# **Results Presentation**

For the half year ended 31 December 2008

Ralph Norris CHIEF EXECUTIVE OFFICER

#### David Craig CHIEF FINANCIAL OFFICER

Money Macazine Awards 2008

11 February 2009 Commonwealth Bank of Australia ACN 123 123 124

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### Disclaimer

The material that follows is a presentation of general background information about the Bank's activities current at the date of the presentation, 11 February 2009. 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 – Company Update and Outlook

#### David Craig, CFO – Financial Overview

#### Questions and Answers





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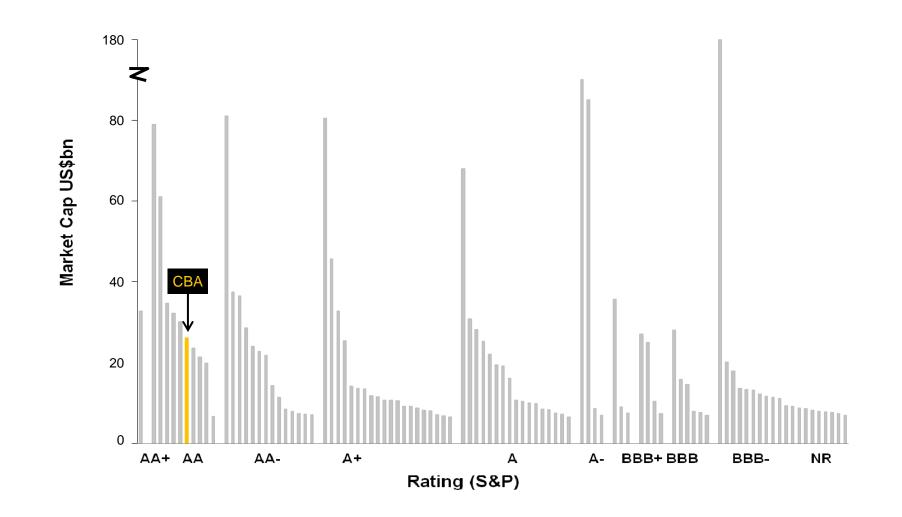
## **Strength in uncertain times**

- A solid operating result in an increasingly difficult environment:
  - Strong Banking income result
  - Good volume and market share gains
  - Cost discipline
- Strong capital and funding positions
- Increased provisions
- Strategy on track and delivering
- Well positioned for medium to longer term





### **Credit ratings of largest 100 banks**







## A solid operating result

	Dec 08	Dec 08 vs Dec 07	
Operating Income (\$m)	8,016	15%	
Statutory NPAT (\$m)	2,573	9%	1
Cash NPAT (\$m)	2,013	(16%)	Ļ
Cash EPS (cents)	146.3	(19%)	Ļ
Return on Equity – Cash (%)	15.0	(580)bpts	Ļ
Dividend per Share – Fully Franked (cents)	113	-	





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## **Managing in uncertain times**

#### **Co-ordinated risk management response:**

- Overseen by CFO and CRO
- > Daily management meetings during liquidity crunch
- Weekly Executive Risk Committee meetings
- > Extensive and ongoing portfolio review across sectors/industries/geographies
- Ongoing stress testing

#### Treasury and funding:

- Consistent/disciplined approach to funding in difficult markets
- Responsive asset re-pricing as funding costs change
- Effective management of interest rate risk

#### Focused management:

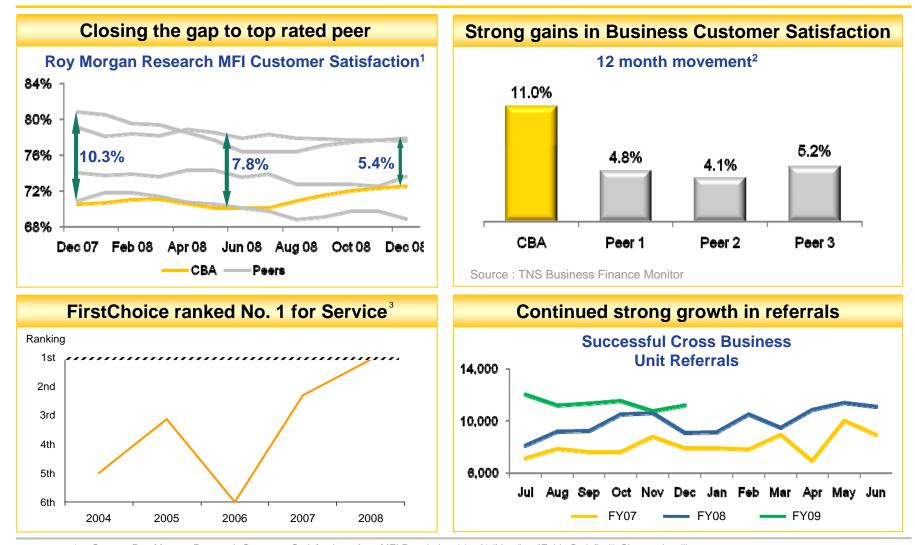
- Determined not to be distracted from day-to-day business and strategy
- > Reflecting in strong volumes, market share gains and income growth
- Disciplined cost management





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## **Strong customer satisfaction gains**





Source: Roy Morgan Research Customer Satisfaction. Aust MFI Population 14+, % "Very" or "Fairly Satisfied". Six month rolling average. Source: TNS Business Finance Monitor Dec 08. Customer satisfaction with MFI – businesses with annual turnover to \$100m (ex Agribusinesses). All time periods refer to a 12 month rolling average. Percentage point change refers to the increase / decrease of each bank's customers who are satisfied. Satisfaction is based on business customers who said they were Very or Fairly Satisfied with their relationship with their MF.

Source: Wealth Insights 2004-08 Mastertrust Service Level Survey - as ranked by financial advisers.

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### **Market shares**

	0.0.4	Dec 08	<b>.</b>	Jun 08	Dec 07	
Detail Denking Convises	СВА	BankWest	Combined	СВА	СВА	Adjusting for restatements,
Retail Banking Services	00.00/	0.00/	00.00/	40.00/	/	Jun 08 Home loan market
Home loans	20.3%	3.0%	23.3%	19.2%		share would be 19.4% and
Credit cards	18.2%	2.7%	20.9%	18.3%		Dec 07 Home loan market
Personal lending	14.2%	6.1%	20.3%	15.8%	10.770	share would be 19.0%
Household deposits	29.1%	3.5%		29.1%	28.9%	
Retail deposits	23.2%	n/a	23.2%	23.4%	22.0%	Adjusting for restatements,
						Jun 08 Household deposit
Premium Business Services						market share would be 29.3%
Business lending - APRA	13.5%	4.7%	18.2%	13.6%		and Dec 07 Household deposi
Business lending - RBA	13.2%	n/a	13.2%	13.3%	13.8%	market share would be 28.4%
Business deposits - APRA	17.2%	4.8%	22.0%	16.6%	15.9%	
Equities trading (CommSec): Total	6.0%	n/a	6.0%	6.3%	6.4%	
Equities trading (CommSec): On-line	62.6%	n/a	62.6%	59.9%	57.0%	
Wealth Management						
Australian retail funds - administrator view	14.0%	n/a	14.0%	14.0%	14.1%	
FirstChoice platform	9.6%	n/a	9.6%	9.7%	9.6%	
Australia life insurance (total risk)	14.8%	n/a	14.8%	14.7%	14.1%	
Australia life insurance (individual risk)	13.2%	n/a	13.2%	13.2%	13.0%	
International Financial Services						
NZ lending for housing	23.4%	n/a	23.4%	23.3%	23.0%	
NZ retail deposits	21.6%	n/a	21.6%	21.2%	21.3%	
NZ life insurance	31.7%	n/a	31.7%	31.7%	31.8%	
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## **Strong growth in key markets**

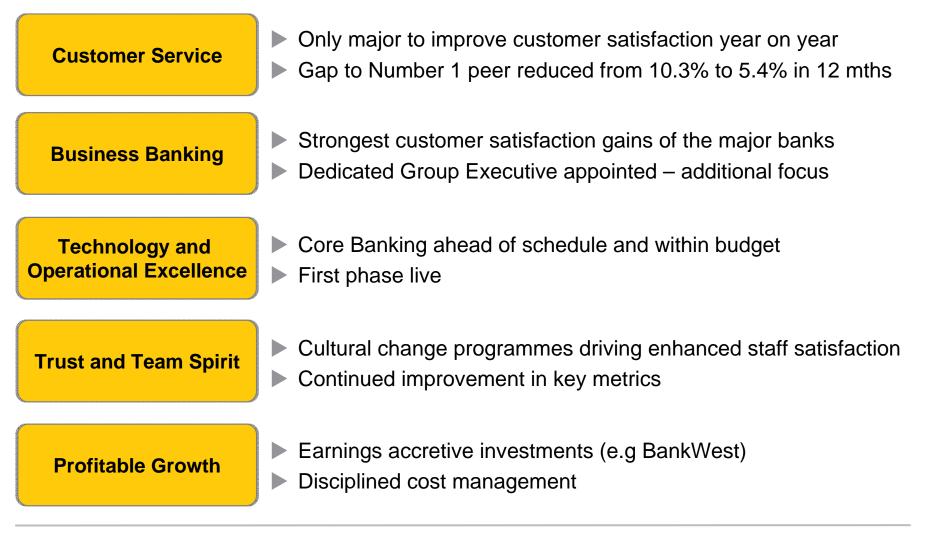






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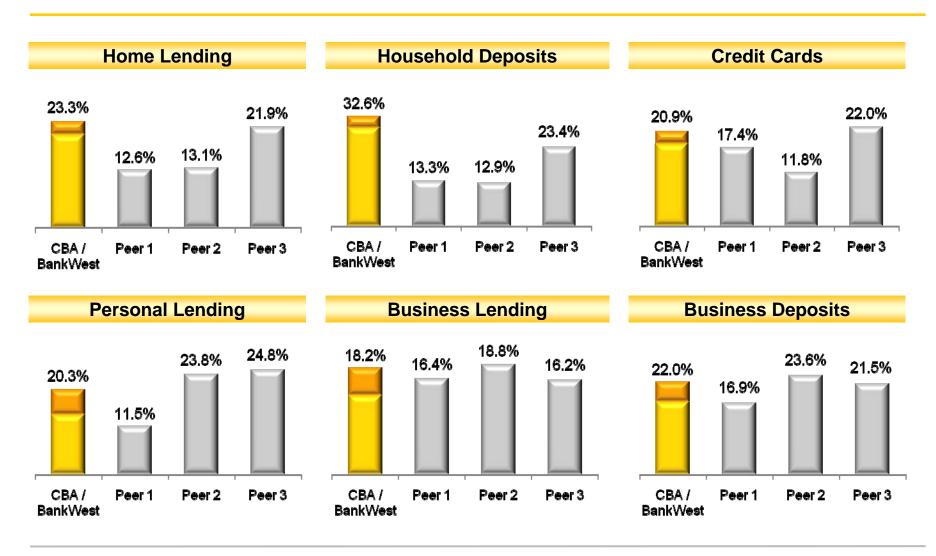




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### **Market shares**







## **Profitable growth**

- Low-risk strategic agenda
- Targeted investment and acquisition programme
- Focus on key growth opportunities / markets
- Earnings accretive investments
- Well positioned for medium to longer term











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### Outlook

- Increasingly difficult global and domestic outlook
- Slowing domestic economy, with broad customer impacts
- Interest rate cuts and Government stimulatory actions to soften impact
- Group remains cautious about the short to medium term outlook
- Continued focus on managing for difficult times:
  - Strong capital position
  - Broad funding base
  - High levels of liquidity
  - Increased provisioning





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# **Results Presentation**

For the half year ended 31 December 2008

David Craig CHIEF FINANCIAL OFFICER



11 February 2009 Commonwealth Bank of Australia ACN 123 123 124



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## A solid operating result

	Dec 08 \$m	Dec 07 \$m	Dec 08 vs Dec 07
Operating income	8,016	6,974	15%
Operating expenses	3,551	3,378	5%
Operating performance	4,465	3,596	24%
Impairment expense	1,607	333	Large
Net profit before tax and investment experience	2,858	3,263	(12%)
Tax and Minorities	713	906	(21%)
Underlying NPAT	2,145	2,357	(9%)
Investment experience	(132)	28	Large
Cash NPAT	2,013	2,385	(16%)





#### Gain on BankWest acquisition:

 Provisional estimates included in 1H09 result. Fair value procedures to be completed by Jun 09

#### **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 falls, income is recognised for the decrease in liability to policyholders, with no offsetting loss recognised on the "treasury shares"

#### Hedging and AIFRS volatility:

 Unrealised accounting gains and losses arising from the application of "AASB 139 Financial Instruments: Recognition and Measurement"





## **Statutory Profit up 9%**

	[	Dec 08 \$m	Dec 0 \$n	
Cash NPAT		2,013	2,38	5 (16%)
Gain on BankWest acquisition		547		-
Defined Benefits superannuation plan		(13)	(4	)
Treasury shares valuation adjustment		34	(13	)
Hedging AIFRS volatility		(8)		3
Statutory NPAT		2,573	2,37 <sup>.</sup>	1 9%

- Provisional estimate, net of \$450m overlay to the collective provision
- Fair value procedures to be completed by Jun 09, including valuation of intangible assets and restructuring provisions





### **Other key information**

	6 months			
% of total group operating income	Dec 08	Jun 08	Dec 07	
Net interest income	57%	54%	56%	
Other banking income	25%	24%	22%	
Funds management income	13%	16%	16%	
Insurance income	5%	6%	6%	
Total	100%	100%	100%	

Dec 08 vs Dec 07

18%

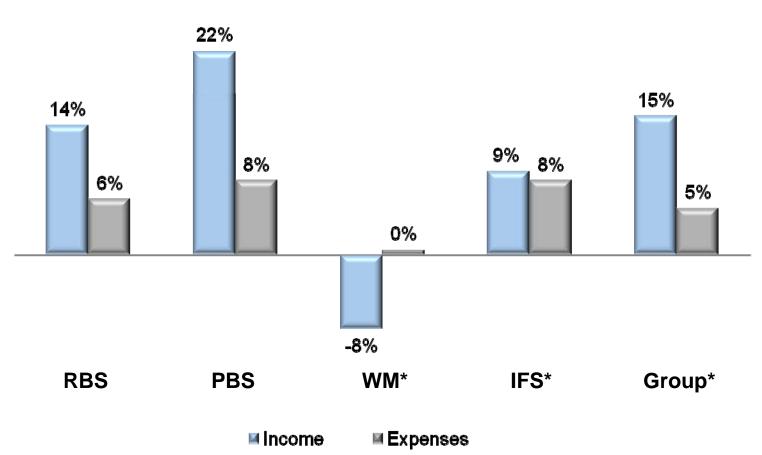
Av interest earning assets (\$m) *	436,722	400,678	370,819
Net interest income (\$m)	4,543	4,008	3,899
Net interest margin (AIFRS)	2.04%	1.98%	2.06%

\* Excluding securitisation





## **Strong "Jaws" at Group level**



Dec 08 vs Dec 07



Excludes Investment Experience.



