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15 August 2007

Commonwealth Bank of Australia ACN 123123124 RESULTS PRESENTATION
FOR THE FULL YEAR
Ended 30 June 2007

## Disclaimer

The material that follows is a presentation of general background information about the Bank's activities current at the date of the presentation, 15 August 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 - all businesses delivered double digit profit growth
- Continued investment in the business to drive future growth
- Substantial progress on our five strategic priorities
- Credit quality maintained
- Good momentum going into new year


## Other key information

Cash NPAT
(\$m)
Cash NPAT

Less: Profit on sale of Hong Kong
Cash NPAT (excl HK sale)

Some overall Bank indicators

| Jun 07 | Dec 06 | Jun 06 | Dec 05 |
| ---: | ---: | ---: | ---: |
| 2,333 | 2,271 | 1,992 | 2,061 |
| 0 | 0 | 0 | $(145)$ |
| 2,333 | 2.271 | 1,992 | 1,916 |


|  | Jun 07 | Dec 06 | Jun 06 | Dec 05 |
| :--- | ---: | ---: | ---: | ---: |
| Number of branches | 1,010 | 1,010 | 1,005 | 1,007 |
| Weighted av. No. of shares (cash) | $1,293 \mathrm{~m}$ | $1,284 \mathrm{~m}$ | $1,285 \mathrm{~m}$ | $1,281 \mathrm{~m}$ |
| Net tangible assets per share (\$) | 11.65 | 10.23 | 9.42 | 8.99 |
| Risk weighted assets (\$m) | 245,347 | 234,569 | 216,438 | 202,667 |

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## Strong financial results

|  | Jun 07 | Jun 07 vs <br> Jun 06 |
| :--- | :---: | :---: |
| Cash NPAT (\$m) * | 4,604 | $18 \%$ |
| Cash EPS (cents) * | 353.0 | $16 \%$ |
| Return on Equity - Cash (\%) | 22.1 | 80 bpts |
| Income (\$m) | 13,159 | $11 \%$ |
| Expense (\$m) | 6,427 | $4 \%$ |
| Final Dividend (\$ per share) | 1.49 | 4 |

[^0]
## Notes

## All brands performing strongly



## Market shares



## CEO priorities \& measures

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


## Notes

## Customer Service

- Continued focus on embedding Sales \& Services culture
- 4,000 front line staff trained in how to better identify customer needs
- 1,100 new customer facing roles across the Group
- New branch operating model to better meet customer needs
- Continued improvement in customer satisfaction scores
- Complaints reduced; compliments increased
\% customers satisfied (Roy Morgan Research - 6 month average)




## Notes

## On a journey...Australian Retail Banking

- Introduction of CommSee
- Branch refurbishment
- Introduction of initiatives for our people


## Operations

- New branch operating model
- New generation retail branch layout
- Rollout of Needs Analysis mastery
- Taking ownership and following up training
- Management KPI's linked to customer satisfaction
- Sales \& Service Program
- Saturday trading
- Measurement of customer advocacy


## Customers

- > 600 new front line staff
- Competitive product offerings in all segments
- Reduction in customer complaints
- Flexible opening hours


## Market Share



- Improvements emerging
- Strong upturn in network sales
- Home loans $\uparrow$ 8bpts in $2^{\text {nd }}$ half
- Deposits $\uparrow 21$ bpts in $2^{\text {nd }}$ half


## Notes

## Business Banking

- Local Business Banking (LBB)
> 85 new Bankers in branches
> 78 new associates providing 24/7 access
$>$ Product and process simplification
- Corporate Financial Services
> 72 new staff in 8 new centres
> Simpler faster processes
> Improved customer satisfaction
- Agribusiness
> 53 new Bankers in 15 new locations
> Agriline launched with 24/7 customer access
- Technology
$>$ CommBiz rolled out to over 10,000 business customers
> Continued enhancements to CommSee

Growth in Lending to Non-Financial
Corporations 2005-2007*


LBB Quarterly gross fundings FY07


## Notes



## EDS and Gen-i contracts

|  | FY07 Spend | New Deal | Saving <br> \$m p.a | Contract End | Review |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Telecommunication services <br> Mobiles <br> RAS <br> Voice and Data Services | $\begin{aligned} & \text { Gen-i } \\ & \$ 113 m \end{aligned}$ | Optus <br> Telstra <br> Gen-i | $\} 10-15$ | $\begin{aligned} & 2008 \\ & 2008 \\ & 2009 \end{aligned}$ | FY08/FY09 |
| Applications <br> Development <br> Maintenance <br> Enhancements <br> Consulting <br> Enterprise Processing Services <br> End User Computing <br> Desktop <br> Service Desk <br> ATM | $\begin{aligned} & \text { EDS } \\ & \text { \$398m } \end{aligned}$ | Sele <br> capa <br> EDS <br> $\int$ | in-sourcing es 12-14 14-19 | strategic $2012$ $2012$ | FY08 |

IT savings reinvested

## Technology \& Operational Excellence

- Saved over \$100m of IT expense
- Successfully delivering large portfolio of IT projects across the business
- Significant improvements in system stability, resilience and security
- 429 staff trained in CommWay, taking total to 1,512

IT Efficiency Ratio *


1 Severity 1 and 2

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


## Notes

## Trust \& Team Spirit improving

- Continued improvement in the culture:
$>$ Increasing focus on customer
> Positive momentum in people engagement scores
> Improved employee benefits
> Increasing sense of pride
- Reflected in our people measures:
$>$ LTIFR down approx 30\% in last 12 months
> Absenteeism down 7\%
> Voluntary turnover down 13\%
- Continued support for our community


LTIFR


## Notes

## Opportunities for Profitable Growth

- Asian expansion plans progressing well:
> Indonesia - ANK acquisition
- acquired JV partner stake in CMG Astra
> China - Further capital investment in Hangzhou
- Cinda/CFS fund management JV launched
> Vietnam - Branch licence applied for
- CFS Global Asset Management launched 20 new funds in 2007
- Global Markets growth strategy
- Cross business unit referrals increasing


## Notes



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## Non cash items

|  | 12 months |  |
| :--- | ---: | ---: |
|  |  | Jun 07 |
| Defined benefit superannuation plan (income) / expense | $\mathbf{\$ m}$ | $\mathbf{J u n} 06$ |
| Treasury Shares valuation adjustment | $(5)$ | 25 |
| One-off AIFRS mismatches | 75 | 100 |
|  | 64 | - |

## 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 valuation adjustment:

- 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 mismatches:

