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9 August 2006

Commonwealth Bank of Australia ACN 123123124 PRESENTATION OF FULL YEAR RESULTS For 30 June 2006

## Disclaimer

The material that follows is a presentation of general background information about the Bank's activities current at the date of the presentation, 9 August 2006. It is information given in summary form and does not purport to be complete. It is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. These should be considered, with or without professional advice when deciding if an investment is appropriate.

## Agenda

Full Year Results - Ralph Norris

- Highlights
- Outlook
- Full Year Results - Gary Thursby

Questions

## Notes

## Highlights

- Very good result - Cash NPAT of $\$ 4,053$ million
- Good volume growth across the business
- Focus on profitable growth
- Successful delivery of WnB and good progress on new strategic initiatives


## Other Key Information

## Cash NPAT excluding Hong Kong

| (\$m) | Jun 06 | Dec 05 | Jun 05 |
| :--- | ---: | ---: | ---: |
| Cash NPAT | 1,992 | 2,061 | 1,759 |
| Less: Profit on sale of Hong Kong | 0 | $(145)$ | 0 |
| Cash NPAT (excl HK sale) | 1,992 | 1,916 | 1,759 |

## Some overall Bank indicators

|  | Jun 06 | Dec 05 | Jun 05 | Dec 04 | Jun 04 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Number of branches | 1,005 | 1,007 | 1,006 | 1,011 | 1,012 |
| Weighted av. No. of shares (cash) | $1,285 \mathrm{~m}$ | $1,281 \mathrm{~m}$ | $1,273 \mathrm{~m}$ | $1,265 \mathrm{~m}$ | $1,255 \mathrm{~m}$ |
| Net tangible assets per share (\$) | 9.42 | 8.99 | 8.54 | 7.98 | 12.22 |
| Risk weighted assets (\$m) | 216,438 | 202,667 | 189,559 | 180,674 | 169,321 |

## Notes

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## Highlights

|  | 6 months |  | 12 months |
| :---: | :---: | :---: | :---: |
|  | Jun 06 | Jun 06 vs Dec 05 | Jun 06 vs Jun 05 |
| Cash NPAT (excl HK) | 3,908 | - $4 \%$ | - $12 \%$ |
| Cash EPS (excl HK) | 304.6 | 1 4\% | 1 15\% |
| Dividend | 224 | - | - 14\% |
| Return on Equity - Cash (excl HK) | 20.6\% | 1 70 bpts | ^180 bpts |
| Gross impaired assets / RWA | 0.15\% | - 5 bpts | , 5 bpts |

## Notes

## Good full year result


$\underset{264.8}{\text { Cash EPS }} \longrightarrow \uparrow 15 \% \longrightarrow \begin{gathered}\text { Cash EPS } \\ 304.6\end{gathered}$

## Other Key Information

## Notes

- The payout ratio (cash basis) is calculated according to the following criteria:

Payout ratio $=$
DPS (in \$) x number of shares (end of period)
Cash NPAT
i.e. $\frac{2.24 \times 1,283}{4,053}=71 \%$

* Payout ratio excluding HK sale $=74 \%$


## Highlights - dividend

Dividend (cents per share)


## Other Key Information

| Banking |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Home loans | $18.8 \%$ | $18.8 \%$ | $19.0 \%$ | $18.9 \%$ | $18.9 \%$ |
| Credit cards | $20.5 \%$ | $21.4 \%$ | $22.8 \%$ | $22.8 \%$ | $22.7 \%$ |
| Retail deposits | $22.2 \%$ | $22.9 \%$ | $23.0 \%$ | $23.6 \%$ | $23.7 \%$ |
| Personal lending $^{(1)}$ | $16.1 \%$ | $16.0 \%$ | $16.7 \%$ | $16.7 \%$ | $15.0 \%$ |
| Business lending ${ }^{(2)}$ | $13.1 \%$ | $13.5 \%$ | $13.2 \%$ | $13.6 \%$ | $13.7 \%$ |
| Transaction services (corporate) | $22.4 \%$ | $22.1 \%$ | $22.1 \%$ | $21.4 \%$ | $20.9 \%$ |
| Transaction services (commercial) | $23.9 \%$ | $25.1 \%$ | $24.8 \%$ | $24.4 \%$ | $24.4 \%$ |
| Asset finance | $14.5 \%$ | $15.1 \%$ | $15.4 \%$ | $16.5 \%$ | $16.0 \%$ |
| NZ lending (housing) | $23.1 \%$ | $23.2 \%$ | $23.0 \%$ | $22.7 \%$ | $22.7 \%$ |
| NZ deposits | $20.3 \%$ | $19.9 \%$ | $19.5 \%$ | $18.8 \%$ | $17.5 \%$ |
| Funds Management |  |  |  |  |  |
| Aust retail administrator view ${ }^{(3)}$ | $15.7 \%$ | $14.6 \%$ | $14.5 \%$ | $14.8 \%$ | $14.2 \%$ |
| NZ Managed investments | $15.0 \%$ | $15.0 \%$ | $15.2 \%$ | $15.1 \%$ | $\mathrm{~N} / \mathrm{A}$ |
| Insurance |  |  |  |  |  |
| Aus. Life insurance (total risk) | $13.5 \%$ | $13.5 \%$ | $13.8 \%$ | $13.8 \%$ | $14.8 \%$ |
| NZ Life insurance | $31.1 \%$ | $30.9 \%$ | $30.7 \%$ | $30.3 \%$ | $27.5 \%$ |

(1) APRA personal lending published data began in March 2004
(2) APRA definition was restated in 2004
(3) Note: Under the Administrator view, badged or whitelabelled products are attributed to the underlying administrator of the product. The alternative Marketer view attributes such bisiness to the marketer of the product

