under AGAAP these amounts were presented net within net interest income. The Group has excluded this reclassification when calculating the cost to income ratio to ensure that it remains comparable with peer banks.

From a balance sheet perspective, a number of adjustments have been made on transition to AIFRS at 1 October 2004 that impact upon reported shareholders equity. As a result, shareholders equity reduced at that date by \$2,676 million from \$29,766 million under AGAAP to \$27,090 million under AIFRS. The primary drivers of this reduction are:

**Defined benefit pensions** on transition to AIFRS a net adjustment to equity of \$1,724 million (pre-tax) is required to recognise the surpluses and deficits of individual defined benefit plans as well as to remove the pre-paid pension asset of \$575 million recorded on the Group s balance sheet under AGAAP;

The Excess of Market Value Over Net Assets (*EMVONA*) asset has been removed from the balance sheet and replaced with acquired goodwill and other intangibles. The net impact of this on equity is a reduction to equity of \$729 million (pre tax);

Under AIFRS *treasury shares* (direct investments in National Australia Bank Limited shares by the Group s life insurance statutory funds) are required to be deducted directly from equity. This results in a net adjustment to equity of \$551 million (pre tax) at 1 October 2004; and

Certain *special purpose securitisation vehicles* have been consolidated into the Group s balance sheet under AIFRS. Whilst this has resulted in an increase in assets of \$5,732 million and an increase in liabilities of \$5,734 million, there is no material impact on either reported profit or equity.

From a balance sheet perspective, there are also a number of reclassifications between balance sheet line items that do not impact upon equity. In addition to the operating lease adjustment discussed above, these include:

*Application software* of \$655 million has been reclassified from property, plant & equipment to goodwill and other intangibles; and

*Short positions in securities* of \$845 million have been reclassified from other liabilities to other financial liabilities at fair value.

Detailed reconciliation of the March 2005 and September 2005 income statements, balance sheets and reserves are provided later in this document. These reconciliations provide explanation of each of the above together with other adjustments.

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## AIFRS Transition Report - 4 Reconciliation of Group performance for 2005

## 4. RECONCILIATION OF GROUP PERFORMANCE FOR 2005

Half year ended 31 March 2005

# (a) Group cash earnings half year ended 31 March 2005

| Half year ended 31 March 2005                                      | AGAAP        | AIFRS adjustments | AIFRS        |
|--|--------------|-------------------|--------------|
| Net interest income  | \$m<br>3,553 | <b>\$m</b> (81)   | \$m<br>3,472 |
| Net life insurance income excluding IORE                           | 495          | (01)              | 495          |
| IoRE   | 63           |                   | 63           |
| Other operating income   | 2,490        | 413               | 2,903        |
| Net operating income   | 6,601        | 332               | 6,933        |
| Operating expenses   | (3,576)      | (326)             | (3,902)      |
| Underlying profit  | 3,025        | 6                 | 3,031        |
| Charge to provide for doubtful debts                               | (281)        |                   | (281)        |
| Cash earnings before tax   | 2,744        | 6                 | 2,750        |
| Income tax expense   | (877)        | 28                | (849)        |
| Cash earnings before significant items, distributions and minority |              |                   |              |
| interest   | 1,867        | 34                | 1,901        |
| Net profit minority interest                                       | (154)        |                   | (154)        |
| Cash earnings before significant items and distributions           | 1,713        | 34                | 1,747        |
| Distributions  | (95)         |                   | (95)         |
| Cash earnings before significant items                             | 1,618        | 34                | 1,652        |

# (b) Analysis of AIFRS adjustments half year ended 31 March 2005

| Half year ended 31 March 2005            | Share based payments \$m | Pensions<br>\$m | Tax(1) \$m | Operating<br>Leases<br>\$m | Finance lease<br>revenue<br>\$m | Other<br>\$m | AIFRS adjustments \$m |
|--|--------------------------|-----------------|------------|----------------------------|---------------------------------|--------------|-----------------------|
| Net interest income                      |                          |                 |            | (94)                       | (7)                             | 20           | (81)                  |
| Net life insurance income excluding IORE |                          |                 |            |                            |                                 |              |                       |
| IoRE                                     |                          |                 |            |                            |                                 |              |                       |
| Other operating income                   |                          |                 |            | 356                        | 23                              | 34           | 413                   |
| Net operating income                     |                          |                 |            | 262                        | 16                              | 54           | 332                   |
| Operating expenses                       | (37)                     | 12              |            | (262)                      | (1)                             | (38)         | (326)                 |
| Underlying profit                        | (37)                     | 12              |            |                            | 15                              | 16           | 6                     |
| Charge to provide for doubtful debts     |                          |                 |            |                            |                                 |              |                       |
| Cash earnings before tax                 | (37)                     | 12              |            |                            | 15                              | 16           | 6                     |
| Income tax expense                       |                          |                 | 28         | 3                          |                                 |              | 28                    |

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| Cash earnings before significant items, |      |    |    |    |    |    |
|---|------|----|----|----|----|----|
| distributions and minority              | (25) | 10 | 20 | 45 | 16 | 24 |
| interest                                | (37) | 12 | 28 | 15 | 16 | 34 |
| Net profit minority interest            |      |    |    |    |    |    |
| Cash earnings before                    |      |    |    |    |    |    |
| significant items and                   |      |    |    |    |    |    |
| distributions                           | (37) | 12 | 28 | 15 | 16 | 34 |
| Distributions                           |      |    |    |    |    |    |
| Cash earnings before                    |      |    |    |    |    |    |
| significant items                       | (37) | 12 | 28 | 15 | 16 | 34 |
|   |      |    |    |    |    |    |
|   |      |    |    |    |    |    |
|   |      |    | 7  |    |    |    |
|   |      |    | ,  |    |    |    |

# (c) Reconciliation to net profit attributable to members of the Company half year ended 31 March 2005

| Half year ended 31 March 2005                     | AGAAP<br>\$m | AIFRS<br>Adjustments<br>\$m | AIFRS<br>\$m |
|---|--------------|-----------------------------|--------------|
| Cash earnings before significant items            | 1,618        | 34                          | 1,652        |
| WM revaluation profit after tax                   | 51           | (51)                        |              |
| Goodwill amortisation                             | (50)         | 50                          |              |
| Significant items after tax(2)                    | 821          | 237                         | 1,058        |
| Treasury shares                                   |              | (47)                        | (47)         |
| Distributions                                     | 95           |                             | 95           |
| Net profit attributable to members of the Company | 2,535        | 223                         | 2,758        |

<sup>(1)</sup> Note that for the Group reconciliation, all tax adjustments have been included in the tax column and not allocated across individual AIFRS adjustments.

<sup>(2)</sup> AIFRS adjustment to significant items after tax represents adjustment to the profit on sale of the Irish Banks on 28 February 2005. Change to profit arises due to change in net assets of the Irish Banks under AIFRS and is primarily through recognition of the defined benefit pension deficit.

# Half year ended 30 September 2005

# (a) Group cash earnings half year ended 30 September 2005

|  |         | AIFRS       |         |
|--|---------|-------------|---------|
| Half year ended 30 September 2005                                  | AGAAP   | Adjustments | AIFRS   |
|  | \$m     | \$m         | \$m     |
| Net interest income  | 3,529   | (57)        | 3,472   |
| Net life insurance income excluding IORE                           | 1,031   |             | 1,031   |
| IoRE   | 83      |             | 83      |
| Other operating income   | 2,612   | 375         | 2,987   |
| Net operating income   | 7,255   | 318         | 7,573   |
| Operating expenses   | (3,728) | (365)       | (4,093) |
| Underlying profit  | 3,527   | <b>(47)</b> | 3,480   |
| Charge to provide for doubtful debts                               | (253)   |             | (253)   |
| Cash earnings before tax   | 3,274   | (47)        | 3,227   |
| Income tax expense   | (1,017) | (44)        | (1,061) |
| Cash earnings before significant items, distributions and minority |         |             |         |
| interest   | 2,257   | (91)        | 2,166   |
| Net profit minority interest                                       | (456)   |             | (456)   |
| Cash earnings before significant items and distributions           | 1,801   | (91)        | 1,710   |
| Distributions  | (109)   |             | (109)   |
| Cash earnings before significant items                             | 1,692   | (91)        | 1,601   |

# (b) Analysis of AIFRS adjustments half year ended 30 September 2005

| Half year ended 30 September 2005                                  | Share based payments \$m | Pensions<br>\$m | Tax(1)<br>\$m | Operating<br>Leases<br>\$m | Finance lease<br>revenue<br>\$m | Other<br>\$m | AIFRS<br>Adjustments<br>\$m |
|--|--------------------------|-----------------|---------------|----------------------------|---------------------------------|--------------|-----------------------------|
| Net interest income  |                          |                 |               | (96)                       | (5)                             | 44           | (57)                        |
| Net life insurance income excluding IORE                           |                          |                 |               |                            |                                 |              |                             |
| IoRE   |                          |                 |               |                            |                                 |              |                             |
| Other operating income   |                          |                 |               | 373                        |                                 | 2            | 375                         |
| Net operating income   |                          |                 |               | 277                        | (5)                             | 46           | 318                         |
| Operating expenses   | (60)                     | 16              |               | (277)                      |                                 | (44)         | (365)                       |
| Underlying profit  | (60)                     | 16              |               |                            | (5)                             | 2            | (47)                        |
| Charge to provide for doubtful                                     |                          |                 |               |                            |                                 |              |                             |
| debts  |                          |                 |               |                            |                                 |              |                             |
| Cash earnings before tax   | (60)                     | 16              |               |                            | (5)                             | 2            | (47)                        |
| Income tax expense   |                          |                 | (44)          | )                          |                                 |              | (44)                        |
| Cash earnings before significant items, distributions and minority |                          |                 |               |                            |                                 |              |                             |
| interest   | (60)                     | 16              | (44)          | )                          | (5)                             | 2            | (91)                        |
| Net profit minority interest                                       |                          |                 |               |                            |                                 |              |                             |
| Cash earnings before significant                                   |                          |                 |               |                            |                                 |              |                             |
| items and distributions  | (60)                     | 16              | (44)          | )                          | (5)                             | 2            | (91)                        |
| Distributions  |                          |                 |               |                            |                                 |              |                             |
| Cash earnings before significant                                   |                          |                 |               |                            |                                 |              |                             |
| items  | (60)                     | 16              | (44)          |                            | (5)                             | 2            | (91)                        |

# (c) Reconciliation to net profit attributable to members of the Company half year ended 30 September 2005

| Half year ended 30 September 2005                 | AGAAP<br>\$m | AIFRS<br>adjustments<br>\$m | AIFRS<br>\$m |
|---|--------------|-----------------------------|--------------|
| Cash earnings before significant items            | 1,692        | (91)                        | 1,601        |
|   |              |                             |              |
| WM revaluation profit after tax                   | 294          | (294)                       |              |
| Goodwill amortisation                             | (48)         | 48                          |              |
| Significant items after tax                       | (450)        | 70                          | (380)        |
| Treasury shares                                   |              | (96)                        | (96)         |
| Distributions                                     | 109          |                             | 109          |
| Net profit attributable to members of the Company | 1,597        | (363)                       | 1,234        |

<sup>(1)</sup> Note that for the Group reconciliation, all tax adjustments have been included in the tax column and not allocated across individual AIFRS adjustments.

## AIFRS Transition Report - 5 Key performance measures

## 5. KEY PERFORMANCE MEASURES

The table below provides information on the key performance measures identified by the Group on both an AGAAP and AIFRS basis for the six months ended 31 March 2005 and 30 September 2005.

|   | AIFRS  |        | AGAAP  |        | Movement |         |
|---|--------|--------|--------|--------|----------|---------|
|   | Sep 05 | Mar 05 | Sep 05 | Mar 05 | Sep 05   | Mar 05  |
| Earnings per share (cents)              |        |        |        |        |          |         |
| Basic cash earnings per ordinary share  |        |        |        |        |          |         |
| before significant items                | 102.5  | 106.2  | 108.3  | 104.0  | (5.8)    | 2.2     |
| Diluted cash earnings per share before  |        |        |        |        |          |         |
| significant items                       | 102.2  | 105.0  | 107.1  | 103.0  | (4.9)    | 2.0     |
| Basic cash earnings per ordinary share  |        |        |        |        |          |         |
| after significant items                 | 78.2   | 174.2  | 79.5   | 156.8  | (1.3)    | 17.4    |
| Basic earnings per ordinary share after |        |        |        |        |          |         |
| significant items (1)                   | 73.0   | 173.5  | 95.2   | 156.9  | (22.2)   | 16.6    |
| Weighted average ordinary shares (no.   |        |        |        |        |          |         |
| million)                                | 1,563  | 1,555  | 1,563  | 1,555  | (0)      | 0       |
| Weighted average diluted shares (no.    |        |        |        |        |          |         |
| million)                                | 1,567  | 1,624  | 1,629  | 1,622  | (62)     | 2       |
| Net tangible assets per ordinary share  |        |        |        |        |          |         |
| (\$)                                    | 10.54  | 10.76  | 11.60  | 11.82  | (1.06)   | (1.06)  |
| Dividends per share (cents)             | 83     | 83     | 83     | 83     |          |         |
| Performance (2)                         |        |        |        |        |          |         |
| Return on average equity before         |        |        |        |        |          |         |
| significant items                       | 14.0%  | 15.6%  | 16.2%  | 14.0%  | -220 bps | 160 bps |
| Cash earnings on average equity         |        |        |        |        |          |         |
| before significant items                | 14.9%  | 16.0%  | 14.0%  | 14.0%  | 90 bps   | 200 bps |
| Return on average assets before         |        |        |        |        |          |         |
| significant items                       | 0.70%  | 0.74%  | 0.91%  | 0.76%  | -21 bps  | -2 bps  |
| Net interest income                     |        |        |        |        |          |         |
| Net interest spread                     | 1.68%  | 1.70%  | 1.69%  | 1.74%  | -1 bps   | -4 bps  |
| Net interest margin                     | 2.14%  | 2.12%  | 2.20%  | 2.19%  | -6 bps   | -7 bps  |
| Profitability (before significant       |        |        |        |        |          |         |
| items)                                  |        |        |        |        |          |         |
| Cash earnings per average FTE (\$ 000)  | 81     | 78     | 86     | 76     | (5)      | 2       |
| Banking cost to income ratio            | 59.9%  | 58.6%  | 58.1%  | 57.4%  | 180 bps  | 120 bps |

|                              | AIFRS   |         | AGAAP   |         | Movement |        |
|------------------------------|---------|---------|---------|---------|----------|--------|
|                              | Sep-05  | Mar-05  | Sep-05  | Mar-05  | Sep-05   | Mar-05 |
| Capital                      |         |         |         |         |          |        |
| Tier 1 ratio                 | 7.86%   | 8.30%   | 7.86%   | 8.30%   | 0 bps    | 0 bps  |
| Tier 2 ratio                 | 3.60%   | 4.12%   | 3.60%   | 4.12%   | 0 bps    | 0 bps  |
| Deductions                   | (1.01)% | (1.05)% | (1.01)% | (1.05)% | 0 bps    | 0 bps  |
| Total capital ratio          | 10.45%  | 11.37%  | 10.45%  | 11.37%  | 0 bps    | 0 bps  |
| Adjusted common equity ratio | 5.49%   | 5.84%   | 5.49%   | 5.84%   | 0 bps    | 0 bps  |
| Assets (\$bn)                |         |         |         |         |          |        |
| Gross loans and acceptances  | 297     | 277     | 292     | 273     | 5        | 4      |
| Risk-weighted assets         | 290     | 279     | 290     | 279     |          |        |

