

14 February 2007

Ralph Norris
CHIEF EXECUTIVE OFFICER

CommonmealthBank

Commonwealth Bank of Australia ACN 132123124

## Disclaimer

The material that follows is a presentation of general background information about the Bank's activities current at the date of the presentation, 14 February 2007. 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

- Ralph Norris, CEO - Results \& Company Update
- David Craig, CFO - Detailed Financials
- Ralph Norris, CEO - Outlook
- Questions and Answers

Notes

## Overview

- Good result driven by focus on profitable growth
- All businesses performing well
- Credit quality remains excellent
- Significant progress on 4 strategic initiatives
- Momentum in business - both strategic \& earnings


## Other key information

## Cash NPAT

| (\$m) | Dec 06 Jun 06 | Dec 05 | Jun 05 |  |
| :--- | ---: | ---: | ---: | ---: |
| Cash NPAT | 2,271 | 1,992 | 2,061 | 1,759 |
| Less: Profit on sale of Hong Kong | 0 | 0 | $(145)$ | 0 |
| Cash NPAT (excl HK sale) | 2,271 | 1,992 | 1,916 | 1,759 |

## Some overall Bank indicators

|  | Dec 06 | Jun 06 | Dec 05 | Jun 05 | Dec 04 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Number of branches | 1,010 | 1,005 | 1,007 | 1,006 | 1,011 |
| Weighted av. No. of shares (cash) | $1,284 \mathrm{~m}$ | $1,285 \mathrm{~m}$ | $1,281 \mathrm{~m}$ | $1,273 \mathrm{~m}$ | $1,265 \mathrm{~m}$ |
| Net tangible assets per share (\$) | 10.23 | 9.42 | 8.99 | 8.54 | 7.98 |
| Risk weighted assets (\$m) | 234,569 | 216,438 | 202,667 | 189,559 | 180,674 |

## Notes

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## Strong Financial Results

|  | Dec 06 | $\begin{gathered} \text { Dec } 06 \text { vs } \\ \text { Dec } 05 \end{gathered}$ |
| :---: | :---: | :---: |
| Cash NPAT* | 2,271 | \| $19 \%$ |
| Cash EPS* | 174.7 | - $17 \%$ |
| Return on Equity - Cash | 22.3\% | 60bpts |
| Income | 6,438 | 11\% |
| Expense | 3,144 | \| $6 \%$ |
| Fully Franked Dividend | 107c | 14\% |

* Excludes profit on sale of Hong Kong in December 05

Notes

## All Brands Performing Strongly



## Market Shares

|  | Dec 06 | Jun 06 | Dec 05 |
| :--- | :---: | :---: | :---: |
|  |  |  |  |
| Banking | $18.2 \%$ | $18.7 \%$ | $18.8 \%$ |
| Home loans | $19.4 \%$ | $20.3 \%$ | $21.4 \%$ |
| Credit cards | $21.9 \%$ | $22.2 \%$ | $22.9 \%$ |
| Retail deposits | $16.4 \%$ | $16.1 \%$ | $16.0 \%$ |
| Personal lending | $12.9 \%$ | $13.1 \%$ | $13.4 \%$ |
| Business lending - RBA | $12.5 \%$ | $12.1 \%$ | $12.5 \%$ |
| Business lending - APRA | $13.9 \%$ | $14.5 \%$ | $15.1 \%$ |
| Asset finance | $23.1 \%$ | $23.1 \%$ | $23.2 \%$ |
| NZ lending (housing) | $20.7 \%$ | $20.3 \%$ | $19.9 \%$ |
| NZ deposits |  |  |  |
| Funds Management | $15.3 \%$ | $15.4 \%$ | $14.5 \%$ |
| Aust retail administrator view | $16.1 \%$ | $15.8 \%$ | $15.0 \%$ |
| NZ Managed investments |  |  |  |
| Insurance | $13.7 \%$ | $13.2 \%$ | $13.5 \%$ |
| Aus. Life insurance (total risk) | $31.5 \%$ | $31.4 \%$ | $30.9 \%$ |
| NZ Life insurance |  |  | - |
|  |  |  |  |

## CEO Priorities \& Measures

- Customer Service
- Business Banking
- Technology \& Operational Excellence
- Trust \& Team Spirit
$\Rightarrow$ Superior operating and financial results
$\rightarrow$ Australia's finest financial services organisation


## Other key information

Indexed \# of customer complaints


## Customer Service improves

- 4000 leaders trained in Cohen Brown sales and service methodology
- Increased investment in branch network

- 800 new customer facing roles
- More competitive product portfolio
- Retail customer complaints down $47 \%$ over last 12 months


Notes

## Business Banking making good progress

- Recruitment \& training of new in branch Business Bankers commenced
- First new Business Banking Centre opened (8 additional planned by July 2007)
- Replaced voicemail system with 24/7 telephone access to staff
- Local Business Banking online internet channel and Commbiz
- Simplification of application processes


## Business Finance Monitor: SME



Business Finance Monitor: Corporate
(\% of MFI Customers Satisfied)


Notes

## Local Business Banking website



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Notes

## Technology \& Operational Excellence

- Implemented new shared services approach to Enterprise IT
- \$64 million of annualised savings locked in in first half
- \$23m reduction in consultant and contractor spend
- Zero high severity system outages during peak times
- Good progress on strategic growth initiatives
- 319 staff trained in CommWay, taking total to 1,419

* Efficiency Ratio = Total IT Expense (excluding strategic initiative spend) / Total bank Op Expenses

Notes

## Trust \& Team Spirit improving

## LTIFR

- Improved internal staff engagement scores
- Improvements in key people metrics
- LTIFR
- Staff turnover
- Building pride through strong community engagement and involvement of our people