## Highlights - market position

|  | Jun 06 | Dec 05 |  |
| :--- | :---: | :---: | :---: |
| Home Loans | $\checkmark$ | $\mathbf{1 8 . 8 \%}$ | $18.8 \%$ |
| Personal Lending | $\checkmark$ | $16.1 \%$ | $16.0 \%$ |
| Credit Cards | $\times$ | $20.5 \%$ | $21.4 \%$ |
| Retail Deposits | $\times$ | $22.2 \%$ | $22.9 \%$ |
| NZ Lending | $\times$ | $23.1 \%$ | $23.2 \%$ |
| NZ Deposits | $\checkmark$ | $20.3 \%$ | $19.9 \%$ |
| Business Lending | $\times$ | $13.1 \%$ | $13.5 \%$ |
| Transaction Services (corporate) | $\checkmark$ | $22.4 \%$ | $22.1 \%$ |
| Transaction Services (commercial) | $\times$ | $23.9 \%$ | $25.1 \%$ |
| Equities Trading (CommSec) | $\checkmark$ | $4.3 \%$ | $4.3 \%$ |
| Funds Mgt. - Aust. Retail | $\checkmark$ | $15.7 \%$ | $14.6 \%$ |
| Aust.Life Insurance (total risk) | $\checkmark$ | $13.5 \%$ | $13.5 \%$ |

## Notes

## Which New Bank - A Success

- Technology transformation
- Delivered ahead of schedule
- Within budget
- Financial and Productivity

|  | Target | Outcome |
| :--- | :---: | :---: |
| Financial Benefit | $\$ 900 \mathrm{~m}$ | $\$ 1,044 \mathrm{~m}$ |
| EPS Growth - CAGR | $10 \% *$ | $14 \%$ |
| Banking | $48 \%$ | $47.1 \%$ |
| Funds Management | $0.74 \%$ | $0.74 \%$ |
| Insurance | $42 \%$ | $36.7 \%$ |

- Customer Satisfaction
- Targets not yet achieved

But

- Customer complaints down 22\% since Dec '05
- June '06 complaints down 40\% on June '05
* Number revised to 12\% during program

All numbers on an AGAAP equivalent basis

## Notes

## CEO Priorities \& Measures

- Customer Service
- Business Banking
- Technology \& Operational Excellence
- Trust \& Team Spirit

Superior operating and financial results
Australia's finest financial services organisation

## Notes

## Customer Service

- Roll out of Sales and Service programme (SUCCESS) well underway
- Increased resourcing in customer facing roles
- Launch of new competitive products and Saturday trading
- Some leading indicators showing positive trends
- Internal measurements will track and measure customer advocacy scores
- Management KPIs linked to customer satisfaction scores


## Notes

## Business Banking

- Management and structural changes better align business with customer needs
- Business bankers back into the branches
- CommSee for Business roll out now complete
- Commbiz being rolled out to key customers over next 3 months
- Range of metrics being measured including customer satisfaction (advocacy scores), market share and profitability


## Notes

## Technology \& Operational Excellence

- Appointment of new IT Head to lead Group wide Technology
- Successful renegotiation of EPS component of EDS contract
- Re direct spend from operational to value creation initiatives
- New corporate services function to drive bank-wide cost management culture
- Objective is to move underlying IT/CBA Opex ratio to world class benchmark levels over next 3 years


## Notes

## Trust \& Team Spirit

- Recent management changes strengthen the leadership team while building greater collaboration across the Group
- Focus on developing people through investment in talent and training
- Introduction of a number of initiatives for our people
- Continuing measurement of progress using internal engagement surveys
- Greater focus on the Bank's support for the wider community


## Notes

## 2007 outlook

- Good result with earnings momentum going into new fiscal year
- Continuing real progress made with strategic initiatives
- Mainly positive outlook for the domestic economy
- Competitive environment for financial services
- Confident in our ability to deliver solid profitable growth


## Notes



Gary Thursby CHIEF FINANCIAL OFFICER (ACTING) 9 August 2006

Commonwealth Bank of Australia ACN 123123124 PRESENTATION OF FULL YEAR RESULTS For 30 June 2006

## Notes

## Highlights - NPAT growth

|  | 12 months |  |  | 6 months |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun 06 \$M | Jun 05 \$M | Jun 06 vs Jun 05 | Jun 06 \$M | Dec 05 <br> \$M | Jun 06 vs Dec 05 |
| NPAT (statutory) | 3,928 | 3,400 | 16\% | 1,929 | 1,999 | (4\%) |
| Add back AIFRS non cash items | 125 | 92 | 36\% | 63 | 62 |  |
| NPAT (cash) | 4,053 | 3,492 | 16\% | 1,992 | 2,061 | (3\%) |
| Less profit on sale Hong Kong business | (145) | - | - | - | (145) | - |
| NPAT (cash excluding HK) | 3,908 | 3,492 | 12\% | 1,992 | 1,916 | 4\% |
| Cash EPS (excl HK) | 304.6 | 264.8 | 15\% | 154.9 | 149.5 | 4\% |

## Other Key Information

| Contribution to profit | 12 months |  |  | 6 months |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { Jun } 06 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Jun } 05 \\ \$ M \end{array}$ | Jun 06 vs Jun 05 | $\begin{array}{r} \text { Jun } 06 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Dec } 05 \\ \$ M \end{array}$ | Jun 06 vs Dec 05 |
| Banking | 3,227 | 2,913 | 11\% | 1,638 | 1,589 | 3\% |
| Funds Management | 400 | 351 | 14\% | 217 | 183 | 19\% |
| Insurance | 215 | 156 | 38\% | 112 | 103 | 9\% |
| NPAT (underlying) | 3,842 | 3,420 | 12\% | 1,967 | 1,875 | 5\% |
| Shareholder invest. <br> Returns (ex HK after tax) | 66 | 177 | Large | 25 | 41 | (39\%) |
| Which new Bank | 0 | (105) | - | 0 | 0 | - |
| NPAT Cash (ex HK) | 3,908 | 3,492 | 12\% | 1,992 | 1,916 | 4\% |
| Profit on sale of HK business | 145 | 0 | - | 0 | 145 | - |
| NPAT (cash basis) | 4,053 | 3,492 | 16\% | 1,992 | 2,061 | (3\%) |
| Defined benefit plan pension expense | (25) | (53) | 53\% | (6) | (19) | (68\%) |
| Treasury share valuation | (100) | (39) | Large | (57) | (43) | (33\%) |
| NPAT (statutory basis) | 3,928 | 3,400 | 16\% | 1,929 | 1,999 | (4\%) |
| Pref. dividends ${ }^{(1)}$ | 150 | 131 | 15\% | 79 | 71 | 11\% |
| Ordinary dividend declared | 2,879 | 2,517 | 14\% | 1,668 | 1,211 | 38\% |

