

**MACQUARIE GROUP**

INTERIM DIRECTORS' REPORT AND FINANCIAL REPORT  
HALF-YEAR ENDED 30 SEPTEMBER 2011



MACQUARIE

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**Cover image: A stylised contemporary version of the Holey Dollar**

In 1813 Governor Lachlan Macquarie overcame an acute currency shortage by purchasing Spanish silver dollars (then worth five shillings), punching the centres out and creating two new coins – the ‘Holey Dollar’ (valued at five shillings) and the ‘Dump’ (valued at one shilling and three pence).

This single move not only doubled the number of coins in circulation but increased their worth by 25 per cent and prevented the coins leaving the colony. Governor Macquarie’s creation of the Holey Dollar was an inspired solution to a difficult problem and for this reason it was chosen as the symbol for Macquarie Group.

This interim financial report has been prepared in accordance with Australian Accounting Standards and does not include all the notes of the type normally included in an annual financial report.

The material in this report has been prepared by Macquarie Group Limited ABN 94 122 169 279 (Macquarie) and is current at the date of this report. It is general background information about Macquarie’s activities, is given in summary form and does not purport to be complete. It is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. These should be considered with professional advice when deciding if an investment is appropriate.

The Macquarie name and Holey Dollar device are registered trade marks of Macquarie Group Limited ACN 122 169 279.

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# Financial report

## for the half-year ended 30 September 2011

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The Financial report was authorised for issue by the Directors on 28 October 2011.  
The Consolidated Entity has the power to amend and reissue the Financial report.

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# Financial report

## for the half-year ended 30 September 2011

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# Directors' report

## for the half-year ended 30 September 2011

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In accordance with a resolution of the Voting Directors (the Directors) of Macquarie Group Limited (MGL or the Company), the Directors submit herewith the financial statements of the Company and its subsidiaries (the Consolidated Entity) and report as follows:

### Directors

At the date of this report, the Directors of MGL are:

#### Executive Director

N.W. Moore, Managing Director and Chief Executive Officer

#### Independent Directors

H.K. McCann, AM, Chairman  
D.J. Grady, AM (appointed on 19 May 2011)  
M.J. Hawker, AM  
P.M. Kirby  
C.B. Livingstone, AO  
J.R. Niland, AC  
H.M. Nugent, AO  
P.H. Warne

The Directors each held office as a Director of the Company throughout the period and until the date of this report, unless disclosed above.

Those Directors listed as Independent Directors have been independent throughout the period.

### Result

The financial report for the half-year ended 30 September 2011 and the results herein are prepared in accordance with Australian Accounting Standards.

The consolidated profit attributable to ordinary equity holders of the Company, in accordance with Australian Accounting Standards, for the period was \$305 million (half-year to 31 March 2011: \$553 million; half-year to 30 September 2010: \$403 million).

### Review of operations

Consolidated profit attributable to ordinary equity holders of \$305 million for the half-year ended 30 September 2011 decreased 24 per cent from \$403 million in the prior corresponding period, and decreased 45 per cent from \$553 million in the prior period. Challenging global market conditions during the period resulted in lower operating income compared with the prior corresponding period. The impact was partially offset through lower operating expenses resulting from a number of cost initiatives undertaken during the period and lower staff profit share expense.

Net operating income of \$3,243 million for the half-year ended 30 September 2011 decreased 11 per cent from \$3,661 million in the prior corresponding period. The main drivers of this decrease were:

- an 11 per cent decrease in fee and commission income to \$1,766 million for the half-year ended 30 September 2011 from \$1,995 million in the prior corresponding period with weak investor confidence and increased market volatility adversely impacting fee income from mergers, acquisitions, advisory and underwriting transactions as well as brokerage and commissions income;
- a 38 per cent decrease in net trading income to \$374 million for the half-year ended 30 September 2011 from \$606 million in the prior corresponding period largely driven by the adverse impact of volatility in credit and financial markets due to the uncertainty in Europe and the US on interest rate products related trading income, compounded by concerns over global growth; and
- a 4 per cent decrease in other operating income and charges to \$356 million for the half-year ended 30 September 2011 from \$370 million in the prior corresponding period. This was in part due to the prior corresponding period including gains of \$114 million on re-measurement of retained investments that were reclassified from an associate to available for sale due to the loss of significant influence, predominantly related to an investment in MAp Group. This has been offset by a 147 per cent increase in operating lease income to \$188 million for the half-year ended 30 September 2011 from \$76 million in the prior corresponding period, largely due to the acquisition of 44 aircraft assets and associated leases from International Lease Finance Corporation, and the acquisition of the remaining 62.5 per cent of Macquarie AirFinance, an aircraft leasing business with 91 aircraft assets and associated leases, in November 2010.

# Directors' report

## for the half-year ended 30 September 2011

### continued

#### Review of operations continued

Total operating expenses of \$2,828 million for the half-year ended 30 September 2011 decreased 11 per cent from \$3,165 million in the prior corresponding period. The decrease was largely driven by:

- a 13 per cent decrease in employment expenses to \$1,652 million for the half-year ended 30 September 2011 from \$1,896 million in the prior corresponding period, which was in part due to lower staff profit share expense combined with a 3 per cent reduction in headcount from 15,533 at 30 September 2010 to 15,088 at 30 September 2011 and lower profit share expense. The compensation ratio of 47.2 per cent for the half-year ended 30 September 2011 compares with 47.9 per cent in the prior corresponding period; and
- a 12 per cent decrease in brokerage and commission expenses to \$386 million from \$441 million in the prior corresponding period due to reduced activity.

Income tax expense for the half-year ended 30 September 2011 of \$107 million increased 26 per cent from \$85 million in the prior corresponding period. The effective tax rate for the half-year ended 30 September 2011 was 26 per cent, up from 17 per cent in the prior corresponding period, largely due to changes in the mix of income combined with increased permanent differences relating to share-based payments.

#### Events after the reporting period

There were no material events subsequent to 30 September 2011 that have not been reflected in the financial statements.

#### Interim dividend

The Directors have resolved to pay an interim dividend for the half-year ended 30 September 2011 of \$0.65 per fully paid ordinary MGL share on issue at 11 November 2011. The dividend will be unfranked and paid on 14 December 2011.

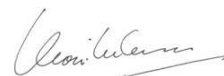
#### Auditor's independence declaration

A copy of the auditor's independence declaration, as required under section 307C of the *Corporations Act 2001 (Cth)*, is set out on page 3.

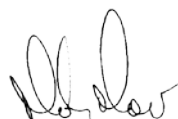
#### Rounding of amounts

In accordance with Australian Securities and Investments Commission Class Order 98/0100 (as amended), amounts in the Directors' report and the half-year financial report have been rounded off to the nearest million dollars unless otherwise indicated.

This report is made in accordance with a resolution of the Directors.



**H Kevin McCann, AM**  
Chairman



**Nicholas Moore**  
Managing Director and  
Chief Executive Officer

Sydney  
28 October 2011

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# Auditor's independence declaration for the half-year ended 30 September 2011



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As lead auditor for the review of Macquarie Group Limited for the half-year ended 30 September 2011, I declare that to the best of my knowledge and belief, there have been:

- a) no contraventions of the auditor independence requirements of the *Corporations Act 2001 (Cth)* in relation to the review; and
- b) no contraventions of any applicable code of professional conduct in relation to the review.

This declaration is in respect of Macquarie Group Limited and the entities it controlled during the period.

A handwritten signature in black ink, appearing to read 'DH Armstrong', with a large, sweeping flourish extending from the end of the signature.

**DH Armstrong**  
Partner  
PricewaterhouseCoopers

Sydney  
28 October 2011

## Consolidated income statement for the half-year ended 30 September 2011

|   | Notes | Half-year to<br>30 Sep 2011<br>\$m | Half-year to<br>31 Mar 2011<br>\$m | Half-year to<br>30 Sep 2010<br>\$m |
|---|-------|------------------------------------|------------------------------------|------------------------------------|
| Interest and similar income   |       | 2,789                              | 2,667                              | 2,637                              |
| Interest expense and similar charges  |       | (2,091)                            | (1,997)                            | (2,032)                            |
| Net interest income   | 2     | 698                                | 670                                | 605                                |
| Fee and commission income   | 2     | 1,766                              | 1,896                              | 1,995                              |
| Net trading income  | 2     | 374                                | 762                                | 606                                |
| Share of net profits of associates and joint ventures accounted for using the equity method | 2     | 49                                 | 94                                 | 85                                 |
| Other operating income and charges  | 2     | 356                                | 561                                | 370                                |
| Net operating income  |       | 3,243                              | 3,983                              | 3,661                              |
| Employment expenses   | 2     | (1,652)                            | (1,994)                            | (1,896)                            |
| Brokerage and commission expenses   | 2     | (386)                              | (344)                              | (441)                              |
| Occupancy expenses  | 2     | (213)                              | (246)                              | (237)                              |
| Non-salary technology expenses  | 2     | (149)                              | (157)                              | (159)                              |
| Other operating expenses  | 2     | (428)                              | (467)                              | (432)                              |
| Total operating expenses  |       | (2,828)                            | (3,208)                            | (3,165)                            |
| <b>Operating profit before income tax</b>   |       | <b>415</b>                         | 775                                | 496                                |
| Income tax expense  | 4     | (107)                              | (197)                              | (85)                               |
| <b>Profit after income tax</b>  |       | <b>308</b>                         | 578                                | 411                                |
| (Profit)/loss attributable to non-controlling interests:                                    |       |                                    |                                    |                                    |
| Macquarie Income Securities   | 5     | (13)                               | (13)                               | (13)                               |
| Macquarie Income Preferred Securities   | 5     | (2)                                | (2)                                | (2)                                |
| Other non-controlling interests   |       | 12                                 | (10)                               | 7                                  |
| Profit attributable to non-controlling interests  |       | (3)                                | (25)                               | (8)                                |
| <b>Profit attributable to ordinary equity holders of Macquarie Group Limited</b>            |       | <b>305</b>                         | 553                                | 403                                |
|   |       |                                    | <b>Cents per share</b>             |                                    |
| <b>Basic earnings per share</b>   | 6     | <b>86.6</b>                        | 163.3                              | 119.2                              |
| <b>Diluted earnings per share</b>   | 6     | <b>85.3</b>                        | 158.8                              | 117.1                              |

The above consolidated income statement should be read in conjunction with the accompanying notes.



## Consolidated statement of comprehensive income for the half-year ended 30 September 2011

|  | Notes | Half-year to<br>30 Sep 2011<br>\$m | Half-year to<br>31 Mar 2011<br>\$m | Half-year to<br>30 Sep 2010<br>\$m |
|--|-------|------------------------------------|------------------------------------|------------------------------------|
| <b>Profit after income tax for the period</b>  |       | <b>308</b>                         | 578                                | 411                                |
| Other comprehensive (expense)/income:  |       |                                    |                                    |                                    |
| Available for sale investments, net of tax   | 17    | (180)                              | 148                                | 108                                |
| Cash flow hedges, net of tax   | 17    | 2                                  | (31)                               | 33                                 |
| Share of other comprehensive (expense)/income of associates and joint ventures, net of tax | 17    | (4)                                | 6                                  | 21                                 |
| Exchange differences on translation of foreign operations, net of tax                      |       | 333                                | (219)                              | (284)                              |
| <b>Total other comprehensive income/(expense) for the period</b>                           |       | <b>151</b>                         | (96)                               | (122)                              |
| <b>Total comprehensive income for the period</b>   |       | <b>459</b>                         | 482                                | 289                                |
| Total comprehensive income/(expense) for the period is attributable to:                    |       |                                    |                                    |                                    |
| Ordinary equity holders of Macquarie Group Limited   |       | 452                                | 464                                | 277                                |
| Macquarie Income Securities holders  |       | 13                                 | 13                                 | 13                                 |
| Macquarie Income Preferred Securities holders  |       | 5                                  | (1)                                | 1                                  |
| Other non-controlling interests  |       | (11)                               | 6                                  | (2)                                |
| <b>Total comprehensive income for the period</b>   |       | <b>459</b>                         | 482                                | 289                                |

*The above consolidated statement of comprehensive income should be read in conjunction with the accompanying notes.*

## Consolidated statement of financial position as at 30 September 2011

|  | Notes | As at<br>30 Sep 2011<br>\$m | As at<br>31 Mar 2011<br>\$m | As at<br>30 Sep 2010<br>\$m |
|--|-------|-----------------------------|-----------------------------|-----------------------------|
| <b>Assets</b>  |       |                             |                             |                             |
| Due from financial institutions  |       | 11,525                      | 9,817                       | 9,766                       |
| Cash collateral on securities borrowed and reverse repurchase agreements         |       | 6,696                       | 8,790                       | 9,266                       |
| Trading portfolio assets   | 7     | 14,616                      | 14,898                      | 15,938                      |
| Loan assets held at amortised cost   | 8     | 45,843                      | 46,016                      | 45,130                      |
| Other financial assets at fair value through profit or loss                      |       | 9,998                       | 11,668                      | 11,025                      |
| Derivative financial instruments – positive values                               |       | 34,201                      | 21,185                      | 23,430                      |
| Other assets   |       | 14,960                      | 12,646                      | 11,671                      |
| Investment securities available for sale   | 10    | 21,334                      | 17,051                      | 18,576                      |
| Life investment contracts and other unitholder investment assets                 |       | 4,758                       | 5,059                       | 5,047                       |
| Interests in associates and joint ventures accounted for using the equity method | 11    | 2,891                       | 2,790                       | 2,719                       |
| Property, plant and equipment  |       | 5,133                       | 5,007                       | 2,899                       |
| Intangible assets  |       | 1,393                       | 1,317                       | 1,411                       |
| Deferred income tax assets   |       | 1,251                       | 1,245                       | 1,107                       |
| Non-current assets and assets of disposal groups classified as held for sale     | 12    | 89                          | 79                          | 75                          |
| <b>Total assets</b>  |       | <b>174,688</b>              | <b>157,568</b>              | <b>158,060</b>              |
| <b>Liabilities</b>   |       |                             |                             |                             |
| Due to financial institutions  |       | 9,557                       | 7,810                       | 9,981                       |
| Cash collateral on securities lent and repurchase agreements                     |       | 8,844                       | 6,617                       | 6,482                       |
| Trading portfolio liabilities  | 13    | 4,425                       | 5,808                       | 5,811                       |
| Derivative financial instruments – negative values                               |       | 32,240                      | 21,572                      | 24,326                      |
| Deposits   |       | 38,050                      | 35,338                      | 35,047                      |
| Debt issued at amortised cost  | 14    | 42,258                      | 41,177                      | 39,955                      |
| Other financial liabilities at fair value through profit or loss                 | 15    | 3,334                       | 4,339                       | 3,710                       |
| Other liabilities  |       | 15,180                      | 14,327                      | 12,973                      |
| Current tax liabilities  |       | 72                          | 197                         | 94                          |
| Life investment contracts and other unitholder liabilities                       |       | 4,759                       | 5,055                       | 5,069                       |
| Provisions   |       | 232                         | 215                         | 221                         |
| Deferred income tax liabilities  |       | 351                         | 287                         | 235                         |
| <b>Total liabilities excluding loan capital</b>                                  |       | <b>159,302</b>              | <b>142,742</b>              | <b>143,904</b>              |
| <b>Loan capital</b>  |       |                             |                             |                             |
| Macquarie Convertible Preference Securities                                      |       | 596                         | 595                         | 593                         |
| Subordinated debt at amortised cost  |       | 2,877                       | 1,832                       | 1,483                       |
| Subordinated debt at fair value through profit or loss                           |       | 149                         | 467                         | 487                         |
| <b>Total loan capital</b>  |       | <b>3,622</b>                | <b>2,894</b>                | <b>2,563</b>                |
| <b>Total liabilities</b>   |       | <b>162,924</b>              | <b>145,636</b>              | <b>146,467</b>              |
| <b>Net assets</b>  |       | <b>11,764</b>               | <b>11,932</b>               | <b>11,593</b>               |

