

RESET EXCHANGEABLE | RES

**ANNUAL REPORT 2007** 





# **ANNUAL REPORT 2007**

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IAG Finance (New Zealand) Limited ABN 97 111 268 243

New Zealand branch IAG House, Level 10, 151 Queen Street Auckland, New Zealand

# **CHAIRMAN'S LETTER**

4 September 2007

Dear Securityholder,

I am pleased to report to you on the performance of your Reset Exchangeable Securities (RES).

The amount of interest you receive on a quarterly basis from your RES is determined by the performance of a portfolio of short-dated fixed interest securities in which the proceeds of the January 2005 RES issue were invested. This portfolio has the highest Australian Bond Fund Rating assigned by independent rating agency Standard & Poor's (S&P). According to S&P, the portfolio holdings of a fund rated AAAf provide extremely strong protection against losses from credit defaults.

In the 2007 financial year, a total of \$5.2057 in interest has been paid for each RES, up from \$4.7857 in the previous year. This interest was fully franked.

The next interest payment at \$1.3725 per RES is due to be paid on 17 September 2007 subject to satisfaction of the interest payment test. This amount is also expected to be fully franked.

The total value of the portfolio as at 30 June 2007 was \$551,490,000.

RES are listed on the Australian Securities Exchange (ASX) under the code IANG. If you have any questions regarding your RES holding, please contact the security registry on 1300 360 688 or visit www.iag.com.au/shareholder/res/index.shtml.

Sincerely,

James Strong Chairman

James Strong

IAG Finance (New Zealand) Limited

# PORIFOLIO

# **COMPOSITION AND PERFORMANCE**

The proceeds of the issue have been lent, through a series of intra-group arrangements, to IAG Portfolio Limited. IAG Portfolio Limited has invested these funds in a portfolio of high quality, short dated, fixed interest securities (Portfolio) managed by IAG Asset Management Limited (IAGAM). This Portfolio has an Australian Bond Fund Rating of 'AAAf' from S&P and IAGAM is required to manage the Portfolio to ensure that it maintains this rating. According to S&P, funds rated 'AAAf' have extremely strong protection against losses from credit default. 'AAAf' is the highest Australian Bond Fund Rating assigned by S&P.

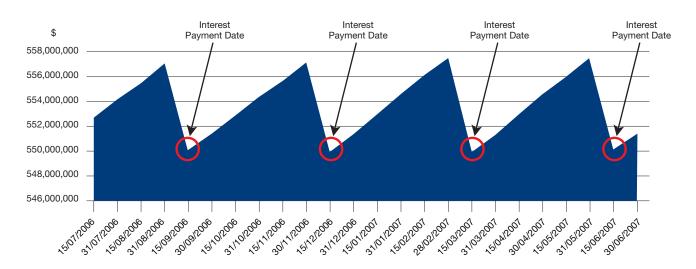
The interest payments to RES holders are derived from income generated by this Portfolio. Any income generated by the Portfolio in excess of the interest payment to RES holders may be paid to Insurance Australia Group Limited and its subsidiaries (IAG Group).

Therefore, the performance of the Portfolio is an important element for RES holders. The Portfolio has been managed in accordance with the investment mandate, and has generated an income in excess of the amount required to pay interest payments to RES holders.

The composition and performance of the Portfolio for the financial year to 30 June 2007 is detailed below for your reference.

# **PORTFOLIO VALUE**

# Portfolio Value for period to 30 June 2007



# **PORTFOLIO INCOME**

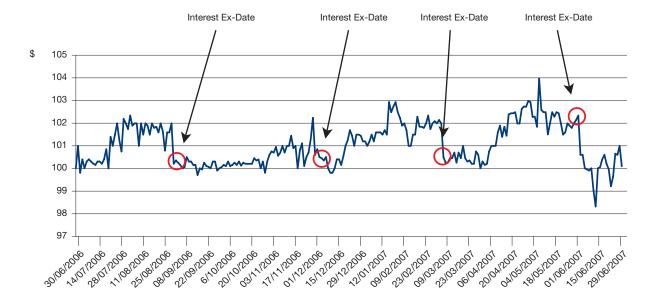
| Payment Date      | Portfolio Income Received | Interest Payments<br>to RES Holders<br>\$ | Surplus Paid to IAG Group<br>\$ |
|-------------------|---------------------------|---|---------------------------------|
| 15 September 2006 | 8,304,373                 | 6,951,436                                 | 1,352,937                       |
| 15 December 2006  | 8,556,282                 | 7,117,534                                 | 1,438,748                       |
| 15 March 2007     | 8,725,432                 | 7,214,890                                 | 1,510,542                       |
| 15 June 2007      | 8,884,975                 | 7,347,434                                 | 1,537,541                       |
| Total             | 34,471,062                | 28,631,294                                | 5,839,768                       |

# **COMPOSITION OF THE PORTFOLIO AS AT 30 JUNE 2007**

| Counterparty                    | Security Type          | Standard & Poor's<br>Credit Rating | Market Value<br>of Securities<br>\$ | Maturity<br>Date |
|---------------------------------|------------------------|------------------------------------|-------------------------------------|------------------|
| Esanda Finance Corp. Ltd.       | Commercial Paper       | A-1+                               | 98,667,081                          | 14/9/07          |
| GE Capital Australia Ltd.       | Commercial Paper       | A-1+                               | 98,667,081                          | 14/9/07          |
| HSBC Bank Australia Ltd.        | Medium Term Note       | A-1+                               | 100,282,427                         | 14/9/07          |
| National Australia Bank Limited | Bank Deposit           | A-1+                               | 827,552                             | At Call          |
| NPBS Securities Pty. Ltd.       | Commercial Paper       | A-1                                | 3,946,910                           | 14/9/07          |
| St George Bank Limited          | Certificate of Deposit | A-1                                | 49,336,378                          | 14/9/07          |
| Suncorp-Metway Limited          | Certificate of Deposit | A-1                                | 49,336,378                          | 14/9/07          |
| Westpac Banking Corporation     | Medium Term Note       | A-1+                               | 150,426,144                         | 14/9/07          |
| Total                           |                        |                                    | 551,489,951                         |                  |

# **RES SECURITY PRICE PERFORMANCE**

# Reset Exchangeable Securities - ASX Code: IANG



The volatility in the RES price has been largely determined by accrual of interest in the Portfolio, the timing of interest payments (in particular the ex-date for payment) and market views on interest rates.

# DIRECTORS' BIOGRAPHIES

# IAG FINANCE (NEW ZEALAND) LIMITED

# MR JA (JAMES) STRONG AO

Chairman and Non-executive Director, Age 63

Mr James Strong is Chairman and a Non-executive Director of IAG Finance (New Zealand) Limited. Mr Strong was appointed Chairman of IAG in August 2001. He is a member of the IAG Nomination, Remuneration & Sustainability Committee.

Mr Strong is Chairman of Woolworths Limited, Rip Curl Group Pty Limited and the Australia Council for the Arts. He is also a Director of the Australian Grand Prix Corporation and a Director of Qantas Airways Limited.

Mr Strong was Chief Executive and Managing Director of Qantas Airways Limited from 1993 to 2001. Previous positions he has held include Group Chief Executive of DB Group Limited in New Zealand, National Managing Partner and later Chairman of law firm Corrs Chambers Westgarth, Chief Executive of Trans Australian Airlines (later Australian Airlines) and Executive Director of the Australian Mining Industry Council.

Mr Strong has been admitted as a barrister and/or solicitor in various state jurisdictions in Australia.

In 2006 Mr Strong was made an Officer of the Order of Australia.

Directorships of other listed companies held in past 3 years

- Woolworths Limited since 10 March 2000;
- Insurance Australia Group Limited since 2 August 2001; and
- Qantas Airways Limited since 1 July 2006.

# MR MJ (MICHAEL) HAWKER BSc, FAICD, FAIM, SF Fin

Executive Director, Age 47

Mr Michael Hawker is an Executive Director of IAG Finance (New Zealand) Limited. Mr Hawker was appointed Managing Director of IAG in November 2001 and Chief Executive Officer of IAG in December 2001.

In 2006 Mr Hawker was awarded Insurance Personality of the Year at the Australian and New Zealand Insurance Industry Awards, and Leader of the Year at the Human Capital Leadership Awards. He was one of the Australian Financial Review's "True Leaders" in 2005 and 2004 and was awarded the Australian Banking & Finance Magazine Best Insurance Executive Award in 2004 and 2003, and Banker of the Year Award in 2000.

Before joining IAG, Mr Hawker was Group Executive, Business and Consumer Banking at Westpac Banking Corporation and was listed by Euromoney as one of the top 50 bankers under the age of 40. Previous positions include Executive Director of Citibank International PLC in Europe and Deputy Managing Director of Citibank Limited in Australia.

He is a recipient of an Australian Sports Medal, having played 25 Rugby Union Internationals for the Australian Wallabies.

Mr Hawker is the immediate Past President of the Insurance Council of Australia; a Member of the Financial Sector Advisory Council; Chairman of the Australian Business in the Community Network; Member of the Business Council of Australia; Member of the Business Roundtable for Sustainable Development; and Member of the Australian Business and Arts Foundation (AbaF). He was previously Chairman of the Australian Financial Markets Association; Director of the Australian Chamber of Commerce and Industry; Member of the Federal Treasurer's Consumer and Financial Literacy Council; an Advisory Board Member of the Australian Graduate School of Management and an Advisory Board Member for the Police Commissioner of NSW.

Directorships of listed companies held in past 3 years

• Insurance Australia Group Limited - since 2 November 2001.



# MR RA (ROWAN) ROSS BEC, BCom, FCPA, SF Fin

Non-executive Director, Age 58

Mr Rowan Ross is a Non-executive Director of IAG Finance (New Zealand) Limited. Mr Ross was appointed as a Director of IAG in July 2000 and acted as Chairman from April to August 2001. He is Chairman of the IAG Risk Management & Compliance Committee and is a member of the IAG Nomination, Remuneration & Sustainability Committee.

