

kiwi bank It's ours

# Key information summary

Number 36

For the year ended 30 June 2010

For your  
attention

## 1. Introductory information

The purpose of this Key Information Summary is to provide customers and potential customers with information about the financial condition of their bank. The information contained in the Key Information Summary is explained in the Reserve Bank publication "Your Bank's Disclosure Statement – What's In It For You?", which can be obtained from the Reserve Bank.

## 2. Corporate information

Name of Registered Bank: Kiwibank Limited ("Kiwibank").  
Ultimate Holding Company: New Zealand Post Limited ("NZP"), which is a New Zealand incorporated company.  
On 29 November 2001, Kiwibank was registered as a bank under the Reserve Bank of New Zealand Act 1989 and was required to comply with the conditions of registration as laid down by the Reserve Bank of New Zealand from that date onwards. The Banking Group comprises the Registered Bank and its subsidiaries, Kiwibank Nominees Limited, New Zealand Home Lending Limited, AMP Home Loans Limited, KB Custodial Services Limited and Kiwibank Investment Management Limited. All of the subsidiaries are 100% owned by Kiwibank. In addition The Banking Group also consolidates the Portfolio Investment Entity Unit Trust, RMBS Trust, Kiwi Capital Management Limited and Kiwi Capital Securities Limited on the basis that Kiwibank is deemed to control these entities as their activities are conducted on behalf of Kiwibank according to Kiwibank's specific business needs .

## 3. Credit ratings

On 29 November 2001, Standard & Poor's (Australia) Pty Limited granted Kiwibank a credit rating of AA- for long-term senior unsecured obligations payable in New Zealand, in New Zealand dollars. There have been no changes made to the rating in the two years preceding 30 June 2010. On 21 August 2008, this credit rating was reaffirmed as AA- and the outlook was revised from negative (27 April 2007) to stable. This credit rating was reaffirmed on 10 March 2009 as AA- stable. NZP has a credit rating of AA- and has given Kiwibank a deed poll guarantee.

### 3A. Crown Retail Guarantee

- a. Kiwibank has a guarantee under the Crown Retail deposit guarantee scheme.
- b. The maximum liability under the Crown Retail Guarantee is one million New Zealand dollars (\$1,000,000) in aggregate to each Creditor or such other amount as may, in respect of a Nominated Beneficiary, be specified in or determined in accordance with the relevant Nomination.

- c. The Crown Retail Guarantee provides that in the event Kiwibank defaults on its payment obligations, Kiwibank must use all reasonable endeavours to ensure that all creditors claim under any other applicable guarantee before the Crown Retail Guarantee.
- d. The Crown Retail Guarantee expires at 12:01am on 12 October 2010. The Government has extended the Crown Retail Guarantee to 31 December 2011. As at the date on which this Key Information Summary is signed, the Banking Group does not intend to apply to be covered under the extended scheme.
- e. Kiwibank also has a guarantee under the wholesale funding guarantee scheme. The guarantor is the Crown. This scheme was closed to new guarantees on 30 April 2010.
- f. Additional information on the Crown Retail deposit guarantee scheme and the wholesale funding guarantee scheme is available, free of charge and at all reasonable times, on the internet site maintained by the Treasury. The web-site address is [www.treasury.govt.nz](http://www.treasury.govt.nz). Further, additional information on Kiwibank's guarantee under the scheme is available in Kiwibank's General Disclosure Statement for the year ended 30 June 2010 and in the Supplemental Disclosure Statement, which contains copies of both guarantees.

### Dollars in thousands

|  | <b>Audited<br/>30/06/10</b> | Audited<br>30/06/09 |
|--|-----------------------------|---------------------|
|--|-----------------------------|---------------------|

## 4. Profitability

|   |               |        |
|---|---------------|--------|
| Profit of the Banking Group after taxation for the twelve months ended 30 June  | <b>45,848</b> | 63,615 |
| Profit of the Banking Group after taxation for the twelve months ended 30 June expressed as a percentage of the average of total assets | <b>0.4%</b>   | 0.7%   |

## 5. Size

|  |                   |            |
|--|-------------------|------------|
| Total assets of the Banking Group as at 30 June  | <b>12,238,375</b> | 10,371,035 |
| Percentage change in total assets of the Banking Group for the twelve months ended 30 June | <b>18.0%</b>      | 43.7%      |