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Asset quality

| risset quarty                          |        |        |        |        |        |        |
|--|--------|--------|--------|--------|--------|--------|
| Gross non-accrual loans to gross loans |        |        |        |        |        |        |
| and acceptances                        | 0.34%  | 0.40%  | 0.35%  | 0.41%  | -1 bps | -1 bps |
| Net impaired assets to total equity    |        |        |        |        |        |        |
| (parent entity interest)               | 2.8%   | 3.0%   | 2.5%   | 2.7%   | 30 bps | 30 bps |
| Collective provision to risk weighted  |        |        |        |        |        |        |
| assets                                 | 0.71%  | 0.73%  | 0.71%  | 0.73%  | 0 bps  | 0 bps  |
| Specific provision to gross impaired   |        |        |        |        |        |        |
| assets                                 | 34.9%  | 34.9%  | 34.9%  | 34.9%  | 0 bps  | 0 bps  |
| Total provision to gross impaired      |        |        |        |        |        |        |
| assets                                 | 235.8% | 216.8% | 235.8% | 216.8% | 0 bps  | 0 bps  |
| Other information                      |        |        |        |        |        |        |
| Funds under management and             |        |        |        |        |        |        |
| administration                         | 91     | 85     | 91     | 85     |        |        |
| Assets under custody and               |        |        |        |        |        |        |
| administration                         | 410    | 372    | 410    | 372    |        |        |
| Full-time equivalent employees (no.)   | 38,933 | 39,961 | 38,933 | 39,961 |        |        |
|  |        |        |        |        |        |        |

 $<sup>(1) \ \</sup>textit{Basic earnings are defined as} \quad \textit{Earnings attributable to ordinary shareholders} \ \ .$ 

 $<sup>(2) \</sup>quad \textit{Return} \quad \textit{calculations use} \quad \textit{Earnings attributable to ordinary shareholders} \quad .$ 

## AIFRS Transition Report - 6 Business unit AIFRS reconciliations

## 6. BUSINESS UNIT AIFRS RECONCILIATIONS

#### **AUSTRALIAN BANKING**

Half year ended 31 March 2005

## (a) Cash earnings half year ended 31 March 2005

| Half year ended 31 March 2005          | AGAAP as<br>published<br>\$m | Internal<br>changes(1)<br>\$m | AIFRS<br>adjustments<br>\$m | AIFRS<br>\$m |
|--|------------------------------|-------------------------------|-----------------------------|--------------|
| Net interest income                    | 1,888                        | 14                            | (48)                        | 1,854        |
| Other operating income                 | 1,081                        | 5                             | 185                         | 1,271        |
| Total income                           | 2,969                        | 19                            | 137                         | 3,125        |
| Other operating expenses               | (1,479)                      | (12)                          | (151)                       | (1,642)      |
| Underlying profit                      | 1,490                        | 7                             | (14)                        | 1,483        |
| Charge to provide for doubtful debts   | (130)                        |                               |                             | (130)        |
| Cash earnings before tax               | 1,360                        | 7                             | (14)                        | 1,353        |
| Income tax expense                     | (409)                        | (3)                           | 24                          | (388)        |
| Cash earnings before significant items | 951                          | 4                             | 10                          | 965          |

<sup>(1)</sup> Internal changes comprise minor structural changes (transfer of cost centres) between Australia Banking and other business units.

## (b) Analysis of AIFRS adjustments half year ended 31 March 2005

| Half year ended 31 March 2005          | Share based payments \$m | Tax<br>\$m | Operating<br>Leases<br>\$m | Other<br>\$m | AIFRS<br>Adjustments<br>\$m |
|--|--------------------------|------------|----------------------------|--------------|-----------------------------|
| Net interest income                    |                          |            | (48)                       |              | (48)                        |
| Other operating income                 |                          |            | 185                        |              | 185                         |
| Total income                           |                          |            | 137                        |              | 137                         |
| Operating expenses                     | (14)                     |            | (137)                      |              | (151)                       |
| Underlying profit                      | (14)                     |            |                            |              | (14)                        |
| Charge to provide for doubtful debts   |                          |            |                            |              |                             |
| Cash earnings before tax               | (14)                     |            |                            |              | (14)                        |
| Income tax expense                     |                          | 24         |                            |              | 24                          |
| Cash earnings before significant items | (14)                     | 24         |                            |              | 10                          |

## Half year ended 30 September 2005

#### (a) Cash earnings half year ended 30 September 2005

| Half year ended 30 September 2005      | AGAAP as<br>Published<br>\$m | Internal changes(1) \$m | AIFRS<br>Adjustments<br>\$m | AIFRS<br>\$m |
|--|------------------------------|-------------------------|-----------------------------|--------------|
| Net interest income                    | 1,995                        | 14                      | (51)                        | 1,958        |
| Other operating income                 | 1,154                        | (5)                     | 202                         | 1,351        |
| Total income                           | 3,149                        | 9                       | 151                         | 3,309        |
| Operating expenses                     | (1,730)                      | 28                      | (173)                       | (1,875)      |
| Underlying profit                      | 1,419                        | 37                      | (22)                        | 1,434        |
| Charge to provide for doubtful debts   | (127)                        |                         |                             | (127)        |
| Cash earnings before tax               | 1,292                        | 37                      | (22)                        | 1,307        |
| Income tax expense                     | (382)                        | (11)                    | (32)                        | (425)        |
| Cash earnings before significant items | 910                          | 26                      | (54)                        | 882          |

<sup>(1)</sup> Internal changes comprise minor structural changes (transfer of cost centres) between Australian Banking and other business units.

## (b) Analysis of AIFRS adjustments half year ended 30 September 2005

| Half year ended 30 September 2005      | Share based payments \$m | Tax<br>\$m | Operating<br>Leases<br>\$m | Other<br>\$m | AIFRS adjustments \$m |
|--|--------------------------|------------|----------------------------|--------------|-----------------------|
| Net interest income                    |                          |            | (51)                       |              | (51)                  |
| Other operating income                 |                          |            | 202                        |              | 202                   |
| Total income                           |                          |            | 151                        |              | 151                   |
| Operating expenses                     | (24)                     |            | (151)                      | 2            | (173)                 |
| Underlying profit                      | (24)                     |            |                            | 2            | (22)                  |
| Charge to provide for doubtful debts   |                          |            |                            |              |                       |
| Cash earnings before tax               | (24)                     |            |                            | 2            | (22)                  |
| Income tax expense                     |                          | (32)       |                            |              | (32)                  |
| Cash earnings before significant items | (24)                     | (32)       |                            | 2            | (54)                  |

#### WEALTH MANAGEMENT AUSTRALIA

Half year ended 31 March 2005

#### (a) Cash earnings half year ended 31 March 2005

| Half year ended 31 March 2005          | AGAAP as<br>published<br>\$m | Internal<br>changes(1)<br>\$m | AIFRS adjustments \$m | AIFRS<br>\$m |
|--|------------------------------|-------------------------------|-----------------------|--------------|
| Investments                            | 115                          |                               | (3)                   | 112          |
| Insurance                              | 74                           | (7)                           | (1)                   | 66           |
| Other (including regulatory programs)  | (42)                         | 5                             | 19                    | (18)         |
| Profit from operations (after tax)     | 147                          | (2)                           | 15                    | 160          |
| IoRE                                   | 47                           | (6)                           |                       | 41           |
| Cash earnings before significant items | 194                          | (8)                           | 15                    | 201          |

<sup>(1)</sup> Internal changes comprise minor structural changes, including the transfer of Wealth Management Asia results out of Wealth Management Australia.

### (b) Analysis of AIFRS adjustments half year ended 31 March 2005

| Half year ended 31 March 2005          | Share based payments \$m | Tax<br>\$m | Other(2)<br>\$m | AIFRS adjustments \$m |
|--|--------------------------|------------|-----------------|-----------------------|
| Investments                            | (1)                      |            | (2)             | (3)                   |
| Insurance                              | (1)                      |            |                 | (1)                   |
| Other (including regulatory programs)  | (1)                      | 8          | 12              | 19                    |
| Profit from operations (after tax)     | (3)                      | 8          | 10              | 15                    |
| IoRE                                   |                          |            |                 |                       |
| Cash earnings before significant items | (3)                      | 8          | 10              | 15                    |

<sup>(2)</sup> Other comprises a number of smaller items including unrealised gains relating to foreign currency movements on foreign denominated debt, amortisation of defined benefit surplus and impact of non deferral of non-life acquisition costs.

#### Half year ended 30 September 2005

#### (a) Cash earnings half year ended 30 September 2005

| Half year ended 30 September 2005      | AGAAP as<br>published<br>\$m | Internal changes(1) \$m | AIFRS<br>adjustments<br>\$m | AIFRS<br>\$m |
|--|------------------------------|-------------------------|-----------------------------|--------------|
| Investments                            | 105                          |                         | (6)                         | 99           |
| Insurance                              | 85                           | (4)                     | (1)                         | 80           |
| Other (including regulatory programs)  | (37)                         |                         |                             | (37)         |
| Profit from operations (after tax)     | 153                          | (4)                     | (7)                         | 142          |
| IoRE                                   | 67                           | (7)                     |                             | 60           |
| Cash earnings before significant items | 220                          | (11)                    | (7)                         | 202          |

<sup>(1)</sup> Internal changes comprise minor structural changes, including the transfer of Wealth Management Asia results out of Wealth Management Australia.

## (b) Analysis of AIFRS adjustments half year ended 30 September 2005

| Half year ended 30 September 2005      | Share based<br>payments<br>\$m | Tax<br>\$m | Other(2)<br>\$m | AIFRS<br>Adjustments<br>\$m |
|--|--------------------------------|------------|-----------------|-----------------------------|
| Investments                            | (4)                            |            | (2)             | (6)                         |
| Insurance                              | (1)                            |            |                 | (1)                         |
| Other (including regulatory programs)  | (3)                            | (8)        | 11              |                             |
| Profit from operations (after tax)     | (8)                            | (8)        | 9               | (7)                         |
| IoRE                                   |                                |            |                 |                             |
| Cash earnings before significant items | (8)                            | (8)        | 9               | (7)                         |

<sup>(2)</sup> Other comprises a number of smaller items including unrealised gains relating to foreign currency movements on foreign denominated debt, amortisation of defined benefit surplus and impact of non deferral of non-life acquisition costs.

#### INSTITUTIONAL MARKETS & SERVICES

Half year ended 31 March 2005

## (a) Cash earnings half year ended 31 March 2005

| Half year ended 31 March 2005          | AGAAP as<br>published<br>\$m | Internal changes(1) \$m | AIFRS<br>adjustments<br>\$m | AIFRS<br>\$m |
|--|------------------------------|-------------------------|-----------------------------|--------------|
| Net interest income                    | 281                          | (24)                    | 1                           | 258          |
| Other operating income                 | 486                          | (2)                     | 20                          | 504          |
| Total income                           | 767                          | (26)                    | 21                          | 762          |
| Operating expenses                     | (366)                        | 7                       | (11)                        | (370)        |
| Underlying profit                      | 401                          | (19)                    | 10                          | 392          |
| Charge to provide for doubtful debts   | (48)                         |                         |                             | (48)         |
| Cash earnings before tax               | 353                          | (19)                    | 10                          | 344          |
| Income tax expense                     | (45)                         | 4                       | (5)                         | (46)         |
| Cash earnings before significant items | 308                          | (15)                    | 5                           | 298          |

<sup>(1)</sup> Internal changes comprise changes to the divisional operating structure and revised revenue sharing arrangements with other divisions.

### (b) Analysis of AIFRS adjustments half year ended 31 March 2005

| Half year ended 31 March 2005          | Share based<br>Payments<br>\$m | Finance lease<br>revenue(2)<br>\$m | Other(3)<br>\$m | AIFRS<br>adjustments<br>\$m |
|--|--------------------------------|------------------------------------|-----------------|-----------------------------|
| Total income                           |                                | 16                                 | 5               | 21                          |
| Other operating expenses               | (7)                            | (1)                                | (3)             | (11)                        |
| Underlying profit                      | (7)                            | 15                                 | 2               | 10                          |
| Charge to provide for doubtful debts   |                                |                                    |                 |                             |
| Cash earnings before tax               | (7)                            | 15                                 | 2               | 10                          |
| Income tax expense                     |                                | (6)                                | 1               | (5)                         |
| Cash earnings before significant items | (7)                            | 9                                  | 3               | 5                           |

<sup>(2)</sup> Total income represents the recognition of additional profit under AIFRS on the sale of leased assets.

<sup>(3)</sup> Includes consolidation of special purpose entities.

## Half year ended 30 September 2005

## (a) Cash earnings half year ended 30 September 2005

| Half year ended 30 September 2005      | AGAAP as<br>published<br>\$m | Internal<br>changes(1)<br>\$m | AIFRS<br>adjustments<br>\$m | AIFRS<br>\$m |
|--|------------------------------|-------------------------------|-----------------------------|--------------|
| Net interest income                    | 262                          | (27)                          | 9                           | 244          |
| Other operating income                 | 433                          | (1)                           | (9)                         | 423          |
| Total income                           | 695                          | (28)                          |                             | 667          |
| Operating expenses                     | (369)                        | 11                            | (14)                        | (372)        |
| Underlying profit                      | 326                          | (17)                          | (14)                        | 295          |
| Charge to provide for doubtful debts   | 24                           |                               |                             | 24           |
| Cash earnings before tax               | 350                          | (17)                          | (14)                        | 319          |
| Income tax expense                     | (45)                         | 5                             |                             | (40)         |
| Cash earnings before significant items | 305                          | (12)                          | (14)                        | 279          |

<sup>(1)</sup> Internal changes comprise changes to the divisional operating structure and revised revenue sharing arrangements with other divisions.