|  | Notes | As at<br>30 Sep 2011<br>\$m | As at<br>31 Mar 2011<br>\$m | As at<br>30 Sep 2010<br>\$m |
|--|-------|-----------------------------|-----------------------------|-----------------------------|
| <b>Equity</b>  |       |                             |                             |                             |
| Contributed equity   |       |                             |                             |                             |
| Ordinary share capital   | 16    | 7,245                       | 7,140                       | 7,063                       |
| Treasury shares  | 16    | (1,135)                     | (731)                       | (719)                       |
| Exchangeable shares  | 16    | 98                          | 104                         | 129                         |
| Reserves   | 17    | 504                         | 310                         | 263                         |
| Retained earnings  | 17    | 4,539                       | 4,581                       | 4,325                       |
| Total capital and reserves attributable to ordinary equity holders<br>of Macquarie Group Limited |       | 11,251                      | 11,404                      | 11,061                      |
| <b>Non-controlling interests</b>   |       |                             |                             |                             |
| Macquarie Income Securities  | 17    | 391                         | 391                         | 391                         |
| Macquarie Income Preferred Securities  | 17    | 66                          | 63                          | 66                          |
| Other non-controlling interests  | 17    | 56                          | 74                          | 75                          |
| <b>Total equity</b>  |       | <b>11,764</b>               | <b>11,932</b>               | <b>11,593</b>               |

*The above consolidated statement of financial position should be read in conjunction with the accompanying notes.*

# Consolidated statement of changes in equity

## for the half-year ended 30 September 2011

|   | Notes | Contributed<br>equity<br>\$m | Reserves<br>\$m | Retained<br>earnings<br>\$m | Total<br>\$m  | Non-<br>controlling<br>interests<br>\$m | Total<br>equity<br>\$m |
|---|-------|------------------------------|-----------------|-----------------------------|---------------|---|------------------------|
| Balance at 1 April 2010   |       | 6,684                        | 280             | 4,268                       | 11,232        | 537                                     | 11,769                 |
| Total comprehensive (expense)/income for the period                                   |       | –                            | (126)           | 403                         | 277           | 12                                      | 289                    |
| Transactions with equity holders in their capacity as equity holders:                 |       |                              |                 |                             |               |   |                        |
| Contributions of equity, net of transaction costs                                     | 16    | 64                           | –               | –                           | 64            | –                                       | 64                     |
| Issue of shares to Macquarie Group Employee Retained Equity Plan Trust (MEREPE Trust) | 16    | (19)                         | –               | –                           | (19)          | –                                       | (19)                   |
| Purchase of treasury shares by MEREPE Trust   |       | (257)                        | –               | –                           | (257)         | –                                       | (257)                  |
| Dividends paid or provided for  | 5     | –                            | –               | (346)                       | (346)         | –                                       | (346)                  |
| Non-controlling interests:  |       |                              |                 |                             |               |   |                        |
| Distributions of equity, net of transaction costs                                     |       | –                            | –               | –                           | –             | (9)                                     | (9)                    |
| Distributions paid or provided for  |       | –                            | –               | –                           | –             | (8)                                     | (8)                    |
| Other equity movements:   |       |                              |                 |                             |               |   |                        |
| Net movement on exchangeable shares   | 16    | (8)                          | –               | –                           | (8)           | –                                       | (8)                    |
| Share-based payments  |       | 9                            | 109             | –                           | 118           | –                                       | 118                    |
|   |       | (211)                        | 109             | (346)                       | (448)         | (17)                                    | (465)                  |
| Balance at 30 September 2010  |       | 6,473                        | 263             | 4,325                       | 11,061        | 532                                     | 11,593                 |
| Total comprehensive (expense)/income for the period                                   |       | –                            | (89)            | 553                         | 464           | 18                                      | 482                    |
| Transactions with equity holders in their capacity as equity holders:                 |       |                              |                 |                             |               |   |                        |
| Contributions of equity, net of transaction costs                                     | 16    | 53                           | –               | –                           | 53            | –                                       | 53                     |
| Purchase of treasury shares by MEREPE Trust   | 16    | (12)                         | –               | –                           | (12)          | –                                       | (12)                   |
| Dividends paid or provided for  | 5     | –                            | –               | (297)                       | (297)         | –                                       | (297)                  |
| Non-controlling interests:  |       |                              |                 |                             |               |   |                        |
| Contributions of equity, net of transaction costs                                     |       | –                            | –               | –                           | –             | 3                                       | 3                      |
| Distributions paid or provided for  |       | –                            | –               | –                           | –             | (25)                                    | (25)                   |
| Other equity movements:   |       |                              |                 |                             |               |   |                        |
| Net movement on exchangeable shares   | 16    | (25)                         | –               | –                           | (25)          | –                                       | (25)                   |
| Share-based payments  |       | 24                           | 136             | –                           | 160           | –                                       | 160                    |
|   |       | 40                           | 136             | (297)                       | (121)         | (22)                                    | (143)                  |
| <b>Balance at 31 March 2011</b>   |       | <b>6,513</b>                 | <b>310</b>      | <b>4,581</b>                | <b>11,404</b> | <b>528</b>                              | <b>11,932</b>          |
| Total comprehensive income for the period   |       | –                            | 147             | 305                         | 452           | 7                                       | 459                    |
| Transactions with equity holders in their capacity as equity holders:                 |       |                              |                 |                             |               |   |                        |
| Contributions of equity, net of transaction costs                                     | 16    | 52                           | –               | –                           | 52            | –                                       | 52                     |
| Purchase of treasury shares by MEREPE Trust   | 16    | (404)                        | –               | –                           | (404)         | –                                       | (404)                  |
| Dividends paid or provided for  | 5     | –                            | –               | (347)                       | (347)         | –                                       | (347)                  |
| Non-controlling interests:  |       |                              |                 |                             |               |   |                        |
| Distributions of equity, net of transaction costs                                     |       | –                            | –               | –                           | –             | (19)                                    | (19)                   |
| Distributions paid or provided for  |       | –                            | –               | –                           | –             | (3)                                     | (3)                    |
| Other equity movements:   |       |                              |                 |                             |               |   |                        |
| Net movement on exchangeable shares   | 16    | (6)                          | –               | –                           | (6)           | –                                       | (6)                    |
| Share-based payments  |       | 53                           | 47              | –                           | 100           | –                                       | 100                    |
|   |       | (305)                        | 47              | (347)                       | (605)         | (22)                                    | (627)                  |
| <b>Balance at 30 September 2011</b>   |       | <b>6,208</b>                 | <b>504</b>      | <b>4,539</b>                | <b>11,251</b> | <b>513</b>                              | <b>11,764</b>          |

The above consolidated statement of changes in equity should be read in conjunction with the accompanying notes.

# Consolidated statement of cash flows

## for the half-year ended 30 September 2011

|   | Notes | Half-year to<br>30 Sep 2011<br>\$m | Half-year to<br>31 Mar 2011<br>\$m | Half-year to<br>30 Sep 2010<br>\$m |
|---|-------|------------------------------------|------------------------------------|------------------------------------|
| <b>Cash flows from operating activities</b>   |       |                                    |                                    |                                    |
| Interest received   |       | 2,956                              | 2,719                              | 2,378                              |
| Interest and other costs of finance paid  |       | (2,068)                            | (1,956)                            | (2,104)                            |
| Dividends and distributions received  |       | 70                                 | 213                                | 153                                |
| Fees and other non-interest income received   |       | 2,039                              | 2,378                              | 2,477                              |
| Fees and commissions paid   |       | (408)                              | (332)                              | (439)                              |
| Net receipts from/(payments for) trading portfolio assets and other financial assets/liabilities                                    |       | 444                                | 825                                | (4,682)                            |
| Payments (to)/from suppliers  |       | (594)                              | 396                                | (1,885)                            |
| Employment expenses paid  |       | (2,208)                            | (1,385)                            | (2,339)                            |
| Income tax paid   |       | (226)                              | (132)                              | (72)                               |
| Life investment contract income   |       | 126                                | 59                                 | 67                                 |
| Life investment contract premiums received and other unitholder contributions   |       | 1,882                              | 1,292                              | 1,283                              |
| Life investment contract payments   |       | (2,063)                            | (1,260)                            | (1,151)                            |
| Net loan assets granted   |       | (50)                               | (626)                              | (924)                              |
| Recovery of loans previously written off  |       | 10                                 | 6                                  | 6                                  |
| Net increase/(decrease) in amounts due to other financial institutions, deposits and other borrowings                               |       | 4,460                              | (1,444)                            | 8,858                              |
| Net cash flows from operating activities  | 18    | 4,370                              | 753                                | 1,626                              |
| <b>Cash flows from investing activities</b>   |       |                                    |                                    |                                    |
| Net receipts from/(payments for) investment securities available for sale and financial assets at fair value through profit or loss |       | 1,425                              | 112                                | (833)                              |
| Net (payments for)/proceeds from the acquisition and disposal of associates   |       | (115)                              | (405)                              | 129                                |
| Payments for the acquisition of assets and disposal groups classified as held for sale, net of cash acquired                        |       | (4)                                | (22)                               | –                                  |
| Payments for the acquisition of subsidiaries, excluding disposal groups, net of cash acquired                                       |       | (10)                               | (67)                               | 1,445                              |
| Proceeds from the disposal of subsidiaries and businesses, excluding disposal groups, net of cash deconsolidated                    |       | 76                                 | 75                                 | 17                                 |
| Payments for life investment contracts and other unitholder investment assets   |       | (3,178)                            | (2,657)                            | (3,714)                            |
| Proceeds from the disposal of life investment contracts and other unitholder investment assets                                      |       | 3,273                              | 2,578                              | 3,567                              |
| Net payments for property, plant and equipment, lease assets and intangible assets  |       | (60)                               | (1,121)                            | (1,009)                            |
| Proceeds from the sale of management rights   |       | –                                  | 14                                 | –                                  |
| Net cash flows from/(used in) investing activities  |       | 1,407                              | (1,493)                            | (398)                              |

## Consolidated statement of cash flows

### for the half-year ended 30 September 2011

#### continued

|   | Notes | Half-year to<br>30 Sep 2011<br>\$m | Half-year to<br>31 Mar 2011<br>\$m | Half-year to<br>30 Sep 2010<br>\$m |
|---|-------|------------------------------------|------------------------------------|------------------------------------|
| <b>Cash flows from financing activities</b>                 |       |                                    |                                    |                                    |
| Proceeds from the issue of ordinary shares                  |       | 1                                  | 1                                  | –                                  |
| Payments to non-controlling interests                       |       | (6)                                | (4)                                | –                                  |
| Net proceeds from issue of subordinated debt                |       | 614                                | 334                                | 598                                |
| Dividends and distributions paid                            |       | (314)                              | (279)                              | (319)                              |
| Purchase of treasury shares                                 |       | (404)                              | (14)                               | (255)                              |
| Net cash flows (used in)/from financing activities          |       | (109)                              | 38                                 | 24                                 |
| <b>Net increase/(decrease) in cash and cash equivalents</b> |       | <b>5,668</b>                       | <b>(702)</b>                       | <b>1,252</b>                       |
| Cash and cash equivalents at the beginning of the period    |       | 12,323                             | 13,025                             | 11,773                             |
| <b>Cash and cash equivalents at the end of the period</b>   | 18    | <b>17,991</b>                      | 12,323                             | 13,025                             |

*The above consolidated statement of cash flows should be read in conjunction with the accompanying notes.*

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# Notes to the consolidated financial statements

## for the half-year ended 30 September 2011

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### Note 1

#### Basis of preparation

This general purpose financial report for the half-year reporting period ended 30 September 2011 has been prepared in accordance with Australian Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Act 2001 (Cth)*. Compliance with AASB 134 ensures compliance with International Financial Reporting Standard IAS 34 *Interim Financial Reporting* as issued by the International Accounting Standards Board (IASB).

This half-year financial report comprises the consolidated financial report of Macquarie Group Limited (MGL or the Company) and the entities it controlled at the end of, or during, the period (the Consolidated Entity).

This half-year financial report does not include all the notes of the type normally included in an annual financial report. Accordingly, this report is to be read in conjunction with the annual financial report for the year ended 31 March 2011 and any public announcements made by MGL during the half-year reporting period in accordance with the continuous disclosure requirements of the *Corporations Act 2001 (Cth)*.

The Consolidated Entity is of a kind referred to in Australian Securities and Investments Commission Class Order 98/100 (as amended), relating to the rounding off of amounts in the financial report for a financial year or half-year. Amounts in the Directors' report and the half-year financial report have been rounded off in accordance with that Class Order to the nearest million dollars unless otherwise indicated.

The accounting policies and methods of computation adopted in the preparation of the half-year financial report are consistent with those adopted and disclosed in the annual financial report of MGL for the year ended 31 March 2011. Certain comparatives have been restated for consistency in presentation at 30 September 2011.

