

#### Commonwealth Bank



Ralph Norris CHIEF EXECUTIVE OFFICER

David Craig CHIEF FINANCIAL OFFICER

15 August 2007

Commonwealth Bank of Australia ACN 123 123 124 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 |                      |
|-------|----------------------|
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#### **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)

| 8 months |        |        |        |  |  |  |  |
|----------|--------|--------|--------|--|--|--|--|
| 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  |  |  |  |  |

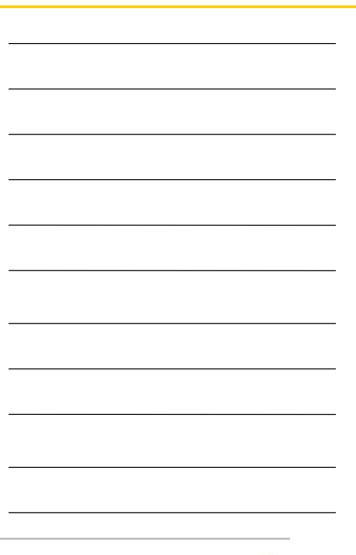
6 months

#### Some overall Bank indicators

Number of branches Weighted av. No. of shares (cash) Net tangible assets per share (\$) Risk weighted assets (\$m)

| 6 months |         |         |         |         |  |  |  |
|----------|---------|---------|---------|---------|--|--|--|
|          | Jun 07  | Dec 06  | Jun 06  | Dec 05  |  |  |  |
|          | 1,010   | 1,010   | 1,005   | 1,007   |  |  |  |
|          | 1,293m  | 1,284m  | 1,285m  | 1,281m  |  |  |  |
|          | 11.65   | 10.23   | 9.42    | 8.99    |  |  |  |
|          | 245,347 | 234,569 | 216,438 | 202,667 |  |  |  |

#### Notes



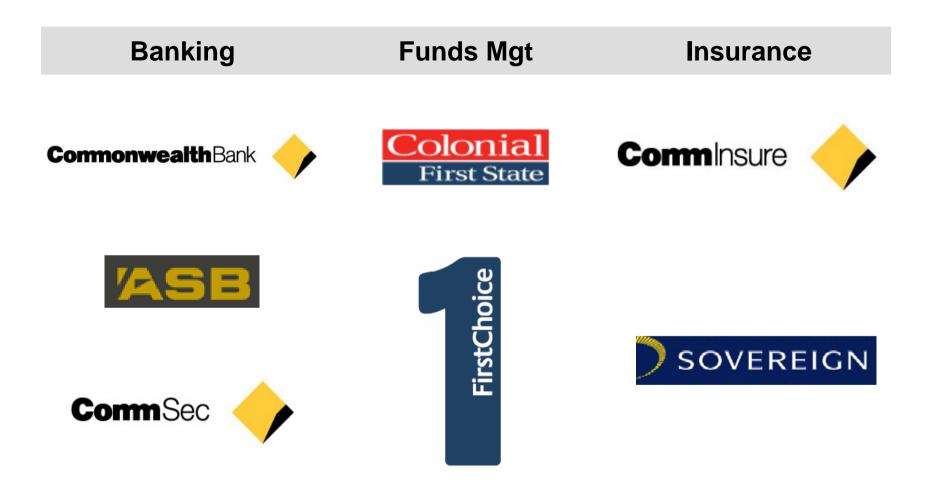
## **Strong financial results**

|                               | 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  | 7%                  |
| Final Dividend (\$ per share) | 1.49   | 15%                 |

\* Excludes profit on sale of Hong Kong Insurance business in half year ended December 2005

| Notes |                      |
|-------|----------------------|
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## All brands performing strongly



| Market shares                              | Notes              |                  |        |  |
|--|--------------------|------------------|--------|--|
|  | Jun 07             | Dec 06           | Jun 06 |  |
| Banking                                    |                    |                  |        |  |
| Home loans                                 | 18.5%              | 18.4%            | 18.7%  |  |
| Credit cards                               | 18.8%              | 19.3%            | 20.3%  |  |
| Retail deposits                            | 21.6%              | 21.9%            | 22.2%  |  |
| Household deposits                         | 29.0%              | 28.8%            | 29.3%  |  |
| Personal lending                           | 16.4%              | 16.4%            | 16.1%  |  |
| Business lending - RBA                     | 12.9%              | 13.0%            | 13.2%  |  |
| Business lending - APRA                    | 12.4%              | 12.5%            | 12.1%  |  |
| Business deposits - APRA                   | 13.0%              | 12.0%            | 11.9%  |  |
| Asset finance                              | 13.2%              | 13.9%            | 14.5%  |  |
| NZ lending (housing)                       | 23.1%              | 23.1%            | 23.1%  |  |
| NZ retail deposits                         | 21.2%              | 20.7%            | 20.3%  |  |
| Funds Management                           |                    |                  |        |  |
| Aust retail administrator view             | 14.2% *            | 15.4%            | 15.4%  |  |
| NZ Managed investments                     | 15.8%              | 16.1%            | 16.0%  |  |
| Firstchoice platform                       | 8.5%               | 8.2%             | 7.7%   |  |
| Insurance                                  |                    |                  |        |  |
| Aus. Life insurance (total risk)           | 14.2%              | 14.4%            | 13.2%  |  |
| NZ Life insurance                          | 31.8%              | 31.5%            | 31.4%  |  |
| * Includes impact of \$7bn disengagement o | f Goldman Sachs JE | B Were from Avan | teos   |  |

## **CEO priorities & measures**

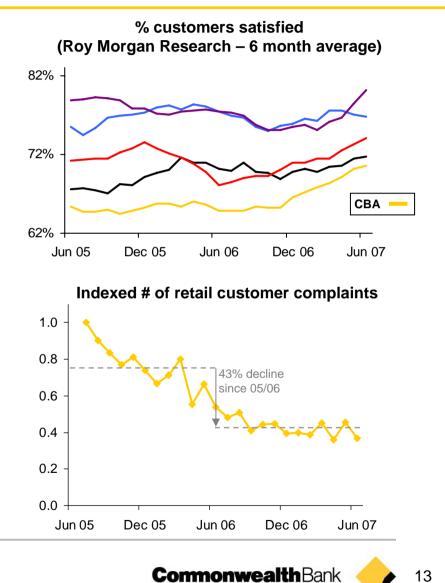
- Customer Service
- Business Banking
- Technology & Operational Excellence
- Trust & Team Spirit
- Profitable Growth
- Superior operating and financial results
- Australia's finest financial services organisation



# **Notes** CormonwealthBank 12

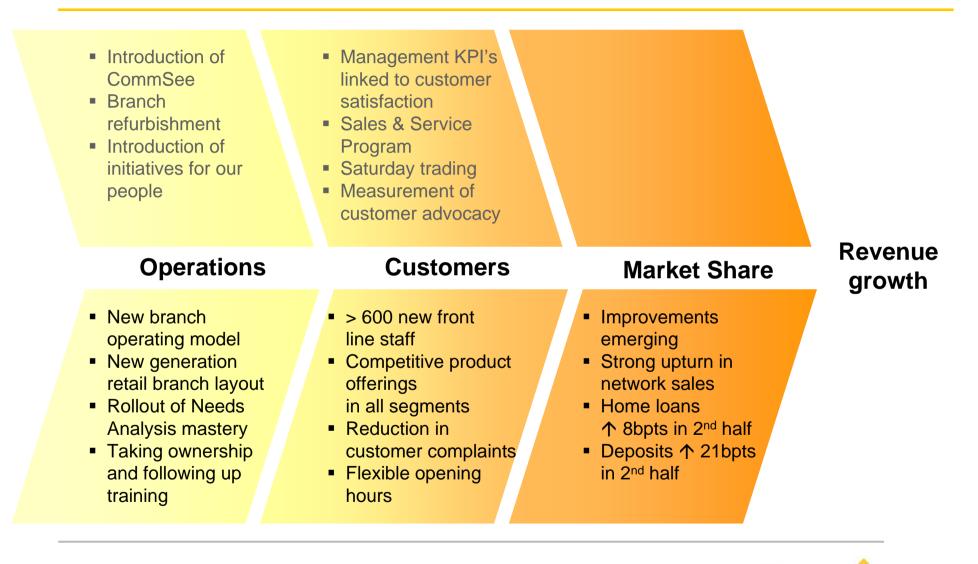
#### **Customer Service**

- 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



# **Notes** CormonwealthBank 14

## **On a journey...Australian Retail Banking**



# **Notes** CormonwealthBank 16

## **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\* 160% 150% 140% 130% 120% 110% 100% 90% Dec-06 Jun-05 Mar-06 Jun-06 Jun-07 Sep-05 Sep-06 Dec-05 Mar-07 CBA Market \* APRA LBB Quarterly gross fundings FY07 Q1 Q3 Q2 Q4