## (b) Analysis of AIFRS adjustments half year ended 30 September 2005

| Half year ended 31 March 2005          | Share based<br>Payments<br>\$m | Finance lease<br>revenue<br>\$m | Other(2)<br>\$m | AIFRS<br>adjustments<br>\$m |
|--|--------------------------------|---------------------------------|-----------------|-----------------------------|
| Total income                           |                                | (5)                             | 5               |                             |
| Other operating expenses               | (8)                            |                                 | (6)             | (14)                        |
| Underlying profit                      | (8)                            | (5)                             | (1)             | (14)                        |
| Charge to provide for doubtful debts   |                                |                                 |                 |                             |
| Cash earnings before tax               | (8)                            | (5)                             | (1)             | (14)                        |
| Income tax expense                     |                                |                                 |                 |                             |
| Cash earnings before significant items | (8)                            | (5)                             | (1)             | (14)                        |

<sup>(2)</sup> Includes consolidation of special purpose entities.

# **TOTAL UK** Ongoing operations

# Half year ended 31 March 2005

## (a) Cash earnings half year ended 31 March 2005

| Half year ended 31 March 2005          | AGAAP as<br>published<br>£m | AIFRS<br>adjustments<br>£m | AIFRS<br>£ m |
|--|-----------------------------|----------------------------|--------------|
| Net interest income                    | 334                         | (9)                        | 325          |
| Other operating income                 | 183                         | 39                         | 222          |
| Total income                           | 517                         | 30                         | 547          |
| Operating expenses                     | (330)                       | (23)                       | (353)        |
| Underlying profit                      | 187                         | 7                          | 194          |
| Charge to provide for doubtful debts   | (35)                        |                            | (35)         |
| Cash earnings before tax               | 152                         | 7                          | 159          |
| Income tax expense                     | (46)                        | (3)                        | (49)         |
| Cash earnings before significant items | 106                         | 4                          | 110          |

## (b) Analysis of AIFRS adjustments half year ended 31 March 2005

| Half year ended 31 March 2005          | Share based payments £m | Pensions<br>£m | Operating<br>Leases<br>£m | Other<br>£m | AIFRS<br>Adjustments<br>£m |
|--|-------------------------|----------------|---------------------------|-------------|----------------------------|
| Net interest income                    |                         |                | (9)                       |             | (9)                        |
| Other operating income                 |                         |                | 39                        |             | 39                         |
| Total income                           |                         |                | 30                        |             | 30                         |
| Operating expenses                     | (4)                     | 13             | (30)                      | (2)         | (23)                       |
| Underlying profit                      | (4)                     | 13             |                           | (2)         | 7                          |
| Charge to provide for doubtful debts   |                         |                |                           |             |                            |
| Cash earnings before tax               | (4)                     | 13             |                           | (2)         | 7                          |
| Income tax expense                     | 1                       | (4)            |                           |             | (3)                        |
| Cash earnings before significant items | (3)                     | 9              |                           | (2)         | 4                          |

## Half year ended 30 September 2005

# (a) Cash earnings half year ended 30 September 2005

| Half year ended 30 September 2005      | AGAAP as<br>Published<br>£m | AIFRS<br>adjustments<br>£m | AIFRS<br>£m |
|--|-----------------------------|----------------------------|-------------|
| Net interest income                    | 350                         | (9)                        | 341         |
| Other operating income                 | 222                         | 42                         | 264         |
| Total income                           | 572                         | 33                         | 605         |
| Operating expenses                     | (374)                       | (32)                       | (406)       |
| Underlying profit                      | 198                         | 1                          | 199         |
| Charge to provide for doubtful debts   | (53)                        |                            | (53)        |
| Cash earnings before tax               | 145                         | 1                          | 146         |
| Income tax expense                     | (50)                        | (1)                        | (51)        |
| Cash earnings before significant items | 95                          |                            | 95          |

# (b) Analysis of AIFRS adjustments half year ended 30 September 2005

| Half year ended 30 September 2005      | Share based payments £m | Pensions<br>£m | Operating<br>Leases<br>£m | Other<br>£m | AIFRS<br>Adjustments<br>£m |
|--|-------------------------|----------------|---------------------------|-------------|----------------------------|
| Net interest income                    |                         |                | (9)                       |             | (9)                        |
| Other operating income                 |                         |                | 41                        | 1           | 42                         |
| Total income                           |                         |                | 32                        | 1           | 33                         |
| Operating expenses                     | (6)                     | 8              | (32)                      | (2)         | (32)                       |
| Underlying profit                      | (6)                     | 8              |                           | (1)         | 1                          |
| Charge to provide for doubtful debts   |                         |                |                           |             |                            |
| Cash earnings before tax               | (6)                     | 8              |                           | (1)         | 1                          |
| Income tax expense                     | 1                       | (2)            |                           |             | (1)                        |
| Cash earnings before significant items | (5)                     | 6              |                           | (1)         |                            |

## TOTAL NEW ZEALAND

Half year ended 31 March 2005

# (a) Cash earnings half year ended 31 March 2005

| Half year ended 31 March 2005          | AGAAP as<br>Published<br>NZ\$m | AIFRS adjustments NZ\$m | AIFRS<br>NZ\$m |
|--|--------------------------------|-------------------------|----------------|
| Net interest income                    | 420                            | (23)                    | 397            |
| Other operating income                 | 219                            | 80                      | 299            |
| Total income                           | 639                            | 57                      | 696            |
| Operating expenses                     | (366)                          | (73)                    | (439)          |
| Underlying profit                      | 273                            | (16)                    | 257            |
| Charge to provide for doubtful debts   | (13)                           |                         | (13)           |
| Cash earnings before tax               | 260                            | (16)                    | 244            |
| Income tax expense                     | (84)                           | 4                       | (80)           |
| Cash earnings before significant items | 176                            | (12)                    | 164            |

# (b) Analysis of AIFRS adjustments half year ended 31 March 2005

| Half year ended 31 March 2005          | Share based payments NZ\$m | Pensions<br>NZ\$m | Operating<br>Leases<br>NZ\$m | Other<br>NZ\$m | AIFRS adjustments NZ\$m |
|--|----------------------------|-------------------|------------------------------|----------------|-------------------------|
| Net interest income                    |                            |                   | (23)                         |                | (23)                    |
| Other operating income                 |                            |                   | 80                           |                | 80                      |
| Total income                           |                            |                   | 57                           |                | 57                      |
| Operating expenses                     | (1)                        | (14)              | (57)                         | (1)            | (73)                    |
| Underlying profit                      | (1)                        | (14)              |                              | (1)            | (16)                    |
| Charge to provide for doubtful debts   |                            |                   |                              |                |                         |
| Cash earnings before tax               | (1)                        | (14)              |                              | (1)            | (16)                    |
| Income tax expense                     |                            | 4                 |                              |                | 4                       |
| Cash earnings before significant items | (1)                        | (10)              |                              | (1)            | (12)                    |

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## Half year ended 30 September 2005

# (a) Cash earnings half year ended 30 September 2005

| Half year ended 30 September 2005      | AGAAP as<br>published<br>NZ\$m | AIFRS adjustments NZ\$m | AIFRS<br>NZ\$m |
|--|--------------------------------|-------------------------|----------------|
| Net interest income                    | 428                            | (23)                    | 405            |
| Other operating income                 | 222                            | 77                      | 299            |
| Total income                           | 650                            | 54                      | 704            |
| Other operating expenses               | (353)                          | (59)                    | (412)          |
| Underlying profit                      | 297                            | (5)                     | 292            |
| Charge to provide for doubtful debts   | (28)                           |                         | (28)           |
| Cash earnings before tax               | 269                            | (5)                     | 264            |
| Income tax expense                     | (85)                           | 1                       | (84)           |
| Cash earnings before significant items | 184                            | (4)                     | 180            |

# (b) Analysis of AIFRS adjustments half year ended 30 September 2005

| Half year ended 30 September 2005      | Share based<br>payments<br>NZ\$m | Operating<br>Leases<br>NZ\$m | Other<br>NZ\$m | AIFRS adjustments NZ\$m |
|--|----------------------------------|------------------------------|----------------|-------------------------|
| Net interest income                    |                                  | (23)                         |                | (23)                    |
| Other operating income                 |                                  | 78                           | (1)            | 77                      |
| Total income                           |                                  | 55                           | (1)            | 54                      |
| Other operating expenses               | (2)                              | (55)                         | (2)            | (59)                    |
| Underlying profit                      | (2)                              |                              | (3)            | (5)                     |
| Charge to provide for doubtful debts   |                                  |                              |                |                         |
| Cash earnings before tax               | (2)                              |                              | (3)            | (5)                     |
| Income tax expense                     |                                  |                              | 1              | 1                       |
| Cash earnings before significant items | (2)                              |                              | (2)            | (4)                     |

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#### OTHER (GROUP FUNDING & CORPORATE CENTRE)

Half year ended 31 March 2005

# (a) Cash earnings half year ended 31 March 2005

| Half year ended 31 March 2005          | AGAAP as<br>published<br>\$m | Internal<br>changes(1)<br>\$m | AIFRS<br>Adjustments<br>\$m | AIFRS<br>\$m |
|--|------------------------------|-------------------------------|-----------------------------|--------------|
| Group Funding                          | (56)                         |                               | 15                          | (41)         |
| Corporate Centre                       | (144)                        | 4                             | (10)                        | (150)        |
| Cash earnings before significant items | (200)                        | 4                             | 5                           | (191)        |

<sup>(1)</sup> Internal changes primarily comprise structural changes between other business units.

# (b) Analysis of AIFRS adjustments half year ended 31 March 2005

| Half year ended 31 March 2005          | Share based payments \$m | FX<br>translation<br>\$m | Other<br>\$m | AIFRS<br>Adjustments<br>\$m |
|--|--------------------------|--------------------------|--------------|-----------------------------|
| Group Funding                          |                          | 15                       |              | 15                          |
| Corporate Centre                       | (6)                      |                          | (4)          | (10)                        |
| Cash earnings before significant items | (6)                      | 15                       | (4)          | ) 5                         |

Half year ended 30 September 2005

## (a) Cash earnings half year ended 30 September 2005

| Half year ended 30 September 2005      | AGAAP as<br>published<br>\$m | Internal<br>Changes(1)<br>\$m | AIFRS<br>Adjustments<br>\$m | AIFRS<br>\$m |
|--|------------------------------|-------------------------------|-----------------------------|--------------|
| Group Funding                          | 33                           |                               | (1)                         | 32           |
| Corporate Centre                       | (64)                         | (17)                          | (12)                        | (93)         |
| Cash earnings before significant items | (31)                         | (17)                          | (13)                        | (61)         |

<sup>(1)</sup> Internal changes primarily comprise structural changes between other business units.

# (b) Analysis of AIFRS adjustments half year ended 30 September 2005

| Half year ended 30 September 2005      | Share based payments \$m | FX<br>Translation<br>\$m | Other<br>\$m | AIFRS<br>Adjustments<br>\$m |
|--|--------------------------|--------------------------|--------------|-----------------------------|
| Group Funding                          |                          | (1)                      |              | (1)                         |
| Corporate Centre                       | (9)                      |                          | (3           | ) (12)                      |
| Cash earnings before significant items | (9)                      | (1)                      | (3           | (13)                        |
|  |                          |                          |              |                             |

| AIFRS Transition Report - 7 | Key areas of AIFRS | impact in 31 March | 2006 half year results |
|-----------------------------|--------------------|--------------------|------------------------|
|-----------------------------|--------------------|--------------------|------------------------|

#### 7. KEY AREAS OF AIFRS IMPACT IN 31 MARCH 2006 HALF YEAR RESULTS

#### (a) Overview of impact

The Group s 2006 half year results will include the full impact of AIFRS, including AASB 132, 139 and 4. Some of the key changes that will appear in those financial statements are as follows:

The income statement will reflect reclassification between a number of individual line items including:

**Bill acceptance** income will be reclassified from other operating income to net interest income;

Certain other *loan related fees* will be reclassified from other operating income to net interest income. In addition under the effective yield requirements of AASB 139 these fees will be deferred and amortised to net interest income over the expected term of the loan; and

Interest income and expense on hedged items and hedging derivatives will continue to be recorded within net interest income. However in certain instances the Group has not met the requirements for hedge accounting and will therefore *classify additional derivative contracts as trading*. This will result in the interest income/expense on these contracts being reclassified to other operating income (trading income).

From a balance sheet perspective, there have been a number of key changes to reported equity at 1 October 2005 as a result of the application of AASB 132, 139 and 4. As a result of these, and other AIFRS changes from other standards applying from 1 October 2004, shareholders equity reduced at that date by \$10,260 million from \$34,280 million under AGAAP at 30 September 2005 to \$24,020 million under AIFRS at 1 October 2005. The reductions primarily arose as a result of the following changes:

*Outside equity interests in Wealth management controlled entities* of \$6,224 million no longer meet the definition of equity under AIFRS and are reclassified as liabilities;

The *provision for doubtful debts* under AIFRS has been reduced by \$384 million at 1 October 2005. Further information on this is provided below;

The application of *effective yield* requirements to bill acceptance and other loan related fee income has resulted in a reduction in equity of \$401 million on initial transition;

An embedded option in the Group s *Exchangeable Capital Units* is required to be recognised as a separate stand-alone derivative and recorded at fair value through the income statement. This derivative represents the option that holders have to convert an exchangeable capital unit into a specified number of National ordinary shares and therefore results in the Group recognising adjustments to the value of this option in the financial statements. These adjustments arise from movements in both foreign currency rates and the National s own share price. At 1 October 2005 this resulted in the recognition of an additional liability of \$879 million;

**Deferred acquisition costs** within the Group s non-life insurance contracts have been removed from the balance sheet at 1 October 2005. This reduced equity at that date by \$384 million; and

*Derivative financial instruments* have all been recognised at fair value on the balance sheet, together with fair value adjustments to hedged items in a fair value hedging relationship or where designated as fair value through P&L . Whilst this has resulted in assets and liabilities increasing significantly, the net increase in equity at 1 October 2005 was only \$28 million.