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## Highlights - underlying profit by business

|  | 12 months |  |  | 6 months |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun 06 \$M | Jun 05 \$M | Jun 06 vs Jun 05 | Jun 06 \$M | $\begin{array}{r} \text { Dec } 05 \\ \$ M \end{array}$ | Jun 06 vs Dec 05 |
| Banking | 3,227 | 2,913 | 11\% | 1,638 | 1,589 | 3\% |
| Funds Management | 400 | 351 | 14\% | 217 | 183 | 19\% |
| Insurance | 215 | 156 | 38\% | 112 | 103 | 9\% |
| Underlying Profit | 3,842 | 3,420 | 12\% | 1,967 | 1,875 | 5\% |

## Other Key Information

Which New Bank estimates

| Benefits | 2004 | 2005 | 2006 |
| :--- | :---: | :---: | :---: |
| Targets $^{(1)}$ | 200 | 620 | 900 |
| Actual | 237 | 724 | 1,044 |

${ }^{(1)}$ These were the original full year targets set out in the September 2003 presentation

| Investment <br> spend | 2004 | 2005 | 2006 | Total |
| :--- | :---: | :---: | :---: | :---: |
| Original | 660 | 510 | 310 | 1,480 |
| Actual | 634 | 601 | 238 | 1,473 |

Capitalised branch refurbishment costs are amortised over 10 years and capitalised IT costs are amortised over 2.5 yrs .

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## Which new Bank - Benefits



## Other Key Information

## Balance of capitalised software costs



## Notes

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## Productivity Improvements



## Other Key Information



## Notes

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* Including unit link project


## 2006 Operating expenses



## Other Key Information

| 2006 results include: | Gross |  <br> Provision | P\&L |
| :--- | ---: | ---: | ---: |
| WnB initiatives | 238 | $(117)$ | 121 |
| Other strategic initiatives | 97 | $(58)$ | 39 |
| Compliance \& other projects |  |  |  |
| CMLA control environment | 55 | - | 55 |
| Other (incl Basel II, SOX, IFRS, etc) | 35 | - | 35 |
| Amortisation of Software Assets | 43 | - | 43 |
| Total | 468 | $\mathbf{( 1 7 5 )}$ | $\mathbf{2 9 3}$ |

## Notes

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## 2007 Expense Drivers

## 2006 Operating Expenses

\$6bn
2007 Expense driver increases:
CPI \& general salaries
Volume related expenses
Additional frontline \& permanent staff
+3-4\%
$+1 \%$
+1-2\%
Additional project expenditure
$+1-2 \%$
Savings targeted:
Technology savings
(2\%)
Further WnB benefit \& other expense reductions
2007 Targeted growth
(2\%)
+4-5\%

## Notes

## Segment Results : Banking

## Other Key Information

|  | Jun 06 | Dec 05 | Jun 05 |
| :--- | ---: | ---: | ---: |
| Av interest earning assets (\$m) ${ }^{(1)}$ | 282,553 | 267,169 | 250,357 |
| Net int income (excl securitisation (\$m) | 3,202 | 3,218 | 3,028 |
| Net interest Margin (AIFRS) (bp) | $2.29 \%$ | $2.39 \%$ | $2.44 \%$ |
| \% of operating Income | Jun 06 | Dec 05 | Jun 05 |
| Net interest income | $54 \%$ | $56 \%$ | $55 \%$ |
| Other banking income | $26 \%$ | $25 \%$ | $27 \%$ |
| Funds Mgt. income | $14 \%$ | $12 \%$ | $11 \%$ |
| Insurance income | $6 \%$ | $7 \%$ | $7 \%$ |
| Total | $100 \%$ | $100 \%$ | $100 \%$ |

${ }^{(1)}$ Has been adjusted to remove effect of securitisation

## Notes

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## Banking - underlying profit

- $11 \%$ underlying profit growth
- Strong volume growth
- Net interest income growth strong
- Good expense control
- Underlying credit quality remains sound

Underlying profit up 11\% since Jun 05


## Other Key Information



## Notes

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## NIM - Full Year Average



## Notes

## NIM - Half Year



## Other Key Information

AIFRS Impact of hedging derivatives

|  | Jun 06 | Dec 05 |
| :--- | ---: | ---: |
|  | \$M | $\mathbf{\$ M}$ |
| Net Interest Income | 21 | 26 |
| Other banking income | $(39)$ | $(40)$ |
| Net Impact | $(18)$ | $(14)$ |

There has been a reclassification of $\$ 29 \mathrm{~m}$ between Net Interest Income and Other Banking Income in Dec 05 half

## Notes

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## Other Banking income - key components

|  | 12 months |  |  | 6 months |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun 06 \$M | Jun 05 \$M | Jun 06 vs Jun 05 | Jun 06 \$M | Dec 05 <br> \$M | Jun 06 vs Dec 05 |
| Commissions \& Fees | 1,635 | 1,545 | 6\% | 820 | 815 | 1\% |
| Lending Fees | 800 | 733 | 9\% | 411 | 389 | 6\% |
| Trading Income | 505 | 440 | 15\% | 261 | 244 | 7\% |
| Other | 175 | 127 | 38\% | 138 | 37 | Large |
|  | 3,115 | 2,845 | 9\% | 1,630 | 1,485 | 10\% |
| Non trading derivatives | (79) | 0 | - | (39) | (40) | (3\%) |
| Other banking income | 3,036 | 2,845 | 7\% | 1,591 | 1,445 | 10\% |

## Notes

|  | 6 months |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Jun 06 vs |  |  |
|  | Jun 06 | Dec 05 | Dec 05 |  |
| Home Loans | 689 | 701 | (2\%) |  |
| Consumer Finance | 558 | 537 | 4\% |  |
| Retail Deposits | 1,329 | 1,324 | - |  |
| Corporate Banking | 466 | 486 | (4\%) |  |
| Financial Markets | 475 | 454 | 5\% |  |
| Lending \& Finance | 631 | 561 | 12\% |  |
| Asia Pacific | 537 | 529 | 2\% |  |
| Other | 165 | 108 | 53\% |  |
| Total Banking Income | 4,850 | 4,700 | 3\% |  |
| Refer page 10 onwards of Profit Announcement for definitions ofabove product categories |  |  |  |  |