## Other key information

|  | China | Indonesia |
| :---: | :---: | :---: |
| Staff number | 3,073 $80-$ CBA <br>  $2,993-$ Jinan and <br>  Hangzhou City <br> Commercial Banks <br> $\mathbf{4 0}$ First State Cinda Fund <br> Management Company | 738 PT Bank Commercial and Astra CMG JV <br> 18 First State Investments |
| Branches | 70 Hangzhou City Commercial Bank <br> 64 Jinan City Commercial Bank | >20 PTBC has more than 20 branches and 3 foreign exchange shops |
| Other information | - The Bank received the top ranking for 'financial soundness' of leading Australian companies in the 2006 Wall Street Journal, Asia 2006 Survey <br> - Hangzhou has the best investment environment in China based on political stability,consistent tax policies, foreign trade and investment as well as quality of infrastructure and financial services (source: recent World Bank report) <br> - The Bank is sponsoring the 2007 Asia-Pacific Economic Co-operation forum |  |

The Bank is sponsoring the 2007 Asia-Pacific Economic Co-operation forum

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## Asian growth continues



## China

11\% Jinan City Commercial Bank 19.9\% Hangzhou City Commercial Bank Beijing and Shanghai - Representative offices China Life CMG - JV life insurance First State Cinda Fund Management Company

Japan
Branch
Hong Kong
Branch
First State Investments
Vietnam
Representative office
Singapore
Branch
First State Investments

## Indonesia

PT Bank Commonwealth
Astra CMG - JV life insurance
First State Investments
ANK acquisition (pending regulatory approvals)

Notes


14 February 2007

David Craig
CHIEF FINANCIAL OFFICER

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## Non cash items

|  | Dec 06 | Jun 06 | Dec 05 |
| :--- | ---: | ---: | ---: |
|  | \$M | \$M | \$M |
| Defined benefit superannuation plan (income) / expense | $(4)$ | 6 | 19 |
| Treasury Shares | 38 | 57 | 43 |
| One off AIFRS mismatch | 46 | - | - |
|  | 80 | 63 | 62 |

## Defined benefit superannuation plan (income) / expense:

- This amount is influenced by actuarial estimates of the long-term return on plan assets, the discount rate applied to plan liabilities, and the cost of additional member benefits accrued during the period.
- Due largely to increasing return on assets in the current half, a net income amount is recorded


## Treasury Shares:

- CBA shares held within life insurance statutory funds (on behalf of policyholders) result in an Income Statement mismatch
- When the Bank's share price rises, an expense is recognised for the increase in liability to policyholders, with no offsetting gain recognised on the "treasury shares"


## One off AIFRS mismatch:

- No economic loss has been incurred
- Accounting loss has arisen due to the unwind of a structured financing transaction
- Transaction had been fully economically hedged at inception, and on transition to AIFRS on 1 July 2005 the hedge profit was recognised in retained earnings
- Interest expense offsetting the hedge was being amortised over the life of the transaction
- Unwind of transaction brings forward the recognition of this expense to the current period
- There are no other contracts of this nature

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## Good result - cash NPAT up 19\%

|  | Dec 06 \$M | $\begin{array}{r} \text { Dec } 05 \\ \$ \mathrm{M} \end{array}$ | Dec 06 vs Dec 05 |
| :---: | :---: | :---: | :---: |
| Operating Income | 6,438 | 5,801 | $\uparrow 11 \%$ |
| Shareholder investment returns | 85 | 64 | $\uparrow 33 \%$ |
| Income | 6,523 | 5,865 | $\uparrow 11 \%$ |
| Operating expenses | 3,144 | 2,967 | $\uparrow$ 6\% |
| Loan impairment expenses | 195 | 188 | $\uparrow 4 \%$ |
| Net Profit Before Tax | 3,184 | 2,710 | $\uparrow 17 \%$ |
| Tax \& Minorities | 913 | 794 | $\uparrow 15 \%$ |
| Cash NPAT * | 2,271 | 1,916 | ¢ 19\% |
| Profit on the sale of HK Insurance |  | 145 | - |
| Non cash items | (80) | (62) | $\uparrow 29 \%$ |
| Statutory NPAT** | 2,191 | 1,999 | $\uparrow 10 \%$ |

* Excludes profit on sale of Hong Kong in Dec 05
** Excluding impact of Hong Kong growth was 18\%


## Other key information

| Contribution to profit | 6 months |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { Dec } 06 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Jun } 06 \\ \$ M \end{array}$ | $\text { Dec } 05$ \$M | $\begin{array}{r} \hline \text { Dec } 06 \text { vs } \\ \text { Jun } 06 \end{array}$ | Dec 06 vs Dec 05 |
| Banking | 1,867 | 1,638 | 1,589 | $\uparrow 14 \%$ | $\uparrow 17 \%$ |
| Funds Management | 232 | 217 | 183 | $\uparrow$ ¢ 7 | $\uparrow 27 \%$ |
| Insurance | 111 | 112 | 103 | $\downarrow$ 1\% | $\uparrow 8 \%$ |
| NPAT (underlying) | 2,210 | 1,967 | 1,875 | $\uparrow$ 12\% | $\uparrow 18 \%$ |
| Shareholder invest. Returns (ex HK after tax) | 61 | 25 | 41 | 4 Large | $\uparrow 49 \%$ |
| NPAT Cash (ex HK) | 2,271 | 1,992 | 1,916 | 个 14\% | $\uparrow$ 19\% |
| Cash EPS - basic (excl HK) | 174.7 | 154.9 | 149.5 | $\uparrow 13 \%$ | $\uparrow 17 \%$ |
| ROE - cash (\%) | 22.3 | 20.8 | 21.7 | A 150bpts | 4 60bpts |
| Pref. dividends * | 109 | 79 | 71 | $\uparrow 38 \%$ | $\uparrow 54 \%$ |
| Ordinary dividend declared | 1,380 | 1,668 | 1,211 | $\downarrow$ 17\% | $\uparrow 14 \%$ |

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## All businesses performing well

|  | 6 months |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \hline \text { Dec } 06 \\ \text { SM } \end{array}$ | Dec 05* \$M | Dec 06 vs Dec 05 |
| Australian Retail | 912 | 842 | $\uparrow 8 \%$ |
| Business, Corp and Institutional | 762 | 589 | $\uparrow 29 \%$ |
| Asia Pacific | 202 | 184 | $\uparrow 10 \%$ |
| Other | (9) | (26) | $\downarrow 65 \%$ |
| Banking | 1,867 | 1,589 | $\uparrow 17 \%$ |
| Funds Management | 232 | 183 | $\uparrow 27 \%$ |
| Insurance | 111 | 103 | $\uparrow 8 \%$ |
| Shareholder Investment Returns | 61 | 41 | $\uparrow 49 \%$ |
| Cash Profit | 2,271 | 1,916 | $\uparrow 19 \%$ |