Mr Ross is currently Chairman of Macquarie Capital Alliance Limited and Sydney IVF Limited. He is the former Chairman of Bankers Trust Investment Bank, former National President of the Securities Institute of Australia and former Chairman of the Sydney Dance Company and the Australian Major Performing Arts Group. Mr Ross has more than 35 years' experience in investment banking and is an Executive Director of Macquarie Bank Limited.

Directorships of other listed companies held in past three years

- Insurance Australia Group Limited since 25 July 2000; and
- Macquarie Capital Alliance Limited since 25 January 2005.

# MR G (GEORGE) VENARDOS BCom, FCA, DipCM, FCIS, FTIA, FAICD

Executive Director, Age 49

Mr George Venardos is an Executive Director of IAG Finance (New Zealand) Limited. Mr Venardos has more than 27 years' experience in the insurance, investment and finance sectors. Mr Venardos joined IAG in 1998 and played a key role in the demutualisation and listing of the IAG Group, which was completed in August 2000. He is responsible for IAG's valuations & capital planning, group secretariat, group finance, investor relations, corporate legal, mergers & acquisitions, taxation and treasury.

Prior to joining IAG, Mr Venardos held the position of Executive Director and General Manager, Finance and Corporate Services, with the Legal & General Group in Australia. He is the Chairman of the Finance and Accounting Standing Committee for the Insurance Council of Australia. In 2003, Mr Venardos was awarded CFO of the Year in Insto Magazine's Annual Distinction Awards.

Directorships of other listed companies held in past three years

None.

# MR MDE (MICHAEL) WOODS MAICD

Alternate Executive Director, Age 49

Mr Michael Woods is an Alternate Executive Director for Mr Hawker and Mr Venardos. Mr Woods joined IAG in 1998 and since 1 July 2007 is the Head of Investor Relations. Previously, he was the Head of Group Finance & Treasury.

Mr Woods has over 29 years' experience in the insurance and financial services industry. Before joining IAG, Mr Woods held treasury related roles at other organisations, including KPMG, the Bank of New Zealand and Bankers Trust.

Directorships of other listed companies held in past three years

None.

# CORPORATE COVERNANCE

IAG Finance (New Zealand) Limited (the Company) is a wholly owned subsidiary of Insurance Australia Group Limited (IAG). The RES issued by the Company commenced trading on the ASX on 12 January 2005.

The Company has responsibility for raising finance for the New Zealand operations of the IAG Group and for management of their ongoing treasury requirements. The New Zealand branch of the Company employs a Branch Manager to manage the performance of these functions.

The Company utilises and is subject to IAG's corporate governance framework, including risk, compliance and capital management policies, procedures and controls. Except as noted below, the key corporate governance practices followed by the Company are the same as those of the IAG Group. The corporate governance framework and practices of the IAG Group are disclosed in IAG's 2007 Annual Report, which will be separately available on IAG's website at www.iag.com.au from 25 September 2007.

IAG has complied with the ASX Corporate Governance Council's Principles of Good Corporate Governance and Best Practice Recommendations (CGC Principles) throughout the reporting period.

The Company has complied with most, but not all, of the CGC Principles. Where the Company has not complied, it is the Company's view that this non-compliance is appropriate given that the corporate governance practices and framework adopted are not separable from the corporate governance practices of IAG and that:

- The Company is a wholly owned subsidiary of IAG;
- The Company is not involved in the management of the Portfolio established out of the proceeds from the RES issue, which is managed by IAGAM according to a strict investment mandate. IAGAM is a related body corporate of the Company and a wholly owned subsidiary of IAG;
- Subject to the interest payment tests, the Company does not have discretion as to whether interest payments are made to RES holders, and if so, the amount of such interest payments; and
- The interest payment tests relate to the return on the Portfolio managed by IAGAM and whether IAG has paid a dividend in the 12 months prior to the interest payment. The Company's obligations on the RES are secured by the Portfolio.



# 1 | THE BOARD OF DIRECTORS

# 1a. Roles and Responsibilities

The Board is responsible for oversight of the Company's operations, and specifically:

- monitoring the Company's financial performance and reporting;
- · reviewing the adequacy of systems to comply with all laws and regulations which apply to the Company;
- monitoring the Company's key risk areas by ensuring the implementation of a suitable risk management and internal controls framework;
- ensuring that the Company's reporting and disclosure processes include compliance with all relevant and applicable legal and commercial requirements; and
- ensuring that proper governance practices (including appropriate standards of ethical behaviour, corporate governance
  and social responsibility) are established, and processes exist to ensure they are adhered to at all times by the Company.

The Branch Manager is responsible for the day-to-day operations of the Company and reports directly to the IAG Group Treasurer and relevant finance executives in the IAG Group's New Zealand operations. The Company does not have a CEO.

# 1b. Structure and Composition of the Board

The Board currently comprises two Non-executive Directors who are also Non-executive, Independent Directors of IAG, two Executive Directors and one alternate for the Executive Directors. The Chairman, Mr James Strong, is also Chairman of IAG.

Under the tests for "independence" set out in the CGC principles, Messrs Strong and Ross, who are Non-executive, Independent Directors of IAG, would not be Independent Directors of the Company as both are Directors of IAG, the Company's sole shareholder. Messrs Strong and Ross have, however, been deemed by the Company as Independent Directors as long as they remain Independent Directors of IAG.

The Company has taken the view that this is an appropriate board structure for the Company and that the appointment to the Company's Board of a majority of Non-executive, Independent Directors is not warranted for the reasons set out in the introduction to this section of the report.

The names of Directors in office at the date of this report, their year of appointment, their designation as a Non-executive, Independent Director or Executive Director, their holdings of RES and directorships of other listed companies in the past three years are set out in the Directors' Report at pages 9 to 12. In addition, biographical details of Directors are included at pages 4 and 5.

## **1c. Board Operations**

The Board meets at least four times during the year.

#### **1d. Board Committees**

The Company does not have any standing committees, but has empowered the IAG Audit Committee to perform the same role for the Company as it does for IAG and for most of its authorised insurer subsidiary companies. A copy of the charter of the IAG Audit Committee can be found on IAG's website. The names and qualifications of the members of this committee and the meetings held in the year are set out in IAG's 2007 Annual Report which is also available on IAG's website. The Company has taken the view that it is appropriate for the IAG Audit Committee to perform this task as long as it is composed of Directors that are considered to be independent.

The establishment of a nomination committee or, indeed, empowering the IAG Nomination, Remuneration & Sustainability Committee (NRSC) to act for the Company in this capacity, would not add value to the Company's corporate governance practices given that the Directors appointed to the Company's Board receive no additional remuneration from the Company or any related parties for their service on the Board. The IAG NRSC evaluates the performance of the IAG Board, its committees, individual Directors and IAG key executives. The IAG NRSC also reviews the composition and the performance of IAG subsidiary company boards, including the Company's Board, at least annually. The sole employee of the Company is not key management personnel of the Company under the *Corporations Act 2001* or generally accepted accounting standards and, accordingly, disclosure of remuneration received by this employee is not required.

# 2 ETHICAL AND RESPONSIBLE DECISION-MAKING

The Directors and the sole employee of the Company are expected to comply with the IAG Group's Code of Ethics, Continuous Disclosure and Security Trading Policies, which are set out in further detail in the Corporate Governance Section of IAG's 2007 Annual Report. A copy of the Code and Policies are available on IAG's website. The IAG Security Trading Policy applies to trading by the Company's Directors and sole employee in RES and other IAG securities.

The IAG Group's Code of Ethics and Continuous Disclosure Policy also set out the policies and procedures for how Directors and management are encouraged to assist in the process of the Board identifying, evaluating and reporting on matters to comply with the provisions of the *Corporations Act 2001* and the ASX Listing Rules in relation to continuous disclosure so as to keep the market fully informed.

# 3 RES HOLDERS

The Company makes quarterly announcements to the ASX regarding interest payments and the interest rate for the following quarter. RES holders, who elect to do so, also receive a copy of the Company's annual report.

The value of the Portfolio as at the end of each month is published on the IAG website at www.iag.com.au/shareholder/res/index.shtml. ASX announcements and any annual, financial and Directors' reports are also posted on IAG's website.

The Company is not required, and does not currently intend, to hold Annual General Meetings.

RES holders may raise any issues or concerns at any time by contacting the Company. RES holders should email their questions or comments to investor.relations@iag.com.au or write to the Chairman or Company Secretary at IAG Finance (New Zealand) Limited, Level 26, 388 George Street, Sydney NSW 2000.

# 4 RISK MANAGEMENT

Managing risk is at the heart of ensuring ongoing sustainability and delivery of value to IAG's stakeholders. IAG's risk management framework is based on the interaction of the oversight structure, internal policies, key risk management processes and culture. The IAG Risk Management & Compliance Committee oversees the Company's risk management framework as part of its oversight of the entire IAG Group, including the Company. Further details on the IAG Group's policies on risk oversight and management are available on IAG's website.

The CEO and CFO of IAG confirm in writing to the Board that the Company's half-year and full-year financial reports present a true and fair view, in all material respects, of the Company's financial condition and operating results and are in accordance with relevant accounting standards.

The Company is subject to a number of additional external and internal reporting requirements:

- Quarterly reports are prepared for the Trustee and ASIC pursuant to Section 283BF of the Corporations Act 2001;
- An annual compliance report is provided to S&P in relation to the Portfolio; and
- Quarterly compliance reports setting out the compliance by the Company's New Zealand branch with various legal, tax and risk management requirements in New Zealand are prepared for IAG's Head of Group Risk & Compliance.

# 5 COMMUNITY AND ENVIRONMENT

The Company recognises that its business has an impact on the community, the environment and the wider economy, and believes it must operate in a way that responds to these impacts effectively to meet its commitments to RES holders, customers and employees. The Company complies with IAG's Code of Ethics to guide compliance with legal and other obligations to legitimate stakeholders. Further details are provided in IAG's 2007 Annual Report, which is available on IAG's website.