- No economic loss has been incurred
- Accounting loss has arisen due to the unwinding of structured transactions offsetting profit never recognised through P\&L
- Transactions had been fully economically hedged at inception, and on transition to AIFRS on 1 July 2005 the hedge profit was recognised in retained earnings
- Unwind of transactions brings forward the recognition of this expense to the current period


## Strong result

|  | $\begin{array}{r} \text { Jun } 07 \\ \$ m \end{array}$ | $\begin{array}{r} \text { Jun } 06 \\ \$ m \end{array}$ | $\begin{array}{r} \text { Jun } 07 \text { vs } \\ \text { Jun } 06 \end{array}$ |
| :---: | :---: | :---: | :---: |
| Operating income | 13,159 | 11,835 | $\uparrow 11 \%$ |
| Shareholder investment returns | 149 | 101 | $\uparrow$ 48\% |
| Income | 13,308 | 11,936 | $\uparrow 11 \%$ |
| Operating expenses | 6,427 | 5,994 | $\uparrow 7 \%$ |
| Loan impairment expenses | 434 | 398 | $\uparrow$ ¢ 9\% |
| Net profit before tax | 6,447 | 5,544 | $\uparrow 16 \%$ |
| Tax \& Minorities | 1,843 | 1,636 | $\uparrow 13 \%$ |
| NPAT Cash * | 4,604 | 3,908 | $\uparrow 18 \%$ |
| Profit on the sale of HK Insurance |  | 145 | Large |
| Non cash items | (134) | (125) | $\uparrow 7 \%$ |
| Statutory NPAT | 4,470 | 3,928 | $\uparrow 14 \%$ |

* Excludes profit on sale of Hong Kong in Dec 05


## Other key information



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[^1]
## All businesses performing well

|  | $\begin{array}{r} \text { Jun } 07 \\ \$ m \end{array}$ | Jun 06 \$m | $\begin{array}{r} \text { Jun } 07 \text { vs } \\ \text { Jun } 06 \end{array}$ |
| :---: | :---: | :---: | :---: |
| Australian Retail | 1,840 | 1,678 | $\uparrow 10 \%$ |
| Business, Corp and Institutional | 1,529 | 1,236 | ¢ 24\% |
| AIFRS volatility | 2 | (41) | Large |
| Asia Pacific | 390 | 356 | $\uparrow 10 \%$ |
| Hedging and AIFRS volatility | 59 | 17 | Large |
| Other | (57) | (19) | Large |
| Banking | 3,763 | 3,227 | $\uparrow 17 \%$ |
| Funds Management | 492 | 400 | $\uparrow$ ¢ $23 \%$ |
| Insurance | 253 | 215 | $\uparrow$ ¢ 18\% |
| Shareholder investment returns | 96 | 66 | $\uparrow 45 \%$ |
| NPAT cash (ex HK) | 4,604 | 3,908 | $\uparrow 18 \%$ |

## Other key information

| 6 months |  |  |  |
| :--- | ---: | ---: | ---: |
|  | Jun 07 | Dec 06 | Jun 06 |
| \% of operating income |  |  |  |
| Net interest income | $53 \%$ | $54 \%$ | $54 \%$ |
| Other banking income | $26 \%$ | $26 \%$ | $26 \%$ |
| Funds Mgt. income | $15 \%$ | $14 \%$ | $14 \%$ |
| Insurance income | $6 \%$ | $6 \%$ | $6 \%$ |
| Total | $100 \%$ | $100 \%$ | $100 \%$ |

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## Revenue growth outstrips costs



CommonwealthBank

## Other key information

|  | 6 months |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Jun 07 | Dec 06 | Jun 06 | $\begin{array}{r} \text { Jun } 07 \text { vs } \\ \text { Jun } 06 \end{array}$ |
| Av interest earning assets (\$m) * | 325,380 | 306,868 | 282,553 | ¢ 15\% |
| Net interest income (\$m) * | 3,489 | 3,432 | 3,202 | ¢ $9 \%$ |
| Net interest margin (AIFRS) (bpts) | 216 | 222 | 229 | $\downarrow 13 \mathrm{bpts}$ |

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## Banking profit up 17\%

- Net interest income

| Volume | $\uparrow$ | $15 \%$ |
| :--- | :--- | :--- |
| Liquid margin | $\downarrow$ | $3 \%$ |
| Other margin | $\downarrow$ | $4 \%$ |
|  |  |  |
| NII |  | $8 \%$ |
|  |  |  |

- Other income $\uparrow 13 \%$
$>$ Sale of Loy Yang \$79m
> Mastercard \$58m (06 \$32m)
> Commissions \& fees $\uparrow$ 8\%

- Cost to income now 45.8\% (June 06 47.7\%)


Notes

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## Underlying NIM down 6bpts since Dec

- NII only 53\% of total income
- Liquid assets up over \$4 billion
- AIFRS derivative volatility inflating headline NIM
- Asset pricing and mix:

Home loans $\downarrow 2$ bpts
Other

|  |
| :---: |
| $\downarrow 3$ bpts |

- Cash rate \& deposit pricing: Cash rate benefit $\uparrow 4$ bpts Deposit pricing $\downarrow 3$ bpts Mix $\downarrow 3$ bpts
Deeming rate
( $\uparrow 50 \mathrm{bpts} ; \$ 20 \mathrm{~m}$ )

| $\downarrow 1$ | bpts |
| :--- | :--- |
| $\downarrow 2$ | bpts |



## Group impact - non trading derivatives

|  | Peer 1 | Peer 2 | Peer 3 | Peer 4 | CBA |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Hedge ineffectiveness <br> (inside 80-125\%) | $x$ | $\checkmark$ | $x$ | $\checkmark$ | $\checkmark$ |
| Non-AIFRS-complaint <br> economic hedge <br> Hedge NZ profit | $x$ | $\checkmark$ | $x$ | $\checkmark$ | $\checkmark$ |
| Pre-AIFRS hedge | $x$ | $\checkmark$ | n/a | $x$ | $\checkmark$ |

Key
$\checkmark=$ Included within Cash NPAT $x=$ Excluded from Cash NPAT

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## AIFRS volatility - group impact

|  | Australia |  | New Zealand |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { FY07 } \\ \$ \mathrm{~m} \end{array}$ | $\begin{array}{r} \text { FYO6 } \\ \$ \mathrm{~m} \end{array}$ | $\begin{array}{r} \text { FY07 } \\ \$ \mathrm{~m} \end{array}$ | $\begin{array}{r} \text { FY06 } \\ \$ \mathrm{~m} \end{array}$ | $\begin{array}{r} \text { FYO7 } \\ \$ \mathrm{~m} \end{array}$ | $\begin{array}{r} \text { FY06 } \\ \$ \mathrm{~m} \end{array}$ |
| AIFRS hedging volatility | 3 | (58) | 117 | 3 | 120 | (55) |
| NZ revenue hedge | - | - | (32) | 22 | (32) | 22 |
| Total banking income | 3 | (58) | 85 | 25 | 88 | (33) |
| One-off AIFRS hedging mismatches | (91) | - | - | - | (91) | - |
| Tax | 27 | 17 | (26) | (8) | 1 | 9 |
| NPAT impact | (61) | (41) | 59 | 17 | (2) | (24) |