In addition to these equity impacts, there have also been a number of reclassifications within the balance sheet lines. These include:

The Group has elected to use the *fair value option* permitted under AASB 139 in a number of instances. This is discussed further below. The result of this is that a number of financial assets and liabilities have been reclassified to the categories. Other financial assets at fair value and Other financial liabilities at fair value.

Detailed reconciliations of the 1 October 2005 opening balance sheet and reserves, incorporating AASB 132, 139 and 4 adjustments are provided later in this document. These reconciliations provide explanation of each of the above, together with other adjustments.

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Use of the fair value option

Under AASB 139 the Group has elected to fair value a number of financial assets and financial liabilities. This has been primarily undertaken within the Group s Banking business in order to eliminate accounting mismatches arising where income statement volatility arises on instruments where, from an economic standpoint, the risk is hedged. The Group has applied this to a number of balance sheet categories. This includes certain loans and advances, debt securities, deposits and other borrowings, due to other banks and bonds, notes and subordinated debt.

In addition the Group has applied the fair value option to the investment contracts within its Wealth Management business. This ensures consistency with the accounting treatment applied under AGAAP.

Within the Group's financial statements, such financial instruments will be presented as separate line items on the face of the balance sheet. Other financial assets at fair value and Other financial liabilities at fair value. Wealth Management related financial instruments will continue to be reported within investments relating to life insurance business.

This change introduces an additional degree of complexity in understanding the Group s financial statements. To minimise this as far as possible, within the constraints of accounting standard requirements, where MD&A and other disclosure provides information on the Group s products, for example, the composition of the loan book or deposit book, the disclosure covers the entire loan and deposit book, irrespective of underlying accounting treatment. Examples of this include:

Analysis of loan book by product type is undertaken on a whole of loan book basis;

Analysis of deposits and other borrowings is similarly undertaken on a whole of book basis; and

All asset quality disclosures, including coverage ratios, are on a whole of loan book basis. Note, however, that in order to comply with AIFRS, the following are important points to be aware of:

the bad and doubtful debt charge against loans carried at amortised cost is recorded in the income statement line Charge to provide for doubtful debts, whereas the credit adjustment against loans carried at fair value is included within the income statement line Gains less losses on financial instruments at fair value; and

Similarly in the balance sheet, provisions for doubtful debts for loans carried at amortised cost are deducted from the Loans and advances line. Credit adjustments to loans carried at fair value are deducted from the Other financial assets at fair value line.

#### Loan loss provisioning

From 1 October 2005 the Group has applied an incurred loss approach to loan loss provisioning in accordance with the requirements of AASB 139. This has resulted in a reduction in the collective (general) loan loss provision at 1 October 2005 of \$307 million and a reduction in the specific loan loss provision of \$77 million at the same date. In addition a further \$85 million of loan loss provision has been transferred into the category Other financial assets at fair value as it relates to the credit adjustment on loans and other financial instruments that are now measured at fair value. A further \$35 million has been transferred to trading derivatives. Key points in relation to the Group s loan loss methodology under AIFRS are:

The reduction in specific provisioning of \$77 million comprises primarily amounts that have been transferred under AIFRS from the specific provision to the collective provision as they are evaluated for impairment on a collective basis. This is offset by a small increase in the specific provision due to the effect of discounting.

The reduction in the collective provision of \$307 million represents the adjustment required to apply an incurred loss approach. Key requirements of incurred loss models are:

There must be objective evidence of impairment of a loan or group of loans before a provision can be recorded. This can include the downgrade of a loan within the Group s credit risk systems or the use of migration analysis to estimate the migration of loans to a past due status and ultimately to write-off;

Provisions can no longer be recognised immediately upon origination of a loan; and

Future losses cannot be provided for, unless objective evidence of impairment on or before balance sheet date has been identified.

Under APRA transitional arrangements intended to apply until 1 January 2008, a general reserve for credit losses will be established at 1 July 2006. This will be an appropriation from retained earnings to non-distributable reserves. This reserve at 1 October 2005 would have approximated \$157 million.

#### AIFRS Transition Report 8 Group AIFRS reconciliations

#### 8. GROUP AIFRS RECONCILIATIONS

In preparing its opening AIFRS balance sheet and comparative information, the Group has made adjustments to the financial information previously reported in accordance with the prior basis of accounting (AGAAP).

The following notes and reconciliations provide an explanation of how the transition from AGAAP to AIFRS has affected the Group s financial statements.

The AIFRS impacts contained in the following reconciliations have been shown as:

those arising from required recognition and measurement adjustments to the financial statements to transition from AGAAP to AIFRS either at 1 October 2004 or 1 October 2005 (transitional adjustments);

those arising during the half years ended 31 March 2005 and 30 September 2005 to adjust for measurement differences between AGAAP and AIFRS in the income statement or reserves (measurement adjustments); and

those concerning presentation and disclosure of items in the financial statements (reclassification adjustments) at the relevant dates.

Recognition and measurement adjustments that arise as a result of the opening transition process affect balance sheet values and are recognised in either retained earnings or an appropriate equity reserve at the date of transition. These may arise at either 1 October 2004 or 1 October 2005.

Presentation and disclosure adjustments do not impact total equity or retained earnings, but (other than a reclassification of outside equity interests at 1 October 2005 from equity to liabilities) reclassify items from one line to another.

The areas of most significant impact and the adjustments arising from application of AIFRS are summarised below. In certain cases the transitional and measurement adjustments detailed in the following reconciliations differ from information disclosed in previous financial statements. These differences primarily arise through changes and refinements in interpretation of relevant accounting standards.

Transitional adjustments at October 1, 2004 have been held constant in the Transition column of the balance sheet reconciliations at 31 March 2005 and 30 September 2005. Foreign currency revaluations of these adjustments have been reported as measurement adjustments.

The information presented below is in accordance with AASB 1. Unless stated otherwise, all adjustments have been presented on a pre-tax basis.

#### A. Transitional and measurement adjustments arising as at October 1, 2004

### (a) Defined benefit pension plans

AIFRS requires defined benefit pension plan surpluses and deficits to be recognised on the balance sheet. Consequently, a transitional adjustment is required to recognise defined benefit pension surpluses and deficits on the balance sheet with a corresponding entry made to retained earnings.

An opening transitional adjustment recognises a defined benefit pension plan deficit of \$1,279 million, a defined benefit pension plan surplus of \$130 million and de-recognises a pre-paid pension cost asset previously carried under AGAAP of \$575 million.

For the half years ended 31 March 2005 and 30 September 2005, the defined benefit pension expense recorded within personnel expenses was \$12 million and \$15 million respectively less than had been previously recorded under AGAAP. In addition, under AGAAP, \$47 million in relation to redundancy related payments was recognised as a restructuring expense. On transition to AIFRS this expense was reversed as it had already been recognised in the 1 October 2004 opening AIFRS balance sheet.

For the year ended 30 September 2005 the net profit on the sale of the Irish Banks (recognised as a Significant Item) was \$277 million greater than that previously reported under AGAAP. The increase is largely due to the impact of derecognising the defined benefit pension liabilities in respect of the Irish Banks.

#### (b) Wealth Management revaluation excess of market value over net assets (EMVONA)

On transition to AIFRS, EMVONA is derecognised and revaluation movements are no longer recognised in the Group s income statement. Under AGAAP, EMVONA represented:

acquired goodwill in respect of life insurance controlled entities remaining at balance date;

increases in the value of goodwill of the controlled entities since acquisition; and

the difference between the values assigned to assets and liabilities of the controlled entity within the Group s financial statements and those in the report of the controlled entity arising due to valuation methodology differences.

The whole of the AGAAP EMVONA balance of \$4,905 million is written off to retained earnings upon transition to AIFRS and is replaced by acquired goodwill of \$4,094 million and other intangible assets relating to past acquisitions, of \$82 million.

For the half years ended 31 March 2005 and 30 September 2005 revaluation uplifts in EMVONA of \$54 million and \$281 million recognised under AGAAP have been reversed.

#### (c) Consolidation of special purpose entities

Special purpose entities (SPE s) require consolidation where the Group has access to the majority of the residual income or is exposed to the majority of the residual risk associated with the SPE. The opening adjustment as at 1 October, 2004 to consolidate the Group s SPE s where required under AIFRS, is a gross up of assets and liabilities of \$5,732 million and \$5,734 million respectively, with a corresponding minimal impact on total equity.

These amounts are predominantly reflected in adjustments to loans and advances (assets) and deposits and other borrowings and bonds, notes and subordinated debt (liabilities).

For the half years ended 31 March 2005 and 30 September 2005, the impact on net profit before tax arising from the consolidation of these entities is minimal. The principal impact on the income statement is a gross up in interest income and interest expense with interest income increasing by \$200 million for the half year ended 31 March 2005 and \$223 million for the half year ended 30 September 2005. Interest expense increases by \$190 million for the half year ended 31 March 2005 and \$179 million for the half year ended 30 September 2005.

# (d) Taxation

AIFRS requires the Group to adopt a balance sheet approach to determining deferred tax items, based upon a comparison of accounting carrying amounts of assets and liabilities with their tax base. This method identifies a broader range of differences than those that arise under AGAAP.

An opening transitional adjustment results in a net increase in retained earnings of \$609 million. This adjustment primarily arises from the tax impacts of the various transitional adjustments applicable from 1 October 2004.

For the half years ended 31 March 2005 and 30 September 2005, the income tax expense was \$24 million less and \$41 million greater respectively than that recognised under AGAAP.

#### (e) Share-based payments

AIFRS introduces the requirement for the Group to recognise an expense in respect of all share-based remuneration (performance options, performance rights and shares issued to employees) determined with reference to the fair value of the equity instruments issued. The fair value of the performance options and performance rights at grant date will be expensed over their expected vesting period on a straight-line basis. Similarly, the fair value of shares granted under the staff share schemes will be recognised as an expense over their vesting period on a straight-line basis.

Under the exemption provided in AASB 1, the Group has not applied AASB 2 Share-based Payment to equity instruments issued prior to November 7, 2002. The transitional adjustment at October 1, 2004 is therefore calculated in respect of performance options, performance rights and shares granted after November 7, 2002 that remain unvested at January 1, 2005.

An opening transitional adjustment results in the recognition of an equity based payments reserve of \$34 million.

For the half years ended 31 March 2005 and 30 September 2005, the expense for equity based payments is \$37 million and \$60 million respectively.

#### (f) Goodwill

Upon transition to AIFRS, goodwill will no longer be amortised. Instead, goodwill will be tested for impairment annually and assessed for any indication of impairment at each reporting date to ensure that its carrying amount does not exceed its recoverable amount. If an impairment loss is identified, it will be recognised immediately in the income statement. No impairment of goodwill was identified at October 1, 2004.

For the half years ended 31 March 2005 and 30 September 2005, goodwill amortisation of \$50 million and \$48 million respectively recognised under AGAAP has been reversed. No impairment of goodwill was identified for the year ended 30 September 2005.

#### (g) Foreign currency translation

Under the exemption provided in AASB 1, the Group has reset the foreign currency translation reserve (FCTR) to nil as at October 1, 2004, resulting in an increase in retained earnings of \$166 million.

Translation differences in relation to foreign controlled entities subsequent to transition to AIFRS will continue to be recorded in the FCTR. The gain or loss recognised in the income statement on a future disposal of a foreign controlled entity will include any translation differences that arise after October 1, 2004.

#### (h) Wealth Management investment business revenue and expense recognition

Under AGAAP, acquisition costs, net of initial commission revenue, relating to acquiring new investment business, were deferred and subsequently recognised in the income statement over the average life of the contracts. Under AIFRS, initial commission revenue will be recognised at the inception of the contract. Similarly, costs will be recognised and expensed as they are incurred.

An opening transitional adjustment of \$100 million represents a write-off of the cumulative deferred acquisition costs asset previously recognised under AGAAP in respect of contracts issued by entities other than life insurance entities. During the half year ended 31 March 2005 the increase in the deferred acquisition costs asset recognised under AGAAP of \$12 million has been reversed from the balance sheet and recognised directly in the income statement. There was nil impact arising in the half year ended 30 September 2005.

#### (i) Treasury shares

Under AGAAP, direct investments in National Australia Bank Limited shares by the Group s life insurance statutory funds were recognised within investments relating to life insurance business in the balance sheet at market value. On transition to AIFRS, these investments will be

classified as treasury shares and deducted from share capital. The opening transitional adjustment for treasury shares is:

a decrease of \$551 million in investments relating to life insurance business, being the market value of the investments in National shares;

a decrease of \$645 million in contributed equity, being the cost of the investments; and

an increase of \$94 million in retained earnings, being the reversal of the cumulative opening market value decrement.

For the half years ended 31 March 2005 and 30 September 2005, total net realised and unrealised gains and losses and dividend income of \$53 million and \$114 million respectively relating to treasury shares were recognised in the income statement under AGAAP. Of these amounts \$35 million and \$129 million represented unrealised gains and losses recognised at 31 March 2005 and 30 September 2005 respectively. All of the amounts noted above are reversed under AIFRS.

#### (j) Asset revaluation reserve

Under AGAAP, the Group carried all land and buildings at fair value. Valuation increments and decrements were offset against one another within the global group of land and buildings with the net movement being reflected in the asset revaluation reserve. In contrast, AIFRS requires that valuation increments and decrements are accounted for on an asset-by-asset basis. Under AIFRS the Group will continue to carry all land and buildings at fair value. The balance of the asset revaluation reserve has been restated to reflect the cumulative movements on property revaluations on an asset-by-asset basis. At October 1, 2004, the required adjustments are an increase in the asset revaluation reserve of \$150 million with a corresponding decrease in retained earnings.

#### B. Transitional and measurement adjustments arising as at October 1, 2005

The following adjustments relate to application of AASB 132, AASB 139 and AASB 4 as at October 1, 2005. The information presented below is in accordance with AASB 1 that provides an exemption from presenting comparative financial information in relation to these standards.

#### (k) Recognition of derivative financial instruments and hedging

Under AIFRS, the Group has recognised all derivative financial instruments at fair value on the balance sheet, irrespective of whether the instrument is used in a hedging relationship or otherwise.

Where fair value hedge accounting criteria are met, fair value changes on both the hedged item (attributable to the hedged risk) and the hedging instrument are recognised directly in the income statement. Where cash flow hedge accounting criteria are met, the carrying value of the hedged item is not adjusted and the fair value changes on the related hedging instrument (to the extent the hedge is effective) are deferred in the cash flow hedge reserve. This amount will then be transferred to the income statement at the time the hedged item affects the income statement. Hedge ineffectiveness is recognised in the income statement immediately.