# DIRECTORS' REPORT

The Directors present their report together with the financial report of the Company for the year ended 30 June 2007 and the audit report thereon.

#### **Directors**

The Company's Directors in office at any time during or since the end of the financial year are as follows. Directors were in office for the entire period unless otherwise stated.

Mr JA Strong (Director since 9 November 2004), Mr RA Ross (Director since 9 November 2004), Mr MJ Hawker (Director since 9 November 2004), Mr G Venardos (Director since 6 October 2004), and Mr MDE Woods (Alternate Director for MJ Hawker and Mr G Venardos from 9 November 2004).

#### **Other directorships of Directors**

Listed below are directorships of other listed companies in the past 3 years by the relevant Directors:

Mr JA Strong: Woolworths Limited (appointed 10 March 2000), Insurance Australia Group Limited (appointed 2 August 2001) and Qantas Airways Limited (appointed 1 July 2006).

Mr RA Ross: Macquarie Capital Alliance Limited (appointed 25 January 2005) and Insurance Australia Group Limited (appointed 25 July 2000).

Mr MJ Hawker: Insurance Australia Group Limited (appointed 2 November 2001).

None of the other Directors have held any directorships of other listed companies in the past 3 years.

# **Principal activity**

The principal activity of the Company is to perform all treasury functions of the IAG Group's New Zealand operations. This function is performed through a New Zealand branch of the Company.

## **Operation and financial review**

The net result of the Company for the year ended 30 June 2007, after applicable income tax, was a profit of \$4,427,000 (2006 – \$2,030,000).

The following quarterly interest payments on RES were made during the financial year:

| Payment date      | Amount per RES | Interest<br>rate  |
|-------------------|----------------|-------------------|
| 15 September 2006 | \$1.2639       | 5.0143% per annum |
| 15 December 2006  | \$1.2941       | 5.1905% per annum |
| 15 March 2007     | \$1.3118       | 5.3200% per annum |
| 15 June 2007      | \$1.3359       | 5.3002% per annum |
|                   |                |                   |

# Likely developments

The Company is expected to continue to perform all treasury functions of the IAG Group's New Zealand operations. The New Zealand branch will remain as the issuer of 5,500,000 RES.

## Significant changes in the state of affairs

There were no significant changes in the state of affairs of the Company during the financial year.

# Lead auditor's independence declaration under Section 307C of the Corporations Act 2001

The lead auditor's independence declaration is set out on page 12 and forms part of the Directors' report for the year ended 30 June 2007.

# Directors' Report (continued)

# Indemnification and insurance of Directors and officers

The Company's constitution contains an indemnity in favour of every person who is or has been an Officer of the Company.

The indemnity applies to liabilities incurred by the person in the relevant capacity (except a liability for legal costs). That indemnity also applies to legal costs incurred in defending or resisting certain legal proceedings. The indemnity does not apply where the Company is forbidden by statute or, if given, would be made void by statute.

In addition, IAG has granted deeds of indemnity to certain current and former Directors and secretaries and members of senior management of the Company and its subsidiaries and associated companies. Under these deeds, IAG indemnifies, to the maximum extent permitted by the law, the former or current Directors or secretaries or members of senior management against liabilities incurred by the person in the relevant capacity. The indemnity does not apply where the liability is owed to the Company or to any related body corporates, or (in general terms) where the liability arises out of a lack of good faith, wilful misconduct, gross negligence, reckless misbehaviour or fraud. Under each deed, IAG is also effectively required to maintain and pay the premiums on a contract of insurance covering the current or former Directors or members of senior management against liabilities incurred in respect of the relevant office.

The insurance must be maintained until the seventh anniversary after the date when the relevant person ceases to hold office. Disclosure of the insurance premiums and the nature of liabilities covered by such insurance is prohibited by the relevant contract of insurance.

# **Events subsequent to reporting date**

Detail of matters subsequent to the end of the financial year are set out in note 15.

# Non-audit services

During the financial year, KPMG the Company's auditor, has not performed any services, other than audit services for the Company, in accordance with their statutory duties.

A copy of the auditor's independence declaration as required under Section 307C of the *Corporations Act 2001* is included in the directors' report.

#### **Environmental regulation**

The Company's operations are subject to environmental regulations under either Commonwealth or State legislation. These regulations do not have a significant impact on the Company's operations. The Board of Directors believes that the Company has adequate systems in place for the management of its environmental requirements and is not aware of any breach of those environmental requirements as they apply to the Company.

#### **Remuneration Report**

The Company is a wholly owned subsidiary of IAG, a public company listed on the ASX.

The Company's principal operation is to perform all treasury functions of the IAG Group's New Zealand operations and its New Zealand branch remains as the issuer of RES, a security publicly traded on the ASX which deems the Company to be a listed entity as defined by the *Corporations Act 2001*.

The Company employs only one employee working in the New Zealand branch who does not meet the definition of key management personnel. The Company has not developed a separate remuneration policy but rather follows the IAG Group's policy.

The Company's key management personnel (refer to section A for further details) did not receive any remuneration from the Company or any parties in connection with their position with the Company. IAG or any related entity charged no management fee to the Company which included any remuneration for the key management personnel of the Company. The compensation disclosed in the table on page 11 represented the key management personnel's estimated compensation received from the IAG Group in relation to their involvement in the activities with the Company.

IAG's Remuneration Report for the year ended 30 June 2007, which discloses the remuneration policies and the key management personnel of the IAG Group is included in IAG's 2007 Directors' Report that can be viewed at www.iag.com.au.

#### A. Remuneration of key management personnel

Key management personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the entity, directly or indirectly, including any director (whether executive or otherwise) of that entity. It is important to note that the Company's Non-executive Directors are specifically required to be included as key management personnel in accordance with the Australian Accounting Standard AASB 124 Related Party Disclosures. However, the Non-executive Directors do not consider that they are part of "management".

# Directors' Report (continued)

During the financial year, the following persons, being all Directors of the Company, were identified as key management personnel:

Mr JA Strong, Mr RA Ross, Mr MJ Hawker, Mr G Venardos and Mr MDE Woods.

They were in office for the whole financial year, unless otherwise stated.

The employee of the New Zealand branch of the Company does not meet the definition of key management personnel as defined in AASB 124 or "senior manager" or "officer" as defined in the *Corporations Act 2001*.

The term "remuneration" used in this remuneration report has the same meaning as compensation as prescribed in AASB 124.

|   | Short-term bene      | efits                 |                       |                       | Post-<br>employment<br>benefits | Other<br>long-term<br>benefits | Termination benefits | Share-based payment | Total            |
|---|----------------------|-----------------------|-----------------------|-----------------------|---------------------------------|--------------------------------|----------------------|---------------------|------------------|
|   | Cash salary/<br>Fees | Non-monetary benefits | Annual leave accruals | Short term incentives | Super-<br>annuation             | Long service<br>leave accruals |                      |                     |                  |
| 2007  | \$                   | \$                    | \$                    | \$                    | \$                              | \$                             | \$                   | \$                  | \$               |
| Chairman and<br>Non-executive Director<br>Mr JA Strong      | 10,063               | -                     | -                     | -                     | 1,755                           | -                              | -                    | 9,438               | 21,256           |
| Non-executive Director<br>Mr RA Ross                        | 290                  |                       | -                     | -                     | 40                              | -                              | -                    | 157                 | 487              |
| <b>Executive Directors</b><br>Mr MJ Hawker<br>Mr G Venardos | 6,487<br>34,311      | 203<br>3,446          | (206)<br>1,352        | 3,611<br>24,000       | 870<br>4,908                    | 118<br>1,033                   | -<br>-               | 6,907<br>15,267     | 17,990<br>84,317 |
| Alternative Director Mr MDE Woods                           | -                    | -                     | -                     | -                     | -                               | -                              | -                    | -                   | -                |
| Total remuneration  | 51,151               | 3,649                 | 1,146                 | 27,611                | 7,573                           | 1,151                          | -                    | 31,769              | 124,050          |
| 2006  |                      |                       |                       |                       |                                 |                                |                      |                     |                  |
| Chairman and<br>Non-executive Director<br>Mr JA Strong      | 17,625               | -                     | -                     | -                     | 2,340                           | -                              | -                    | 8,375               | 28,340           |
| Non-executive Director<br>Mr RA Ross                        | 273                  | -                     | -                     | -                     | 37                              | -                              | -                    | 140                 | 450              |
| Executive Directors<br>Mr MJ Hawker<br>Mr G Venardos        | 6,007<br>32,722      | 116<br>3,030          | 76<br>1,481           | 3,161<br>19,664       | 818<br>4,523                    | 115<br>988                     |                      | 4,911<br>12,332     | 15,204<br>74,740 |
| Alternative Director<br>Mr MDE Woods                        | -                    | -                     | -                     | -                     | -                               | -                              | -                    | -                   | -                |
| Total remuneration  | 56,627               | 3,146                 | 1,557                 | 22,825                | 7,718                           | 1,103                          | -                    | 25,758              | 118,734          |

# Directors' Report (continued)

## **Remuneration Report (continued)**

- B. Equity, options and debt instrument disclosure
- 1. Relevant interest of each key management personnel and their related parties in equity, options and debt instruments

| Director      | Reset exchangeable securities <sup>1</sup> | Ordinary<br>shares <sup>2</sup> | award rights<br>and Deferred<br>award rights <sup>2</sup> | Reset preference shares <sup>2</sup> |
|---------------|--|---------------------------------|---|--------------------------------------|
| Mr JA Strong  | -  | 294,927                         | -   | -                                    |
| Mr RA Ross    | -  | 177,308                         | -   | -                                    |
| Mr MJ Hawker  | 1,000                                      | 1,438,122                       | 2,069,500   | -                                    |
| Mr G Venardos | -  | 136,671                         | 437,178   | -                                    |
| Mr MDE Woods  | 1,400                                      | 120,815                         | 169,639   | 500                                  |