## Other key information

|  |  | 6 months |  |  | $\begin{array}{r} \text { Jun } 07 \text { vs } \\ \text { Jun } 06 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Jun 07 | Dec 06 | Jun 06 |  |
| NII | Home Loans | 650 | 644 | 627 | 4 4\% |
|  | Consumer Finance | 357 | 351 | 366 | $\downarrow$ 2\% |
|  | Retail Deposits | 1,046 | 1,061 | 968 | 4 8 8 |
|  |  | 2,053 | 2,056 | 1,961 | $45 \%$ |
| Other income | Home Loans | 85 | 87 | 74 | $\uparrow 15 \%$ |
|  | Consumer Finance | 233 | 191 | 195 | $\uparrow 19 \%$ |
|  | Retail Deposits | 339 | 337 | 338 | - |
|  |  | 657 | 615 | 607 | $48 \%$ |
| Banking | Home Loans | 735 | 731 | 701 | $45 \%$ |
| income | Consumer Finance | 590 | 542 | 561 | $\uparrow 5 \%$ |
|  | Retail Deposits | 1,385 | 1,398 | 1,306 | 4 6\% |
|  |  | 2,710 | 2,671 | 2,568 | 4 6\% |
| Expenses |  | 1,224 | 1,206 | 1,181 | $\uparrow$ 4\% |
| Loan impairm |  | 185 | 164 | 198 | $\downarrow$ 7\% |
| Cost to incom |  | 45.2\% | 45.2\% | 46.0\% | $\downarrow$ 2\% |
| Underlying profit after tax |  | 928 | 912 | 842 | $410 \%$ |

## Australian Retail

- Net interest income

Volume $\uparrow 10 \%$
$\begin{array}{ll}\text { Margin } & \begin{array}{c}\text { V } \\ \text { NII }\end{array} \\ \\ \end{array}$

- Good volume growth:
> Home loans $\uparrow 11 \%$
> Deposits $\uparrow 9 \%$
- Expense growth of 2\%
$>400+$ front line staff
> Offset by efficiency gains
- Improved branch sales performance in the second half
- Sound credit quality

|  | Jun 07 <br> $\mathbf{\$ m}$ | Jun 07 <br> Jun $\mathbf{0 6}$ |  |
| :--- | ---: | ---: | ---: |
| Home Loans | 1,466 | $\uparrow$ | $4 \%$ |
| Consumer Finance | 1,132 | $\uparrow$ | $3 \%$ |
| Retail Deposits | 2,783 | $\uparrow$ | $7 \%$ |
| Total banking income | 5,381 | $\uparrow$ | $5 \%$ |
| Operating expenses | 2,430 | $\uparrow$ | $2 \%$ |
| Loan impairment | 349 | $\downarrow$ | $1 \%$ |
| Tax | 762 | $\uparrow$ | $8 \%$ |
| Underlying profit after tax | $\mathbf{1 , 8 4 0}$ | $\uparrow$ | $\mathbf{1 0 \%}$ |

## Notes

## Australian Retail snapshot

|  | APRA market shares <br> (Change in 6 month period) |  |  | June 07 Market Share |
| :---: | :---: | :---: | :---: | :---: |
|  | Jun 06 | Dec 06 | Jun 07 |  |
| Home loans | - 10bpts | -30bpts | +8bpts | 18.5\% |
| Household deposits | -32bpts | -51bpts | +21bpts | 29.0\% |
| Credit cards | -113bpts | -103bpts | -43bpts | 18.8\% |
| Personal loans | +9bpts | +34bpts | +1bpt | 16.4\% |



* Consumer loans include home loans, credit cards, personal loans



## Other key information

|  |  | Jun 07 | Dec 06 | Jun 06 | $\begin{array}{r} \text { Jun } 07 \text { vs } \\ \text { Jun } 06 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| NII | Corporate Banking | 281 | 274 | 253 | $\uparrow$ 11\% |
|  | Financial Markets * | 291 | 209 | 233 | $\uparrow$ 25\% |
|  | Lending \& Finance | 510 | 495 | 439 | $\uparrow 16 \%$ |
|  |  | 1,082 | 978 | 925 | $\uparrow 17 \%$ |
| Other Income | Corporate Banking | 179 | 187 | 160 | $\uparrow$ 12\% |
|  | Financial Markets * | 393 | 410 | 346 | $\uparrow$ 14\% |
|  | Lending \& Finance | 313 | 323 | 274 | $\uparrow 14 \%$ |
|  |  | 885 | 920 | 780 | $\uparrow 13 \%$ |
| Banking Income | Corporate Banking | 460 | 461 | 413 | $\uparrow 11 \%$ |
|  | Financial Markets * | 684 | 619 | 579 | $\uparrow$ 18\% |
|  | Lending \& Finance | 823 | 818 | 713 | $\uparrow 15 \%$ |
|  |  | 1,967 | 1,898 | 1,705 | ¢ 15\% |
| Expenses |  | 908 | 833 | 811 | $\uparrow 12 \%$ |
| Loan impairment |  | 55 | 20 | 31 | $\uparrow$ 77\% |
| Cost to income |  | 46.2\% | 43.9\% | 47.6\% | $\downarrow 3 \%$ |
| Underlying profit after tax |  | 767 | 762 | 617 | $\uparrow$ ¢ $24 \%$ |

* Excludes the impact of AIFRS volatility


## Business, Corporate \& Institutional

- Strong asset growth of 20\%
- NII $\uparrow 14 \%$
- OBI $\uparrow 17 \%$
- Core lending and deposits margin stable over the year
- Record CommSec trading volumes, margin lending balances $\uparrow 40 \%$
- Expenses growth driven by:
> investment spend on strategic initiatives
> 338 new front line staff in business banking

|  | Jun 07 <br> $\mathbf{\$ m}$ | Jun 07 vs <br> Jun 06 |
| :--- | ---: | ---: |
| Corporate Banking | 921 | $\uparrow 10 \%$ |
| Financial Markets | 1,303 | $\uparrow 14 \%$ |
| Lending \& Finance | 1,641 | $\uparrow 21 \%$ |
| Total banking income | 3,865 | $\uparrow 15 \%$ |
| Operating expenses | 1,741 | $\uparrow 10 \%$ |
| Loan impairment | 75 | $\uparrow 10 \%$ |
| Tax | 520 | $\uparrow 11 \%$ |
| Underlying profit after tax | $\mathbf{1 , 5 2 9}$ | $\uparrow \mathbf{2 4 \%}$ |
| AIFRS volatility | 2 | Large |