#### Accounting Standards effective in the current period

AASB 2010-3 and AASB 2010-4 *Amendments to Australian Accounting Standards arising from the Annual Improvements Project* were issued in June 2010 and became applicable in the current period.

AASB 2010-3 amendments confirm that:

- contingent consideration arising in a business combination that had been accounted for in accordance with AASB 3 (2004) that has not been settled or otherwise resolved at the adoption date of AASB 3 (2008) continues to be accounted for in accordance with AASB 3 (2004);
- the accounting policy choice to measure non-controlling interests (NCI) upon initial recognition either at fair value or at the NCI's proportionate share of the acquiree's identifiable net assets is limited to instruments that give rise to a present ownership interest and which currently entitle the holder to a share of net assets in the event of liquidation. The accounting policy choice does not apply to other instruments, such as written options classified as equity instruments – these are generally measured at fair value or otherwise in accordance with the relevant Standards;
- AASB 3 (2008) application guidance applies to unreplaced and voluntarily replaced share-based payment awards; and
- consequential amendments to AASB 121, AASB 128 and AASB 131 as a result of the issue of AASB 127 (2008) relating to disposals of all or part of a foreign operation and accounting for a loss of significant influence/joint control is applied prospectively.

AASB 2010-4 makes amendments to various disclosure requirements relating to AASB 7 *Financial Instruments: Disclosures*, AASB 101 *Presentation of Financial Statements* and AASB 134 *Interim Financial Reporting*.

The application of these amendments in the current period has had an immaterial impact.

# Notes to the consolidated financial statements

## for the half-year ended 30 September 2011

### continued

|  | Half-year to<br>30 Sep 2011<br>\$m | Half-year to<br>31 Mar 2011<br>\$m | Half-year to<br>30 Sep 2010<br>\$m |
|--|------------------------------------|------------------------------------|------------------------------------|
| <b>Note 2</b>  |                                    |                                    |                                    |
| <b>Profit for the period</b>   |                                    |                                    |                                    |
| <b>Net interest income</b>   |                                    |                                    |                                    |
| Interest and similar income received/receivable  | 2,789                              | 2,667                              | 2,637                              |
| Interest expense and similar charges paid/payable  | (2,091)                            | (1,997)                            | (2,032)                            |
| Net interest income  | 698                                | 670                                | 605                                |
| <b>Fee and commission income</b>   |                                    |                                    |                                    |
| Base fees  | 463                                | 454                                | 496                                |
| Performance fees   | 89                                 | 21                                 | 15                                 |
| Mergers and acquisitions, advisory and underwriting fees   | 339                                | 529                                | 402                                |
| Brokerage and commissions  | 488                                | 555                                | 582                                |
| Other fee and commission income  | 354                                | 300                                | 454                                |
| Income from life investment contracts and other unitholder investment assets                       | 33                                 | 37                                 | 46                                 |
| Total fee and commission income  | 1,766                              | 1,896                              | 1,995                              |
| <b>Net trading income<sup>1</sup></b>  |                                    |                                    |                                    |
| Equities   | 129                                | 214                                | 178                                |
| Commodities  | 207                                | 397                                | 156                                |
| Foreign exchange products  | 119                                | 109                                | 83                                 |
| Interest rate products   | (81)                               | 42                                 | 189                                |
| Net trading income   | 374                                | 762                                | 606                                |
| <b>Share of net profits of associates and joint ventures accounted for using the equity method</b> |                                    |                                    |                                    |
|  | 49                                 | 94                                 | 85                                 |

<sup>1</sup> Included in net trading income are fair value gains of \$207 million (half-year to 31 March 2011: \$461 million gain; half-year to 30 September 2010: \$202 million loss) relating to financial assets and financial liabilities designated as held at fair value through profit or loss. This includes a \$2 million gain (half-year to 31 March 2011: \$8 million loss; half-year to 30 September 2010: \$1 million loss) as a result of changes in own credit spread on issued debt and subordinated debt carried at fair value. Fair value changes relating to derivatives are also reported in net trading income which partially offsets the fair value changes relating to the financial assets and financial liabilities designated at fair value. This also includes fair value changes on derivatives used to hedge the Consolidated Entity's economic interest rate risk where hedge accounting requirements are not met.



|   | Half-year to<br>30 Sep 2011<br>\$m | Half-year to<br>31 Mar 2011<br>\$m | Half-year to<br>30 Sep 2010<br>\$m |
|---|------------------------------------|------------------------------------|------------------------------------|
| <b>Note 2</b>   |                                    |                                    |                                    |
| <b>Profit for the period</b> continued  |                                    |                                    |                                    |
| <b>Other operating income and charges</b>   |                                    |                                    |                                    |
| Net gains on sale of investment securities available for sale                                 | 78                                 | 124                                | 105                                |
| Impairment charge on investment securities available for sale                                 | (56)                               | (35)                               | (3)                                |
| Net gains on sale of associates (including associates held for sale) and joint ventures       | 13                                 | 10                                 | 9                                  |
| Impairment reversal/(charge) on interests in associates and joint ventures <sup>1</sup>       | 24                                 | (23)                               | (46)                               |
| Impairment charge on disposal groups held for sale  | –                                  | (16)                               | –                                  |
| Gain on acquiring, disposing and change in ownership interest in subsidiaries                 | 5                                  | 63                                 | 33                                 |
| Gain on re-measurement of retained investments <sup>2</sup>                                   | –                                  | 15                                 | 114                                |
| Impairment charge on non-financial assets   | (7)                                | (3)                                | (4)                                |
| Sale of management rights   | –                                  | 14                                 | –                                  |
| Net operating lease income <sup>3</sup>   | 188                                | 167                                | 76                                 |
| Dividends/distributions received/receivable:  |                                    |                                    |                                    |
| Investment securities available for sale  | 81                                 | 60                                 | 66                                 |
| Collective allowance for credit losses (provided for)/written back during the period (note 8) | (16)                               | (4)                                | 9                                  |
| Individually assessed provisions:   |                                    |                                    |                                    |
| Loan assets provided for during the period (note 8)   | (30)                               | (28)                               | (66)                               |
| Other receivables provided for during the period  | (4)                                | (6)                                | (3)                                |
| Recovery of loans previously provided for (note 8)  | 6                                  | 7                                  | 9                                  |
| Recovery of other receivables previously provided for   | –                                  | 13                                 | –                                  |
| Loan losses written off   | (32)                               | (39)                               | (32)                               |
| Recovery of loans previously written off  | 10                                 | 6                                  | 6                                  |
| Other income  | 96                                 | 236                                | 97                                 |
| <b>Total other operating income and charges</b>   | <b>356</b>                         | <b>561</b>                         | <b>370</b>                         |
| <b>Net operating income</b>   | <b>3,243</b>                       | <b>3,983</b>                       | <b>3,661</b>                       |

<sup>1</sup> Includes impairment charge of \$10 million (half-year to 31 March 2011: impairment reversals of \$10 million; half-year to 30 September 2010: impairment reversals of \$nil).

<sup>2</sup> The comparatives included gains on re-measurement of retained ownership interest to fair value on the loss of control of investments in subsidiaries and the loss of significant influence of investments in associates.

<sup>3</sup> Includes rental income of \$304 million (half-year to 31 March 2011: \$240 million; half-year to 30 September 2010: \$161 million) less depreciation of \$116 million (half-year to 31 March 2011: \$73 million; half-year to 30 September 2010: \$85 million) in relation to operating leases where the Consolidated Entity is the lessor.

# Notes to the consolidated financial statements

## for the half-year ended 30 September 2011

### continued

|  | Half-year to<br>30 Sep 2011<br>\$m | Half-year to<br>31 Mar 2011<br>\$m | Half-year to<br>30 Sep 2010<br>\$m |
|--|------------------------------------|------------------------------------|------------------------------------|
| <b>Note 2</b>  |                                    |                                    |                                    |
| <b>Profit for the period</b> continued   |                                    |                                    |                                    |
| <b>Employment expenses</b>   |                                    |                                    |                                    |
| Salary and salary related costs including commissions, superannuation and performance-related profit share | (1,398)                            | (1,673)                            | (1,596)                            |
| Share-based payments   | (113)                              | (181)                              | (125)                              |
| Provision for annual leave   | (16)                               | (4)                                | (25)                               |
| Provision for long service leave   | (4)                                | –                                  | (8)                                |
| <b>Total compensation expenses</b>   | <b>(1,531)</b>                     | <b>(1,858)</b>                     | <b>(1,754)</b>                     |
| Other employment expenses including on-costs, staff procurement and staff training                         | (121)                              | (136)                              | (142)                              |
| <b>Total employment expenses</b>   | <b>(1,652)</b>                     | <b>(1,994)</b>                     | <b>(1,896)</b>                     |
| <b>Brokerage and commission expenses</b>   |                                    |                                    |                                    |
| Brokerage expenses   | (314)                              | (310)                              | (273)                              |
| Other fee and commission expenses  | (72)                               | (34)                               | (168)                              |
| <b>Total brokerage and commission expenses</b>   | <b>(386)</b>                       | <b>(344)</b>                       | <b>(441)</b>                       |
| <b>Occupancy expenses</b>  |                                    |                                    |                                    |
| Operating lease rentals  | (120)                              | (145)                              | (150)                              |
| Depreciation: furniture, fittings and leasehold improvements   | (56)                               | (59)                               | (59)                               |
| Other occupancy expenses   | (37)                               | (42)                               | (28)                               |
| <b>Total occupancy expenses</b>  | <b>(213)</b>                       | <b>(246)</b>                       | <b>(237)</b>                       |
| <b>Non-salary technology expenses</b>  |                                    |                                    |                                    |
| Information services   | (71)                               | (72)                               | (73)                               |
| Depreciation: computer equipment   | (25)                               | (23)                               | (27)                               |
| Other non-salary technology expenses   | (53)                               | (62)                               | (59)                               |
| <b>Total non-salary technology expenses</b>  | <b>(149)</b>                       | <b>(157)</b>                       | <b>(159)</b>                       |
| <b>Other operating expenses</b>  |                                    |                                    |                                    |
| Professional fees  | (107)                              | (152)                              | (124)                              |
| Auditor's remuneration   | (9)                                | (11)                               | (9)                                |
| Travel and entertainment expenses  | (81)                               | (92)                               | (92)                               |
| Advertising and promotional expenses   | (32)                               | (39)                               | (33)                               |
| Communication expenses   | (22)                               | (24)                               | (25)                               |
| Amortisation of intangibles  | (39)                               | (46)                               | (28)                               |
| Depreciation: communication equipment  | (3)                                | (3)                                | (3)                                |
| Other expenses   | (135)                              | (100)                              | (118)                              |
| <b>Total other operating expenses</b>  | <b>(428)</b>                       | <b>(467)</b>                       | <b>(432)</b>                       |
| <b>Total operating expenses</b>  | <b>(2,828)</b>                     | <b>(3,208)</b>                     | <b>(3,165)</b>                     |

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## Note 3

### Segment reporting

#### (i) Operating segments

For internal reporting and risk management purposes, the Consolidated Entity is divided into six operating groups, one operating division and a corporate group. These segments have been set up based on the different core products and services offered.

Since 31 March 2011 there have been a number of asset transfers between Operating Groups and the Corporate segment. These transfers were undertaken to better align the relevant assets with the expertise in each Operating Group. In addition, certain assets not aligned with any of the Operating Groups were transferred to the Corporate segment, including the investment in MAp Group.

This restructure is effective from 1 April 2011. Segment information has been prepared in conformity with the Consolidated Entity's segment accounting policy. In accordance with AASB 8 *Operating Segments*, comparative information has been restated to reflect current reportable operating segments.

**Macquarie Funds Group** is the Consolidated Entity's funds management business. It is a full-service asset manager, offering a diverse range of capabilities and products including investment management, infrastructure and real asset management and fund and equity based structured products.

**Corporate and Asset Finance** is the lending and leasing business of the Consolidated Entity.

**Banking and Financial Services Group** is the primary relationship manager for the Consolidated Entity's retail client base. The group brings together the retail banking and financial services businesses providing a diverse range of wealth management products and services to financial advisers, stockbrokers, mortgage brokers, professional service industries and the end consumer.

**Macquarie Securities Group** activities include institutional and retail derivatives, structured equity finance, arbitrage trading, synthetic products, capital management, collateral management and securities borrowing and lending. It is a full-service institutional cash equities broker in the Asia Pacific region and South Africa, and offers specialised services in other regions. It also provides an equity capital markets service through a joint venture with Macquarie Capital Advisers.

**Macquarie Capital** comprises the Consolidated Entity's corporate advisory, equity underwriting and debt structuring and distribution businesses, private equity placements and principal products.

**Fixed Income, Currencies and Commodities** provides a variety of trading, research, sales and financing services across the globe with an underlying specialisation in interest rate, commodity and foreign exchange related institutional trading, marketing, lending, and clearing or platform provision.

**Real Estate Banking Division** activities include real estate investment, development management and asset management.

**Corporate** includes Group Treasury, head office and central support functions. It holds certain central investments. Costs within Corporate include unallocated head office costs, employment related costs, earnings on capital, non-trading derivative volatility, income tax expense and certain expenses attributable to NCI. Corporate is not considered an operating group.

Any transfers between segments are determined on an arm's length basis and eliminate on consolidation.

