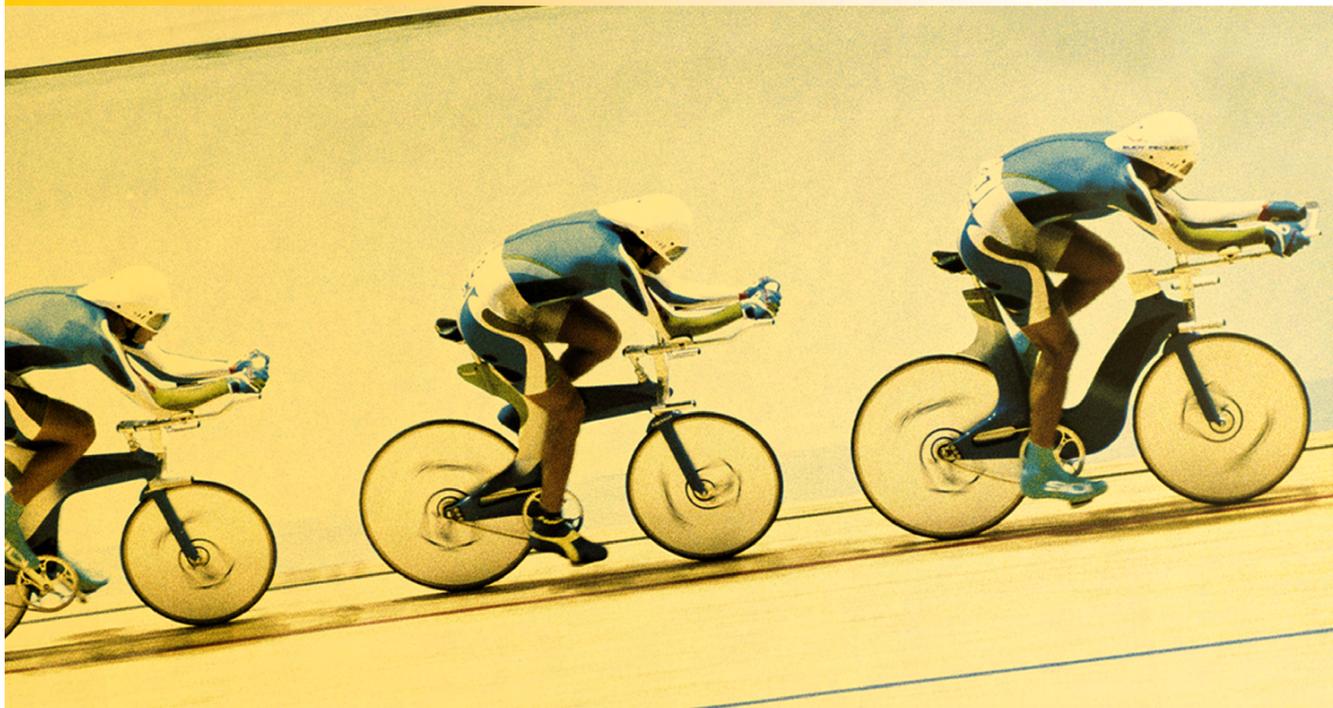


Wealth Management Update

Commonwealth Bank of Australia ACN 123 123 124



Wealth Management

22 March 2007

CommonwealthBank



Disclaimer

The material that follows is a presentation of general background information about the Bank's activities current at the date of the presentation, 22 March 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 potential investor. These should be considered, with or without professional advice when deciding if an investment is appropriate.



Agenda

Strategy and Priorities

Grahame Petersen

Results Update

Paul Rayson

Colonial First State Global Asset Management

Warwick Negus

Colonial First State

Brian Bissaker

CommInsure

Simon Swanson

Panel Questions



Wealth Management

Strategy and Priorities



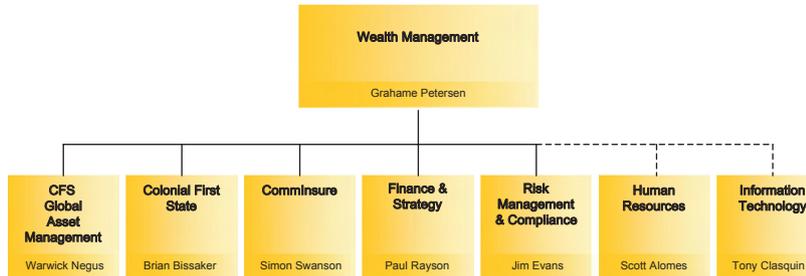
Grahame Petersen

Group Executive
Wealth Management



Organisational structure

Notes





Business Overview

CBA Wealth Management

Total of 4,430 employees in 7 countries



Funds Management

- #1 in Retail Managed Funds
- #2 in Property
- Total \$131bn FUM
- 860 FTE in Australia, UK and Asia

Platforms & Advice

- FirstChoice fastest growing retail platform
- #5 in advice (CFP and Financial Wisdom)
- Total Retail FUA \$83bn
- 2,060 FTE in Australia

Insurance

- #1 in Life Insurance
- #6 in General Insurance (H&C)
- Total \$1,060m in Gross Written Premium
- 1,420 FTE in Australia



Our Aspirations

CBA Vision

To be Australia's finest financial services organisation through excelling in customer service



To Deliver Superior Investment Performance

Aspiration - to exceed benchmarks, peers investment performance and our clients' expectations over the long term.