## Notes

## Business, Corporate \& Institutional snapshot



* average interest earning assets and interest bearing liabilities


## Global Markets

Recent industry rankings demonstrates momentum


- Australian debt (excluding selffunded transactions) ranked $1^{\text {st }}$
- Equity Capital Markets ranked $7^{\text {th }}$ (previously ranked $14^{\text {th }}$ )
- Equity Issuance ranked $7^{\text {th }}$ (previously ranked $28^{\text {th }}$ )

Banking Products *
(CFS, LBB, Agribusiness)


Private Client Services
Commsec


## Other key information

|  | 6 months |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| ASB: New Zealand NZ\$m ${ }^{\text {a }}$ | $\begin{array}{r} \text { Jun } 07 \\ \$ m \end{array}$ | $\begin{array}{r} \text { Dec } 06 \\ \$ \mathrm{~m} \end{array}$ | $\begin{array}{r} \text { Jun } 06 \\ \$ \mathrm{~m} \end{array}$ | $\begin{array}{r} \text { Jun } 07 \text { vs } \\ \text { Jun } 06 \end{array}$ |
| Net interest income | 453 | 437 | 412 | ¢ 10\% |
| Other income | 165 | 168 | 172 | $\downarrow$ ¢ ${ }^{\text {¢ }}$ |
| Total operating income | 618 | 605 | 584 | $\uparrow 6 \%$ |
| Operating expenses | 266 | 267 | 252 | $\uparrow 6 \%$ |
| Loan impairment | 14 | 4 | 9 | $\uparrow 56 \%$ |
| Net profit before taxation | 338 | 334 | 323 | $\uparrow 5 \%$ |
| Income tax | 102 | 99 | 98 | $\uparrow 4 \%$ |
| Underlying profit after tax | 236 | 235 | 225 | $\uparrow 5 \%$ |
| New Zealand Dollar Exchange rate (avg) ${ }^{\text {b }}$ | 1.12 | 1.16 | 1.16 |  |

a Statutory basis and excludes hedging volatility
${ }^{b}$ Hedging during the period may mean effective rate is different

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## Asia Pacific

MASB

- ASB contributed $\$ 374 m$
- ASB NPAT $\uparrow 8 \%$ in NZD excluding the impact of hedging
- ASB NII $\uparrow$ 8\%
> Lending assets $\uparrow 16 \%$
$>$ Margin $\downarrow$ 10bpts (largely 1H07)
> Weaker NZD
- Significant hedging volatility

|  | Jun 07 <br> $\mathbf{\$ m}$ | Jun 07 <br> Jun 06 |  |
| :--- | ---: | ---: | ---: |
| Net interest income | 764 | $\uparrow$ | $6 \%$ |
| Other banking income | 318 | $\downarrow$ | $1 \%$ |
| Total banking income | 1,082 | $\uparrow$ | $4 \%$ |
| Operating expenses | 515 | $\uparrow$ | $1 \%$ |
| Loan impairment | 18 | $\downarrow$ | $10 \%$ |
| Tax | 159 | $\uparrow$ | $1 \%$ |
| Underlying profit after tax | $\mathbf{3 9 0}$ | $\uparrow$ | $\mathbf{1 0 \%}$ |
| Hedging \& AIFRS volatility | 59 | Large |  | separately disclosed

## Other key information

Loan impairment expense to avg RWA (annualised)


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## Credit - maintained high standards

- Loan impairment expense as \% of RWA down on last year at 0.19\% (06: 0.20\%)
- Limited private equity participation
- No exposure to CLO's / CDO's, or material direct exposure to US subprime
- 67\% of commercial loans investment grade
- Improving unsecured retail lending risk profile
- Low doc loans (2.3\% of home loans)
- On market value, 75\% of home loans < 60\% LVR and most > 80\% LVR insured

Gross impaired assets to RWA


Individually assessed provisions
as a \% of advances


## Other key information

|  | 6 months |  |  | FirstChoice Funds Under Administration balance \& market share <br> FUA market share: Plan for Life All Master Funds - Administrator View |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FUA | Jun 07 | Dec 06 | Jun 06 |  |  |  |
| Av. FUA (\$bn) | 171 | 158 | 148 | \$m |  |  |
| Spot. FUA (\$bn) | 177 | 168 | 152 |  |  |  |
| Margins |  |  |  | 40,000 |  |  |
| Operating income/ av. FUA | 1.16 | 1.13 | 1.14 | 35,000 |  |  |
| Net income/ av. FUA | 0.98 | 0.95 | 0.97 | 30,000 |  | 8.0\% |
| Expenses |  |  |  |  |  | 7.0\% |
| Operating expenses/ av.FUA | 0.72 | 0.71 | 0.72 | 25,000 |  | 6.0\% |
| Operating expenses to net income | 55.3 | 56.1 | 57.3 | 20,000 |  | 5.0\% |
| Market shares* |  |  |  | 15,000 |  | 4.0\% |
| Retail Administrator view | 14.2\% | 15.4\% | 15.4\% |  |  | -3.0\% |
| First Choice Platforms | 8.5\% | 8.2\% | 7.7\% | 10,000 |  | - $2.0 \%$ |
| Breakdown of funds invested Local equities | 22.3\% | 22.8\% | 22.4\% | 5,000 | -111 | 1.0\% |
| International equities | 24.1\% | 24.2\% | 22.5\% |  | 1,1,1 | 0.0\% |
| Listed and direct property | 18.5\% | 17.9\% | 17.9\% |  | 2 Dec 02 Jun 03Dec |  |
| Fixed interest and cash | 35.1\% | 35.1\% | 37.2\% |  |  |  |
| Total | 100.0\% | 100.0\% | 100.0\% | $\square \square$ | tChoice FUA | hare \% |
| * Plan for Life - March 07 |  |  |  |  |  |  |

## Funds Management

- FUA $\uparrow 17 \%$ to $\$ 177 b n$
- Margins stable
- Largest retail share (14.2\%)
- First Choice $\uparrow 51 \%$ over last 12 months to \$40bn
- AWG sell down progressing well, 13\% prior to June 07, another 4\% in July
- Strong investment in business:
> developing GAM capability
> platform \& advice leadership
> cross sell initiatives

|  | Jun 07 <br> $\mathbf{\$ m}$ | Jun 07 vs <br> Jun 06 |  |
| :--- | ---: | ---: | ---: |
| Net income * <br> Shareholder investment <br> returns | 1,598 | $\uparrow$ | $20 \%$ |
| Funds management <br> income <br> Operating expenses <br> Tax \& minority interests | 1,612 | $\uparrow$ | $20 \%$ |
| Cash NPAT | 239 | $\uparrow$ | $16 \%$ |
| Underlying NPAT | 490 | $\uparrow$ | $20 \%$ |