# Notes to the consolidated financial statements

## for the half-year ended 30 September 2011

### continued

|  | Macquarie<br>Funds<br>Group<br>\$m | Corporate and<br>Asset Finance<br>\$m | Banking and<br>Financial<br>Services Group<br>\$m |
|--|------------------------------------|---------------------------------------|---|
|--|------------------------------------|---------------------------------------|---|

### Note 3

#### Segment reporting continued

##### (i) Operating segments continued

The following is an analysis of the Consolidated Entity's revenue and results by reportable segment for the period:

|  |        |        |         |
|--|--------|--------|---------|
| Revenues from external customers   | 812    | 958    | 1,130   |
| Inter-segmental (expense)/revenue <sup>1</sup>   | (28)   | (287)  | 604     |
| Interest revenue   | 143    | 794    | 771     |
| Interest expense   | (22)   | (127)  | (1,022) |
| Depreciation and amortisation  | (10)   | (118)  | (9)     |
| Share of net profits/(losses) of associates and joint ventures accounted for using the equity method | 16     | 2      | (1)     |
| Reportable segment profit/(loss)   | 410    | 358    | 137     |
| Reportable segment assets  | 11,037 | 21,706 | 28,190  |

|   |        |        |        |
|---|--------|--------|--------|
| Revenues from external customers  | 722    | 891    | 1,291  |
| Inter-segmental (expense)/revenue <sup>1</sup>  | (42)   | (267)  | 499    |
| Interest revenue  | 91     | 734    | 786    |
| Interest expense  | (20)   | (118)  | (924)  |
| Depreciation and amortisation   | (13)   | (97)   | (24)   |
| Share of net profits of associates and joint ventures accounted for using the equity method | 61     | 5      | 1      |
| Reportable segment profit/(loss)  | 257    | 328    | 141    |
| Reportable segment assets   | 11,146 | 20,662 | 28,765 |

|  |        |        |        |
|--|--------|--------|--------|
| Revenues from external customers   | 825    | 766    | 1,239  |
| Inter-segmental (expense)/revenue <sup>1</sup>   | (28)   | (282)  | 265    |
| Interest revenue   | 97     | 719    | 799    |
| Interest expense   | (38)   | (95)   | (733)  |
| Depreciation and amortisation  | (12)   | (48)   | (14)   |
| Share of net profits/(losses) of associates and joint ventures accounted for using the equity method | 6      | 19     | –      |
| Reportable segment profit/(loss)   | 228    | 246    | 134    |
| Reportable segment assets  | 11,353 | 17,367 | 29,396 |

<sup>1</sup> Internal reporting systems do not enable the separation of inter-segmental revenues and expenses. The net position is disclosed above. The key inter-segmental item is internal interest and funding costs charged to businesses for funding of their business net assets.

| Macquarie<br>Securities<br>Group<br>\$m | Macquarie<br>Capital<br>\$m | Fixed Income,<br>Currencies and<br>Commodities<br>\$m | Real Estate<br>Banking Division<br>\$m | Corporate<br>\$m | Total<br>\$m |
|---|-----------------------------|---|--|------------------|--------------|
| Half-year to 30 September 2011          |                             |   |  |                  |              |
| 609                                     | 369                         | 783   | 24                                     | 681              | 5,366        |
| (1)                                     | (108)                       | (191)   | (10)                                   | 21               | -            |
| 130                                     | 23                          | 336   | 8                                      | 584              | 2,789        |
| (66)                                    | (9)                         | (146)   | -                                      | (699)            | (2,091)      |
| (7)                                     | (19)                        | (10)  | -                                      | (66)             | (239)        |
| -                                       | 18                          | 9   | 3                                      | 2                | 49           |
| (19)                                    | 5                           | 6   | (3)                                    | (589)            | 305          |
| 26,230                                  | 3,520                       | 56,742  | 397                                    | 26,866           | 174,688      |
| Half-year to 31 March 2011              |                             |   |  |                  |              |
| 729                                     | 678                         | 1,181   | 60                                     | 589              | 6,141        |
| 18                                      | (132)                       | (143)   | (18)                                   | 85               | -            |
| 131                                     | 16                          | 355   | 7                                      | 547              | 2,667        |
| (63)                                    | (14)                        | (163)   | -                                      | (695)            | (1,997)      |
| (7)                                     | (23)                        | (10)  | -                                      | (30)             | (204)        |
| 1                                       | 19                          | -   | 3                                      | 4                | 94           |
| 86                                      | 162                         | 408   | (14)                                   | (815)            | 553          |
| 25,583                                  | 3,097                       | 43,154  | 448                                    | 24,713           | 157,568      |
| Half-year to 30 September 2010          |                             |   |  |                  |              |
| 694                                     | 493                         | 803   | 25                                     | 1,016            | 5,861        |
| (6)                                     | (123)                       | (81)  | (19)                                   | 274              | -            |
| 119                                     | 22                          | 297   | 9                                      | 575              | 2,637        |
| (64)                                    | (24)                        | (199)   | -                                      | (879)            | (2,032)      |
| (3)                                     | (32)                        | (9)   | -                                      | (84)             | (202)        |
| -                                       | 37                          | 15  | (8)                                    | 16               | 85           |
| 98                                      | 44                          | 167   | (28)                                   | (486)            | 403          |
| 26,433                                  | 3,050                       | 43,879  | 554                                    | 26,028           | 158,060      |

# Notes to the consolidated financial statements

## for the half-year ended 30 September 2011

### continued

## Note 3

### Segment reporting continued

#### (ii) Products and services

For the purposes of preparing a segment report based on products and services, the activities of the Consolidated Entity have been divided into four areas:

**Asset and Wealth Management:** distribution and manufacture of funds management products;

**Financial Markets:** trading in fixed income, equities, currency, commodities and derivative products;

**Capital Markets:** corporate and structured finance, advisory, underwriting, facilitation, broking and real estate/property development; and

**Lending:** banking activities, mortgages and leasing.

|                                       | Asset and Wealth<br>Management<br>\$m | Financial<br>Markets<br>\$m | Capital<br>Markets<br>\$m | Lending<br>\$m | Total<br>\$m |
|---------------------------------------|---------------------------------------|-----------------------------|---------------------------|----------------|--------------|
| <b>Half-year to 30 September 2011</b> |                                       |                             |                           |                |              |
| Revenues from external customers      | 1,026                                 | 1,763                       | 567                       | 2,010          | 5,366        |
| Half-year to 31 March 2011            |                                       |                             |                           |                |              |
| Revenues from external customers      | 1,216                                 | 1,687                       | 1,277                     | 1,961          | 6,141        |
| Half-year to 30 September 2010        |                                       |                             |                           |                |              |
| Revenues from external customers      | 1,156                                 | 1,791                       | 1,217                     | 1,697          | 5,861        |

#### (iii) Geographical areas

Geographical segments have been determined based upon where the transactions have been booked. The operations of the Consolidated Entity are headquartered in Australia.

|   | Half-year to<br>30 Sep 2011<br>\$m | Half-year to<br>31 Mar 2011<br>\$m | Half-year to<br>30 Sep 2010<br>\$m |
|---|------------------------------------|------------------------------------|------------------------------------|
| <b>Revenues from external customers</b> |                                    |                                    |                                    |
| Australia                               | 2,881                              | 3,154                              | 3,291                              |
| Asia Pacific                            | 338                                | 462                                | 466                                |
| Europe, Middle East and Africa          | 686                                | 1,085                              | 821                                |
| Americas                                | 1,461                              | 1,440                              | 1,283                              |
| <b>Total</b>                            | <b>5,366</b>                       | <b>6,141</b>                       | <b>5,861</b>                       |

#### (iv) Major customers

The Consolidated Entity does not rely on any major customer.

|  | Half-year to<br>30 Sep 2011<br>\$m | Half-year to<br>31 Mar 2011<br>\$m | Half-year to<br>30 Sep 2010<br>\$m |
|--|------------------------------------|------------------------------------|------------------------------------|
| <b>Note 4</b>  |                                    |                                    |                                    |
| <b>Income tax expense</b>  |                                    |                                    |                                    |
| <b>(i) Numerical reconciliation of income tax expense to prima facie tax payable</b>           |                                    |                                    |                                    |
| Prima facie income tax expense on operating profit <sup>1</sup>                                | (125)                              | (232)                              | (149)                              |
| Tax effect of amounts which are non-assessable/(not deductible) in calculating taxable income: |                                    |                                    |                                    |
| Rate differential on offshore income   | 68                                 | 101                                | 73                                 |
| Distribution provided on Macquarie Income Preferred Securities and related distributions       | 1                                  | –                                  | 1                                  |
| Share-based payments expense   | (25)                               | (8)                                | (14)                               |
| Other items  | (26)                               | (58)                               | 4                                  |
| <b>Total income tax expense</b>  | <b>(107)</b>                       | <b>(197)</b>                       | <b>(85)</b>                        |
| <b>(ii) Tax benefit/(expense) relating to items of other comprehensive income</b>              |                                    |                                    |                                    |
| Available for sale reserves  | 63                                 | (61)                               | (43)                               |
| Cash flow hedges   | (2)                                | 10                                 | (13)                               |
| Foreign currency translation reserve   | 25                                 | 22                                 | 69                                 |
| Share of other comprehensive income of associates and joint ventures                           | 2                                  | (3)                                | (9)                                |
| <b>Total tax benefit/(expense) relating to items of other comprehensive income</b>             | <b>88</b>                          | <b>(32)</b>                        | <b>4</b>                           |

<sup>1</sup> Prima facie income tax expense on operating profit is calculated at the rate of 30 per cent (half-year to 31 March 2011: 30 per cent; half-year to 30 September 2010: 30 per cent). The Australian tax consolidated group has a tax year ending on 30 September.

Revenue authorities undertake risk reviews and audits as part of their normal activities. The Group has assessed these and other taxation claims, including seeking advice where appropriate, and considers that it holds appropriate provisions.

# Notes to the consolidated financial statements

## for the half-year ended 30 September 2011

### continued

|   | Half-year to<br>30 Sep 2011<br>\$m | Half-year to<br>31 Mar 2011<br>\$m | Half-year to<br>30 Sep 2010<br>\$m |
|---|------------------------------------|------------------------------------|------------------------------------|
| <b>Note 5</b>   |                                    |                                    |                                    |
| <b>Dividends and distributions paid or provided for</b>   |                                    |                                    |                                    |
| <b>(i) Dividends paid or provided for</b>   |                                    |                                    |                                    |
| <b>Ordinary share capital</b>   |                                    |                                    |                                    |
| Interim dividend paid (half-year to 31 March 2011: \$0.86 per share) <sup>1</sup>                         | –                                  | 296                                | –                                  |
| 2011 final dividend paid \$1.00 per share (half-year to 30 September 2010: \$1.00 per share) <sup>1</sup> | <b>346</b>                         | –                                  | 344                                |
| Dividends provided for <sup>2</sup>   | <b>1</b>                           | 1                                  | 2                                  |
| <b>Total dividends paid or provided for (note 17)</b>   | <b>347</b>                         | 297                                | 346                                |

<sup>1</sup> Dividend paid by the Consolidated Entity includes \$1 million (half-year to 31 March 2011: \$1 million; half-year to 30 September 2010: \$1 million) of dividends paid to holders of the exchangeable shares issued as consideration for the acquisition of Orion Financial Inc. as described in note 16 – Contributed equity.

<sup>2</sup> Dividends provided by the Consolidated Entity relate to the dividend on the exchangeable shares issued as consideration for the acquisition of Tristone Capital Global Inc. as described in note 16 – Contributed equity.

The final dividend paid during the period was unfranked (half-year to 31 March 2011: unfranked; half-year to 30 September 2010: unfranked). The dividends paid to the holders of the exchangeable shares were not franked.

The Company's Dividend Reinvestment Plan (DRP) remains activated. The DRP is optional and offers ordinary shareholders in Australia and New Zealand the opportunity to acquire fully paid ordinary shares without transaction costs. A shareholder can elect to participate in or terminate their involvement in the DRP at any time. Details of fully paid ordinary shares issued pursuant to the DRP are included in note 16 – Contributed equity.

#### **(ii) Dividends not recognised at the end of the period**

Since the end of the period, the Directors have recommended the payment of an interim dividend for the half-year ended 30 September 2011 of \$0.65 per fully paid ordinary MGL share on issue on 11 November 2011, unfranked. The aggregate amount of the proposed dividend expected to be paid on 14 December 2011 from retained profits at 30 September 2011, but not recognised as a liability at the end of the period, is \$225 million (including \$1 million to be paid by a subsidiary to the holders of the exchangeable shares and net of \$2 million to be received on treasury shares – refer to note 16 – Contributed equity for further details of these instruments). This amount has been estimated based on the number of shares eligible to participate as at 30 September 2011.

|  | Half-year to<br>30 Sep 2011 | Half-year to<br>31 Mar 2011 | Half-year to<br>30 Sep 2010 |
|--|-----------------------------|-----------------------------|-----------------------------|
| <b>Dividend per ordinary share</b>   |                             |                             |                             |
| Cash dividend per ordinary share<br>(distribution of current year profits) | <b>\$0.65</b>               | \$1.00                      | \$0.86                      |



| <b>Half-year to<br/>30 Sep 2011</b> | Half-year to | Half-year to |
|-------------------------------------|--------------|--------------|
| <b>\$m</b>                          | 31 Mar 2011  | 30 Sep 2010  |
| <b>\$m</b>                          | \$m          | \$m          |

## Note 5

**Dividends and distributions paid or provided for** continued

(iii) **Distributions paid or provided for**

### Macquarie Income Securities

|   |           |    |    |
|---|-----------|----|----|
| Distributions paid (net of distributions previously provided for) | 7         | 7  | 7  |
| Distributions provided for  | 6         | 6  | 6  |
| <b>Total distributions paid or provided for</b>                   | <b>13</b> | 13 | 13 |

The Macquarie Income Securities (MIS) represent the NCI of a subsidiary. Accordingly, the distributions paid or provided for in respect of the MIS are recorded as movements in NCI, as disclosed in note 17 – Reserves, retained earnings and non-controlling interests. No dividends are payable under the preference shares until Macquarie Bank Limited (MBL), a subsidiary, exercises its option to receive future payments of interest and principal under the other stapled security. Upon exercise, dividends are payable at the same rate, and subject to similar conditions, as the MIS. Dividends are also subject to MBL Directors' discretion. Refer to note 17 – Reserves, retained earnings and non-controlling interests for further details on these instruments.

### Macquarie Income Preferred Securities

|   |          |   |   |
|---|----------|---|---|
| Distributions provided for                                | 2        | 2 | 2 |
| <b>Total distributions paid or provided for (note 17)</b> | <b>2</b> | 2 | 2 |

The Macquarie Income Preferred Securities (MIPS) represent the NCI of a subsidiary. Accordingly, the distributions paid/provided for in respect of the MIPS are recorded as movements in NCI, as disclosed in note 17 – Reserves, retained earnings and non-controlling interests. MBL can redirect the payments of distributions under the convertible debentures to be paid to itself. For each debenture 500 MBL preference shares may be substituted at MBL's discretion at any time, in certain circumstances (to meet capital requirements), or on maturity. Refer to note 17 – Reserves, retained earnings and non-controlling interests for further details on these instruments.

