

# Results Presentation

For the half year ended 31 December 2008

Ralph Norris

CHIEF EXECUTIVE OFFICER

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David Craig

CHIEF FINANCIAL OFFICER



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11 February 2009

Commonwealth Bank of Australia ACN 123 123 124



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# Disclaimer

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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

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- **Ralph Norris, CEO – Company Update and Outlook**
- David Craig, CFO – Financial Overview
- Questions and Answers





# Strength in uncertain times

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- 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





# A solid operating result

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





# Managing in uncertain times

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## ■ 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

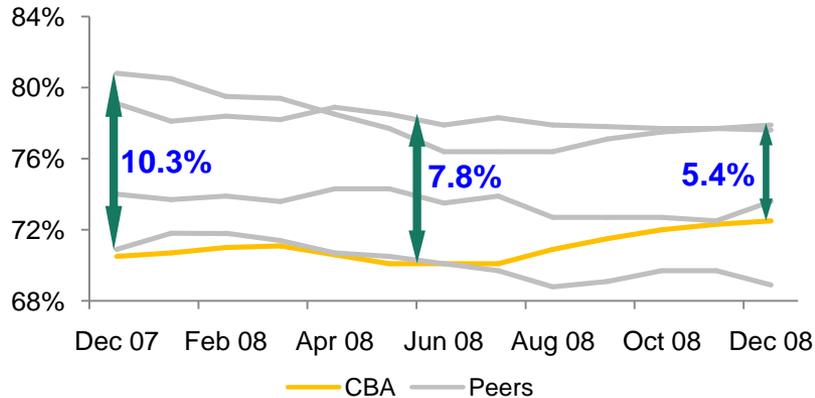




# Strong customer satisfaction gains

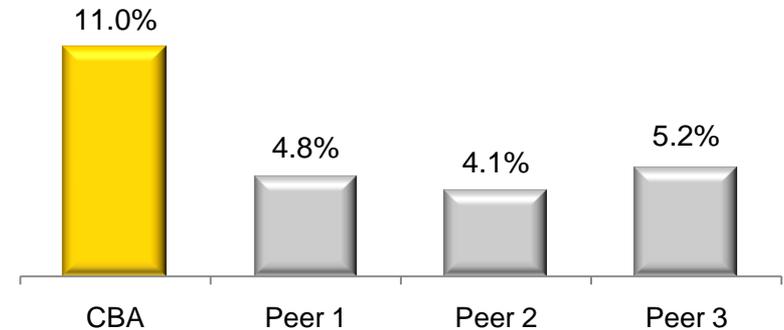
## Closing the gap to top rated peer

### Roy Morgan Research MFI Customer Satisfaction<sup>1</sup>



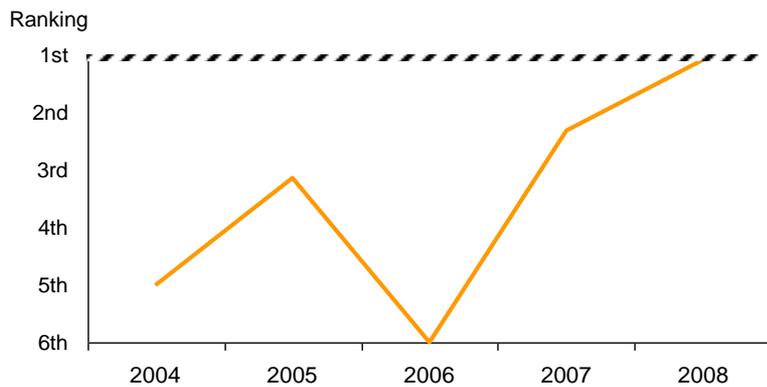
## Strong gains in Business Customer Satisfaction

### 12 month movement<sup>2</sup>



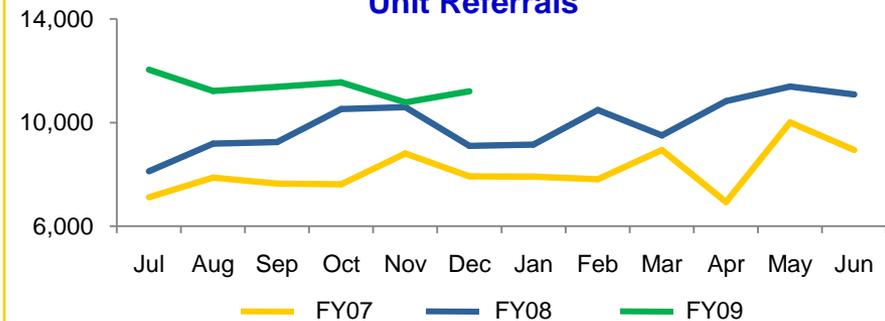
Source: TNS Business Finance Monitor

## FirstChoice ranked No. 1 for Service<sup>3</sup>



## Continued strong growth in referrals

### Successful Cross Business Unit Referrals



1 Source: Roy Morgan Research Customer Satisfaction. Aust MFI Population 14+, % "Very" or "Fairly Satisfied". Six month rolling average.

2 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.

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



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# Market shares

	Dec 08 CBA	BankWest	Combined	Jun 08 CBA	Dec 07 CBA
<b>Retail Banking Services</b>					
Home loans	20.3%	3.0%	23.3%	19.2%	18.8%
Credit cards	18.2%	2.7%	20.9%	18.3%	18.5%
Personal lending	14.2%	6.1%	20.3%	15.8%	16.7%
Household deposits	29.1%	3.5%	32.6%	29.1%	28.9%
Retail deposits	23.2%	n/a	23.2%	23.4%	22.0%
<b>Premium Business Services</b>					
Business lending - APRA	13.5%	4.7%	18.2%	13.6%	13.9%
Business lending - RBA	13.2%	n/a	13.2%	13.3%	13.8%
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%
<b>Wealth Management</b>					
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%
<b>International Financial Services</b>					
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%

Adjusting for restatements, Jun 08 Home loan market share would be 19.4% and Dec 07 Home loan market share would be 19.0%

Adjusting for restatements, Jun 08 Household deposit market share would be 29.3% and Dec 07 Household deposit market share would be 28.4%



# Strong growth in key markets

	Balance Growth Dec 08 vs Dec 07 %		CBA Market Share %		CBA + BankWest Market Share %
	CBA	System	Dec 08	Dec 08 vs Dec 07	Dec 08
Home Lending*	15.8	7.9	20.3	1.35 ↑	23.3
Household Deposits*	21.7	19.0	29.1	0.64 ↑	32.6
Business Lending	8.8	11.9	13.5	(0.40) ↓	18.2
Business Deposits	21.4	12.1	17.2	1.30 ↑	22.0



\* Adjusted for restatements  
Source: APRA/RBA



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## Customer Service

- ▶ Only major to improve customer satisfaction year on year
- ▶ Gap to Number 1 peer reduced from 10.3% to 5.4% in 12 mths

## Business Banking

- ▶ Strongest customer satisfaction gains of the major banks
- ▶ Dedicated Group Executive appointed – additional focus

## Technology and Operational Excellence

- ▶ Core Banking ahead of schedule and within budget
- ▶ First phase live

## Trust and Team Spirit

- ▶ Cultural change programmes driving enhanced staff satisfaction
- ▶ Continued improvement in key metrics

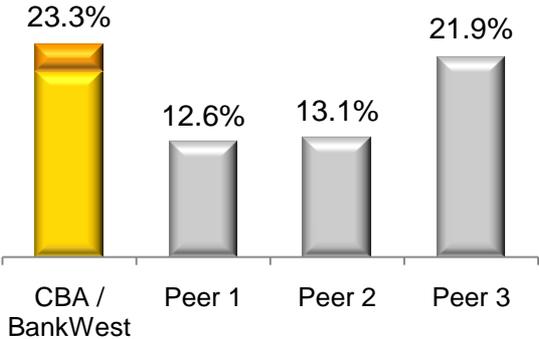
## Profitable Growth

- ▶ Earnings accretive investments (e.g BankWest)
- ▶ Disciplined cost management