## Other key information

Claims expense as \% of net earned premium General insurance
Life insurance
Sources of profit
Planned profit margins
Experience variations
Other
General insurance operating margin
Operating margins
After tax shareholder investment returns NPAT (cash)

Breakdown of Shareholders' Funds

Local equities
International equities
Property
Growth
Fixed interest
Cash
Income
Total

Notes

| $\mathbf{6}$ months |  |  |
| ---: | ---: | ---: |
| Jun 07 | Dec 06 | Jun 06 |
|  |  |  |
| $68 \%$ | $50 \%$ | $57 \%$ |
| $44 \%$ | $47 \%$ | $41 \%$ |
|  |  |  |
| \$M | $\$ \mathbf{M}$ | $\$ \mathbf{1}$ |
| 90 | 94 | 77 |
| 49 | 7 | 29 |
| 0 | 0 | $(2)$ |
| 3 | 10 | 8 |
| 142 | 111 | 112 |
| 40 | 58 | 20 |
| 182 | 169 | 132 |
|  |  |  |
|  |  |  |
| $1 \%$ | $1 \%$ | $2 \%$ |
| $1 \%$ | $1 \%$ | $1 \%$ |
| $20 \%$ | $19 \%$ | $17 \%$ |
| $22 \%$ | $21 \%$ | $20 \%$ |
| $35 \%$ | $25 \%$ | $29 \%$ |
| $43 \%$ | $54 \%$ | $51 \%$ |
| $78 \%$ | $79 \%$ | $80 \%$ |
| $100 \%$ | $100 \%$ | $100 \%$ |

## Insurance

- Inforce premiums $\uparrow$ 21\%
- Planned profit margins $\uparrow$ 26\%
- Australia total risk market share个 to 14.2\% (June 06 13.2\%)
- "Life Insurer of the Year" - Aust \& NZ Insurance Industry Awards
- General insurance result affected by NSW storms

|  | $\begin{array}{r} \text { Jun } 07 \\ \$ m \end{array}$ | $\begin{gathered} \text { Jun } 07 \text { vs } \\ \text { Jun } 06 \text { a } \end{gathered}$ |
| :---: | :---: | :---: |
| Net income ${ }^{\text {b }}$ | 635 | $\uparrow 19 \%$ |
| Shareholder investment returns | 135 | $\uparrow 57 \%$ |
| Total insurance income | 770 | $\uparrow 24 \%$ |
| Operating expenses | 282 | $\uparrow 10 \%$ |
| Tax | 137 | $\uparrow 34 \%$ |
| Cash NPAT | 351 | $\uparrow 34 \%$ |
| Underlying NPAT | 253 | $\uparrow$ 23\% |

${ }^{\text {a }}$ Excludes impact of sale of Hong Kong Insurance business in 2006
b Net of volume related expenses

## Other key information

|  | Jun 07 | Dec 06 | Jun 06 |
| :--- | :---: | :---: | :---: |
| Profit and loss | 285 | 240 | 235 |
| Capitalised | 150 | 110 | 130 |
| Cash investment spend | 435 | 350 | 365 |

Notes

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## 18\% increase in investment spend

|  | - Business banking growth strategy <br> - New and refurbished branches <br> - Roll out of CommBiz <br> - Improving cross sell of WM products | FY07 <br> Investment spend (\$m) |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Expensed | Capitalised | Total |
| Growth projects |  | 202 | 183 | 385 |
| Productivity projects | - Insurance and Wealth Management product and system rationalisation <br> - Improving credit card platform <br> - IT infrastructure upgrade <br> - Telephony platform upgrade | 187 | 29 | 216 |
| Risk and compliance Projects | - Basel II <br> - Computer and business continuity centres <br> - Collateral management system upgrade | 136 | 48 | 184 |
|  |  | 525 | 260 | 785 |

+ 1,100 new customer-facing roles


## Capital treatment

\begin{tabular}{|c|c|c|c|c|c|}
\hline \& AlFRS \& \multicolumn{3}{|c|}{APRA} \& S\&P \\
\hline \& Accounting \& Tier 1 \& Tier 2 \& Total \& ACE \\
\hline \begin{tabular}{l}
Shareholders' Equity \\
Ordinary Share Capital \\
Other Equity Instruments \\
Reserves \\
General Reserve \& Capital Reserve GRCL \\
Asset Revaluation Reserve \\
Other reserve accounts \\
Retained Earnings \\
Minority Interests \\
Hybrid Debt Issues \& Loan Capital Other debt issues (subordinated) Collective \& other credit provisions AIFRS transitional relief (T1 \& T2) \\
Capital Deductions \\
Intangibles \\
Superannuation Surplus (after tax) Equity investments in other companies Value of acquired inforce business Investments in offshore banks Other Deductions
\end{tabular} \&  \&  \& \begin{tabular}{l}
\(\checkmark\) \\
\(\checkmark\) \\
\(\checkmark\) \\
\(\checkmark\)
\end{tabular} \& \[
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\& \checkmark
\end{aligned}
\] \& \(\checkmark\)
\(\checkmark\)
\(\checkmark\)

$\checkmark$
$\checkmark$

$\checkmark$
$\checkmark$

$\checkmark$ <br>
\hline
\end{tabular}

Note: This table is a summary. For the full reconciliation, refer Appendix 13 "Capital Adequacy" on pages 47-50 of the June 2007 Profit Announcement

## Strong capital position

- 1 Jan 2008 should see:
> Basel II advanced accreditation
> end of AIFRS capital transition
$>$ clarity on APRA capital needs
- After balance date raised $\$ 1,465 \mathrm{~m}$ through PERLS IV
> non-innovative Tier 1
> cost effective funding (BBSW-120bpts)
- More sophisticated economic capital approach


PERLS IV issue completed in July 2007 (\$1,465m) would add 58bpts to June 2007 Tier 1 and 59bpts to the Total Capital Ratio

## Notes

## Summary

- Double digit profit growth from all business segments
- Continuing to invest for future growth and productivity
- Australian Retail market share improvements in second half
- Significant opportunities still exist in Business, Corporate and Institutional
- Investment in Funds Management and Insurance driving strong performance
- Credit quality and capital position remain strong