At 1 October, 2005, the Group has recognised the following transitional adjustments attributable to derivative financial instruments, hedging and application of the fair value through profit and loss designation. Many of these derivatives form an important part of the Group s risk management strategy and are designed to negate risk by the creation of off-setting fair value movements or a decrease in the variability of future cash flows. It should be noted that the overall net impact of the following adjustments upon opening retained earnings is an increase of \$28 million.

#### (i) Trading derivatives

Initial recognition of trading derivatives at fair value resulting in an increase in total assets of \$196 million and an increase in total liabilities of \$307 million. The increases are primarily recognised within Trading derivatives (assets) which have increased by \$330 million and Trading derivatives (liabilities) which have increased by \$474 million and Other assets and Other liabilities that have decreased by \$133 million and \$166 million, respectively. The corresponding decrease in retained earnings is \$111 million. This is as a consequence of derivatives previously classified as off balance sheet hedging derivatives under AGAAP being recognised as trading derivatives on transition to AIFRS.

#### (ii) Fair value hedge derivatives

Initial recognition of derivatives designated within a fair value hedge relationship has resulted in an increase in hedging derivative assets of \$332 million, a decrease in other assets of \$17 million and an increase in hedging derivative liabilities of \$3 million at October 1, 2005. The corresponding increase in retained earnings is \$312 million.

(iii) Assets and liabilities designated within a fair value hedge

Where the Group has designated a financial asset or liability within a fair value hedging relationship, an adjustment is required to remeasure those assets or liabilities at fair value for changes in value attributable to the hedged risk. A decrease in loans and advances of \$118 million and an increase in bonds, notes and subordinated debt of \$235 million arise at October 1, 2005 as a result. The corresponding decrease in retained earnings is \$353 million.

(iv) Cash flow hedging derivatives

Initial recognition of derivatives designated within a cash flow hedge relationship has decreased hedging derivative assets by \$40 million and decreased hedging derivative liabilities by \$28 million. The corresponding impacts on equity are an adjustment to the cash flow hedge reserve of \$6 million and a decrease in retained earnings of \$6 million.

(v) Assets and liabilities at fair value through profit and loss

Where the Group has designated a financial asset or liability as at fair value through profit and loss, adjustments are required to: 1) reclassify the designated assets and liabilities into this category which have been detailed in section C(xii); and 2) remeasure those assets and liabilities at fair value. The measurement adjustments that arise as a result of this designation are an increase in Other financial assets at fair value of \$477 million and an increase in Other financial liabilities at fair value of \$297 million. The increase in retained earnings as a consequence of designating certain financial assets and liabilities as fair value through profit and loss is \$180 million.

#### (l) Loan loss provisioning

Under AIFRS, the Group recognises loan impairment when objective evidence is available that a loss event has occurred and as a consequence the Group will not likely receive all amounts owed to it. Loan impairment is calculated as the difference between the carrying amount of the loan and the present value of future expected cash flows associated with the loan discounted at the loan s original effective interest rate.

The transitional adjustment at 1 October 2005 is a decrease in the total provision for doubtful debts of \$384 million, with a corresponding adjustment to retained earnings. As a number of loans have been designated as at fair value through profit and loss, the credit provision associated with these loans of \$85 million has been transferred across to that category as an adjustment to fair value, in addition to \$35 million that has been

transferred to and included in the carrying value of both trading and hedging derivatives. As a result the provision for doubtful debts (recorded against the balance of loans carried at amortised cost) has reduced by the same amount.

#### (m) Revenue recognition effective yield

Loan origination and other fee revenue historically under AGAAP has been either recognised immediately in the income statement or deferred in the balance sheet and amortised as an adjustment to yield over the expected life of the loan. Under AIFRS, a greater volume of fees are deferred and amortised over the expected life of the respective loans. Revenue that is deferred must be amortised on an effective interest rate basis. As part of the effective yield calculation AIFRS also requires deferral of related costs where these are both direct and incremental to origination of the loan.

At 1 October 2005, loans and advances have decreased by \$310 million and amounts due from customers on acceptances decreased by \$91 million in order to re-recognise fee revenue and costs previously recorded in the income statement. Retained earnings have decreased by a total corresponding amount of \$401 million.

#### (n) Valuation of financial instruments using bid and offer prices

AIFRS requires that in valuing financial instruments at fair value, the appropriate quoted market price to be used is usually the bid or offer price. Under AGAAP all financial instruments of the Group measured at fair value and transacted in an active market have been valued at the mid price. Under AIFRS it is acceptable to continue to use the mid price where there is an offsetting market risk position. Consequently, where there is no offsetting market risk position, an adjustment is required to remeasure those assets and liabilities at either the bid or offer price instead of the mid price.

At 1 October, 2005, adjustments to the carrying value of financial assets and liabilities to value them on a bid or offer basis, where required, results in an increase on Other financial liabilities at fair value of \$14 million within other liabilities at fair value and a decrease in the value of investments relating to life insurance business of \$2 million.

Retained earnings have decreased by a corresponding amount.

#### (o) Classification of convertible financial instruments

Recent IASB discussions relating to an International Financial Reporting Interpretations Committee (IFRIC) interpretation have changed the accounting treatment of the exchangeable capital units classified within Other debt issues. This leads to the recognition of certain embedded derivatives not previously accounted for. Under this interpretation certain option features of this instrument embedded within the debt instrument permitting the holder to convert an exchangeable capital unit into a specified number of National ordinary shares are considered an embedded derivative that must be recorded at fair value. The combined impact of the recognition of the embedded derivative and foreign

exchange movements to record the foreign denominated liability at the closing foreign exchange rate recognised under AIFRS increase other debt issues by \$879 million with a corresponding decrease in retained earnings.

### (p) Derecognition of financial assets and liabilities

AIFRS contains more specific and stringent requirements prior to the Group being able to derecognise financial assets and liabilities from the balance sheet. Furthermore, the Group is required to review and consider the extent to which it retains the risks and rewards of ownership of a financial asset or whether the obligation specified within the contract is discharged, cancelled or expired prior to the derecognition of a financial liability.

At 1 October 2005, \$76 million of customer-related financial liabilities that were previously derecognised from the Group s balance sheet have been re-recognised. Deposits and other borrowings have increased by \$54 million, Other liabilities have increased by \$22 million and retained earnings have decreased by \$76 million as a result of this adjustment.

#### (q) Insurance contracts & provision for selling costs Wealth Management

Under AIFRS, contracts that do not have significant insurance risk are no longer treated as insurance contracts but as financial instruments. For non-insurance contracts which are accounted for as financial instruments, under AGAAP acquisition costs were previously deferred and subsequently recognised in the income statement. In contrast, under AIFRS these costs will be recognised and expensed as they are incurred.

At 1 October 2005 cumulative deferred acquisition costs included in net policy liabilities of life insurance entities of \$384 million have been de-recognised.

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Those contracts that continue to meet the definition of an insurance contract will be accounted for under an amended Margin on Services approach. On transition to AIFRS, the actuarial calculation of policyholder liabilities is based on discount rates different to that used under AGAAP. At October 1, 2005, this has decreased policyholder liabilities by \$17 million with a corresponding increase in retained earnings.

The removal of the provision for selling costs previously included within the valuation of investments relating to life insurance business have increased the carrying value of these assets by \$11 million and increased the carrying value of life insurance liabilities by an equivalent amount. There has been no impact on retained earnings.

These adjustments have increased Investments relating to life insurance business by \$9 million, increased Life insurance policy liabilities by \$378 million and decreased retained earnings by \$367 million.

### (r) Reclassification of outside equity interests

On transition to AIFRS, the outside equity interests in controlled unit trusts of the life companies no longer meet the definition of equity. As a result, the Group has reclassified outside equity interests in controlled unit trusts to liabilities. As at 1 October 2005, the result is an increase in managed fund units on issue and a corresponding decrease in equity of \$6,224 million.

### (s) Taxation

The tax impacts of the transitional adjustments arising as at 1 October 2005 include an increase in deferred tax assets of \$173 million, an increase in deferred tax liabilities of \$150 million and a decrease in current tax liabilities of \$1 million. The corresponding impacts on equity are an adjustment to the cash flow hedge reserve of \$3 million and an increase in retained earnings of \$21 million.

### (t) Due from customers on acceptances and Liability on acceptances

Amounts due from customers on acceptances and Liabilities on acceptances must both initially be recognised at fair value and subsequently measured at amortised cost. Previously both acceptance assets and liabilities were recorded at face value. This change in accounting treatment has decreased the carrying value of the Due from customers on acceptances asset and Liability on acceptances each by \$202 million. There has been no impact upon retained earnings.

## (u) General Reserve

Upon consolidation, the retained profits of the statutory funds, within the life insurance business are transferred from retained earnings into the general reserve. As a consequence of the AIFRS transitional adjustments the retained profits of the statutory funds have been reduced by \$417 million. This is reflected through a decrease in the general reserve of \$417 million and a corresponding increase in retained earnings.

### (v) Other

The items detailed above are the areas of most significant impact arising from the application of AIFRS on both the balance sheet and the income statement. In addition to these items certain other minor adjustments relating to leasing arrangements, provisions, reclassification into and remeasurement of trading securities and revaluation of investments relating to life insurance business have been made.

### C. Reclassifications made within the financial statements

In addition to the transitional and measurement adjustments detailed above, the adoption of AIFRS introduces changes to the format of the income statement, balance sheet and other financial statement disclosures. Certain reclassifications of assets and liabilities and balances within equity reserves have occurred as a result of these changes.

### Reclassifications at 1 October 2004:

The major items reclassified upon transition to AIFRS as at 1 October 2004 include:

### Balance sheet reclassifications

- (i) Capitalised computer software costs of \$655 million have been reclassified from Property, plant and equipment to Intangible assets.
- (ii) Motor vehicles leased to customers under operating lease agreements have been reclassified from Loans and advances (\$1,004 million) and Other assets (\$1,464 million) to Property, plant and equipment (\$2,468 million).

- (iii) Deferred tax assets and liabilities and current taxes have been separately disclosed.
- (iv) Short positions in securities of \$845 million have been reclassified from Other liabilities to Other financial liabilities at fair value.
- (v) Regulatory deposits of \$177 million have been combined with Due from other banks on the face of the balance sheet.
- (vi) Shares in other securities of \$107 million have been reclassified from Investments in associates and joint ventures and other securities to Trading securities.

### Income statement reclassifications for the year ended 30 September 2005

- (vii) Rentals received on motor vehicles leased to customers of \$729 million have been included within Other operating income. Depreciation on these assets of \$539 million has been included in General expenses. Under AGAAP the net of these amounts (\$190 million) was reported within Net Interest Income.
- (viii) Trading income of \$644 million has been included within Gains less losses on financial instruments at fair value. Previously this was reported within Other operating income.

The combination of these two adjustments above gives rise to a net increase of \$85 million in Other operating income.

In addition to the above reclassifications, the transition to AIFRS has required the recognition of a new equity reserve for equity based payments.

#### Reclassifications at 1 October 2005:

The major items reclassified as at 1 October 2005 include:

### Balance sheet reclassifications

(ix) A total of \$18,463 million of financial instruments have been reclassified to other financial assets at fair value. Of this, the principal amounts relate to loans and advances amounting to \$14,468 million inclusive of a doubtful debt provision of \$85 million, \$560 million from cash assets, \$12 million due from other banks and \$3,423 million from Investments held to maturity (previously Investment securities under AGAAP).

- (x) Trading securities have decreased by \$6,433 million through reclassifications to Due to customers on acceptances. This is due to a change in accounting for acceptances issued and repurchased as part of trading activities.
- (xi) Trading securities have also increased by \$921 million through reclassifications of \$966 million from Investments held to maturity (previously Investment securities under AGAAP) and \$45 million to Investments available for sale. These reclassifications have been made to reflect appropriate asset classifications and their specific requirements within AIFRS.
- (xii) A total of \$9,295 million of financial instruments have been reclassified to other financial liabilities at fair value. Of this, the principal amounts relate to deposits and other borrowings of \$8,347 million, \$418 million of amounts due to other banks and \$530 million of bonds, notes and subordinated debt.
- (xiii) Outside equity interests in Wealth Management controlled entities of \$6,224 million previously classified within equity have been reclassified to the liability category Managed fund units on issue.
- (xiv) Amounts relating to foreign exchange revaluations attributable to hedging derivatives previously recognised within other assets of \$353 million and other liabilities of \$2,938 million have been reclassified within hedging derivative assets and hedging derivative liabilities respectively.
- (xv) Life insurance policy liabilities have increased by \$431 million as a result of reclassifying certain amounts relating to reinsurance to other assets.

In addition to the above reclassifications, the transition to AIFRS has required the recognition of a cash flow hedge reserve.

Finally, as a part of the AIFRS transition, a review of the mapping of all revenue and expense categories was undertaken. Whilst total revenue and expense lines have only changed due to AIFRS requirements certain line items within the categories have been amended to reflect a more appropriate mapping of revenue and expenses.