Goal - all key funds to exceed benchmark on a rolling 3 year performance basis.

To Be #1 in Platform, Distribution and Advice

Aspiration – to deliver investors and advisers great value, superior service and relevant choice.

Goal - to rank first for net flows in the Plan for Life 'Administrator' view.

To Be The Insurer of Choice

Aspiration - to provide straightforward insurance solutions to customers and intermediaries through best practice underwriting and claims management.

Goal - to rank first for Inforce Premiums in Life Insurance and leverage the Bank to grow General Insurance.

Our Strategic Priorities

1. Attract, Grow & Retain Talent

- Talent development and succession planning
- Cultural alignment
- Improve safety, turnover and absenteeism

2. Get The Basics Right

- Simplify the business
- Consolidate legacy systems
- Improve business processes

3. Provide Excellent Customer Service

- Sales and Service program
- Enhance customer experience

4. Drive Growth

- Cross Sell to the CBA customer base
- Innovation in product and service delivery



CBA vision and priorities

Notes

Group Vision	To be Australia's finest financial services organisation through excelling in customer service				_____
Group Strategic Priorities	Customer Service	Business Banking	Technology & Operational Excellence	Trust & Team Spirit	_____
Group Aspirations	Our customers receive excellent service from an admired organisation	We are widely regarded as the Business Banking partner of choice	Our people and customers are supported by best practice technology and processes	Our service is provided by a highly engaged and collaborative team	_____

Alignment with the CBA group

Group Strategic Priorities



Wealth Management Strategic Priorities



Our Progress

1. Attract, Grow & Retain Talent

- Improved internal staff engagement scores
- LTIF rate down
- Turnover down

2. Get The Basics Right

- Rationalised 9 IT systems
- Improved claims management
- Reduced application processing time

3. Provide Excellent Customer Service

- Improved advocacy scores
- Over 50% of IFAs use FirstChoice
- 72% of funds outperforming benchmark

4. Drive Growth

- Cross Sell program yielding results
- New fund launches and distribution expansion
- Continued innovation of FirstChoice



Wealth Management

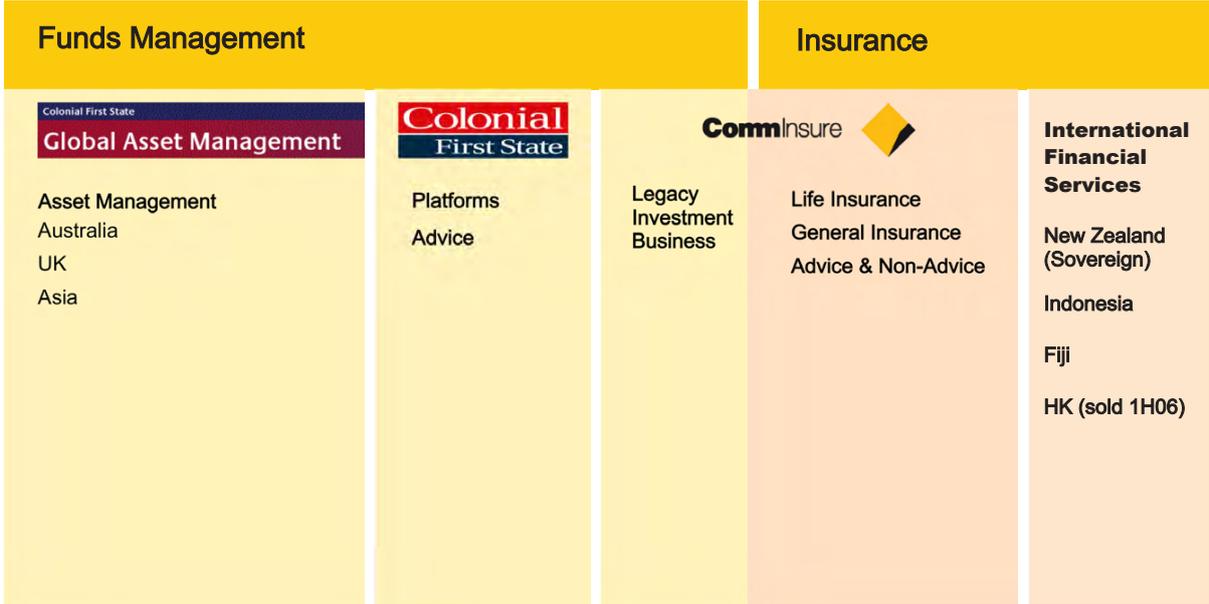
Results Update



Paul Rayson

Chief Financial Officer
Wealth Management

Composition of Results



Funds Management

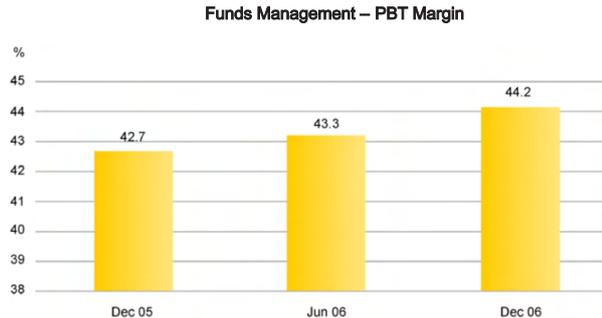
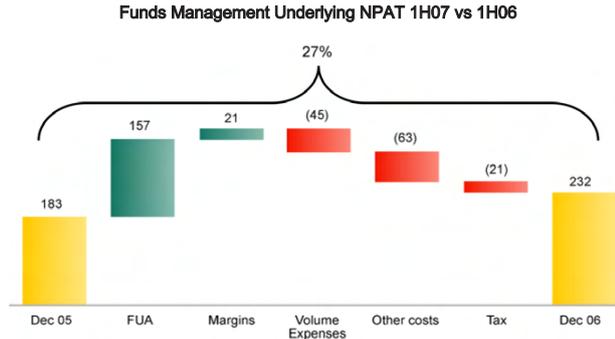
Notes