### **Investing for the future**

		Investment spend (\$m)		
		Expensed	Capitalised	Total
Growth projects	<ul> <li>Core Banking Modernisation</li> <li>Finest online</li> <li>Scheme debit card</li> <li>First Choice Plus</li> </ul>	82	229	311
Productivity projects	<ul> <li>Straight through process (WM)</li> <li>Home loan simplification</li> <li>Retail collections transformation</li> <li>Darling park relocation</li> </ul>	108	102	210
Risk and compliance projects	<ul> <li>Data direct charging</li> <li>CommSec remediation</li> <li>Anti-Money Laundering</li> <li>IT Infrastructure</li> </ul>	18	38	56
	1H09	208	369	577
	1H08	302	136	438
			Increase	139



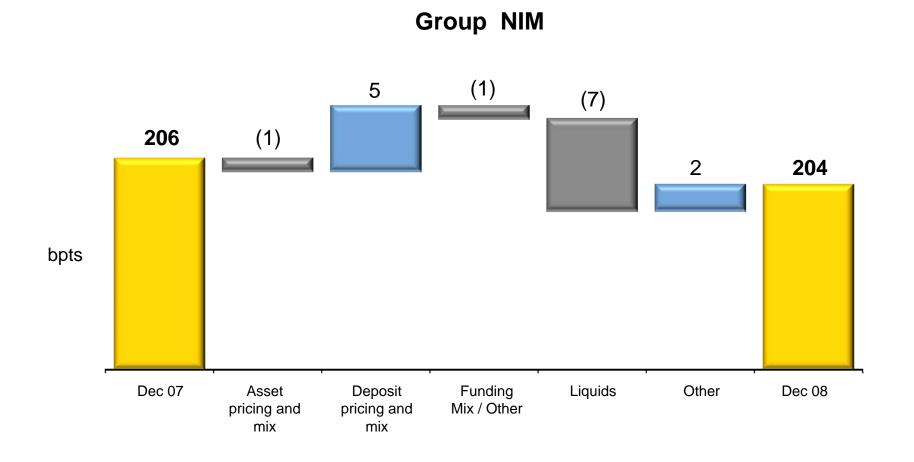


### **Expenses down 3% on prior half**

	Dec 08 \$m	Jun 08 \$m	Dec 07 \$m	Dec 08 vs Jun 08	Dec 08 vs Dec 07	
Staff expenses	1,881	1,881	1,780	-	6%	
Occupancy and equipment	409	394	373	4%	10%	
IT Services	380	410	416	(7%)	(9%)	
Postage and stationery	108	109	108	(1%)	-	
Fees and commissions	390	428	390	(9%)	-	Underlying growth of 3%
Advertising, marketing etc	177	188	160	(6%)	11%	ex GST credits and IWL/ANK
Other	206	233	151	(12%)	36%	investments
Total operating expenses	3,551	3,643	3,378	(3%)	5%	



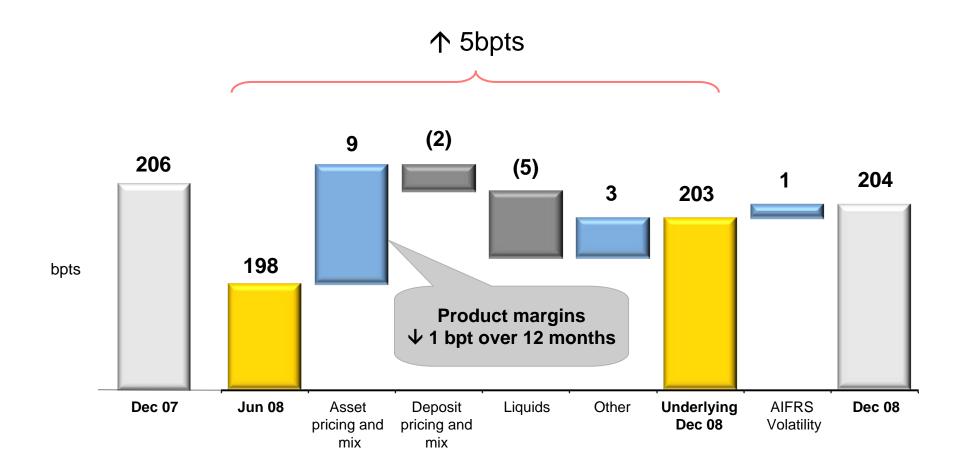








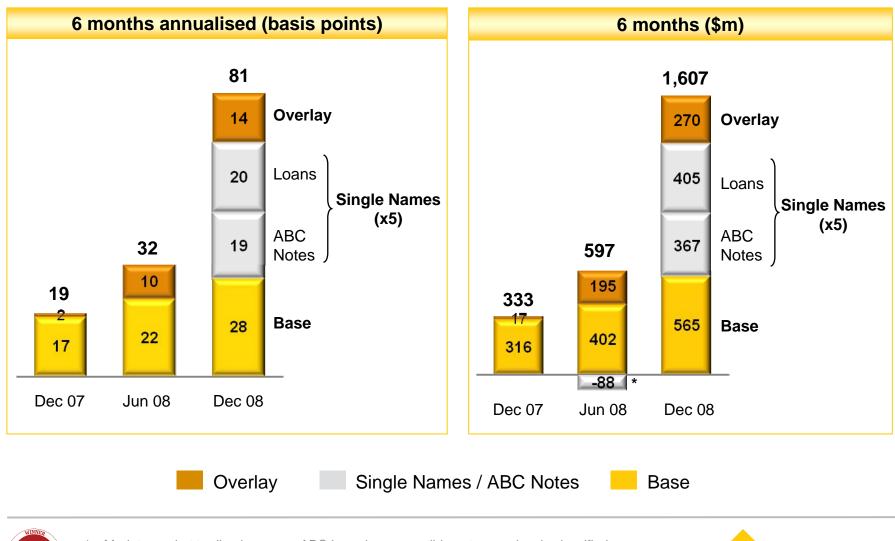
## **Underlying NIM up 5bpts since Jun 08**





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## **Impairment expense**



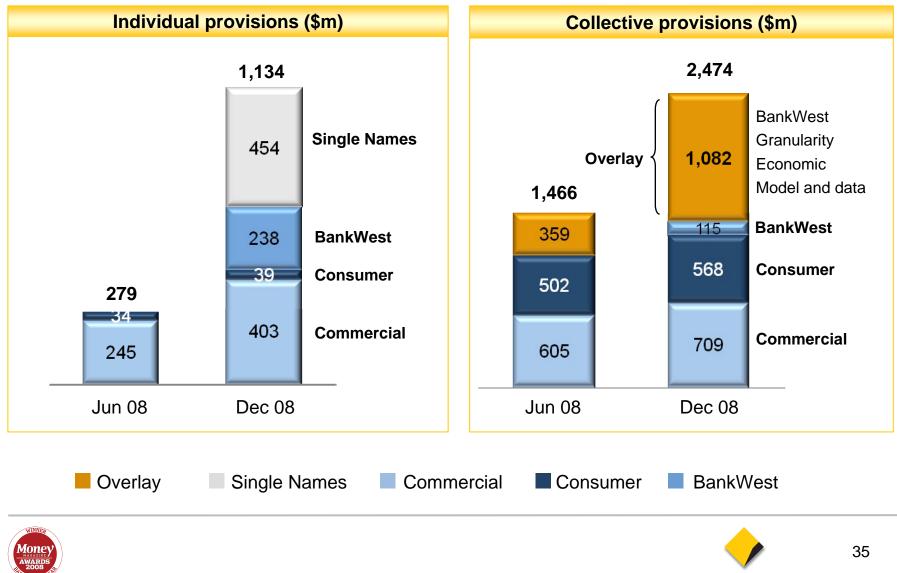


Mark to market trading losses on ABC Learning convertible notes previously classified within Other Banking Income.

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## **Increased provisions**



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### **Exposure Mix**

	Re	gulatory E	Mix	CBA Expected Loss	
	CBA	Peer 1	Peer 2	Peer 3	(bpts)
Residential Mortgages	<mark>49%</mark> 36%		36%	42%	8
Corporate, SME & Spec Lending	31%	43%	44%	41%	39
Bank	12%	10%	18%	9%	3
Sovereign	5%	2%	-	3%	1
Qualifying Revolving	2%	4%	2%	4%	192
Other Retail	1%	5%	1%	1%	200
Total Advanced *	100%	100% 100%		100%	25

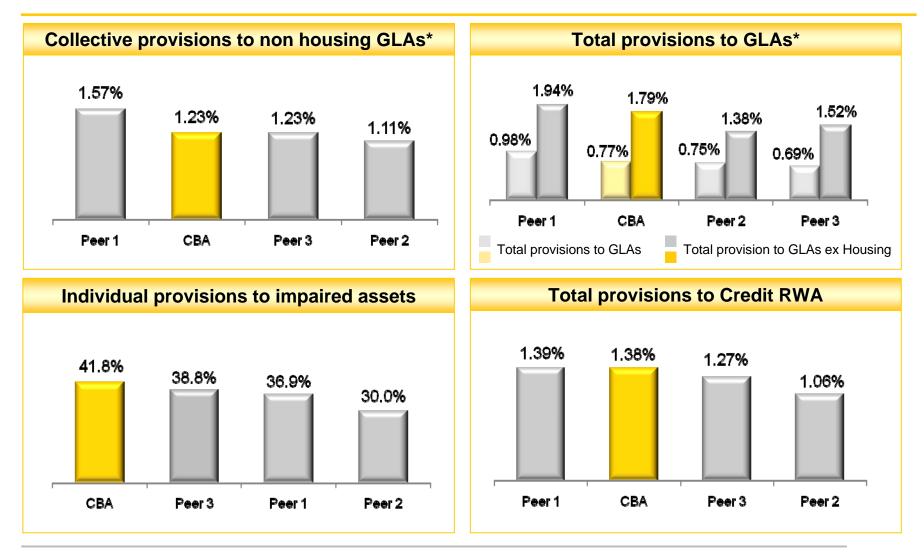
\* Includes Specialised lending. Excludes Standardised, Other Assets and Securitisation (representing 6% of Peer 1, 22% of Peer 2 and 6% of Peer 3). Exposure mix re-baselined to total 100% for comparison.





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### Improved provision coverage





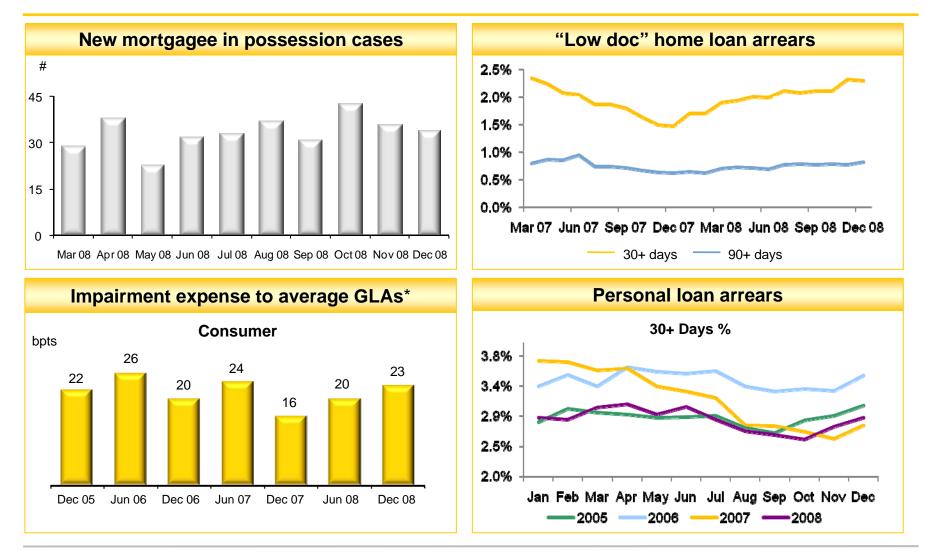
\* Gross Loans and Acceptances.

CBA includes BankWest (estimated Basel I RWAs used)

Peers as at Sep 08. Some normalisation adjustments made for comparison purposes.

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### **Other key information**





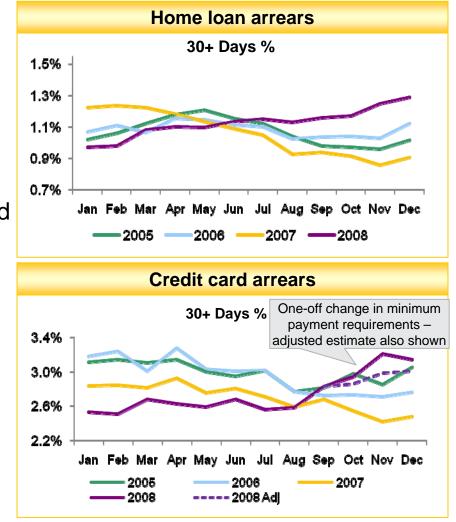
Ex-BankWest

Gross Loans and Acceptances. Impairment Expense annualised.



### **Sound consumer credit quality**

- Home lending:
  - Portfolio quality remains sound
  - Uptick in arrears off low base
  - > 70% paid in advance avg 7 mths
  - > Avg LVR 37% on current values
  - Loans > 80% LVR mortgage insured
- Personal lending remains sound
- Credit cards:
  - Impacted by one-off change in repayment requirements
  - Now trending to more traditional profile





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#### **Other key information**

#### **Notes**

Margin Lending						
6 months						
	Dec 08 Jun 08					
Portfolio size	~\$5.5bn	~\$8bn				
Aggregated Gearing	45%	42%				
Margin calls	64,245	18,548				
Forced sales	<4.6%	<3.5%				
Losses / Write-Offs	\$15.4m	\$5.7m				
Loss % of Book	0.27%	0.06%				

Expected loss by Business Unit <sup>*</sup>							
Dec 08 Jun 08							
Retail Banking Services	0.21%	0.22%					
Premium Business Services	0.33%	0.29%					
International Financial Services	0.23%	0.21%					
Group	0.25%	0.24%					

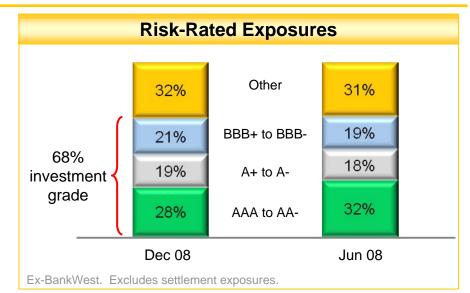

Ex-BankWest

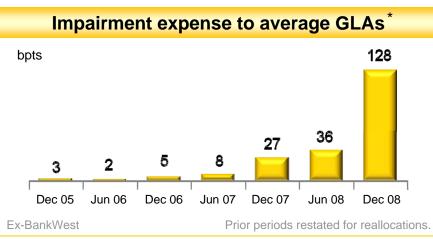




## **Commercial Credit Quality**

- Known single names covered
- Book quality remains sound:
  - No systemic issues
  - > 68% investment grade
  - No exposure to foreign sub-prime
  - Net CDO/CLO exposure ~\$50m
- Extensive portfolio review:
  - 627 exposures independently reviewed
  - Covering \$93bn or 62% of all nonbank institutional lending
  - Focus on logical hot-spots
  - No new issues







Gross Loans and Acceptances. Impairment Expense annualised.



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## **Solid operating performance**

	Dec 08 \$m	Dec 07 \$m	Dec 08 vs Dec 07
Retail Banking Services	1,833	1,531	20%
Premium Business Services	1,499	1,130	33%
Wealth Management	450	543	(17%)
International Financial Services	380	347	10%
Corporate Centre	358	66	Large
Eliminations/Unallocated	(55)	(21)	(Large)
Operating Performance	4,465	3,596	24%
Impairment Expense	1,607	333	Large
Investment Experience	(183)	42	(Large)
Tax and Minority Interests	662	920	(28%)
Cash NPAT	2,013	2,385	(16%)





#### **Other key information – 6 month movements**

		Dec 08	Jun 08	Dec 07	Dec 08 vs Dec 07
Net interest income	Home loans	719	527	651	10%
	Consumer finance	447	403	376	19%
	Retail deposits	1,246	1,258	1,123	11%
		2,412	2,188	2,150	12%
Other banking income	Home loans	82	70	71	15%
	Consumer finance	218	181	165	32%
	Retail deposits	356	351	328	9%
	Distribution	116	86	87	33%
		772	688	651	19%
otal banking income	Home loans	801	597	722	11%
	Consumer finance	665	584	541	23%
	Retail deposits	1,602	1,609	1,451	10%
	Distribution	116	86	87	33%
		3,184	2,876	2,801	14%
perating expenses		1,351	1,349	1,270	6%
mpairment expense		237	190	141	68%
expense to income		42.4%	46.9%	45.3%	(6%)
Cash net profit after tax		1,119	936	975	15%





## **Retail Banking Services**

•	Stror	ng volume gro	wth	:		Dec 08 \$m
		Home loans	$\mathbf{\uparrow}$	16%	Home loans	801
	$\succ$	Deposits	$\mathbf{\uparrow}$	22%	Consumer finance	665
•	Continuing market share gains:				Retail deposits	1,602
			•	Distribution	116	
		Home loans	Υ	1.35%	Total banking income	3,184
		Deposits	$\mathbf{\uparrow}$	0.64%	Operating expenses	1,351
•	Hom	e loan margin	stil	12 bpts	Operating performance	1,833
	belov	w pre-crisis lev	/els		Impairment expense	237
•	Expenses flat on prior half - expense to income now 42.4%				Тах	477
					Cash net profit after tax	1,119



Dec 08 vs **Dec 07** 

11%

23%

10%

33%

14%

6%

20%

68%

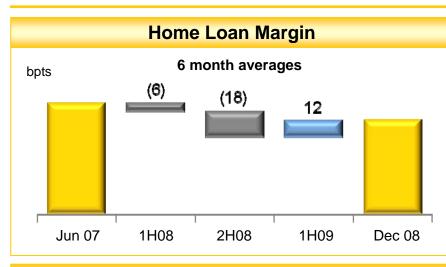
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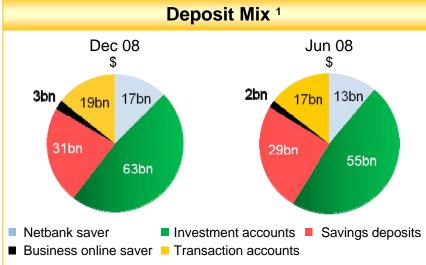
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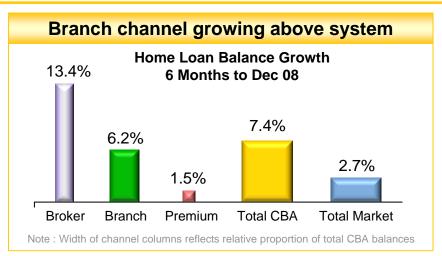


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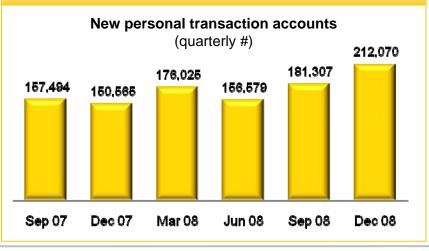
### **Retail Banking Services**







#### Strong growth in new transaction accounts





Ex-Bankwest <sup>1</sup> Numbers exclude MISA balances.