## Notes

|  | Jun 07 <br> Actual | Jun 08 <br> Forecast * |
| :--- | :---: | :---: |
| Housing credit | $13.2 \%$ | $13-15 \%$ |
| Other personal credit | $15.3 \%$ | $8.5-10.5 \%$ |
| Business credit | $18.7 \%$ | $14-16 \%$ |

* CBA economist forecast for the Australian market as at July 2007


## Outlook

- Economic outlook for Australia remains positive
- Housing credit growth expected to remain at similar levels to 2007
- Some slowing expected in business and personal credit growth
- Financial services industry will remain competitive
- Given outlook and business mix, expect EPS growth to meet or exceed average of peers


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CHIEF EXECUTIVE OFFICER
David Craig
CHIEF FINANCIAL OFFICER
15 August 2007

Commonwealth Bank of Australia ACN 123123124 RESULTS PRESENTATION
FOR THE FULL YEAR
Ended 30 June 2007

## Supplementary materials

## Economy

## GDP, unemployment and cash rates

Real GDP
Year-ended percentage change


Unemployment Rate


Australian and US Cash Rates


## Credit growth




CommonwealthBank

## Spreads

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

Australian Corporate Bond Spreads*


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


## US BBB Corporates ~ 50bp over swaps

US Corporate Bond Spreads (3-5 years)


Source: Bloomberg

CommonwealthBank

Group

## Fully franked dividends



## Expenses

| Comparable expenses | 12 months |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \hline \text { Jun } 07 \\ \$ \mathrm{~m} \end{array}$ | $\begin{array}{r} \hline \text { Jun } 06 \\ \$ \mathrm{~m} \end{array}$ | $\begin{array}{r} \hline \text { Jun } 07 \text { vs } \\ \text { Jun } 06 \end{array}$ |
| Staff expenses | 3,229 | 2,823 | ¢ 14\% |
| Occupancy and equipment | 688 | 621 | $\uparrow 11 \%$ |
| IT Services | 907 | 985 | $\downarrow 8 \%$ |
| Postage and stationery | 213 | 216 | $\downarrow$ 1\% |
| Fees and commissions | 691 | 636 | $\uparrow 9 \%$ |
| Advertising, marketing etc | 326 | 307 | $\uparrow$ 6\% |
| Other | 373 | 406 | $\downarrow 8 \%$ |
| Total operating expenses | 6,427 | 5,994 | $\uparrow 7 \%$ |

## Banking

## AIFRS impact of non trading derivatives

| 12 months |  |  |
| :--- | ---: | ---: |
|  | Jun 07 | Jun 06 |
| Net interest income | 107 | 46 |
| Other banking income | $(19)$ | $(79)$ |
| Net impact - pre tax | 88 | $(33)$ |
| Net impact - after tax | 61 | $(24)$ |
|  | 6 months |  |
| Net interest income | Jun 07 | Dec 05 |
| Other banking income | 78 | 29 |
| Net impact - pre tax | 44 | $(63)$ |
| Net impact - after tax | 122 | $(34)$ |

## Banking revenue by product



|  | 6 months |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Jun 07 | Dec 06 | Jun 06 | $\begin{array}{r} \text { Jun } 07 \text { vs } \\ \text { Jun } 06 \\ \hline \end{array}$ |
| Home Loans | 735 | 731 | 701 | ¢ 5\% |
| Consumer Finance | 590 | 542 | 561 | ¢ $5 \%$ |
| Retail Deposits | 1,385 | 1,398 | 1,306 | $46 \%$ |
| Corporate Banking | 460 | 461 | 413 | ¢ 11\% |
| Financial Markets | 684 | 619 | 579 | ¢ 18\% |
| Lending \& Finance | 823 | 818 | 713 | ( 4 15\% |
| Asia Pacific | 551 | 531 | 537 | ¢ 3\% |
| Other (incl. Hedging and AIFRS volatility) | 77 | 63 | 40 | ¢ 93\% |
| Total Banking Income | 5,305 | 5,163 | 4,850 | 4 9\% |

## Summary - CBA growth vs market* 12 months to J une 2007



## Summary - CBA growth vs market* 6 months to J une 2007



## Home loans (domestic)

|  |  | Jun 07 vs |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Jun 07 | Dec 06 | Jun 06 | Jun 06 |
| Domestic growth profile (\$bn) |  |  |  |  |
| Loan funded | 27.1 | 25.1 | 24.8 | 9\% |
| Reduction | 16.5 | 19.1 | 16 | 3\% |
| Net growth | 10.6 | 6.0 | 8.8 | 20\% |
| Total Home lending assets (\$b) |  |  |  |  |
| Australian home lending assets (\$b) | 161.4 | 150.8 | 144.8 | 11\% |
| Securitisation (\$b) | (15.6) | (10.8) | (12.6) | 24\% |
| Net (Australia) | 145.8 | 140 | 132.2 | 10\% |
| Asia Pacific home lending assets (\$b) | 28.9 | 25.9 | 22.3 | 30\% |
| Totals (adjusted for rounding) | 174.7 | 165.9 | 154.5 | 13\% |
| Home lending statistics <br> (domestic balances gross of securitisation) |  |  |  |  |
| Balances mix (\%) : | Jun 07 | Dec 06 | Jun 06 |  |
| Owner occupied | 55\% | 55\% | 55\% |  |
| Investment home loans | 34\% | 35\% | 35\% |  |
| Line of credit | 11\% | 10\% | 10\% |  |
| Variable | 62\% | 62\% | 64\% |  |
| Fixed * | 29\% | 27\% | 24\% |  |
| Honeymoon * | 9\% | 11\% | 12\% |  |
| Originations (\% of loans funded) : * |  |  |  |  |
| 3rd Party | 35\% | 34\% | 32\% |  |
| Proprietary | 65\% | 66\% | 68\% |  |
| Broker originated loans as \% of Aust. Book | 28\% | 26\% | 24\% |  |

* Care - Prior periods restated for classification changes between periods


## Home loan balance growth by channel (half year)



* Prior period number restated by APRA


## Home Ioan 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 $\$ 12 \mathrm{~m}$
- Under most stressed conditions, expected loss totals $\$ 299 \mathrm{~m}=3$ months home loan net income. This has decreased from $\$ 307 \mathrm{~m}$ at the last Stress Test. The slight reduction in expected loss under the current and stressed case is attributed to general levelling out of property prices in Sydney and continued appreciation elsewhere across Australia.
- Additional insured losses of $\$ 265 \mathrm{~m}$ covered by mortgage insurance