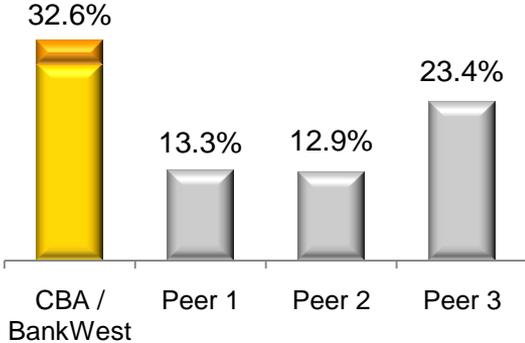


# Market shares

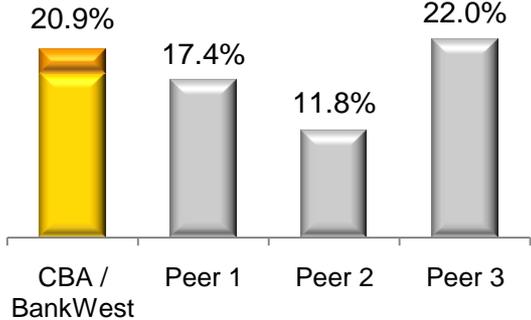
## Home Lending



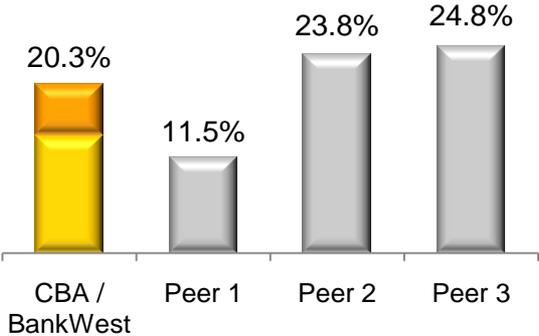
## Household Deposits



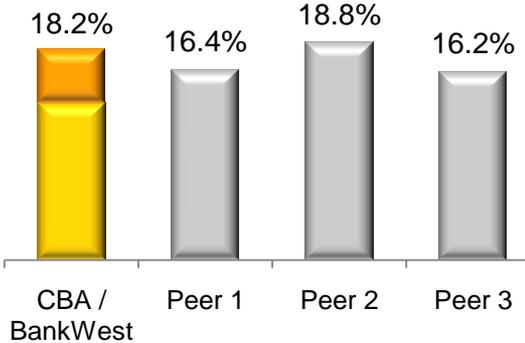
## Credit Cards



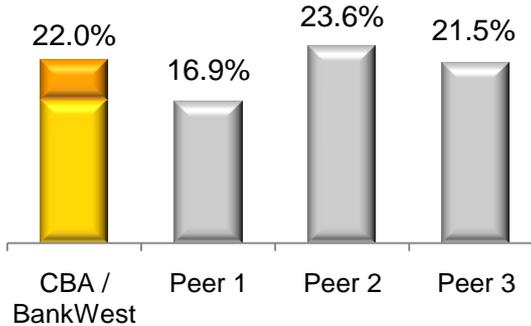
## Personal Lending



## Business Lending



## Business Deposits



Source: APRA / RBA



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# Profitable growth

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- 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





# Outlook

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- 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





# Results Presentation

For the half year ended 31 December 2008

David Craig

CHIEF FINANCIAL OFFICER

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11 February 2009

Commonwealth Bank of Australia ACN 123 123 124



# 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%
<b>Operating performance</b>	<b>4,465</b>	<b>3,596</b>	<b>24%</b>
Impairment expense	1,607	333	Large
<b>Net profit before tax and investment experience</b>	<b>2,858</b>	<b>3,263</b>	<b>(12%)</b>
Tax and Minorities	713	906	(21%)
<b>Underlying NPAT</b>	<b>2,145</b>	<b>2,357</b>	<b>(9%)</b>
<i>Investment experience</i>	<i>(132)</i>	28	Large
<b>Cash NPAT</b>	<b>2,013</b>	<b>2,385</b>	<b>(16%)</b>



# Other key information

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## 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 07 \$m	Dec 08 vs Dec 07
<b>Cash NPAT</b>	<b>2,013</b>	<b>2,385</b>	<b>(16%)</b>
Gain on BankWest acquisition	547	-	
Defined Benefits superannuation plan	(13)	(4)	
Treasury shares valuation adjustment	34	(13)	
Hedging AIFRS volatility	(8)	3	
<b>Statutory NPAT</b>	<b>2,573</b>	<b>2,371</b>	<b>9%</b>

- 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

% of total group operating income	6 months		
	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

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%

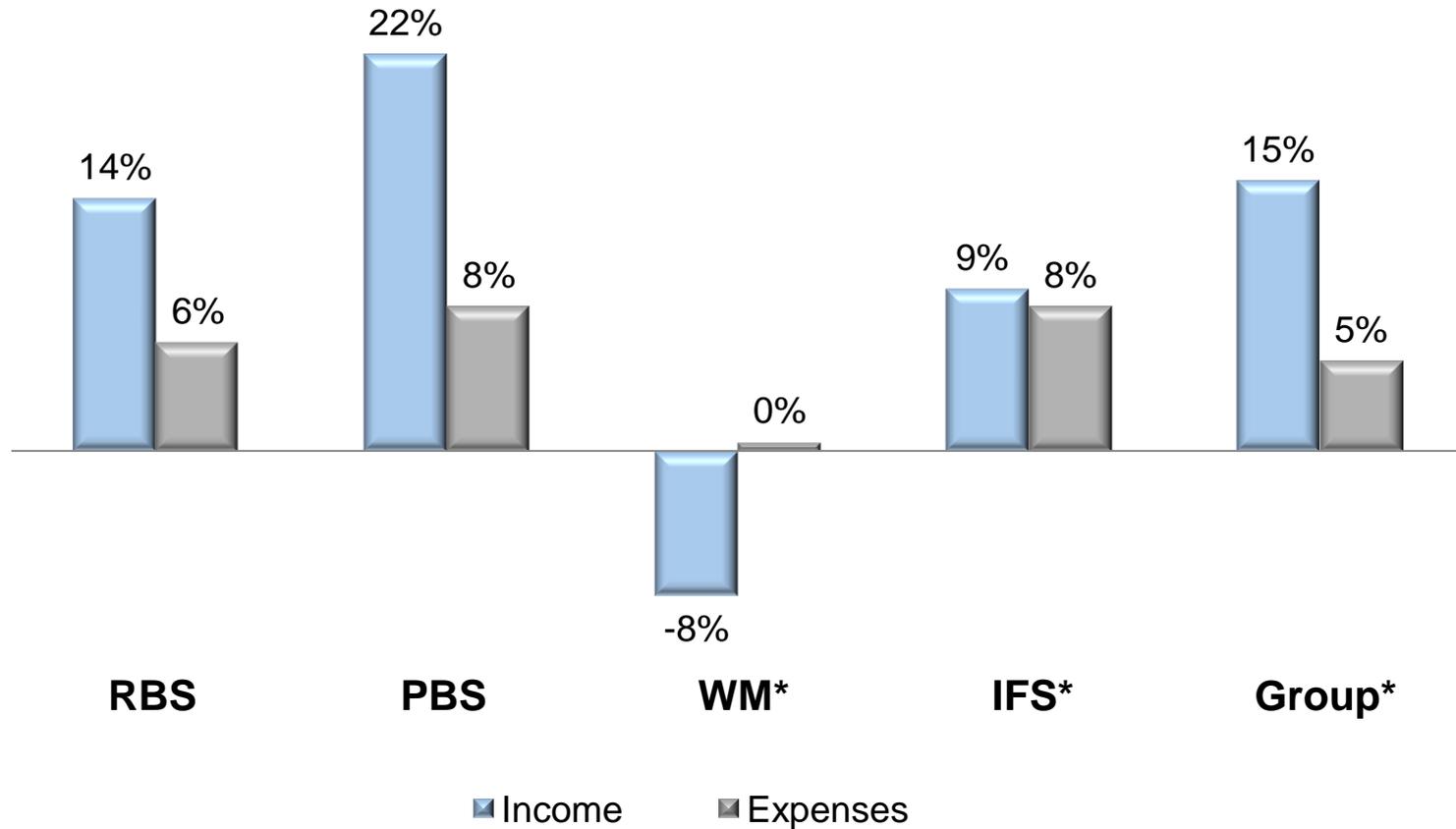
18%

\* Excluding securitisation



# Strong “Jaws” at Group level

Dec 08 vs Dec 07



\* Excludes Investment Experience.



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# Investing for the future

		Investment spend (\$m)			
		Expensed	Capitalised	Total	
Growth projects	■ Core Banking Modernisation				
	■ Finest online				
	■ Scheme debit card				
	■ First Choice Plus	82	229	311	
Productivity projects	■ Straight through process (WM)				
	■ Home loan simplification				
	■ Retail collections transformation	108	102	210	
	■ Darling park relocation				
Risk and compliance projects	■ Data direct charging				
	■ CommSec remediation				
	■ Anti-Money Laundering	18	38	56	
	■ IT Infrastructure				
		<b>1H09</b>	<b>208</b>	<b>369</b>	<b>577</b>
		<b>1H08</b>	<b>302</b>	<b>136</b>	<b>438</b>
			<b>Increase</b>	<b>139</b>	<b>↑ 32%</b>