#### **Other key information – 6 month movements**

		Dec 08	Jun 08	Dec 07	Dec 08 vs Dec 07	
Net interest income	Institutional Banking	678	531	499	36%	
	Private Client Services	157	119	121	30%	
	Corporate Financial Services	311	267	243	28%	
	Agribusiness	101	97	81	25%	
	Local Business Banking	191	147	143	34%	
	Eliminations	-	-	-	-	
		1,438	1,161	1,087	32%	-
Other banking income	Institutional Banking	502	426	383	31%	•
	Private Client Services	178	196	198	(10%)	
	Corporate Financial Services	188	202	196	(4%)	
	Agribusiness	50	54	54	(7%)	
	Local Business Banking	96	120	90	7%	
	Eliminations	(25)	(8)	(22)	14%	
		989	990	899	10%	•
Total banking income	Institutional Banking	1,180	957	882	34%	•
	Private Client Services	335	315	319	5%	
	Corporate Financial Services	499	469	439	14%	
	Agribusiness	151	151	135	12%	
	Local Business Banking	287	267	233	23%	
	Eliminations	(25)	(8)	(22)	14%	
		2,427	2,151	1,986	22%	-
Operating expenses		928	947	856	8%	•
mpairment expense		1,316	251	175	Large	
Expense to income		38.2%	44.0%	43.1%	(11%)	_
Cash net profit after tax		205	785	707	(71%)	-





## **Premium Business Services**

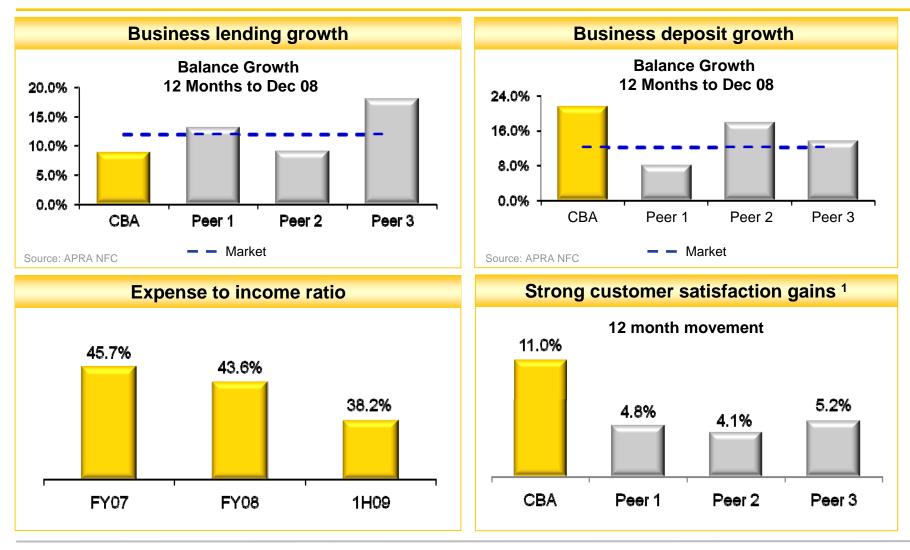
•	Strong income growth:		Dec 08 \$m	Dec 08 vs Dec 07
		Institutional Banking	1,180	34%
	Good volume growth	Private Client Services	335	5%
		Business Banking		
	Improved margins	Corporate Financial Services	499	14%
	Business Banking 🛧 16%	Agribusiness	151	12%
	income	Local Business Banking	287	23%
		Eliminations	(25)	
•	Deposit balances ↑ 21%*	Total banking income	2,427	22%
		Operating expenses	928	8%
•	Strong customer satisfaction	Operating performance	1,499	33%
	gains	Impairment expense	1,316	Large
	Expenses $\psi$ 2% on Jun 08	Тах	(22)	Large
		Cash net profit after tax	205	(71%)





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### **Premium Business Services**





Source: TNS Business Finance Monitor Dec 08. Customer satisfaction with MFI – businesses with annual turnover to \$100m (ex Agribusinesses). All time periods refer to a 12 month rolling average. Percentage point change refers to the increase / decrease of each bank's customers who are satisfied. Satisfaction is based on business customers who said they were Very or Fairly Satisfied with their relationship with their MF. Determined to be different

#### **Other key information – 6 month movements**

		Dec 08	Jun 08	Dec 07	Dec 08 vs Dec 07	
Net operating income	CFS GAM	368	484	431	(15%)	
	Colonial First State	287	313	379	(24%)	
	CommInsure	376	358	315	19%	
	Other	(1)	6	(4)	75%	
		1,030	1,161	1,121	(8%)	
Operating expenses	CFS GAM	180	178	191	(6%)	
	Colonial First State	208	205	211	(1%)	
	CommInsure	131	170	151	(13%)	
	Other	61	72	25	Large	
		580	625	578	0%	
Underlying profit after tax	CFS GAM	140	238	172	(19%)	
	Colonial First State	55	74	118	(53%)	
	CommInsure	181	134	115	57%	
	Other	(48)	(49)	(13)	Large	
		328	397	392	(16%)	
Cash net profit after tax	CFS GAM	88	241	172	(49%)	
	Colonial First State	60	81	125	(52%)	
	CommInsure	61	85	126	(52%)	
	Other	(34)	(64)	(29)	(17%)	
		175	343	394	(56%)	





## **Wealth Management**

- CFS GAM:
  - ➢ FUM ↓ 22% to \$129bn
  - > Expenses  $\downarrow$  6%
- Colonial First State:
  - > FUA ↓ 21% to \$158bn
  - FirstChoice remains 2<sup>nd</sup> largest platform
- CommInsure:
  - ≻ Life inforce premiums ↑ 18%
  - ➢ General inforce premiums ↑ 60%
- Investment Experience:
  - Unrealised annuity mark to market write down of \$132m after tax
  - > CPA write down \$43m after tax

	Dec 08 \$m	Dec 08 vs Dec 07
CFS GAM	368	(15%)
Colonial First State	287	(24%)
CommInsure	376	19%
Other	(1)	75%
Net operating income	1,030	(8%)
Operating expenses	580	0%
Тах	122	(19%)
Underlying profit after tax	328	(16%)
Investment experience	(153)	Large
Cash net profit after tax	175	(56%)





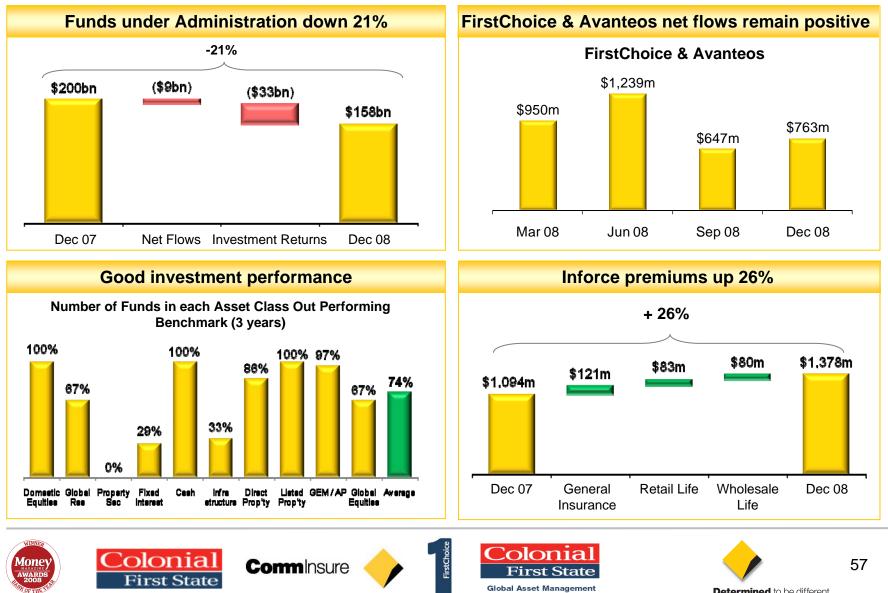






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### **Wealth Management**



Determined to be different

#### **Other key information – 6 month movements**

		Dec 08	Jun 08	Dec 07	Dec 08 vs Dec 07
Net interest income	ASB	376	402	382	(2%)
	Other	55	69	51	8%
		431	471	433	(0%)
Other banking income	ASB	212	160	157	35%
Other banking income	Other	35	40	26	35%
	Other	247	200	183	35%
Total banking income	ASB	588	562	539	9%
	Other	90	109	77	17%
		678	671	616	10%
Funds Management Incom		26	26	22	18%
Insurance Income		119	132	120	(1%)
Total operating income		823	829	758	9%
Operating expenses		443	413	411	8%
Impairment expense		60	31	12	Large
Expense to income		54%	50%	54%	(1%)
Underlying profit after tax		269	286	269	0%
Investment experience		9	6	20	(55%)
Cash net profit after tax		278	292	289	(4%)





### **International Financial Services**

		\$m	Dec 07
<ul> <li>ASB Cash NPAT 个 6% in NZD</li> </ul>	ASB	616	8%
	Sovereign	96	(11%)
<ul> <li>Growing Asian contribution</li> </ul>	Other	111	35%
	Total operating income	823	9%
■ Sovereign NPAT ↑ 12%:	Operating expenses	443	8%
	Operating performance	380	10%
Income distorted by revised toy treatment	Impairment expense	60	Large
tax treatment	Tax and minority interests	51	(23%)
Capturing 34% share of new	Underlying profit after tax	269	-
business sales	Investment experience	9	(55%)
	Cash net profit after tax	278	(4%)



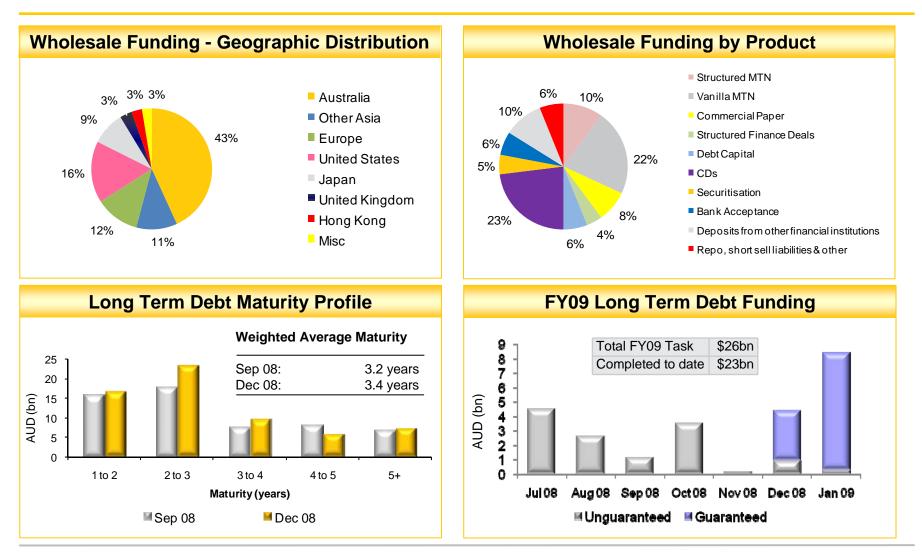




**Dec 08** 

Dec 08 vs

#### **Other key information**

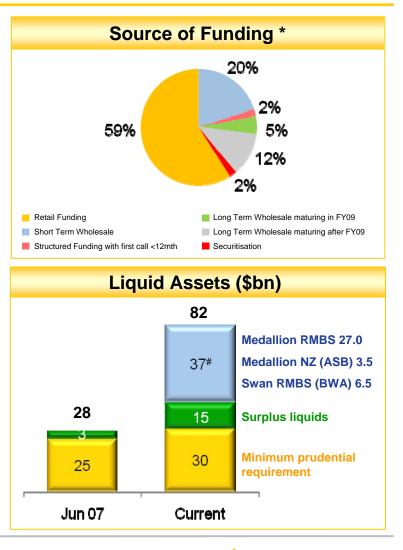




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## **Strong funding and liquidity positions**

- AA credit rating, stable outlook
- Well advanced with FY09 funding task 88% completed
- Strong funding profile:
  - > Highly diversified wholesale funding
  - Very strong retail funding: 59%
  - Stable long term maturity duration
- Holding \$82bn in liquids sufficient to meet maturing wholesale debt for 6 months



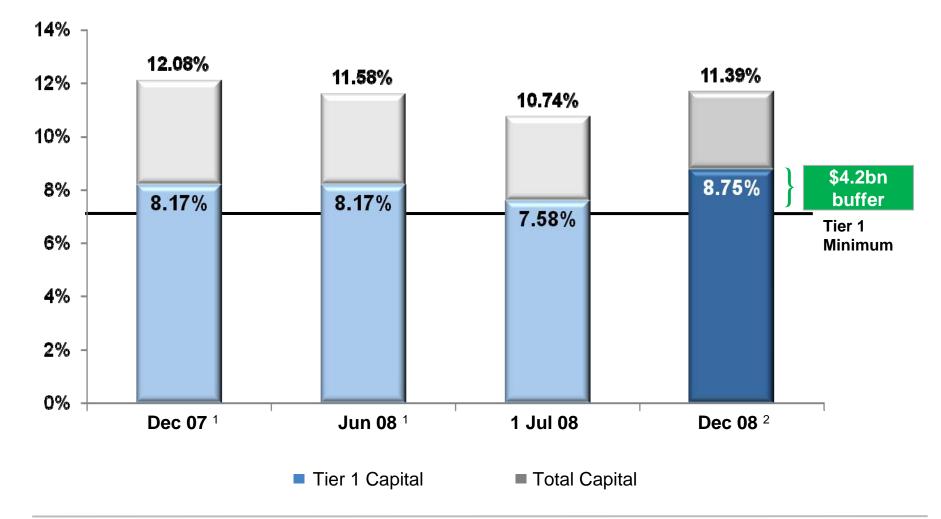


\* Surplus liquids are excluded from short term wholesale funding. Includes BankWest.# Available for Central Bank Repo.