* Excludes profit on sale of Hong Kong in Dec 05


## Other key information

| \% of operating Income | Dec 06 | Jun 06 | Dec 05 |
| :--- | ---: | ---: | ---: |
| Net interest income |  |  |  |
| Other banking income | $54 \%$ | $54 \%$ | $56 \%$ |
| Funds Mgt. income | $26 \%$ | $26 \%$ | $25 \%$ |
| Insurance income | $14 \%$ | $14 \%$ | $12 \%$ |
| Total | $6 \%$ | $6 \%$ |  |

## Revenue growth outstrips costs

Dec 06 vs Dec 05


[^1]
## Other key information

|  | Dec 06 | Jun 06 | Dec 05 | $\begin{array}{r} \text { Dec } 06 \text { vs } \\ \text { Jun } 06 \end{array}$ | $\begin{array}{r} \text { Dec } 06 \text { vs } \\ \text { Dec } 05 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Av interest earning assets (\$m)* | 306,868 | 282,553 | 267,169 | $\uparrow$ ¢ 9 | $\uparrow 15 \%$ |
| Net int income (excl securitisation) (\$m) | 3,432 | 3,202 | 3,218 | $\uparrow 7 \%$ | $\uparrow 7 \%$ |
| Net interest Margin (AIFRS) (bpts) | 222 | 229 | 239 | $\downarrow$ 7bpts | $\downarrow$ 17bpts |

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## Banking profit up 17\%

- Net Interest Income

| Volume | $\uparrow 14 \%$ |
| :--- | :--- |
| Liquids | $\downarrow 2 \%$ |
| Price | $\downarrow 5 \%$ |
| NII | $\uparrow 7 \%$ |
|  |  |

- Other income $\uparrow 16 \%$
- Sale of Loy Yang \$79m
- Commissions \& fees $\uparrow 6 \%$
- Trading income $\uparrow$ 25\%

- Cost to income now 45.6\% (Dec 05 48.1\%, Jun 06 47.4\%)

| Margin Analysis |  |
| :--- | :---: |
|  | Dec 06 vs <br> Jun 06 <br> Bpts |
| Average 90 day bill rate change | +53 |
| Average Cash rate exchange | +45 |

Notes

Dec 06 vs Jun 06 Bpts $+45$

## Underlying NIM down 4bpts since J une

- NII only 54\% of operating income
- Liquid assets > \$4bn - dilutive to NIM but positive to other income
- Pricing 4bpts $\downarrow$ due to home loan \& credit cards
- Cash rate -

| deposit margin | $\uparrow 3 \mathrm{bpts}$ |
| :--- | :--- |
| timing lag | $\downarrow 1 \mathrm{bpt}$ |
| tightening of bill / | $\downarrow 1 \mathrm{bpt}$ |
| cash rate spread |  |
|  | $\uparrow 1 \mathrm{bpt}$ |
|  |  |

- Wholesale funding increased from $45 \%$ to $46 \%$ of total funding

- Business lending growing faster than home lending


## Other key information

|  |  | Dec 06 | Jun 06 | Dec 05 | $\begin{array}{r} \text { Dec } 06 \text { vs } \\ \text { Jun } 06 \end{array}$ | $\begin{array}{r} \text { Dec } 06 \text { vs } \\ \text { Dec } 05 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NII | Home loans | 644 | 627 | 633 | $\uparrow 3 \%$ | $\uparrow$ 2\% |
|  | Consumer finance | 351 | 366 | 366 | $\downarrow$ 4\% | $\downarrow$ 4\% |
|  | Retail deposits | 1,061 | 963 | 965 | $\uparrow 10 \%$ | $\uparrow 10 \%$ |
|  |  | 2,056 | 1,956 | 1,964 | $\uparrow$ 5\% | $\uparrow 5 \%$ |
| Other income | Home loans | 87 | 74 | 77 | $\uparrow 18 \%$ | $\uparrow 13 \%$ |
|  | Consumer finance | 191 | 195 | 173 | $\downarrow$ 2\% | $\uparrow$ 10\% |
|  | Retail deposits | 337 | 351 | 349 | $\downarrow$ 4\% | $\downarrow$ 3\% |
|  |  | 615 | 620 | 599 | $\downarrow$ 1\% | $\uparrow 3 \%$ |
| Banking | Home loans | 731 | 701 | 710 | $\uparrow$ 4\% | $\uparrow 3 \%$ |
| income | Consumer finance | 542 | 561 | 539 | $\downarrow 3 \%$ | $\uparrow 1 \%$ |
|  | Retail deposits | 1,398 | 1,314 | 1,314 | $\uparrow$ 6\% | $\uparrow$ 6\% |
|  |  | 2,671 | 2,576 | 2,563 | ¢ 4\% | $\uparrow$ 4\% |
| Expenses |  | 1,206 | 1,181 | 1,207 | $\uparrow$ 2\% | -\% |
| Loan impairment |  | 164 | 198 | 156 | $\downarrow 17 \%$ | $\uparrow 5 \%$ |
| Cost to income |  | 45.2\% | 45.8\% | 47.1\% | $\downarrow 1 \%$ | $\downarrow$ 4\% |
| NPAT |  | 912 | 847 | 842 | ¢ 8\% | ¢ 8\% |

## Australian Retail

- Good volume growth:
- Home loans $\uparrow 10 \%$
- Deposits $\uparrow 8 \%$
- Not participating in unprofitable zero rate balance transfers in cards
- Investment in frontline staff funded by IT and productivity savings
- Loan impairment decreased as a percentage of assets

|  | Dec 06 <br> \$M | Dec 06 vs <br> Dec 05 |
| :--- | :---: | :---: |
| Net interest income | 2,056 | $\uparrow 5 \%$ |
| Other banking income | 615 | $\uparrow 3 \%$ |
| Total banking income | 2,671 | $\uparrow 4 \%$ |
| Operating expenses | 1,206 | - |
| Loan Impairment | 164 | $\uparrow 5 \%$ |
| Tax | 389 | $\uparrow 9 \%$ |
| Underlying Profit after Tax | $\mathbf{9 1 2}$ | $\uparrow \mathbf{8 \%}$ |