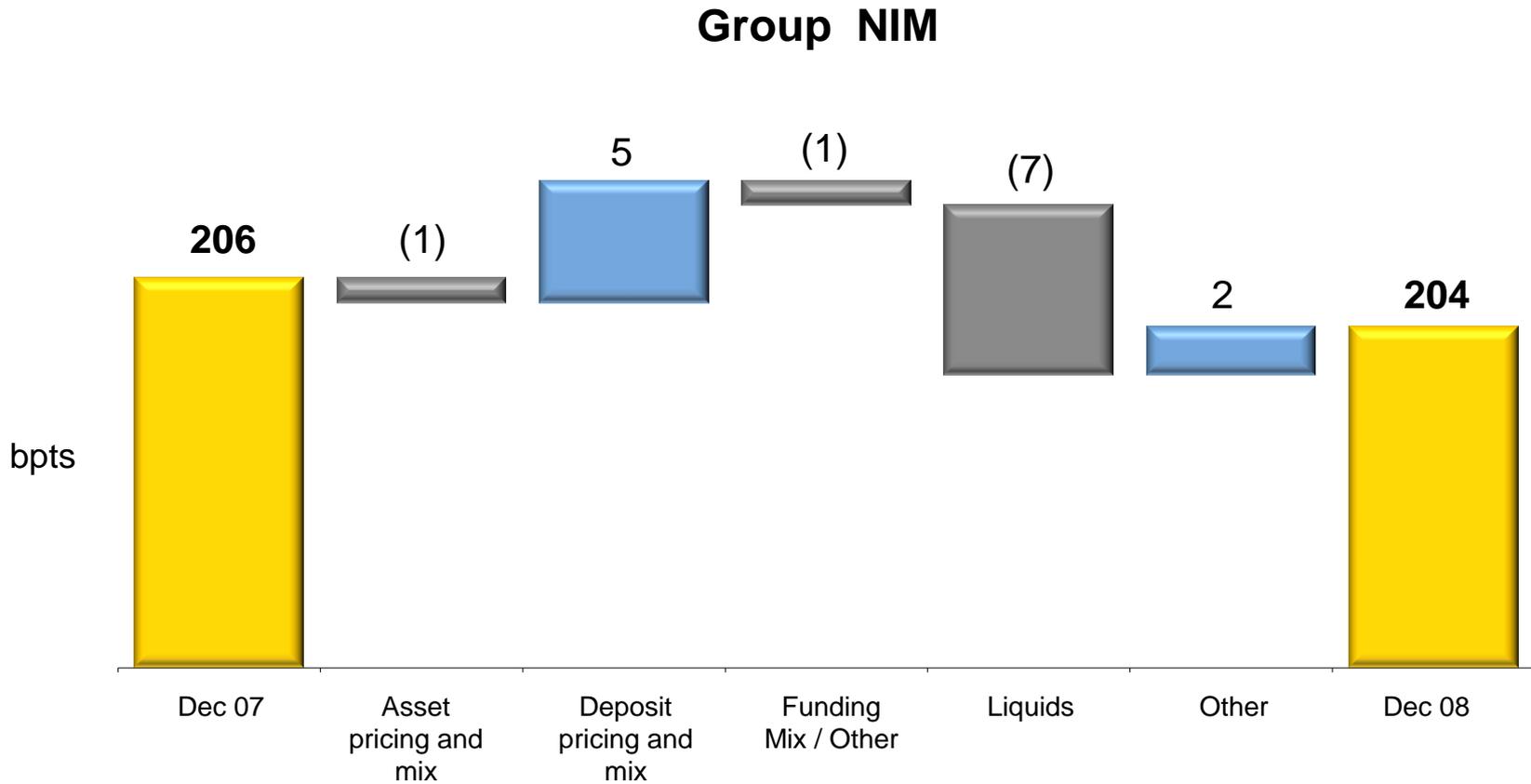
# Expenses down 3% on prior half

	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%)	-
Advertising, marketing etc	177	188	160	(6%)	11%
Other	206	233	151	(12%)	36%
<b>Total operating expenses</b>	<b>3,551</b>	<b>3,643</b>	<b>3,378</b>	<b>(3%)</b>	<b>5%</b>

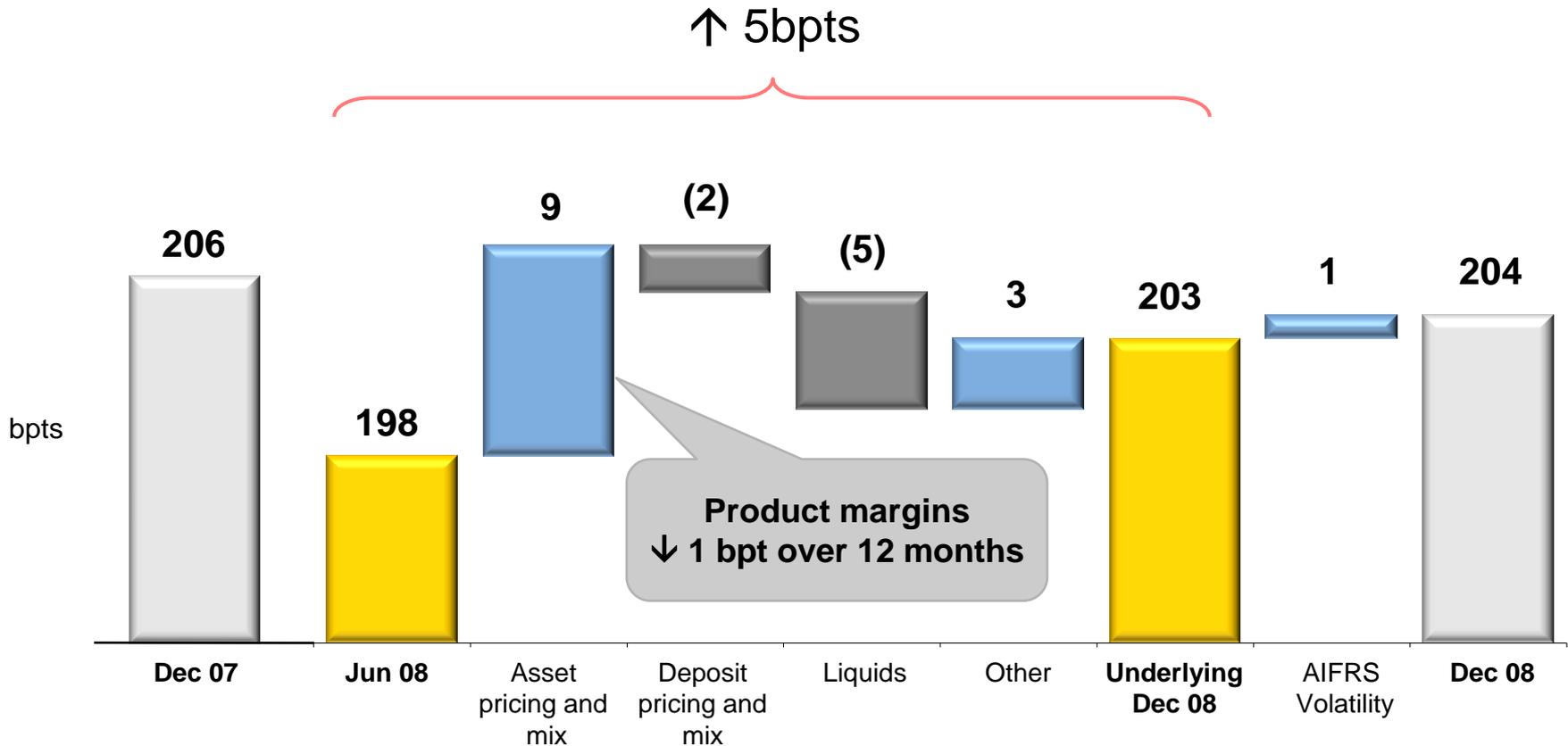
Underlying growth of 3% ex GST credits and IWL/ANK investments