TIME		
Money Avarbs Avarbs Avarbs Avarbs	Determined to be differe	<b>62</b>

### A strong capital position



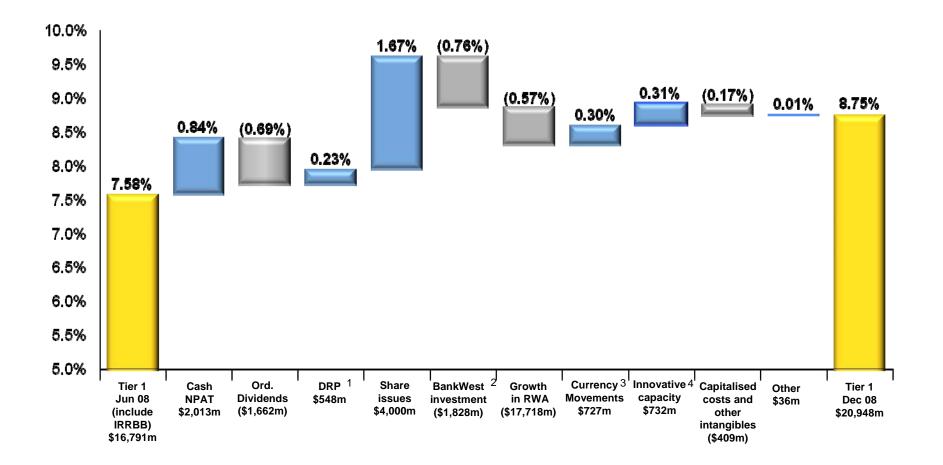
<sup>1</sup> Ratios exclude interest rate risk in the banking book (IRRBB).

Money Awards <sup>2</sup> December 2008 ratios treat BankWest as a non-consolidated subsidiary in accordance with APRA agreed methodology. BankWest operated under Basel I as at 31 December 2008.

63

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#### **Tier 1 movement in half year to Dec 08**



1 Assumes 33% DRP participation.

WINNE

Money

AWARD

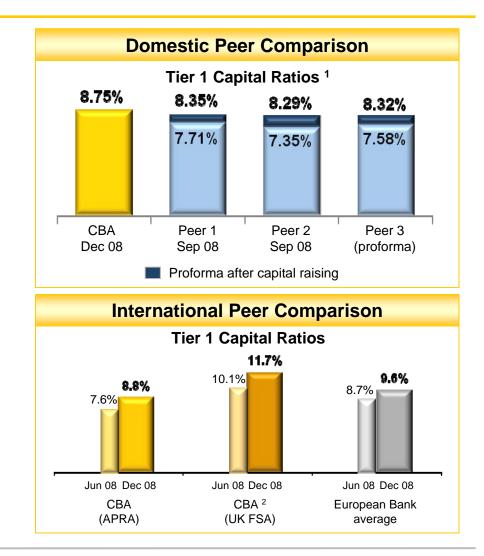
- 2 Capital invested in BankWest (ordinary shares and Tier 2 debt) treated as a non-consolidated subsidiary, 50% Tier 1 and 50% Tier 2 deduction.
- 3 Movement in FCTR balance and other foreign exchange items. 4

Innovative capital transfer between Tier 2 and Tier 1 Capital.

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### **Capital ratios compare favourably to peers**

- Tier 1 ratio of 8,75% as at Dec 08
- \$2bn of capital raised in Oct 08 to ensure BankWest acquisition capital neutral
- \$2bn of capital raised in Dec 08 to enhance capital level, fund redemption of PERLS II (Mar 09) and to support lending growth
- FSA Tier 1 ratio of 11.7% amongst highest of the international peer group





CBA ratio treats BankWest as a non-consolidated subsidiary. Peer ratios based on published Sep 08 proforma ratios post capital raisings - all based on consolidated Basel II approach.

65 Determined to be different

2 Normalised CBA capital calculation to UK regulator, Financial Services Authority, as benchmark.





### **Key Messages**

#### • A solid operating result:

- Core business performing well
- > Income up 15%, underpinned by strong Banking volumes
- Disciplined cost management expenses down 3% on prior half
- Considered approach to strategic opportunities

#### • Well placed in challenging times:

- Strong capital position 8.75% Tier 1
- Increased provisions including \$1.1bn management overlay
- Well funded FY09 task 88% complete





68
Determined to be different

### Agenda

Ralph Norris, CEO – Company Update and Outlook

David Craig, CFO – Financial Overview

#### Questions and Answers





# **Supplementary Materials**

For the half year ended 31 December 2008





### Index

Contents	Page
Group and Banking Overview	72
Wealth Management	85
International Financial Services	92
BankWest	96
Credit Quality and Risk Management	101
Capital, Funding and Liquidity	117
Sustainability	128
Economic Indicators	132





### **Supplementary Information**

#### **Group and Banking Overview**

Wealth Management

**International Financial Services** 

BankWest

Credit Quality and Risk Management

Capital, Funding and Liquidity

Sustainability

**Economic Indicators** 





### **Summary**

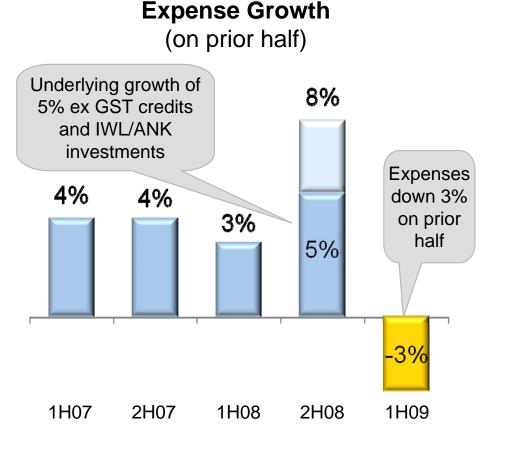
$\checkmark$	AA Credit Rating
$\checkmark$	Capital position further strengthened - Tier 1 ratio of 8.75% (FSA 11.7%)
$\checkmark$	Increased provisions – improved coverage ratios
$\checkmark$	Disciplined cost management underpins strong, positive "jaws"
$\checkmark$	Holding \$82bn in liquid assets (post BankWest funding)
~	FY09 funding well advanced – deposit growth outstripping asset growth
~	Business mix weighted to lower risk segments
$\checkmark$	Low risk strategic agenda – on track and delivering results





# Cost Growth

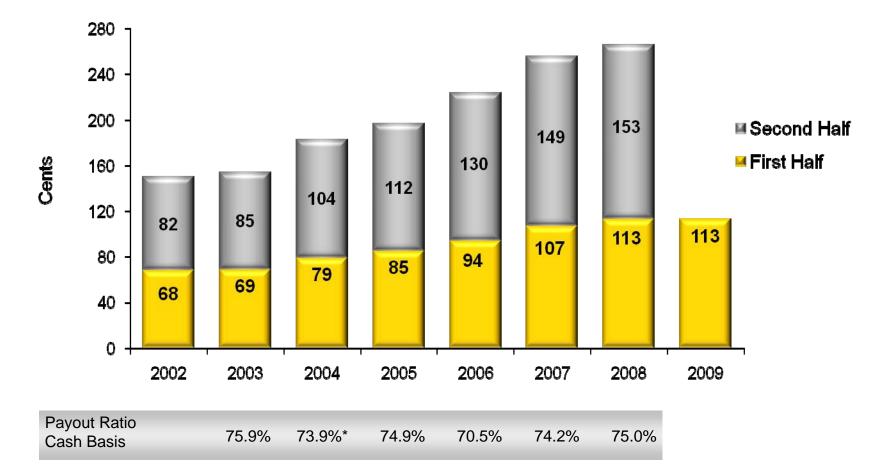
- Cost-to-income targets by Business Unit
- Highly focused investment spend emphasis on strategic priorities (e.g Core Banking)
- Critical review of operational expenditure
- Productivity emphasis
- Smaller, more cost effective branch footprint in selected locations







**Dividend (cents per share)** 





\* Which new Bank costs added back.

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# Other Banking Income

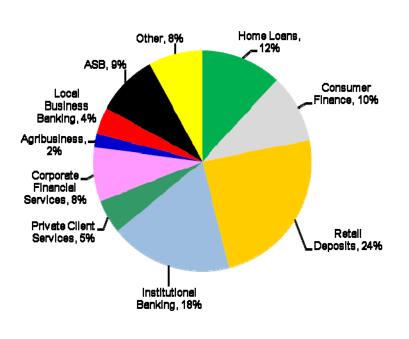
	Dec 08 \$m	Jun 08 \$m	Dec 07 \$m	Dec 08 vs Jun 08	Dec 08 vs Dec 07
Commissions	977	919	908	6%	8%
Lending Fees	617	507	469	22%	32%
Trading Income	448	346	200	29%	Large
Other	141	100	128	41%	10%
	2,183	1,872	1,705	17%	28%
AIFRS reclassification of net swap costs	(147)	(101)	(164)	(46%)	10%
Total	2,036	1,771	1,541	15%	32%

#### 6 months



## Segment Revenue

#### Proportions of total banking income



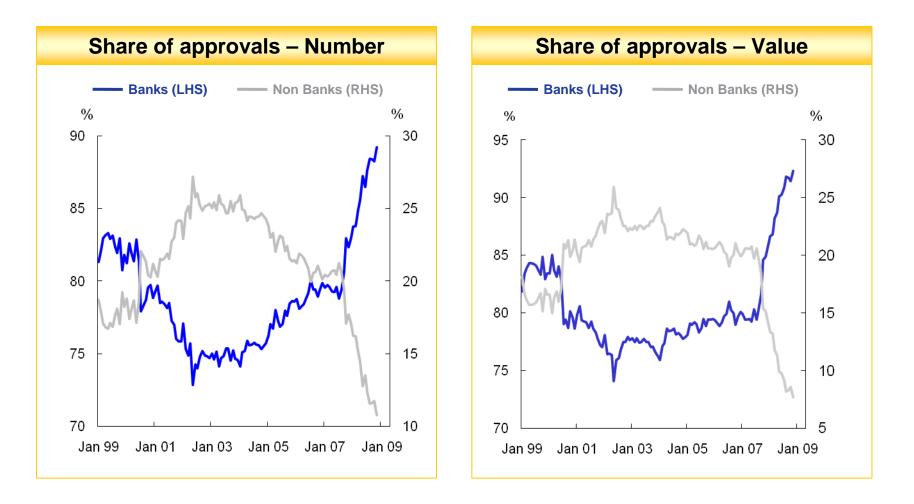
**Proportion of Total Banking Income** 

	Dec 08	Dec 07	Dec 08 vs Dec 07
Home Loans	801	722	11%
Consumer Finance	665	541	23%
Retail Deposits	1,602	1,451	10%
Institutional Banking	1,180	882	34%
Private Client Services	335	319	5%
Corporate Financial Services	499	439	14%
Agribusiness	151	135	12%
Local Business Banking	287	233	23%
ASB	588	539	9%
Other	471	179	Large
Total banking income	6,579	5,440	21%





# SystemBanks accounting for an increasing share ofHousingsystem approvals





Source : ABS



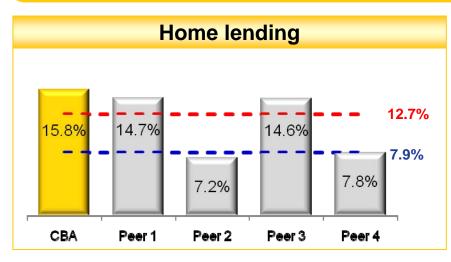
# Volume<br/>GrowthStrong volumes underpin revenue position

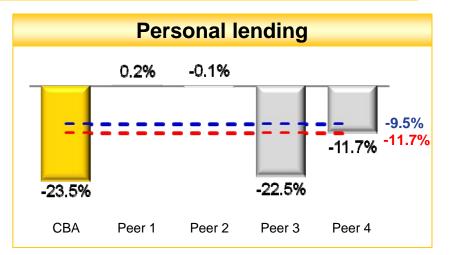
	12 Months to Dec 08 %		to D Annu	onths ec 08 Ialised %	3 Months to Dec 08 Annualised %	
	CBA System		CBA	System	СВА	System
Home Lending	15.8	7.9	15.0	5.4	17.5	5.3
Household Deposits	21.7	19.0	23.8	25.8	24.0	28.9
Business Lending	8.8	11.9	10.6	12.1	14.6	10.5
Business Deposits	21.4	12.1	25.4	18.7	28.6	22.6

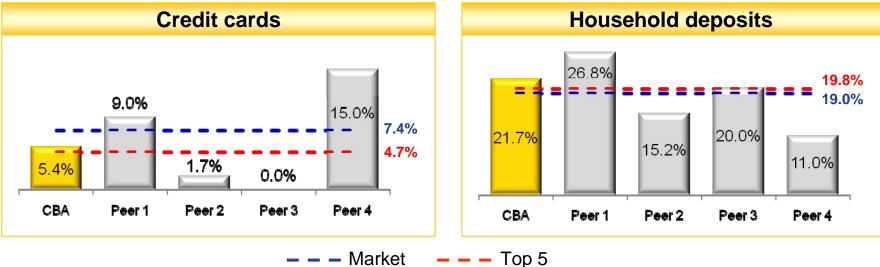




### CBA Growth vs Market Twelve months to December 2008





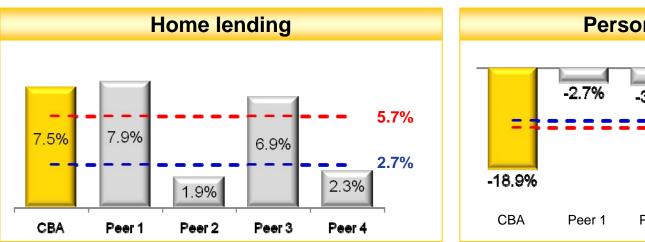


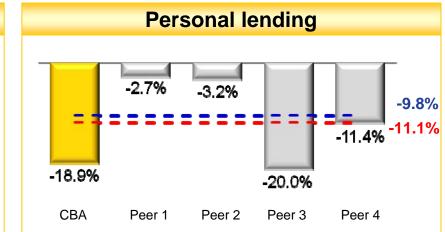


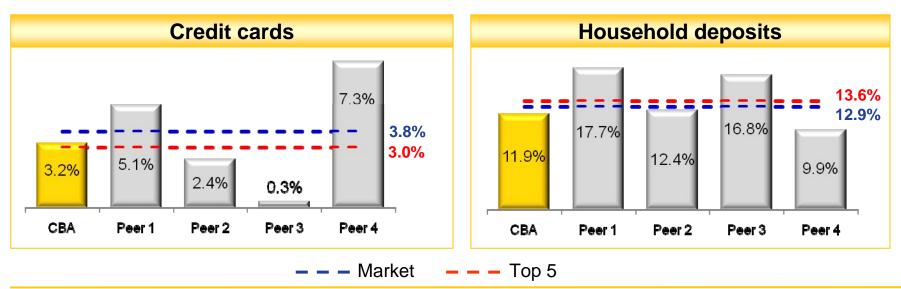
Figures adjusted for restatements where appropriate. Source : APRA / RBA.



#### CBA Growth vs Market Six months to December 2008







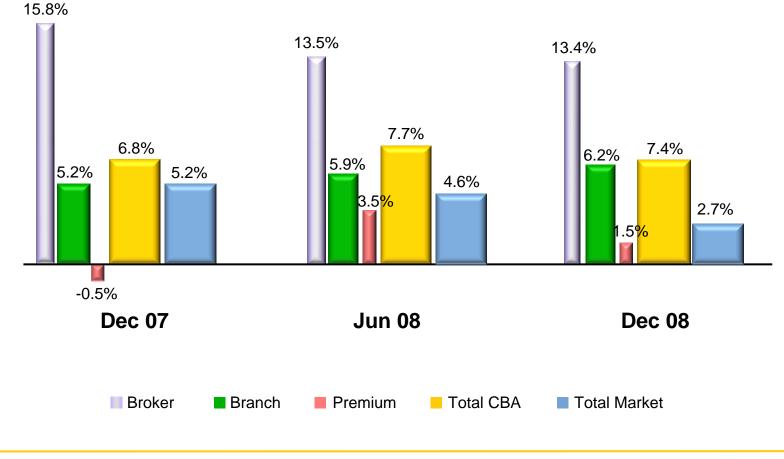


Figures adjusted for restatements where appropriate. Source : APRA / RBA.