# Notes to the consolidated financial statements

## for the half-year ended 30 September 2011

### continued

Half-year to      Half-year to      Half-year to  
30 Sep 2011      31 Mar 2011      30 Sep 2010

## Note 6

### Earnings per share

|   | Cents per share    |                         |             |
|---|--------------------|-------------------------|-------------|
| <b>Basic earnings per share</b>   | <b>86.6</b>        | 163.3                   | 119.2       |
| <b>Diluted earnings per share</b>   | <b>85.3</b>        | 158.8                   | 117.1       |
| <b>Reconciliation of earnings used in the calculation of basic and diluted earnings per share</b>   |                    |                         |             |
|   | \$m                | \$m                     | \$m         |
| Profit after income tax   | 308                | 578                     | 411         |
| (Profit)/loss attributable to non-controlling interests:  |                    |                         |             |
| Macquarie Income Securities   | (13)               | (13)                    | (13)        |
| Macquarie Income Preferred Securities   | (2)                | (2)                     | (2)         |
| Other non-controlling interests   | 12                 | (10)                    | 7           |
| <b>Total profit attributable to ordinary equity holders of MGL</b>  | <b>305</b>         | 553                     | 403         |
| Less profit attributable to treasury shares <sup>1</sup>  | (21)               | (10)                    | (5)         |
| <b>Total earnings used in the calculation of basic earnings per share</b>   | <b>284</b>         | 543                     | 398         |
| Add back adjusted interest expense on Macquarie Convertible Preference Securities <sup>2</sup>  | –                  | 17                      | 16          |
| <b>Total earnings used in the calculation of diluted earnings per share</b>   | <b>284</b>         | 560                     | 414         |
|   |                    | <b>Number of shares</b> |             |
| <b>Total weighted average number of ordinary shares used in the calculation of basic earnings per share<sup>1</sup></b>                     | <b>328,034,686</b> | 332,592,566             | 333,939,801 |
| <b>Weighted average number of shares used in the calculation of diluted earnings per share</b>  |                    |                         |             |
| Weighted average fully paid ordinary shares   | 328,034,686        | 332,592,566             | 333,939,801 |
| Potential ordinary shares:  |                    |                         |             |
| Weighted average options  | 20,322             | 100,250                 | 173,222     |
| Weighted average MEREP awards   | 4,744,822          | 3,066,565               | 2,577,335   |
| Weighted average retention securities and options   | 148,207            | 145,966                 | 217,074     |
| Macquarie Convertible Preference Securities <sup>2</sup>  | –                  | 16,808,205              | 16,742,601  |
| <b>Total weighted average number of ordinary shares and potential ordinary shares used in the calculation of diluted earnings per share</b> | <b>332,948,037</b> | 352,713,552             | 353,650,033 |

<sup>1</sup> Total weighted average number of ordinary shares and total earnings for comparative periods have been restated to include the impact of treasury shares. Refer note 16 – Contributed equity for further details on the treasury shares.

<sup>2</sup> Macquarie Convertible Preference Securities were not dilutive as at 30 September 2011 on the basis of share prices prevailing at that time.

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## Note 6

### Earnings per share continued

#### Options

Options granted to employees under the Macquarie Group Employee Share Option Plan (MGESOP) are considered to be potential ordinary shares and have been included in the calculation of diluted earnings per share to the extent to which they are dilutive. The issue price, which is equivalent to the fair value of the options granted, and exercise price used in this assessment incorporate both the amounts recognised as an expense up to the reporting date as well as the fair value of options yet to be recognised as an expense in the future.

Included in the balance of weighted average options are nil (31 March 2011: 5,099; 30 September 2010: 9,706) options that were converted, lapsed or cancelled during the period. There are a further 21,535,863 (31 March 2011: 30,513,007; 30 September 2010: 33,385,892) options that have not been included in the balance of weighted average options on the basis that their adjusted exercise price was greater than the average market price of the Company's fully paid ordinary shares for the half-year ended 30 September 2011 and consequently, they are not considered to be dilutive.

The Company has suspended new offers under the MGESOP under the new remuneration arrangements which were the subject of shareholder approvals obtained at a General Meeting of MGL in December 2009. The last grant of options under the MGESOP was on 8 December 2009. Currently the Company does not expect to issue any further options under the MGESOP.

#### Macquarie Group Employee Retained Equity Plan (MEREP)

In December 2009, the Company's shareholders approved the implementation of the MEREP. Awards granted under MEREP are considered to be potential ordinary shares and have been included in the calculation of diluted earnings per share to the extent they are dilutive. Included in the balance of weighted average shares are 890,333 (31 March 2011: 171,357; 30 September 2010: 390,105) awards that were converted, lapsed or cancelled during the period. As at 30 September 2011, a further 3,493,587 (31 March 2011: 4,052,663; 30 September 2010: 825,500) MEREP awards have not been included in the balance of weighted average awards on the basis that they are not considered to be dilutive.

#### Exchangeable Shares

The exchangeable shares on issue (refer to note 16 – Contributed equity) are considered to be ordinary shares and have been included in the determination of basic and diluted earnings per share from their date of issue.

#### Retention Securities and Options

Retention securities and options are considered to be potential ordinary shares and have been included in the determination of diluted earnings per share from their date of issue. The fair value of these securities and options is amortised over the vesting period.

#### Macquarie Convertible Preference Securities

In July 2008, Macquarie CPS Trust, a subsidiary of the Company issued six million Macquarie Convertible Preference Securities (CPS) at face value of \$100 each. These instruments are non-cumulative and unsecured and may be resold, mandatorily converted into Macquarie ordinary shares (subject to certain conditions being satisfied) or redeemed on 30 June 2013. The CPS have not been included in the determination of basic earnings per share and have been included in diluted earnings per share from their date of issue to the extent to which they are dilutive.

# Notes to the consolidated financial statements

## for the half-year ended 30 September 2011

### continued

|  | As at<br>30 Sep 2011<br>\$m | As at<br>31 Mar 2011<br>\$m | As at<br>30 Sep 2010<br>\$m |
|--|-----------------------------|-----------------------------|-----------------------------|
| <b>Note 7</b>                            |                             |                             |                             |
| <b>Trading portfolio assets</b>          |                             |                             |                             |
| Equities                                 |                             |                             |                             |
| Listed                                   | 5,159                       | 6,771                       | 7,759                       |
| Unlisted                                 | 37                          | 71                          | 1                           |
| Commonwealth government bonds            | 2,993                       | 1,818                       | 3,131                       |
| Corporate bonds                          | 2,796                       | 2,915                       | 2,789                       |
| Commodities                              | 1,435                       | 2,002                       | 1,478                       |
| Foreign government bonds <sup>1</sup>    | 1,078                       | 517                         | 413                         |
| Other government securities <sup>2</sup> | 823                         | 197                         | 209                         |
| Promissory notes                         | 175                         | 508                         | 72                          |
| Bank bills                               | 66                          | 40                          | 20                          |
| Treasury notes                           | 53                          | 58                          | 58                          |
| Certificates of deposit                  | 1                           | 1                           | 8                           |
| <b>Total trading portfolio assets</b>    | <b>14,616</b>               | <b>14,898</b>               | <b>15,938</b>               |

<sup>1</sup> The Consolidated Entity has no sovereign debt exposure to Portugal, Italy, Ireland, Greece or Spain.

<sup>2</sup> Other government securities include state and local governments and related enterprises, predominantly in Australia.

## Note 8

### Loan assets held at amortised cost

|  |               |        |        |
|--|---------------|--------|--------|
| <b>Due from clearing houses</b>  | <b>1,527</b>  | 1,894  | 2,162  |
| <b>Due from governments<sup>1</sup></b>                                | <b>231</b>    | 593    | 154    |
| <b>Due from other entities</b>   |               |        |        |
| Other loans and advances   | 40,186        | 39,931 | 39,479 |
| Less individually assessed provisions for impairment                   | (367)         | (332)  | (377)  |
|  | <b>39,819</b> | 39,599 | 39,102 |
| Lease receivables  | 4,513         | 4,159  | 3,937  |
| Less individually assessed provisions for impairment                   | (2)           | (2)    | (3)    |
| <b>Total due from other entities</b>                                   | <b>44,330</b> | 43,756 | 43,036 |
| <b>Total loan assets before collective allowance for credit losses</b> | <b>46,088</b> | 46,243 | 45,352 |
| Less collective allowance for credit losses                            | (245)         | (227)  | (222)  |
| <b>Total loan assets held at amortised cost<sup>2</sup></b>            | <b>45,843</b> | 46,016 | 45,130 |

<sup>1</sup> Governments include federal, state and local governments and related enterprises, predominantly in Australia.

<sup>2</sup> Included within this balance are loans of \$13,495 million (31 March 2011: \$13,390 million; 30 September 2010: \$14,390 million) held by consolidated Special Purpose Entities (SPEs), which are available as security to note holders and debt providers.

|  | Half-year to<br>30 Sep 2011<br>\$m | Half-year to<br>31 Mar 2011<br>\$m | Half-year to<br>30 Sep 2010<br>\$m |
|--|------------------------------------|------------------------------------|------------------------------------|
| <b>Note 8</b>  |                                    |                                    |                                    |
| <b>Loan assets held at amortised cost</b> continued                                |                                    |                                    |                                    |
| <b>Individually assessed provisions for impairment</b>                             |                                    |                                    |                                    |
| Balance at the beginning of the period   | 334                                | 379                                | 352                                |
| Provided for during the period (note 2)  | 30                                 | 28                                 | 66                                 |
| Loan assets written off, previously provided for                                   | (3)                                | (59)                               | (20)                               |
| Recovery of loans previously provided for (note 2)                                 | (6)                                | (7)                                | (9)                                |
| Impact of foreign currency translation   | 14                                 | (7)                                | (10)                               |
| <b>Balance at the end of the period</b>  | <b>369</b>                         | <b>334</b>                         | <b>379</b>                         |
| <b>Individually assessed provisions as a percentage of total gross loan assets</b> | <b>0.79%</b>                       | <b>0.72%</b>                       | <b>0.83%</b>                       |

**Collective allowance for credit losses**

|  |            |            |            |
|--|------------|------------|------------|
| Balance at the beginning of the period                 | 227        | 222        | 229        |
| Provided for/(written back) during the period (note 2) | 16         | 4          | (9)        |
| Loan assets written off, previously provided for       | –          | (5)        | –          |
| Attributable to acquisitions during the period         | –          | 6          | 3          |
| Impact of foreign currency translation                 | 2          | –          | (1)        |
| <b>Balance at the end of the period</b>                | <b>245</b> | <b>227</b> | <b>222</b> |

The collective allowance for credit losses is intended to cover losses in the existing overall credit portfolio which are not yet individually identifiable.

|  | As at<br>30 Sep 2011<br>\$m | As at<br>31 Mar 2011<br>\$m | As at<br>30 Sep 2010<br>\$m |
|--|-----------------------------|-----------------------------|-----------------------------|
|--|-----------------------------|-----------------------------|-----------------------------|

**Note 9**

**Impaired financial assets**

|   |            |            |            |
|---|------------|------------|------------|
| Impaired debt investment securities available for sale before individually assessed provisions for impairment | 121        | 117        | 109        |
| Less individually assessed provisions for impairment  | (86)       | (86)       | (84)       |
| Debt investment securities available for sale after individually assessed provisions for impairment           | 35         | 31         | 25         |
| Impaired loan assets and other financial assets with individually assessed provisions for impairment          | 806        | 792        | 944        |
| Less individually assessed provisions for impairment  | (426)      | (415)      | (482)      |
| Loan assets and other financial assets after individually assessed provisions for impairment                  | 380        | 377        | 462        |
| <b>Total net impaired financial assets</b>  | <b>415</b> | <b>408</b> | <b>487</b> |

# Notes to the consolidated financial statements

## for the half-year ended 30 September 2011

### continued

| <b>As at</b>       | <b>As at</b>       | <b>As at</b>       |
|--------------------|--------------------|--------------------|
| <b>30 Sep 2011</b> | <b>31 Mar 2011</b> | <b>30 Sep 2010</b> |
| <b>\$m</b>         | <b>\$m</b>         | <b>\$m</b>         |

## Note 10

### Investment securities available for sale

|   |               |               |               |
|---|---------------|---------------|---------------|
| Equity securities                                     |               |               |               |
| Listed  | 1,907         | 1,969         | 2,417         |
| Unlisted  | 705           | 572           | 320           |
| Debt securities <sup>1,2</sup>                        | 18,722        | 14,510        | 15,839        |
| <b>Total investment securities available for sale</b> | <b>21,334</b> | <b>17,051</b> | <b>18,576</b> |

<sup>1</sup> Included within this balance are debt securities of \$209 million (31 March 2011: \$235 million; 30 September 2010: \$197 million) which are recognised as a result of total return swaps which meet the pass through test of AASB 139 *Financial Instruments: Recognition and Measurement*. The Consolidated Entity does not have legal title to these assets but has full economic exposure to them.

<sup>2</sup> Includes \$5,485 million (31 March 2011: \$2,314 million; 30 September 2010: \$3,682 million) of Negotiable Certificates of Deposits (NCD) due from financial institutions and \$307 million (31 March 2011: \$43 million; 30 September 2010: \$115 million) of bank bills.

## Note 11

### Interests in associates and joint ventures accounted for using the equity method

|   |              |              |              |
|---|--------------|--------------|--------------|
| Loans and investments without provisions for impairment                                       | 2,147        | 1,820        | 1,768        |
| Loans and investments with provisions for impairment  | 1,272        | 1,503        | 1,605        |
| Less provisions for impairment  | (528)        | (533)        | (654)        |
| Loans and investments at recoverable amount   | 744          | 970          | 951          |
| <b>Total interests in associates and joint ventures accounted for using the equity method</b> | <b>2,891</b> | <b>2,790</b> | <b>2,719</b> |

## Note 11

Interests in associates and joint ventures accounted for using the equity method continued

Summarised information of interests in material associates and joint ventures accounted for using the equity method is as follows:

| Name of entity                                      | Country of incorporation | Reporting date | Ownership interest  |                     |                     |
|---|--------------------------|----------------|---------------------|---------------------|---------------------|
|   |                          |                | As at 30 Sep 2011 % | As at 31 Mar 2011 % | As at 30 Sep 2010 % |
| BrisConnections Unit Trusts <sup>1, a</sup>         | Australia                | 30 June        | 46                  | 46                  | 46                  |
| Diversified CMBS Investments Inc. <sup>2, b</sup>   | USA                      | 31 March       | 57                  | 57                  | 57                  |
| Macquarie AirFinance Limited <sup>3, c</sup>        | Bermuda                  | 31 December    | –                   | –                   | 38                  |
| Macquarie Goodman Japan Pte Limited <sup>d</sup>    | Singapore                | 31 March       | 50                  | 50                  | 50                  |
| MGPA Limited <sup>1, d</sup>                        | Bermuda                  | 30 June        | 56                  | 56                  | 56                  |
| Miclyn Express Offshore Limited <sup>1, e</sup>     | Bermuda                  | 30 June        | 34                  | 34                  | 34                  |
| Redford Australian Investment Trust <sup>1, d</sup> | Australia                | 31 December    | 29                  | 29                  | 25                  |
| Southern Cross Media Group <sup>1, f</sup>          | Australia                | 30 June        | 25                  | 25                  | 26                  |

<sup>1</sup> Significant influence arises due to the Consolidated Entity's voting power and board representation.

