

## Five year summary

	FY 12	AMP + 9 months AXA FY 11	FY 10	FY 09	FY 08
<b>Earnings</b>					
Total operating earnings (A\$m)	815	792	686	701	737
Underlying profit (A\$m)	955	909	760	772	810
Profit attributable to shareholders of AMP Limited (A\$m)	704	688	775	739	580
EPS – underlying (cps)	33.0	34.3	36.7	38.3	42.9
EPS – actual (cps)	24.7	26.3	37.9	37.1	31.1
RoE – underlying	12.8%	15.1%	26.2%	31.6%	38.9%
RoE – actual	9.4%	11.5%	26.7%	30.3%	27.9%
<b>Dividend</b>					
Dividend per share (cps)	25.0	29.0	30.0	30.0	38.0
Dividend per share – sale of Cobalt/Gordian business (cps)					2.0
Dividend payout ratio – underlying	76%	84%	82%	78%	89%
Ordinary shares on issue (m) <sup>1</sup>	2,930	2,855	2,094	2,049	1,993
Weighted average number of shares on issue (m) <sup>1</sup> – basic	2,892	2,648	2,070	2,016	1,890
– fully diluted	2,915	2,663	2,082	2,025	1,899
Share price for the period (A\$) – low	3.73	3.72	4.88	3.59	5.05
– high	4.85	5.78	6.77	6.95	9.98
<b>EV and VNB</b>					
Value of new business (3% dm) (A\$m) <sup>2</sup>	424	443	278	319	360
Value of risk new business (3% dm) (A\$m) <sup>2</sup>	203	215	108	102	114
Return on EV (3% dm) <sup>2</sup>	12.4%	11.0%	8.8%	11.3%	3.4%
<b>Financial position</b>					
AMP shareholder equity (A\$m)	7,744	7,014	3,046	2,706	2,241
Corporate debt (excluding AMP Bank debt) (A\$m)	1,579	1,536	886	1,189	1,504
S&P gearing	11%	11%	10%	13%	14%
Interest cover – underlying (times)	12.1	12.1	11.6	11.9	10.9
Interest cover – actual (times)	9.2	9.4	11.8	11.4	8.1
<b>Cashflows and AUM</b>					
AFS net cashflows (A\$m) <sup>3</sup>	1,152	(581)	789	1,661	1,426
AFS persistency <sup>3</sup>	87.4%	87.9%	90.4%	90.1%	90.3%
AMP Capital net cashflows – external (A\$m) <sup>3</sup>	(1,784)	(1,166)	2,618	(1,077)	(804)
AMP Capital AUM (A\$b)	129	123	98	95	92
AUM non-AMP Capital managed (A\$b)	43	36	17	17	13
Total AUM (A\$b)	172	159	115	112	105
<b>Investment performance – AMP Capital</b>					
Percentage of funds meeting or exceeding benchmark – total AUM <sup>4</sup>	71%	69%	48%	48%	40%
<b>Controllable costs (pre-tax) and cost ratios</b>					
Controllable costs (pre-tax) – AMP (A\$m)	1,345	1,257	884	837	879
Cost to income ratio – AMP	47.3%	47.9%	43.3%	41.7%	41.3%
Controllable costs to AUM (bps)	82	82	78	79	75
<b>Staff numbers</b>					
AFS <sup>5,6</sup>	3,551	3,746	1,950	1,734	1,974
AMP Capital <sup>7,8</sup>	912	940	927	888	993
Group Office	1,366	1,362	853	888	841
Total staff numbers	5,829	6,048	3,730	3,510	3,808

1 The number of shares has not been adjusted to remove treasury shares.

2 FY 11 VNB, risk VNB and return on EV includes AXA for 12 months to 31 December 2011. Other comparatives have not been restated.

3 FY 11 cashflows and persistency include AXA for the 12 months.

4 Performance figures are on a three year rolling basis.

5 Excludes planners.

6 AFS FY 12 includes employees of Cavendish acquired in July 2012.

7 FY 12 includes 228 shopping centre FTEs (252 in FY 11); however, the costs of these FTEs are recharged to shopping centres.

8 AMP Capital FY 12 includes staff employed as a result of dissolving the ACB joint venture.