# NIM - 12 month movement

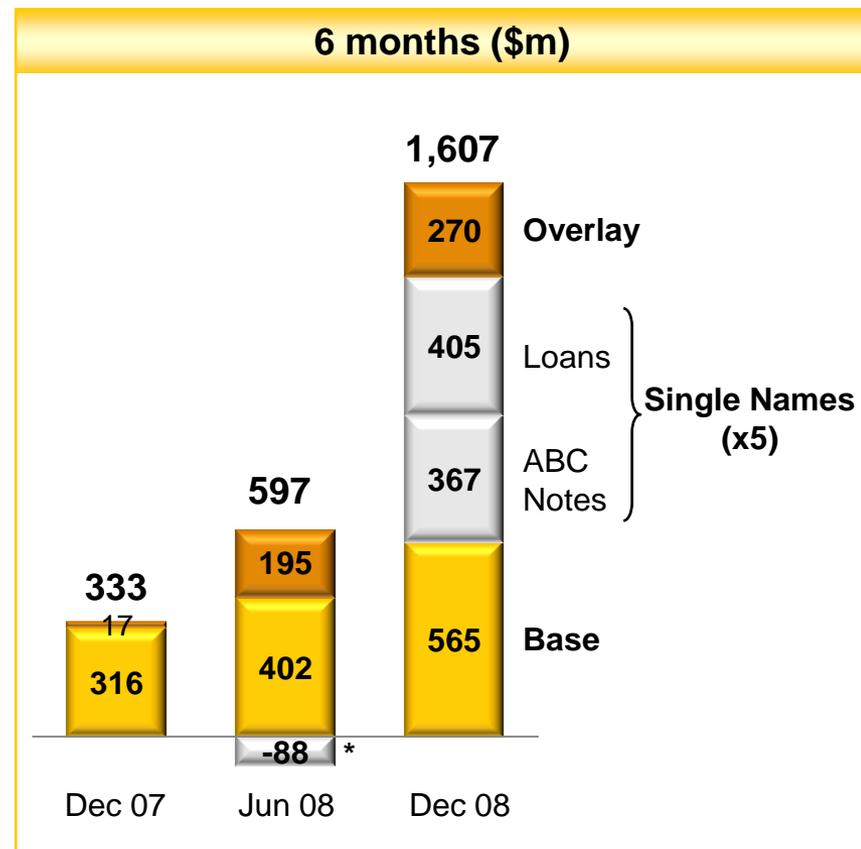
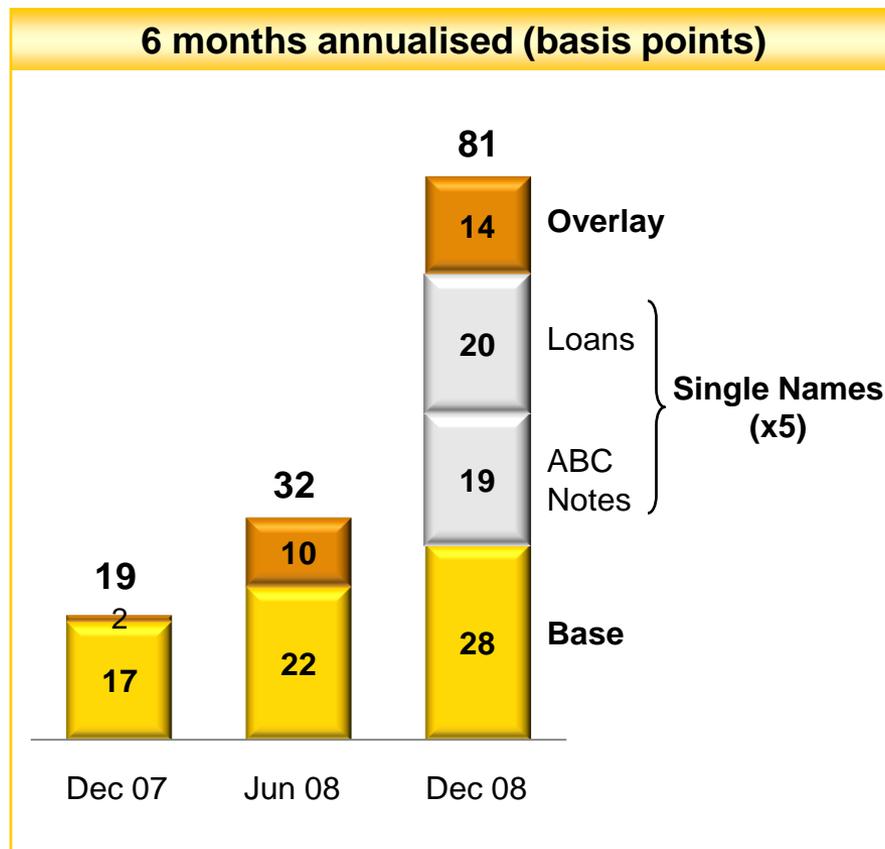


# Underlying NIM up 5bpts since Jun 08





# Impairment expense



Overlay
  Single Names / ABC Notes
  Base

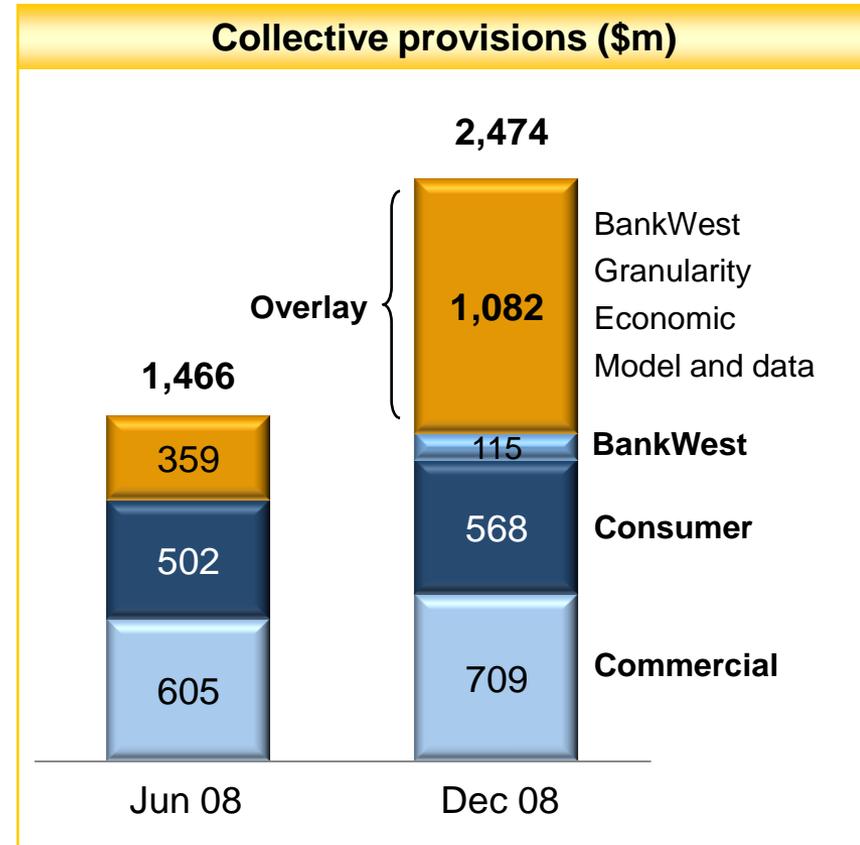
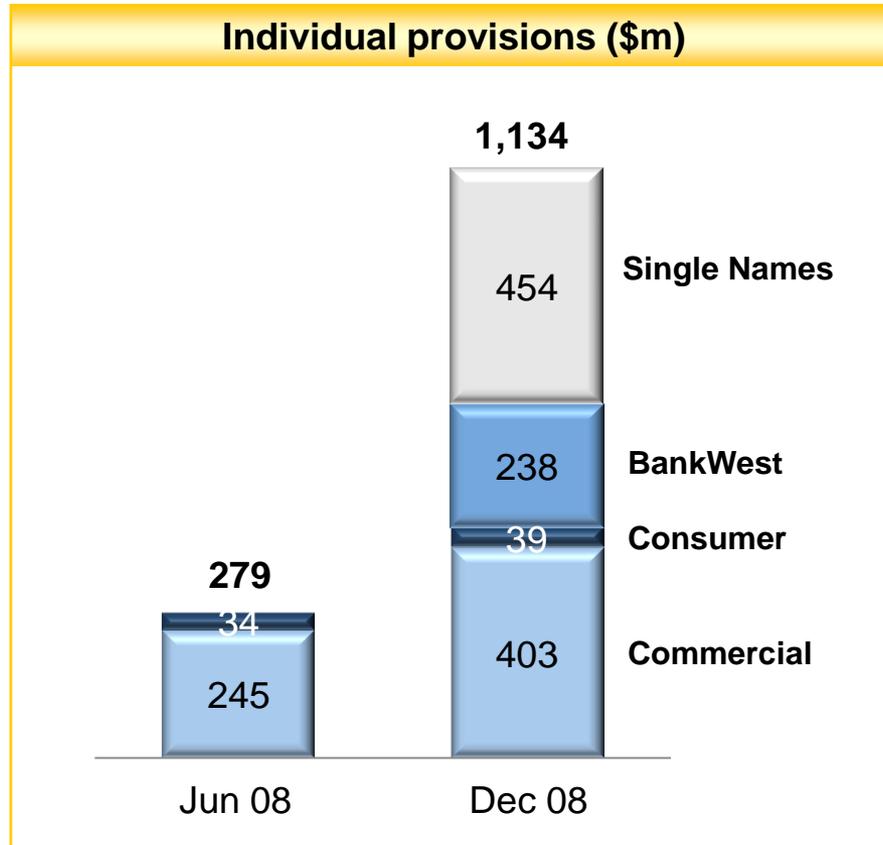


\* Mark to market trading losses on ABC Learning convertible notes previously classified within Other Banking Income.