## CONDENSED CONSOLIDATED INCOME STATEMENT RECONCILIATION

## HALF YEAR ENDED 31 MARCH 2005

| For the half year ended                             | AGAAP<br>Mar 2005<br>\$m | Ref  | Measurement<br>\$m | Reclassification<br>\$m | AIFRS<br>Mar 2005<br>\$m |
|---|--------------------------|------|--------------------|-------------------------|--------------------------|
| Interest income                                     | 10,121                   | c, v | 203                | (94)                    | 10,230                   |
| Interest expense                                    | (6,568)                  | c    | (190)              | )                       | (6,758)                  |
| Net interest income                                 | 3,553                    |      | 13                 | (94)                    | 3,472                    |
| Premium and related revenue                         | 434                      |      |                    |                         | 434                      |
| Investment revenue                                  | 2,865                    | i    | (53)               |                         | 2,812                    |
| Claims expense                                      | (287)                    |      | (33)               |                         | (287)                    |
| Change in policy liabilities                        | (2,071)                  |      |                    |                         | (2,071)                  |
| Policy acquisition and maintenance expense          | (365)                    |      |                    |                         | (365)                    |
| Investment management fees                          | (18)                     |      |                    |                         | (18)                     |
| Net life insurance income                           | 558                      |      | (53)               |                         | 505                      |
| Net life insurance income                           | 336                      |      | (33)               |                         | 303                      |
| Gains less losses on financial instruments at fair  |                          |      |                    |                         |                          |
| value   |                          |      | 4                  | 342                     | 346                      |
| Movement in the excess of net market value over     |                          |      |                    |                         |                          |
| net assets of life insurance controlled entities    | 54                       | b    | (54)               |                         |                          |
| Other operating income                              | 2,490                    | V    | 53                 | 14                      | 2,557                    |
| Significant revenue                                 |                          |      |                    |                         |                          |
| Proceeds from the sale of controlled entities       | 2,514                    |      |                    |                         | 2,514                    |
| Total operating income                              | 5,058                    |      | 3                  | 356                     | 5,417                    |
|   |                          |      |                    |                         |                          |
| Personnel expenses                                  | (1,881)                  | a, e | (27)               |                         | (1,908)                  |
| Occupancy related expenses                          | (320)                    |      | 1                  | 42                      | (277)                    |
| General expenses                                    | (1,375)                  | c, h | (38)               | (304)                   | (1,717)                  |
| Amortisation of goodwill                            | (50)                     | f    | 50                 |                         |                          |
| Charge to provide for doubtful debts                | (281)                    |      |                    |                         | (281)                    |
| Significant expenses                                |                          |      |                    |                         |                          |
| Cost of controlled entities sold                    | (1,456)                  | a    | 203                |                         | (1,253)                  |
| Restructuring expenses                              | (403)                    | a    | 47                 |                         | (356)                    |
| Reversal of prior year restructuring provision      | 9                        |      |                    |                         | 9                        |
| Foreign currency options trading losses             | 34                       |      |                    |                         | 34                       |
| Total operating expenses                            | (5,723)                  |      | 236                | (262)                   | (5,749)                  |
| Profit before income tax expense                    | 3,446                    |      | 199                |                         | 3,645                    |
| Income tax expense                                  | (757)                    | d    | 24                 |                         | (733)                    |
| Net profit  | 2,689                    |      | 223                |                         | 2,912                    |
| Net profit attributable to minority interest - Life | ,                        |      |                    |                         | ,-                       |
| insurance business                                  | (154)                    |      |                    |                         | (154)                    |
| Net profit attributable to members of the           | ( - 1)                   |      |                    |                         | ( - 1)                   |
| Company   | 2,535                    |      | 223                |                         | 2,758                    |
|   |                          |      |                    |                         |                          |

## CONDENSED CONSOLIDATED INCOME STATEMENT RECONCILIATION

## HALF YEAR ENDED 30 SEPTEMBER 2005

| For the half year ended                                  | AGAAP<br>Sep 2005<br>\$m | Ref  | Measurement<br>\$m | Reclassification \$m | AIFRS<br>Sep 2005<br>\$m |
|--|--------------------------|------|--------------------|----------------------|--------------------------|
| Interest income  | 10,751                   | c, v | 218                | (96)                 | 10,873                   |
| Interest expense   | (7,222)                  | c    | (179)              | )                    | (7,401)                  |
| Net interest income                                      | 3,529                    |      | 39                 | (96)                 | 3,472                    |
|  |                          |      |                    |                      |                          |
| Premium and related revenue                              | 472                      |      |                    |                      | 472                      |
| Investment revenue                                       | 4,833                    | i    | (114)              |                      | 4,719                    |
| Claims expense   | (303)                    |      |                    |                      | (303)                    |
| Change in policy liabilities                             | (3,499)                  |      |                    |                      | (3,499)                  |
| Policy acquisition and maintenance expense               | (374)                    |      |                    |                      | (374)                    |
| Investment management fees                               | (15)                     |      |                    |                      | (15)                     |
| Net life insurance income                                | 1,114                    |      | (114)              |                      | 1,000                    |
| Gains less losses on financial instruments at fair value |                          |      | (9)                | 302                  | 293                      |
| Movement in the excess of net market value over          |                          |      |                    |                      |                          |
| net assets of life insurance controlled entities         | 281                      | b    | (281)              | 1                    |                          |
| Other operating income                                   | 2,612                    |      | 11                 | 71                   | 2,694                    |
| Significant revenue                                      |                          |      |                    |                      |                          |
| Proceeds from the sale of controlled entities            | (21)                     |      |                    |                      | (21)                     |
| Total operating income                                   | 2,872                    |      | (279)              | 373                  | 2,966                    |
|  |                          |      |                    |                      |                          |
| Personnel expenses                                       | (1,855)                  | a, e | (44)               |                      | (1,899)                  |
| Occupancy related expenses                               | (302)                    |      |                    | 40                   | (262)                    |
| General expenses   | (1,571)                  | c, h | (44)               | (317)                | (1,932)                  |
| Amortisation of goodwill                                 | (48)                     | f    | 48                 |                      |                          |
| Charge to provide for doubtful debts                     | (253)                    |      |                    |                      | (253)                    |
| Significant expenses                                     |                          |      |                    |                      |                          |
| Cost of controlled entities sold                         | 40                       |      | 74                 |                      | 114                      |
| Restructuring expenses                                   | (435)                    |      | (2)                |                      | (437)                    |
| Reversal of prior year restructuring provision           | 2                        |      |                    |                      | 2                        |
| Foreign currency options trading losses                  | (4.400)                  |      | 22                 | (255)                | (4.665)                  |
| Total operating expenses                                 | (4,422)                  |      | 32                 | (277)                | (4,667)                  |
| Profit before income tax expense                         | 3,093                    |      | (322)              |                      | 2,771                    |
| Income tax expense                                       | (1,040)                  | d    | (41)               |                      | (1,081)                  |
| Net profit   | 2,053                    |      | (363)              |                      | 1,690                    |
| Net profit attributable to minority interest - Life      |                          |      |                    |                      |                          |
| insurance business                                       | (456)                    |      |                    |                      | (456)                    |
|  |                          |      |                    |                      |                          |
| Net profit attributable to members of the Company        | 1,597                    |      | (363)              |                      | 1,234                    |
|  |                          |      |                    |                      |                          |

# CONDENSED CONSOLIDATED INCOME STATEMENT RECONCILIATION YEAR ENDED 30 SEPTEMBER 2005

| For the year ended                   | A GAAP<br>Sep 2005<br>\$m | Ref  | Measurement<br>\$m | Ref       | Reclassification<br>\$m | AIFRS<br>Sep 2005<br>\$m |
|--------------------------------------|---------------------------|------|--------------------|-----------|-------------------------|--------------------------|
| Interest income                      | 20,872                    | c    | 421                | vii       | (190)                   | 21,103                   |
| Interest expense                     | (13,790)                  | c    | (369)              |           |                         | (14,159)                 |
| Net interest income                  | 7,082                     |      | 52                 |           | (190)                   | 6,944                    |
| Premium and related revenue          | 906                       |      |                    |           |                         | 906                      |
| Investment revenue                   | 7,698                     | i    | (167)              |           |                         | 7,531                    |
| Claims expense                       | (590)                     |      | (,)                |           |                         | (590)                    |
| Change in policy liabilities         | (5,570)                   |      |                    |           |                         | (5,570)                  |
| Policy acquisition and maintenance   | , ,                       |      |                    |           |                         | ` , ,                    |
| expense                              | (739)                     |      |                    |           |                         | (739)                    |
| Investment management fees           | (33)                      |      |                    |           |                         | (33)                     |
| Net life insurance income            | 1,672                     |      | (167)              |           |                         | 1,505                    |
|                                      | ,                         |      | ( )                |           |                         | ,                        |
| Gains less losses on financial       |                           |      |                    |           |                         |                          |
| instruments at fair value            |                           |      | (5)                | viii      | 644                     | 639                      |
| Movement in the excess of net        |                           |      | , ,                |           |                         |                          |
| market value over net assets of life |                           |      |                    |           |                         |                          |
| insurance controlled entities        | 335                       | b    | (335)              |           |                         |                          |
| Other operating income               | 5,102                     | v    | 64                 | vii, viii | 85                      | 5,251                    |
| Significant revenue                  |                           |      |                    |           |                         |                          |
| Proceeds from the sale of controlled |                           |      |                    |           |                         |                          |
| entities                             | 2,493                     |      |                    |           |                         | 2,493                    |
| Total operating income               | 7,930                     |      | (276)              |           | 729                     | 8,383                    |
|                                      |                           |      |                    |           |                         |                          |
| Personnel expenses                   | (3,736)                   | a, e | (71)               |           |                         | (3,807)                  |
| Occupancy related expenses           | (622)                     |      | 1                  |           | 82                      | (539)                    |
| General expenses                     | (2,946)                   | c, h | (82)               | vii       | (621)                   | (3,649)                  |
| Amortisation of goodwill             | (98)                      | f    | 98                 |           |                         |                          |
| Charge to provide for doubtful       |                           |      |                    |           |                         |                          |
| debts                                | (534)                     |      |                    |           |                         | (534)                    |
| Significant expenses                 |                           |      |                    |           |                         |                          |
| Cost of controlled entities sold     | (1,416)                   | a    | 277                |           |                         | (1,139)                  |
| Restructuring expenses               | (838)                     | a    | 45                 |           |                         | (793)                    |
| Reversal of prior year restructuring |                           |      |                    |           |                         |                          |
| provision                            | 11                        |      |                    |           |                         | 11                       |
| Foreign currency options trading     |                           |      |                    |           |                         |                          |
| losses                               | 34                        |      |                    |           |                         | 34                       |
| Total operating expenses             | (10,145)                  |      | 268                |           | (539)                   | (10,416)                 |
| D. C. I. C.                          | < <b>7</b> 20             |      |                    |           |                         |                          |
| Profit before income tax expense     | 6,539                     | ,    | (123)              |           |                         | 6,416                    |
| Income tax expense                   | (1,797)                   | d    | (17)               |           |                         | (1,814)                  |
| Net profit                           | 4,742                     |      | (140)              |           |                         | 4,602                    |
| Net profit attributable to minority  | ((10)                     |      |                    |           |                         | (610)                    |
| interest - Life insurance business   | (610)                     |      |                    |           |                         | (610)                    |
| Net profit attributable to           | 4 100                     |      | (1.40)             |           |                         | 2.002                    |
| members of the Company               | 4,132                     |      | (140)              |           |                         | 3,992                    |

