
Asian Tour

Overview of International Strategy

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Jakarta
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Overview: The Bank's Asia-Pacific Portfolio

	Banking	Life Insurance	Funds	Other
New Zealand	ASB Bank	Sovereign	ASB Group Investments	
Fiji	Colonial National Bank	Colonial Life Fiji	Colonial First State	
Hong Kong	Commonwealth Bank		First State Investments	AMTD
Indonesia	PT Bank Commonwealth	PT Astra CMG	First State Investments	
China	Jinan CCB (11%) Hangzhou CCB (19.9%)	China Life CMG	National license JV	Rep Office Beijing & Shanghai; CommFinance
India				Rep Office
Singapore	Commonwealth Bank		First State Investments	
Japan	Commonwealth Bank			
Vietnam		Bao Minh CMG		Rep Office Hanoi

 International Financial Services



Summary: International Strategy

What?

- Selective portfolio of banks, extending to broader offering of financial services over time.
 - Focusing on mass affluent customers in large urban areas, in Greater China, Indonesia and (later) India & Vietnam

Plus:

- Regional business flow opportunities (people, trade, payments)

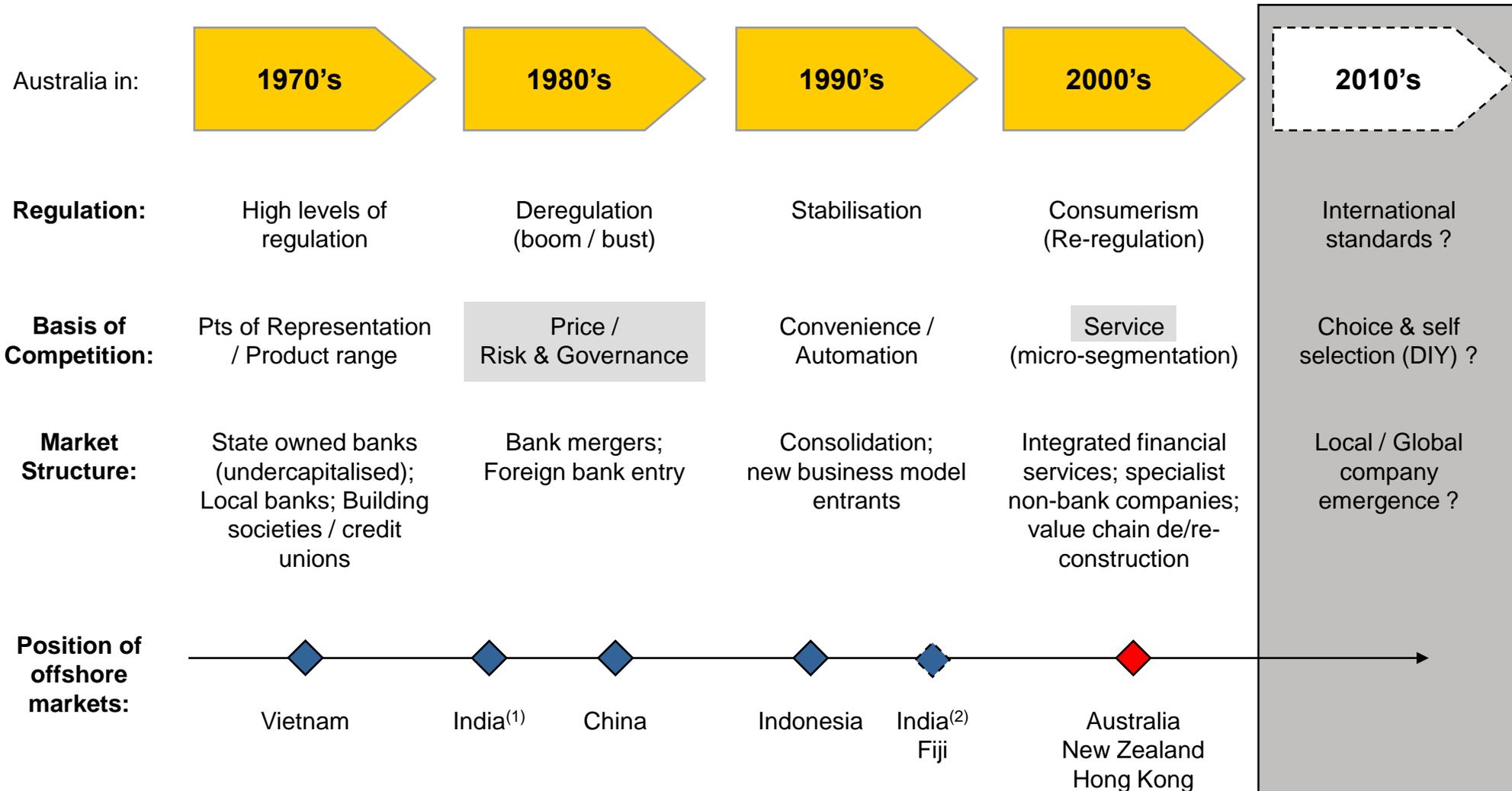
Why?

- Strong financial services demand growth in Asia
- Long term option plays

How?

- Organic, partner or combination
- Portfolio approach & exit options to mitigate risk
- Selectively extend international representation
- Leverage domestic communities

Leverage experience into target markets...



(1) India's financial sector is highly regulated with inefficient government owned banks

(2) But some of India's private / foreign banks are more advanced than China & Indonesia

...and transfer competencies / capabilities

- Robust governance and risk frameworks
- General management
- Deregulation and privatisation experience (unique)
- Ability to attract good local people
- Service and sales (ASB)



Summary

- Developing options for long term value growth
- Capability transfer to support proprietary and partner businesses
- Embedding of governance and risk frameworks
- Development of local leadership and talent
- Selective expansion in target markets / leverage communities



IFS' Indonesian Businesses

Banking

PT Bank Commonwealth

Investment - \$A40m (98.5%)

Customers - 110,000

Branches - 16

Total assets - \$A835m

Life Insurance

PT Astra CMG

Investment - \$A12m (50%)

Customers - >100,000

Agents - 1,740

In force premiums - \$A100m

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