Key Performance Indicators \$M	Half Year Ended				
	31/12/06	30/06/06	31/12/05	Dec 06 vs Jun 06%	Dec 06 vs Dec 05%
Operating Income - external	893	828	715	8	25
Operating Income - internal	5	4	5	25	-
Total operating income	898	832	720	8	25
Shareholder investment returns	4	7	7	(43)	(43)
Funds Management income	902	839	727	8	24
Volume Expense	144	125	99	15	(45)
Operating Expenses	423	405	360	4	(18)
Total operating expenses	567	530	459	7	(24)
Net profit before income tax ("cash basis")	335	309	268	8	25
Net profit before income tax ("underlying basis")	331	302	261	10	27
Corporate tax expense	100	87	77	15	(30)
Minority Interests	-	0	3	-	-
Net profit after income tax ("cash basis")	235	222	188	6	25
Net profit after income tax ("underlying basis")	232	217	183	7	27



Funds Management NPAT up 27%

- Revenue growth of 25% underpinned by solid inflows, investment returns and stable margins
- Underlying volume expenses in line with revenue growth
- Expense growth supporting revenue generating capability
- Steady improvement in profit margins



FUA business mix

Notes

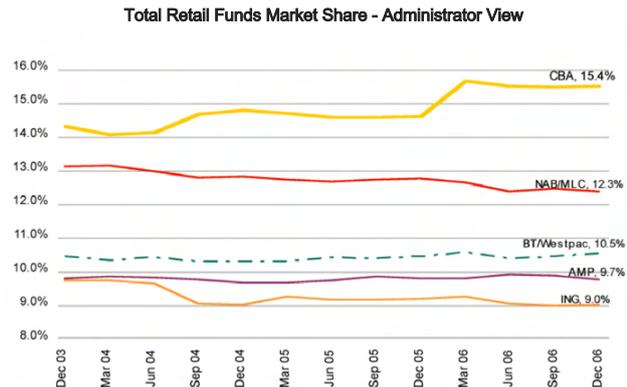
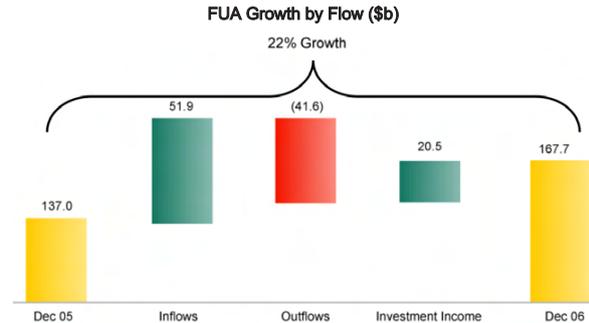
	Dec 06		Dec 05	
	\$m	% of Bal.	\$m	% of Bal.
First Choice	31,588	19%	21,284	16%
Avanteos	11,189	7%	3,486	3%
Cash Management	3,453	2%	3,966	3%
Other Retail	36,218	22%	36,647	27%
Australian retail	82,448		65,383	
Wholesale	32,892	19%	28,012	20%
Property	13,538	8%	13,750	10%
Internationally sourced	35,087	21%	26,480	19%
Other wholesale	3,697	2%	3,349	2%
Total	167,662	100%	136,974	100%
Growth Rate (Dec 06 over comparative)			22%	

Market Share Percentage	31/12/06	30/6/06	31/12/05
Australian retail administrator view	15.4	15.4	14.5
Platforms (Masterfunds)	13.0	12.6	10.7
Firstchoice Platform	8.2	7.8	7.0



FUA growth of 22%

- Growth driven by solid inflows and favourable markets
- Strong growth in platform business and internationally sourced funds
- Outflows impacted by sale of wholesale funds and volatility in short term investments
- Margins stable at 1.13%
- Retail Fund market share increased to 15.4%



Net flows

Notes

	Dec-06 FY \$M	Dec-05 FY \$M
FirstChoice	7,052	6,484
Avanteos ⁽¹⁾	6,015	422
Cash Management	(670)	(713)
Legacy Retail	(4,031)	(3,708)
Australian Retail - Plan For Life	8,366	2,485
Other Retail ⁽²⁾	(58)	(573)
Australian Retail	8,308	1,912
Wholesale	1,184	549
Property	(2,000)	(287)
Internationally sourced	3,149	877
Other ⁽³⁾	(430)	(750)
Total	10,211	2,301

(1) H206 for Avanteos includes GSJBW (\$4.3bn)

(2) Other retail that is not captured by Plan For Life includes listed trusts and Old-style life company regular premium products