**Cormonwealth**Bank

# **Notes** CormonwealthBank 18



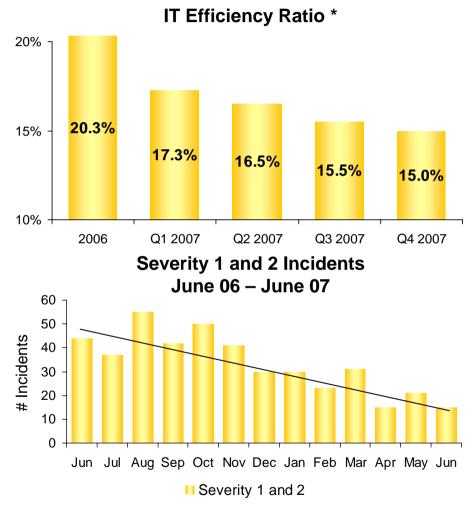
# **EDS and Gen-i contracts**

|                                   | FY07<br>Spend | New Deal | Saving<br>\$m p.a          | Contract<br>End | Review    |
|-----------------------------------|---------------|----------|----------------------------|-----------------|-----------|
| Telecommunication services        |               |          |                            |                 | FY08/FY09 |
| Mobiles                           | Gen-i         | Optus    | )                          | 2008            |           |
| RAS                               | \$113m        | Telstra  | ├ 10 - 15                  | 2008            |           |
| Voice and Data Services           |               | Gen-i    | J                          | 2009            |           |
| Applications                      |               |          |                            |                 |           |
| Development                       |               | )        |                            |                 |           |
| Maintenance                       |               | Calast   |                            | f stusts sis    |           |
| Enhancements                      |               | capabil  | ve in-sourcing o<br>lities | r strategic     | FY08      |
| Consulting                        |               | J        |                            |                 |           |
| Enterprise Processing<br>Services | EDS<br>\$398m | } EDS    | 12-14                      | 2012            |           |
| End User Computing                |               | )        |                            |                 |           |
| Desktop                           |               | 1        |                            |                 |           |
| Service Desk                      |               | > EDS    | 14-19                      | 2012            |           |
| ATM                               |               | J        |                            |                 |           |

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

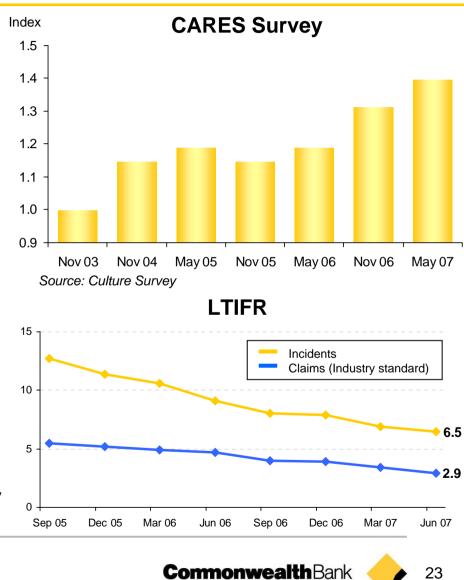


\* Efficiency Ratio = Total IT Expense (excluding strategic initiative spend) / Total bank Op Expenses

# **Notes** CormonwealthBank 22

### **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



# **Notes** CormonwealthBank > 24

## **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** CormonwealthBank 26



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15 August 2007

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#### Non cash items

|  | 12 month      | 12 months     |  |  |
|--|---------------|---------------|--|--|
|  | Jun 07<br>\$m | Jun 06<br>\$m |  |  |
| Defined benefit superannuation plan (income) / expense | (5)           | 25            |  |  |
| Treasury Shares valuation adjustment                   | 75            | 100           |  |  |
| One-off AIFRS mismatches                               | 64            | -             |  |  |
|  | 134           | 125           |  |  |

#### 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**

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

\* Excludes profit on sale of Hong Kong in Dec 05

| Other key information                            |               |               |               | Notes               |  |
|--|---------------|---------------|---------------|---------------------|--|
|  | e             | 6 months      |               |                     |  |
| Contribution to profit                           | Jun 07<br>\$m | Dec 06<br>\$m | Jun 06<br>\$m | Jun 07 vs<br>Jun 06 |  |
| Banking  | 1,896         | 1,867         | 1,638         | <b>†</b> 16%        |  |
| Funds Management                                 | 260           | 232           | 217           | <b>↑</b> 20%        |  |
| Insurance  | 142           | 111           | 112           | <b>↑</b> 27%        |  |
| NPAT (underlying)                                | 2,298         | 2,210         | 1,967         | <b>†</b> 17%        |  |
| Shareholder invest. returns<br>(ex HK after tax) | 35            | 61            | 25            | <b>↑</b> 40%        |  |
| NPAT Cash (ex HK)                                | 2,333         | 2,271         | 1,992         | <b>†</b> 17%        |  |
|  |               |               |               |                     |  |
| Cash EPS – basic (excl HK)                       | 178.3         | 174.7         | 154.9         | <b>†</b> 15%        |  |
| ROE – cash (%)                                   | 22.0          | 22.3          | 20.8          | 120bpts             |  |
| Pref. dividends *                                | 107           | 109           | 79            | <b>†</b> 35%        |  |
| Ordinary dividend declared                       | 1,939         | 1,380         | 1,668         | <b>†</b> 16%        |  |

\* Includes distributions on Perls, Perls II, Perls III, Trust Preferred Securities and ASB Preference Shares.

## All businesses performing well

|                                  | Jun 07<br>\$m | Jun 06<br>\$m | Jun 07 vs<br>Jun 06 |
|----------------------------------|---------------|---------------|---------------------|
| Australian Retail                | 1,840         | 1,678         | <b>†</b> 10%        |
| Business, Corp and Institutional | 1,529         | 1,236         | <b>†</b> 24%        |
| AIFRS volatility                 | 2             | (41)          | Large               |
| Asia Pacific                     | 390           | 356           | <b>†</b> 10%        |
| Hedging and AIFRS volatility     | 59            | 17            | Large               |
| Other                            | (57)          | (19)          | Large               |
| Banking                          | 3,763         | 3,227         | <b>†</b> 17%        |
| Funds Management                 | 492           | 400           | <b>†</b> 23%        |
| Insurance                        | 253           | 215           | <b>†</b> 18%        |
| Shareholder investment returns   | 96            | 66            | <b>†</b> 45%        |
| NPAT cash (ex HK)                | 4,604         | 3,908         | <mark>↑</mark> 18%  |

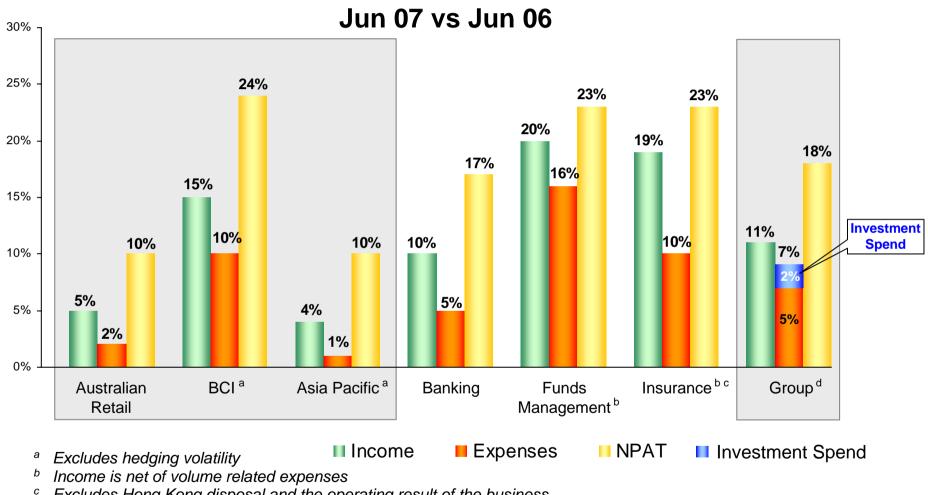
#### **Other key information**

#### **Notes**

|                       |        | 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%   |  |



### **Revenue growth outstrips costs**



- Excludes Hong Kong disposal and the operating result of the business С
- d Excludes Hong Kong disposal

#### **Other key information**

#### **Notes**

|                                    | 6 months |         |         |                     |
|------------------------------------|----------|---------|---------|---------------------|
|                                    | Jun 07   | Dec 06  | Jun 06  | Jun 07 vs<br>Jun 06 |
| Av interest earning assets (\$m) * | 325,380  | 306,868 | 282,553 | <b>†</b> 15%        |
| Net interest income (\$m) *        | 3,489    | 3,432   | 3,202   | <b>†</b> 9%         |
| Net interest margin (AIFRS) (bpts) | 216      | 222     | 229     | ↓ 13 bpts           |

\* Excluding securitisation



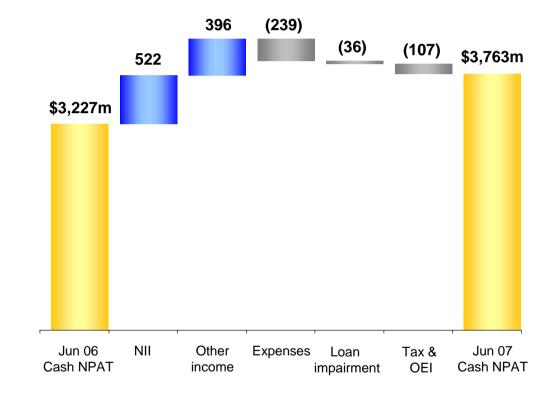
## Banking profit up 17%

#### Net interest income

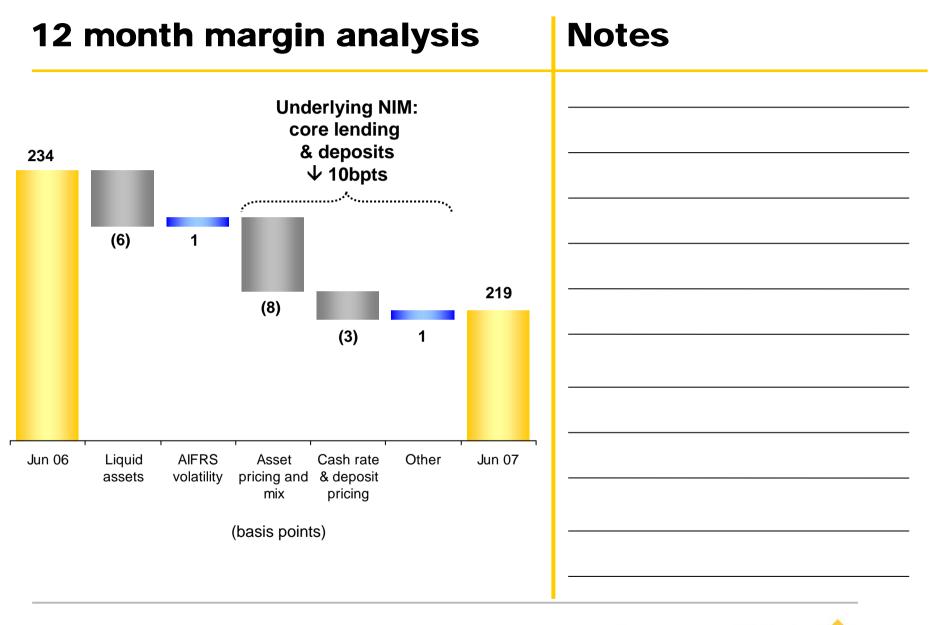
Volume $\uparrow$  15%Liquid margin $\checkmark$  3%Other margin $\checkmark$  4%NII $\uparrow$  8%