Market value stress

| Expected loss <br> \$m | PD stress factor |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| Property value | x1 | x2 | x4 | x6 |
| No decrease | 11.8 | 16.1 | 22.6 | 27.1 |
| 10\% decrease | 29.2 | 40.7 | 59.0 | 72.0 |
| 20\% decrease | 60.9 | 87.0 | 130.0 | 161.0 |
| 30\% decrease | 107.2 | 156.6 | 239.2 | 298.8 |

Note:
PD = Probability of default
Excludes lines of credit

## Home loans - LVR profile

- Strong LVR profile
- \% of loans at <60\% LVR:
> 68\% if based on original security value
> $75 \%$ if based on current market values
> There has been some shift towards the 60-75\% LVR group, from the lower and higher value groups
> The majority of loans >80\% LVR are mortgage insured18 insured18


## LVR profile



## Summary

|  | Jun 07 | Dec 06 | Jun 06 |
| :---: | :---: | :---: | :---: |
| RWA | \$245,347 | \$234,569 | \$216,438m |
| Charge for bad debts (6 mths) | \$239m | \$195m | \$210m |
| Charge for loan impairment to RWA (annualised) | 0.20\% | 0.17\% | 0.20\% |
| Gross impaired assets | \$421m | \$338m | \$326m |
| Individually assessed provisions | \$199m | \$171m | \$171m |
| Collective provisions | \$1,034m | \$1,040m | \$1,046m |
| General Reserve for credit losses within shareholders equity (pre-tax) | \$500m | \$500m | \$500m |
| Prudential General Reserve for Credit Losses to RWA | 0.63\% | 0.68\% | 0.71\% |
| Credit Risk Statistics |  |  |  |
| Commercial portfolio |  |  |  |
| Top 20 commercial exposures (as \% of total committed exposure) | 2.6\% | 2.5\% | 2.5\% |
| $\%$ of all commercial exposures that are investment grade or better | 67\% | 67\% | 68\% |
| \% of non-investment grade exposure covered by security | 82\% | 82\% | 83\% |
| Consumer portfolio |  |  |  |
| Home lending as \% of gross lending | 54\% | 55\% | 55\% |

## Home loans - portfolio quality

- Portfolio credit quality remains sound
- In line with seasonal expectations, delinquencies have improved in the last few months
- Home Loan collection is focusing on higher risk loans
- Significant differences have been observed across states with NSWIACT being the highest, and WA the lowest

30+ \& 90+ day delinquencies


30+ delinquencies by state


## Banking - Top 20 commercial exposures



Top 20 exposures - excludes finance and government - comprise $2.6 \%$ of committed exposures ( $2.5 \%$ as at Dec $06,2.7 \%$ as at Jun 06)

## 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 - Quality of commercial riskrated exposures

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


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



[^3]
## Banking - total outstandings* (commercial + consumer)

## Total outstandings <br> \$377.8 b*



At 31 Dec 06
Total outstanding $=\$ 359.0 \mathrm{~b}$
Consumer $=49.4 \%$
Telecoms = 0.2\%
Agriculture = 2.6\%
Construction $=1.0 \%$
Energy = 1.4\%
Finance $=24.0 \%$
Government = 1.8\%
Leasing = 1.5\%
Motor vehicle
manufacturing $=0.1 \%$
Other commercial
\& industrial = 17.9\%
Technology $=0.1 \%$

[^4](on and off balance sheet).

## Banking - international commercial exposures*

## International exposure by Industry

Total exposure : \$65.7b


At 31 Dec 06 Total exposure $=\$ 62.4 \mathrm{~b}$ Finance = 80\% Government $=2 \%$ Other commercial = 13\%
*Total exposure $=$ balance for uncommitted, greater of limit or balance for committed. Excludes ASB

## Banking <br> credit exposure - agriculture sector

Total exposure: \$11,574m

|  | 30 Jun <br> $\mathbf{0 7}$ | 31 Dec <br> $\mathbf{0 6}$ | $\mathbf{3 0}$ Jun <br> $\mathbf{0 6}$ |
| :--- | ---: | ---: | ---: |
| Rating | $\mathbf{\$ m}$ | $\mathbf{\$ m}$ | $\mathbf{\$ m}$ |
| AAA to A- | 234 | 255 | 333 |
| BBB+ to BBB- | 1,849 | 1,614 | $\mathbf{1 , 3 2 0}$ |
| BB to BB- | 3,202 | 3,155 | 3,022 |
| < BB- | 6,289 | 5,987 | 5,477 |
| TOTAL | $\mathbf{1 1 , 5 7 4}$ | $\mathbf{1 1 , 0 1 1}$ | $\mathbf{1 0 , 1 5 2}$ |



[^5]
## Banking <br> credit exposure - aviation sector

Total exposure: \$3,737m

At 31 Dec 06
Total exposure $=\$ 3,828 \mathrm{~m}$ Australia $=75 \%$ New Zealand = 11\%
Other = 14\%

|  | 30 Jun <br> $\mathbf{0 7}$ | $\mathbf{3 1}$ Dec <br> $\mathbf{0 6}$ | $\mathbf{3 0}$ Jun <br> $\mathbf{0 6}$ |
| :--- | ---: | ---: | ---: |
| Rating | $\mathbf{\$ m}$ | $\mathbf{\$ m}$ | $\mathbf{\$ m}$ |
| AAA to A- | 952 | 1,127 | 1,140 |
| BBB+ to BBB- | 2,633 | 2,561 | 1,516 |
| BB to BB- | 94 | 70 | 313 |
| <BB- | 58 | 70 | 118 |
| TOTAL | 3,737 | 3,828 | $\mathbf{3 , 0 8 7}$ |


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

## Banking <br> credit exposure - energy sector

Total exposure: \$6,841m

|  | $\mathbf{3 0}$ Jun <br> $\mathbf{0 7}$ | $\mathbf{3 1}$ Dec <br> $\mathbf{0 6}$ | $\mathbf{3 0}$ Jun <br> $\mathbf{0 6}$ |
| :--- | ---: | ---: | ---: |
| Rating | $\mathbf{\$ m}$ | $\mathbf{\$ m}$ | $\mathbf{\$ m}$ |
| AAA to A- | 791 | 1,140 | 1,601 |
| BBB+ to BBB- | 5,441 | 5,178 | 4,588 |
| BB to BB- | 468 | 503 | 408 |
| < BB- | 142 | 206 | 292 |
| TOTAL | $\mathbf{6 , 8 4 2}$ | $\mathbf{7 , 0 2 7}$ | $\mathbf{6 , 8 8 9}$ |