Notes

## Australian Retail snapshot



## Other key information

| NII |  | Dec 06 | Jun 06 | Dec 05 | $\begin{array}{r} \text { Dec } 06 \text { vs } \\ \text { Jun } 06 \end{array}$ | Dec 06 vs Dec 05 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Corporate Banking | 303 | 282 | 276 | $\uparrow$ 7\% | $\uparrow$ 10\% |
|  | Financial Markets | 240 | 261 | 235 | $\downarrow$ 8\% | $\uparrow$ ¢ $2 \%$ |
|  | Lending \& Finance | 435 | 382 | 370 | $\uparrow$ 14\% | $\uparrow 18 \%$ |
|  |  | 978 | 925 | 881 | 4 6\% | $\uparrow$ 11\% |
| Other income | Corporate Banking | 212 | 184 | 210 | ¢ 15\% | $\uparrow 1 \%$ |
|  | Financial Markets | 418 | 347 | 362 | ¢ 20\% | $\uparrow 15 \%$ |
|  | Lending \& Finance | 290 | 249 | 191 | ¢ 16\% | $\uparrow 52 \%$ |
|  |  | 920 | 780 | 763 | ¢ 18\% | $\uparrow$ ¢ $21 \%$ |
| Banking income | Corporate Banking | 515 | 466 | 486 | $\uparrow 11 \%$ | 4 6\% |
|  | Financial Markets | 658 | 608 | 597 | $\uparrow$ ¢ | $\uparrow 10 \%$ |
|  | Lending \& Finance | 725 | 631 | 561 | $\uparrow 15 \%$ | $\uparrow$ 1 $29 \%$ |
|  |  | 1,898 | 1,705 | 1,644 | $\uparrow$ 11\% | $\uparrow 15 \%$ |
| Expenses |  | 833 | 811 | 796 | $\uparrow 3 \%$ | $\uparrow$ ¢ 5 |
| Loan impairment |  | 20 | 31 | 37 | $\downarrow$ 35\% | $\downarrow 46 \%$ |
| Cost to income |  | 43.9\% | 47.6\% | 48.4\% | $\downarrow$ 8\% | $\downarrow$ 9\% |
| NPAT |  | 762 | 617 | 589 | ¢ 24\% | $\uparrow \quad 29 \%$ |

## Business, Corporate \& Institutional

- Strong asset growth of 20\%
- Institutional average lending balances $\uparrow$ 22\%
- Margins stable over last six months
- Strong performance from combined Global Markets \& Treasury
- Credit experience good, $67 \%$ of loans investment grade

|  | Dec 06 <br> \$M | Dec 06 vs <br> Dec 05 |
| :--- | :---: | :---: |
| Net interest income | 978 | $\uparrow 11 \%$ |
| Other banking income | 920 | $\uparrow 21 \%$ |
| Total banking income | 1,898 | $\uparrow 15 \%$ |
| Operating expenses | 833 | $\uparrow 5 \%$ |
| Loan Impairment | 20 | $\downarrow 46 \%$ |
| Tax | 283 | $\uparrow 27 \%$ |
| Underlying Profit after Tax | $\mathbf{7 6 2}$ | $\mathbf{2 9 \%}$ |

## Other key information

| ASB: New Zealand NZ\$m | 6 months |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec 06 $\$ M$ | Jun 06 \$M | Dec 05 \$M | $\begin{array}{r} \text { Dec } 06 \text { vs } \\ \text { Jun } 06 \end{array}$ | Dec 06 vs Dec 05 |
| Net Interest Income | 437 | 412 | 392 | 4 6\% | $411 \%$ |
| Other Income | 190 | 169 | 175 | $\uparrow 12 \%$ | $\uparrow$ ¢ 4 |
| Total Operating Income | 627 | 581 | 567 | $48 \%$ | 4 11\% |
| Operating Expenses | (267) | (252) | (243) | $\uparrow$ ¢ $\%$ | 4 10\% |
| Impairment losses | (4) | (9) | (10) | $\downarrow 56 \%$ | $\downarrow$ 60\% |
| Net Profit before taxation | 356 | 320 | 314 | $\uparrow 11 \%$ | $\uparrow 13 \%$ |
| Income tax | (106) | (97) | (97) | $\uparrow$ ¢ 9 | $\uparrow$ ¢ 4 |
| Net profit after tax ("Cash basis") | 250 | 223 | 217 | 4 12\% | ¢ 15\% |
| New Zealand Dollar Exchange Rate (spot) * | 1.12 | 1.21 | 1.07 |  |  |
| New Zealand Dollar <br> Exchange Rate (avg) * | 1.16 | 1.16 | 1.08 |  |  |

* Hedging during the period may mean effective rate is different


## Asia Pacific

- ASB contributed \$195m
- ASB NPAT $\uparrow$ 15\% in NZD
- Acquiring ANK (Arta Niaga Kencana) in Indonesia subject to regulatory approvals
- Hangzhou \& Jinan continue to perform well

|  | Dec 06 <br> \$M | Dec 06 vs <br> Dec 05 |
| :--- | :---: | :---: |
| Net interest income | 362 | - |
| Other banking income | 188 | $\uparrow 13 \%$ |
| Total banking income | 550 | $\uparrow 4 \%$ |
| Operating expenses | 260 | $\uparrow 3 \%$ |
| Loan Impairment | 5 | $\downarrow 58 \%$ |
| Tax | 83 | $\uparrow 6 \%$ |
| Underlying Profit after Tax | 202 | $\uparrow 10 \%$ |

- Credit quality remains good


## Other key information

Notes


## Credit - maintained high standards

- Credit standards maintained
- Limited participation in private equity deals
- Conservative approach to low doc loans (1.8\% of home loans)
- On market value, 79\% of home loans < 60\% LVR
- Most > 80\% LVR insured
- No zero rate credit card balance transfers
- Regular stress testing of home Ioan portfolio
- Loan impairment expense to RWA now 17 bpts ( $\downarrow 2$ bpts)