(3) Other Life Company Assets

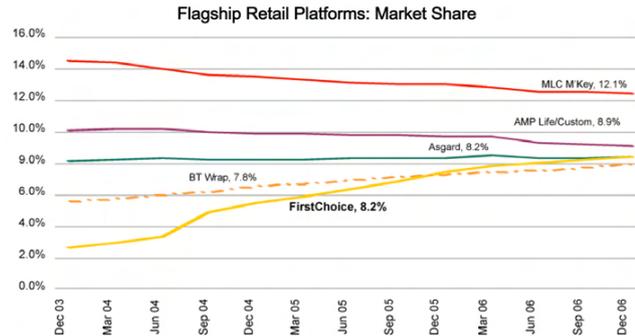
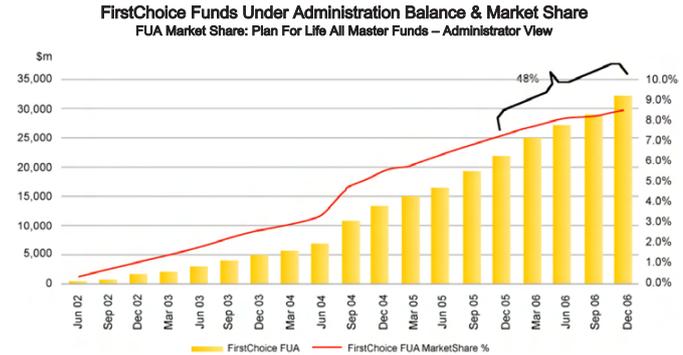
	(12 mths) Dec 06	(12 mths) Dec 05
Retail Net Flows ⁽⁴⁾		
CBA (\$m)	8,366	2,485
Market (\$m)	33,956	20,258
CBA ranking	1	3

(4) Plan for Life Retail Net Flows – Administrator View



FirstChoice Flows Remain Strong

- Continued strength in net flows
- FUA grew 48% to \$31bn
- FirstChoice increased platform market share to 8.2% (Dec 05 - 7%)
- Well positioned for 2H inflows



Insurance Segment

Notes

	Half Year Ended							
	Australia		New Zealand		Asia		Total	
	31/12/06	31/12/05	31/12/06	31/12/05	31/12/06	31/12/05	31/12/06	31/12/05
Net Profit after Income Tax ("cash basis")	\$M	\$M	\$M	\$M	\$M	\$M	\$M	\$M
Operating margins	68	55	41	38	2	10	111	103
After tax Shareholder investment returns	47	35	9	10	2	(9)	58	36
Profit on the Sale of Hong Kong business	-	-	-	-	-	145	-	145
Net profit after income tax	115	90	50	48	4	146	169	284

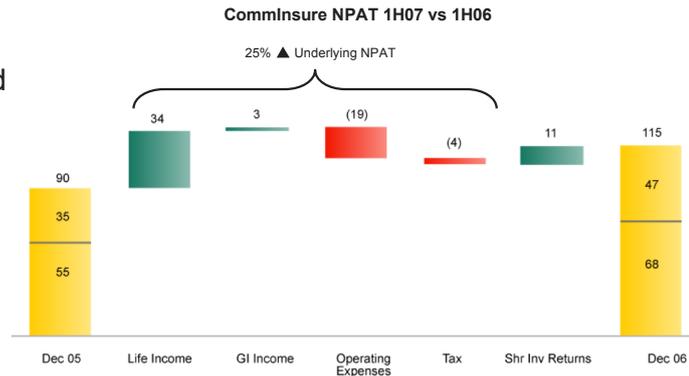
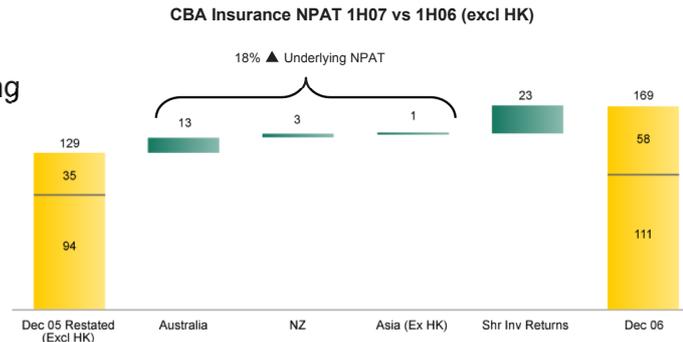
Australian Insurance Contribution

	Half Year Ended		
	31/12/06 \$M	31/12/05 \$M	Dec 06 vs Dec 05 %
Insurance			
Life insurance operating income	219	185	18
General insurance operating income	40	37	8
Total operating income	259	222	17
Shareholder investment returns	67	48	40
Total insurance income	326	270	21
Volume expense	57	53	(8)
Operating expenses	104	89	(17)
Total operating expenses	161	142	(13)
Net profit before income tax	165	128	29
Corporate tax expense	50	37	(35)
Net profit after income tax ("cash basis")	115	90	26
Net profit after income tax ("underlying basis")	68	55	24
The Margin on Services profit from ordinary activities after income tax is represented by:			
Planned profit margins	52	36	44
Experience variations	6	7	(14)
General insurance operating margins	10	12	(17)
Operating margins	68	55	24