# Increased provisions



■ Overlay    
 ■ Single Names    
 ■ Commercial    
 ■ Consumer    
 ■ BankWest





# Exposure Mix

	Regulatory Exposure Mix				CBA Expected Loss (bpts)
	CBA	Peer 1	Peer 2	Peer 3	
Residential Mortgages	49%	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
<b>Total Advanced *</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>25</b>

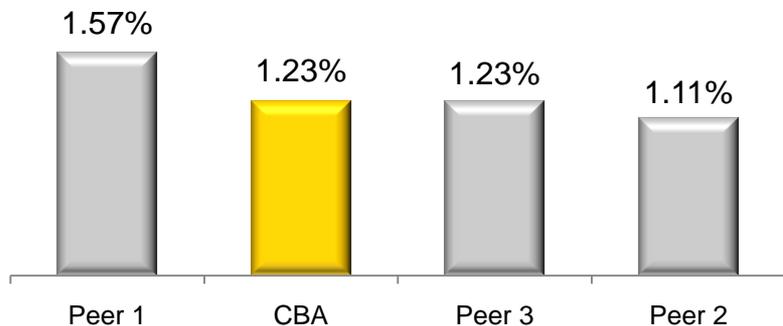
\* Includes Specialised lending. Excludes Standardised, Other Assets and Securitisation (representing 6% of Peer 1, 22% of Peer 2 and 6% of Peer 3). Exposure mix re-baselined to total 100% for comparison.



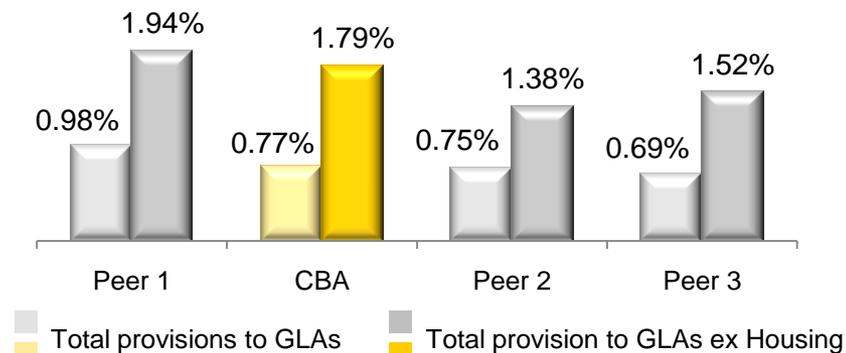


# Improved provision coverage

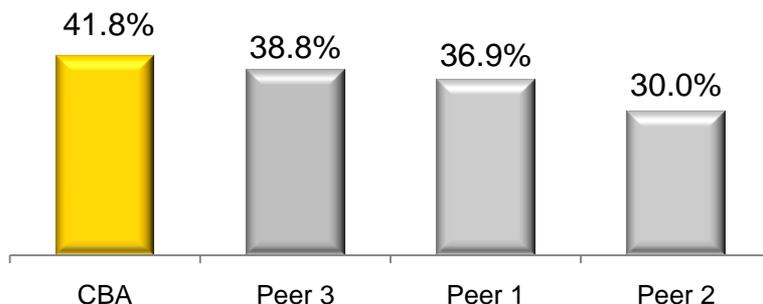
## Collective provisions to non housing GLAs\*



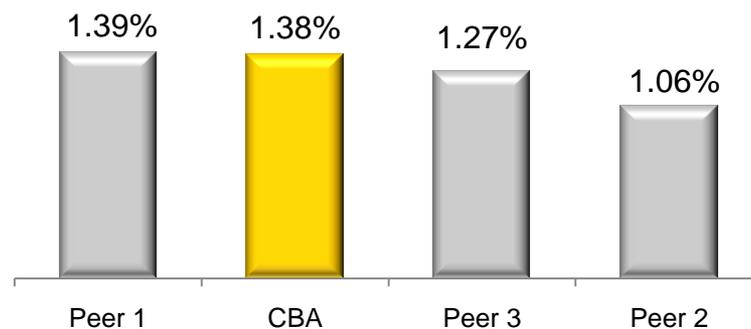
## Total provisions to GLAs\*



## Individual provisions to impaired assets



## Total provisions to Credit RWA



\* Gross Loans and Acceptances.

CBA includes BankWest (estimated Basel I RWAs used)

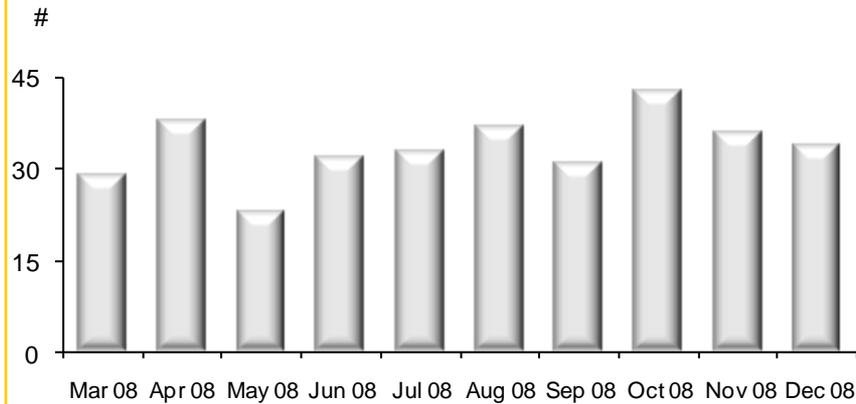
Peers as at Sep 08. Some normalisation adjustments made for comparison purposes.



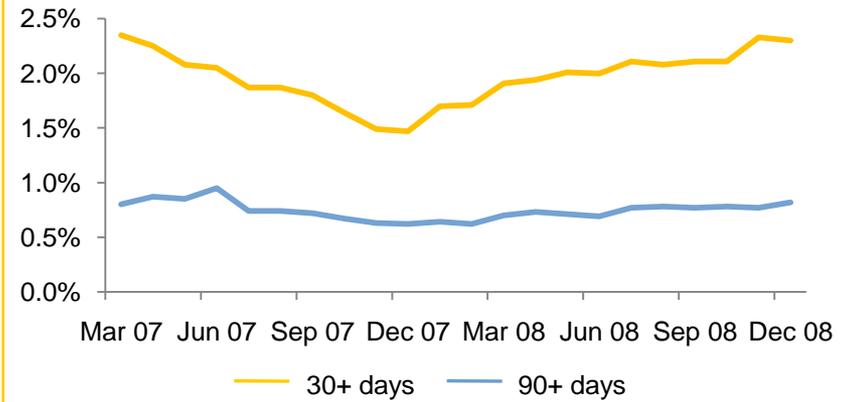
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# Other key information

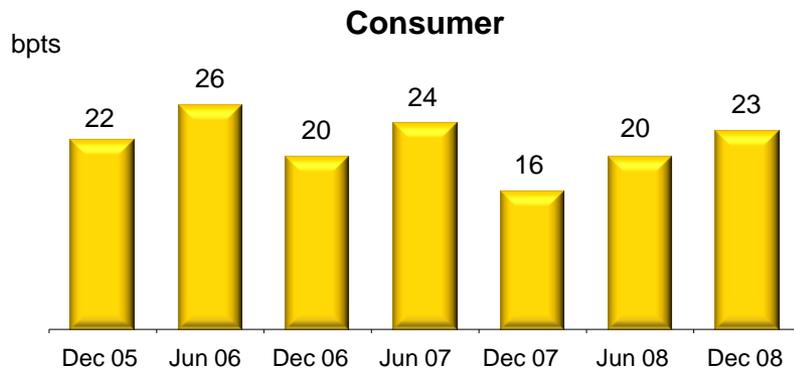
## New mortgagee in possession cases



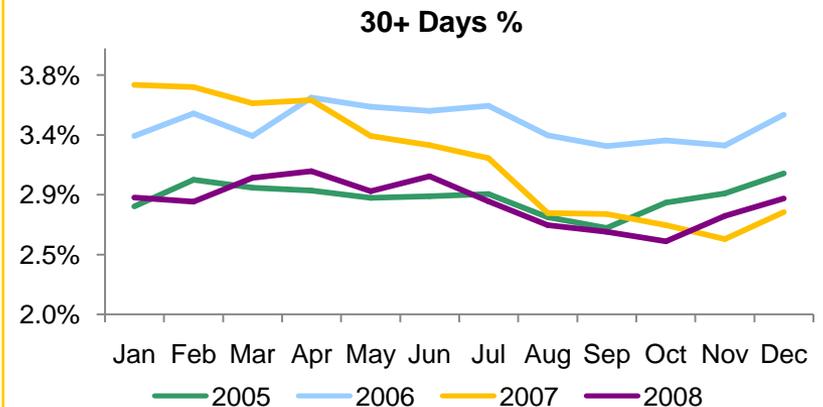
## "Low doc" home loan arrears



## Impairment expense to average GLAs\*



## Personal loan arrears



Ex-BankWest

\* Gross Loans and Acceptances. Impairment Expense annualised.