# Home LoanBranch channel performance continuesGrowthto improve

#### **Balance Growth by Channel - 6 months**

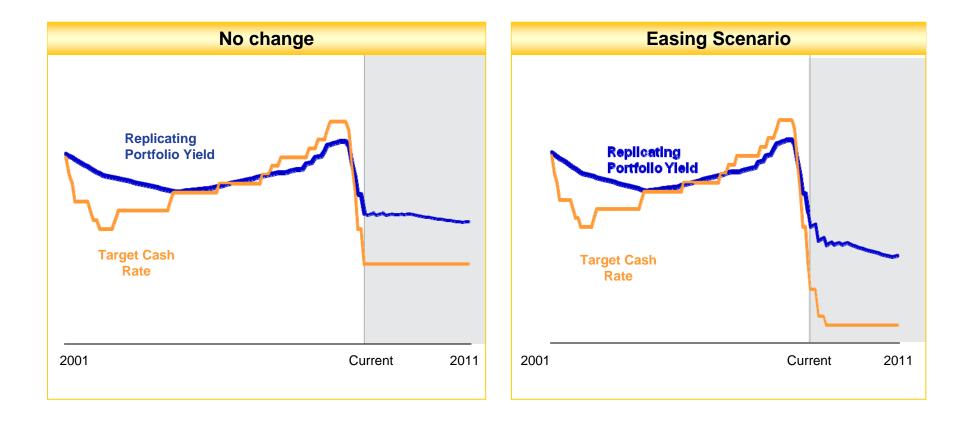




Note : Width of channel columns reflects relative proportion of total CBA balances.

Determined to be different

## Replicating Portfolio







## Core Banking

#### Our Journey so far

#### **Improving the Front-End**

- Sales & service training
- Over 1,000 new frontline staff
- New design branches
- Market-leading systems:
  - CommSee
  - NetBank
  - CommSec
  - CommBiz
  - FirstChoice

### Core Banking Modernisation

#### **Addressing the Back-End**

- A step change in customer service
- Faster systems and processes
- Productivity and efficiency gains
- The time is right:
  - First mover advantage
  - Next generation systems
  - Strong technical expertise



# **Supplementary Information**

Group and Banking Overview

Wealth Management

**International Financial Services** 

BankWest

Credit Quality and Risk Management

Capital, Funding and Liquidity

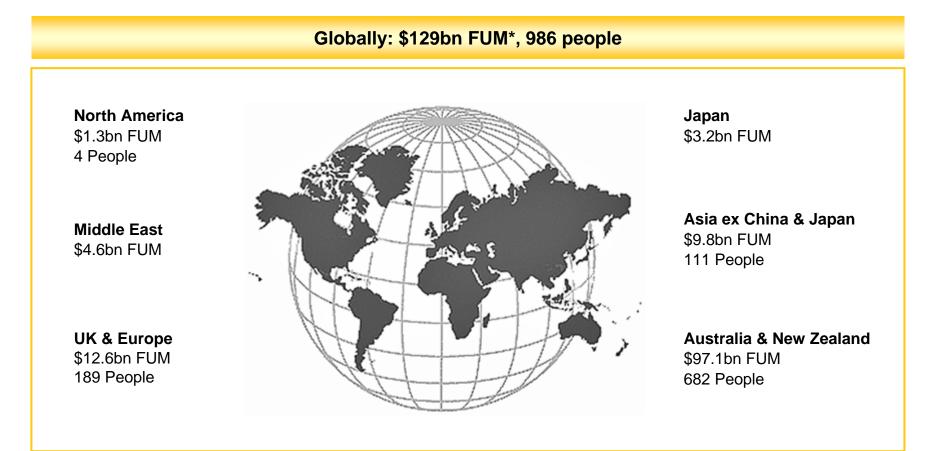
Sustainability

**Economic Indicators** 





## Global Asset Management



#### 25% FUM raised from offshore clients, 40% people located offshore, 40% revenue generated offshore



\* FUM figures exclude the Group's interests in the China Joint Venture, AWG plc or ENW United.



## **Funds under Administration**

Funds Under Administration	Opening Balance	Inflows	Outflows	Netflows	Investment Income & Other <sup>5</sup>	Closing Balance
FirstChoice	38,707	5,548	(4,805)	743	(6,278)	33,172
Avanteos	6,257	1,231	(564)	667	(1,197)	5,727
Cash management	2,576	754	(1,114)	(360)	83	2,299
Legacy products <sup>1</sup>	27,500	861	(2,864)	(2,003)	(2,972)	22,525
Retail products (Plan for Life) <sup>2</sup>	75,040	8,394	(9,347)	(953)	(10,364)	63,723
Other retail <sup>3</sup>	1,366	29	(91)	(62)	(52)	1,252
Australian retail	76,406	8,423	(9,438)	(1,015)	(10,416)	64,975
Wholesale	52,376	6,113	(16,738)	(10,625)	(2,088)	39,663
Property	20,210	717	(931)	(214)	446	20,442
Other <sup>4</sup>	3,248	459	(82)	377	(317)	3,308
Domestically sourced	152,240	15,712	(27,189)	(11,477)	(12,375)	128,388
Internationally sourced	32,730	3,746	(4,742)	(996)	(2,096)	29,638
Total Wealth Management	184,970	19,458	(31,931)	(12,473)	(14,471)	158,026

Half Year to Dec 08

<sup>1</sup> Includes stand alone retail and legacy retail products.

<sup>2</sup> Retail products aligned to Plan for Life market release.

<sup>3</sup> Includes listed equity trusts and regular premium plans. These retail products are not reported in market share data.

<sup>4</sup> 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.

<sup>5</sup> Includes foreign exchange gains and losses from translation of international sourced business.





# Funds under Management\*

	Dec 08 \$m	Jun 08 \$m	Dec 07 \$m	Dec 08 vs Jun 08	Dec 08 vs Dec 07
Australian equities	16,725	23,502	29,618	(29%)	(44%)
Global equities	29,679	35,589	40,945	(17%)	(28%)
Cash and fixed interest	56,813	66,729	66,694	(15%)	(15%)
Property and alternative investments	25,377	27,120	27,102	(6%)	(6%)
Total	128,594	152,940	164,359	(16%)	(22%)

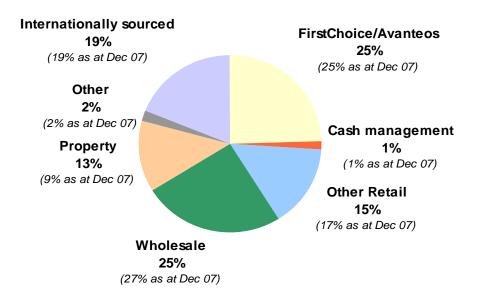






Well diversified

#### Funds Under Administration 31 December 2008 Total FUA = \$158 bn







## Investment experience mix

#### Investment experience profile

	Australia	New Zealand	Asia	Total
Local equities	1%	-	-	-
International equities	-	-	12%	1%
Property	17%	-	29%	14%
Growth	18%	-	41%	15%
Fixed Interest	33%	60%	58%	40%
Cash	49%	40%	1%	45%
Income	82%	100%	59%	85%
Total	100%	100%	100%	100%





### Insurance Analysis -Comminsure

		_	As At		
Sources of Profit from CommInsure	Dec 08 \$m	Jun 08 \$m	Dec 07 \$m	Dec 08 vs Jun 08	Dec 08 vs Dec 07
The Margin on Services profit from ordinary activities after income tax is represented by:					
Planned profit margins	75	74	71	1%	6%
Experience variations	10	11	1	(9%)	Large
Funds Management operating margins	98	61	56	61%	75%
General insurance operating margins	(2)	(12)	(13)	83%	85%
Operating margins	181	134	115	35%	57%
Investment experience after tax	(120)	(49)	11	Large	Large
Cash net profit after tax	61	85	126	(28%)	(52%)

#### Market Shares - Annual Inforce Premiums<sup>1</sup>

Comminsure

Australia (total risk) <sup>2, 3</sup>	14.8%	14.7%	14.1%
Australia (individual risk) <sup>2, 3</sup>	13.2%	13.2%	13.0%



<sup>1</sup> Source : Plan for Life.

<sup>2</sup> As at Sep 2008.

<sup>3</sup> Prior period comparative has been restated.



# **Supplementary Information**

Group and Banking Overview

Wealth Management



BankWest

Credit Quality and Risk Management

Capital, Funding and Liquidity

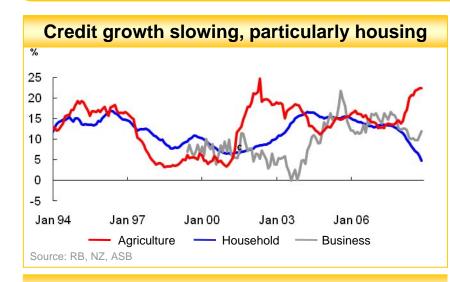
Sustainability

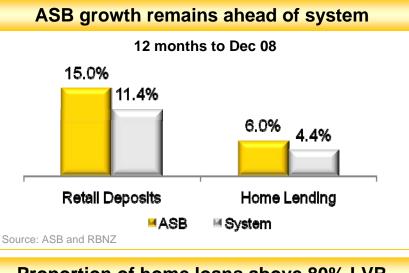
**Economic Indicators** 

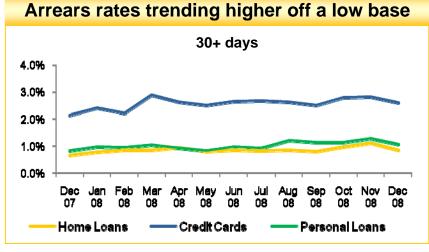


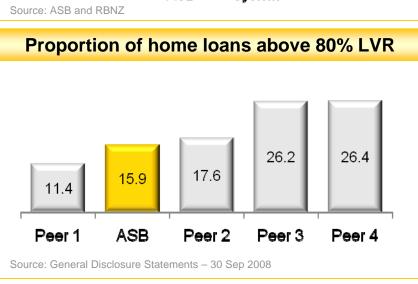


#### ASB well-placed to navigate tougher market conditions













# Asia Growing Asian footprint

	China		Indonesia
Staff numbers	4,288	101 – CBA	1,433 PT Bank Commonwealth
		2,448 - Bank of Hangzhou	317 PT Commonwealth Life
		1,739 - Jinan City Commercial Bank	
	94	China Life CMG (includes staff & sales agents)	18 First State Investments
	65	First State Cinda Fund Management Company Ltd	
Branches	77	Bank of Hangzhou	>50 PTBC has more than 50 branches and foreign exchange shops in Jakarta and Surabaya region
	68	Jinan City Commercial Bank	>50 PTCL branches
Other information		A increased its shareholdings in Jinan City Co 08. After the increase, CBA is now the largest	ommercial Bank, from 11% to 20%, in December shareholder of Jinan City Commercial Bank.
		nk of Hangzhou was ranked amongst the top s spective of risk and profitability <i>(By 'The Bank</i>	• •
	Jinan City Commercial Bank was ranked amongst the top 20 large city commercial banks from the perspective of profitability (By 'The Banker China' 2008)		
	the	•	cial Bank have started to open branches outside branches in Shanghai, Beijing, Shenzhen and up branches in Tianjin and Liaocheng.





### Asia Targeted growth strategy



#### China

20% Jinan City Commercial Bank (Increased from 11% in Dec 2008)

19.9% Bank of Hangzhou Beijing and Shanghai – Representative offices China Life CMG – JV life insurance First State Cinda Fund Management Company

#### Japan

Branch

#### India

Bank license granted to operate in Mumbai (October 2008)

#### Hong Kong Branch First State Investments

#### Vietnam

Branch (Ho Chi Minh)

Representative office (Hanoi)

#### Singapore Branch

First State Investments

#### Indonesia

PT Bank Commonwealth PT Commonwealth Life First State Investments



95

Determined to be different

# **Supplementary Information**

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### BankWest

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**Economic Indicators** 





## BankWest Reporting

- No earnings included with 1H09 results
- Provisional estimates made as at 31 December 2008 of:
  - Assets and liabilities acquired
  - Purchase consideration; and
  - > Gain on acquisition
- Fair value procedures to be completed during 2H09
- Non cash items to include:
  - Restructuring provision and other integration costs
  - > Amortisation of intangibles arising on acquisition





### BankWest Overview

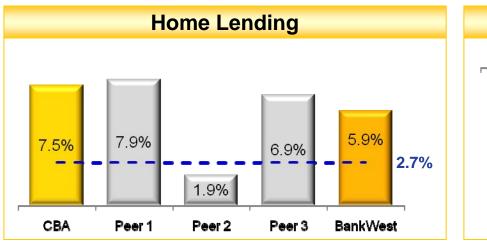
#### Snapshot of merged operations

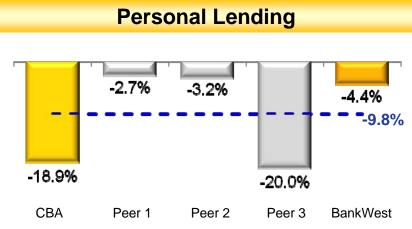
	СВА	BankWest & St. Andrew's Australia	Combined
Branches (Domestic)	1,011	131	1,142
Market Share – Home Loans 1	20.3%	3.0%	23.3%
Market Share – Household Deposits 1	29.1%	3.5%	32.6%
Market Share - Business Lending	13.5%	4.7%	18.2%
Market Share – Business Deposits	17.2%	4.8%	22.0%
Customers	10 million	0.9 million	10.9 million
Staff (FTE) – Total Group	39,699	5,314	45,013

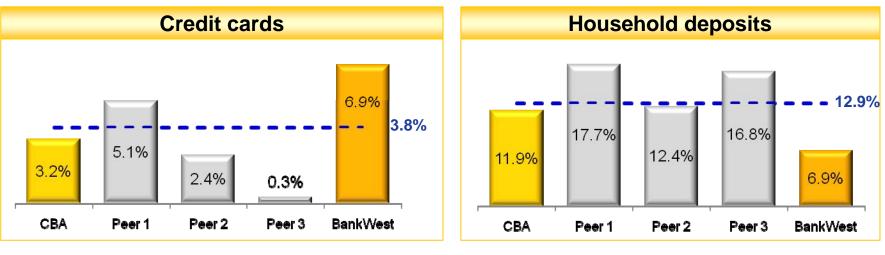




#### BankWest Growth Six months to December 2008







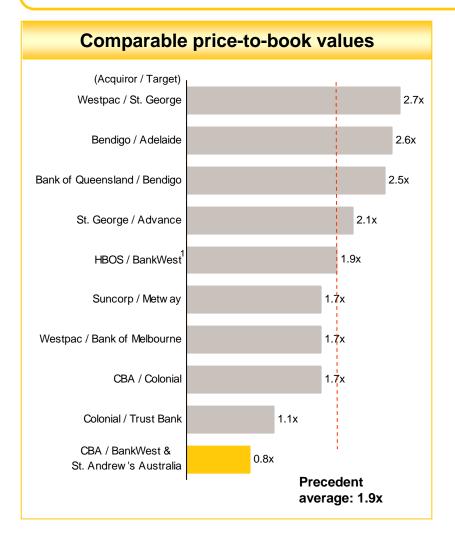
- - - Market



Figures adjusted for restatements where appropriate. Source : APRA / RBA.



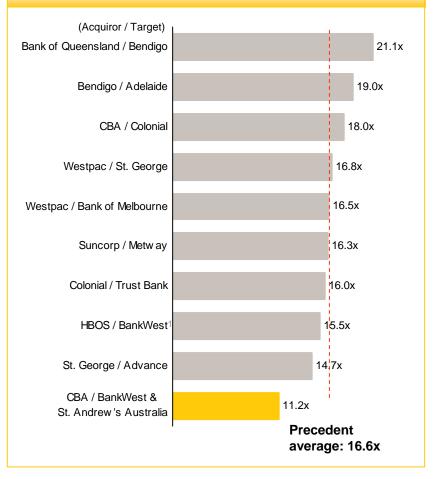
### Comparable banking transactions (as at time of BankWest acquisition announcement)



**BankWest** 

**Overview** 

#### **Comparable price-to-earnings multiples (LTM)**





Remaining 43% interest by HBOS. Source: Company announcements, ASX announcements, Factset, IRESS.