Insurance NPAT up 18%

- Total insurance segment underlying NPAT up 18%
- Australian underlying NPAT up 25% driven by strong growth and improved margins
- Operating Cost to Net Income improved from 52.6% to 51.5%
- Total Risk market share increased 13.7% (Dec '05 - 13.5%)



Inforce Premium

Notes

	Lump sum \$m	Income Protection \$m	Group Risk \$m	Masterfund Risk \$m	General Insurance \$m	Total \$m
Opening Balance 1 Jul 2006	335	115	185	49	236	921
Sales	38	10	80	54	43	226
Lapses	(28)	(8)	(7)	(16)	(28)	(87)
Other	—	—	—	—	—	—
Closing Balance 31 Dec 2006	345	117	259	88	251	1,060

	Lump sum \$m	Income Protection \$m	Group Risk \$m	Masterfund Risk \$m	General Insurance \$m	Total \$m
Opening Balance 1 Jan 2006	324	113	183	49	225	895
Sales	37	9	14	15	35	110
Lapses	(26)	(7)	(13)	(15)	(23)	(84)
Closing Balance 30 June 2006	335	115	185	49	236	921

	Lump sum \$m	Income Protection \$m	Group Risk \$m	Masterfund Risk \$m	General Insurance \$m	Total \$m
Opening Balance 1 Jul 2005	314	112	163	51	215	856
Sales	37	10	26	13	35	121
Lapses	(27)	(9)	(6)	(15)	(25)	(82)
Closing Balance 31 Dec 2005	324	113	183	49	225	895

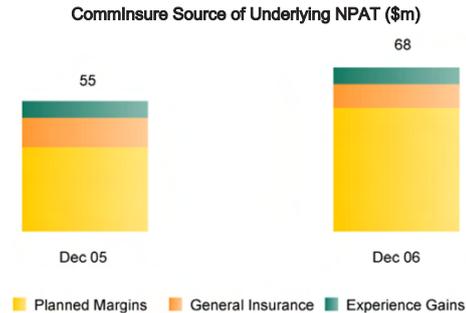
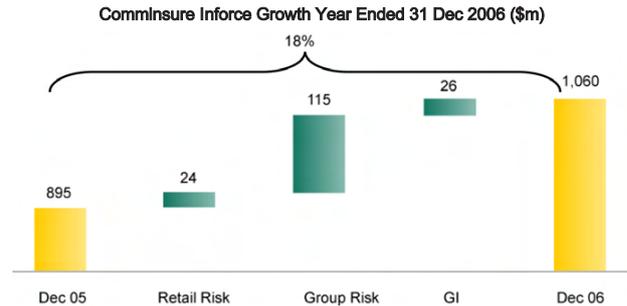
Market Share Percentage - Annual Inforce Premiums ⁽¹⁾	Dec 06	Jun 06	Dec 05
Australia (total risk)	13.7	13.2	13.5
Australia (individual risk)	12.0	12.2	12.6

⁽¹⁾ As at 30 September 2006



Strong growth and improved quality

- Inforce Premium growth of 18%
- Major Group Risk wins
- Retail Risk sales impacted by delays in new quoting tool
- Early progress in GI sales
- Quality of the result significantly improved



Wealth Management

CFS Global Asset Management Strategy Update



Warwick Negus

Chief Executive Officer
Colonial First State Global Asset Management

A global business

Australia

Funds under management: \$98bn

Staff: 500

United Kingdom

Funds under management: \$23bn

Staff: 166

Asia

Funds under management \$8.6bn

Staff: 104

New Zealand

Funds under management \$1.5bn

Staff: 93

Total

Global Funds under management: \$131bn

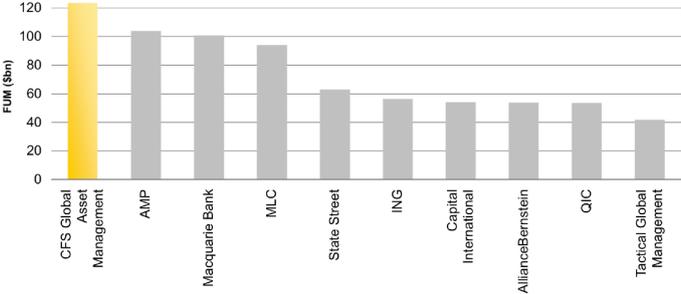
Staff: 863

As at 28 February 2007



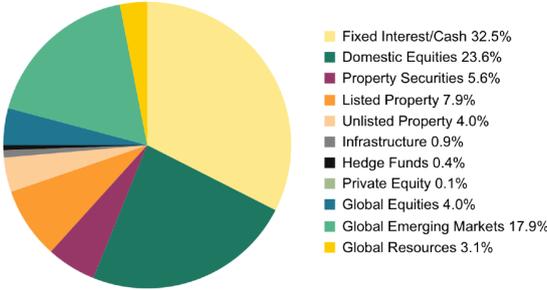
Leading Fund Manager

Funds Under Management as at September 2006



Source: Rainmaker (as at 30 Sept 06)