Gross impaired assets to RWA


Funding of Individually assessed provisions as a \% of advances


## Other key information

|  | 6 months ended |  |  |
| :--- | ---: | ---: | ---: |
|  | Dec 06 | Jun 06 | Dec 05 |
| FUA |  |  |  |
| Av. FUA (\$bn) | 158 | 148 | 130 |
| Spot. FUA (\$bn) | 168 | 152 | 137 |
|  |  |  |  |
| Margins |  |  |  |
| Operating income/ av. FUA | 1.13 | 1.14 | 1.10 |
| Net income/ av. FUA | 0.95 | 0.97 | 0.95 |
|  |  |  |  |
| Expenses | 0.71 | 0.72 | 0.70 |
| Operating expenses/ av.FUA | 56.1 | 57.3 | 58.0 |
| Operating expenses to net Income |  |  |  |
|  | $12.8 \%$ | $12.6 \%$ | $10.7 \%$ |
| Market shares* | $15.3 \%$ | $15.4 \%$ | $14.5 \%$ |
| Platforms (masterfunds) | $8.0 \%$ | $7.8 \%$ | $7.0 \%$ |
| Retail Administrator view |  |  |  |
| First Choice Platforms | $22.5 \%$ | $22.0 \%$ | $22.7 \%$ |
|  | $25.5 \%$ | $24.4 \%$ | $22.4 \%$ |
| Breakdown of funds invested | $17.3 \%$ | $17.2 \%$ | $17.5 \%$ |
| Local equities | $33.9 \%$ | $35.5 \%$ | $36.4 \%$ |
| International equities | $0.8 \%$ | $0.9 \%$ | $1.0 \%$ |
| Listed and direct property | $100 \%$ | $100 \%$ | $100 \%$ |
| Fixed interest and cash |  |  |  |
| Other |  |  |  |
| Total |  |  |  |

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## Funds Management

- FUA grew 22\% to \$168bn
- $72 \%$ of funds outperformed benchmark over the half
- Retained No. 1 position in retail net flows
- First Choice growing market share and growth of $48 \%$ over last 12 months
- Seeding investments for infrastructure funds

|  | Dec 06 \$M | Dec 06 vs Dec 05 |
| :---: | :---: | :---: |
| Total operating income <br> Shareholder investment returns | $\begin{gathered} 898 \\ 4 \end{gathered}$ | $\begin{aligned} & \uparrow 25 \% \\ & \downarrow 43 \% \end{aligned}$ |
| Funds management income <br> Volume expenses <br> Operating expenses <br> Tax \& Minority interests | $\begin{aligned} & 902 \\ & 144 \\ & 423 \\ & 100 \end{aligned}$ | $\uparrow 24 \%$ <br> $\uparrow 45 \%$ <br> † 18\% <br> 个 $25 \%$ |
| Cash NPAT | 235 | $\uparrow 25 \%$ |
| Underlying NPAT | 232 | $\uparrow$ ¢ $7 \%$ |

## Other key information



## Notes

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## Insurance

Comminsure
SOVEREIGN

- Underlying profit $\uparrow 18 \%$
- Inforce premiums $\uparrow 16 \%$
- Good claims experience particularly Group Risk
- Planned profit margins up 45\% (ex Hong Kong)
- CommInsure now top ranked insurer in Group Risk
- Sovereign capturing 34\% share of new business sales

|  | Dec 06 <br> \$M | Dec 06 vs <br> Dec 05 |
| :--- | :---: | :---: |
| Total operating income | 382 | $\uparrow 11 \%$ |
| Shareholder investment <br> returns | 81 | $\uparrow 45 \%$ |
| Total Insurance Income | 463 | $\uparrow 16 \%$ |
| Volume expenses | 89 | $\uparrow 10 \%$ |
| Operating expenses | 139 | $-0 \%$ |
| Tax | 66 | $\uparrow 29 \%$ |
| Cash NPAT | 169 | $\uparrow 31 \%$ |
| Underlying NPAT | $\mathbf{1 1 1}$ | $\uparrow \mathbf{1 8 \%}$ |

* Excluded from the comparison is both the $\$ 145$ million gain on sale of the Hong Kong Insurance business and the operating results of the business, which was previously set out at on page 55 of the 30 June 2006 Profit Announcement

Notes

## Investing for Growth \& Productivity

## Growth

- Business banking growth strategy
- New \& refurbished branches
- Roll out of Commbiz
- Improving cross sell of WM products


## Productivity

| Half Year ended | Dec 06 | Jun 06 |
| :--- | ---: | ---: |
| P\&L | 240 | 235 |
| Capitalised | 110 | 130 |
| Total Inv Spend | 350 | 365 |

- Insurance and WM product \& system rationalisation
- Improving credit card platform
- IT infrastructure upgrade

Regulatory \& Risk

- Basel II
- Computer continuity centre


## Capital treatment



## Capital ratios



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Notes

## Summary

- Good result driven by focus on profitable growth
- All businesses performing well
- Credit quality remains good
- Continuing to invest for growth \& productivity
- Strong capital position provides flexibility
- Delivering to our shareholders : ROE 22.3\%, EPS growth 17\%

Notes

## Outlook

- Domestic economy expected to support double digit system credit growth
- Earnings momentum maintained into second half
- Strategic initiatives continuing to deliver
- Financial market to remain competitive - committed to profitable growth
- Outlook for earnings growth and credit quality remain positive
- Given growth outlook and diversity of income streams confident of EPS growth which meets or exceeds average of peers


14 February 2007

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## Supplementary materials

## Economy

## GDP, unemployment and cash rates



## Credit growth



Housing Loan Approvals*

aource:AB3
Established House Prices*


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## Spreads

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



Swap apreads are for 3 -yeas mahrity. Comporate spreads are a welphted average of bonds with remaining maturties of 1 to 5 year.
Sources: Blocmberg; FBA: USS AG, Australa Branch

## US BBB Corporates <br> ~ 50bp over swaps

US Corporate Bond Spreads (3-5 years)