<sup>2</sup> The Consolidated Entity has joint control because neither the Consolidated Entity nor its joint investor has control in their own right.

<sup>3</sup> During the half-year ended 31 March 2011, controlling interest in the entity was acquired.

<sup>a</sup> Infrastructure

<sup>b</sup> Funds management and investing

<sup>c</sup> Aircraft leasing

<sup>d</sup> Property development/management

<sup>e</sup> Metals, mining and energy

<sup>f</sup> Television and radio investments

# Notes to the consolidated financial statements

## for the half-year ended 30 September 2011

### continued

|  | As at<br>30 Sep 2011<br>\$m | As at<br>31 Mar 2011<br>\$m | As at<br>30 Sep 2010<br>\$m |
|--|-----------------------------|-----------------------------|-----------------------------|
|--|-----------------------------|-----------------------------|-----------------------------|

## Note 12

### Non-current assets and disposal groups classified as held for sale

Non-current assets and assets of disposal groups classified as held for sale

|   |           |           |           |
|---|-----------|-----------|-----------|
| Associates  | 89        | 79        | 75        |
| <b>Total non-current assets and assets of disposal groups classified as held for sale</b> | <b>89</b> | <b>79</b> | <b>75</b> |

The above non-current assets and assets of disposal groups classified as held for sale are expected to be disposed of to other investors within 12 months of being classified as held for sale unless events or circumstances occur that are beyond the control of the Consolidated Entity, and the Consolidated Entity remains committed to its plan to sell the assets.

### Summarised information of interests in material associates and joint ventures classified as held for sale is as follows:

| Name of entity                         | Country of incorporation | Reporting date | Ownership interest        |                           |                           |
|--|--------------------------|----------------|---------------------------|---------------------------|---------------------------|
|  |                          |                | As at<br>30 Sep 2011<br>% | As at<br>31 Mar 2011<br>% | As at<br>30 Sep 2010<br>% |
| Retirement Villages Group <sup>a</sup> | Australia                | 30 June        | 10                        | 10                        | 10                        |
| Soria Finance Co <sup>b</sup>          | Mexico                   | 31 December    | 22                        | 22                        | –                         |

<sup>a</sup> Retirement homes

<sup>b</sup> Infrastructure

All associates and joint ventures classified as held for sale are unlisted companies.

Voting power is equivalent to ownership interest unless otherwise stated.



|  | As at<br>30 Sep 2011<br>\$m | As at<br>31 Mar 2011<br>\$m | As at<br>30 Sep 2010<br>\$m |
|--|-----------------------------|-----------------------------|-----------------------------|
| <b>Note 13</b>                             |                             |                             |                             |
| <b>Trading portfolio liabilities</b>       |                             |                             |                             |
| Listed equity securities                   | 2,973                       | 4,500                       | 4,058                       |
| Commonwealth government securities         | 1,101                       | 340                         | 642                         |
| Corporate securities                       | 261                         | 472                         | 621                         |
| Other government securities                | 90                          | 496                         | 490                         |
| <b>Total trading portfolio liabilities</b> | <b>4,425</b>                | <b>5,808</b>                | <b>5,811</b>                |

## Note 14

### Debt issued at amortised cost

|  |               |               |               |
|--|---------------|---------------|---------------|
| Debt issued at amortised cost <sup>1</sup> | 42,258        | 41,177        | 39,955        |
| <b>Total debt issued at amortised cost</b> | <b>42,258</b> | <b>41,177</b> | <b>39,955</b> |

<sup>1</sup> Included within this balance are amounts payable to SPE note holders of \$11,191 million (31 March 2011: \$11,679 million; 30 September 2010: \$12,679 million).

The Consolidated Entity has not had any defaults of principal, interest or other breaches with respect to its debt during the periods reported.

## Note 15

### Other financial liabilities at fair value through profit or loss

|   |              |              |              |
|---|--------------|--------------|--------------|
| Debt issued at fair value   | 713          | 873          | 1,249        |
| Equity linked notes   | 2,621        | 3,466        | 2,461        |
| <b>Total other financial liabilities at fair value through profit or loss</b> | <b>3,334</b> | <b>4,339</b> | <b>3,710</b> |

### Reconciliation of debt issued at amortised cost and other financial liabilities at fair value through profit or loss by major currency:

(In Australian dollar equivalent):

|                          |               |               |               |
|--------------------------|---------------|---------------|---------------|
| United States dollars    | 19,809        | 18,035        | 15,629        |
| Australian dollars       | 13,819        | 14,663        | 15,729        |
| Canadian dollars         | 6,690         | 7,242         | 6,830         |
| Japanese yen             | 2,097         | 1,466         | 1,442         |
| Euro                     | 1,259         | 2,295         | 1,635         |
| South African rand       | 942           | 1,173         | 1,381         |
| Korean won               | 462           | 247           | 348           |
| Great British pounds     | 191           | 135           | 214           |
| Hong Kong dollars        | 133           | 164           | 279           |
| Singapore dollars        | 122           | 62            | 81            |
| Other currencies         | 68            | 34            | 97            |
| <b>Total by currency</b> | <b>45,592</b> | <b>45,516</b> | <b>43,665</b> |

The Consolidated Entity's primary sources of domestic and international debt funding are its multi-currency, multi-jurisdictional Debt Instrument Program and domestic NCD issuance. Securities can be issued for terms varying from one day to 30 years.

# Notes to the consolidated financial statements

## for the half-year ended 30 September 2011

### continued

|  | Half-year to<br>30 Sep 2011<br>\$m   | Half-year to<br>31 Mar 2011<br>\$m   | Half-year to<br>30 Sep 2010<br>\$m   |
|--|--------------------------------------|--------------------------------------|--------------------------------------|
| <b>Note 16</b>   |                                      |                                      |                                      |
| <b>Contributed equity</b>  |                                      |                                      |                                      |
| <b>Ordinary share capital</b>  |                                      |                                      |                                      |
| Opening balance of 346,814,961 (1 October 2010: 345,601,301;<br>1 April 2010: 344,244,271) fully paid ordinary shares  | 7,140                                | 7,063                                | 6,990                                |
| Issue of 25,579 shares (31 March 2011: 32,076; 30 September 2010:<br>6,013) on exercise of options   | 1                                    | 1                                    | –                                    |
| Issue of 3,197 shares (31 March 2011: 8,701; 30 September 2010:<br>2,864) on exercise of MEREP awards  | –                                    | –                                    | –                                    |
| Issue of shares (31 March 2011: 32,328) pursuant to the Macquarie<br>Group Employee Share Plan (ESP) at \$40.52 per share  | –                                    | 1                                    | –                                    |
| Issue of 1,407,153 shares (31 March 2011: 826,982;<br>30 September 2010: 912,835) pursuant to the Macquarie Group Dividend<br>Reinvestment Plan (DRP) at \$34.60 (31 March 2011: \$36.36;<br>30 September 2010: \$45.55) per share | 49                                   | 30                                   | 42                                   |
| Issue of 27,041 shares (31 March 2011: 215,399; 30 September 2010:<br>40,964) on retraction of exchangeable shares at \$80.30<br>per share   | 2                                    | 18                                   | 3                                    |
| Issue of 7,101 (31 March 2011: 57,842; 30 September 2010: nil) shares<br>on retraction of exchangeable shares at \$50.80 per share   | –                                    | 3                                    | –                                    |
| Issue of shares (31 March 2011: 40,332; 30 September 2010: nil) for nil<br>cash consideration pursuant to the retention agreements entered into with<br>key Orion Financial Inc. employees   | –                                    | –                                    | –                                    |
| Issue of shares (30 September 2010: 394,354) to MEREP Trust within the<br>range of (30 September 2010: \$38.42 and \$50.40) per share  | –                                    | –                                    | 19                                   |
| Transfer from share-based payments reserve for employee awards that<br>have vested   | 53                                   | 24                                   | 9                                    |
| <b>Closing balance of 348,285,032 (31 March 2011: 346,814,961;<br/>30 September 2010: 345,601,301) fully paid ordinary shares</b>  | <b>7,245</b>                         | <b>7,140</b>                         | <b>7,063</b>                         |
|  | <b>As at<br/>30 Sep 2011<br/>\$m</b> | <b>As at<br/>31 Mar 2011<br/>\$m</b> | <b>As at<br/>30 Sep 2010<br/>\$m</b> |
| <b>Total treasury shares<sup>1</sup></b>   | <b>(1,135)</b>                       | <b>(731)</b>                         | <b>(719)</b>                         |

<sup>1</sup> Under MEREP the staff retained profit share will be held in the shares of the Company by MEREP Trust and presented as treasury shares. As at 30 September 2011, there were 28,227,215 (31 March 2011: 16,051,666; 30 September 2010: 15,662,650) treasury shares held.

| Half-year to<br>30 Sep 2011<br>\$m | Half-year to<br>31 Mar 2011<br>\$m | Half-year to<br>30 Sep 2010<br>\$m |
|------------------------------------|------------------------------------|------------------------------------|
|------------------------------------|------------------------------------|------------------------------------|

## Note 16

### Contributed equity continued

#### Exchangeable shares

|   |           |            |            |
|---|-----------|------------|------------|
| Opening balance of 2,150,614 (1 October 2010: 2,605,164; 1 April 2010: 2,935,489) exchangeable shares   | 104       | 129        | 137        |
| Issue of 40,943 (31 March 2011: nil; 30 September 2010: 43,767) exchangeable shares with retention conditions at \$50.80 per share, exchangeable to shares in MGL on a one-for-one basis <sup>1,2</sup> | 1         | 1          | 5          |
| Retraction of 27,041 (31 March 2011: 215,399; 30 September 2010: 40,964) exchangeable shares at \$80.30 per share, exchangeable to shares in MGL on a one-for-one basis <sup>3</sup>                    | (2)       | (18)       | (3)        |
| Retraction of 7,101 (31 March 2011: 57,842; 30 September 2010: nil) exchangeable shares with vesting conditions at \$50.80 per share, exchangeable to shares in MGL on a one-for-one basis              | –         | (3)        | –          |
| Cancellation of 10,442 (31 March 2011: 40,890; 30 September 2010: 62,874) exchangeable shares at \$80.30 per share  | (1)       | (3)        | (5)        |
| Cancellation of 152,562 (31 March 2011: 140,419; 30 September 2010: 270,254) exchangeable shares at \$50.80 per share   | (4)       | (2)        | (5)        |
| Cancellation of 8,471 (31 March 2011: nil; 30 September 2010: nil) exchangeable shares with retention conditions at \$50.80 per share   | –         | –          | –          |
| <b>Closing balance of 1,985,940 (31 March 2011: 2,150,614; 30 September 2010: 2,605,164) exchangeable shares</b>  | <b>98</b> | <b>104</b> | <b>129</b> |

<sup>1</sup> The exchangeable shares were issued by a subsidiary in August 2009 as consideration for the acquisition of Tristone Capital Global Inc. and are classified as equity in accordance with AASB 132 *Financial Instruments: Presentation*. They are eligible to be exchanged on a one-for-one basis for shares in MGL (subject to staff trading restrictions) or cash at the Company's discretion and will pay dividends equal to MGL dividends during their legal life. The exchangeable shares must be exchanged by August 2019 and carry no MGL voting rights.

There are also retention agreements in place with key former Tristone employees, under which new MGL shares may be allocated within five years from the date of acquisition. As at 30 September 2011, the total number of retention options remaining is 40,941 (31 March 2011: 81,884; 30 September 2010: 87,530).

<sup>2</sup> The value of the exchangeable shares at the reporting date includes a fair value adjustment due to an earn out mechanism. The number of exchangeable shares exercisable by the holders will expand (to a maximum of 4 million shares) or contract, based on the performance of the acquired business against pre-determined financial performance measures until the adjustment date (a date between the second anniversary of closing and not later than 60 days after the second anniversary of closing).

<sup>3</sup> The exchangeable shares were issued by a subsidiary in November 2007 as consideration for the acquisition of Orion Financial Inc. and are classified as equity in accordance with AASB 132 *Financial Instruments: Presentation*. They are eligible to be exchanged on a one-for-one basis for shares in MGL (subject to staff trading restrictions) or cash at the Company's discretion and will pay dividends equal to MGL dividends during their legal life. The exchangeable shares will expire in November 2017 and carry no MGL voting rights.

There are also retention agreements in place with key former Orion employees, under which new MGL shares may be allocated within five years from the date of acquisition. As at 30 September 2011, the total number of retention options remaining is 66,668 (31 March 2011: 66,668; 30 September 2010: 107,000).