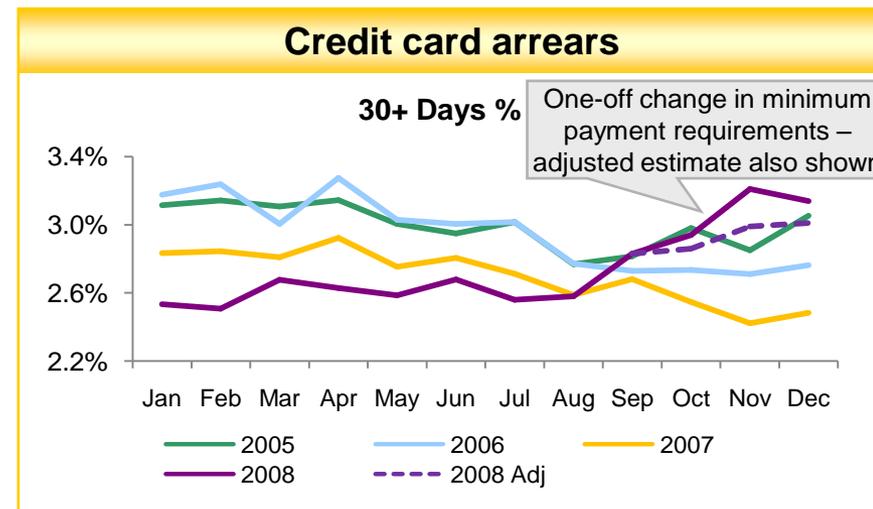
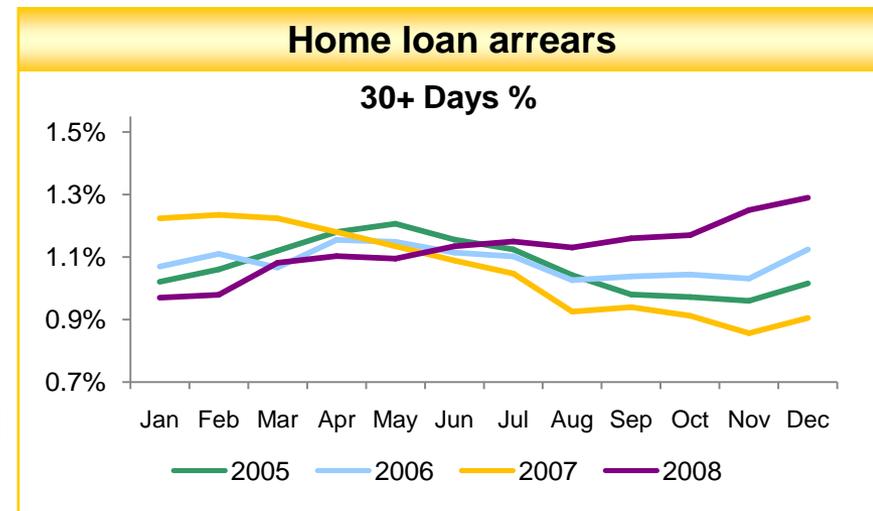
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# Sound consumer credit quality

- 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



# 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 \*

	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%
<b>Group</b>	<b>0.25%</b>	<b>0.24%</b>

Ex-BankWest



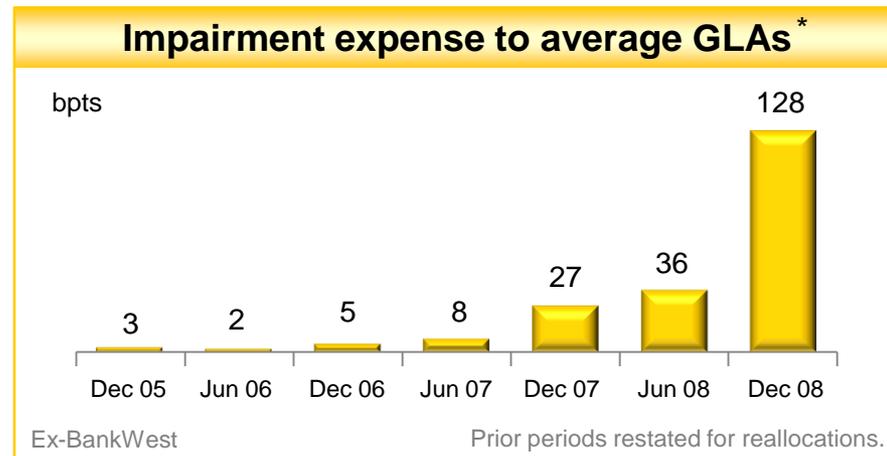
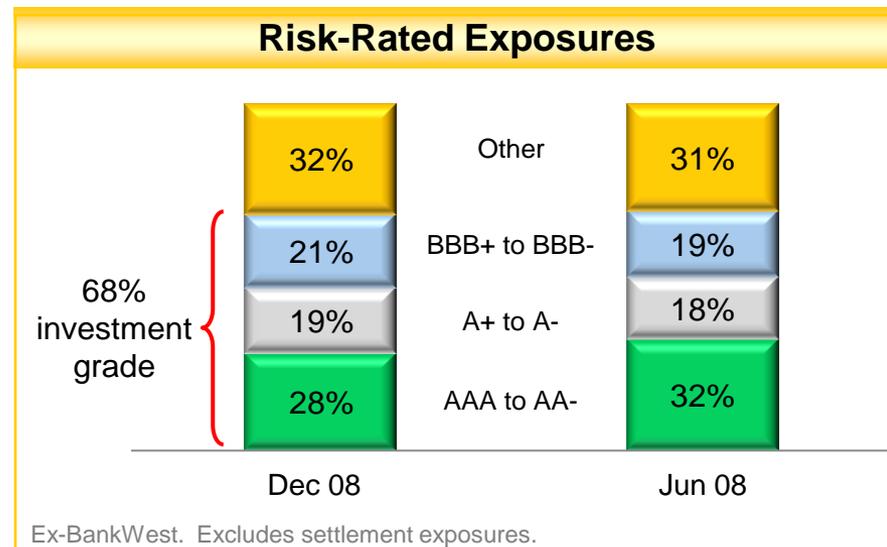
\* Expected loss focuses on the anticipated longer term loss rates and is less volatile than AIFRS credit loss provisioning.



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# 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 non-bank institutional lending
  - Focus on logical hot-spots
  - No new issues



\* Gross Loans and Acceptances. Impairment Expense annualised.





# 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)
<b>Operating Performance</b>	<b>4,465</b>	<b>3,596</b>	<b>24%</b>
Impairment Expense	1,607	333	Large
Investment Experience	(183)	42	(Large)
Tax and Minority Interests	662	920	(28%)
<b>Cash NPAT</b>	<b>2,013</b>	<b>2,385</b>	<b>(16%)</b>



# Other key information – 6 month movements

		Dec 08	Jun 08	Dec 07	Dec 08 vs Dec 07
<b>Net interest income</b>	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%
<b>Other banking income</b>	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%	
<b>Total banking income</b>	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%	
<b>Operating expenses</b>		1,351	1,349	1,270	6%
<b>Impairment expense</b>		237	190	141	68%
<b>Expense to income</b>		42.4%	46.9%	45.3%	(6%)
<b>Cash net profit after tax</b>		1,119	936	975	15%



# Retail Banking Services

- Strong volume growth:
  - Home loans ↑ 16%
  - Deposits ↑ 22%
- Continuing market share gains:
  - Home loans ↑ 1.35%
  - Deposits ↑ 0.64%
- Home loan margin still 12 bpts below pre-crisis levels
- Expenses flat on prior half - expense to income now 42.4%

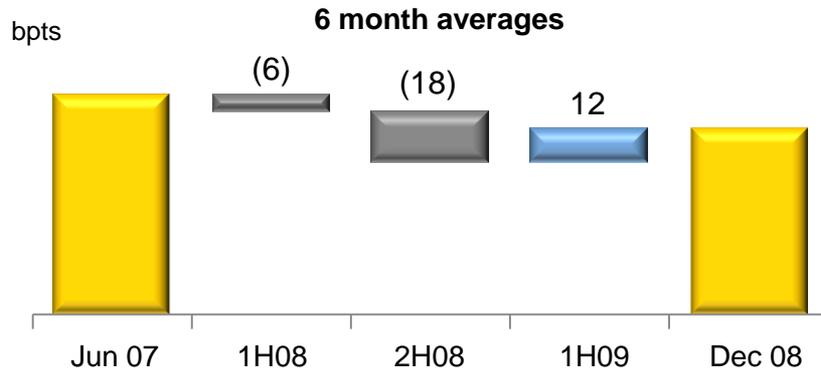
	Dec 08 \$m	Dec 08 vs Dec 07
Home loans	801	11%
Consumer finance	665	23%
Retail deposits	1,602	10%
Distribution	116	33%
<b>Total banking income</b>	<b>3,184</b>	<b>14%</b>
Operating expenses	1,351	6%
<b>Operating performance</b>	<b>1,833</b>	<b>20%</b>
Impairment expense	237	68%
Tax	477	15%
<b>Cash net profit after tax</b>	<b>1,119</b>	<b>15%</b>