## Banking - Revenue by product

12 months


|  | Jun 06 | Jun 05 | Jun 05 |
| :--- | ---: | ---: | ---: |
| Home Loans | 1,390 | 1,194 | $16 \%$ |
| Consumer Finance | 1,095 | 985 | $11 \%$ |
| Retail Deposits | 2,653 | 2,514 | $6 \%$ |
| Corporate Banking | 952 | 945 | $1 \%$ |
| Financial Markets | 929 | 814 | $14 \%$ |
| Lending \& Finance | 1,192 | 1,204 | $(1 \%)$ |
| Asia Pacific | 1,066 | 917 | $16 \%$ |
| Other | 273 | 298 | $(8 \%)$ |
| Total Banking Income | $\mathbf{9 , 5 5 0}$ | $\mathbf{8 , 8 7 1}$ | $\mathbf{8 \%}$ |

The current year has been affected by AIFRS

## Other Key Information

## Notes

## Jun 06 vs Jun 06 vs Jun 06 Dec 05 Jun 05 Dec 05 Jun 05



## Banking - Home Lending (domestic)

- CBA Balance Growth:
- 11\% in 2006
- $7 \%$ in 2 H 06
- Very strong second half:
- record approval volumes
- market shares stabilised
- Slight margin decline within expectations

Spot Balances (including securitisation)


## Notes

## Home Loan Growth by Channel (Half Year)

(Balances sourced from each channel as a \% of total CBA housing growth)


* Dec 05 market growth figure restated by RBA


## Other Key Information

Half ending

| Personal lending <br> gross balances | Jun 06 <br> $\mathbf{\$ M}$ | Dec 05 <br> $\mathbf{\$ M}$ | Jun 05 <br> $\mathbf{\$ M}$ | Jun 06 vs <br> Dec 05 | Jun 06 vs <br> Jun 05 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Credit cards | 6,814 | 6,707 | 6,507 | $2 \%$ | $5 \%$ |
| Personal loans* | 3,826 | 3,800 | 4,213 | $1 \%$ | $(9 \%)$ |
| Margin loans | 5,758 | 4,664 | 4,311 | $23 \%$ | $34 \%$ |
| Total Personal <br> Lending | $\mathbf{1 6 , 3 9 8}$ | $\mathbf{1 5 , 1 7 1}$ | $\mathbf{1 5 , 0 3 1}$ | $\mathbf{8 \%}$ | $\mathbf{9 \%}$ |

* Decline in personal loans reflects the buy-back by the government of the DEET portfolio (\$460m)


## Notes

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CommonwealthBank

## Banking - Personal Lending (domestic)

- CBA Balance growth
- $+9 \%$ personal lending
- $+5 \%$ credit cards
- Credit card market share loss to low rate cards ('Yellow' launched in March 06)


CommonwealthBank

## Notes

## Banking - Deposits (domestic)

- CBA Balance Growth
- $+8 \%$ full year
- +2\% 2H06
- Margins stable
- Strong growth in NetBank saver (+\$3.6bn) - 63\% new funds to CBA
- New transaction accounts (May 06) positive impact

${ }^{(1)}$ APRA published data series only begins in March 2004 for Househdd Deposits


## Notes

## Banking - Business Lending

- Very competitive market
- Growth in balance
- $+24 \%$ vs Jun 05
- $+8 \%$ vs Dec 05
- Introduction of new products
- Institutional growth above market corporate and SME slightly below market



## Other Key Information

| ASB: New Zealand NZ\$M | 12 months |  |  | 6 months |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { Jun } 06 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Jun } 05 \\ \$ M \end{array}$ | Jun 06 vs Jun 05 | $\begin{array}{r} \text { Jun } 06 \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} \text { Dec } 05 \\ \$ M \end{array}$ | Jun 06 vs Dec 05 |
| Net Interest Income | 804 | 776 | 4\% | 412 | 392 | 5\% |
| Other Income | 344 | 268 | 28\% | 169 | 175 | (3\%) |
| Total Operating Income | 1,148 | 1,044 | 10\% | 581 | 567 | 3\% |
| Operating Expenses | (495) | (470) | 5\% | (252) | (243) | 9\% |
| Charge for bad debts | (19) | (16) | 19\% | (9) | (10) | (10\%) |
| Net Profit before taxation | 634 | 558 | 14\% | 320 | 314 | 2\% |
| Income tax | (194) | (179) | 8\% | (97) | (97) | - |
| Net profit after tax ("Cash basis") | 440 | 379 | 16\% | 223 | 217 | 3\% |
| New Zealand Dollar Exchange Rate (spot) | 1.21 | 1.10 |  | 1.21 | 1.07 |  |
| New Zealand Dollarr Exchange Rate (avg) | 1.12 | 1.08 |  | 1.16 | 1.08 |  |

## Notes

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## Banking - New Zealand (ASB)

Operational Lending* Balances
(Spot - in NZD)

- Cash profit up
-     + 16\% full year
-     + 3\% 2H06
- Lending balances up 17\%
- Deposits grew 12\%
- Margins still under pressure, but not as severe as 2005


NZ Housing Lending Market Share


## Other Key Information

## RWA

Charge for Bad Debts (6 mths)
Charge for Bad Debts to RWA (annualised)
Gross Impaired Assets ${ }^{(2)}$
Individually assessed provisions
Collective provisions
General reserve for credit losses (pre-tax)
Collective Provisions + General Reserve pre-tax to RWA
${ }^{(1)}$ AIFRS provisions and coverage ratios not directly comparable to prior periods
${ }^{(2)}$ Interest reserved not recognised under AIFRS - \$19m in June 05; \$27m Dec 04
Credit Risk Statistics
Commercial portfolio
Top 20 commercial exposures (as \% of total committed exposure)
2.3\%