Funds Under Management by Asset Class as at February 2007



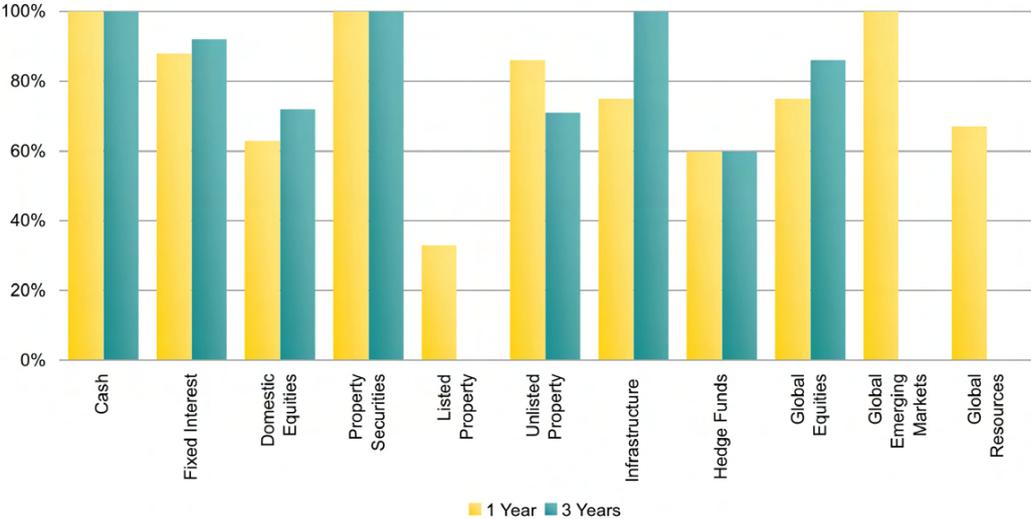
Grow by leveraging strengths

- Attract and retain talent to support growth
- Use our competitive advantages to differentiate
- Emphasis on:
 - Innovative investment solutions
 - Total return strategies
 - Diversification of asset classes



72% of funds outperforming

Percentage of Funds Outperforming the Benchmark by Asset Class as at February 2007



78% of domestic funds have outperformed benchmark on a 3 year basis



A global leader through innovation

Existing Strategies in New Markets

New Strategies with Existing teams

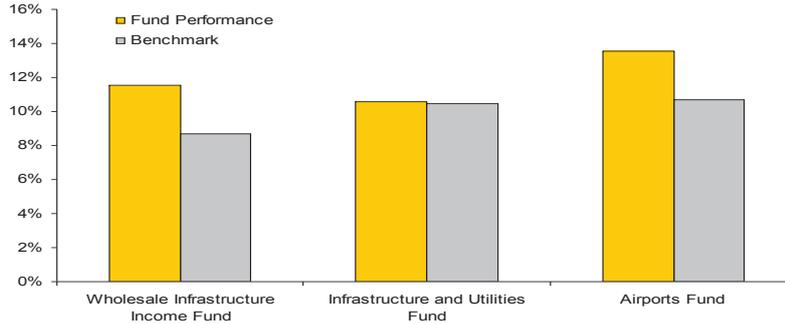
New Teams and New Strategies



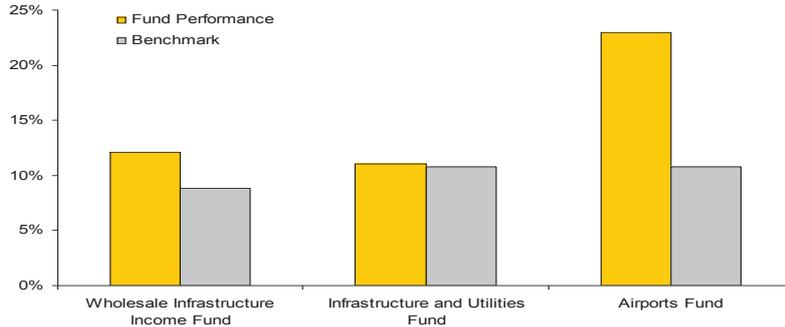
Infrastructure returns

Notes

Since Inception Gross Returns - to 28 Feb 2007



2-Year Gross Returns - to 28 Feb 2007





Established player in infrastructure

- Strong track record since 1994
- Significant international experience
- Investor aligned model
- Scale to pursue new initiatives
- Dedicated transaction execution team



Wealth Management

Colonial First State Strategy Update



Brian Bissaker

Chief Executive Officer
Colonial First State

Simple yet powerful value proposition

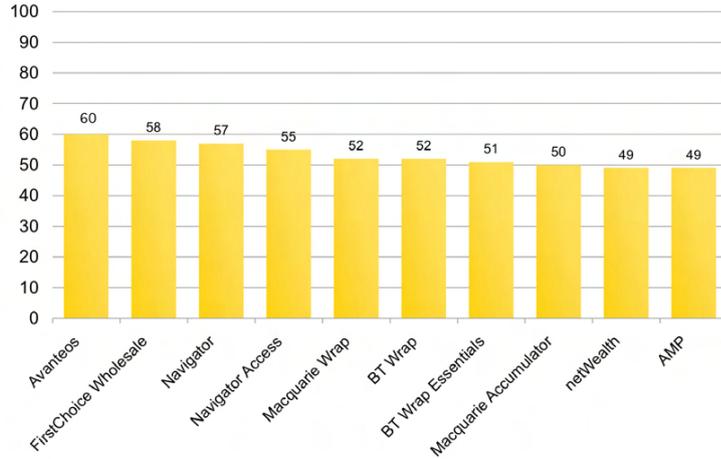
- Great Value
- Superior Service
- Relevant Choice