- <sup>1</sup> These securities have been issued by the Company. The number disclosed includes securities directly held and indirectly held by the Directors' related parties, inclusive of domestic partner, dependents and entities controlled, jointly controlled or significantly influenced by the Directors. There was no movement in RES held by the Directors for the year ended 30 June 2007 (2006 no movement).
- These securities have been issued by IAG, the ultimate parent entity, or provide a right over shares in IAG. The number disclosed includes securities directly held and indirectly held by the Directors' related parties, inclusive of domestic partner, dependents and entities controlled, jointly controlled or significantly influenced by the Directors.
- 2. Relevant interest of each Director and their related parties in securities of the Company and IAG in accordance with the Corporations Act 2001

| Director      | Reset exchangeable<br>securities held<br>indirectly <sup>1</sup> | Ordinary shares<br>held directly | Ordinary shares<br>held indirectly <sup>1</sup> | Reset preference<br>shares held<br>indirectly <sup>1</sup> |
|---------------|--|----------------------------------|---|--|
| Mr JA Strong  | -  | 12,575                           | 233,297   | -  |
| Mr RA Ross    | -  | 102,803                          | 71,362  | -  |
| Mr MJ Hawker  | 1,000  | 1,378,305                        | 59,817  | -  |
| Mr G Venardos | -  | 87,876                           | 23,573  | -  |
| Mr MDE Woods  | 1,400  | 7,111                            | 35,706  | 500  |

<sup>&</sup>lt;sup>1</sup> These securities are held by the Director's related parties, inclusive of entities controlled, jointly controlled or significantly influenced by the Directors.

This represents the relevant interest of each Director in listed securities issued by the Company and IAG, as notified by the Directors to the ASX in accordance with Section 205G of the *Corporations Act 2001*. Trading in IAG shares is covered by the restrictions which limit the ability of an IAG Director to trade in the shares of the IAG Group where they are in a position to be aware, or are aware, of price sensitive information.

Signed at Sydney this 21st day of August 2007 in accordance with a resolution of the Directors:

Rowan Ross Director

# Lead Auditor's Independence Declaration Under Section 307C of the Corporations Act 2001

To: the directors of IAG Finance (New Zealand) Limited

I declare that, to the best of my knowledge and belief, in relation to the audit for the financial year ended 30 June 2007 there have been:
(a) no contraventions of the auditor independence requirements as set out in the *Corporations Act 2001* in relation to the audit; and
(b) no contraventions of any applicable code of professional conduct in relation to the audit.

KPMG

KPMG

Brian Greig

Sydney, 21 August 2007

# Income Statement for the year ended 30 June 2007

|  | Notes | 2007<br>\$000 | 2006<br>\$000 |
|--|-------|---------------|---------------|
| Interest revenue - related bodies corporate - other corporations |       | 43,175<br>47  | 42,248<br>132 |
| Total interest revenue   |       | 43,222        | 42,380        |
| Interest expense   |       |               |               |
| - related bodies corporate                                       |       | (7,133)       | (8,726)       |
| - reset exchangeable securities                                  |       | (28,105)      | (26,590)      |
| Total interest expense   | 2     | (35,238)      | (35,316)      |
| Net interest income  |       | 7,984         | 7,064         |
| Treasury fee income  |       | 73            | 75            |
| Finance costs  | 2     | (2,369)       | (2,428)       |
| Unrealised foreign exchange gains/(losses)                       | 2     | 1,161         | (758)         |
| Realised foreign exchange gains/(losses)                         | 2     | (80)          | (248)         |
| Other administration expenses                                    | 2     | (422)         | (518)         |
| Profit before income tax   |       | 6,347         | 3,187         |
| Income tax expense   | 5     | (1,920)       | (1,157)       |
| Profit for the year  |       | 4,427         | 2,030         |

The above income statement should be read in conjunction with the notes to the financial statements.

# Balance Sheet as at 30 June 2007

| Assets  |         | 704     |
|---|---------|---------|
| Cash and cash equivalents 9                       |         | 761     |
| Current tax assets                                | 160     | 197     |
| Loans to related bodies corporate 12              | 552,130 | 551,733 |
| Deferred tax assets 5                             | 5       | 3       |
| Property, plant and equipment                     | 6       | 6       |
| Total assets                                      | 552,955 | 552,700 |
| Liabilities                                       |         |         |
| Trade and other payables                          | 33      | 62      |
| Interest payable on reset exchangeable securities | 1,285   | 1,396   |
| Payables to related bodies corporate 12           | 421     | 35      |
| Employee benefits provision 10                    | 17      | 12      |
| Loans from related bodies corporate 12            | 454     | 5,704   |
| Reset exchangeable securities 6                   | 543,810 | 542,183 |
| Total liabilities                                 | 546,020 | 549,392 |
| Net assets  | 6,935   | 3,308   |
| Equity  |         |         |
| Share capital 8                                   | _*      | _*      |
| Retained earnings                                 | 6,935   | 3,308   |
| Total equity                                      | 6,935   | 3,308   |

<sup>\*</sup> The share capital is \$1.00 and rounded down to zero.

The above balance sheet should be read in conjunction with the notes to the financial statements.

# Statement of Changes In Equity for the year ended 30 June 2007

|  | 2007<br>\$000 | 2006<br>\$000 |
|--|---------------|---------------|
| Share capital  | T.            | _*            |
| Balance at the beginning and end of the financial year | _*            | -*            |
| Retained earnings                                      |               |               |
| Balance at the beginning of the financial year         | 3,308         | 1,278         |
| Profit for the year                                    | 4,427         | 2,030         |
| Dividends declared and paid                            | (800)         | -             |
| Balance at the end of the financial year               | 6,935         | 3,308         |
| Total equity   |               |               |
| Balance at the beginning of the financial year         | 3,308         | 1,278         |
| Profit for the year                                    | 4,427         | 2,030         |
| Dividends declared and paid                            | (800)         | -             |
| Total equity at the end of the financial year          | 6,935         | 3,308         |

<sup>\*</sup> The share capital is \$1.00 and rounded down to zero.

The above statement of changes in equity should be read in conjunction with the notes to the financial statements.

# Cash Flow Statement for the year ended 30 June 2007

| Cash flows from operating activities                                    |          |          |
|---|----------|----------|
| Interest and trust distributions received                               | 42,827   | 42,480   |
| Finance costs paid  | (35,567) | (35,396) |
| Income taxes paid   | (1,920)  | (1,153)  |
| Other operating receipts  | 108      | 77       |
| Other operating payments  | (60)     | (551)    |
| Net cash flows from operating activities 9                              | 5,388    | 5,457    |
| Cash flows from investing activities                                    |          |          |
| Outlays for plant and equipment acquired                                | -        | (1)      |
| Net cash flows from investing activities                                | -        | (1)      |
| Cash flows from financing activities                                    |          |          |
| Dividends paid to equity holder   | (800)    | -        |
| Loan to related body corporate  | (4,778)  | (7,007)  |
| Net cash flows from financing activities                                | (5,578)  | (7,007)  |
| Net movement in cash held   | (190)    | (1,551)  |
| Effects of exchange rate on balances of cash held in foreign currencies | 83       | (85)     |
| Cash and cash equivalents at the beginning of the financial year        | 761      | 2,397    |
| Cash and cash equivalents at the end of the financial year 9            | 654      | 761      |

The above cash flow statement should be read in conjunction with the notes to the financial statements.

# Notes to the Financial Statements for the year ended 30 June 2007

# Note 1. Summary of significant accounting policies

The Company is a public company limited by shares, incorporated and domiciled in Australia. It has RES publicly traded on the ASX. Its registered office is Level 26, 388 George Street, Sydney NSW 2000. Its principal place of business is Level 10, 151 Queen Street, Auckland, New Zealand.

The parent and ultimate parent entity is IAG, an entity incorporated in Australia and listed on the ASX, which owns 100% of the ordinary share capital of the Company. IAG, together with its subsidiaries, forms the IAG Group. As part of the IAG Group, the Company complies with a variety of policies and procedures developed by IAG for application by all entities in the IAG Group where applicable.

This general purpose financial report was authorised by the Board of Directors for issue on 21 August 2007.

# (a) Statement of compliance

This general purpose financial report for the year ended 30 June 2007 has been prepared in accordance with the *Corporations Act 2001*, Australian Accounting Standards (AASBs) (including Australian Interpretations) adopted by the Australian Accounting Standards Board and the Australian Securities Exchange Listing Rules.

International Financial Reporting Standards (IFRS) refer to the overall framework of standards and pronouncements approved by the International Accounting Standards Board. IFRS forms the basis of AASBs. This financial report of the Company complies with IFRS.

# (b) Basis of preparation of the financial report

The significant accounting policies adopted in the preparation of this financial report are set out below. The accounting policies adopted in the preparation of this financial report have been consistently applied and are the same as those of the previous year unless otherwise noted. These financial statements have been prepared on the basis of historical cost principles, as modified by certain exceptions, with the principal exceptions being derivatives at fair value.

The presentation currency used for the preparation of this financial report is Australian dollars.

The balance sheet is prepared using the liquidity format in which the assets and liabilities are presented broadly in order of liquidity. The assets and liabilities comprise both current amounts (expected to be recovered or settled within twelve months after the reporting date) and non-current amounts (expected to be recovered or settled more than twelve months after the reporting date). For those assets and liabilities that comprise both current and non-current amounts, information regarding the amount of the item that is expected to be outstanding longer than twelve months is included within the relevant note to the financial statements.

(i) Australian accounting standards issued but not yet effective

As at the date of this financial report, there are a number of new and revised accounting standards published by the Australian Accounting Standards Board for which the mandatory application dates fall after the end of this current reporting period. Of these, the following standards have been early adopted:

 AASB 2007-4 Amendments to Australian Accounting Standards arising from ED 151 and Other Amendments.
 The standard makes a number of amendments to a number of other accounting standards. The early adoption of this standard has no recognition or measurement impact.