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

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

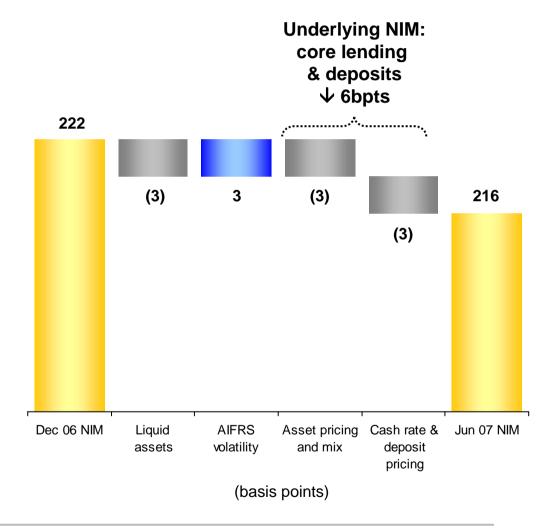


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# **Underlying NIM down 6bpts since Dec**

- NII only 53% of total income
- Liquid assets up over \$4 billion
- AIFRS derivative volatility inflating headline NIM
- Asset pricing and mix: Home loans ↓ 2 bpts Other ↓ 1 bpt ↓ 3 bpts
- Cash rate & deposit pricing: Cash rate benefit ↑ 4 bpts Deposit pricing ↓ 3 bpts Mix ↓ 3 bpts
   Deeming rate (↑50bpts; \$20m) ↓ 1 bpts
   ↓ 3 bpts



#### **Group impact - non trading derivatives**

**Notes** 

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

#### <u>Key</u>

 $\checkmark$  = Included within Cash NPAT  $\star$  = Excluded from Cash NPAT

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# **AIFRS volatility – group impact**

|                                  | Aust        | tralia      | New Z       | ealand      | Тс          | otal        |
|----------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                                  | FY07<br>\$m | FY06<br>\$m | FY07<br>\$m | FY06<br>\$m | FY07<br>\$m | FY06<br>\$m |
| 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)        | -           |
| Тах                              | 27          | 17          | (26)        | (8)         | 1           | 9           |
| NPAT impact                      | (61)        | (41)        | 59          | 17          | (2)         | (24)        |

## **Other key information**

|                  |                  |        | 6 months     |              | Jun      | 07 vs |
|------------------|------------------|--------|--------------|--------------|----------|-------|
|                  |                  | Jun 07 | Dec 06       | Jun 06       | J        | un 06 |
| NII              | Home Loans       | 650    | 644          | 627          | ♠        | 4%    |
|                  | Consumer Finance | 357    | 351          | 366          | ↓        | 2%    |
|                  | Retail Deposits  | 1,046  | 1,061        | 968          | ,<br>,   | 8%    |
|                  |                  | 2,053  | 2,056        | 1,961        |          | 5%    |
|                  | _                |        |              |              |          |       |
| Other income     | Home Loans       | 85     | 87           | 74           |          | 15%   |
|                  | Consumer Finance | 233    | 191          | 195          | ♠        | 19%   |
|                  | Retail Deposits  | 339    | 337          | 338          |          | -     |
|                  |                  | 657    | 615          | 607          |          | 8%    |
|                  |                  |        |              |              |          |       |
| Banking          | Home Loans       | 735    | 731          | 701          |          | 5%    |
| income           | Consumer Finance | 590    | 542          | 561          | ♠        | 5%    |
|                  | Retail Deposits  | 1,385  | 1,398        | 1,306        |          | 6%    |
|                  |                  | 2,710  | 2,671        | 2,568        | <b>↑</b> | 6%    |
|                  |                  |        |              |              |          |       |
| Expenses         | _                | 1,224  | 1,206        | 1,181        | ♠        | 4%    |
| Loan impairmer   | nt 📃             | 185    | 164          | 198          | ¥        | 7%    |
| Cost to income   |                  | 45.2%  | <b>45.2%</b> | <b>46.0%</b> | ŧ        | 2%    |
| Underlying profi | t after tax      | 928    | 912          | 842          | •        | 10%   |

# **Australian Retail**

- Net interest income
   Volume ↑10%
   Margin ↓ 5%
   NII ↑ 5%
- Good volume growth:
   ➢ Home loans ↑ 11%
  - Deposits 19%
- Expense growth of 2%
  - 400+ front line staff
  - Offset by efficiency gains
- Improved branch sales performance in the second half
- Sound credit quality

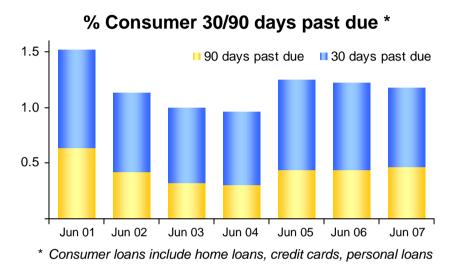
|                             | Jun 07<br>\$m | Jun 07 vs<br>Jun 06 |
|-----------------------------|---------------|---------------------|
| Home Loans                  | 1,466         | <b>†</b> 4%         |
| Consumer Finance            | 1,132         | <b>†</b> 3%         |
| Retail Deposits             | 2,783         | <b>†</b> 7%         |
| Total banking income        | 5,381         | <b>†</b> 5%         |
| Operating expenses          | 2,430         | <b>†</b> 2%         |
| Loan impairment             | 349           | <b>↓</b> 1%         |
| Тах                         | 762           | <b>†</b> 8%         |
| Underlying profit after tax | 1,840         | <b>†</b> 10%        |

# **Notes** CormonwealthBank 42

# **Australian Retail snapshot**

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

#### **APRA** market shares

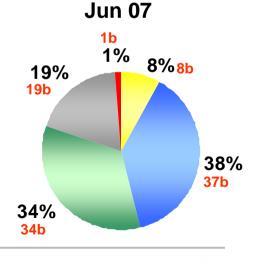


Jun 06

# 4%4b 18b 38% 34b

#### % of Total deposit balances \$ spot balances

- Netbank Saver
- Investment Accounts
- Savings Deposits
- Transactions Accounts
- Business Online Saver



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## **Other key information**

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

\* Excludes the impact of AIFRS volatility

# **Business, Corporate & Institutional**

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

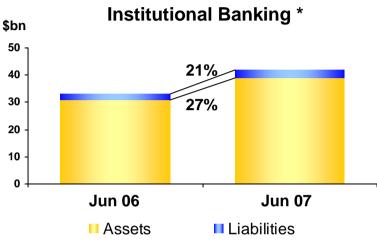
|                             | Jun 07<br>\$m | Jun 07 vs<br>Jun 06 |
|-----------------------------|---------------|---------------------|
| Corporate Banking           | 921           | <b>†</b> 10%        |
| Financial Markets           | 1,303         | <b>†</b> 14%        |
| Lending & Finance           | 1,641         | <b>†</b> 21%        |
| Total banking income        | 3,865         | <b>†</b> 15%        |
| Operating expenses          | 1,741         | <b>†</b> 10%        |
| Loan impairment             | 75            | <b>1</b> 0%         |
| Тах                         | 520           | <b>†</b> 11%        |
| Underlying profit after tax | 1,529         | <b>†</b> 24%        |
| AIFRS volatility            | 2             | Large               |

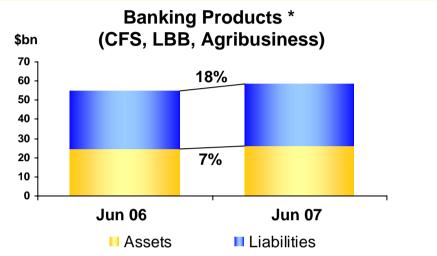
# **Notes** CormonwealthBank 46

## **Business, Corporate & Institutional snapshot**

**Volume trend line** 

Jun 06





\* average interest earning assets and interest bearing liabilities

#### **Global Markets**

Recent industry rankings demonstrates momentum

- THOMSON
- Australian debt (excluding selffunded transactions) ranked 1<sup>st</sup>
- Equity Capital Markets ranked 7<sup>th</sup> (previously ranked 14<sup>th</sup>)
- Equity Issuance ranked 7<sup>th</sup> (previously ranked 28<sup>th</sup>)