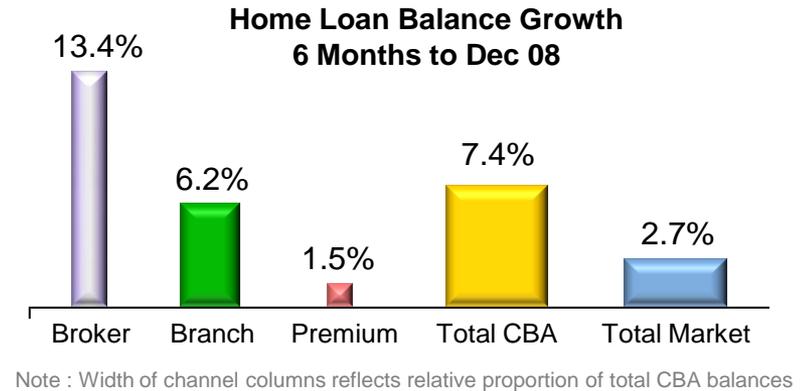


# Retail Banking Services

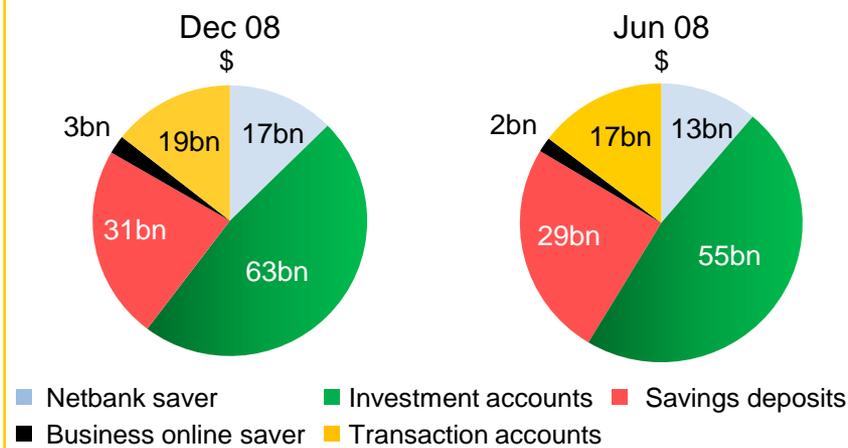
## Home Loan Margin



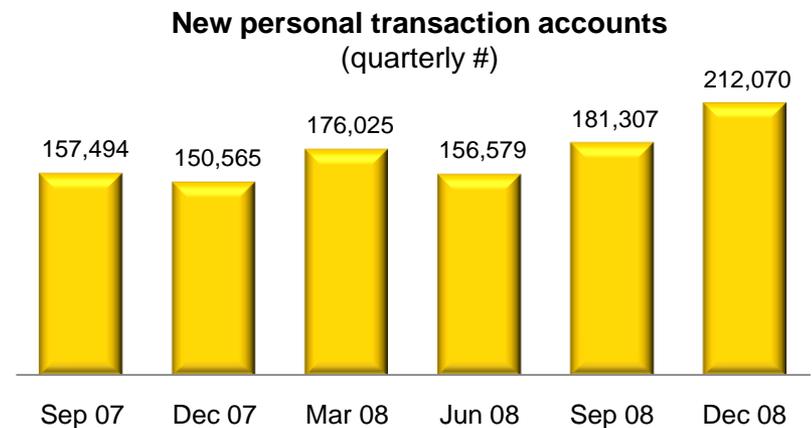
## Branch channel growing above system



## Deposit Mix <sup>1</sup>



## Strong growth in new transaction accounts



Ex-Bankwest

<sup>1</sup> Numbers exclude MISA balances.



Determined to be different

# Other key information – 6 month movements

		Dec 08	Jun 08	Dec 07	Dec 08 vs Dec 07
<b>Net interest income</b>	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	-	-	-	-
			<b>1,438</b>	<b>1,161</b>	<b>1,087</b>
<b>Other banking income</b>	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%
			<b>989</b>	<b>990</b>	<b>899</b>
<b>Total banking income</b>	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%
			<b>2,427</b>	<b>2,151</b>	<b>1,986</b>
<b>Operating expenses</b>		928	947	856	8%
<b>Impairment expense</b>		1,316	251	175	Large
Expense to income		38.2%	44.0%	43.1%	(11%)
<b>Cash net profit after tax</b>		<b>205</b>	<b>785</b>	<b>707</b>	<b>(71%)</b>



# Premium Business Services

- Strong income growth:
  - Good volume growth
  - Improved margins
- Business Banking ↑ 16% income
- Deposit balances ↑ 21%\*
- Strong customer satisfaction gains
- Expenses ↓ 2% on Jun 08

	Dec 08 \$m	Dec 08 vs Dec 07
Institutional Banking	1,180	34%
Private Client Services	335	5%
Business Banking		
Corporate Financial Services	499	14%
Agribusiness	151	12%
Local Business Banking	287	23%
Eliminations	(25)	
<b>Total banking income</b>	<b>2,427</b>	<b>22%</b>
Operating expenses	928	8%
<b>Operating performance</b>	<b>1,499</b>	<b>33%</b>
Impairment expense	1,316	Large
Tax	(22)	Large
<b>Cash net profit after tax</b>	<b>205</b>	<b>(71%)</b>



\* Source : APRA deposits from non-financial corporations.



**Determined** to be different



# Premium Business Services

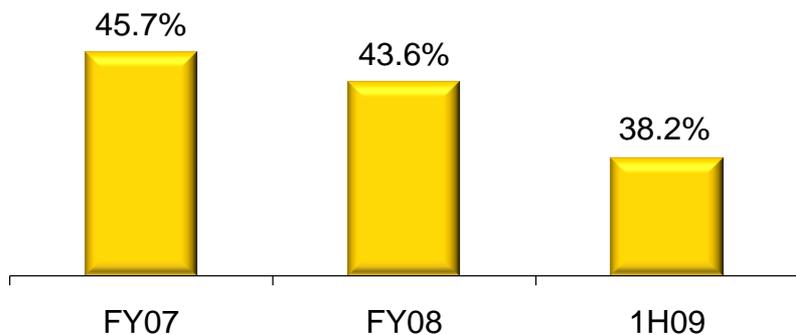
## Business lending growth



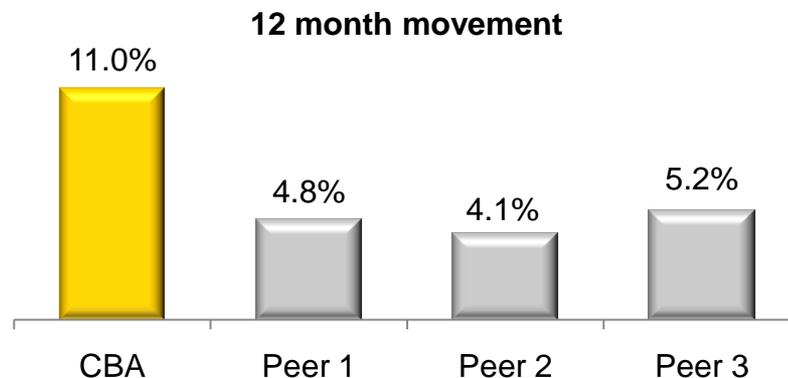
## Business deposit growth



## Expense to income ratio



## Strong customer satisfaction gains <sup>1</sup>



**CommSec**



<sup>1</sup> 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
<b>Net operating income</b>	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%)
<b>Operating expenses</b>	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%
<b>Underlying profit after tax</b>	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%)
<b>Cash net profit after tax</b>	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 ↓ 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%
<b>Net operating income</b>	<b>1,030</b>	<b>(8%)</b>
Operating expenses	580	0%
Tax	122	(19%)
<b>Underlying profit after tax</b>	<b>328</b>	<b>(16%)</b>
Investment experience	(153)	Large
<b>Cash net profit after tax</b>	<b>175</b>	<b>(56%)</b>