The standards that have not been early adopted and that are relevant to current operations are:

- AASB 7 Financial Instruments: Disclosures mandatorily applicable for the first time to the 30 June 2008 financial report. This standard was issued in conjunction with AASB 2005-10 which makes a number of consequential amendments to other standards arising from the issue of AASB 7. The changes will impact only on annual financial report disclosures.
- AASB 8 Operating Segments mandatorily applicable for the first time to the 30 June 2010 financial report. The changes will impact only on financial report disclosures.

# Note 1. Summary of significant accounting policies (continued)

#### (ii) Changes in accounting policies

There have been no changes in accounting policies which have a material financial impact during the current financial year reporting period.

## (iii) Critical accounting estimates and judgements

There are not considered to be any accounting estimates and assumptions used, or judgements made, having a significant impact on the amounts recognised in the financial report (2006 – none).

#### (iv) Rounding

Amounts in this financial report have been rounded to the nearest thousand dollars, unless otherwise stated. The Company is the kind of company referred to in the class order 98/100 dated 10 July 1998 issued by the Australian Securities & Investments Commission. All rounding has been conducted in accordance with that class order.

# (c) Interest income

Interest income on the loan to a related body corporate and amounts with external parties is brought to account on an accruals basis.

#### (d) Reset exchangeable securities

RES were initially measured at fair value (which was equivalent to face value) less transaction costs incurred in issuing the securities, and have subsequently been carried at amortised cost using the effective interest method. Transaction costs are capitalised, presented together with the RES, and are amortised using the effective interest method over five years from the date of issue and disclosed as finance costs on the income statement. Interest expense on the RES is brought to account on an accruals basis and payable quarterly subject to the terms of issue.

#### (e) Taxation

#### (i) Income tax

Income tax on the result for the year comprises current and deferred tax. Income tax is recognised in profit or loss except to the extent that it relates to items recognised directly in equity, in which case it is recognised in equity.

Current tax expense is the expected tax payable on the taxable income for the year, using tax rates for each jurisdiction, and any adjustment to tax payable in respect of previous financial periods. Deferred tax expense is the change in deferred tax assets and liabilities between the reporting periods.

Deferred tax assets and liabilities are recognised using the balance sheet method for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes, except for particular circumstances when no deferred tax asset or liability is recognised.

The amount of deferred tax provided is based on the expected manner of realisation or settlement of the carrying amount of assets and liabilities, using tax rates enacted or substantively enacted at reporting date. Deferred tax assets are recognised only to the extent that it is probable that future taxable profits will be available against which the asset can be utilised.

# (ii) Tax consolidation

IAG and its Australian resident wholly owned subsidiaries adopted the tax consolidation legislation with effect from 1 July 2002 and are therefore taxed as a single entity from that date. IAG is the head entity within the tax-consolidated group.

Current tax expense/income and deferred tax assets and liabilities arising from temporary differences of the members of the tax-consolidated group are recognised in the separate financial statements of the members of the tax-consolidated group using the "separate taxpayer within group" approach by reference to the carrying amounts in the separate financial statements of each entity and the tax values applying under tax consolidation.

Any current tax liabilities (or assets) and deferred tax assets arising from unused tax losses of the subsidiaries are assumed by the head entity in the tax-consolidated group and are recognised as amounts receivable/(payable) from/(to) other entities in the tax-consolidated group in conjunction with any tax funding arrangement amounts (refer below). Any difference between these amounts is recognised by IAG as an equity contribution or distribution.

IAG recognises deferred tax assets arising from unused tax losses of the tax-consolidated group to the extent that it is probable that future taxable profits of the tax-consolidated group will be available against which the asset can be utilised.

Nature of tax funding arrangements and tax sharing arrangements

The head entity, in conjunction with members of the tax-consolidated group, has entered into a tax funding arrangement which sets out the funding obligations of members of the tax-consolidated group with respect to tax amounts. The tax funding arrangements require payments to/from the head entity equal to the current tax liability/(asset) assumed by the head entity and any tax loss deferred tax assets (associated with tax losses of the wholly-owned subsidiaries) assumed by the head entity. This results in the head entity recognising an intercompany receivable/(payable) equal in amount to the tax liability/ (asset) assumed. The intercompany amount receivable/(payable) is at call.

Contributions to fund the current tax liabilities are payable as per the tax funding arrangement and reflect the timing of the head entity's obligation to make payments for tax liabilities to the relevant tax authorities.

The head entity, in conjunction with members of the tax-consolidated group, has also entered into a tax sharing agreement. The tax sharing agreement provides for the determination of the allocation of income tax liabilities between the entities of the tax-consolidated group should the head entity default on its tax payment obligations. No amounts have been recognised in the financial statements in respect of this agreement as payment of any amounts under the tax sharing agreement is considered remote.

## (iii) New Zealand branch

The New Zealand branch of the Company is resident in New Zealand for tax purposes and is liable for all taxes on income generated in New Zealand. These liabilities or refunds are recognised by the New Zealand branch and disclosed as current tax liabilities or assets in the Company's balance sheet.

#### (iv) Goods and services tax

Revenue, expenses and assets are recognised net of the amount of goods and services tax (GST), except where the amount of GST incurred is not recoverable from the Australian Taxation Office (ATO). In these circumstances the GST is recognised as part of the cost of acquisition of the asset or as part of an item of expense.

Receivables and payables are stated inclusive of GST. The net amount of GST recoverable from, or payable to, the ATO is included as part of other receivables and payables on the balance sheet. Cash flows are included in the cash flow statement on a gross basis. The GST components of cash flows arising from investing and financing activities, which are recoverable from, or payable to, the ATO are classified as operating cash flows.

# (f) Derivatives

A variety of derivatives are used for the sole purpose of managing risk exposures. Derivatives are not held for speculative purposes.

Derivatives are initially recognised at fair value (generally the transaction price; the fair value of the consideration given or received) on the date a derivative contract is entered into and are subsequently remeasured to fair value at each reporting date. The fair value is determined by reference to current market quotes (current bid price for derivatives presented as assets and the current ask price for derivatives presented as liabilities) or generally accepted valuation principles. Movements in fair value are recognised as part of interest revenue in profit and loss. Transaction costs for purchases for derivatives are expensed as incurred and presented in the income statement as interest expense.

None of the derivatives are designated for hedge accounting. This matches the accounting for the derivatives with the accounting for the underlying borrowings.

Cross currency swaps – entered into to hedge foreign currency borrowings. Interest receipts and payments on the swaps are recognised in profit or loss on a daily basis over the term for which the swap is effective as a hedge of the underlying borrowing and are included within the interest expense on borrowings. Revaluation gains and losses are recognised in profit or loss against the revaluation losses and gains of the underlying hedged items.

## (g) Employee benefits

(i) Wages and salaries, annual leave and sick leave

Liabilities for wages and salaries (including bonuses), annual leave and sick leave are recognised at the nominal amounts unpaid at the reporting date using remuneration rates that are expected to be paid when these liabilities are settled, including on-costs. A liability for sick leave is considered to exist only when it is probable that sick leave taken in the future will be greater than entitlements that will accrue in the future.

# (h) Foreign currency

(i) Functional and presentation currency

Items included in the financial records are measured using the currency of the primary economic environment in which the entity operates (the functional currency). The financial statements are presented in Australian dollars, which is the functional and presentation currency.

(ii) Translation of foreign currency transactions

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies at reporting date, are translated to Australian dollars using reporting date exchange rates. Resulting exchange differences are recognised in profit or loss.

# (iii) Hedge transactions

Derivatives are used to hedge the foreign exchange risk relating to certain transactions. Refer to note  $\mathfrak{1}(f)$  for details of the relevant accounting policies.

| Note 2. Analysis of total expenses                | 2007<br>\$000 | 2006<br>\$000 |
|---|---------------|---------------|
| (a) Expenses as presented in the income statement |               |               |
| Interest expense                                  | 35,238        | 35,316        |
| Finance costs                                     | 2,369         | 2,428         |
| Unrealised foreign exchange (gains)/losses        | (1,161)       | 758           |
| Realised foreign exchange (gains)/losses          | 80            | 248           |
| Other administration expenses                     | 422           | 518           |
| Total expenses                                    | 36,948        | 39,268        |
| (b) Analysis of expenses by nature                |               |               |
| Interest expense                                  | 35,238        | 35,316        |
| Finance costs                                     | 2,369         | 2,428         |
| Unrealised foreign exchange (gains)/losses        | (1,161)       | 758           |
| Realised foreign exchange (gains)/losses          | 80            | 248           |
| Employee costs                                    | 106           | 208           |
| Share registry expenses                           | 182           | 169           |
| Consultant fees                                   | 16            | 33            |
| Audit fees  | 26            | 25            |
| Trustee fees                                      | 81            | 64            |
| Other administration costs                        | 11            | 19            |
| Total expenses                                    | 36,948        | 39,268        |
|   |               |               |
| Note 3. Remuneration of auditors                  | 2007<br>\$    | 2006<br>\$    |
| (a) Assurance services                            |               |               |
| Audit of the financial statements                 | 25,975        | 25,000        |
|   | 25,975        | 25,000        |

# Note 4. Segment reporting

The Company operates principally as a special purpose vehicle issuing RES in Australia. RES are listed on the ASX. The Company also generates income from providing treasury functions to IAG's New Zealand operations.

| Note 5. Income tax  | 2007<br>\$000 | 2006<br>\$000 |
|---|---------------|---------------|
| (a) Income tax expense Current tax Deferred tax asset   | 1,925<br>(5)  | 1,160<br>(3)  |
| Income tax expense  | 1,920         | 1,157         |
| (b) Income tax reconciliation  The income tax for the financial period differs from the amount calculated on the profit before income tax. The differences are reconciled as follows: |               |               |
| Profit for the year before income tax   | 6,347         | 3,187         |
| Income tax calculated at 30% (2006 – 30%)  Differences in tax rates relating to New Zealand branch's result which is  | 1,904         | 956           |
| calculated at 33%   | 190           | 95            |
| Other   | (174)         | 106           |
| Income tax (credit)/expense attributable to profit for the year before and after impact of tax consolidation  | 1,920         | 1,157         |

# Note 6. Reset exchangeable securities

| (a) Composition                         |         |         |
|---|---------|---------|
| 5,500,000 Reset exchangeable securities | 550,000 | 550,000 |
| Less: capitalised transaction costs     | (6,190) | (7,817) |
|   | 543,810 | 542,183 |

The carrying value of RES (gross, without deducting transaction costs) includes \$550,000,000 (2006 - \$550,000,000) which is expected to be settled after more than twelve months from reporting date.

| (b) Reconciliation of movements for the financial year |         |         |
|--|---------|---------|
| Balance at the beginning of the financial year         | 542,183 | 538,833 |
| Amortisation of capitalised transaction costs          | 2,369   | 2,428   |
| Foreign currency exchange differences                  | (742)   | 922     |
| Balance at the end of the financial year               | 543,810 | 542,183 |

# Note 6. Reset exchangeable securities (continued)

On 11 January 2005, the New Zealand branch of the Company issued 5,500,000 RES raising a total of \$550,000,000. The RES began trading on the ASX on 12 January 2005.

