

## **Disclaimer**

The material that follows is a presentation of general background information about the Bank's activities current at the date of the presentation, 12 May 2010. 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.

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## Summary – March Quarter 2010

- Unaudited cash earnings of approximately \$1.5 billion
- Improving outlook, but challenges remain
- Good volume growth in key markets, particularly deposits
- Stable customer margins some volatility in overall Group NIM
- Credit quality trends in line with expectations
- Impairment Expense of approximately \$500m improvements in CBA Institutional and SME segments balanced by work-through of Bankwest legacy issues
- Conservative business settings retained



## **Business Summary**

#### Australia - Retail

- Good growth in deposits
- Home lending remains above system
- Further customer satisfaction gains
- Bankwest strong growth continues

#### Australia - Commercial

- Market conditions improving
- Both BPB and IB&M performing well
- Good deposits growth
- Work-through of Bankwest legacy issues

#### Wealth Management

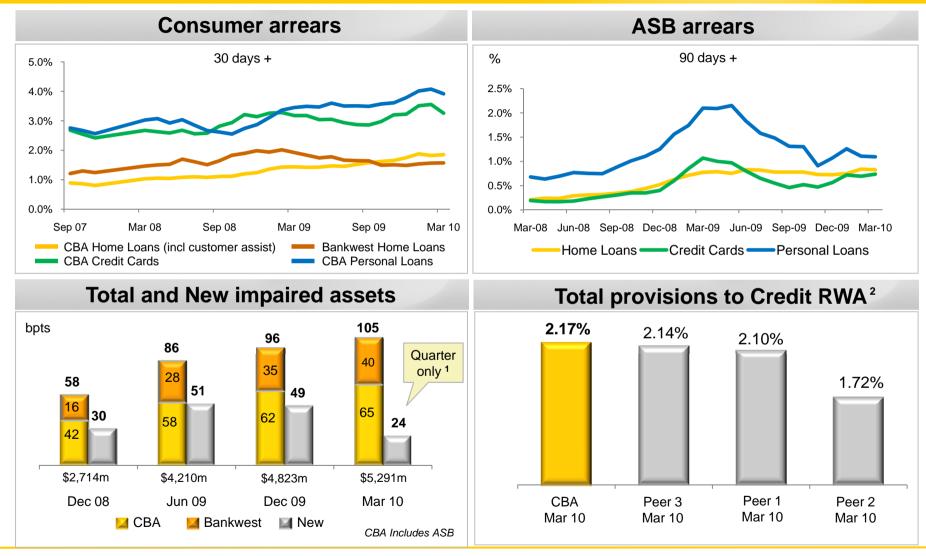
- FUA down slightly (cash mandate outflows)
- FirstChoice inflows still strong at \$702m
- Inforce premiums up 3.1%
- Investment Experience flat vs Dec-09 qtr

#### **New Zealand**

- Economy showing signs of improvement
- ASB performing relatively well
- Deposit market pricing remains competitive
- ASB consumer arrears stable



## **Credit Quality**



Bpts is for the three months to March 2010. Prior periods are six-monthly figures. 2

March Quarter 2010 Trading Update

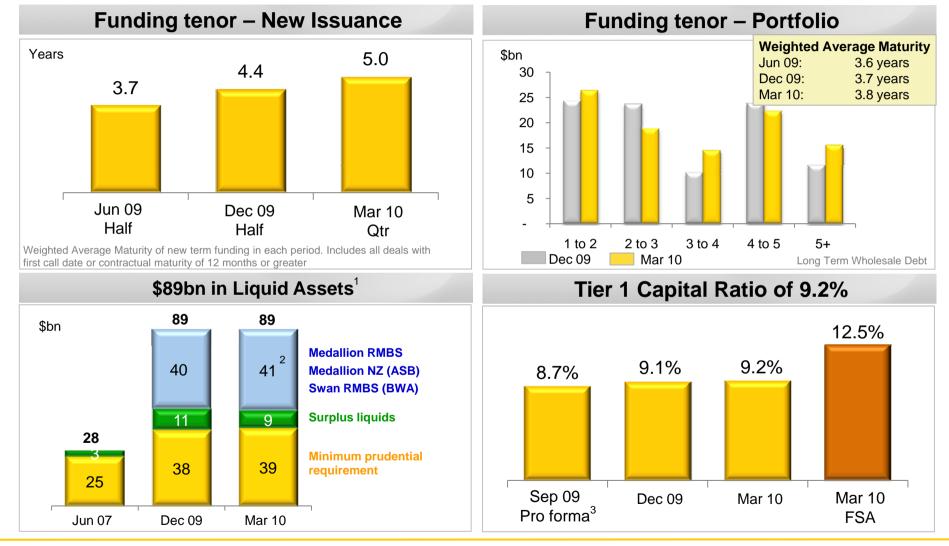
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Provisions for Peer 2 do not include GRCL equity reserve.



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# **Strong funding and capital positions**



1 Surplus liquids excluded from short term wholesale funding. Includes Bankwest

March Quarter 2010 Trading Update

Available for Central Bank Repo Includes Perls V

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Determined to be different

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