## Group

## Fully franked dividends



## Revenue growth outstrips costs



## Other key information

| 6 months |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Comparable expenses | $\begin{array}{r} \text { Dec } 06 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Jun } 06 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Dec } 05 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Dec } 06 \text { vs } \\ \text { Jun } 06 \end{array}$ | Dec 06 vs Dec 05 |
| Staff expenses | 1,587 | 1,437 | 1,386 | ¢ $10 \%$ | ¢ 15\% |
| Occupancy and equipment | 335 | 311 | 310 | $\uparrow 8 \%$ | $\uparrow$ ¢ ${ }^{\text {\% }}$ |
| IT Services | 439 | 483 | 502 | $\downarrow 9 \%$ | $\downarrow 13 \%$ |
| Postage and Stationery | 109 | 107 | 109 | $\uparrow$ ¢ $\%$ | - - |
| Fees and commissions | 316 | 322 | 314 | $\downarrow$ 2\% | ¢ 1\% |
| Advertising, marketing etc | 148 | 161 | 146 | $\downarrow$ 8\% | $\uparrow$ 1\% |
| Other | 210 | 206 | 200 | $\uparrow$ ¢ $\%$ | $\uparrow$ 5\% |
| Total comparable expenses | 3,144 | 3,027 | 2,967 | 4 4\% | ¢ 6\% |
| Compliance Related Costs* (included above) | 54 | 74 | 32 | $\downarrow 27 \%$ | ¢ $49 \%$ |

* Including unit link project


## Notes

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## Group operating expenses



## Banking

## Banking Revenue by Product



|  | 6 months |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec 06 | Jun 06 | Dec 05 | Dec 06 vs Jun 06 | Dec 06 vs Dec 05 |
| Home Loans | 731 | 701 | 710 | ¢ 4\% | $43 \%$ |
| Consumer Finance | 542 | 561 | 539 | $\downarrow 3 \%$ | $41 \%$ |
| Retail Deposits | 1,398 | 1,314 | 1,314 | 4 ¢ 7 | 4 \% |
| Corporate Banking | 515 | 466 | 486 | ( $11 \%$ | 4 \% |
| Financial Markets | 658 | 608 | 597 | $48 \%$ | ¢ 10\% |
| Lending \& Finance | 725 | 631 | 561 | ¢ 15\% | $429 \%$ |
| Asia Pacific | 550 | 537 | 527 | 4 2\% | $\uparrow 4 \%$ |
| Other | 44 | 32 | (34) | ¢ $38 \%$ | Large |
| Total Banking Income | 5,163 | 4,850 | 4,700 | ¢ 6\% | $410 \%$ |

## Other banking income



## Summary - CBA Growth vs Market* 6 months to Dec 2006



## Home Loans (Domestic)

|  |  |  |  | Dec 06 vs | Dec 06 vs |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Dec 05 |  |  |  |  |  |

Home Lending Statistics (domestic balances gross of securitisation)

| Balances Mix (\%) : | Dec 06 | Jun 06 | Dec 05 |
| :--- | ---: | ---: | ---: |
| Owner occupied | $55 \%$ | $55 \%$ | $55 \%$ |
| Investment Home Loans | $35 \%$ | $35 \%$ | $35 \%$ |
| Line of Credit | $10 \%$ | $10 \%$ | $10 \%$ |
| Variable * |  |  |  |
| Fixed | $62 \%$ | $64 \%$ | $65 \%$ |
| Honeymoon * | $26 \%$ | $24 \%$ | $22 \%$ |
| Originations (\% of loans funded) : | $12 \%$ | $12 \%$ | $13 \%$ |
| 3rd Party |  |  |  |
| Proprietary | $33 \%$ | $32 \%$ | $32 \%$ |
| Broker originated loans as \% of Aust. Book | $67 \%$ | $68 \%$ | $68 \%$ |
|  |  | $26 \%$ | $24 \%$ |

* Care - Prior periods restated for classification changes between periods


## Home Loan Growth by Channel (Half Year)

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


## Home Loans - LVR Profile

- Strong LVR profile
- \% of loans at <60\% LVR:
- $68 \%$ if based on original security value
- $79 \%$ if based on current market values
- The majority of loans $>80 \%$ LVR are mortgage insured


## LVR Profile


$\|$ LVR on orginal security value $\|$ LVR at current market value
Australian Owner Occupied and Investment Housing only, excludes Lines of Credit Number of loans as at 31 Dec 06 and market value as at 30 Sep 06
Market value marked against the APM or Residex database

## Home Loan Portfolio - stress tested

- Stress test scenario consistent with experience of UK recession of the late 1980s / early 1990s.
- Up to 6 fold increase in PD, due to unemployment of $10 \%$ \& interest rates of $14 \%$
- Up to $30 \%$ fall in security value
- Under current conditions, 1 year HL expected loss at around $\$ 14 \mathrm{~m}$
- Under most stressed conditions, expected loss totals $\$ 307 \mathrm{~m}=3$

Market Value Stress

| Expected Loss <br> \$m | PD Stress Factor |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| Property Value | x1 | x2 | x4 | x6 |
| No decrease | 14.0 | 17.9 | 24.1 | 28.5 |
| 10\% decrease | 33.2 | 44.2 | 61.8 | 74.8 |
| 20\% decrease | 67.0 | 92.8 | 135.0 | 166.9 |
| 30\%decrease | 115.8 | 164.9 | 245.9 | 307.4 |

Note:
PD = Probability of Default
Excludes Lines of Credit months home loan net income

- Additional Insured losses of \$198m covered by LMI


## Home Loans - Portfolio Quality

- Portfolio credit quality remains sound
- Delinquencies while up slightly are broadly in line with seasonal expectations
- Home Loan collection will focus on higher risk loans

30+ \& 90+ Day Delinquencies


## Low doc loans prudently managed

## LVR for Low-Doc Loans

- Low doc only represents 1.8\% of portfolio at $\$ 2,387 \mathrm{~m}$
- 4\%-5\% of new approvals are low doc loans
- Low Doc specific credit criteria in place to ensure risks are minimised
- Extra LMI protection ensures risk profile remains low