The gross proceeds of the issue were loaned to a related body corporate, IAG (NZ) Holdings Limited on commercial terms. This is disclosed as a loan to a related body corporate on the balance sheet and includes accrued interest.

RES holders are entitled to an interest payment, subject to the terms of issue, that is non-cumulative and based on a floating rate. The following quarterly interest payment on the RES was made during the financial year ended 30 June 2007:

| Payment date      | Amount per RES | Interest rate     |
|-------------------|----------------|-------------------|
| 15 September 2006 | \$1.2639       | 5.0143% per annum |
| 15 December 2006  | \$1.2941       | 5.1905% per annum |
| 15 March 2007     | \$1.3118       | 5.3200% per annum |
| 15 June 2007      | \$1.3359       | 5.3002% per annum |

The next quarterly interest payment, which is expected to be \$1.3725 per RES (5.3293% per annum), is due for payment on 17 September 2007. These interest payments are expected to be fully franked.

The Company's obligations to RES holders are secured by a portfolio of high quality, short-dated, fixed interest securities (Portfolio). This Portfolio is held by a special purpose related body corporate, IAG Portfolio Limited. The Portfolio was funded by a loan from Insurance Australia Limited, a related body corporate, to IAG Portfolio Limited. At 30 June 2007, the net market value of the Portfolio was \$551,490,000 (2006 – \$551,356,000).

Interest payments on RES will depend on the performance of the Portfolio. An interest payment may not be paid in full if the total income from the Portfolio is less than the interest payment on RES. An interest payment may not be made at all if IAG does not have sufficient profits equal to or greater than the interest payment on RES and has not paid a dividend on any of its classes of capital in the preceding 12 months.

RES redemption amount will depend on the performance and creditworthiness of the Portfolio. IAG may, at any time, exercise its right to exchange some or all RES for preference shares issued by IAG.

The Company may change some of the terms of the RES or redeem or convert some or all RES on a reset date. The first reset date is 15 March 2010 after which the reset dates are expected to be every 5 years. RES holders can request redemption of some or all of their RES under certain circumstances.

#### Note 7. Dividends

|                     |              | Total Amount |              |
|---------------------|--------------|--------------|--------------|
| (a) Ordinary shares | \$ per share | \$000        | Payment Date |
| 2007 dividend       | 800,000      | 800          | 26 June 2007 |

There are presently no restrictions on the payment of dividends by the Company other than the payment of dividends generally being limited to profits subject to ongoing solvency obligations.

# (b) Dividend not recognised at reporting date

In addition to the above dividend, the following dividend was declared after the reporting date but before finalisation of this financial report and has not been recognised in this financial report.

| 2007 dividend | 1,500,000 | 1,500 | 15 Sept 2007 |
|---------------|-----------|-------|--------------|
|---------------|-----------|-------|--------------|

# Note 8. Share capital

As at reporting date there was 1 ordinary share on issue (2006 - 1). The ordinary share is fully paid. The ordinary share entitles the holder to a vote at a general meeting of the Company and participate in the dividends and the proceeds on winding up the Company.

| Note 9. Notes to the cash flow statement | 2007<br>\$000 | 2006<br>\$000 |
|--|---------------|---------------|
| (a) Composition                          |               |               |
| Cash and cash equivalents                | 654           | 761           |

Cash and cash equivalents represent cash on hand and held with banks, deposits at call and money market investments readily convertible to cash within two working days, net of any bank overdraft. The net carrying amount of cash and cash equivalents is equivalent to the fair value of the assets because of the negligible credit risk and frequent repricing. There are no cash balances held that are not available for use in normal operations.

The carrying amount of the cash and cash equivalents presented on the balance sheet is the same as that used for the purposes of the cash flow statements.

#### (b) Reconciliation of profit for the year to net cash flows from operating activities

| Net cash flows from operating activities          | 5,388   | 5,457 |
|---|---------|-------|
| Employee benefits provision                       | 5       | 4     |
| Payables to related bodies corporate              | 386     | (159) |
| Interest payable on reset exchangeable securities | (327)   | 66    |
| Trade and other payables                          | (29)    | (22)  |
| Increase/(decrease) in operating liabilities:     |         |       |
| Deferred tax assets                               | (2)     | (2)   |
| Current tax assets                                | 37      | 2     |
| Interest receivable from a related body corporate | (397)   | 104   |
| Decrease/(increase) in operating assets:          |         |       |
| Amortisation of capitalised transaction costs     | 2,369   | 2,428 |
| Net foreign exchange (gains)/losses               | (1,081) | 1,006 |
| ,   | ,       | ,     |
| Profit for the year                               | 4,427   | 2,030 |

# (c) Significant non-cash transactions relating to financing and investing transactions

There were no financing or investing transactions during the year which have had a material effect on the assets and liabilities that did not involve cash flows.

# Note 10. Employee benefits

# (a) Employee benefits provision

| Annual leave and performance bonus | 17 | 12 |
|------------------------------------|----|----|

# (b) Employee numbers

The New Zealand branch of the Company had 1 employee on full-time equivalent basis at 30 June 2007 (2006 – 1).

## **Note 11. Contingencies**

In respect of the issue of RES:

- (a) IAG Portfolio Limited, a wholly-owned subsidiary of IAG, has granted to Permanent Trustee Company Limited (Trustee) a mortgage over IAG Portfolio Limited's Portfolio and a floating charge over its rights, property and undertaking as a security to the RES holders.
- (b) To safeguard the interests of RES holders, the Company has granted the Trustee of the RES, a fixed charge over its rights, title and interest in the payments to it under the Portfolio Management Agreement and certain intra group receivables.
- (c) Insurance Australia Limited has put in place an interest rate floor with IAG Portfolio Limited in the event the bank bill rate applicable to the calculation of the interest rate payable on the RES falls below the "floor" rate of 2.80% per annum. This will enable IAG Portfolio Limited to generate sufficient income to allow the Company to make part or full interest payments on the RES.

# **Note 11. Contingencies (continued)**

- (d) In the event of an interest payment on the RES being unfranked, IAG must pay an amount into IAG Portfolio Limited to fund a gross-up of the interest payment on the RES.
- (e) IAG may exchange some or all of the RES for preference shares issued by IAG at any time.
- (f) The Company may, in relation to the RES, change their terms, redeem them for cash or convert them into ordinary shares issued by IAG on any reset date. The next reset date is 15 March 2010.
- (g) The Company may, in relation to the RES, redeem them for cash or convert them into ordinary shares issued by IAG, if a tax event, regulatory event or acquisition event, as defined in the RES terms, occurs.
- (h) RES holders may redeem the RES on any reset date or if a trigger event, as defined in the RES terms, occurs.
- (i) IAG has an obligation to pay all costs, charges and expenses in managing the Portfolio including the Trustee and custodian.
- (j) IAG and other members of the IAG Group may be entitled to any surplus in the Portfolio from excess income from the Portfolio after the payment of aggregate interest payments on the RES or from excess net assets of the Portfolio after the payment of aggregate redemption amounts on the RES.

# Note 12. Related party disclosures

# (a) Controlling entity

The ultimate parent entity is IAG. There were no transactions with the ultimate parent entity during the year (2006 – none).

# (b) Related parties within the IAG Group

(i) Transaction during the year

Aggregate amounts included in the determination of profit before income tax for the year that resulted from transactions with other related parties within the IAG Group were as follows:

|   | 2007   | 2006   |
|---|--------|--------|
| Income:   | \$000  | \$000  |
| Interest income received or receivable from IAG (NZ) Holdings Limited | 43,175 | 42,248 |
| Service fee received or receivable from IAG New Zealand Limited       | 55     | 58     |
| Service fee received or receivable from IAG (NZ) Holdings Limited     | 18     | 17     |
| Expenses:   |        |        |
| Interest expense paid or payable to Insurance Australia Limited       | 7,133  | 8,726  |

#### (ii) Balances outstanding at reporting date

Aggregate amounts receivable from, and payable to, other related parties within the IAG Group at reporting date were as follows:

| Receivables:                                     |         |         |
|--|---------|---------|
| Loan receivable from IAG (NZ) Holdings Limited   | 548,783 | 494,752 |
| Loan receivable from Insurance Australia Limited | 3,347   | 56,981  |
| Payables:  |         |         |
| Amounts payable to Insurance Australia Limited   | 421     | 35      |
| Loans payable to Insurance Australia Limited     | 454     | 5,704   |

# (c) Key management personnel

# (i) Details of compensation

Key management personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the entity, directly or indirectly, including any director (whether executive or otherwise) of that entity. It is important to note that the Company's Non-executive Directors are specifically required to be included as key management personnel. However, the Non-executive Directors do not consider that they are part of "management".