68\%
83\%
$\%$ of non-investment grade covered by security

Consumer Portfolio
\% of gross lending for home lending
55\%

59\%

## Notes

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$\qquad$3.3\%

| $2.7 \%$ | $3.3 \%$ |
| ---: | ---: |
| $67 \%$ | $66 \%$ |

$84 \% \quad 84 \%$
$\qquad$

CommonwealthBank

## Banking - bad debts



## Notes

## Segment Results: Funds Management

## Other Key Information

|  | 6 months ended |  |  |
| :--- | ---: | ---: | ---: |
|  | Jun 06 | Dec 05 | Jun 05 |
| FUA |  |  |  |
| Av. FUA (\$bn) | 148 | 130 | 121 |
| Spot. FUA (\$bn) | 152 | 137 | 123 |
|  |  |  |  |
| Margins | 1.14 | 1.10 | 1.08 |
| Operating income/ av. FUA | 0.97 | 0.95 | 0.93 |
| Net income/ av. FUA |  |  |  |
|  |  |  |  |
| Expenses | 0.72 | 0.70 | 0.71 |
| Operating expenses/ av.FUA |  |  |  |
|  | $12.5 \%$ | $10.8 \%$ | $10.2 \%$ |
| Market shares* | $15.7 \%$ | $14.6 \%$ | $14.5 \%$ |
| Platforms (latest is Mar 06) |  |  |  |
| Retail funds (Mar 06) | $22.0 \%$ | $22.7 \%$ | $22.9 \%$ |
|  | $24.4 \%$ | $22.4 \%$ | $19.2 \%$ |
| Breakdown of funds invested | $17.2 \%$ | $17.5 \%$ | $17.9 \%$ |
| Local equities | $35.5 \%$ | $36.4 \%$ | $39.0 \%$ |
| International equities | $0.9 \%$ | $1.0 \%$ | $1.0 \%$ |
| Listed and direct property | $\mathbf{1 0 0 \%}$ | $\mathbf{1 0 0 \%}$ | $\mathbf{1 0 0 \%}$ |
| Fixed interest and cash |  |  |  |
| Other |  |  |  |
| Total |  |  |  |
| * Plan for Life |  |  |  |
|  |  |  |  |
|  |  |  |  |

## Notes

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## Funds Management

## Underlying profit after tax up 14\%

- Underlying profit before tax up
- $+23 \%$ vs Jun 05
-     + $16 \%$ vs Dec 05
- After tax profit affected by loss of transitional tax relief
- Costs impacted by one-offs
- Funds under administration grew $23 \%$ to $\$ 152 b n$



## Other Key Information

| Total net flows | 6 months ended |  |  |
| :--- | ---: | :---: | ---: |
|  | Jun 06 | Dec 05 | Jun 05 |
|  | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| FirstChoice \& Avanteos | 9,397 | 3,936 | 2,970 |
| Cash Hgt. | $(389)$ | $(255)$ | $(458)$ |
| Other retail | $(2,138)$ | $(2,316)$ | $(1,965)$ |
| Wholesale | 100 | 1,189 | $(640)$ |
| Property | $(704)$ | $(366)$ | 79 |
| International | 2,082 | 583 | 294 |
| Other ${ }^{(1)}$ | $(213)$ | $(76)$ | $(674)$ |
| Total | $\mathbf{8 , 1 3 5}$ | $\mathbf{2 , 6 9 5}$ | $\mathbf{( 3 9 4 )}$ |

## Notes

(1) Includes Life company assets sourced from retail investors but rot attributable to a funds management product (eg premiums from risk products). These amounts do not appear in retail market share data.

## Australian Retail flows and sales

|  | $(3 \mathrm{mths})$ | $(6 \mathrm{mths})$ | $(6 \mathrm{mths})$ |
| :--- | ---: | ---: | ---: |
| Retail Net Flows ${ }^{(2)}$ | Mar $\mathbf{0 6}$ | Dec 05 | Jun 05 |
| CBA $(\$ \mathrm{~m})$ | 5,154 | 1,710 | 783 |
| Market $(\$ \mathrm{~m})$ | 5,893 | 11,638 | 9,106 |
| CBA ranking | 1 | 2 | 6 |


| Retail Sales ${ }^{(3)}$ |  |  |  |
| :--- | :--- | :--- | :--- |
| \% total retail sales sourced from CBA |  |  |  |
| Network | $47 \%$ | $48 \%$ | $46 \%$ |
| \% total retail sales managed by CBA | $54 \%$ | $56 \%$ | $59 \%$ |

${ }^{(2)}$ Net flows (sales less withdrawals) for retail products. Source: Plan for Life
${ }^{(3)}$ Excludes legacy products. Source: CBA
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## Funds Management - net funds flows

- FirstChoice attracts record flows and reaches $\$ 25$ bn
- Significant inflows into Avanteos from GSJBW alliance



## Notes

## Investment Performance

| June 2006 | Gross performance and quartile ranking |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | 1yr \% pa | Quartile | 3yr \% pa | Quartile |
| Aust. Share - Core | $29.1 \%$ | 1 | $26.7 \%$ | 1 |
| Geared Share Fund | $55.8 \%$ | 1 | $51.9 \%$ | 1 |
| Imputation | $26.2 \%$ | 2 | $23.9 \%$ | 3 |
| Property Securities | $23.7 \%$ | 1 | $20.7 \%$ | 1 |
| Global Resources | $61.2 \%$ | 1 | $41.2 \%$ | 1 |
| Diversified | $16.8 \%$ | 3 | $14.6 \%$ | 4 |
| Australian Bond | $3.7 \%$ | 3 | $5.1 \%$ | 1 |
| Global Equities | $19.3 \%$ | 4 | $10.9 \%$ | 4 |

Source - Mercer, Morningstar

## Notes

## Segment Results: Insurance

## Key Information

## Notes



## Insurance Results - total

- Underlying profit:
- $+35 \%$ on Jun 05*
- +9\% on Dec 05
- Solid inforce premium \& operating margin growth in Australia and New Zealand
- Good expense control
- Largest Life insurer in Australia and New Zealand

Underlying profit (excluding HK operations)
up 35\% since June 05


* excluding Hong Kong operations


## Notes

## Capital Management

## Other Key Information

## Surplus capital in Life Companies

|  | Jun 06 | Dec 05 | Jun 05 |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| Australia |  |  |  |
| Statutory Funds | 191 | 251 | 102 |
| Shareholder Funds | 31 | 62 | 168 |
| Sub-Total | 222 | 313 | 270 |
| NZ | 44 | 51 | 47 |
| Other IFS | 57 | 58 | 132 |
| Other (including CFS) | 300 | $(244)$ | 131 |
| General Insurance | 19 | 30 | 23 |
| Sub-Total | 421 | $(105)$ | 333 |
|  |  |  |  |
| TOTAL | 642 | 208 | 603 |

The surplus capital in Life and FM companies has increased slightly due to retained profits, partially offset by AIFRS changes.