# CONDENSED CONSOLIDATED BALANCE SHEET RECONCILIATION - 1 OCTOBER 2004

| Due from other banks         22,939         v         177         23,116           Trading derivatives         17,939         17,939         17,939           Trading securities         24,248         c         4         vi         107         24,359           Investments - available for sale         4,610         4,610         4,610           Investments - held to maturity         11,513         11,513           Investments relating to life insurance business         41,013         i, v         (553)         40,460           Loans and advances         247,836         c, v         5,572         ii         (1,004)         252,404           Due from customers on         17,939         10,704 |                                 | AGAAP<br>30 Sep 2004<br>\$m | Ref     | Transition<br>\$m | Ref   | Reclassification<br>\$m | AIFRS<br>1 Oct 2004<br>\$m |
|---|---------------------------------|-----------------------------|---------|-------------------|-------|-------------------------|----------------------------|
| Due from other banks         22,939         v         177         23,116           Trading derivatives         17,939         177,939           Trading securities         24,248         c         4         vi         107         24,359           Investments - available for sale         4,610         4,610         4,610         11,513           Investments - held to maturity         11,513         11,513         11,513           Investments relating to life insurance business         41,013         i, v         (553)         40,460           Loans and advances         247,836         c, v         5,572         ii         (1,004)         252,404           Due from customers on acceptances         16,344         16,344         16,344           Property, plant and equipment         2,257         v         (24)         i, ii         1,813         4,046   | Assets                          |                             |         |                   |       |                         |                            |
| Trading derivatives         17,939         17,939           Trading securities         24,248         c         4         vi         107         24,359           Investments - available for sale         4,610         4,610         4,610         11,513           Investments - held to maturity         11,513         11,513         11,513           Investments relating to life insurance business         41,013         i, v         (553)         40,460           Loans and advances         247,836         c, v         5,572         ii         (1,004)         252,404           Due from customers on acceptances         16,344         16,344         16,344           Property, plant and equipment         2,257         v         (24)         i, ii         1,813         4,046   | Cash and liquid assets          | 8,144                       | С       | 11                |       |                         | 8,155                      |
| Trading derivatives         17,939         17,939           Trading securities         24,248         c         4         vi         107         24,359           Investments - available for sale         4,610         4,610         4,610         4,610           Investments - held to maturity         11,513         11,513         11,513           Investments relating to life insurance business         41,013         i, v         (553)         40,460           Loans and advances         247,836         c, v         5,572         ii         (1,004)         252,404           Due from customers on acceptances         16,344         16,344         16,344           Property, plant and equipment         2,257         v         (24)         i, ii         1,813         4,046  | -                               | 22,939                      |         |                   | V     | 177                     | 23,116                     |
| Trading securities         24,248         c         4         vi         107         24,359           Investments - available for sale         4,610         4,610         4,610           Investments - held to maturity         11,513         11,513           Investments relating to life insurance business         41,013         i, v         (553)         40,460           Loans and advances         247,836         c, v         5,572         ii         (1,004)         252,404           Due from customers on acceptances         16,344         16,344         16,344           Property, plant and equipment         2,257         v         (24)         i, ii         1,813         4,046   | Trading derivatives             | 17,939                      |         |                   |       |                         | 17,939                     |
| Investments - available for sale       4,610       4,610         Investments - held to maturity       11,513       11,513         Investments relating to life insurance business       41,013       i, v       (553)       40,460         Loans and advances       247,836       c, v       5,572       ii       (1,004)       252,404         Due from customers on acceptances       16,344       16,344       16,344         Property, plant and equipment       2,257       v       (24)       i, ii       1,813       4,046   |                                 |                             | С       | 4                 | vi    | 107                     |                            |
| Investments - held to maturity       11,513       11,513         Investments relating to life insurance business       41,013       i, v       (553)       40,460         Loans and advances       247,836       c, v       5,572       ii       (1,004)       252,404         Due from customers on acceptances       16,344       16,344       16,344         Property, plant and equipment       2,257       v       (24)       i, ii       1,813       4,046  |                                 |                             |         |                   |       |                         | 4,610                      |
| Investments relating to life         insurance business       41,013       i, v       (553)       40,460         Loans and advances       247,836       c, v       5,572       ii       (1,004)       252,404         Due from customers on acceptances       16,344       16,344       16,344         Property, plant and equipment       2,257       v       (24)       i, ii       1,813       4,046   | Investments - held to maturity  |                             |         |                   |       |                         | 11,513                     |
| insurance business 41,013 i, v (553) 40,460  Loans and advances 247,836 c, v 5,572 ii (1,004) 252,404  Due from customers on acceptances 16,344  Property, plant and equipment 2,257 v (24) i, ii 1,813 4,046   | •                               |                             |         |                   |       |                         |                            |
| Loans and advances       247,836       c, v       5,572       ii       (1,004)       252,404         Due from customers on acceptances       16,344       16,344       16,344         Property, plant and equipment       2,257       v       (24)       i, ii       1,813       4,046  |                                 | 41,013                      | i, v    | (553)             |       |                         | 40,460                     |
| Due from customers on acceptances       16,344       16,344         Property, plant and equipment       2,257       v       (24) i, ii       1,813       4,046  |                                 |                             |         |                   | ii    | (1,004)                 | 252,404                    |
| acceptances 16,344  Property, plant and equipment 2,257 v (24) i, ii 1,813 4,046  |                                 | ,,,,,                       | .,      | - ,               |       | ( ) = - /               | , ,                        |
| Property, plant and equipment 2,257 v (24) i, ii 1,813 4,046  |                                 | 16,344                      |         |                   |       |                         | 16,344                     |
|   | •                               |                             | V       | (24)              | i, ii | 1.813                   |                            |
|   |                                 | ,                           |         | ( )               | ,     | ,                       | ,                          |
| joint ventures 158 v 16 vi (107) 67   |                                 | 158                         | V       | 16                | vi    | (107)                   | 67                         |
| Goodwill and other intangible   |                                 |                             |         |                   |       | (30.)                   |                            |
|   | _                               | 632                         | b       | 4.176             | i     | 655                     | 5,463                      |
| Regulatory deposits 177 v (177)   |                                 |                             |         | ,                 |       |                         | -,                         |
|   |                                 |                             | c. d    | 458               |       | (-1.)                   | 1,759                      |
|   |                                 |                             |         |                   | ii    | (1.464)                 | 4,682                      |
|   |                                 |                             | , -, -, |                   |       | (=,)                    | 414,917                    |
| Liabilities   |                                 | 110,070                     |         | .,                |       |                         | 11 1,5 17                  |
|   |                                 | 43,625                      |         |                   |       |                         | 43,625                     |
| ·   |                                 | ,                           |         |                   |       |                         | 16,150                     |
| Other financial liabilities at fair   | _                               | .,                          |         |                   |       |                         | .,                         |
|   |                                 |                             |         |                   | iv    | 845                     | 845                        |
|   | Deposits and other borrowings   | 219,028                     | С       | 2,179             |       |                         | 221,207                    |
|   |                                 |                             |         | ,                 |       |                         | 16,344                     |
|   |                                 |                             |         |                   |       |                         | 36,134                     |
|   |                                 |                             |         | 8                 |       |                         | 211                        |
|   |                                 |                             | d       |                   |       |                         | 1,021                      |
|   | Provisions                      |                             | v       | 48                |       |                         | 1,177                      |
| Bonds, notes and subordinated   | Bonds, notes and subordinated   | ,                           |         |                   |       |                         | ,                          |
|   |                                 | 32,573                      | c       | 3,533             |       |                         | 36,106                     |
|   | Other debt issues               |                             |         |                   |       |                         | 1,612                      |
| Defined benefit pension   | Defined benefit pension         |                             |         |                   |       |                         |                            |
|   | _                               |                             | a       | 1,279             |       |                         | 1,279                      |
|   | Other liabilities               | 13,136                      | c, v    |                   | iv    | (845)                   | 12,116                     |
|   | Total liabilities               | 380,909                     | ·       |                   |       | , ,                     | 387,827                    |
|   | Net assets                      |                             |         |                   |       |                         | 27,090                     |
| Equity  | Equity                          |                             |         |                   |       |                         |                            |
|   |                                 | 10,191                      | i       | (645)             |       |                         | 9,546                      |
|   |                                 |                             | e, g, j |                   |       |                         | 1,176                      |
|   |                                 |                             | . J. J  |                   |       |                         | 12,502                     |
| Total equity (parent entity   | Total equity (parent entity     |                             |         |                   |       |                         |                            |
|   |                                 | 25,900                      |         | (2,676)           |       |                         | 23,224                     |
| Minority interest in controlled entities  | Minority interest in controlled |                             |         | ```               |       |                         | •                          |
|   |                                 | 3,866                       |         |                   |       |                         | 3,866                      |
|   |                                 |                             |         | (2,676)           |       |                         | 27,090                     |

Certain previously disclosed AGAAP balances have been amended where it has been identified that trade date accounting has been incorrectly applied to repurchase and reverse repurchase agreements. The adjustments to the 30 September 2004 AGAAP balance sheet to correct the asset position are a \$64 million increase to Cash and liquid assets, a \$555 million decrease to Due from other banks, and a \$143 million decrease to Other assets. The adjustments to the liability position are a \$143 million decrease to Due to other banks, and a \$491 million decrease to Other liabilities.

# RECONCILIATION OF TOTAL EQUITY AS AT 1 OCTOBER 2004

|   | Ref     | \$m     |
|---|---------|---------|
| Total equity as reported under Australian GAAP as at 30 September 2004          |         | 29,766  |
|   |         |         |
| AIFRS 1 October 2004 adjustments to total equity                                |         |         |
| Impacts on retained earnings  |         |         |
| Recognition of defined benefit pension liability                                | a       | (1,279) |
| Recognition of defined benefit pension asset                                    |         | 130     |
|   | a       | (575)   |
| Derecognition of net prepaid pension asset                                      | a<br>1- | , ,     |
| Derecognition of EMVONA   | b       | (729)   |
| Leasing adjustments   |         | (90)    |
| Transfer to executive share option reserve                                      | e       | (34)    |
| Transfer from foreign currency translation reserve                              | g       | 166     |
| Revenue and expense recognition - investment contracts                          | h       | (100)   |
| Reversal of market value decrement on treasury shares                           | i       | 94      |
| Transfer to asset revaluation reserve   | j       | (150)   |
| Other   |         | (55)    |
| Tax effect of transitional adjustments and application of tax-effect accounting |         | 609     |
| Impacts on contributed equity   |         |         |
| Derecognition of treasury shares  | i       | (645)   |
| Impacts on reserves   |         |         |
| Transfer from retained earnings to executive share option reserve               | e       | 34      |
| Transfer from foreign currency translation reserve to retained earnings         | g       | (166)   |
| Increase to asset revaluation reserve   | j       | 114     |
| Total adjustments to equity as at 1 October 2004                                |         | (2,676) |
| Total equity measured under AIFRS as at 1 October 2004                          |         | 27,090  |

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# CONDENSED CONSOLIDATED BALANCE SHEET RECONCILIATION - 31 MARCH 2005

|                                       | AGAAP<br>31 Mar 2005<br>\$m | Transition<br>\$m | Ref     | Measurement<br>\$m | Reclassification<br>\$m | AIFRS<br>31 Mar 2005<br>\$m |
|---------------------------------------|-----------------------------|-------------------|---------|--------------------|-------------------------|-----------------------------|
| Assets                                |                             |                   |         |                    |                         |                             |
| Cash and liquid assets                | 6,929                       | 11                | c       | 1                  |                         | 6,941                       |
| Due from other banks                  | 18,520                      |                   |         |                    | 121                     | 18,641                      |
| Trading derivatives                   | 17,122                      |                   |         |                    |                         | 17,122                      |
| Trading securities                    | 19,351                      | 4                 |         |                    | 105                     | 19,460                      |
| Investments - available for sale      | 3,474                       |                   |         |                    | 10                      | 3,484                       |
| Investments - held to maturity        | 8,666                       |                   |         |                    |                         | 8,666                       |
| Investments relating to life          |                             |                   |         |                    |                         |                             |
| insurance business                    | 43,917                      | (553)             | i       | (35)               |                         | 43,329                      |
| Loans and advances                    | 246,756                     | 5,572             | c, v    | (255)              | (1,099)                 | 250,974                     |
| Due from customers on                 |                             |                   |         |                    |                         |                             |
| acceptances                           | 21,567                      |                   |         |                    |                         | 21,567                      |
| Property, plant and equipment         | 2,019                       | (24)              | v       | (1)                | 1,824                   | 3,818                       |
| Investments in associates and         | ,                           |                   |         |                    | ,                       | ,                           |
| joint ventures                        | 146                         | 16                |         |                    | (115)                   | 47                          |
| Goodwill and other intangible         |                             |                   |         |                    | (220)                   | •                           |
| assets                                | 571                         | 4,176             | f       | 35                 | 654                     | 5,436                       |
| Regulatory deposits                   | 121                         | .,170             | -       |                    | (121)                   | 2,100                       |
| Deferred tax assets                   | 1,375                       | 458               | c, d    | (116)              | (121)                   | 1,717                       |
| Other assets                          | 11,867                      | (5,418)           | c       | 8                  | (1,379)                 | 5,078                       |
| Total assets                          | 402,401                     | 4,242             | , i     | (363)              | (1,577)                 | 406,280                     |
| Liabilities                           | 402,401                     | 7,272             |         | (303)              |                         | 400,200                     |
| Due to other banks                    | 35,020                      |                   |         |                    |                         | 35,020                      |
| Trading derivatives                   | 14,911                      |                   |         |                    |                         | 14,911                      |
| Other financial liabilities at fair   | 14,711                      |                   |         |                    |                         | 14,711                      |
| value                                 | 159                         |                   |         |                    | 1,571                   | 1,730                       |
| Deposits and other borrowings         | 205,866                     | 2,179             | С       | 191                | 1,5/1                   | 208,236                     |
| Liability on acceptances              | 21,567                      | 2,177             | Ü       | 171                |                         | 21,567                      |
| Life insurance policy liabilities     | 38,494                      |                   |         |                    |                         | 38,494                      |
| Current taxes                         | 125                         | 8                 | d       | 3                  |                         | 136                         |
| Deferred tax liabilities              | 1,118                       | 46                | a, c, d | (63)               |                         | 1,101                       |
| Provisions                            | 1,494                       | 48                | a, c, d | (37)               |                         | 1,505                       |
| Bonds, notes and subordinated         | 1,77                        | -10               | a, v    | (31)               |                         | 1,505                       |
| debt                                  | 36,536                      | 3,533             | c       | (459)              |                         | 39,610                      |
| Other debt issues                     | 1,586                       | 3,333             | C       | (437)              |                         | 1,586                       |
| Defined benefit pension               | 1,560                       |                   |         |                    |                         | 1,500                       |
| scheme liabilities                    |                             | 1,279             | a       | (280)              |                         | 999                         |
| Other liabilities                     | 13,524                      | (175)             | С       | 4                  | (1,571)                 | 11,782                      |
| Total liabilities                     | 370,400                     | 6,918             | C       | (641)              | (1,5/1)                 | 376,677                     |
| Net assets                            | 32,001                      | (2,676)           |         | 278                |                         | 29,603                      |
| Equity                                | 32,001                      | (2,070)           |         | 210                |                         | 29,003                      |
| Contributed equity                    | 11,322                      | (645)             | i       | 8                  |                         | 10,685                      |
| Reserves                              | 802                         | (18)              |         | 42                 |                         | 826                         |
| Retained profits                      | 15,770                      | (2,013)           | e, g, j | 228                |                         | 13,985                      |
| •                                     | 13,770                      | (2,013)           |         | 220                |                         | 13,963                      |
| Total equity (parent entity interest) | 27 904                      | (2,676)           |         | 278                |                         | 25 406                      |
| Minority interest in controlled       | 27,894                      | (2,0/0)           |         | 2/8                |                         | 25,496                      |
| ,                                     |                             |                   |         |                    |                         |                             |
| entities Life insurance business      | 4 107                       |                   |         |                    |                         | 4 107                       |
|                                       | 4,107                       | (0.676)           |         | 070                |                         | 4,107                       |
| Total equity                          | 32,001                      | (2,676)           |         | 278                |                         | 29,603                      |

Certain previously disclosed AGAAP balances have been amended where it has been identified that trade date accounting has been incorrectly applied to repurchase and reverse repurchase agreements. The adjustments to the 31 March 2005 AGAAP balance sheet to correct the asset position are a \$420 million decrease to Trading securities , and a \$159 million increase to Other assets . The adjustments to the liability position are a \$159 million increase to Other financial liabilities at fair value and a \$420 million decrease to Other liabilities .