#### Private Client Services CommSec 70% increase in monthly volumes from June 2006 to June 2007 0.65m



Jun 07

## **Other key information**

## **Notes**

|  |               | o months      |               |                     |
|--|---------------|---------------|---------------|---------------------|
| ASB: New Zealand NZ\$m <sup>a</sup>                    | Jun 07<br>\$m | Dec 06<br>\$m | Jun 06<br>\$m | Jun 07 vs<br>Jun 06 |
| Net interest income                                    | 453           | 437           | 412           | <b>†</b> 10%        |
| Other income   | 165           | 168           | 172           | ↓ 4%                |
| Total operating income                                 | 618           | 605           | 584           | <b>†</b> 6%         |
| Operating expenses                                     | 266           | 267           | 252           | <b>†</b> 6%         |
| Loan impairment  | 14            | 4             | 9             | <b>†</b> 56%        |
| Net profit before taxation                             | 338           | 334           | 323           | <b>†</b> 5%         |
| Income tax   | 102           | 99            | 98            | <b>†</b> 4%         |
| Underlying profit after tax                            | 236           | 235           | 225           | <b>†</b> 5%         |
| New Zealand Dollar<br>Exchange rate (avg) <sup>b</sup> | 1.12          | 1.16          | 1.16          |                     |

#### 6 months

<sup>a</sup> Statutory basis and excludes hedging volatility

<sup>b</sup> Hedging during the period may mean effective rate is different

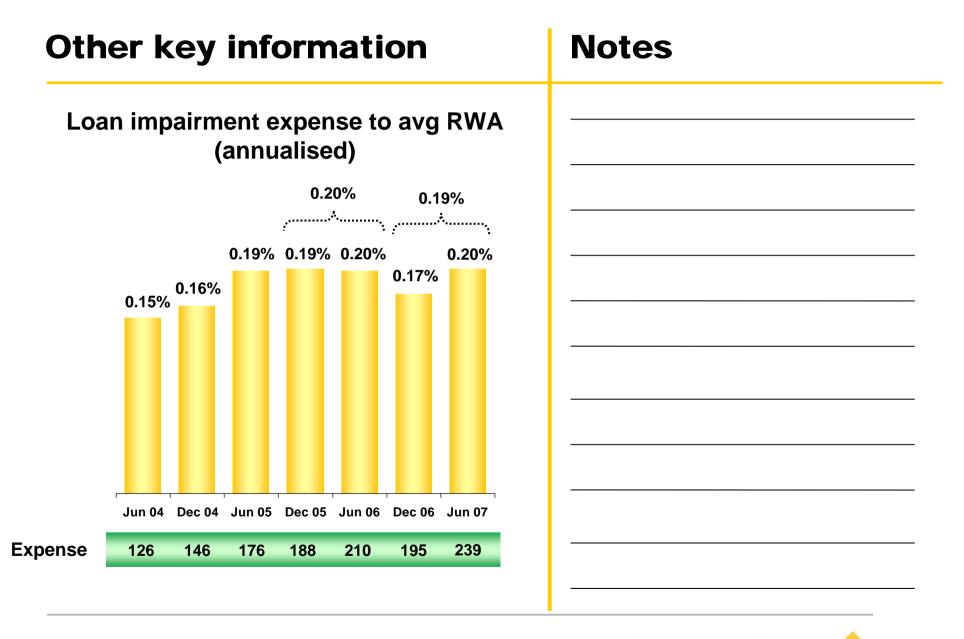


# **Asia Pacific**

separately disclosed



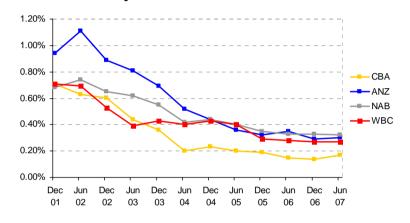
| <ul> <li>ASB contributed \$374m</li> </ul>  |   | Jun 07<br>\$m | Jun 07 vs<br>Jun 06 |
|---|---|---------------|---------------------|
| <ul> <li>ASB NPAT ↑ 8% in NZD<br/>excluding the impact of<br/>hedging</li> </ul>  | Net interest income<br>Other banking income | 764<br>318    | ↑ 6%<br>↓ 1%        |
|   | Total banking income                        | 1,082         | <b>†</b> 4%         |
| <ul> <li>ASB NII ↑ 8%</li> <li>Londing cooots ↑ 16%</li> </ul>                    | Operating expenses                          | 515           | <b>†</b> 1%         |
| <ul> <li>≻ Lending assets ↑ 16%</li> <li>&gt; Margin</li> <li>↓ 10bpts</li> </ul> | Loan impairment                             | 18            | ↓ 10%               |
| (largely 1H07)  | Тах   | 159           | <b>†</b> 1%         |
| Weaker NZD  | Underlying profit after tax                 | 390           | <b>†</b> 10%        |
| Significant hedging volatility  | Hedging & AIFRS volatility                  | 59            | Large               |



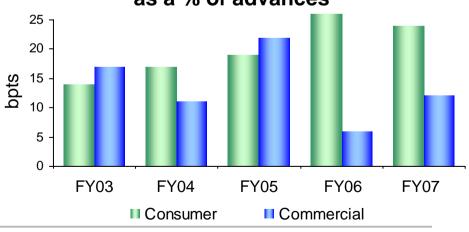
# Credit - maintained high standards

- 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



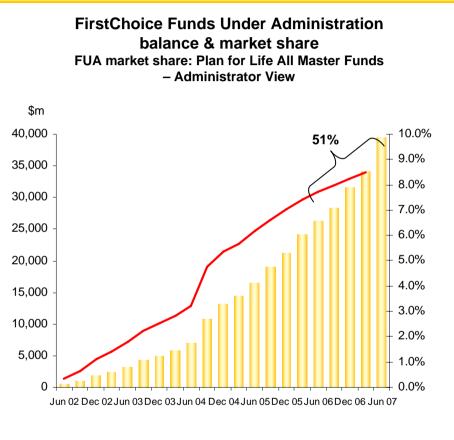
#### Individually assessed provisions as a % of advances



**Cormonwealth**Bank

## **Other key information**

|                                  |        | 6 months |         |
|----------------------------------|--------|----------|---------|
|                                  | Jun 07 | Dec 06   | Jun 06  |
| FUA                              |        |          |         |
| Av. FUA (\$bn)                   | 171    | 158      | 148     |
| Spot. FUA (\$bn)                 | 177    | 168      | 152     |
| Margins                          |        |          |         |
| Operating income/ av. FUA        | 1.16   | 1.13     | 1.14    |
| Net income/ av. FUA              | 0.98   | 0.95     | 0.97    |
|                                  |        |          |         |
| Expenses                         |        |          |         |
| Operating expenses/ av.FUA       | 0.72   | 0.71     | 0.72    |
| Operating expenses to net income | 55.3   | 56.1     | 57.3    |
|                                  |        |          |         |
| Market shares*                   | 14.00/ | 4 - 40/  | 4 - 40/ |
| Retail Administrator view        | 14.2%  | 15.4%    | 15.4%   |
| First Choice Platforms           | 8.5%   | 8.2%     | 7.7%    |
| Breakdown of funds invested      |        |          |         |
| Local equities                   | 22.3%  | 22.8%    | 22.4%   |
| International equities           | 24.1%  | 24.2%    | 22.5%   |
| Listed and direct property       | 18.5%  | 17.9%    | 17.9%   |
| Fixed interest and cash          | 35.1%  | 35.1%    | 37.2%   |
| Total                            | 100.0% | 100.0%   | 100.0%  |
|                                  |        |          |         |



FirstChoice FUA

— FirstChoice FUA Market Share %

\* Plan for Life – March 07



# **Funds Management**



- FUA 个 17% to \$177bn
- Margins stable
- Largest retail share (14.2%)
- First Choice ↑ 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

Net of volume related expenses

|                                | Jun 07<br>\$m | Jun 07 vs<br>Jun 06 |
|--------------------------------|---------------|---------------------|
| Net income *                   | 1,598         | <b>†</b> 20%        |
| Shareholder investment returns | 14            | -                   |
| Funds management income        | 1,612         | <b>†</b> 20%        |
| Operating expenses             | 890           | <b>†</b> 16%        |
| Tax & minority interests       | 232           | <b>†</b> 39%        |
| Cash NPAT                      | 490           | <b>†</b> 20%        |
| Underlying NPAT                | 492           | <b>†</b> 23%        |

## **Other key information**

#### **Notes**

| 6 months                                  |        |        |        |  |  |
|---|--------|--------|--------|--|--|
|   | Jun 07 | Dec 06 | Jun 06 |  |  |
| Claims expense as % of net earned premium |        |        |        |  |  |
| General insurance                         | 68%    | 50%    | 57%    |  |  |
| Life insurance                            | 44%    | 47%    | 41%    |  |  |
| Sources of profit                         | \$M    | \$M    | \$M    |  |  |
| -<br>Planned profit margins               | 90     | 94     | 77     |  |  |
| Experience variations                     | 49     | 7      | 29     |  |  |
| Other                                     | 0      | 0      | (2)    |  |  |
| General insurance operating margin        | 3      | 10     | 8      |  |  |
| Operating margins                         | 142    | 111    | 112    |  |  |
| After tax shareholder investment returns  | 40     | 58     | 20     |  |  |
| NPAT (cash)                               | 182    | 169    | 132    |  |  |
| Breakdown of Shareholders' Funds          |        |        |        |  |  |
| Local equities                            | 1%     | 1%     | 2%     |  |  |
| International equities                    | 1%     | 1%     | 1%     |  |  |
| Property                                  | 20%    | 19%    | 17%    |  |  |
| Growth                                    | 22%    | 21%    | 20%    |  |  |
| Fixed interest                            | 35%    | 25%    | 29%    |  |  |
| Cash                                      | 43%    | 54%    | 51%    |  |  |
| Income                                    | 78%    | 79%    | 80%    |  |  |
| Total                                     | 100%   | 100%   | 100%   |  |  |