## Why we don't offer zero \% balance transfers


#### Abstract

- $0 \%$ offers appear value destroying with roll-over to low- 40 rate card margins  - Significant risks of obtaining transient, expensive balances - On marginal cost basis, customer break-even for "genuine" customers between 12-24 months (est.) $\begin{array}{rrrlllll}\text { Month } 2 & 4 & 6 & 8 & 10 & 12 & 14 & 16 \\ & \text { Funding Cost } & & \text { Fraud } & & & \end{array}$


## Monthly Cash Flow per Card *

* Cumulative costs at month 16 - ignores operating costs of card establishment/maintenance
** Balance Transfer 0\% for 6 Months then 50\% retained at 10.99\%
Spend $\$ 750$ per month with $95 \%$ repaid each following month
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## Funds Management \& Insurance

## Well diversified product mix - growing share

## Funds Under Administration <br> 31 Dec 2006

Total FUA $=\mathbf{\$ 1 6 8}$ billion (\$137b as at Dec 05)


## Investment performance

| December 2006 | Gross performance and quartile ranking |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | 1yr \% pa | Quartile | 3yr \% pa | Quartile |
| Aust. Share - Core | $23.8 \%$ | 3 | $26.4 \%$ | 1 |
| Geared Share Fund | $41.1 \%$ | 2 | $52.5 \%$ | 1 |
| Imputation | $22.5 \%$ | 4 | $24.8 \%$ | 3 |
| Property Securities | $38.5 \%$ | 1 | $29.9 \%$ | 1 |
| Global Resources | $22.1 \%$ | 1 | $26.6 \%$ | 1 |
| Diversified | $16.0 \%$ | 3 | $16.2 \%$ | 3 |
| Australian Bond | $3.4 \%$ | 3 | $5.8 \%$ | 2 |
| Global Equities | $9.4 \%$ | 4 | $12.0 \%$ | 4 |

Source - Morningstar

## Other key information

| Total net flows | 6 months ended |  |  |
| :---: | :---: | :---: | :---: |
|  | Dec 06 | Jun 06 | Dec 05 |
|  | \$M | \$M | \$M |
| FirstChoice | 2,977 | 4,075 | 3,714 |
| Avanteos | 693 | 5,322 | 222 |
| Cash Mgt. | (281) | (389) | (255) |
| Other retail | $(1,951)$ | $(2,138)$ | $(2,316)$ |
| Australian Retail | 1,438 | 6,870 | 1,365 |
| Wholesale | 1,084 | 100 | 1,189 |
| Property | $(1,296)$ | (704) | (366) |
| International | 1,067 | 2,082 | 583 |
| Other * | (217) | (213) | (76) |
| Total | 2,076 | 8,135 | 2,695 |

* Includes Life company assets sourced from retail investors but not 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 ** | Sep 06 | Jun 06 | Dec 05 |
| CBA $(\$ m)$ | 680 | 6,891 | 1,710 |
| Market $(\$ m)$ | 8,644 | 18,318 | 11,638 |
| CBA ranking | 4 | 1 | 2 |
| Retail Sales |  |  |  |
| \% of First Choice balances managed by CBA | $42 \%$ | $\mathbf{4 4 \%}$ | $\mathbf{4 2 \%}$ |
| ** Net flows (sales less withdrawals) for retail products. Source: Plan for Life |  |  |  |

## Funds mgt funds flows

- Continued strong inflows into First Choice, balance个 48\%
- Wholesale \& International continued to attract good flows
- Portfolio performance strong
- Continued run off of legacy products

FirstChoice Funds Under Administration Balance \& Market Share
FUA Market Share: Plan for Life All Master Funds - Administrator View


## Funds Management \& Insurance Investment Mandate Structure

The Bank has $\mathbf{\$ 2 . 1}$ bn of shareholders funds across its insurance and funds management business, which is invested in:

|  | Australia | New Zealand | Asia | Total |
| :--- | ---: | ---: | ---: | ---: |
| Local equities | $1 \%$ | $1 \%$ | $0 \%$ | $1 \%$ |
| International equities | $0 \%$ | $4 \%$ | $9 \%$ | $1 \%$ |
| Property | $24 \%$ | $1 \%$ | $25 \%$ | $19 \%$ |
| Growth | $25 \%$ | $6 \%$ | $34 \%$ | $21 \%$ |
| Fixed Interest | $26 \%$ | $12 \%$ | $65 \%$ | $25 \%$ |
| Cash | $49 \%$ | $82 \%$ | $1 \%$ | $54 \%$ |
| Income | $75 \%$ | $94 \%$ | $66 \%$ | $79 \%$ |
| Total | $100 \%$ | $100 \%$ | $100 \%$ | $100 \%$ |

## Capital Management

## ACE calculation



## ACE



## Tier 1 capital



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## Hybrid instrument information

| Hybrid dividends | Dec 06 | Jun 06 | Dec 05 | Franked/ <br> Imputed |
| :--- | ---: | ---: | ---: | :---: |
| PERLS * | - | 13 | F |  |
| PERLS II | 19 | 18 | 17 | F |
| PERLS III | 29 | 13 | - | F |
| Trust Preferred Securities 2003 | 21 | 22 | $\mathrm{~N} / \mathrm{A}$ |  |
| Trust Preferred Securities 2006 | 27 | - | $\mathrm{N} / \mathrm{A}$ |  |
| ASB Capital prefs | 5 | 5 | F |  |
| ASB Capital No.2 prefs | 8 | 8 | 9 | I |
| CBA Capital | 8 | 8 | 8 | F |
|  | 117 | 87 | 79 |  |

* 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-Apr-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-May-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

