

Five year summary

| | AMP FY 13 | AMP FY 12 | AMP + 9 months AXA FY 11 | AMP FY 10 | AMP FY 09 |
|---|--------------|--------------|-----------------------------------|--------------|--------------|
| Earnings¹ | | | | | |
| Total operating earnings (A\$m) | 789 | 810 | 792 | 686 | 701 |
| Underlying profit (A\$m) | 849 | 950 | 909 | 760 | 772 |
| Profit attributable to shareholders of AMP Limited (A\$m) | 672 | 689 | 688 | 775 | 739 |
| EPS basic – underlying (cps) | 28.8 | 32.9 | 34.3 | 36.7 | 38.3 |
| EPS basic – actual (cps) | 23.2 | 24.2 | 26.3 | 37.9 | 37.1 |
| RoE – underlying | 10.7% | 12.7% | 15.1% | 26.2% | 31.6% |
| RoE – actual | 8.5% | 9.2% | 11.5% | 26.7% | 30.3% |
| Dividend | | | | | |
| Dividend per share (cps) | 23.0 | 25.0 | 29.0 | 30.0 | 30.0 |
| Dividend payout ratio – underlying ¹ | 80% | 76% | 84% | 82% | 78% |
| Ordinary shares on issue (m) ² | 2,958 | 2,930 | 2,855 | 2,094 | 2,049 |
| Weighted average number of shares on issue (m) | | | | | |
| – basic ² | 2,944 | 2,892 | 2,648 | 2,070 | 2,016 |
| – fully diluted ² | 2,973 | 2,915 | 2,663 | 2,082 | 2,025 |
| – statutory | 2,900 | 2,845 | 2,615 | 2,045 | 1,992 |
| Share price for the period (A\$) | | | | | |
| – low | 4.21 | 3.73 | 3.72 | 4.88 | 3.59 |
| – high | 5.67 | 4.85 | 5.78 | 6.77 | 6.95 |
| EV and VNB | | | | | |
| Value of new business (3% dm) (A\$m) ³ | 348 | 424 | 443 | 278 | 319 |
| Value of risk new business (3% dm) (A\$m) ³ | 116 | 203 | 215 | 108 | 102 |
| Return on EV (3% dm) ³ | 8.2% | 12.4% | 11.0% | 8.8% | 11.3% |
| Financial position | | | | | |
| AMP shareholder equity (A\$m) | 8,154 | 7,744 | 7,014 | 3,046 | 2,706 |
| Corporate debt (excluding AMP Bank debt) (A\$m) | 1,974 | 1,579 | 1,536 | 886 | 1,189 |
| S&P gearing | 13% | 11% | 11% | 10% | 13% |
| Interest cover – underlying (times) | 12.3 | 12.1 | 12.1 | 11.6 | 11.9 |
| Interest cover – actual (times) | 10 | 9.2 | 9.4 | 11.8 | 11.4 |
| Cashflows and AUM | | | | | |
| AFS net cashflows (A\$m) ⁴ | 1,319 | 308 | (581) | 789 | 1,661 |
| AFS persistency ⁴ | 88.4% | 87.5% | 87.9% | 90.4% | 90.1% |
| AMP Capital net cashflows – external (A\$m) ⁴ | (1,039) | (1,784) | (1,166) | 2,618 | (1,077) |
| AMP Capital AUM (A\$b) | 140 | 129 | 123 | 98 | 95 |
| AUM non-AMP Capital managed (A\$b) | 57 | 43 | 36 | 17 | 17 |
| Total AUM (A\$b) | 197 | 172 | 159 | 115 | 112 |
| Controllable costs (pre-tax) and cost ratios^{1,5} | | | | | |
| Controllable costs (pre-tax) – AMP (A\$m) | 1,301 | 1,336 | 1,257 | 884 | 837 |
| Cost to income ratio – AMP | 49.4% | 47.3% | 47.9% | 43.3% | 41.7% |
| Controllable costs to AUM (bps) | 70 | 81 | 82 | 78 | 79 |
| Staff numbers | | | | | |
| AFS ⁶ | 3,712 | 3,551 | 3,746 | 1,950 | 1,734 |
| AMP Capital ⁷ | 933 | 912 | 940 | 927 | 888 |
| Group Office | 1,268 | 1,366 | 1,362 | 853 | 888 |
| Total staff numbers | 5,913 | 5,829 | 6,048 | 3,730 | 3,510 |

1 2012 prior period comparatives have been revised in accordance with changes in accounting standards. Refer pages 39 and 40 for further details.

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

3 FY 11 VNB, risk VNB and return on EV includes AXA for 12 months to 31 December 2011. FY 09 and FY 10 comparatives have not been restated.

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

5 FY 12 comparatives have been revised to reflect a reclassification of controllable costs to variable costs. Refer to pages 15 and 19 for further details.

6 Excludes planners.

7 FY 13 includes 229 shopping centre FTEs (228 in FY 12); however, the costs of these FTEs are recharged to shopping centres.