## Insurance





| Inforce premiums 个 21%   |                                | Jun 07<br>\$m | Jun 07 vs<br>Jun 06 ª |  |
|--|--------------------------------|---------------|-----------------------|--|
| Planned profit margins 个 26%   | Net income <sup>b</sup>        | 635           | <b>†</b> 19%          |  |
| Australia total risk market share<br>个 to 14.2% (June 06 13.2%)        | Shareholder investment returns | 135           | <b>†</b> 57%          |  |
| "Life Insurer of the Year" – Aust<br>& NZ Insurance Industry<br>Awards | Total insurance income         | 770           | <b>†</b> 24%          |  |
|  | Operating expenses             | 282           | <b>†</b> 10%          |  |
|  | Тах                            | 137           | <b>†</b> 34%          |  |
| General insurance result affected by NSW storms                        | Cash NPAT                      | 351           | <b>†</b> 34%          |  |
|  | Underlying NPAT                | 253           | <b>†</b> 23%          |  |

- <sup>a</sup> Excludes impact of sale of Hong Kong Insurance business in 2006
- <sup>b</sup> Net of volume related expenses

## **Other key information**

### **Notes**

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



# 18% increase in investment spend

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

+ 1,100 new customer-facing roles

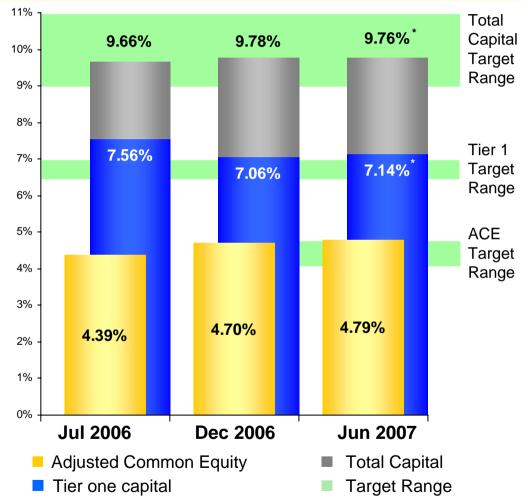
## **Capital treatment**

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

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 \$1,465m 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 |                               |
|-------|-------------------------------|
|       |                               |
|       |                               |
|       |                               |
|       |                               |
|       |                               |
|       |                               |
|       |                               |
|       |                               |
|       |                               |
|       |                               |
|       | <b>Cormonwealth</b> Bank 🔶 60 |

# 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



#### Commonwealth Bank



Ralph Norris CHIEF EXECUTIVE OFFICER

David Craig CHIEF FINANCIAL OFFICER

15 August 2007

Commonwealth Bank of Australia ACN 123 123 124 RESULTS PRESENTATION FOR THE FULL YEAR Ended 30 June 2007

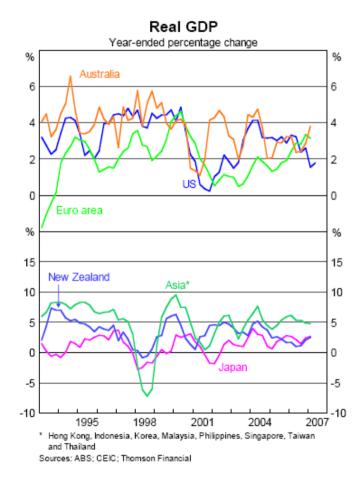
# **Supplementary materials**



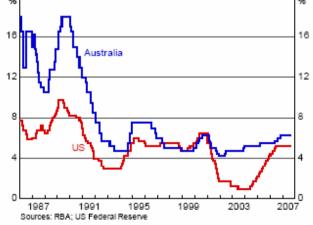
# Economy



## GDP, unemployment and cash rates

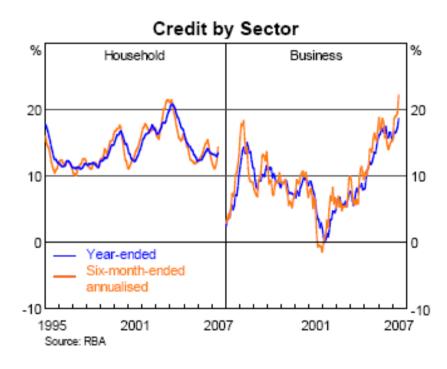


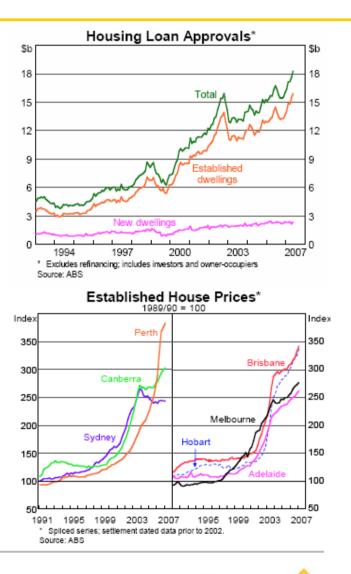




**Cormonwealth**Bank

# **Credit growth**

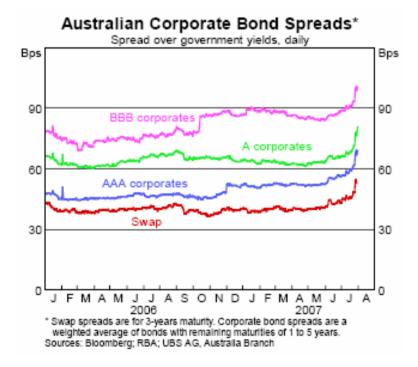




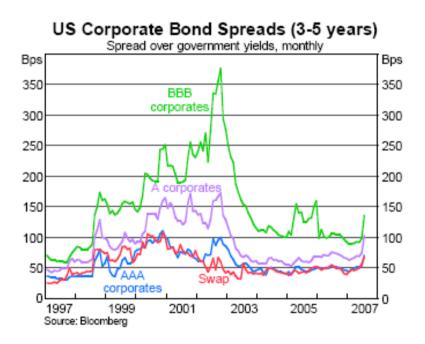
CommonwealthBank

# **Spreads**

# Aus. BBB Corporates ~ 35bp over swaps



#### US BBB Corporates ~ 50bp over swaps

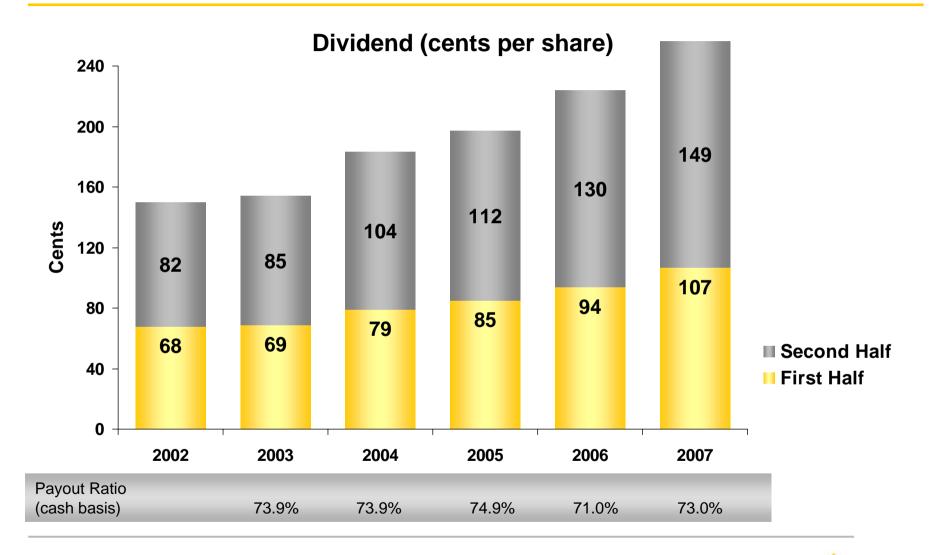


CormonwealthBank

# Group



# **Fully franked dividends**



Cormonwealth Bank

# **Expenses**

| Comparable expenses        | Jun 07<br>\$m | Jun 06<br>\$m | Jun 07 vs<br>Jun 06 |
|----------------------------|---------------|---------------|---------------------|
| Staff expenses             | 3,229         | 2,823         | <b>†</b> 14%        |
| Occupancy and equipment    | 688           | 621           | <b>†</b> 11%        |
| IT Services                | 907           | 985           | ↓ 8%                |
| Postage and stationery     | 213           | 216           | ↓ 1%                |
| Fees and commissions       | 691           | 636           | <b>†</b> 9%         |
| Advertising, marketing etc | 326           | 307           | <b>†</b> 6%         |
| Other                      | 373           | 406           | ↓ 8%                |
| Total operating expenses   | 6,427         | 5,994         | <b>†</b> 7%         |