# **Supplementary Information**

Group and Banking Overview

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BankWest



Capital, Funding and Liquidity

Sustainability

**Economic Indicators** 





# Key Indicators Summary

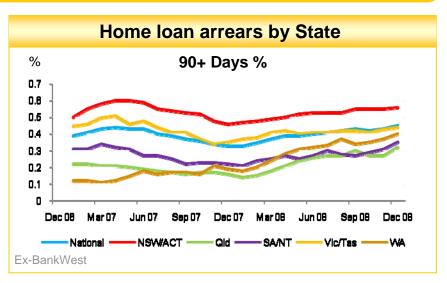
	CBA ex BankWest	CBA + BankWest
Gross loans and acceptances (GLA) (\$m)	408,174	466,868
Gross impaired assets (\$m)	1,944	2,714
Gross impaired assets as % of GLA	0.48	0.58
Collective provision as a % of Credit RWA – Basel II	0.86	0.95
Individually assessed provisions as a % of gross impaired assets	46.1	41.8
Impairment expense as a % of average GLA annualised	0.81	-
Total provisions as a % of GLA	0.69	0.77
Total provisions as a % of non-housing GLA	1.59	1.79
Total provisions as a % of Credit RWA	1.27	1.38
Risk-rated exposures - % investment grade	68	64





# HomeModest increase in arrears consistent with cycle –Lendingportfolio quality remains sound

Home loan portfolio mix						
	Dec 08	Jun 08				
Owner-Occupied	56%	55%				
Investment	33%	34%				
Line-of-Credit	11%	11%				
Variable	73%	66%				
Fixed	26%	32%				
Honeymoon	1%	2%				
Low Doc %	3.9%	3.7%				
Originations						
Proprietary	60%	61%				
Third Party	40%	39%				



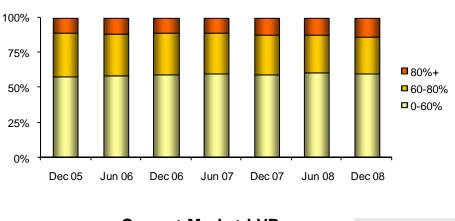




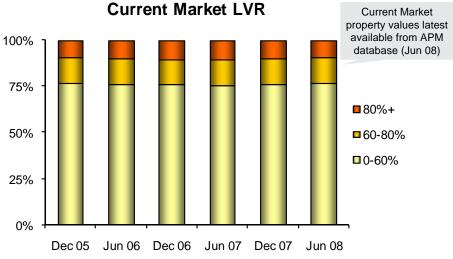
#### Home Loans LVR

### Strong LVR profile

- Strong average LVR profile:
  - > 51% based on original value
  - 37% based on current values
  - 51% on new loans
- % of loans at <60% LVR:</p>
  - 60% based on original values
  - 77% based on current market values as a result of a well diversified security position
- Loans > 80% LVR are as a rule mortgage insured



Original LVR of Portfolio







# Home LoanEven under highly stressed conditions, portfolioStress Testlosses would remain modest and manageable

- Stress test scenarios modelled, based on experience of UK recession of the late 1980s / early 1990s, which saw
  - > Up to 6 fold increase in PD
  - Unemployment of 10%
  - Interest rates of 14%
  - Up to 30% fall in security value
- Using June 2008 property values, 1 year HL expected loss circa \$10.1m
- Under most stressed conditions, expected loss totals \$331m = 3 months home loan net income
- Additional insured losses of \$598m covered by mortgage insurance and \$8m by securitisation

Expected loss \$m	PD stress factor						
Property value	x1	x2	x4	x6			
No decrease	10.1	13.2	18.5	22.4			
10% decrease	23.2	32.7	48.8	61.3			
20% decrease	52.4	78.5	123.7	159.8			
30% decrease	101.1	156.4	252.8	331.0			

PD = Probability of default. Excludes lines of credit.

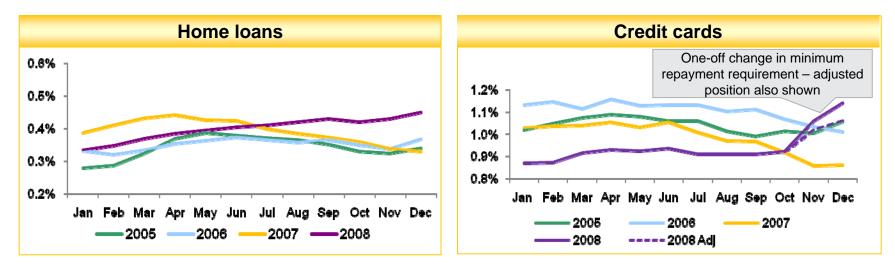


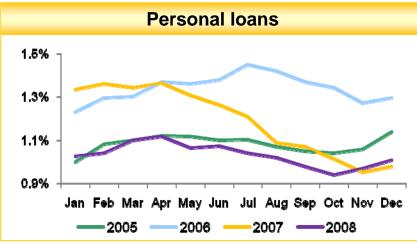


Ex-BankWest

### **Consumer Arrears 90+ days**

Modest uptick in longer-dated arrears consistent with economic conditions



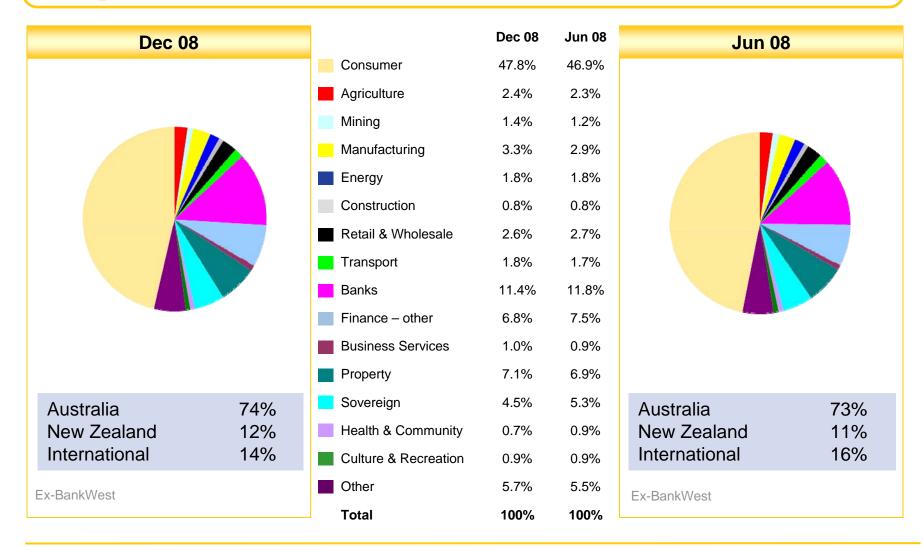




Ex-BankWest

Determined to be different

# SectorPortfolio remains well diversified acrossExposuresindustry sectors





Total exposures = balance for uncommitted facilities; greater of limit or balance for committed facilities. Includes settlement risk.



# **Sector Exposures**<sup>\*</sup>

\$bn	AAA to AA-	A+ to A-	BBB+ to BBB-	Other	Total	AAA to AA-	A+ to A-	BBB+ to BBB-	Other	Total
Banks	42.8	18.8	2.2	0.7	64.5	41.7	14.7	1.8	0.4	58.6
Finance Other	15.1	11.2	5.7	6.7	38.7	17.0	11.0	5.4	5.7	39.1
Property	0.3	5.7	10.5	24.5	41.0	0.3	6.3	8.2	22.5	37.3
Sovereign	21.2	3.1	0.1	0.3	24.7	25.1	1.9	0.4	0.0	27.4
Manufacturing	0.1	3.2	10.1	5.0	18.4	0.0	2.8	7.9	5.1	15.8
Retail & Wholesale Trade	0.0	2.5	3.2	9.5	15.2	0.0	2.9	2.9	8.7	14.5
Agriculture	0.0	0.4	2.0	11.2	13.6	0.1	0.3	2.0	10.2	12.6
Energy	0.6	1.6	7.2	1.1	10.5	0.8	1.3	6.6	0.8	9.5
Transport	0.4	3.0	3.9	3.3	10.6	0.4	2.7	3.1	2.8	9.0
Mining	0.0	3.4	2.4	2.4	8.2	0.0	2.6	1.9	1.8	6.3
All other (ex consumer)	1.7	3.1	12.4	27.3	44.5	1.8	3.0	10.1	27.0	41.9
Total	82.2	56.0	59.7	92.0	289.9	87.2	49.5	50.3	85.0	272.0
Ex-BankWest										

Dec 08

Jun 08

Money Money Magazine Awards

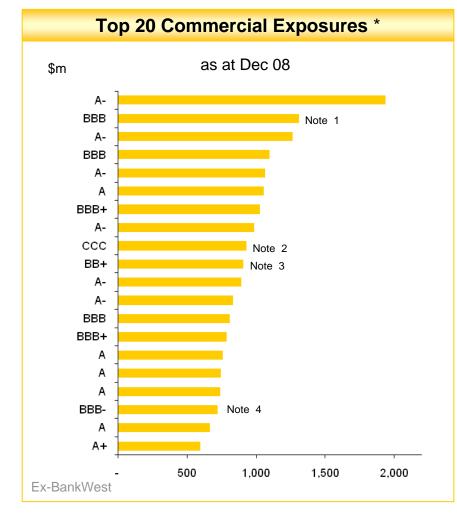
\* Total exposure = balance for uncommitted facilities; greater of limit or balance for committed facilities. Excludes settlement exposures

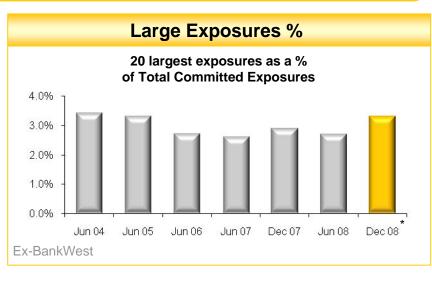


108

Determined to be different

## Large Exposures





#### Notes:

The ratings reflect the bulk of the aggregated entities exposure. Within these aggregated exposures is the following:

- 1. \$317m rated CCC-, secured by fixed & floating charge.
- 2. Fully secured over real property. No loss anticipated.
- \$150m rated CCC, \$144m in default with appropriate provision raised. Both secured by fixed & floating charge. The remainder of the aggregated exposure secured over real property.
- 4. \$229m rated CC-, secured by fixed & floating charge.



Excluding finance and government. CBA grades in S&P Equivalents. Care: The nominal increase in exposure values represented in these graphs relative to previous disclosures largely reflects a change in the Group's aggregation policy for individual exposures.



109

## Troublesome\* Exposures

### Increasing vigilance in uncertain times

Jun 07

Troublesome

1.60%

1.20%

0.80%

0.40%

0.00%

- Volatility of financial markets and uncertain economic conditions requiring increased vigilance across sectors
- Approximately 43% of troublesome loans in two sectors
- Increasing watch on property and finance sectors in line with the current economic conditions

of Total Commercial Exposures

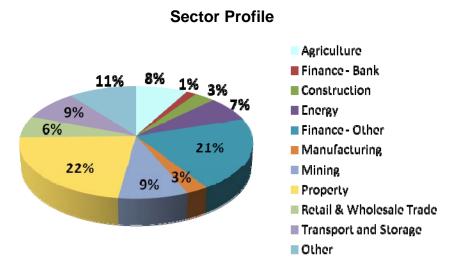
Jun 08

Defaulted / Well Secured

Dec 08

Dec 07

**Troublesome Exposures as a %** 





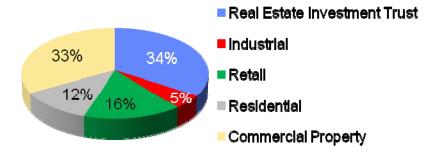
\* Includes defaulted / well secured exposures and exposures where there is a potential for default within ~ 12 months if a sustained improvement in financial performance is not achieved within the short term. Does not include impaired exposures.



## **Property**

### Well diversified portfolio with strong security cover and conservative LVR's

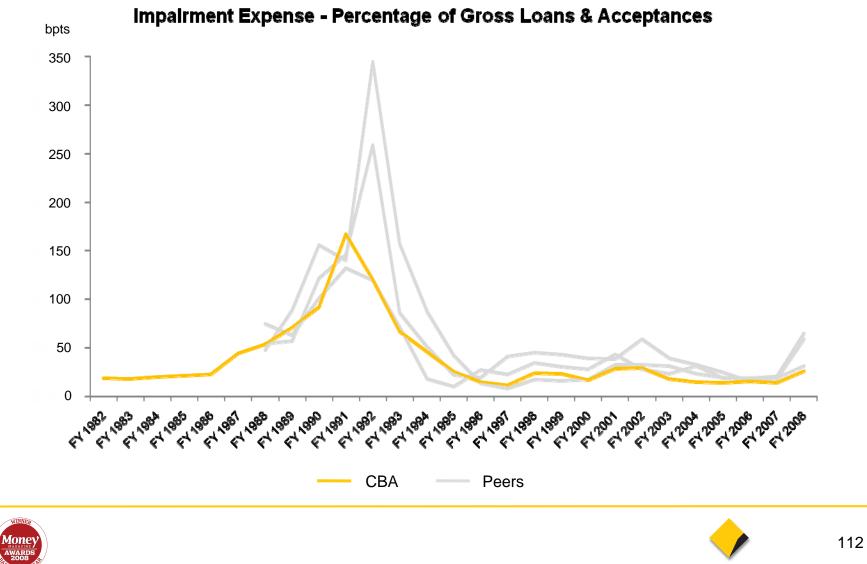
- Represents 7.1% of total exposures
- Up from 6.9% as at Jun 08 due to:
  - Exchange rate movements
  - Existing client lending
  - Partially offset by reduced lending to new clients
- Well diversified across property classes and geographies
- Strong security cover:
  - 72% of the overall portfolio secured
  - 94% of below investment grade exposures secured
- Secured portfolio average LVR of 51%



Property segments	Secured portion	Average LVR
Commercial	87%	52%
Industrial	80%	53%
Real Estate Investment Trusts	44%	50%
Residential	91%	54%
Retail	84%	50%
All segments	72%	51%



## Impairment Expense -Historical



## Impairment Costs -Historical

	Dec 89	Current		
Economy				
GDP	4.25%	1.9%		
Unemployment	5.7% (peaking at 10.8% in Dec 92)	4.5%		
CPI	7.83%	3.7%		
Cash Rate	17.0%*	3.25%		
Vacancy Rates	4% (peaking at 22% in Dec 92)	3-4%		
СВА				
Commercial Lending % of GLA	67%	46%		
Consumer Lending % of GLA	33%	54%		
Home Lending %	29%	48%		
Commercial Property %	na	7%		

#### Early 1990's Recession





## **Counterparty & Other Exposures**

	- No exposures to foreign sub-prime
	<ul> <li>No exposures to foreign sub-prime.</li> </ul>
US Debt/Agency	No exposure to Fannie Mae, Freddie Mac or Federal Home Loan Bank.
	<ul> <li>Net exposure to Sallie Mae ~ \$150m.</li> </ul>
Non-Conforming Mortgage-Backed Exposure	<ul> <li>\$48m of investment grade Australian RMBS (~\$30m rated AAA).</li> <li>\$1bn of warehoused residential mortgage exposures – all rated BBB or better.</li> </ul>
	\$123m of CMBS – majority AAA-rated Centro CMBS. Also GBP28m in AAA and AA rated
CMBS	notes.
	\$585m of commercial property securitisation warehouse exposures - 98% rated BBB or better.
Equipment Receivables	<ul> <li>Warehouse facilities drawn to ~\$290m with over 75% rated BBB or better.</li> </ul>
Accest Decked	One Bank-sponsored ABCP conduit (SHIELD) with its standby facility fully drawn to \$800m.
Asset Backed Commercial	<ul> <li>Conduit holds AAA-rated Medallion assets.</li> </ul>
Paper (ABCP)	<ul> <li>Standby facilities to other conduits of \$730m, currently drawn to \$245m.</li> </ul>
Conduits	<ul> <li>Conduits primarily fund Australian RMBS - all conduits short term ratings of A-1+.</li> </ul>
Other Asset	<ul> <li>~\$1.1bn in warehouse style facilities provided principally to fund reverse mortgage assets and associated working capital facilities.</li> </ul>
Classes	<ul> <li>Average LTV ratio on underlying pools of ~18%.</li> </ul>





## **Counterparty & Other Exposures**

Lenders Mortgage Insurance	<ul> <li>Mortgage insurance outsourced to Genworth (98%) and PMI (2%).</li> <li>"Extreme stress" scenario* - expected loss demand on LMI of ~\$598m.</li> </ul>
CDOs	Total exposure of ~\$60m, with \$7m collateralised by cash and AAA Australian RMBS.
Stock Lending	<ul> <li>No material exposure.</li> <li>No exposure to Equity Finance.</li> </ul>
Private Equity	<ul> <li>~\$1.1bn exposure to leveraged private equity owned counterparties.</li> <li>Well diversified across industries and private equity sponsors.</li> </ul>
Hedge Funds	<ul> <li>~USD15m of direct exposure.</li> <li>Uncollateralised exposure (MtM ~\$8m) to hedge funds via FX and interest rate swap products.</li> </ul>
Monoline Insurers	<ul> <li>~\$250m exposure to monoline insurers via wrapped securities.</li> <li>Primary source of repayment is the underlying debt instrument – ratings range from BBB- to A</li> </ul>

#### Ex-BankWest



\* House prices down 30%, 6 times increase in current default rate.