Platform Functionality

Notes

Platform Functionality Ranking - Standard*



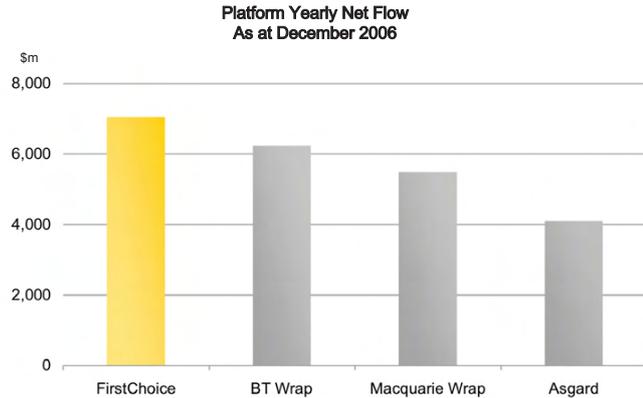
* Ranking and rating based on 302 criteria, excludes product/wrap functionality. Additional analysis on broader rankings can be found in the 2006 Platform Report. Top 10 out of 24 platforms shown.

Copyright 2006 Investment Trends Platform Report. Reprinted with permission of Investment Trends Pty Limited. Source: 2006 Platform Report, Appendix A – Overall – Standard.



FirstChoice delivered 50% growth

- Unique mandate structure
- Adviser tools
- New funds and features



Source: Plan for Life, December 2006 (Administrator View), CBA internal data



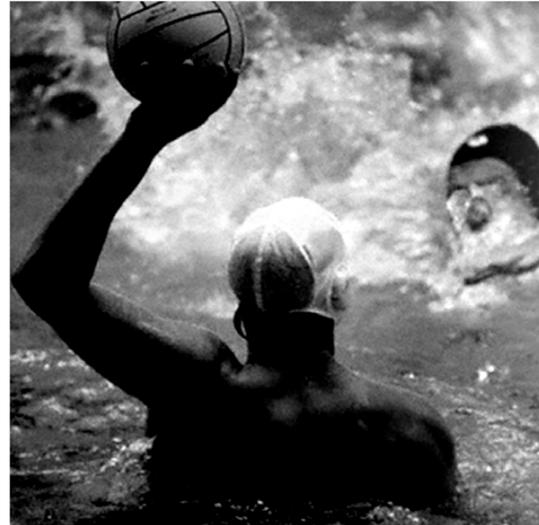
Improving advice quality and capacity

- Transformation of advice businesses
- Pipeline of new financial planners
- Referrals from frontline staff



Shaping industry evolution

- Investment choice
- Fee choice
- Simplicity and transparency



Wealth Management

CommInsure Strategy Update

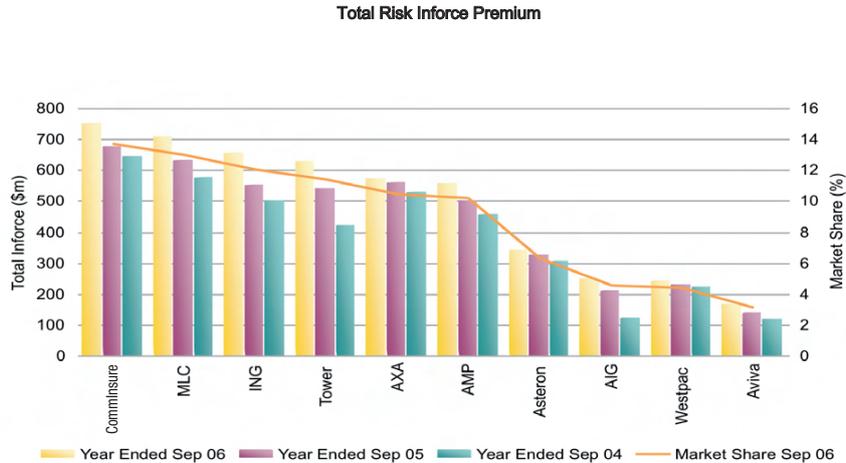


Simon Swanson

Managing Director
CommInsure

Total Risk Inforce Premium

Notes

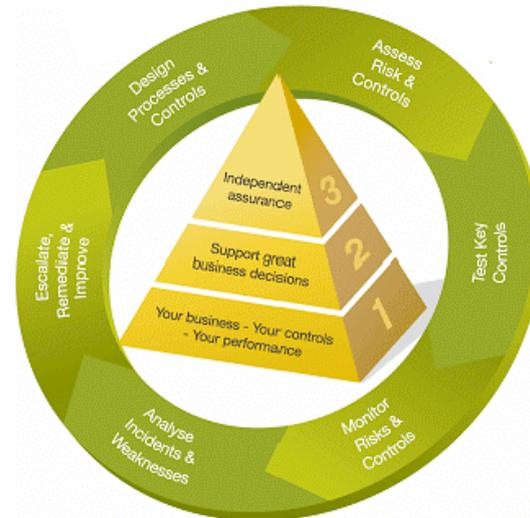


Strategy focused on four priorities



Getting the basics right is fundamental

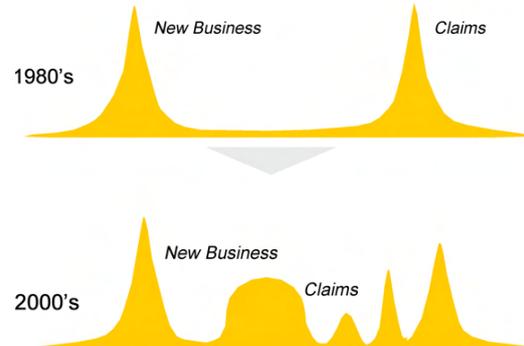
- Simplifying processes
- Rationalising legacy systems
- Strengthening risk management