#### 12 months

#### Banking



# **AIFRS impact of non trading derivatives**

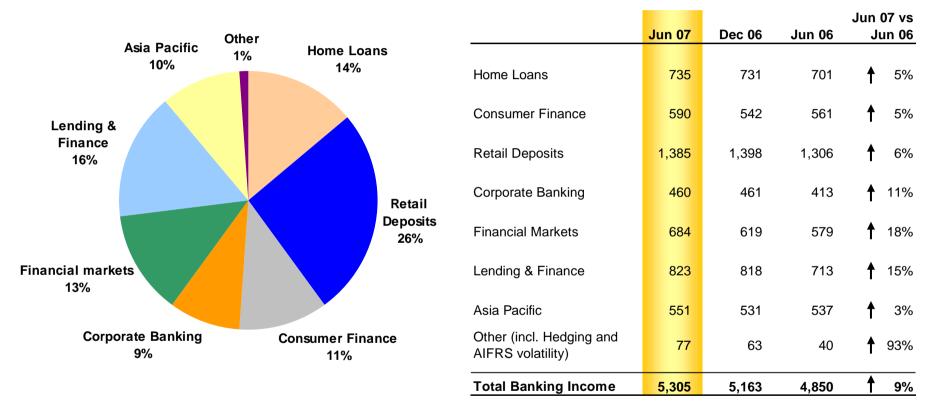
|                        | 12 110 | 511115 |
|------------------------|--------|--------|
|                        | Jun 07 | Jun 06 |
| Net interest income    | 107    | 46     |
| Other banking income   | (19)   | (79)   |
| Net impact – pre tax   | 88     | (33)   |
| Net impact – after tax | 61     | (24)   |

|                        | 6 mo   | nths   |
|------------------------|--------|--------|
|                        | Jun 07 | Dec 05 |
| Net interest income    | 78     | 29     |
| Other banking income   | 44     | (63)   |
| Net impact – pre tax   | 122    | (34)   |
| Net impact – after tax | 85     | (25)   |

| 6 months |  |
|----------|--|
|----------|--|

12 months

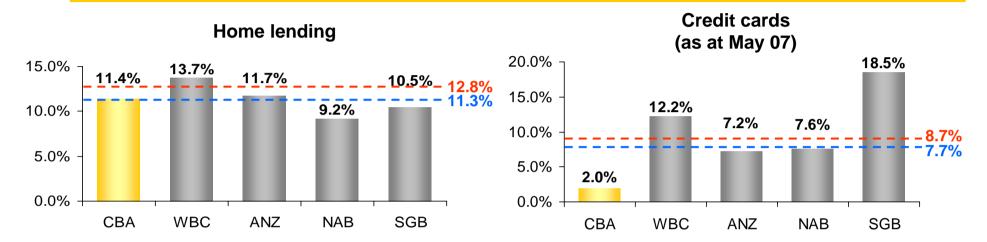
# **Banking revenue by product**



#### 6 months

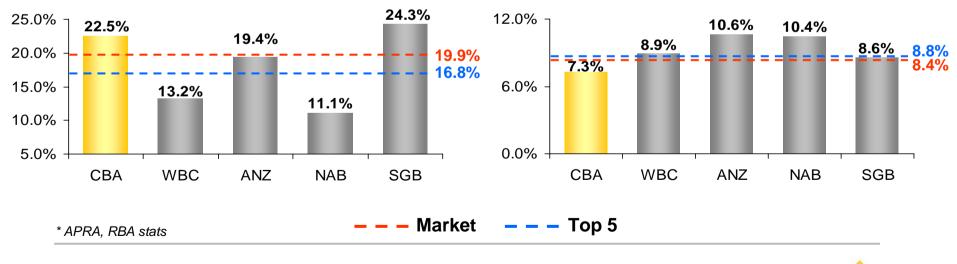


#### Summary - CBA growth vs market\* 12 months to June 2007



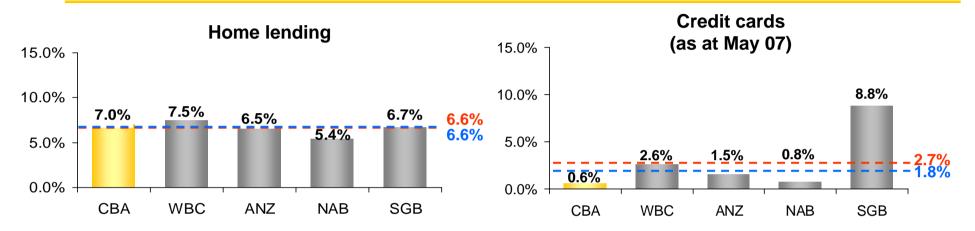




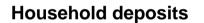


**Cormonwealth**Bank

#### Summary - CBA growth vs market\* 6 months to June 2007



**Personal lending** 





**Cormonwealth**Bank

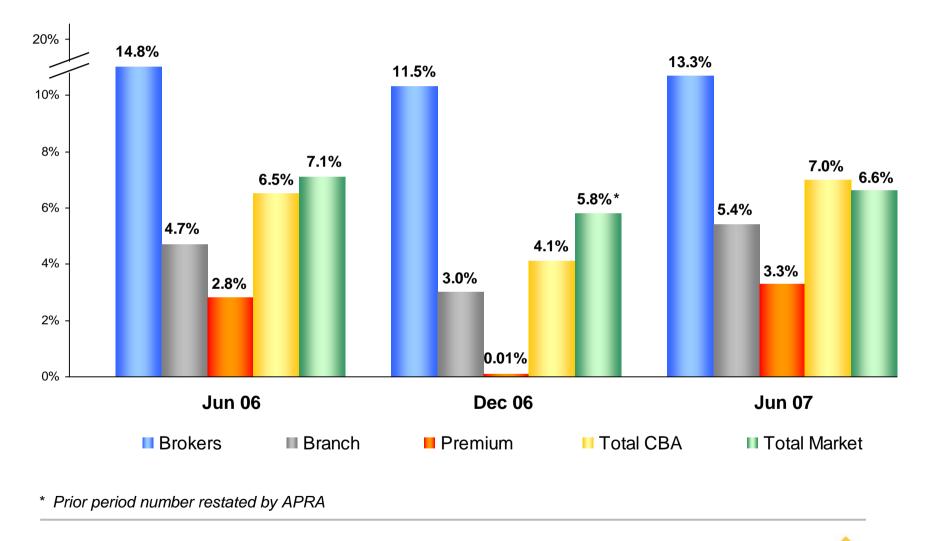
# Home loans (domestic)

|   |            | Jun 07     |        |        |
|---|------------|------------|--------|--------|
|   | Jun 07     | Dec 06     | Jun 06 | Jun 06 |
| Domestic growth profile (\$bn)  |            |            |        |        |
| _oan 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%    |
| lome lending statistics<br>domestic balances gross of securitisation) |            |            |        |        |
| Balances mix (%) :  | Jun 07     | Dec 06     | Jun 06 |        |
|   |            |            |        |        |
| Owner occupied<br>nvestment home loans                                | 55%<br>34% | 55%<br>35% | 55%    |        |
|   |            |            | 35%    |        |
| ine 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%    |        |
| •   | 65%        | 66%        | 68%    |        |
| Proprietary   |            |            |        |        |

\* Care – Prior periods restated for classification changes between periods



# Home loan balance growth by channel (half year)



#### 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 \$12m
- Under most stressed conditions, expected loss totals \$299m = 3 months home loan net income. This has decreased from \$307m 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 \$265m covered by mortgage insurance

#### Market value stress

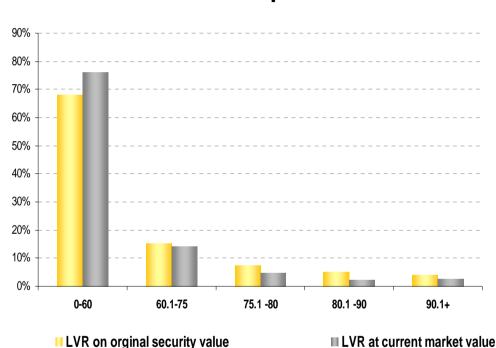
| Expected loss<br>\$m | PD stress factor |       |       |       |
|----------------------|------------------|-------|-------|-------|
| Property value       | x1               | x2    | x4    | x6    |
| No decrease          | 11.8             | 16.1  | 22.6  | 27.1  |
| 10% decrease         | 29.2             | 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:</p>
  - 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



#### LVR profile

Australian Owner Occupied and Investment Housing only, excludes Lines of Credit Number of loans as at 31 Dec 06 and market value as at 31 Dec 06 Market value marked against the APM database

# Summary

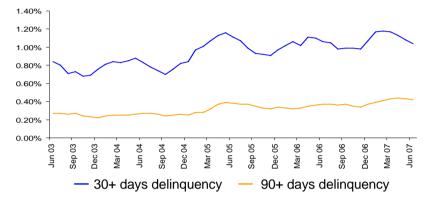
|  | Jun 07    | Dec 06    | Jun 06     |  |
|--|-----------|-----------|------------|--|
| RWA  | \$245,347 | \$234,569 | \$216,438m |  |
| Charge for bad debts (6 mths)  | \$239m    | \$195m    | \$210m     |  |
| Charge for loan impairment to RWA (annualised)                         | 0.20%     | 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

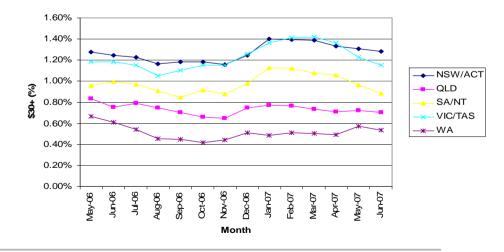
- Portfolio credit quality remains sound
- In line with seasonal expectations, delinquencies have improved in the last few months
- Home Loan collection is focusing on higher risk loans
- Significant differences have been observed across states with NSW/ACT being the highest, and WA the lowest

All Australian owner occupied and investment housing only, excludes lines of credit delinquency percentage uses balances