Note: "Other" mainly represents capital within the funds management businesses

## Notes

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## Generation and use of Tier 1 capital



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## Other Key Information

| Credit Ratings | Long Term | Short Term | Affirmed |
| :---: | :---: | :---: | :---: |
| Standard \& Poors' | AA- | A-1 + | Jun 06 |
| Moody's Investor Services | Aa3 | P-1 | Jun 06 |
| Fitch Ratings | AA | F1+ | Jun 06 |
| Adjusted Common Equity | Jun 06 \$M | Dec 05 $\$ \mathrm{M}$ | Jun 05 $\$ \mathrm{M}$ |
| Tier One Capital | 16,354 | 15,290 | 14,141 |
| Deduct: |  |  |  |
| Eligible loan capital | (281) | (317) | (304) |
| Preference share capital | - | (687) | (687) |
| Other equity instruments | $(3,659)$ | $(1,573)$ | $(1,573)$ |
| OEI | (508) | (523) | (520) |
| Investment in non-consolidated subsidiaries ${ }^{(1)}$ | $(2,012)$ | $(1,918)$ | $(1,721)$ |
| Other deductions | (151) | (130) | (28) |
| Other |  |  | - |
|  | 9,743 | 10,142 | 9,308 |
| Risk Weighted Assets | 216,438 | 202,667 | 189,559 |
| Adjusted Common Equity Ratio | 4.50\% | 5.00\% | 4.91\% |

${ }^{(1)}$ Net of intangible component deducted from Tier One capital

## Notes

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4.91\%

## Capital ratios



[^1]
## Notes

## Highlights

Very good result - Cash NPAT of $\$ 4,053$ million

Good volume growth across the business
Focus on profitable growth
Successful delivery of WnB and good progress on new strategic initiatives

Record dividend


Ralph Norris
CHIEF EXECUTIVE OFFICER
Gary Thursby
CHIEF FINANCIAL OFFICER (ACTING)
9 August 2006

Commonwealth Bank of Australia ACN 123123124 PRESENTATION OF FULL YEAR RESULTS For 30 June 2006

## Supplementary materials

## Economy

## GDP, unemployment and cash rates



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## Credit growth

## Credit by Sector*

Year-ended percentage change



CommonwealthBank

## Spreads

## Aus. BBB Corporates <br> ~ 35bp over swaps

Australian Corporate Bond Spreads


Swap spreads are for 3 -years maturity. Corporate spreads are a weighted average of bonds with remaining maturities of 1 to 5 years.
Sources: Bloomberg; RBA; UBS AG, Australia Branch

## US BBB Corporates ~ 50bp over swaps

US Corporate Bond Spreads (3-5 years)


## Banking

## Summary - CBA Growth vs Market

## 12 months to June 2006



Personal Lending



Household Deposits


## Home Loans - LVR Profile

- Strong LVR profile
- \% of loans at <60\% LVR:
- 70\% if based on original security value
- $75 \%$ if based on current market values
- The majority of loans $>80 \%$ LVR are mortgage insured

LVR Profile


Australian Owner Occupied and Investment Housing only, excludesLines of Credit Number of loans as at 30 June 06 and market value as at 31 Mar © Market value marked against the APM or Residex database

## Home Loans - Stress Testing

- Stress tested at account level
- Based on Basel PD* groups
- Up to 6 fold increase in PD
- Up to $30 \%$ fall in security value
- These stress factors are consistent with experience in the UK recession of the late 1980s/early 1990s
- Maximum potential losses total \$299m (excl securitised and insured)
- Additional Insured losses of $\mathbf{\$ 1 7 5 m}$ covered by LMI

Mortgage Portfolio Stress Testing Results
Potential Loss (\$m)

| Property Value | Expected Default Rate (PD) |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | PD | x 2 | x 4 | x 6 |
| No decrease | 10.3 | 14.1 | 20.1 | 24.8 |
| $10 \%$ decrease | 27.3 | 38.4 | 56.7 | 70.6 |
| $20 \%$ decrease | 58.6 | 84.8 | 128.6 | 161.8 |
| $30 \%$ decrease | 103.6 | 153.1 | 236.4 | 299.4 |

- Very strong LVR distribution provides significant buffer
*Probability of default rate


## Home Loans - Portfolio Quality

- Portfolio credit quality remains sound
- Results are in line with seasonal expectations
- Slight increase in 30+ delinquency over last 12 months is being addressed with a strong collections focus
- 90+ rate delinquencies increased slightly during March and June 06 but have since stabilised


## 30+ \& 90+ Day Delinquencies



## Low-Doc Home Loans Increasing but still very small

- Commonwealth Bank considers Low Doc lending a difference in a borrower's proof of income rather than as a separate product
- Key product features:
- Self employed applicants only with a minimum of 2 years employed in the same industry;
- Loans above $60 \%$ LVR are mortgage insured with a maximum $80 \%$ LVR allowed;
- Maximum loan amount applies; and
- Loans now offered on most products including packages but with exception of honeymoon products.
- Separate collections processes are administered for Low-Doc loans (separate queuing and quicker respond time), and various stress-testing of the portfolio has been undertaken
- Risk characteristics are in line with reported industry standards
- Performance to-date shows early-dated arrears higher then portfolio averages, but default rates

| Low-doc | \$m | \% of portfolio |
| :--- | :---: | :---: |
| Total Portfolio | $\$ 1,500 \mathrm{M}$ (Jun 06) | $1 \%$ |


| Date | CBA's Low Doc History - Events |
| :--- | :--- |
| Dec 2002 | Launched Low Doc lending with a 1\% margin (life of <br> loan) above SVR with 100\% of loans mortgage <br> insured. |
| Sept 2003 | The 1\% margin above the SVR was reduced to <br> $+0.50 \%$ (life of loan). |
| Jan 2004 | Removed the +0.50\% interest rate premium for Low <br> Doc's with LVR less than 60\%. While maintained <br> $+0.50 \%$ margin (life of loan) for loans with LVR <br> greater than 60\%. |
| Oct 2004 | Reduced the +0.50\% premium to only 12 months for <br> LVRs greater than 60\% (to offset LMI cost). |
| Jan 2005 | Removed +0.50\% premium - customers required to <br> pay LMI premium directly for LVRs greater than <br> $60 \%$. |
| Feb 2006 | Extended available product range to include - fixed <br> rates, Economiser and "package" home loans. | similar