During the financial year, the following persons, being all Directors of the Company, were identified as key management personnel:

Mr JA Strong, Mr RA Ross, Mr MJ Hawker, Mr G Venardos and Mr MDE Woods.

They were in office for the whole financial year, unless otherwise stated.

The aggregate compensation of the key management personnel is set out below:

|                              | 2007<br>\$ | 2006<br>\$ |
|------------------------------|------------|------------|
| Short-term employee benefits | 83,557     | 84,155     |
| Post-employment benefits     | 7,573      | 7,718      |
| Other long-term benefits     | 1,151      | 1,103      |
| Termination benefits         | -          | -          |
| Share-based payments         | 31,769     | 25,758     |
|                              | 124,050    | 118,734    |

The key management personnel receive no compensation specifically in relation to the management of the Company. The compensation disclosed in the table above represented the key management personnel's estimated compensation received from the IAG Group in relation to their involvement in the activities with the Company.

#### (ii) Interest in securities

As at reporting date, the relevant interest of each key management personnel in shares, options and other securities over shares in or debentures of the Company and IAG were as follows:

| Director      | Reset<br>exchangeable<br>securities <sup>1</sup> | Ordinary<br>shares <sup>2</sup> | Performance<br>award rights<br>and Deferred<br>award rights <sup>2</sup> | Reset preference shares <sup>2</sup> |
|---------------|--|---------------------------------|--|--------------------------------------|
| Mr JA Strong  | -  | 294,927                         | -  | -                                    |
| Mr RA Ross    | -  | 177,308                         | -  | -                                    |
| Mr MJ Hawker  | 1,000  | 1,438,122                       | 2,069,500  | -                                    |
| Mr G Venardos | -  | 136,671                         | 437,178  | -                                    |
| Mr MDE Woods  | 1,400  | 120,815                         | 169,639  | 500                                  |

<sup>&</sup>lt;sup>1</sup> These securities have been issued by the Company. The number disclosed includes securities directly held and indirectly held by the Directors' related parties, inclusive of domestic partner, dependents and entities controlled, jointly controlled or significantly influenced by the Directors. There was no movement in RES held by the Directors for the year ended 30 June 2007 (2006 – no movement).

# (d) Other transactions

Insurance products provided by the IAG Group are also available to all Directors on the same terms and conditions available to other employees.

These securities have been issued by IAG, the ultimate parent entity, or provide a right over shares in IAG. The number disclosed includes securities directly held and indirectly held by the Directors' related parties, inclusive of domestic partner, dependents and entities controlled, jointly controlled or significantly influenced by the Directors.

# Note 13. Financial risk management

The Company is exposed to interest rate risk, exchange rate risk, credit risk and liquidity risk from its business.

## (a) Market risk

# (i) Interest rate risk

The Company's exposure to interest rate risk arises from its reset exchangeable securities and the interest-bearing loans with related bodies corporate.

The exposure to interest rate risk and the weighted average effective interest rates on the interest-bearing financial assets and liabilities of the Company are summarised in the table below. Where assets and liabilities on the balance sheet include both interest-bearing and non-interest-bearing amounts, they are included as interest-bearing assets and liabilities for the purposes of this note. All other assets and liabilities disclosed on the balance sheet are non-interest bearing.

|                                |                                       | Fixed inte                    | rest rate ma                     | turing in                        |                                      |                |  |
|--------------------------------|---------------------------------------|-------------------------------|----------------------------------|----------------------------------|--------------------------------------|----------------|--|
|                                | Floating<br>interest<br>rate<br>\$000 | 1 year<br>or<br>less<br>\$000 | Over<br>1 to 5<br>years<br>\$000 | More<br>than 5<br>years<br>\$000 | Non-<br>interest<br>bearing<br>\$000 | Total<br>\$000 | Weighted<br>average<br>interest<br>rate<br>% |
| 2007                           |                                       |                               |                                  |                                  |                                      |                |  |
| Financial assets               |                                       |                               |                                  |                                  |                                      |                |  |
| Cash and cash equivalents      | 654                                   | -                             | -                                | -                                | -                                    | 654            | 6.43   |
| Loans to                       |                                       |                               |                                  |                                  |                                      |                |  |
| related bodies corporate       | -                                     | 552,130                       | -                                | -                                | -                                    | 552,130        | 8.89   |
| Financial liabilities          |                                       |                               |                                  |                                  |                                      |                |  |
| Loans from                     |                                       |                               |                                  |                                  |                                      |                |  |
| related bodies corporate       | -                                     | -                             | -                                | -                                | (454)                                | (454)          | -  |
| Reset exchangeable securities  | -                                     | (550,000)                     | -                                | -                                | 6,190                                | (543,810)      | 5.33   |
| Net                            |                                       |                               |                                  |                                  |                                      |                |  |
| financial assets/(liabilities) | 654                                   | 2,130                         | -                                | -                                | 5,736                                | 8,520          | _  |
| 2006                           |                                       |                               |                                  |                                  |                                      |                |  |
| Financial assets               |                                       |                               |                                  |                                  |                                      |                |  |
| Cash and cash equivalents      | 761                                   | -                             | -                                | -                                | -                                    | 761            | 6.00   |
| Loans to                       |                                       |                               |                                  |                                  |                                      |                |  |
| related bodies corporate       | -                                     | 551,733                       | -                                | -                                | -                                    | 551,733        | 8.03   |
| Financial liabilities          |                                       |                               |                                  |                                  |                                      |                |  |
| Loans from                     |                                       |                               |                                  |                                  |                                      |                |  |
| related bodies corporate       | -                                     | (5,704)                       | -                                | -                                | -                                    | (5,704)        | 6.51   |
| Reset exchangeable securities  | -                                     | (550,000)                     | -                                | -                                | 7,817                                | (542,183)      | 5.01   |
| Net                            |                                       |                               |                                  |                                  |                                      |                | _  |
| financial assets/(liabilities) | 761                                   | (3,971)                       | -                                | -                                | 7,817                                | 4,607          | _  |

The interest rates applicable to the interest-bearing financial assets and liabilities in the table above are reset on quarterly basis.

|   | 2007<br>\$000    | 2006<br>\$000    |
|---|------------------|------------------|
| Reconciliation of net financial assets to net assets            |                  |                  |
| Net financial assets/(liabilities)  - Interest-bearing  - Other | 8,520<br>(1,739) | 4,607<br>(1,493) |
| Net non-financial assets  | 154              | 194              |
| Net assets  | 6,935            | 3,308            |

#### (b) Fair value of financial instruments

The carrying amount on the balance sheet of all financial instruments is either the fair value of the assets and liabilities or a reasonable approximation of the fair value of the assets and liabilities.

#### (c) Exchange rate risk

The Company has entered into a cross currency swap with a related body corporate, Insurance Australia Limited, in order to hedge the exchange rate exposure arising from providing a New Zealand dollar loan to a related body corporate, IAG (NZ) Holdings Limited, from the Australian dollar proceeds of the issue of the RES. Hedge accounting is not applied to this transaction. The swap has no maturity date, but will terminate when the RES are redeemed, converted or exchanged. Over the term of the swap, the Company will receive Australian dollar payments equal to the interest payable on the RES and will pay interest at the variable rate of the New Zealand three month bank bill mid market settlement rate less a margin on a principal amount of NZ\$600 million. On termination of the swap, the Company will repay the principal amount of NZ\$600 million based on the original spot exchange rate at inception.

# (d) Credit risk

Credit risk is the risk of loss from a counterparty failing to meet their financial obligations. The credit risk exposures of the Company are in respect of the non-repayment of receivables and loans with related parties and the amounts are as indicated by the carrying amount of the financial assets. The Company complies with the credit risk management policies of the IAG Group. The policies outline the framework and procedures in place to ensure an adequate and appropriate level of monitoring and management of credit quality.

# (e) Liquidity risk

Liquidity risk is concerned with the risk that sufficient cash resources will not be available to meet payment obligations as they become due (without incurring significant additional costs). The liquidity position is derived from operating cashflows and access to liquidity through related body corporates. The Company complies with the liquidity risk management policies of the IAG Group. The policies outline the framework and procedures in place to ensure an adequate and appropriate level of monitoring and management of liquidity.

# **NOTE 14: NET TANGIBLE ASSETS**

| Net tangible asset per ordinary share | 6,935 | 3,308 |
|---------------------------------------|-------|-------|
|                                       | -,    | -,    |

## Note 15. Events subsequent to reporting date

As the following transactions occurred after reporting date and did not relate to conditions existing at reporting date, no account has been taken of them in the financial statements for the year ended 30 June 2007.

#### **Declaration of dividend**

On 21 August 2007, a dividend of \$1,500,000 per share was declared by the Company. The dividend will be paid on 15 September 2007.

# DIRECTORS' DECLARATION & INDEPENDENT AUDITOR'S REPORT

# **Directors' Declaration**

In the opinion of the Directors of IAG Finance (New Zealand) Limited:

- (a) the financial statements and notes 1 to 15, including the remuneration disclosures that are contained in the Remuneration Report in sections A to B of the Directors' report, are in accordance with the *Corporations Act 2001* including:
  - (i) giving a true and fair view of the financial position of the Company as at 30 June 2007 and of its performance, as represented by the results of its operations and its cash flows, for the year ended on that date; and
  - (ii) complying with Australian Accounting Standards (including Australian Interpretations) and the Corporations Regulations 2001; and
- (b) the remuneration disclosures that are contained in the Remuneration Report in sections A to B of the Directors' report comply with Australian Accounting Standard AASB 124 Related Party Disclosures; and
- (c) there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

The Directors have been given the declaration required by Section 295A of the *Corporations Act 2001* from the chief executive officer and chief financial officer for the financial year ended 30 June 2007.