## Risk Weighted Assets

Six months to December 2008

- Strong Credit RWA growth (18%) driven by:
  - Flight to quality' volume growth
  - > Additional liquidity holdings
  - Currency depreciation
  - Change in Corporate and Retail credit quality partially offset by increase in exposure to better rated Sovereigns

	Total	Tier 1 ratio impact (bpt)			
Credit Risk	18%	(116)			
Traded Market Risk	-8%	1			
IRRBB	Nil	59			
Operational Risk	3%	(1)			
Total	8%	(57)			

RWA Movement (%)

	Credit RWA Movement (%)			Composition of Movement (%)			
	On Balance Sheet	Off Balance Sheet	Total	Volume Growth	Change in quality	Total	
Consumer	11%	15%	11%	83%	17%	100%	
Commercial (ex Sovereign)	20%	28%	22%	84% 16%		100%	
Tier 1 impact – Loans (bpts)	(64)	(26)	(90)	(75)	(15)	(90)	
Tier 1 impact – Other* (bpts)	(21)	(5)	(26)	(32)	6	(26)	
Total Tier 1 impact (bpts)	(85)	(31)	(116)	(107)	(9)	(116)	



Ex-BankWest

\* Other includes Credit Risk Weighted Assets for the Sovereign asset class as well as other Basel

**>** 

116

Asset standardised classes including margin lending, equities, securitised and other assets and claims.

## **Supplementary Information**

Group and Banking Overview

Wealth Management

**International Financial Services** 

BankWest

Credit Quality and Risk Management

## Capital, Funding and Liquidity

Sustainability

**Economic Indicators** 





## **Capital Considerations**

Target Range	<ul> <li>Tier One Capital target range amended to in excess of 7%.</li> </ul>
PERLS II	<ul> <li>PERLS II \$750m to be redeemed in March 2009. Pre-funded by share issue in December 2008</li> </ul>
	<ul> <li>Offer period from 16<sup>th</sup> February to 11<sup>th</sup> March</li> </ul>
Share Purchase Plan	Pricing is the lower of \$26 and the 5 day VWAP at the end of offer period
	<ul> <li>CBA reserves the right to scale back</li> </ul>
	<ul> <li>BankWest reporting under Basel I at December 2008</li> </ul>
	<ul> <li>CBA Group treating BankWest as a non-consolidated subsidiary. APRA's prescribed treatment includes:</li> </ul>
DevilVA/set	Equity invested (ordinary share capital and Tier 2 subordinated debt) to be deducted 50% from Tier 1 and Tier 2 Capital
BankWest	Profit associated with discount on acquisition excluded from capital
	BankWest RWA excluded from capital calculation
	BankWest expected to move to Basel II Standardised by March 2009
	<ul> <li>Impact of moving to Basel II Standardised will not materially impact CBA Group capital ratios</li> </ul>





## UK

## Comparison

- PricewaterhouseCoopers has worked with the Bank in identifying, in principle, the key differences between the APRA and FSA method of calculating regulatory capital.
- Summarised below are details of the major differences:

Item	Items impacting published total capital adequacy ratio	Impact on Bank's ratio if FSA rules applied
Mortgages	Under APRA rules, the <b>minimum Loss Given Default (LGD) for residential real estate</b> secured exposures is higher (20%) compared with 10% for FSA. This results in higher RWA under APRA rules.	Increase
Margin loans	Under APRA rules, <b>margin loans</b> attract a minimum risk weight (20%), compared to FSA where no minimum risk weight is applied .	Increase
IRRBB	The APRA rules require the inclusion of <b>IRRBB</b> within RWA. This is not required by FSA.	Increase
Dividends	Under FSA rules, <b>dividends</b> should be deducted from regulatory capital when declared and/or approved, whereas APRA requires dividends to be deducted on an anticipated basis. This is partially offset by APRA making allowance for expected shares to be issued under a dividend reinvestment plan.	Increase
Equity investments	Under APRA rules some <b>equity investments</b> are treated as a deduction 50% from Tier 1 Capital and 50% from Tier 2 Capital. Under the FSA, these equity investments are treated as Total Capital deductions or as RWA.	Increase
Hybrid limits	APRA imposes a Residual Capital limit of 25% of Tier 1 Capital. Under FSA rules this limit is 50%, with more flexible transition rules.	Increase Tier 1, Total Capital neutral
Value of in force (VIF)	VIF at acquisition is treated as goodwill and intangibles and therefore is deducted at Tier 1 by APRA. FSA allows VIF to be included in Tier 1 Capital but deducted from Total Capital.	Increase Tier 1, Total Capital neutral



## UK Comparison

The following table estimates the impact on CBA capital, as at December 2008, of the differences between the APRA Basel II guidelines and those of the UK regulator, Financial Services Authority (FSA)

	Net Fundamental Capital <sup>1</sup>	Tier 1 Capital	Total Capital
December 08 Actual	6.6%	8.8%	11.4%
RWA treatment – Mortgages <sup>2</sup> , Margin Loans	0.8%	1.1%	1.3%
Future dividends (net of DRP)	0.5%	0.5%	0.5%
Value of in force (VIF) deductions <sup>3</sup>	0.6%	0.6%	0.0%
Tax impact in EL > EP calculation	0.1%	0.1%	0.2%
Application of UKFSA Tier 1 hybrid limits	0.0%	0.2%	0.0%
Equity investments	0.4%	0.4%	0.2%
Total Adjustments	2.4%	2.9%	2.2%
December 08 Actual – Normalised	9.0%	11.7%	13.6%



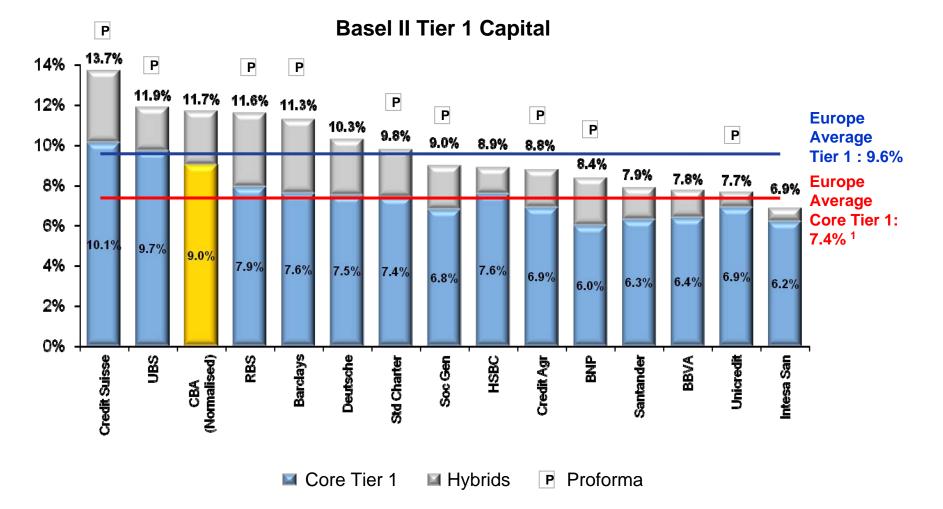
1. Represents Fundamental Tier One capital net of Tier One deductions.

Money 2. Based on APRA 20% loss given default (LGD) floor compared to FSA 10% and CBA's downturn LGD loss experience.

3. VIF at acquisition is treated as goodwill and intangibles and therefore is deducted at Tier 1 by APRA. FSA allows VIF to be included in Tier 1 Capital but deducted from Total Capital.



# EuropeanThe Bank's Tier 1 Capital Ratio compares favourably toComparisondomestic and international peers



Top 14 European banks by market capitalisation as at 31/12/2008.

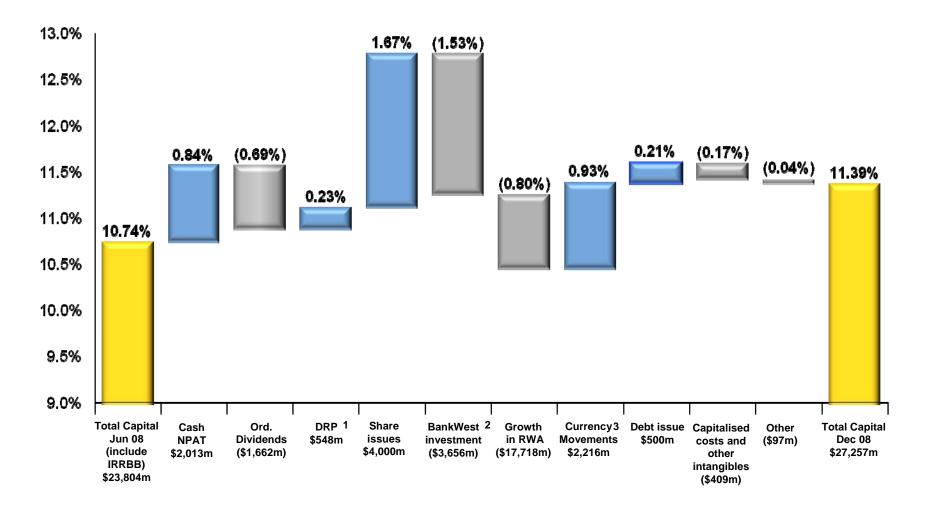
Source: latest publicly disclosed company reports and other market updates. Includes proforma announcements.

1. Reflects Tier 1 Capital less hybrid Tier 1 instruments.

Money

Determined to be different

## Total Capital<br/>MovementHalf year to December 2008



<sup>1</sup> Assumes 33% DRP participation.

WINNE

Money

AWARD

<sup>2</sup> Capital invested in BankWest (ordinary shares and Tier 2 debt) treated as a non-consolidated subsidiary, 50% Tier 1 and 50% Tier 2 deduction.

<sup>3</sup> Movement in FCTR balance and other foreign exchange items.

**Determined** to be different

## **Regulatory Expected Loss**

	Jun 08 \$m	Dec 08 \$m
Regulatory Expected Loss (EL) – before tax	2,372	3,382
Eligible Provision <sup>1</sup>		
Collective provision	1,346	1,879
Individually assessed provisions	367	896
Other credit provisions	32	30
Fair value credit adjustments	22	4
Subtotal	1,767	2,809
less tax effect impact <sup>2</sup>	(530)	(574)
Other	(39)	(63)
Total Eligible Provision	1,198	2,172
Regulatory EL in excess of Eligible Provision	1,174	1,210
Tier 1 deduction – 50%	587	605
Tier 2 deduction – 50%	587	605

 Tier 2 deduction – 50%
 587
 605

 Total Capital Deduction
 1,174
 1,210

MONEY MAGAZENE AWAGAZENE AWAGAZENE AWAGAZENE <sup>1</sup> Eligible provisions at December 2008 exclude BankWest.

<sup>2</sup> APRA advised the Bank in September 2008 of a change in methodology, individual assessed provisions are no longer required to be tax effected. The impact of this change on June 2008 numbers would increase Tier 1 by \$55m and Total Capital by \$110m.



## Hybrid Instruments

orid dividends paid	Dec 08	Jun 08	Dec 07	Jun 07	Franked/ Imputed
PERLS II	22	23	20	19	F
PERLS III	34	35	31	31	F
PERLS IV <sup>1</sup>	46	42	23		F
Trust Preferred Securities 2003	16	17	18	17	N/A
Trust Preferred Securities 2006	26	23	25	27	N/A
ASB Capital prefs	6	6	5	5	I
ASB Capital No.2 prefs	9	9	9	9	I
CBA Capital	11	9	9	9	F
	170	164	140	117	

<sup>1</sup>Dec 07 contains one quarter's distribution only

#### Preference shares - breakdown

erence shares - breakdown				First call /			
	Issue Date C	urrency	Amount Conversion (\$m) from Issue Date		Balance Sheet Classification		
Trust Preferred Securities 2003	06-Aug-03	USD	\$550	12 years	Tier 1 Loan Capital		
PERLS II	06-Jan-04	AUD	\$750	5 years	Tier 1 Loan Capital		
PERLS III	06-Apr-06	AUD	\$1,166	10 years	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	Callable	Outside equity interests		
ASB Capital No.2 prefs	22-Dec-04	NZD	\$350	5 years	Outside equity interests		
CBA Capital	18-May-05	NZD	\$350	10 years	Tier 2 Loan Capital		





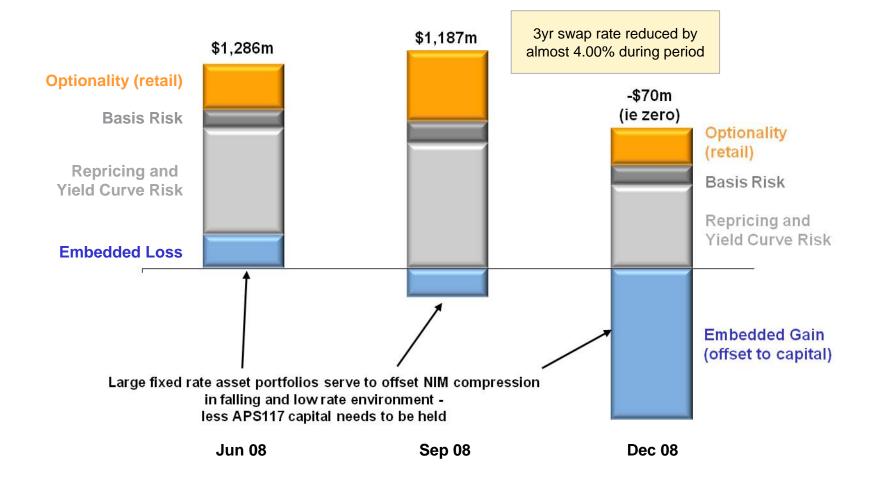
## Capital Treatment

	AIFRS		APRA	
	Accounting	Tier 1	Tier 2	Total
Shareholders' Equity				
Ordinary Share Capital	$\checkmark$	$\checkmark$		$\checkmark$
Other Equity Instruments	$\checkmark$	$\checkmark$		$\checkmark$
Reserves				
General Reserve & Capital Reserve	$\checkmark$	$\checkmark$		$\checkmark$
Asset Revaluation Reserve	$\checkmark$		$\checkmark$	$\checkmark$
Other reserve accounts	$\checkmark$			
Retained Earnings	$\checkmark$	$\checkmark$		$\checkmark$
Minority Interests	$\checkmark$	$\checkmark$		$\checkmark$
Hybrid Debt Issues & Loan Capital		$\checkmark$		$\checkmark$
Other debt issues (subordinated)			$\checkmark$	$\checkmark$
Capital Deductions				
Intangibles		$\checkmark$		$\checkmark$
Superannuation Surplus (after tax)		$\checkmark$		$\checkmark$
Equity investments in other companies/unit trusts		$\checkmark$	$\checkmark$	$\checkmark$
Expected losses in excess of eligible provisions		$\checkmark$	$\checkmark$	$\checkmark$
Investments in offshore banks		$\checkmark$	$\checkmark$	$\checkmark$
Other Deductions		$\checkmark$	$\checkmark$	$\checkmark$