## Banking - Business Deposits

- Strategy focussed around revenue growth and optimisation of group-wide balance sheet funding
- Since June 05, deposit book grew at close to market levels (6\% relative to 7\% market growth) whilst maintaining margins
- Business deposits growth of $2 \%$ since Dec 05 versus market growth of $5 \%$ as the take up of high yield at call offerings accelerates
- Business Online Saver (launched in May)

Business Deposits ${ }^{(1)}$

${ }^{(1)}$ Total non-household deposits excluding Certificates of deposit- Source APRA has already generated $\$ 1$ bn in deposits and is expected to improve market share going forward

## Banking - Bond Markets 2005-2006 Financial Year Result

- Financial Year INSTO League Table Rankings PUBLIC DOMESTIC NON-GOVERNMENT BOND LEAGUE TABLE (INCLUDING SELF-LED DEALS) 1 Jul 2005-30 June 2006

| Rank | Bookrunner | A\$m | Deals |
| :---: | :--- | ---: | :---: |
| 1 | National Australia Bank | 10,291 | 59 |
| 2 | Commonwealth Bank Of Australia | 7,381 | 54 |
| 3 | Westpac Banking | 7,149 | 51 |
| 4 | RBC Capital Banking | 6,182 | 36 |
| 5 | ANZ Banking Group | 5,578 | 32 |
| 6 | Deutsche Bank AG | 4,797 | 25 |
| 7 | ABN AMRO | 4,477 | 34 |
| 8 | Citigroup | 4,225 | 22 |
| 9 | UBS | 4,220 | 21 |
| 10 | TD Securities | 2,300 | 23 |
| 11 | St George Bank Ltd | 1,295 | 4 |
|  | Other | 4,813 | 50 |
|  | Total | $\mathbf{6 2 , 6 7 5}$ | $\mathbf{4 1 1}$ |

Criteria: A $\$ 100$ million minimum, 1-year minimum.
Pricing must be disclosed.
All increases eligible.
Bookrunners are given equal allocation.
Source: Insto Magazine - Public Domestic Non-Govt. Bond League Table (including self-led issues).

- Past Insto League

Table Rankings


## Notable PBS Transactions in 2006



## Notable PBS Transactions in 2006 (2)



## Primary Transaction

 BankJune 2006
$\square \square \square$


ROC Oil Company Ltd
US\$275m
June 2006
Sole Underwiter
Acquisition Bridge
Financing




## Funds Management

# Well diversified product mix platforms rapidly growing share 

## Funds Under Administration 30 Jun 2006

Total FUA = \$152 billion (\$137bb as at 31 Dec 05 )


## Fund excess returns over benchmark



11 Jun-06


CommonwealthBank

## Insurance

## Funds Management \& Insurance Investment Mandate Structure

The Bank has \$1.9bn of shareholders funds across its insurance and funds management business, which is invested in:

|  | Australia | New Zealand | Asia | Total |
| :--- | ---: | ---: | ---: | ---: |
| Local equities | $3 \%$ | $0 \%$ | $0 \%$ | $2 \%$ |
| International equities | $0 \%$ | $7 \%$ | $0 \%$ | $1 \%$ |
| Property | $20 \%$ | $2 \%$ | $0 \%$ | $17 \%$ |
| Growth | $23 \%$ | $9 \%$ | $0 \%$ | $20 \%$ |
| Fixed Interest | $23 \%$ | $54 \%$ | $72 \%$ | $29 \%$ |
| Cash | $54 \%$ | $37 \%$ | $28 \%$ | $51 \%$ |
| Income | $77 \%$ | $91 \%$ | $100 \%$ | $80 \%$ |
| Total | $100 \%$ | $100 \%$ | $100 \%$ | $100 \%$ |

## Capital Management

## Hybrid Instrument information

## Hybrid dividends

|  | Jun 06 | Dec 05 | Franked/ <br> Imputed |
| :--- | ---: | :---: | :---: |
| PERLS * | 13 |  |  |
| PERLS II | 18 | 19 | F |
| PERLS III | 13 | 17 | F |
| Trust Preferred Securities | 22 | 0 | F |
| ASB Capital prefs | 5 | 21 |  |
| ASB Capital No.2 prefs | 8 | 5 | I |
| CBA Capital | 8 | 9 | I |
|  | 87 | 8 |  |

* Redeemed 6 April 2006

Preference shares - breakdown

|  | Issue Date | Currency | Amount (\$M) | Maturity | Balance Sheet <br> Classification |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Trust Preferred Securities 2003 | 06-Aug-03 | USD | $\$ 550$ | 12 years | Tier 1 Loan Capital |
| PERLS II | 06-Jan-04 | AUD | $\$ 750$ | Perpetual | Tier 1 Loan Capital |
| PERLS III | $06-A p r-06$ | AUD | $\$ 1,166$ | Perpetual | Tier 1 Loan Capital |
| Trust Preferred Securities 2006 | 15-Mar-06 | USD | $\$ 700$ | 10 years | Other equity instruments |
| ASB Capital prefs | 10-Dec-02 | NZD | $\$ 200$ | Perpetual | Outside equity interests |
| ASB Capital No.2 prefs | 22-Dec-04 | NZD | $\$ 350$ | Perpetual | Outside equity interests |
| CBA Capital | $18-M a y-05$ | NZD | $\$ 350$ | 10 years | Tier 2 Loan Capital |

All preference shares listed above will be classified as innovative Tier 1 capital under APRA's hybrid limits effective 1 January 2008