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## Credit Risk

## Summary

|  |  |  |  |
| :--- | ---: | ---: | ---: |
|  | Dec 06 | Jun 06 | Dec 05 |
| RWA | $\$ 234,569$ | $\$ 216,438 \mathrm{~m}$ | $\$ 202,667 \mathrm{~m}$ |
| Charge for Bad Debts (6 mths) | $\$ 195 \mathrm{~m}$ | $\$ 210 \mathrm{~m}$ | $\$ 188 \mathrm{~m}$ |
| Charge for Bad Debts to RWA (annualised) | $0.17 \%$ | $0.19 \%$ | $0.19 \%$ |
| Gross Impaired Assets | $\$ 338 \mathrm{~m}$ | $\$ 326 \mathrm{~m}$ | $\$ 396 \mathrm{~m}$ |
| Individually assessed provisions | $\$ 171 \mathrm{~m}$ | $\$ 171 \mathrm{~m}$ | $\$ 179 \mathrm{~m}$ |
| Collective provisions | $\$ 1,040 \mathrm{~m}$ | $\$ 1,046 \mathrm{~m}$ | $\$ 1,041 \mathrm{~m}$ |
| General Reserve for credit losses within shareholders equity (pre-tax) | $\$ 500 \mathrm{~m}$ | $\$ 500 \mathrm{~m}$ | $\$ 404 \mathrm{~m}$ |
| Prudential General Reserve for Credit Losses to RWA | $0.68 \%$ | $0.71 \%$ | $0.71 \%$ |
|  |  |  |  |
| Credit Risk Statistics |  |  |  |
| Commercial portfolio | $2.5 \%$ | $2.5 \%$ | $2.7 \%$ |
| Top 20 commercial exposures (as $\%$ of total committed exposure) | $67 \%$ | $68 \%$ | $67 \%$ |
| \% of all commercial exposures that are investment grade or better | $82 \%$ | $83 \%$ | $84 \%$ |
| \% of non-investment grade exposure covered by security |  |  |  |
| Consumer Portfolio | $55 \%$ | $55 \%$ | $57 \%$ |
| Home lending as \% of gross lending |  |  |  |

## The Bank remains well provisioned



1. The Group GRCL within shareholders equity has been retained as part of the Prudential General Reserve for Credit Losses for prudential reporting purposes 2. 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 ( $2.5 \%$ as at Dec $06,2.7 \%$ as at Jun 06 )

## Banking - Quality of commercial riskrated exposures

Quality of commercial risk-rated exposures:
There is security over $\mathbf{8 2 \%}$ of the non-investment grade exposure


Excludes finance, insurance and government individually rated counterparties

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

## Total exposure : \$443bn $\left\{\begin{array}{l}\text { Home loans }=\$ 166.0 \mathrm{bn} \text { (excl securitised) } \\ \text { Other Balance Sheet loans = } \$ 133.3 \mathrm{bn} \\ \text { Other exposure }=\$ 143.7 \mathrm{bn}\end{array}\right.$



At 30 Jun 06
Total exposure $=\$ 417 \mathrm{bn}$ Home loans $=\$ 154.5 \mathrm{bn}$ Other loans = \$125.8bn Other exposure $=\$ 136.7 \mathrm{bn}$

International = 15\%
New Zealand = 12\%
Australia = 73\%

[^2]
## Banking - Total outstandings* (commercial + consumer)



## Banking - International commercial exposures*



Total non-finance off-shore outstandings $=\$ 12.3 \mathrm{bn}$ of which over $86 \%$ are investment grade .
*Total exposure = balance for uncommitted, greater of limit or balance for committed. Excludes ASB

## Banking <br> Credit Exposure - Agriculture Sector

## Total exposure: \$11,011m

|  | $\mathbf{3 1}$ Dec <br> $\mathbf{0 6}$ | $\mathbf{3 0}$ Jun <br> $\mathbf{0 6}$ |
| :--- | ---: | ---: |
| Rating | $\mathbf{\$ m}$ | $\mathbf{\$ m}$ |
| AAA to A- | 255 | 333 |
| BBB+ to BBB- | 1,614 | 1,320 |
| BB to BB- | 3,155 | 3,022 |
| $<$ BB- | 5,987 | 5,477 |
| TOTAL | $\mathbf{1 1 , 0 1 1}$ | $\mathbf{1 0 , 1 5 2}$ |


**Illustrates Australia and NZ component only of Agriculture sector.

## Banking <br> Credit Exposure - Aviation Sector

Total exposure: \$3,828m

|  | 31 Dec <br> $\mathbf{0 6}$ | 30 Jun <br> $\mathbf{0 6}$ |
| :--- | ---: | ---: |
| Rating | $\mathbf{\$ m}$ | $\mathbf{\$ m}$ |
| AAA to A- | 1,127 | 1,140 |
| BBB+ to BBB- | 2,561 | 1,516 |
| BB to BB- | 70 | 313 |
| $<$ BB- | 70 | 118 |
| TOTAL | $\mathbf{3 , 8 2 8}$ | $\mathbf{3 , 0 8 7}$ |

## Banking <br> Credit Exposure - Energy Sector

Total exposure: \$7,027m

|  | 31 Dec <br> $\mathbf{0 6}$ | 30 Jun <br> $\mathbf{0 6}$ |
| :--- | ---: | ---: |
| Rating | $\mathbf{\$ m}$ | $\mathbf{\$ m}$ |
| AAA to A- | 1,140 | 1,601 |
| BBB+ to BBB- | 5,178 | 4,588 |
| BB to BB- | 503 | 408 |
| $<$ BB- | 206 | 292 |
| TOTAL | $\mathbf{7 , 0 2 7}$ | $\mathbf{6 , 8 8 9}$ |

Americas


## Banking <br> Credit Exposure - Telcos Sector

Total exposure: \$990m
At 30 Jun 06
Total exposure $=\$ 1,391 \mathrm{~m}$
Australia = 77\%
New Zealand = 12\% Europe = 7\%
Asia $=4 \%$
Asia 7\%

|  | 31 Dec <br> $\mathbf{0 6}$ | 30 Jun <br> $\mathbf{0 6}$ |
| :--- | ---: | ---: |
| Rating | $\mathbf{\$ m}$ | $\mathbf{\$ m}$ |
| AAA to A- | 593 | 856 |
| BBB+ to BBB- | 134 | 277 |
| BB to BB- | 192 | 150 |
| < BB- | 71 | 108 |
| TOTAL | $\mathbf{9 9 0}$ | $\mathbf{1 , 3 9 1}$ |




14 February 2007

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[^0]:    * Includes distributions on Perls, Perls II, Perls III, Trust Preferred Securities and ASB Preference Shares.

[^1]:    * Excludes volume expenses \& HK operations $\|$ Income $\quad$ Expenses $\|$ NPAT

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