# Notes to the consolidated financial statements

## for the half-year ended 30 September 2011

### continued

|  | Half-year to<br>30 Sep 2011<br>\$m | Half-year to<br>31 Mar 2011<br>\$m | Half-year to<br>30 Sep 2010<br>\$m |
|--|------------------------------------|------------------------------------|------------------------------------|
| <b>Note 17</b>   |                                    |                                    |                                    |
| <b>Reserves, retained earnings and non-controlling interests</b>   |                                    |                                    |                                    |
| <b>Reserves</b>  |                                    |                                    |                                    |
| <b>Foreign currency translation reserve</b>  |                                    |                                    |                                    |
| Balance at the beginning of the period   | (820)                              | (608)                              | (320)                              |
| Currency translation differences arising during the period, net of hedge and net of tax                      | 329                                | (212)                              | (288)                              |
| <b>Balance at the end of the period</b>  | <b>(491)</b>                       | <b>(820)</b>                       | <b>(608)</b>                       |
| <b>Available for sale reserve</b>  |                                    |                                    |                                    |
| Balance at the beginning of the period   | 382                                | 234                                | 126                                |
| Revaluation movement for the period, net of tax  | (111)                              | 352                                | 85                                 |
| Transfer to income statement for impairment, net of tax  | 19                                 | (2)                                | (4)                                |
| Transfer to income statement for hedged item components  | (57)                               | –                                  | –                                  |
| Transfer to profit on realisation  | (31)                               | (202)                              | 27                                 |
| <b>Balance at the end of the period</b>  | <b>202</b>                         | <b>382</b>                         | <b>234</b>                         |
| <b>Share-based payments reserve</b>  |                                    |                                    |                                    |
| Balance at the beginning of the period   | 789                                | 653                                | 544                                |
| Option expense for the period  | 10                                 | 11                                 | 21                                 |
| MEREP expense for the period   | 90                                 | 149                                | 97                                 |
| Transfer to share capital on vesting of MEREP awards   | (53)                               | (24)                               | (9)                                |
| <b>Balance at the end of the period</b>  | <b>836</b>                         | <b>789</b>                         | <b>653</b>                         |
| <b>Cash flow hedging reserve</b>   |                                    |                                    |                                    |
| Balance at the beginning of the period   | (37)                               | (6)                                | (39)                               |
| Revaluation movement for the period, net of tax  | 2                                  | (31)                               | 33                                 |
| <b>Balance at the end of the period</b>  | <b>(35)</b>                        | <b>(37)</b>                        | <b>(6)</b>                         |
| <b>Share of reserves of interests in associates and joint ventures accounted for using the equity method</b> |                                    |                                    |                                    |
| Balance at the beginning of the period   | (4)                                | (10)                               | (31)                               |
| Share of other comprehensive (expense)/income during the period  | (4)                                | 6                                  | 21                                 |
| <b>Balance at the end of the period</b>  | <b>(8)</b>                         | <b>(4)</b>                         | <b>(10)</b>                        |
| <b>Total reserves at the end of the period</b>   | <b>504</b>                         | <b>310</b>                         | <b>263</b>                         |
| <b>Retained earnings</b>   |                                    |                                    |                                    |
| Balance at the beginning of the period   | 4,581                              | 4,325                              | 4,268                              |
| Profit attributable to ordinary equity holders of MGL  | 305                                | 553                                | 403                                |
| Dividends paid on ordinary share capital (note 5)  | (347)                              | (297)                              | (346)                              |
| <b>Balance at the end of the period</b>  | <b>4,539</b>                       | <b>4,581</b>                       | <b>4,325</b>                       |

| As at<br>30 Sep 2011<br>\$m | As at<br>31 Mar 2011<br>\$m | As at<br>30 Sep 2010<br>\$m |
|-----------------------------|-----------------------------|-----------------------------|
|-----------------------------|-----------------------------|-----------------------------|

## Note 17

### Reserves, retained earnings and non-controlling interests continued

#### Non-controlling interests

##### Macquarie Income Securities<sup>1</sup>

|   |            |            |            |
|---|------------|------------|------------|
| 4,000,000 Macquarie Income Securities of \$100 each | 400        | 400        | 400        |
| Less transaction costs for original placement       | (9)        | (9)        | (9)        |
| <b>Total Macquarie Income Securities</b>            | <b>391</b> | <b>391</b> | <b>391</b> |

##### Macquarie Income Preferred Securities<sup>2</sup>

|   |            |            |            |
|---|------------|------------|------------|
| Proceeds on issue of Macquarie Income Preferred Securities                  | 107        | 107        | 107        |
| Less issue costs  | (1)        | (1)        | (1)        |
|   | <b>106</b> | <b>106</b> | <b>106</b> |
| Current period profit   | 2          | 4          | 2          |
| Distribution provided for on Macquarie Income Preferred Securities (note 5) | (2)        | (4)        | (2)        |
| Foreign currency translation reserve  | (40)       | (43)       | (40)       |
| <b>Total Macquarie Income Preferred Securities</b>                          | <b>66</b>  | <b>63</b>  | <b>66</b>  |

##### Other non-controlling interests

|  |            |            |            |
|--|------------|------------|------------|
| Ordinary share capital                       | 36         | 46         | 44         |
| Foreign currency translation reserve         | (11)       | (12)       | (8)        |
| Retained earnings                            | 31         | 40         | 39         |
| <b>Total other non-controlling interests</b> | <b>56</b>  | <b>74</b>  | <b>75</b>  |
| <b>Total non-controlling interests</b>       | <b>513</b> | <b>528</b> | <b>532</b> |

<sup>1</sup> The Macquarie Income Securities issued by MBL, a subsidiary, were listed for trading on the Australian Stock Exchange (now Australian Securities Exchange) on 19 October 1999 and became redeemable (in whole or in part) at MBL's discretion on 19 November 2004. Interest is paid quarterly at a floating rate of BBSW plus 1.7 per cent per annum (31 March 2011: 1.7 per cent per annum; 30 September 2010: 1.7 per cent per annum). Payment of interest to holders is subject to certain conditions, including the profitability of MBL. They are a perpetual security with no conversion rights.

<sup>2</sup> On 22 September 2004, Macquarie Capital Funding LP, a subsidiary of the Company, issued £350 million of MIPS. MIPS, guaranteed non-cumulative step-up perpetual preferred securities, currently pay a 6.177 per cent per annum semi-annual non-cumulative fixed rate distribution. They are perpetual securities and have no fixed maturity but may be redeemed on 15 April 2020, at MGL's discretion. If redemption is not elected on this date, the distribution rate will be reset to 2.35 per cent per annum above the then five-year benchmark sterling gilt rate. MIPS may be redeemed on each fifth anniversary thereafter at MGL's discretion. The first coupon was paid on 15 April 2005. Following the cancellation of £307.5 million MIPS in September 2009, £42.5 million MIPS remain on issue.

These instruments are classified as equity in accordance with AASB 132 *Financial Instruments: Presentation* and reflected in the Consolidated Entity's financial statements as a NCI, with distribution entitlements being included with NCI share of profit after tax.

Distribution policies for these instruments are included in note 5 – Dividends and distributions paid or provided for.

# Notes to the consolidated financial statements

## for the half-year ended 30 September 2011

### continued

| <b>As at</b>       | <b>As at</b>       | <b>As at</b>       |
|--------------------|--------------------|--------------------|
| <b>30 Sep 2011</b> | <b>31 Mar 2011</b> | <b>30 Sep 2010</b> |
| <b>\$m</b>         | <b>\$m</b>         | <b>\$m</b>         |

## Note 18

### Notes to the consolidated statement of cash flows

#### Reconciliation of cash and cash equivalents

Cash and cash equivalents at the end of the period as shown in the consolidated statement of cash flows are reconciled to related items in the consolidated statement of financial position as follows:

|   |               |               |               |
|---|---------------|---------------|---------------|
| Due from financial institutions <sup>1</sup>              | 11,311        | 9,667         | 9,493         |
| Trading portfolio assets and debt securities <sup>2</sup> | 6,680         | 2,656         | 3,532         |
| <b>Cash and cash equivalents at the end of the period</b> | <b>17,991</b> | <b>12,323</b> | <b>13,025</b> |

<sup>1</sup> Includes cash at bank, overnight cash at bank, other loans to financial institutions and amounts due from clearing houses.

<sup>2</sup> Includes certificates of deposit, bank bills, treasury notes and other short-term debt securities.

| <b>Half-year to</b> | <b>Half-year to</b> | <b>Half-year to</b> |
|---------------------|---------------------|---------------------|
| <b>30 Sep 2011</b>  | <b>31 Mar 2011</b>  | <b>30 Sep 2010</b>  |
| <b>\$m</b>          | <b>\$m</b>          | <b>\$m</b>          |

#### Reconciliation of profit after income tax to net cash flows from operating activities

|   |              |            |              |
|---|--------------|------------|--------------|
| Profit after income tax   | 308          | 578        | 411          |
| Adjustments to profit after income tax:   |              |            |              |
| Depreciation and amortisation   | 239          | 204        | 202          |
| Dividends received/receivable from associates   | 84           | 141        | 149          |
| Fair value changes on financial assets and liabilities at fair value through profit or loss and realised investment securities available for sale | (152)        | (138)      | (96)         |
| Gain on acquiring, disposing, and change in ownership interest in subsidiaries  | (5)          | (63)       | (33)         |
| Impairment charge on financial and non-financial assets   | 115          | 134        | 136          |
| Interest on available for sale financial assets   | 6            | 62         | (210)        |
| Gain on disposal of property, plant and equipment   | (22)         | -          | -            |
| Net gains on sale of investment securities available for sale and associates and joint ventures   | (91)         | (149)      | (228)        |
| Sale of management rights   | -            | (14)       | -            |
| Share-based payments expense  | 101          | 166        | 118          |
| Share of net profits of associates and joint ventures accounted for using the equity method   | (49)         | (94)       | (85)         |
| Changes in assets and liabilities:  |              |            |              |
| Change in dividends receivable  | (101)        | 12         | (62)         |
| Change in fees and non-interest income receivable   | (93)         | 45         | 271          |
| Change in fees and commissions payable  | (22)         | 12         | 2            |
| Change in tax balances  | (119)        | 65         | 13           |
| Change in provisions for employee entitlements  | 15           | (8)        | 14           |
| Change in loan assets   | (50)         | (626)      | (924)        |
| Change in debtors, prepayments, accrued charges and creditors   | (527)        | 1,325      | (1,617)      |
| Change in net trading portfolio assets and liabilities and net derivative financial instruments   | 178          | 462        | (5,324)      |
| Change in net interest payable, amounts due to other financial institutions, deposits and other borrowings  | 4,644        | (1,413)    | 8,737        |
| Change in life investment contract receivables  | (89)         | 52         | 152          |
| <b>Net cash flows from operating activities</b>   | <b>4,370</b> | <b>753</b> | <b>1,626</b> |

| <b>As at</b>       | <b>As at</b>       | <b>As at</b>       |
|--------------------|--------------------|--------------------|
| <b>30 Sep 2011</b> | <b>31 Mar 2011</b> | <b>30 Sep 2010</b> |
| <b>\$m</b>         | <b>\$m</b>         | <b>\$m</b>         |

## Note 19

### Contingent liabilities and commitments

The following details of contingent liabilities and commitments exclude derivatives.

#### Contingent liabilities exist in respect of:

|   |            |     |     |
|---|------------|-----|-----|
| Guarantees                                      | <b>355</b> | 330 | 305 |
| Indemnities                                     | –          | 2   | 3   |
| Letters of credit                               | <b>145</b> | 122 | 151 |
| Performance related contingents                 | <b>95</b>  | 89  | 66  |
| <b>Total contingent liabilities<sup>1</sup></b> | <b>595</b> | 543 | 525 |

#### Commitments exist in respect of:

|   |              |       |       |
|---|--------------|-------|-------|
| Undrawn credit facilities                           | <b>4,284</b> | 5,689 | 5,220 |
| Forward asset purchases                             | <b>1,530</b> | 1,627 | 1,728 |
| <b>Total commitments<sup>2</sup></b>                | <b>5,814</b> | 7,316 | 6,948 |
| <b>Total contingent liabilities and commitments</b> | <b>6,409</b> | 7,859 | 7,473 |

<sup>1</sup> Contingent liabilities exist in respect of claims and potential claims against the Consolidated Entity. They are reported as the maximum potential liability without considering the value of recovery of assets. Where necessary, appropriate provisions have been made in the financial statements. The Directors do not consider that the outcomes of any such claims known to exist at the date of the financial report, either individually or in aggregate, are likely to have a material effect on the results of its operations or its financial position.

<sup>2</sup> Total commitments also represent contingent assets. Such commitments to provide credit may convert to loans and other assets in the ordinary course of business.

# Notes to the consolidated financial statements

## for the half-year ended 30 September 2011

### continued

## Note 20

### Acquisitions and disposals of subsidiaries and businesses

#### Significant entities or businesses acquired or consolidated due to acquisition of control:

There were no significant entities or businesses acquired or consolidated due to acquisition of control during the period.

#### Other entities or businesses acquired or consolidated due to acquisition of control during the period are as follows:

Regal Capital Advisors LLC, Regal Capital Group LLC and SCC Swiss Commercial Capital AG.

Aggregate details of the above entities and businesses acquired or consolidated due to acquisition of control are as follows:

|  | Half-year to<br>30 Sep 2011<br>\$m | Half-year to<br>31 Mar 2011<br>\$m | Half-year to<br>30 Sep 2010<br>\$m |
|--|------------------------------------|------------------------------------|------------------------------------|
| <b>Fair value of net assets acquired</b>                   |                                    |                                    |                                    |
| Cash, other financial assets and other assets              | –                                  | 55                                 | 4,778                              |
| Goodwill and other intangible assets                       | 14                                 | 61                                 | 30                                 |
| Property, plant and equipment                              | –                                  | 2,257                              | 113                                |
| Assets of disposal groups classified as held for sale      | –                                  | –                                  | 5                                  |
| Payables, provisions, borrowings and other liabilities     | –                                  | (2,023)                            | (4,834)                            |
| Liabilities of disposal groups classified as held for sale | –                                  | –                                  | (4)                                |
| Non-controlling interests                                  | –                                  | –                                  | (4)                                |
| <b>Total fair value of net assets acquired</b>             | <b>14</b>                          | <b>350</b>                         | <b>84</b>                          |
| <b>Consideration</b>                                       |                                    |                                    |                                    |
| Cash consideration   | 10                                 | 205                                | 26                                 |
| Deferred consideration                                     | 4                                  | –                                  | –                                  |
| Fair value of previously held interest                     | –                                  | 126                                | –                                  |
| <b>Total consideration</b>                                 | <b>14</b>                          | <b>331</b>                         | <b>26</b>                          |
| <b>Net cash flow</b>                                       |                                    |                                    |                                    |
| Cash consideration   | (10)                               | (205)                              | (26)                               |
| Less:  |                                    |                                    |                                    |
| Cash and cash equivalents acquired                         | –                                  | 138                                | 1,471                              |
| <b>Net cash (outflow)/inflow</b>                           | <b>(10)</b>                        | <b>(67)</b>                        | <b>1,445</b>                       |

The operating results of the acquisitions have not had a material impact on the results of the Consolidated Entity.

There are no significant differences between the fair value of net assets acquired and their carrying amounts, other than goodwill and other intangible assets as noted above. The goodwill acquired during the current period has arisen due to the value of the business acquired over its individual asset values and synergies the Consolidated Entity expects to realise from the acquisition.