## ACE - Major Implication 1 July 2006



- S\&P has not granted transitional relief


## Tier 1: Major Implication 1 July 2006



- APRA has granted full transition relief for the impacts of their revised prudential standards from 1 July 2006 to 31 December 2007. Tier 1 ratio including transition relief at 1 July 2006 is therefore 7.56\%


## Credit Risk Management

## The Bank remains well provisioned



* Colonial acquisition
${ }^{1}$ Loan Impairment provisions have been recalculated under AIFRS from 1 July 2005


## Banking - Top 20 commercial exposures



Top 20 exposures - excludes finance and government - comprise $2.5 \%$ of committed exposures ( $2.7 \%$ as at Dec $05,3.3 \%$ as at Jun 05)

## Banking - Quality of commercial riskrated exposures



Excludes finance, insurance and government, individually rated counterparties

## Banking - Total geographic exposure* (commercial + consumer)

$$
\text { Total exposure : \$417bn }\left\{\begin{array}{l}
\text { Home loans }=\$ 154.5 \mathrm{bn}(\mathrm{excl} \text { securitised) } \\
\text { Other Balance Sheet loans }=\$ 125.8 \mathrm{bn} \\
\text { Other exposure }=\$ 136.7 \mathrm{bn}
\end{array}\right.
$$


*Total exposure = balance for uncommitted, greater of limit or balance for committed

# Banking - Total outstandings* (commercial + consumer) 

Total Outstandings
\$341.8 bn*


* Represents balances actually outstanding
(on and off balance sheet).


## Banking - International commercial exposures*

## International exposure by Industry

Total exposure : \$72.1bn


## At 31 Dec 05

Total exposure = \$61bn
Finance $=85 \%$
Government = 1\%
Other commercial = 10\%
Specific industries $=4 \%$

Aviation
Technology
Telcos
Energy
Leasing
Construction
Automobile

Total non-finance off-shore outstandings = \$9bn of which over 80\% are investment grade.
*Total exposure = balance for uncommitted, greater of limit or balance for committed. Excludes ASB

## Banking Credit Exposure - Agriculture Sector

## Total exposure: \$10,152m

|  | 30 Jun <br> $\mathbf{0 6}$ | $\mathbf{3 1} \mathbf{~ D e c ~}$ <br> $\mathbf{0 5}$ |
| :--- | ---: | ---: |
| Rating | $\mathbf{\$ m}$ | $\mathbf{\$ m}$ |
| AAA to A- | 333 | 372 |
| BBB+ to BBB- | 1,320 | 1,405 |
| BB to BB- | 3,022 | 3,094 |
| < BB- | 5,477 | 5,414 |
| TOTAL | $\mathbf{1 0 , 1 5 2}$ | $\mathbf{1 0 , 2 8 5}$ |



[^2]
## Banking Credit Exposure - Aviation Sector

Total exposure: \$3,087m

At 31 Dec 05
Total exposure $=\$ 2,430 \mathrm{~m}$ Australia = 74\% New Zealand = 14\% Other = 12\%

|  | 30 Jun <br> $\mathbf{0 6}$ | $\mathbf{3 1} \mathbf{~ D e c ~}$ <br> $\mathbf{0 5}$ |
| :--- | ---: | ---: |
| Rating | $\mathbf{\$ m}$ | $\mathbf{\$ m}$ |
| AAA to A- | 1,140 | 757 |
| BBB+ to BBB- | 1,516 | 1,438 |
| BB to BB- | 313 | 151 |
| < BB- | 118 | 84 |
| TOTAL | $\mathbf{3 , 0 8 7}$ | $\mathbf{2 , 4 3 0}$ |

Other 12\%

*Total exposure = balance for uncommitted, greater of limit or balance for committed.

## Banking <br> Credit Exposure - Energy Sector

Total exposure: \$6,889m

At 31 Dec 05
Total exposure $=\$ 7,462 \mathrm{~m}$
Australia $=71.6 \%$
New Zealand = 11.6\%
Asia $=4.0 \%$
Europe $=11.6 \%$
Americas = 1.2\%

|  | 30 Jun <br> $\mathbf{0 6}$ | $\mathbf{3 1} \mathbf{~ D e c}$ <br> $\mathbf{0 5}$ |
| :--- | ---: | ---: |
| Rating | $\mathbf{\$ m}$ | $\mathbf{\$ m}$ |
| AAA to A- | 1,601 | 2,661 |
| BBB+ to BBB- | 4,588 | 4,062 |
| BB to BB- | 408 | 464 |
| < BB- | 292 | 275 |
| TOTAL | $\mathbf{6 , 8 8 9}$ | $\mathbf{7 , 4 6 2}$ |



[^3]
## Banking <br> Credit Exposure - Telcos Sector

## Total exposure: \$1,391m

At 31 Dec 05
Total exposure $=\$ 1,138 \mathrm{~m}$
Australia = 77\%
New Zealand = 7\%
Europe = 15\%
Asia $=1 \%$

|  | 30 Jun <br> 06 | 31 Dec <br> 05 |
| :--- | ---: | ---: |
| Rating | $\$ \mathrm{~m}$ | $\mathbf{\$ m}$ |
| AAA to A- | 856 | 869 |
| BBB+ to BBB- | 277 | 23 |
| BB to BB- | 150 | 141 |
| < BB- | 108 | 105 |
| TOTAL | 1,391 | $\mathbf{1 , 1 3 8}$ |


*Total exposure = balance for uncommitted, greater of limit or balance for committed.


Ralph Norris
CHIEF EXECUTIVE OFFICER
Gary Thursby
CHIEF FINANCIAL OFFICER (ACTING)
9 August 2006

Commonwealth Bank of Australia ACN 123123124 PRESENTATION OF FULL YEAR RESULTS For 30 June 2006


[^0]:    (1) Includes distributors on Perls, Perls II, Perls III, Trust Prefered Securities and ASB Preference Shares.

[^1]:    * Transitional relief granted by APRA till 31 December 2007

[^2]:    *Total exposure = balance for uncommitted, greater of limit or balance for committed.

[^3]:    *Total exposure = balance for uncommitted, greater of limit or balance for committed.