## 6. Capital adequacy

|   |              |       |
|---|--------------|-------|
| Tier One Capital as a percentage of total risk weighted exposures   | <b>9.8%</b>  | 7.7%  |
| Minimum percentage of tier one capital to risk weighted exposures permitted under Kiwibank's conditions of registration   | <b>4.0%</b>  | 4.0%  |
| Minimum Tier One Capital ratio under Crown Wholesale Guarantee  | <b>6.0%</b>  | N/a   |
| Total capital (Pillar I) expressed as a percentage of total risk weighted exposures                                       | <b>12.0%</b> | 10.5% |
| Minimum percentage of qualifying capital to risk weighted exposures permitted under Kiwibank's conditions of registration | <b>8.0%</b>  | 8.0%  |

## 7. Asset quality

|   |               |        |
|---|---------------|--------|
| Total individually impaired assets of the Banking Group   | <b>37,776</b> | 19,332 |
| Total individually impaired assets of the Banking Group expressed as a percentage of total assets                                 | <b>0.3%</b>   | 0.2%   |
| Total individual credit impairment allowance of the Banking Group   | <b>9,963</b>  | 4,925  |
| Total individual credit impairment allowance of the Banking Group expressed as a percentage of total individually impaired assets | <b>26.4%</b>  | 25.5%  |
| Total collective credit impairment allowance of the Banking Group   | <b>9,543</b>  | 7,283  |
| Total collective credit impairment allowance of the Banking Group expressed as a percentage of total individually impaired assets | <b>25.3%</b>  | 37.7%  |

## 8. Peak credit exposure concentrations

Peak end-of-day credit exposures have been calculated using the Banking Group's tier one capital at the end of the period. The number of individual counterparties, excluding connected persons and to the central government of any country with a long-term credit rating of A- or A3 above, or its equivalent, where the peak end-of-day aggregate actual credit exposures, net of individual credit impairment allowance (which was nil), equalled or exceeded 10% of the Banking Group's shareholder's equity for the three months ended 30 June 2010 are:

|           | Audited 3 months ended 30/06/10 |      | Audited 3 months ended 30/06/09 |      |
|-----------|---------------------------------|------|---------------------------------|------|
|           | Non-Bank                        | Bank | Non-Bank                        | Bank |
| 10% - 19% | 1                               | 3    | 2                               | 7    |
| 20% - 29% | -                               | 2    | 1                               | -    |
| 30% - 39% | -                               | -    | -                               | -    |
| 40% - 49% | -                               | 1    | -                               | -    |
| 50% - 59% | -                               | -    | -                               | 1    |
| 70% - 79% | -                               | -    | -                               | 2    |
| 80% - 89% | -                               | -    | -                               | 1    |

## 9. Credit exposures to connected persons

Credit exposure concentrations are disclosed on the basis of actual credit exposures, and calculated on a gross basis, (net of individual credit impairment allowances and excluding advances of a capital nature). The Banking Group does not have credit exposures to connected persons other than non-bank connected persons. Peak end-of-day credit exposures to non-bank connected persons have been calculated using the Banking Group's tier one capital at the end of the period. There is no individual impairment credit allowance against credit exposures to non-bank connected persons as at 30 June 2010 (30 June 2009: \$nil).

## Dollars in thousands

|   | <b>Audited<br/>3 months<br/>ended<br/>30/06/10</b> | Audited<br>3 months<br>ended<br>30/06/09 |
|---|--|--|
| Peak credit exposures to non-bank connected persons during the period   | <b>2,541</b>                                       | 10,018                                   |
| Peak credit exposures to non-bank connected persons during the period expressed as a percentage of tier one capital | <b>0.4%</b>  | 2.6%                                     |

Kiwibank's conditions of registration require that aggregate credit exposures (of a non-capital nature and net of individual credit impairment allowance) of the Banking Group to all connected persons do not exceed 70 percent of tier one capital and that, within this limit, aggregate credit exposures (net of individual credit impairment allowance and gross of set-offs) to non-bank connected persons do not exceed 15 percent of tier one capital. The limits on aggregate credit exposure to connected persons and to non-bank connected persons in the Conditions of Registration have been complied with at all times during the last quarter.