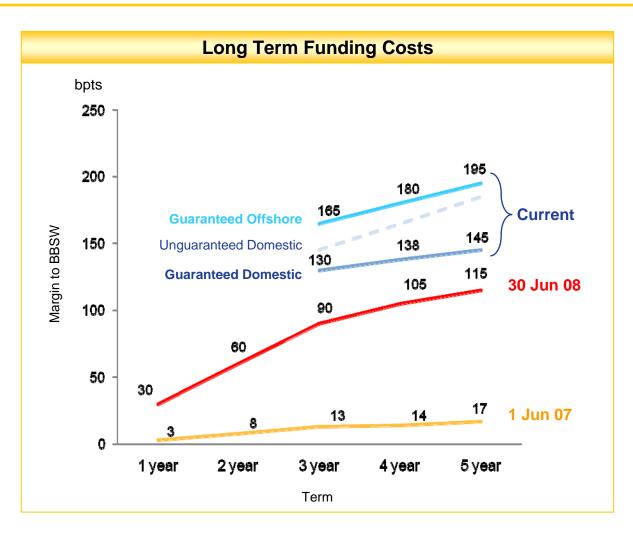
## InterestCapital Assigned to Interest Rate Risk inRate RiskBanking Book - APS117







## Funding Costs







## **Supplementary Information**

Group and Banking Overview

Wealth Management

**International Financial Services** 

BankWest

Credit Quality and Risk Management

Capital, Funding and Liquidity

## Sustainability

**Economic Indicators** 





## Sustainability Metrics

		1H09	2008	2007	2006	2005	2004
Customers							
Customer satisfaction rating	<ul> <li>Main Financial Institution (MFI) Retail<sup>1</sup></li> </ul>	72.5%	70.1 %	70. 5%	64. 9%	65.4%	63. 2%
Customer satisfaction rating	– Business <sup>2</sup>	76.8%	73.9%	60. 7%	56. 5%	55. 5%	54.0%
Customer satisfaction rating	- Wealth <sup>3</sup>	annual	7.70	7.96	7. 51	7.85	7.86
Environmental							
Greenhouse gas emissions	CO2-e emissions (tonnes) <sup>4 5 6 7</sup>	annual	170,659 <sup>7</sup>	163,509	165,935	149,781	159,823
	CO2-e emissions per FTE (tonnes) <sup>8</sup>	annual	5.6 <sup>7</sup>	5. 5	5.6	5. 2	na
Energy use	Total (GJ) <sup>9</sup>	annual	690,780 <sup>7</sup>	687,839	675,307	608,661	638,819
	Total per FTE (GJ) <sup>8</sup>	annual	22.45 <sup>7</sup>	22.94	22.79	21.28	na
People							
Employee satisfaction	Gallup Survey GrandMean <sup>10</sup>	annual	4. 28	4. 13	4. 15	4. 08	3. 94
Employee turnover	Voluntary <sup>11</sup>	13.69%	18. 45%	14. 94%	15.94%	na	na
Absenteeism	Average days per FTE <sup>12</sup>	6.2	6.5	6. 2	6.0	na	na
Safety	Lost Time Injury Frequency Rate <sup>13</sup>	2.3	3.1 <sup>7</sup>	3. 6	4. 5	5. 8	5.6

- 1 Roy Morgan Research MFI Customer Satisfaction is based on Australians aged 14+, Very or Fairly Satisfied 6 month moving average.
- 2 TNS Business Finance Monitor. All businesses with annual turnover to \$100M (excluding agribusinesses). Very or Fairly Satisfied a 12 month moving average.
- 3 Colonial First State FirstChoice rated by advisors in Wealth Insights Master Trust/Wrap survey.
- 4 Total CO2-e emissions consist of emissions relating to Scope 1 and 2 for domestic retail and commercial operations
- 5 CO2-e calculations used the Australian Greenhouse Office Workbook conversion factors.
- 6 CO2-e figures previously reported under Greenhouse Challenge Plus have been restated to reflect full fuel cycle emissions for transport fuels.
- 7 2008 figures updated from those presented in the 2008 Annual Results slides for improved data accuracy

- 8 Full Time Equivalent (FTE) includes only domestic permanent and contractor employees. Offshore employees are excluded.
- 9 Total energy use consists of consumption of electricity, gas and transport fuel (gasoline and diesel). Gas and electricity consumption includes all domestic retail and commercial occupied properties, excluding properties where electricity is on-sold. Transport fuel consumption includes both Group fleet and novated leased vehicles.
- 10 The Gallup Survey GrandMean measures employee engagement out of a possible score of 5.
- 11 Employee turnover refers to all voluntary exits of domestic permanent employees.
- 12 Absenteeism refers to sick leave of domestic, permanent employees only.
- 13 LTIFR refers to domestic, permanent employees only. Data is correct as at 31 December 2008.





## Sustainability Progress

#### Environmental

- Updated Environment Policy endorsed by Board in October 2008
- Greener property portfolio with occupation of two new buildings at Sydney Olympic Park targeting 5 star NABERS environmental rating, and the development of environmentally-friendly 6 star Darling Walk
- Commenced as major sponsor of Clean Up Australia Day
- Successful completion of first year of partnership with Great Barrier Reef Foundation's ZooX program

#### People

- Lost Time Injury Frequency Rate improved for 5<sup>th</sup> year running now at 2.3
- Improvements in absenteeism and turnover rates
- New programs focussing on talent management, diversity and leadership development

#### Community

- Reconciliation Action Plan on track with a cultural awareness program commenced and an Indigenous employment strategy in progress
- Continued support for financial literacy through research, grants and the Start Smart program.
- Strengthened support for cricket in the community including country cricket, local cricket clubs, and Indigenous cricket
- Fundraising campaigns for breast cancer, prostate cancer and depression research





## Sustainability Focus

- Further embedding sustainability into our business processes
- Enhanced reporting and disclosure
- Supporting diversity and financial wellbeing in the community
- Helping our customers to meet their sustainability goals
- Creating greener workplaces
- Creating a culture of customer service excellence

For more information about sustainability please visit www.commbank.com.au/sustainability





## **Supplementary Information**

Group and Banking Overview

Wealth Management

**International Financial Services** 

BankWest

Credit Quality and Risk Management

Capital, Funding and Liquidity

Sustainability

### **Economic Indicators**







### CBA Economists summary of key indicators

	Year ended 30 Jun					
	2005	2006	2007	2008	2009 (f) <sup>1</sup>	2010 (f)
Credit Growth % – Total	13.5	14.4	15.5	11.8	5½ to 7½	9-11
Credit Growth % – Housing	14.7	13.7	13.0	9.9	6-8	9½ to11½
Credit Growth % – Business	11.8	16.6	19.1	16.3	6½ to 8½	9½ to 11½
Credit Growth % – Other Personal	12.9	9.7	16.1	3.7	-4 to -2	1-3
GDP %	2.8	3.0	3.3	3.7	1.2	1.7
CPI %	2.4	3.2	2.9	3.4	3.3	2.9
Unemployment rate %	5.2	5.0	4.5	4.2	4.9	6.3

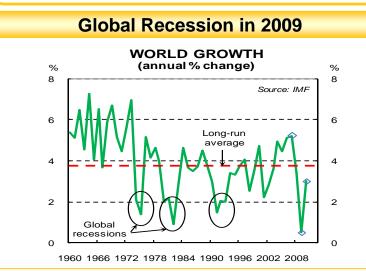


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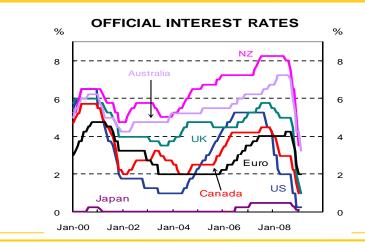
CBA economics forecast for the Australian market as at end January 2009.



## Global Backdrop

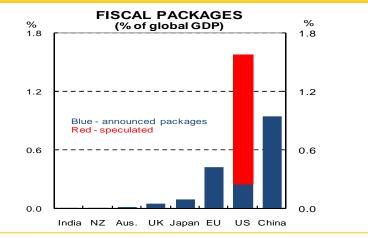


#### **Central Banks are cutting rates**





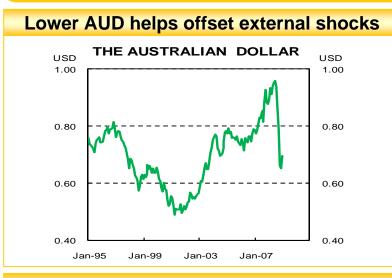
#### Governments are providing fiscal stimulus



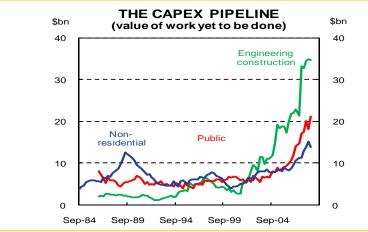


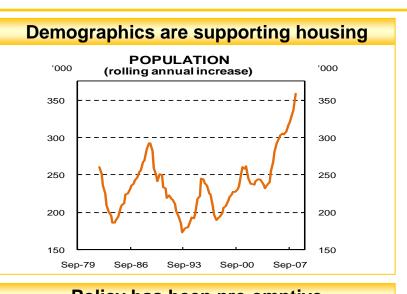


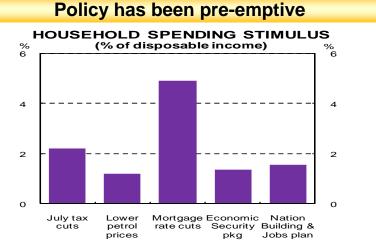
## **Domestic Protection**



#### A large pipeline of capex projects is in place



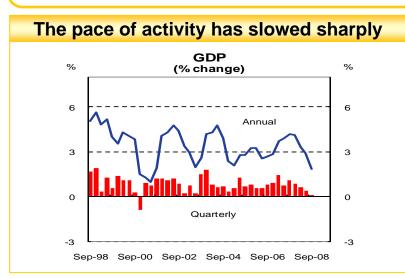




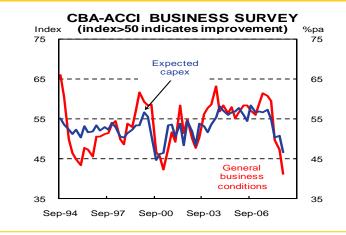


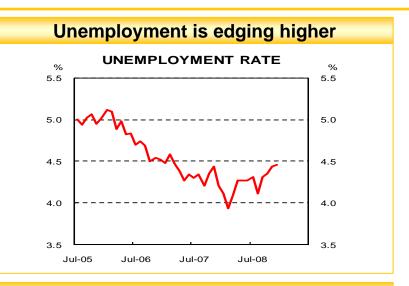


## Domestic Risks

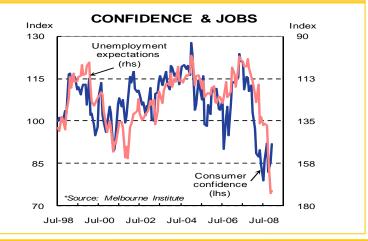


#### Some capex projects are being deferred





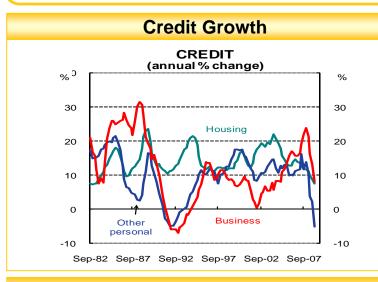
#### **Consumers & businesses are cautious**



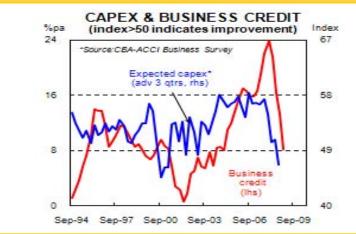


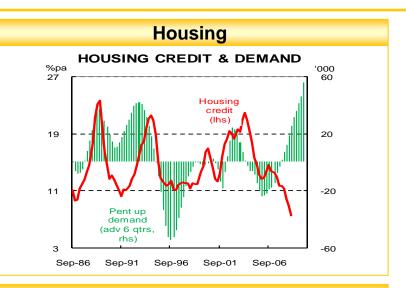


## Credit Drivers

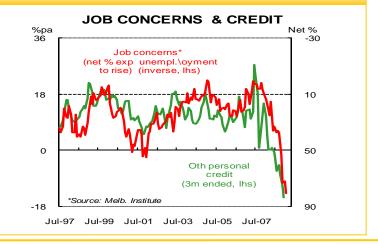


#### **Business**





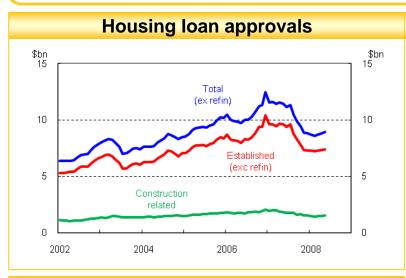
#### **Other Personal**







## Housing Indicators



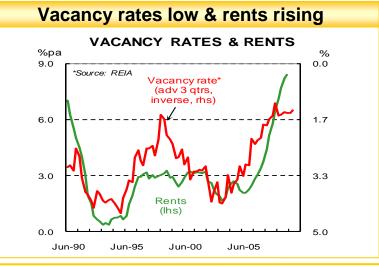
#### **Established house prices sluggish CBA ESTABLISHED HOUSE PRICES** \$'000 750 \$'000 750 500 500 250 250 Brisbane Perth Sydney Melbourne Adelaide

0

Sep-08

Canberra 0 Sep-00 Sep-02 Sep-04 Sep-06

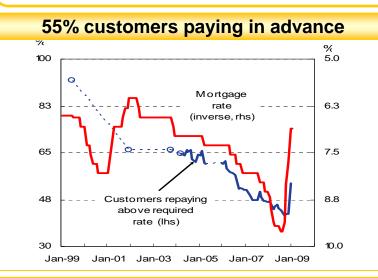




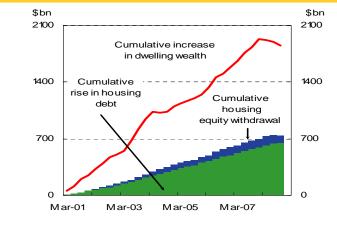




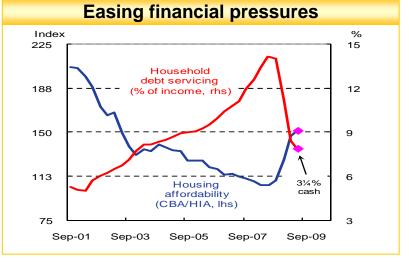
## Housing Indicators

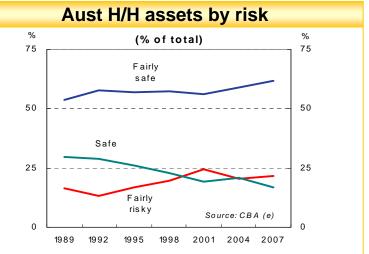


#### Housing equity withdrawal



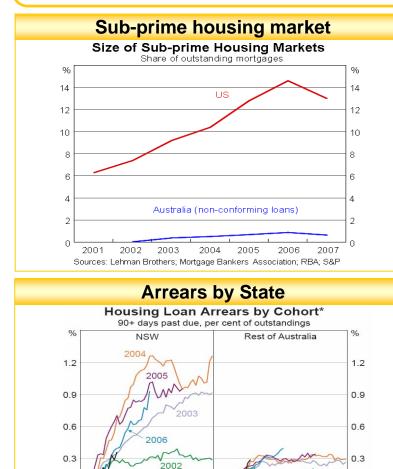




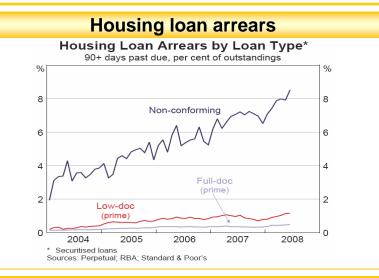


Determined to be different

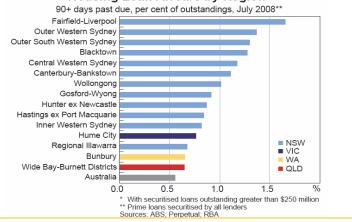
## System Credit Quality



\_\_0.0 48



#### Arrears by region Housing Loan Arrears by Region\*





2007

12

24

\* Prime loans securitised by all lenders Sources: Perpetual; RBA

36

0

Months since settlement

12

24

36

0.0



## **Results Presentation**

For the half year ended 31 December 2008

Ralph Norris CHIEF EXECUTIVE OFFICER

#### David Craig CHIEF FINANCIAL OFFICER

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