30+ & 90+ day delinquencies

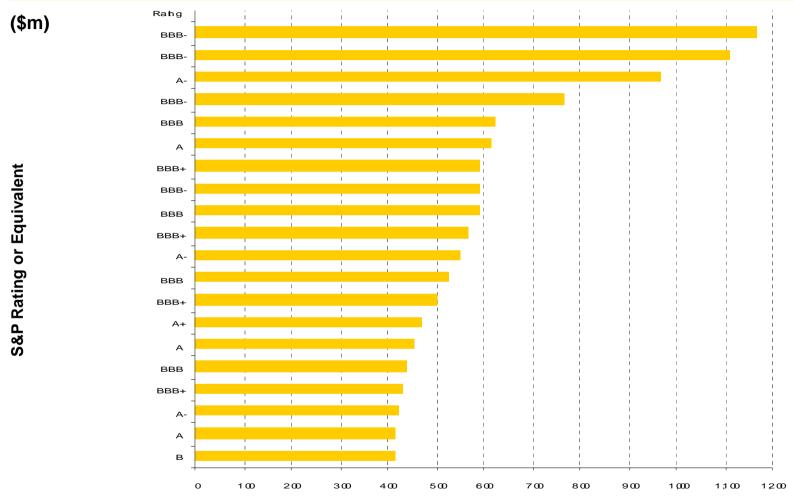


#### 30+ delinquencies by state



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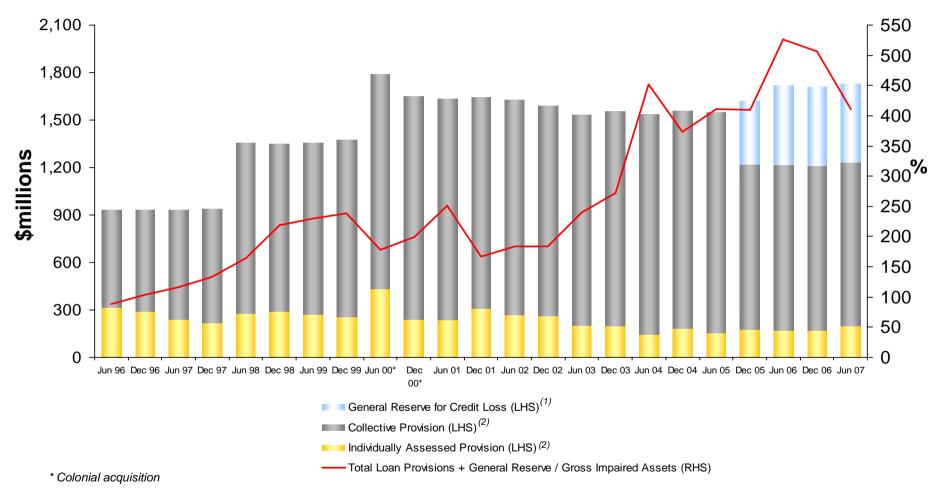
### **Banking - Top 20 commercial exposures**



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)

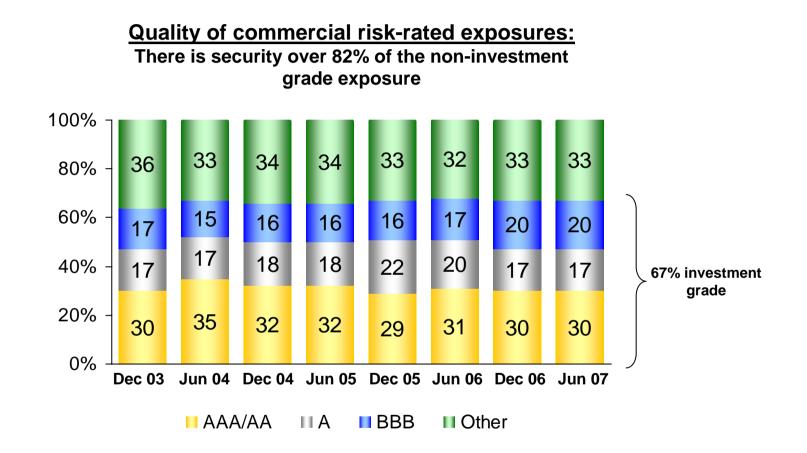
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#### The Bank remains well provisioned



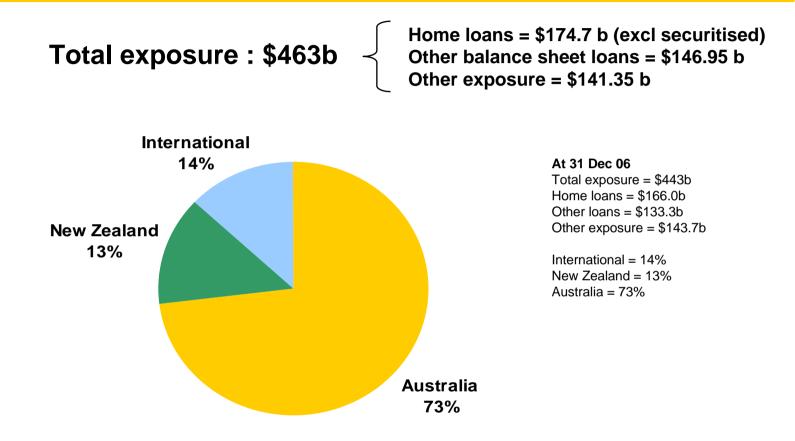
1. The Group GRCL within shareholders equity has been retained as part of the Prudential General Reserve for Credit Losses for prudential reporting purposes 2. Loan Impairment provisions have been recalculated under AIFRS from 1 July 2005

# Banking - Quality of commercial riskrated exposures



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

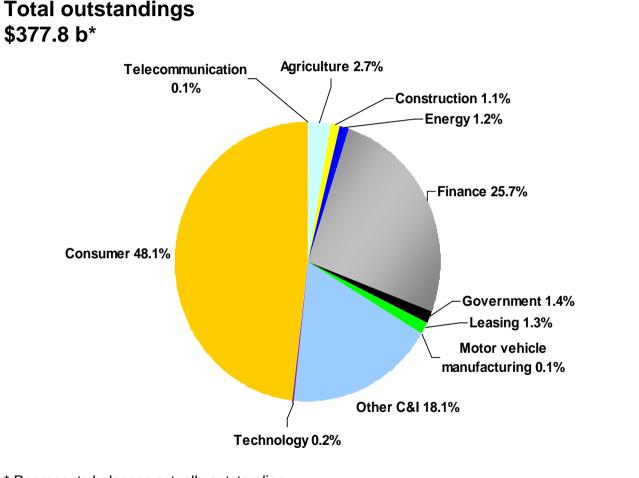


\*Total exposure = balance for uncommitted, greater of limit or balance for committed



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### Banking - total outstandings\* (commercial + consumer)



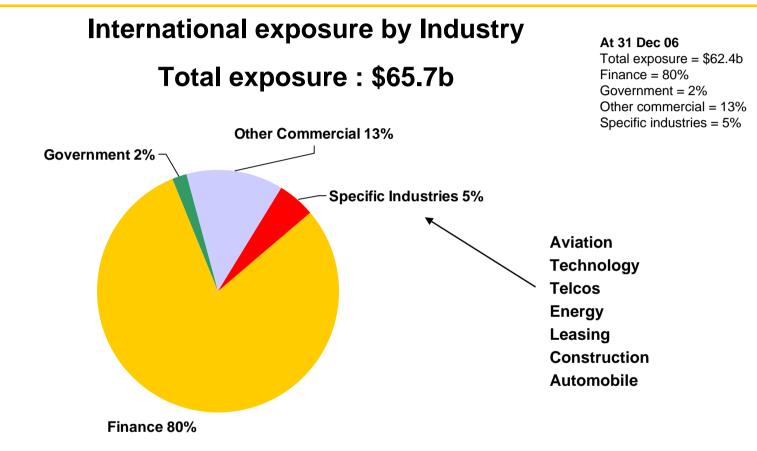
At 31 Dec 06

Total outstanding = 359.0bConsumer = 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%

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

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# Banking – international commercial exposures\*



Total non-finance off-shore outstandings = \$12.7b of which over 84% are investment grade.

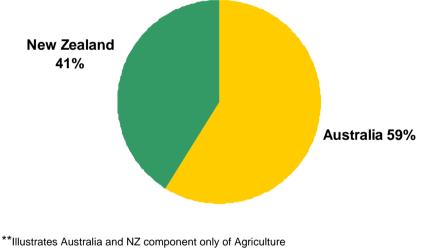
\*Total exposure = balance for uncommitted, greater of limit or balance for committed. Excludes ASB

# Banking credit exposure - agriculture sector

#### Total exposure: \$11,574m

At 31 Dec 06 Total exposure = \$11,011m Australia = 60% New Zealand = 40%

|              | 30 Jun<br>07 | 31 Dec<br>06 | 30 Jun<br>06 |
|--------------|--------------|--------------|--------------|
| Rating       | \$m          | \$m          | \$m          |
| AAA to A-    | 234          | 255          | 333          |
| BBB+ to BBB- | 1,849        | 1,614        | 1,320        |
| BB to BB-    | 3,202        | 3,155        | 3,022        |
| < BB-        | 6,289        | 5,987        | 5,477        |
| TOTAL        | 11,574       | 11,011       | 10,152       |



\*Illustrates Australia and NZ component only of Agricultu sector.