Signed at Sydney this 21st day of August 2007 in accordance with a resolution of the Directors.

Rowan Ross

Director

# **Independent Auditor's Report**

# To the equity holder of IAG Finance (New Zealand) Limited

Report on the financial report and AASB124 remuneration disclosures contained in the director's report

We have audited the accompanying financial report of IAG Finance (New Zealand) Limited (the Company), which comprises the balance sheet as at 30 June 2007, and the income statement, the statement of changes in equity and the cash flow statement for the year ended on that date, a summary of significant accounting policies and other explanatory notes 1 to 15 and the directors' declaration.

As permitted by the *Corporations Regulations 2001*, the Company has disclosed information about the remuneration of directors and executives (remuneration disclosures), required by Australian Accounting Standard AASB 124 *Related Party Disclosures*, under the heading "Remuneration Report – sections A to B" in the directors' report and not in the financial report. We have audited these remuneration disclosures.

# Directors' responsibility for the financial report and AASB124 remuneration disclosures contained in the director's report

The directors of the Company are responsible for the preparation and fair presentation of the financial report in accordance with Australian Accounting Standards (including Australian Interpretations) and the *Corporations Act 2001*. This responsibility includes establishing and maintaining internal control relevant to the preparation and fair presentation of the financial report that is free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances. In note 1(a), the directors also state, in accordance with Australian Accounting Standard AASB 101 *Presentation of Financial Statements*, that the financial report, comprising the financial statements and notes, complies with International Financial Reporting Standards.

The directors of the Company are also responsible for the remuneration disclosures contained in the director's report.



#### Auditor's responsibility

Our responsibility is to express an opinion on the financial report based on our audit. We conducted our audit in accordance with Australian Auditing Standards. These Auditing Standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free from material misstatement. Our responsibility is also to express an opinion on the remuneration disclosures contained in the directors' report based on our audit.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report and the remuneration disclosures contained in the directors' report. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial report and the remuneration disclosures contained in the directors' report, whether due to fraud or error. In making those risk assessments, the auditor considers internal controls relevant to the entity's preparation and fair presentation of the financial report and the remuneration disclosures contained in the directors' report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal controls. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial report and the remuneration disclosures contained in the directors' report.

We performed the procedures to assess whether in all material respects the financial report presents fairly, in accordance with the *Corporations Act 2001* and Australian Accounting Standards (including Australian Interpretations), a view which is consistent with our understanding of the Company's financial position and of its performance and whether the remuneration disclosures are in accordance with Australian Accounting Standard AASB 124.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

# Audit's opinion on the financial report

In our opinion:

- a) the financial report of IAG Finance (New Zealand) Limited is in accordance with the Corporations Act 2001, including:
  - (i) giving a true and fair view of the Company's financial position as at 30 June 2007 and of its performance for the financial year ended on that date; and
  - (ii) complying with Australian Accounting Standards (including Australian Interpretations) and the Corporations Regulations 2001.
- (b) the financial report also complies with International Financial Reporting Standards as disclosed in note 1(a).

# Auditor's opinion on AASB 124 remuneration disclosures contained in the directors' report

In our opinion the remuneration disclosures that are contained in sections A to B of the Remuneration Report in the directors' report comply with Australian Accounting Standard AASB 124 *Related Party Disclosures*.

KANG

**KPMG** 

Brian Greig
Partner

Sydney

21 August 2007

You can access information about RES including Portfolio value, interest payments and current ASX releases at www.iag.com.au/shareholder/res/index.shtml.

# **Code on Australian Securities Exchange**

RES are listed on the ASX under the code IANG.

# **RES Holder Registry**

All Registry functions are performed by Computershare Investor Services Pty Limited who can be contacted on:

Telephone: 1300 360 688

Email: iag@computershare.com.au

Fax: (03) 9473 2470

Postal address: Computershare Investor Services Pty Limited

GPO Box 2715 Melbourne VIC 8060

#### **Portfolio Value**

The value of the RES Portfolio as at 30 June 2007 was \$551,490,000. This value is updated monthly at www.iag.com.au/shareholder/res/index.shtml.

#### **Interest Payments**

| Period End | \$ per Security | Ex Date  | Record Date | Payment Date | Franking Level | Franking Credit |
|------------|-----------------|----------|-------------|--------------|----------------|-----------------|
| 14/09/06   | \$1.2639        | 01/09/06 | 07/09/06    | 15/09/06     | 100%           | 30%             |
| 14/12/06   | \$1.2941        | 01/12/06 | 07/12/06    | 15/12/06     | 100%           | 30%             |
| 14/03/07   | \$1.3118        | 01/03/07 | 07/03/07    | 15/03/07     | 100%           | 30%             |
| 14/06/07   | \$1.3359        | 01/06/07 | 07/06/07    | 15/06/07     | 100%           | 30%             |
| 16/09/07   | \$1.3725*       | 04/09/07 | 10/09/07    | 17/09/07     | 100%**         | 30%**           |

<sup>\*</sup> The interest payment is subject to the interest payment tests set out in the RES terms.

## **Interest Payments**

Until the first reset date which is 15 March 2010, RES holders are entitled, subject to the RES terms, to receive quarterly interest payments based on a margin of 1.2% per annum above the 90-day Bank Bill Rate and adjusted for the value of attached franking credits. The interest payments are expected to be fully franked. The interest rate for the current interest period, from 15 June 2007 to 16 September 2007 is 5.3293% per annum.

# **Annual Report**

Recent amendments to the *Corporations Act 2001* have changed the obligations of companies regarding the provision of annual reports. The default option for receiving your annual report has changed from a printed version to be via IAG's website.

If you do not wish to receive a copy of the Annual Report in the mail, then you do not need to do anything. You will be able to access your Annual Report at www.iag.com.au/shareholder/res/index.shtml. Alternatively you may elect to receive email notification when the Annual Report is available online or receive the document by mail.

Please refer to the enclosed form to make your selection.

#### **Annual General Meeting**

The Company is not required, and does not intend, to hold an Annual General Meeting.

#### **Voting**

RES holders have no rights in the Company and no voting rights in IAG unless RES are exchanged or converted into shares issued by IAG.

<sup>\*\*</sup> Expected franking level and franking credit.

# INFORMATION ON RES HOLDINGS

| Twenty Largest RES holders as at 17 August 2  | Units                                     | % of Issued Capital |                 |
|---|---|---------------------|-----------------|
| P Morgan Nominees Australia Limited   |   | 756,688             | 13.76           |
| JBS Wealth Management Australia Nominees  | 319,067                                   | 5.80                |                 |
| National Nominees Limited   |   | 154,377             | 2.81            |
| Citicorp Nominees Pty Limited   |   | 142,774             | 2.59            |
| ANZ Nominees Limited < Cash Income A/C>   |   | 142,742             | 2.59            |
| HSBC Custody Nominees (Australia) Limited   |   | 134,681             | 2.45            |
| Citicorp Nominees Pty Limited < CFSIL CWLTH   | H SPEC 5 A/C>                             | 81,220              | 1.48            |
| Suncorp Custodian Services Pty Limited <af< td=""><td>Γ&gt;</td><td>69,344</td><td>1.26</td></af<>  | Γ>  | 69,344              | 1.26            |
| RBC Dexia Investor Services Australia Nomine  | ees Pty Limited <mlci a="" c=""></mlci>   | 68,673              | 1.25            |
| RBC Dexia Investor Services Australia Nomine  | ees Pty Limited <gsjbw a="" c=""></gsjbw> | 67,565              | 1.23            |
| UCA Cash Management Fund Ltd  |   | 57,186              | 1.04            |
| Suncorp Custodian Services Pty Limited <ac< td=""><td>T&gt;</td><td>52,845</td><td>0.96</td></ac<>  | T>  | 52,845              | 0.96            |
| Cogent Nominees Pty Limited   |   | 50,000              | 0.91            |
| Cryton Investments No 9 Pty Ltd < Garner Nu   | mber 1 A/C>                               | 48,000              | 0.87            |
| SR Consolidated Pty Ltd   |   | 30,300              | 0.55            |
| Perpetual Trustees Consolidated Limited < Alli  | ance A/C>                                 | 28,344              | 0.52            |
| Argo Investments Limited  | 25,000                                    | 0.45                |                 |
| Fortis Clearing Nominees P/L <settlement 9<="" a="" td=""><td>22,415</td><td>0.41</td></settlement> | 22,415                                    | 0.41                |                 |
| Australian Executor Trustees Limited < No 1 A   | 22,325                                    | 0.41                |                 |
| The Australian National University  |   | 20,000              | 0.36            |
| Total for Top Twenty  |   | 2,293,546           | 41.70           |
| Range of holders as at 17 August 2007   | No. of holders                            | No. of RES          | % of RES Issued |
| 1- 1,000  | 5,908                                     | 1,835,170           | 33.37           |
| 1,001 - 5000  | 395                                       | 862,491             | 15.68           |
| 5,001 - 10,000  | 38  | 287,776             | 5.23            |
| 10,001 - 100000   | 29  | 864,234             | 15.71           |
| 100,001 - over  | 6   | 1,650,329           | 30.01           |
| Total   | 6,376                                     | 5,500,000           | 100.00          |
| Securityholders with less than a marketable   |   |                     |                 |
| parcel of 5 securities as at 17 August 2007   | 1   | 5                   |                 |



# **DIRECTORY**

# **Company and Registered Office**

IAG Finance (New Zealand) Limited (ABN 97 111 268 243) Level 26, 388 George Street Sydney NSW 2000

Telephone (02) 9292 9222 Fax (02) 9292 8072 Website www.iag.com.au/shareholder/res/index.shtml

# **NZ Branch and Issuer**

IAG Finance (New Zealand) Limited IAG House Level 10, 151 Queen Street Auckland, New Zealand

# **Company Secretary**

Glenn Revell BCom, MBus, FCPA, FCIS, GAICD