The 31 March 2011 and 30 September 2010 comparatives principally relate to Macquarie AirFinance and Sal. Oppenheim respectively, being the significant entities and businesses acquired or consolidated due to acquisition of control.



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## Note 20

### Acquisitions and disposals of subsidiaries and businesses continued

#### Significant entities or businesses disposed of or deconsolidated due to loss of control:

There were no significant entities or businesses disposed of or deconsolidated due to loss of control during the period.

#### Other entities or businesses disposed of or deconsolidated during the period are as follows:

Biocarbon Group Pte. Limited, Fifi Investments Limited, Garrison Energy Center LLC and Municipal and Infrastructure Assurance Corporation.

Aggregate details of the above entities or businesses disposed of or deconsolidated are as follows:

|   | Half-year to<br>30 Sep 2011<br>\$m | Half-year to<br>31 Mar 2011<br>\$m | Half-year to<br>30 Sep 2010<br>\$m |
|---|------------------------------------|------------------------------------|------------------------------------|
| <b>Carrying value of assets and liabilities disposed of or deconsolidated</b>       |                                    |                                    |                                    |
| Cash, other financial assets and other assets                                       | 72                                 | 129                                | 4                                  |
| Goodwill and other intangible assets  | –                                  | 24                                 | –                                  |
| Property, plant and equipment   | –                                  | 513                                | –                                  |
| Assets of disposal groups classified as held for sale                               | –                                  | –                                  | 45                                 |
| Payables, provisions, borrowings and other liabilities                              | –                                  | (439)                              | (2)                                |
| Liabilities of disposal groups classified as held for sale                          | –                                  | –                                  | (40)                               |
| Non-controlling interests   | –                                  | (9)                                | –                                  |
| <b>Total carrying value of assets and liabilities disposed of or deconsolidated</b> | <b>72</b>                          | <b>218</b>                         | <b>7</b>                           |
| <b>Consideration</b>  |                                    |                                    |                                    |
| Cash consideration  | 80                                 | 139                                | 18                                 |
| Consideration received in equity  | –                                  | 86                                 | –                                  |
| <b>Total consideration</b>  | <b>80</b>                          | <b>225</b>                         | <b>18</b>                          |
| <b>Net cash flow</b>  |                                    |                                    |                                    |
| Cash consideration  | 80                                 | 139                                | 18                                 |
| Less:   |                                    |                                    |                                    |
| Investment retained   | –                                  | 1                                  | (1)                                |
| Cash and cash equivalents disposed of or deconsolidated                             | (4)                                | (65)                               | –                                  |
| <b>Net cash inflow</b>  | <b>76</b>                          | <b>75</b>                          | <b>17</b>                          |

The 31 March 2011 comparatives relate principally to Macquarie Asset Leasing Trust, being the significant entity deconsolidated due to loss of control. There were no significant entities or businesses disposed of or deconsolidated due to loss of control in the 30 September 2010 comparatives.

## Note 21

### Events after the Reporting Period

There were no material events subsequent to 30 September 2011 that have not been reflected in the financial statements.

# Directors' declaration

## for the half-year ended 30 September 2011

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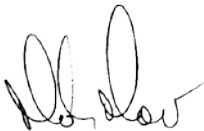
In the Directors' opinion

- (a) the financial statements and notes for the half-year ended 30 September 2011 set out on pages 4 to 37 are in accordance with the *Corporations Act 2001 (Cth)*, including:
- i) complying with Australian Accounting Standards and any further requirements in the *Corporations Regulations 2001 (Cth)*; and
  - ii) giving a true and fair view of the Consolidated Entity's financial position as at 30 September 2011 and performance for the half-year ended on that date; and
- (b) there are reasonable grounds to believe that Macquarie Group Limited will be able to pay its debts as and when they become due and payable.

This declaration is made in accordance with a resolution of the Directors.



**H Kevin McCann, AM**  
Chairman



**Nicholas Moore**  
Managing Director and  
Chief Executive Officer  
Sydney  
28 October 2011

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# Independent auditor's review report to the members of Macquarie Group Limited



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## Report on the Half-Year Financial Report

We have reviewed the accompanying half-year financial report of Macquarie Group Limited, which comprises the statement of financial position as at 30 September 2011, and the income statement, the statement of comprehensive income, statement of changes in equity and statement of cash flows for the half-year ended on that date, selected explanatory notes and the directors' declaration for the Macquarie Group Limited (the Consolidated Entity). The Consolidated Entity comprises both Macquarie Group Limited (the Company) and the entities it controlled during that half-year.

### Directors' responsibility for the half-year financial report

The directors of Macquarie Group Limited are responsible for the preparation of the half-year financial report that gives a true and fair view in accordance with Australian Accounting Standards (including the Australian Accounting Interpretations) and the *Corporations Act 2001 (Cth)* and for such control as the directors determine is necessary to enable the preparation of the half-year financial report that is free from material misstatement whether due to fraud or error.

### Auditor's responsibility

Our responsibility is to express a conclusion on the half-year financial report based on our review. We conducted our review in accordance with the Auditing Standard on Review Engagements ASRE 2410 *Review of an Interim Financial Report Performed by the Independent Auditor of the Entity*, in order to state whether, on the basis of the procedures described, we have become aware of any matter that makes us believe that the financial report is not in accordance with the *Corporations Act 2001 (Cth)* including: giving a true and fair view of the Consolidated Entity's financial position as at 30 September 2011 and its performance for the half-year ended on that date; and complying with Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Act 2001 (Cth)*. As the auditor of Macquarie Group Limited, ASRE 2410 requires that we comply with the ethical requirements relevant to the audit of the annual financial report.

A review of a half-year financial report consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. It also includes reading the other information included with the financial report to determine whether it contains any material inconsistencies with the financial report. A review is substantially less in scope than an audit conducted in accordance with Australian Auditing Standards and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

While we considered the effectiveness of management's internal controls over financial reporting when determining the nature and extent of our procedures, our review was not designed to provide assurance on internal controls.

### Independence

In conducting our review, we have complied with the independence requirements of the *Corporations Act 2001 (Cth)*.

### Conclusion

Based on our review, which is not an audit, we have not become aware of any matter that makes us believe that the half-year financial report of Macquarie Group Limited is not in accordance with the *Corporations Act 2001 (Cth)* including:

- (a) giving a true and fair view of the Consolidated Entity's financial position as at 30 September 2011 and of its performance for the half-year ended on that date; and
- (b) complying with Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Regulations 2001 (Cth)*.

A handwritten signature in black ink, appearing to read 'Privat Hanulopfer'.

PricewaterhouseCoopers

A handwritten signature in black ink, appearing to read 'DH Armstrong'.

DH Armstrong  
Partner

Sydney  
28 October 2011

# Macquarie Group Limited

## Ten year history

With the exception of 31 March 2005, the financial information presented below has been based on the Australian Accounting Standards adopted at each end of reporting date. The financial information for the full years ended 31 March 2005-2011 and half-year ended 30 September 2011 is based on the reported results using the Australian Accounting Standards that also comply with International Financial Reporting Standards as issued by the International Accounting Standards Board.

|  | 2003              | 2004    | 2005    | 2006    | 2007    | 2008    | 2009    | 2010    | 2011    | First Half<br>2012 |
|--|-------------------|---------|---------|---------|---------|---------|---------|---------|---------|--------------------|
| <b>Income statement (\$ million)</b>   |                   |         |         |         |         |         |         |         |         |                    |
| Total income   | 2,155             | 2,823   | 4,197   | 4,832   | 7,181   | 8,248   | 5,526   | 6,638   | 7,644   | <b>3,243</b>       |
| Total expenses   | (1,695)           | (2,138) | (3,039) | (3,545) | (5,253) | (6,043) | (4,537) | (5,344) | (6,373) | <b>(2,828)</b>     |
| Operating profit before income tax   | 460               | 685     | 1,158   | 1,287   | 1,928   | 2,205   | 989     | 1,294   | 1,271   | <b>415</b>         |
| Income tax expense   | (96)              | (161)   | (288)   | (290)   | (377)   | (317)   | (15)    | (201)   | (282)   | <b>(107)</b>       |
| Profit for the year  | 364               | 524     | 870     | 997     | 1,551   | 1,888   | 974     | 1,093   | 989     | <b>308</b>         |
| Macquarie Income Securities distributions  | (28)              | (27)    | (29)    | (29)    | (31)    | (34)    | (33)    | (21)    | (26)    | <b>(13)</b>        |
| Macquarie Income Preferred Securities distributions  | –                 | –       | (28)    | (51)    | (54)    | (50)    | (45)    | (8)     | (4)     | <b>(2)</b>         |
| Other non-controlling interests  | (3)               | (3)     | (1)     | (1)     | (3)     | (1)     | (25)    | (14)    | (3)     | <b>12</b>          |
| Profit attributable to ordinary equity holders   | 333               | 494     | 812     | 916     | 1,463   | 1,803   | 871     | 1,050   | 956     | <b>305</b>         |
| <b>Statement of financial position (\$ million)</b>  |                   |         |         |         |         |         |         |         |         |                    |
| Total assets   | 32,462            | 43,771  | 67,980  | 106,211 | 136,389 | 167,250 | 149,144 | 145,940 | 157,568 | <b>174,688</b>     |
| Total liabilities  | 29,877            | 40,938  | 63,555  | 100,874 | 128,870 | 157,189 | 139,584 | 134,171 | 145,636 | <b>162,924</b>     |
| Net assets   | 2,585             | 2,833   | 4,425   | 5,337   | 7,519   | 10,061  | 9,560   | 11,769  | 11,932  | <b>11,764</b>      |
| Total loan assets  | 9,839             | 10,777  | 28,425  | 34,999  | 45,796  | 52,407  | 44,751  | 44,267  | 46,016  | <b>45,843</b>      |
| Impaired loan assets (net of provisions)   | 16                | 61      | 42      | 85      | 88      | 165     | 952     | 647     | 377     | <b>380</b>         |
| <b>Share information<sup>1</sup></b>   |                   |         |         |         |         |         |         |         |         |                    |
| Cash dividends per share (cents per share)   |                   |         |         |         |         |         |         |         |         |                    |
| Interim  | 41                | 52      | 61      | 90      | 125     | 145     | 145     | 86      | 86      | <b>65</b>          |
| Final  | 52                | 70      | 100     | 125     | 190     | 200     | 40      | 100     | 100     | <b>n/a</b>         |
| Special <sup>2</sup>   | 50                | –       | 40      | –       | –       | –       | –       | –       | –       | <b>n/a</b>         |
| Total  | 143               | 122     | 201     | 215     | 315     | 345     | 185     | 186     | 186     | <b>n/a</b>         |
| Basic earnings per share (cents per share)   |                   |         |         |         |         |         |         |         |         |                    |
|  | 164.8             | 233.0   | 369.6   | 400.3   | 591.6   | 670.6   | 309.6   | 320.2   | 282.5   | <b>86.6</b>        |
| Share price at 31 March (\$) <sup>1, 3</sup>   | 24.70             | 35.80   | 48.03   | 64.68   | 82.75   | 52.82   | 27.05   | 47.25   | 36.60   | <b>22.87</b>       |
| Ordinary share capital (million shares) <sup>4</sup>   | 204.5             | 215.9   | 223.7   | 232.4   | 253.9   | 274.6   | 283.4   | 344.2   | 346.8   | <b>348.29</b>      |
| Market capitalisation at 31 March (fully paid ordinary shares) (\$ million) <sup>3</sup>         |                   |         |         |         |         |         |         |         |         |                    |
|  | 5,051             | 7,729   | 10,744  | 15,032  | 21,010  | 14,504  | 7,666   | 16,266  | 12,693  | <b>7,965</b>       |
| Net tangible assets per ordinary share (\$) <sup>5</sup>   | 8.80              | 9.66    | 14.02   | 16.99   | 24.35   | 30.35   | 27.89   | 28.40   | 28.91   | <b>28.14</b>       |
| <b>Ratios (%)</b>  |                   |         |         |         |         |         |         |         |         |                    |
| Return on average ordinary shareholders' funds   | 18.0              | 22.3    | 29.8    | 26.0    | 28.1    | 23.7    | 9.9     | 10.1    | 8.8     | <b>5.7</b>         |
| Dividend payout ratio  | 87.4 <sup>2</sup> | 53.2    | 53.2    | 54.4    | 54.3    | 52.2    | 60.2    | 60.4    | 67.3    | <b>73.8</b>        |
| Expense/income ratio   | 78.7              | 75.7    | 72.4    | 73.4    | 73.2    | 73.3    | 82.1    | 80.5    | 83.4    | <b>87.2</b>        |
| Net loan losses as % of loan assets (excluding securitisation SPVs and segregated futures funds) |                   |         |         |         |         |         |         |         |         |                    |
|  | 0.0               | 0.3     | 0.2     | 0.2     | 0.1     | 0.3     | 1.9     | 0.8     | 0.4     | <b>0.2</b>         |
| <b>Assets under management (\$ billion)<sup>6</sup></b>  |                   |         |         |         |         |         |         |         |         |                    |
|  | 52.3              | 62.6    | 96.7    | 140.3   | 197.2   | 232.0   | 243.1   | 325.7   | 309.8   | <b>327.3</b>       |
| Staff numbers <sup>7</sup>   | 4,839             | 5,716   | 6,556   | 8,183   | 10,023  | 13,107  | 12,716  | 14,657  | 15,556  | <b>15,088</b>      |

<sup>1</sup> The MBL (now MGL) ordinary shares were quoted on the Australian Stock Exchange (now Australian Securities Exchange) on 29 July 1996.

<sup>2</sup> The special dividend for 2003 was paid to release one-off franking credits to shareholders on entry into tax consolidation. Excluding the special dividend of \$0.50 per share, the payout ratio would have been 56.8 per cent.

<sup>3</sup> At 30 September for the first half 2012.

<sup>4</sup> Number of fully paid ordinary shares at 30 September, excluding exchangeable shares, options and partly paid shares.

<sup>5</sup> Net tangible assets include intangible assets within disposal groups and assets held for sale. Net tangible assets per ordinary share has been restated to include net deferred tax assets, in accordance with industry practice.

<sup>6</sup> The methodology used to calculate assets under management was revised in September 2005. Comparatives at 31 March 2005 have been restated in accordance with methodology.

<sup>7</sup> Includes both permanent staff (full time, part time and fixed term) and contractors (including consultants and secondees).

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