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

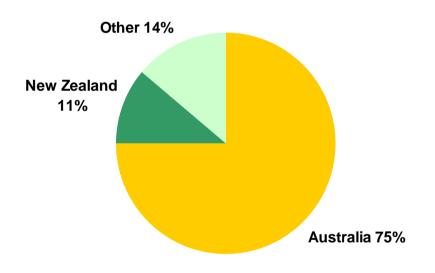


### Banking credit exposure - aviation sector

#### Total exposure: \$3,737m

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

|              | 30 Jun<br>07 | 31 Dec<br>06 | 30 Jun<br>06 |
|--------------|--------------|--------------|--------------|
| Rating       | \$m          | \$m          | \$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        | 3,087        |



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

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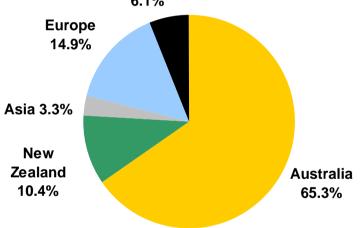
# Banking credit exposure - energy sector

Total exposure: \$6,841m

|              | 30 Jun<br>07 | 31 Dec<br>06 | 30 Jun<br>06 |
|--------------|--------------|--------------|--------------|
| Rating       | \$m          | \$m          | \$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        | 6,842        | 7,027        | 6,889        |

Total exposure = \$7,027m Australia = 67.0% New Zealand = 10.9% Asia = 3.2% Europe = 16.2% Americas = 2.7% Americas 6.1%

At 31 Dec 06



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

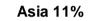
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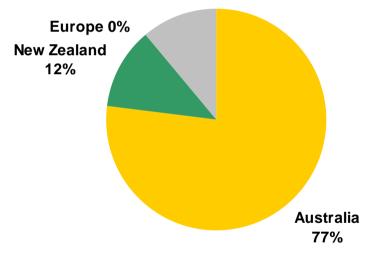
# Banking credit exposure - telcos sector

#### Total exposure: \$663m

At 31 Dec 06 Total exposure = \$990m Australia = 75% New Zealand = 6% Europe = 12% Asia = 8%

|              | 30 Jun<br>07 | 31 Dec<br>06 | 30 Jun<br>06 |
|--------------|--------------|--------------|--------------|
| Rating       | \$m          | \$m          | \$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          | 1,391        |





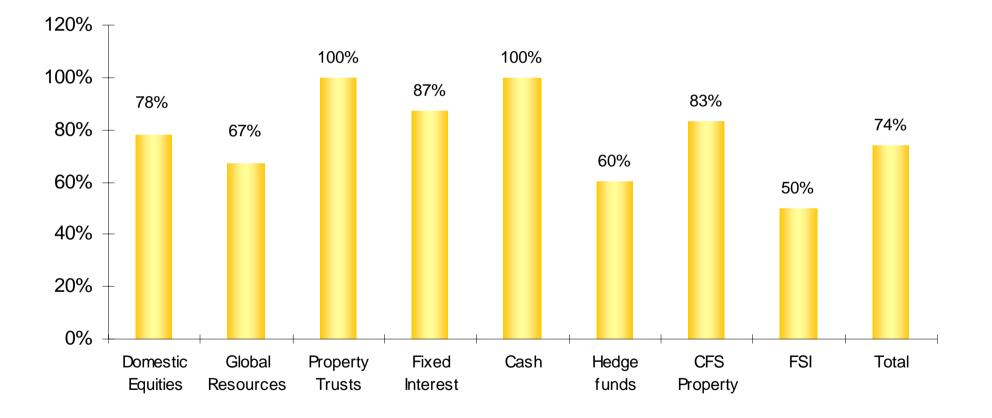
\*Total exposure = balance for uncommitted, greater of limit or balance for committed.

#### **Funds Management & Insurance**



#### **Investment performance**

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



#### **Other key information**

| Full Year Ended                            |                                     |                 | ar Ended 30 Jur                                     | ne 2007                             |                    |
|--|-------------------------------------|-----------------|---|-------------------------------------|--------------------|
| Funds Under Administration                 | Opening<br>balance<br>Jun 06<br>\$m | Netflows<br>\$m | Investment<br>income &<br>other <sup>e</sup><br>\$m | Closing<br>balance<br>Jun 07<br>\$m | Growth<br>YOY<br>% |
| FirstChoice                                | 26,177                              | 9,196           | 4,172   | 39,545                              | 51                 |
| Cash management                            | 3,690                               | (685)           | 125   | 3,130                               | (15)               |
| Legacy products <sup>a</sup>               | 34,669                              | (4,669)         | 4,022   | 34,022                              | (2)                |
| Retail products <sup>b</sup>               | 64,536                              | 3,842           | 8,319   | 76,697                              | 19                 |
| Other retail <sup>c</sup>                  | 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 <sup>d</sup>                         | 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                 |

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<sup>a</sup> 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 С

Includes life company assets sourced from retail investors but not attributable to a funds management product (e.g. premiums from risk products). These d amounts do not appear in retail market share data

Includes foreign exchange gains and losses from translation of internationally sourced business е

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#### **Capital Management**



#### **ACE calculation**

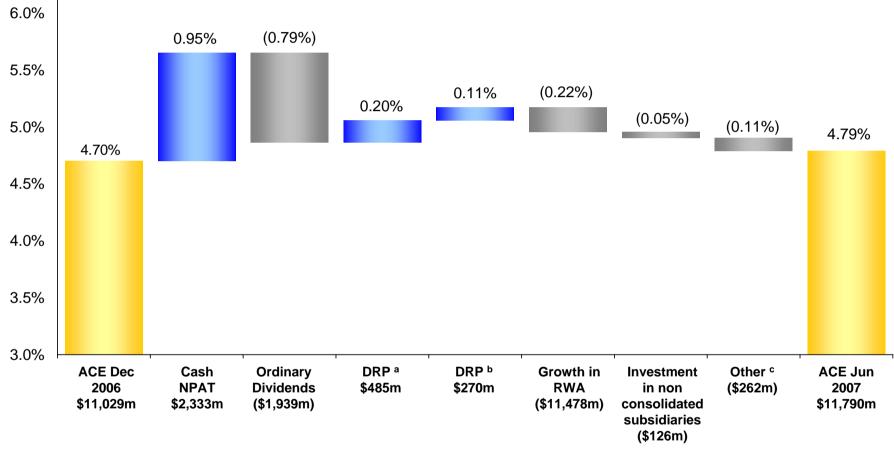
|   | Jun 07  | Dec 06  | Jun 06  |
|---|---------|---------|---------|
| Adjusted Common Equity *                    | \$m     | \$m     | \$m     |
| Tier One capital                            | 17,512  | 16,553  | 16,354  |
| Add:  |         |         |         |
| Deferred income tax                         | 37      | 39      | -       |
| Equity investments in other companies       | 700     | 820     | -       |
| Deduct:                                     |         |         |         |
| Eligible Ioan 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 Tier One capital



#### ACE movement in half year ended June 2007

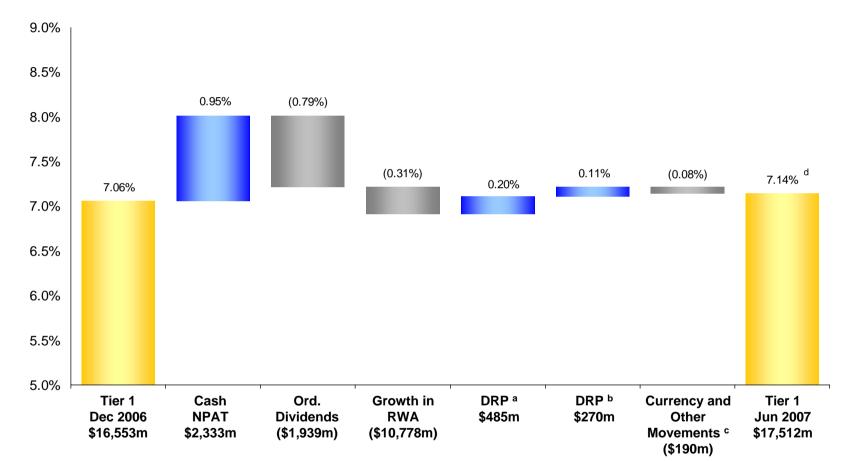


<sup>a</sup> June 2007 final dividend (25% participation)

<sup>b</sup> Additional DRP take up on interim 2007 dividend

<sup>c</sup> Primarily reflects statutory adjusted profit items and higher intangibles

### Tier 1 movement in half year June 2007



<sup>a</sup> June 2007 final dividend (25% participation)

<sup>b</sup> Additional DRP take up on interim 2007 dividend

<sup>c</sup> Primarily reflects statutory adjusted profit items and foreign exchange movement.

<sup>d</sup> 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

| •<br>                           | Jun 07 | Dec 06 | Jun 06 | Franked/<br>Imputed |
|---------------------------------|--------|--------|--------|---------------------|
| PERLS I                         | -      | -      | 13     |                     |
| PERLS II                        | 19     | 19     | 18     | F                   |
| PERLS III                       | 31     | 29     | 13     | F                   |
| Trust Preferred Securities 2003 | 17     | 21     | 22     | N/A                 |
| Trust Preferred Securities 2006 | 27     | 27     | -      | N/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>(\$M) | Maturity  | Balance Sheet<br>Classification |
|---------------------------------|------------|----------|-----------------|-----------|---------------------------------|
| Trust Preferred Securities 2003 |            | USD      | \$550           | 12 10000  | Tior 1 Loop Copital             |
|                                 | 06-Aug-03  |          | •               | 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-Dec-04  | NZD      | \$350           | Perpetual | Outside equity interests        |
| CBA Capital                     | 18-May-05  | NZD      | \$350           | 10 years  | Tier 2 Loan Capital             |



#### Commonwealth Bank



Ralph Norris CHIEF EXECUTIVE OFFICER

David Craig CHIEF FINANCIAL OFFICER

15 August 2007

Commonwealth Bank of Australia ACN 123 123 124 RESULTS PRESENTATION FOR THE FULL YEAR Ended 30 June 2007