# RECONCILIATION OF TOTAL EQUITY AS AT 31 MARCH 2005

|   | \$m     |
|---|---------|
| Total equity as reported under Australian GAAP as at 31 March 2005            | 32,001  |
|   |         |
| Total adjustments to equity as at 1 October 2004                              | (2,676) |
| ATEDC - 1'  | 222     |
| AIFRS adjustments to net profit for the half year ended 31 March 2005         | 223     |
| AIFRS adjustments to equity for the half year ended 31 March 2005             |         |
| Impacts on retained earnings  |         |
| Actuarial movements on defined benefit pension plans                          | (68)    |
| Derecognition of dividend income and realised gains/losses on treasury shares | 10      |
| Transfer from asset revaluation reserve                                       | 31      |
| Transfer to foreign currency translation reserve                              | 32      |
|   |         |
| Impacts on contributed equity   |         |
| Recognition of share-based payments   | 1       |
| Derecognition of treasury shares  | 7       |
|   |         |
| Impacts on reserves   |         |
| Adjustment to executive share option reserve                                  | 36      |
| Adjustment to foreign currency translation reserve                            | 37      |
| Adjustment to asset revaluation reserve                                       | (31)    |
| Total adjustments to equity for the half year ended 31 March 2005             | 278     |
| Total equity measured under AIFRS as at 31 March 2005                         | 29,603  |
|   |         |
|   |         |
| 38  |         |

# CONDENSED CONSOLIDATED BALANCE SHEET RECONCILIATION - 30 SEPTEMBER 2005

|  | AGAAP<br>30 Sep 2005<br>\$m | Transition<br>\$m | Ref            | Measurement<br>\$m | Reclassification<br>\$m | AIFRS<br>30 Sep 2005<br>\$m |
|--|-----------------------------|-------------------|----------------|--------------------|-------------------------|-----------------------------|
| Assets                                   |                             |                   |                |                    |                         |                             |
| Cash and liquid assets                   | 8,430                       | 11                |                |                    |                         | 8,441                       |
| Due from other banks                     | 15,477                      |                   |                |                    | 118                     | 15,595                      |
| Trading derivatives                      | 13,959                      |                   |                |                    |                         | 13,959                      |
| Trading securities                       | 15,075                      | 4                 | С              | 3                  | 72                      | 15,154                      |
| Investments - available for sale         | 3,857                       |                   |                |                    | 3                       | 3,860                       |
| Investments - held to maturity           | 7,466                       |                   |                |                    |                         | 7,466                       |
| Investments relating to life             |                             |                   |                |                    |                         |                             |
| insurance business                       | 50,500                      | (553)             | i              | (164)              |                         | 49,783                      |
| Loans and advances                       | 260,053                     | 5,572             | c, v           | 262                | (1,213)                 | 264,674                     |
| Due from customers on                    |                             | - ,               | ,              |                    | ( , - ,                 | , , , ,                     |
| acceptances                              | 27,627                      |                   |                |                    |                         | 27,627                      |
| Property, plant and equipment            | 1,974                       | (24)              | V              | (3)                | 1,882                   | 3,829                       |
| Investments in associates and            | -,,,,                       | (= .)             | ·              | (5)                | -,                      | 2,022                       |
| joint ventures                           | 75                          | 16                |                |                    | (75)                    | 16                          |
| Goodwill and other intangible            | ,,,                         | 10                |                |                    | (13)                    | 10                          |
| assets                                   | 522                         | 4,176             | b, f           | 146                | 614                     | 5,458                       |
| Regulatory deposits                      | 118                         | 1,170             | 0, 1           | 110                | (118)                   | 5,150                       |
| Deferred tax assets                      | 1,430                       | 458               | c, d           | (154)              | (110)                   | 1,734                       |
| Other assets                             | 11,942                      | (5,418)           | a, b, c, h, v  | (239)              | (1,283)                 | 5,002                       |
| Total assets                             | 418,505                     | 4,242             | a, b, c, 11, v | (149)              | (1,263)                 | 422,598                     |
| Liabilities                              | 410,303                     | 4,242             |                | (149)              |                         | 422,396                     |
| Due to other banks                       | 36,322                      |                   |                |                    |                         | 36,322                      |
|  |                             |                   |                | 206                |                         |                             |
| Trading derivatives                      | 12,407                      |                   | С              | 200                |                         | 12,613                      |
| Other financial liabilities at fair      | (201)                       |                   |                |                    | 1.600                   | 1 407                       |
| value                                    | (201)                       | 2.170             | _              | 1 200              | 1,688                   | 1,487                       |
| Deposits and other borrowings            | 209,079                     | 2,179             | c              | 1,299              |                         | 212,557                     |
| Liability on acceptances                 | 27,627                      |                   |                |                    |                         | 27,627                      |
| Life insurance policy liabilities        | 42,123                      | 0                 | 1              |                    |                         | 42,123                      |
| Current taxes                            | 131                         | 8                 | d              | 6                  |                         | 145                         |
| Deferred tax liabilities                 | 1,250                       | 46                | b, c, d        | (70)               |                         | 1,226                       |
| Provisions                               | 1,823                       | 48                | a, v           | (24)               |                         | 1,847                       |
| Bonds, notes and subordinated            | 20.220                      | 2 722             |                | (4.004)            |                         | 44 400                      |
| debt                                     | 39,238                      | 3,533             | С              | (1,281)            |                         | 41,490                      |
| Other debt issues                        | 1,559                       |                   |                |                    |                         | 1,559                       |
| Defined benefit pension                  |                             | 4.4=0             |                | (204)              |                         | 0=0                         |
| scheme liabilities                       |                             | 1,279             | a              | (301)              |                         | 978                         |
| Other liabilities                        | 12,867                      | (175)             | c, d, v        | 66                 | (1,688)                 | 11,070                      |
| Total liabilities                        | 384,225                     | 6,918             |                | (99)               |                         | 391,044                     |
| Net assets                               | 34,280                      | (2,676)           |                | (50)               |                         | 31,554                      |
| Equity                                   |                             |                   |                |                    |                         |                             |
| Contributed equity                       | 11,486                      | (645)             | i              | 14                 |                         | 10,855                      |
| Reserves                                 | 667                         | (18)              | a, e, g, j     | 165                |                         | 814                         |
| Retained profits                         | 15,903                      | (2,013)           |                | (229)              |                         | 13,661                      |
| Total equity (parent entity              |                             |                   |                |                    |                         |                             |
| interest)                                | 28,056                      | (2,676)           |                | (50)               |                         | 25,330                      |
| Minority interest in controlled entities |                             |                   |                |                    |                         |                             |
| Life insurance business                  | 6,224                       |                   |                |                    |                         | 6,224                       |
| Total equity                             | 34,280                      | (2,676)           |                | (50)               |                         | 31,554                      |
| Total Equity                             | 34,200                      | (2,070)           |                | (30)               |                         | 31,334                      |

Certain previously disclosed AGAAP balances have been amended where it has been identified that trade date accounting has been incorrectly applied to repurchase and reverse repurchase agreements. The adjustments to the 30 September 2005 AGAAP balance sheet to correct the asset position are a \$882 million decrease to Trading securities, and a \$201 million increase to Other assets. The adjustments to the liability position are a \$201 million increase to Other financial liabilities at fair value and a \$882 million decrease to Other liabilities.

# RECONCILIATION OF TOTAL EQUITY AS AT 30 SEPTEMBER 2005

|   | \$m     |
|---|---------|
| Total equity as reported as at 30 September 2005                              | 34,280  |
|   |         |
| Total adjustments to equity as at 1 October 2004                              | (2,676) |
|   |         |
| AIFRS adjustments to net profit for the year ended 30 September 2005          | (140)   |
| AIFRS adjustments to equity for the year ended 30 September 2005              |         |
| Impacts on retained earnings  |         |
| Actuarial movements on defined benefit pension plans                          | (68)    |
| Derecognition of dividend income and realised gains/losses on treasury shares | 10      |
| Transfer from asset revaluation reserve                                       | 31      |
| Transfer to foreign currency translation reserve                              | (62)    |
|   |         |
| Impacts on contributed equity   |         |
| Recognition of share-based payments   | 21      |
| Derecognition of treasury shares  | (7)     |
|   |         |
| Impacts on reserves   |         |
| Adjustment to executive share option reserve                                  | 76      |
| Adjustment to foreign currency translation reserve                            | 124     |
| Adjustment to asset revaluation reserve                                       | (35)    |
| Total adjustments to equity for the year ended 30 September 2005              | (50)    |
| Total equity measured under AIFRS as at 30 September 2005                     | 31,554  |
|   |         |
|   |         |
| 40  |         |

# CONDENSED CONSOLIDATED BALANCE SHEET RECONCILIATION - 1 OCTOBER 2005

|                                     | AIFRS<br>30 Sep 2005<br>\$m | Ref             | Transition<br>\$m | Ref    | Reclassification<br>\$m | AIFRS<br>1 Oct 2005<br>\$m |
|-------------------------------------|-----------------------------|-----------------|-------------------|--------|-------------------------|----------------------------|
| Assets                              |                             |                 |                   |        |                         |                            |
| Cash and liquid assets              | 8,441                       |                 |                   | ix     | (560)                   | 7,881                      |
| Due from other banks                | 15,595                      |                 |                   | ix     | (12)                    | 15,583                     |
| Trading derivatives                 | 13,959                      | k(i)            | 330               | 1      | (35)                    | 14,254                     |
| Trading securities                  | 15,154                      |                 | 5                 | x, xi  | (5,512)                 | 9,647                      |
| Other financial assets at fair      |                             |                 |                   |        |                         |                            |
| value                               |                             | k(v)            | 477               | ix, l  | 18,463                  | 18,940                     |
| Hedging derivatives                 |                             | k(ii)(iv)       | 292               | xiv    | 353                     | 645                        |
| Investments - available for sale    | 3,860                       |                 |                   | xi     | 45                      | 3,905                      |
| Investments - held to maturity      | 7,466                       |                 |                   | ix, xi | (4,389)                 | 3,077                      |
| Investments relating to life        | ,                           |                 |                   | ,      |                         | · ·                        |
| insurance business                  | 49,783                      | q, u            | 9                 |        |                         | 49,792                     |
| Loans and advances                  | 264,674                     | k(iii), l, m    | (44)              | ix     | (14,434)                | 250,196                    |
| Due from customers on               | ,                           |                 | , ,               |        |                         | · ·                        |
| acceptances                         | 27,627                      | m, t            | (293)             | X      | 6,433                   | 33,767                     |
| Property, plant and equipment       | 3,829                       | ,               | ,                 |        | ,                       | 3,829                      |
| Investments in associates and       | ,                           |                 |                   |        |                         | ,                          |
| joint ventures                      | 16                          |                 |                   |        |                         | 16                         |
| Goodwill and other intangible       |                             |                 |                   |        |                         |                            |
| assets                              | 5,458                       |                 |                   |        |                         | 5,458                      |
| Deferred tax assets                 | 1,734                       | S               | 173               |        |                         | 1,907                      |
| Other assets                        | 5,002                       | k(i)(ii)        | (150)             | xiv    | 79                      | 4,931                      |
| Total assets                        | 422,598                     | 11(1)(11)       | 799               | 112 /  | 431                     | 423,828                    |
| Liabilities                         | 122,390                     |                 | ,,,               |        | 13.1                    | 123,020                    |
| Due to other banks                  | 36,322                      |                 |                   | xii    | (418)                   | 35,904                     |
| Trading derivatives                 | 12,613                      | k(i)            | 474               | AII    | (110)                   | 13,087                     |
| Other financial liabilities at fair | 12,013                      | K(I)            | 171               |        |                         | 15,007                     |
| value                               | 1,487                       | k(v), n         | 311               | xii    | 9,295                   | 11,093                     |
| Hedging derivatives                 | 1,107                       | k(ii)(iv)       | (25)              | xiii   | 2,938                   | 2,913                      |
| Deposits and other borrowings       | 212,557                     | p p             | 54                | xii    | (8,347)                 | 204,264                    |
| Liability on acceptances            | 27,627                      | t               | (202)             | AII    | (0,517)                 | 27,425                     |
| Life insurance policy liabilities   | 42,123                      | q               | 378               | XV     | 431                     | 42,932                     |
| Current taxes                       | 145                         | s s             | (1)               | Av     | 131                     | 144                        |
| Deferred tax liabilities            | 1,226                       | S               | 150               |        |                         | 1,376                      |
| Provisions                          | 1,847                       | 3               | 150               |        |                         | 1,847                      |
| Bonds, notes and subordinated       | 1,047                       |                 |                   |        |                         | 1,047                      |
| debt                                | 41,490                      | k(iii)          | 235               | xii    | (530)                   | 41,195                     |
| Other debt issues                   | 1,559                       | 0               | 879               | AII    | (330)                   | 2,438                      |
| Defined benefit pension             | 1,559                       | U               | 019               |        |                         | 2,430                      |
| scheme liabilities                  | 978                         |                 |                   |        |                         | 978                        |
| Managed fund units on issue         | 910                         |                 |                   | xiii   | 6,224                   | 6,224                      |
| Other liabilities                   | 11,070                      | k(i), p         | (145)             | xiv    | (2,938)                 | 7,987                      |
| Total liabilities                   | 391,044                     | <b>K</b> (1), p | 2,108             | AIV    | 6,655                   | 399,807                    |
| Net assets                          | 31,554                      |                 | (1,309)           |        | (6,224)                 | 24,021                     |
|                                     | 31,334                      |                 | (1,309)           |        | (0,224)                 | 24,021                     |
| Equity Contributed equity           | 10,855                      |                 |                   |        |                         | 10,855                     |
| Reserves                            | 10,833                      | k(iv), u        | (420)             |        |                         | 394                        |
| Retained profits                    |                             | K(1V), U        |                   |        |                         |                            |
|                                     | 13,661                      |                 | (889)             |        |                         | 12,772                     |
| Total equity (parent entity         | 25.220                      |                 | (1.200)           |        |                         | 24.021                     |
| interest)                           | 25,330                      |                 | (1,309)           |        |                         | 24,021                     |

Minority interest in controlled entities

| Chilles                 |        |         |         |        |
|-------------------------|--------|---------|---------|--------|
| Life insurance business | 6,224  | xiii    | (6,224) |        |
| Total equity            | 31,554 | (1,309) | (6,224) | 24,021 |

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# RECONCILIATION OF TOTAL EQUITY AS AT 1 OCTOBER 2005

|   | Ref      | \$m      |
|---|----------|----------|
| Total equity as measured under AIFRS as at 30 September 2005                        |          | 31,554   |
|   |          |          |
| AIFRS 1 October 2005 adjustments to total equity                                    |          |          |
|   |          |          |
| Impacts on retained profits   | 4.20     | (111)    |
| Recognition of non-hedging derivatives  | (k)(i)   | (111)    |
| Recognition of fair value hedging derivatives                                       | (k)(ii)  | 312      |
| Fair value hedge adjustment to underlying hedged items                              | (k)(iii) | (353)    |
| Adjustment to assets and liabilities recorded at fair value through profit and loss | (k)(v)   | 180      |
| Loan loss provisioning  | (1)      | 384      |
| Revenue recognition effective yield   | (m)      | (401)    |
| Valuation of financial instruments at bid and offer price                           | (n)      | (16)     |
| Revaluation of Exchangeable capital units   | (o)      | (879)    |
| Re-recognition of customer-related financial liabilities                            | (p)      | (76)     |
| Derecognition of deferred acquisition costs  life insurance entities                | (q)      | (384)    |
| Adjustment to policyholder liabilities due to changes in discount rates             | (q)      | 17       |
| Remeasurement of statutory fund profit  | (u)      | 417      |
| Tax effect of above transitional adjustments  | (s)      | 21       |
|   |          |          |
| Impact on reserves  |          |          |
| Recognition of cash flow hedging derivatives within cash flow hedge reserve         |          |          |
| (gross amount is \$6 million)   | (k)(iv)  | (3)      |
| Remeasurement of statutory fund profit  | u        | (417)    |
| T   |          |          |
| Impact on minority interest   | ( ) ·    | (6.00 t) |
| Reclassification of minority interest to liabilities                                | (r), xii | (6,224)  |
| Total adjustments to equity as at 1 October 2005                                    |          | (7,533)  |
| Total equity measured under AIFRS as at 1 October 2005                              |          | 24,021   |
|   |          |          |

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### SIGNATURE PAGE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorised.

Date: 5 May 2006

### NATIONAL AUSTRALIA BANK LIMITED

Signature: /s/ Brendan T Case

Name: Brendan T Case

Title: Associate Company Secretary