

## Financial Highlights

FY2020 net profit

**\$A2,731m**

↓ 8% on prior year

FY2020 net operating income

**\$A12,325m**

↓ 3% on prior year

FY2020 operating expenses

**\$A8,871m**

— in line with prior year

FY2020 earnings per share

**\$A7.91**

↓ 10% on prior year

FY2020 return on equity

**14.5%**

↓ from 18.0% in prior year

FY2020 dividends per share

**\$A4.30**

(40% franked)

↓ 25% on prior year

FY2020 effective tax rate

**21.0%**

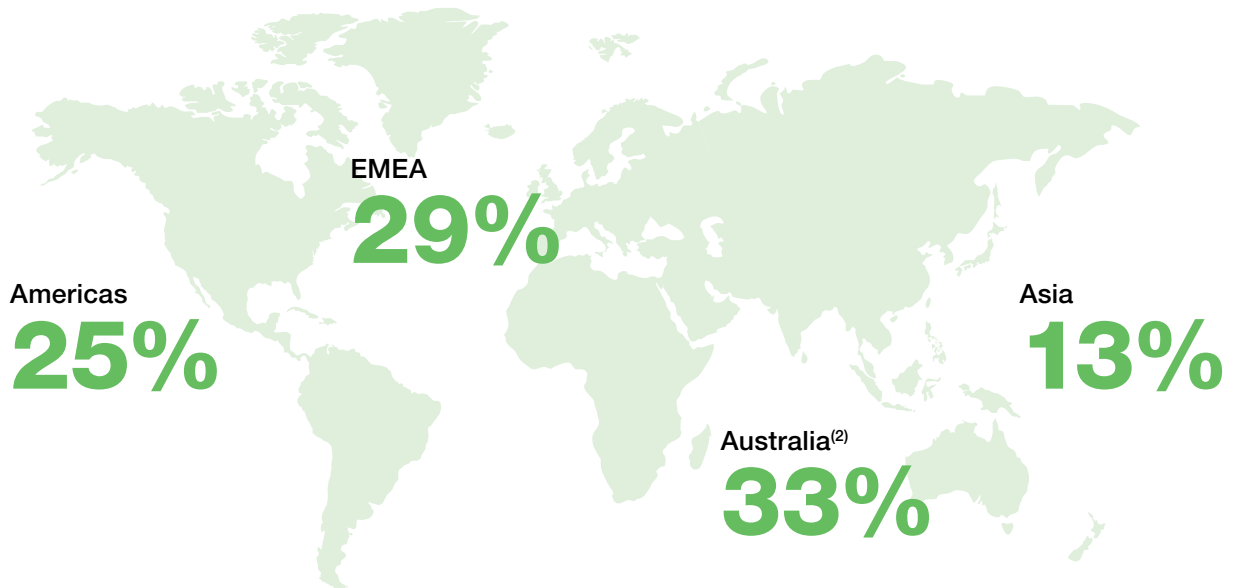
↓ from 22.8%  
as at 31 March 2019

Assets under management  
as at 31 March 2020

**\$A606.9b**

↑ from \$A551.3b  
as at 31 March 2019

FY2020 international income<sup>(1)</sup>



FY2020 net profit contribution<sup>(3)</sup> by activity

Annuity-style activities

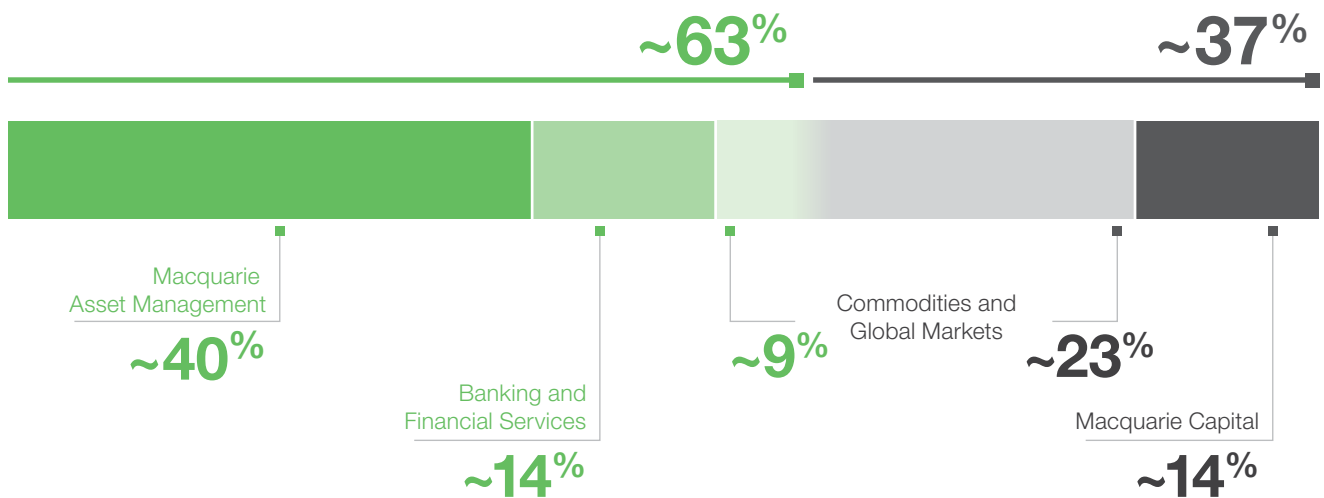
**\$A3,439m**

↑ 13% on prior year

Markets-facing activities

**\$A2,009m**

↓ 35% on prior year



(1) International income is net operating income excluding earnings on capital and other corporate items.  
 (2) Includes New Zealand.  
 (3) Net profit contribution is management accounting profit before unallocated corporate costs, profit share and income tax.