## 10. Availability of disclosure statements

A copy of Kiwibank's most recent General Disclosure Statement and Supplemental Disclosure Statement, containing a copy of the NZP full guarantee contract, the Crown Retail Guarantee and the Crown Wholesale Guarantee, is available at [www.kiwibank.co.nz](http://www.kiwibank.co.nz) or will be provided:

- immediately at no charge to any person requesting a copy from Kiwibank's Head Office at Level 6, Radio New Zealand House, 155 The Terrace, Wellington, New Zealand, or
- at any branch of Kiwibank at no charge to any person within 5 working days of a request for a copy having been made.

## Report

### To the readers of Kiwibank Limited and Group's Key Information Summary for the year ended 30 June 2010

The Auditor-General is the auditor of Kiwibank Limited (the "Bank") and the Banking Group comprising the Bank and its subsidiaries. The Auditor-General has appointed me, Karen Shires, using the staff and resources of PricewaterhouseCoopers, to audit the financial statements and review the supplementary information as contained in the General Disclosure Statement for the year ended 30 June 2010 as required by Schedule 5A of the Registered Bank Disclosure Statement (Full and Half-Year – New Zealand Incorporated Registered Banks) Order 2008 (the "Order").

In our capacity as auditor, we have examined the attached Key Information Summary. The information in the Key Information Summary has been extracted from the Bank's General Disclosure Statement for the year ended 30 June 2010. We have examined the financial statements and certain supplementary information contained within the General Disclosure Statement for the year, on which we issued an unqualified audit and review report dated 17 August 2010.

### Statement of Findings

Based on our examination of the Key Information Summary, we report that:

- (a) the Key Information Summary has been prepared in accordance with Clauses 20(1) to 20(5) of the Order; and
- (b) the information contained in the Key Information Summary has been properly taken from the information contained in the Bank's General Disclosure Statement for the year ended 30 June 2010.

For a better understanding of the scope of our examination of the Bank's General Disclosure Statement, and of the Banking Group's statement of financial position, statement of comprehensive income and cash flows for the year ended 30 June 2010, this report should be read in conjunction with the Bank's General Disclosure Statement for the year ended 30 June 2010.

Our work was completed on 17 August 2010 and our findings are stated as at that date.

The basis of the report is explained below. In addition, we outline the responsibilities of the Board of Directors and the Auditor, and explain our independence.

## Basis of Report

For the purpose of meeting our reporting responsibilities, we have examined the information contained in the Key Information Summary and compared it to the corresponding information contained in the Bank's General Disclosure Statement for the year ended 30 June 2010.

## Responsibilities of the Board of Directors and the Auditor

The Board of Directors is responsible for the preparation and presentation of the Key Information Summary in accordance with the Order.

We are responsible for examining the Key Information Summary presented by the Board of Directors for compliance with the Order, and reporting our findings to you. This responsibility is specified in the Order.

## Independence

When carrying out the examination we followed the independence requirements of the Auditor-General, which incorporate the independence requirements of the Institute of Chartered Accountants of New Zealand.

In addition to the audit and review we have carried out assignments in the areas of taxation and accounting advice and other assurance services, which are compatible with those independence requirements. In addition, certain partners and employees of our firm may deal with the Bank and Banking Group on normal terms within the ordinary course of trading activities of the Bank and Banking Group. Other than the audit, review and these assignments, we have no relationship with or interests in the Bank or Banking Group.



Karen Shires  
On behalf of the Auditor-General  
Wellington, New Zealand



PricewaterhouseCoopers



## **Matters Relating to the Electronic Presentation of the Key Information Summary**

This report relates to the Key Information Summary of Kiwibank Limited (the "Bank") and the Banking Group comprising the Bank and its subsidiaries for the year ended 30 June 2010 included on the Bank's website. The Bank's Board of Directors is responsible for the maintenance and integrity of the Bank's website. We have not been engaged to report on the integrity of the Bank's website. We accept no responsibility for any changes that may have occurred to the Key Information Summary since it was initially presented on the website.

The report refers only to the Key Information Summary named above. It does not provide an opinion on any other information which may have been hyperlinked to / from this Key Information Summary. If readers of this report are concerned with the inherent risks arising from electronic data communication they should refer to the published hard copy of the Key Information Summary and related report dated 17 August 2010 to confirm the information included in the Key Information Summary presented on this website.

Legislation in New Zealand governing the preparation and dissemination of Key Information Summaries may differ from legislation in other jurisdictions.