[^6]
## Banking <br> credit exposure - telcos sector

Total exposure: \$663m

|  | 30 Jun <br> 07 | 31 Dec <br> 06 | 30 Jun <br> 06 |
| :--- | ---: | ---: | ---: |
| Rating | $\$ \mathrm{~m}$ | $\mathbf{\$ m}$ | $\$ \mathrm{~m}$ |
| AAA to A- | 366 | 593 | 856 |
| BBB+ to BBB- | 128 | 134 | 277 |
| BB to BB- | 89 | 192 | 150 |
| < BB- | 80 | 71 | 108 |
| TOTAL | 663 | 990 | $\mathbf{1 , 3 9 1}$ |



[^7]
## Funds Management \& Insurance

## Investment performance

Number of funds in each asset class out performing benchmark (3 years)


## Other key information

Full Year Ended 30 June 2007

| Funds Under Administration | Opening balance Jun 06 \$m | Netflows \$m | Investment income \& other ${ }^{\mathrm{e}}$ \$m | Closing balance Jun 07 \$m | Growth YOY \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| FirstChoice | 26,177 | 9,196 | 4,172 | 39,545 | 51 |
| Cash management | 3,690 | (685) | 125 | 3,130 | (15) |
| Legacy products ${ }^{\text {a }}$ | 34,669 | $(4,669)$ | 4,022 | 34,022 | (2) |
| Retail products ${ }^{\text {b }}$ | 64,536 | 3,842 | 8,319 | 76,697 | 19 |
| Other retail c | 886 | 155 | 575 | 1,616 | 82 |
| Australian retail | 65,422 | 3,997 | 8,894 | 78,313 | 20 |
| Wholesale | 29,815 | 2,865 | 1,789 | 34,469 | 16 |
| Property | 13,909 | $(1,397)$ | 2,331 | 14,843 | 7 |
| Other ${ }^{\text {d }}$ | 3,708 | (472) | 399 | 3,635 | (2) |
| Domestically sourced | 112,854 | 4,993 | 13,413 | 131,260 | 16 |
| Internationally sourced | 29,461 | 2,133 | 8,342 | 39,936 | 36 |
| Funds under administration (Excl Avanteos) | 142,315 | 7,126 | 21,755 | 171,196 | 20 |
| Avanteos | 9,198 | $(5,363)$ | 2,040 | 5,875 | (36) |
| Total - funds under administration | 151,513 | 1,763 | 23,795 | 177,071 | 17 |

a Includes stand alone retail and legacy retail products
b Retail products (excluding Avanteos) align to Plan for Life market releases
Includes listed equity trusts and regular premium plans. These retail products are not reported in market share data
${ }^{d}$ Includes life company assets sourced from retail investors but not attributable to a funds management product (e.g. premiums from risk products). These amounts do not appear in retail market share data
e Includes foreign exchange gains and losses from translation of internationally sourced business

## Capital Management

## ACE calculation

|  | Jun 07 | Dec 06 | Jun 06 |
| :---: | :---: | :---: | :---: |
| Adjusted Common Equity * | \$m | \$m | \$m |
| Tier One capital | 17,512 | 16,553 | 16,354 |
| Add: |  |  |  |
| Deferred income tax | 37 | 39 |  |
| Equity investments in other companies | 700 | 820 |  |
| Deduct: |  |  |  |
| Eligible loan capital | (245) | (263) | (281) |
| Other hybrid equity instruments | $(3,474)$ | $(3,522)$ | $(3,659)$ |
| Minority interest (net of minority interest component deducted from Tier One capital) | (512) | (508) | (508) |
| Investment in non-consolidated subsidiaries (net of intangible component deducted from |  |  |  |
| Tier One capital) | (409) | (283) | $(2,012)$ |
| Other deductions | (178) | (166) | (151) |
| Impact upon adoption of AIFRS | $(1,641)$ | $(1,641)$ | - |
| Total Adjusted Common Equity | 11,790 | 11,029 | 9,743 |
| Risk Weighted Assets (S\&P) | 246,047 | 234,569 | 216,438 |
| Adjusted Common Equity Ratio | 4.79\% | 4.70\% | 4.50\% |
| Credit Ratings | Long Term | Short Term | Affirmed/Upgraded |
| Standard \& Poors' | AA | A-1 + | Feb 07 |
| Moody's Investor Services | Aa1 | P-1 | May 07 |
| Fitch Ratings | AA | F1+ | Feb 07 |
| * Net of intangible component deducted from |  |  |  |

## ACE movement in half year ended J une 2007



## Tier 1 movement in half year J une 2007


a June 2007 final dividend (25\% participation)
b Additional DRP take up on interim 2007 dividend
c Primarily reflects statutory adjusted profit items and foreign exchange movement.
d PERLS IV issue completed in July 2007 (\$1,465m) would increase the June 2007 Tier 1 ratio to 7.72\%

## Hybrid instrument information

Hybrid dividends

|  | Jun $\mathbf{0 7}$ | Dec 06 | Jun 06 | Franked <br> Imputed |
| :--- | ---: | ---: | ---: | :---: |
| PERLS I | - | - | 13 |  |
| PERLS II | 19 | 19 | F |  |
| PERLS III | 31 | 29 | 13 | F |
| Trust Preferred Securities 2003 | 17 | 21 | 22 | $\mathrm{~N} / \mathrm{A}$ |
| Trust Preferred Securities 2006 | 27 | 27 | $\mathrm{~N} / \mathrm{A}$ |  |
| ASB Capital prefs | 5 | 5 | 5 | I |
| ASB Capital No.2 prefs | 9 | 8 | 8 | I |
| CBA Capital | 10 | 8 | 8 | F |
|  |  | 117 | 117 | 87 |

Preference shares - breakdown

| Issue Date | Currency | Amount <br> $\mathbf{( \$ M )}$ | 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 |
| PERLS IV | 12-Jul-07 | AUD | $\$ 1,465$ | 5 years | 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 | $22-D e c-04$ | NZD | $\$ 350$ | Perpetual | Outside equity interests |
| CBA Capital | 18-May-05 | NZD | $\$ 350$ | 10 years | Tier 2 Loan Capital |
|  |  |  |  |  |  |



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15 August 2007

Commonwealth Bank of Australia ACN 123123124 RESULTS PRESENTATION
FOR THE FULL YEAR
Ended 30 June 2007


[^0]:    * Excludes profit on sale of Hong Kong Insurance business in half year ended December 2005

[^1]:    * Includes distributions on Perls, Perls II, Perls III, Trust Preferred Securities and ASB Preference Shares.

[^2]:    * Excluding securitisation

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

[^4]:    * Represents balances actually outstanding

[^5]:    *Total exposure = balance for uncommitted, greater of limit or balance for committed.

[^6]:    *Total exposure = balance for uncommitted, greater of limit or balance for committed.

[^7]:    *Total exposure = balance for uncommitted, greater of limit or balance for committed.