Upskilling people for changing demands

- Product complexity
- Increased morbidity
- More advanced pricing
- Claims management

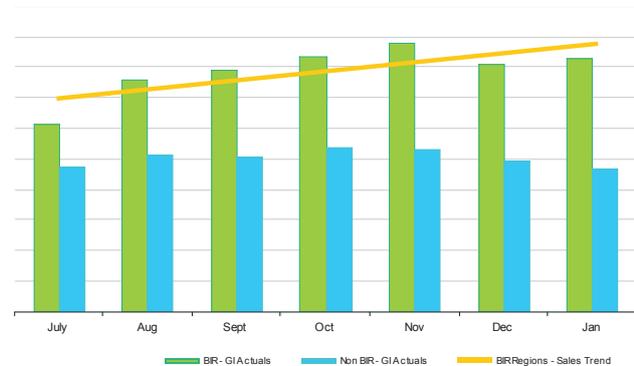
The Changing Nature of Underwriting and Claims



Cross sell program is delivering

- 73 new Branch Insurance Representatives
- Direct Banking sales increased
- Home Loan / Home & Contents Insurance cross sell rates up from 23% to 29%
- General insurance sales up 29%

General Insurance Sales - BIR v Non BIR Regions

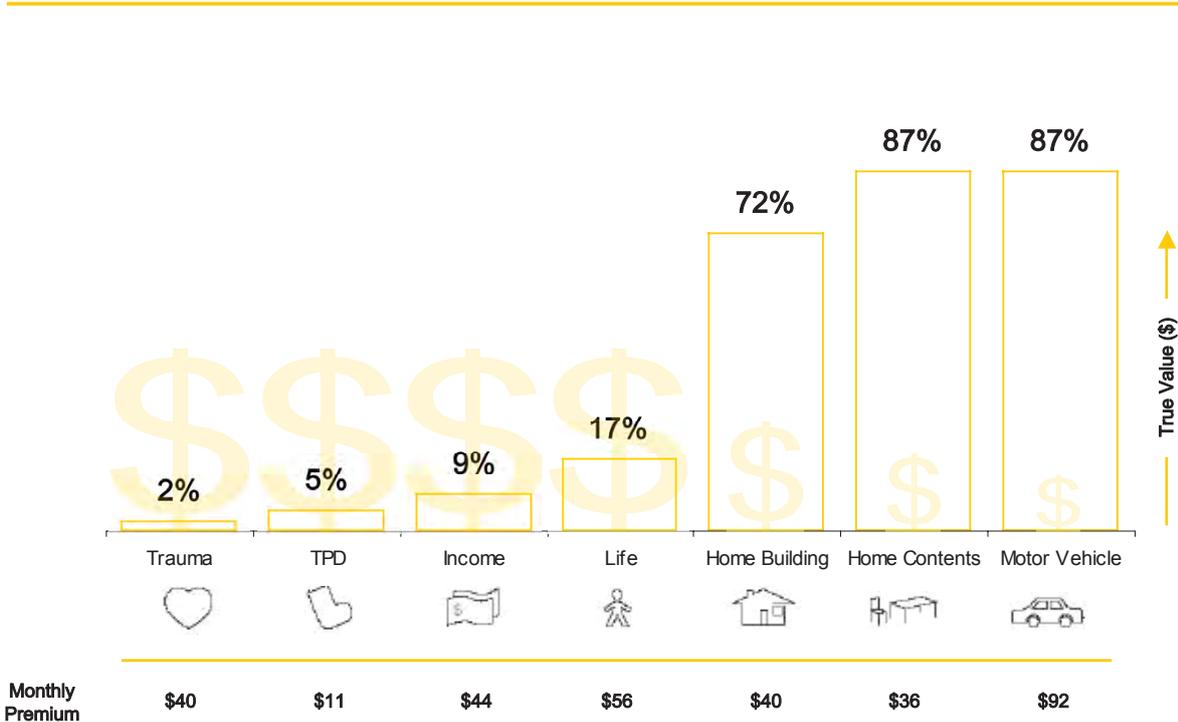


Did you know ?

Notes

- 1 in 270 cars are stolen each year
- Someone is burgled approximately every minute
- There are over 10,000 house fires each year
- 1 in 3 will die during their working life
- 1 million people experience serious injuries or illness which either require hospitalisation or prevents them from working each year
- Half of all serious accidents occur away from work
- 2 in 3 males and 1 in 4 females will suffer from a critical illness between age 30 and 64

What's your most important asset?



Panel Questions



Simon Swanson

Warwick Negus

Grahame Petersen

Brian Bissaker

Paul Rayson

Wealth Management Update

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Wealth Management

22 March 2007

CommonwealthBank