CommInsure

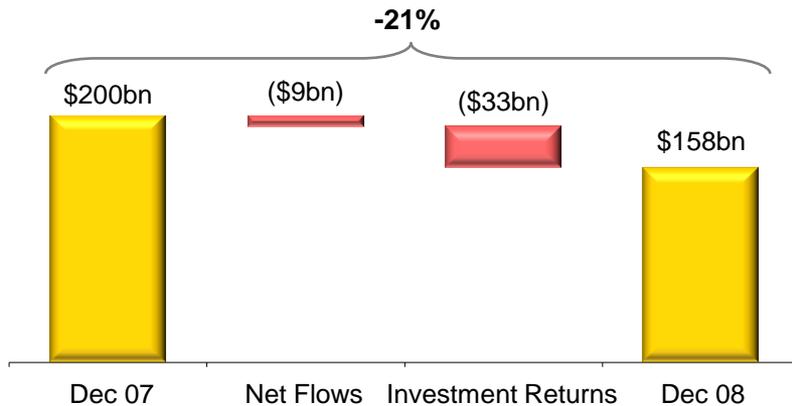


Determined to be different

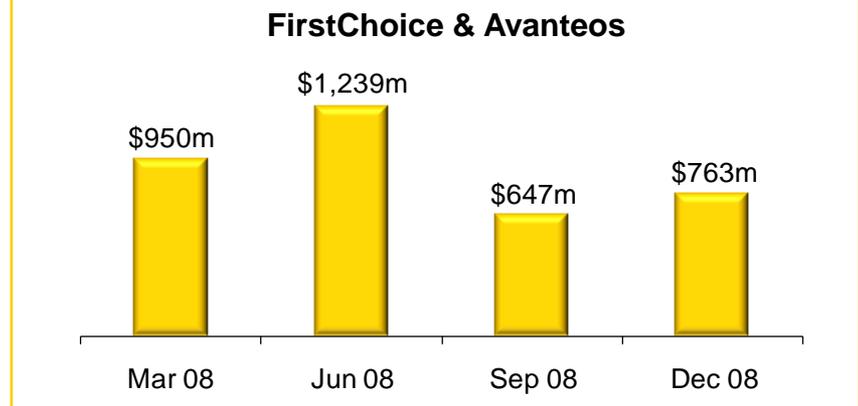


# Wealth Management

## Funds under Administration down 21%

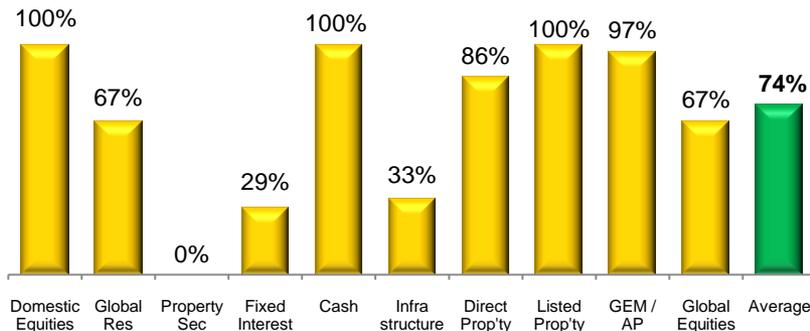


## FirstChoice & Avanteos net flows remain positive



## Good investment performance

### Number of Funds in each Asset Class Out Performing Benchmark (3 years)



## Inforce premiums up 26%



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	35	40	26	35%
		247	200	183	35%
Total banking income	ASB	588	562	539	9%
	Other	90	109	77	17%
		678	671	616	10%
Funds Management Income		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

- ASB Cash NPAT ↑ 6% in NZD
- Growing Asian contribution
- Sovereign NPAT ↑ 12%:
  - Income distorted by revised tax treatment
  - Capturing 34% share of new business sales

	Dec 08 \$m	Dec 08 vs Dec 07
ASB	616	8%
Sovereign	96	(11%)
Other	111	35%
<b>Total operating income</b>	<b>823</b>	<b>9%</b>
Operating expenses	443	8%
<b>Operating performance</b>	<b>380</b>	<b>10%</b>
Impairment expense	60	Large
Tax and minority interests	51	(23%)
<b>Underlying profit after tax</b>	<b>269</b>	<b>-</b>
Investment experience	9	(55%)
<b>Cash net profit after tax</b>	<b>278</b>	<b>(4%)</b>



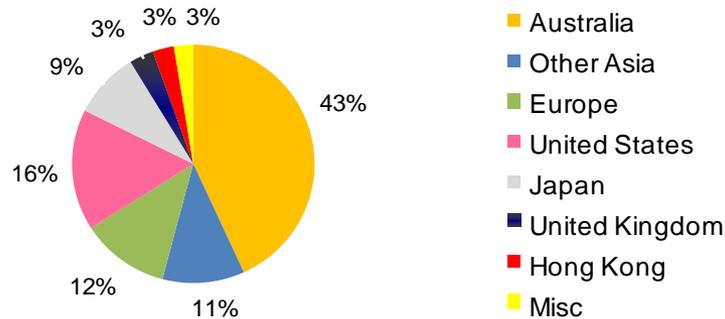
**ASB**



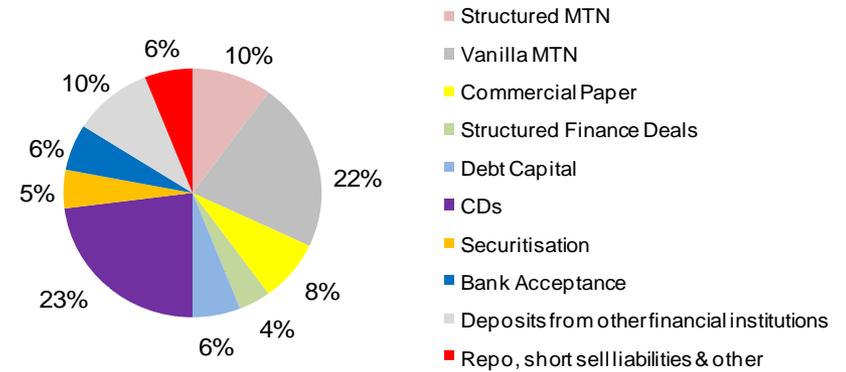
**Determined** to be different

# Other key information

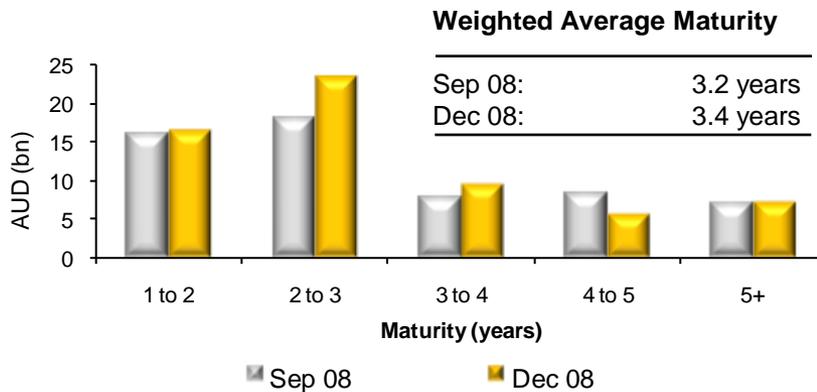
## Wholesale Funding - Geographic Distribution



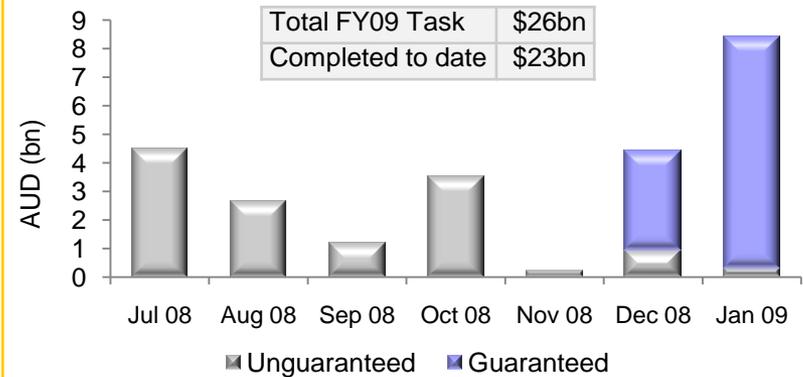
## Wholesale Funding by Product



## Long Term Debt Maturity Profile



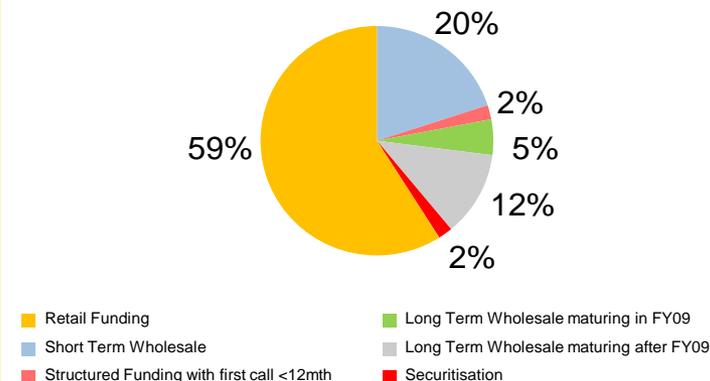
## FY09 Long Term Debt Funding



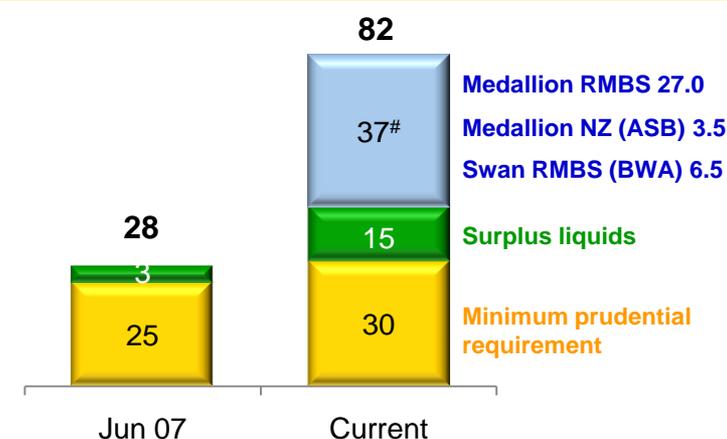
# Strong funding and liquidity positions

- 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

Source of Funding \*



Liquid Assets (\$bn)



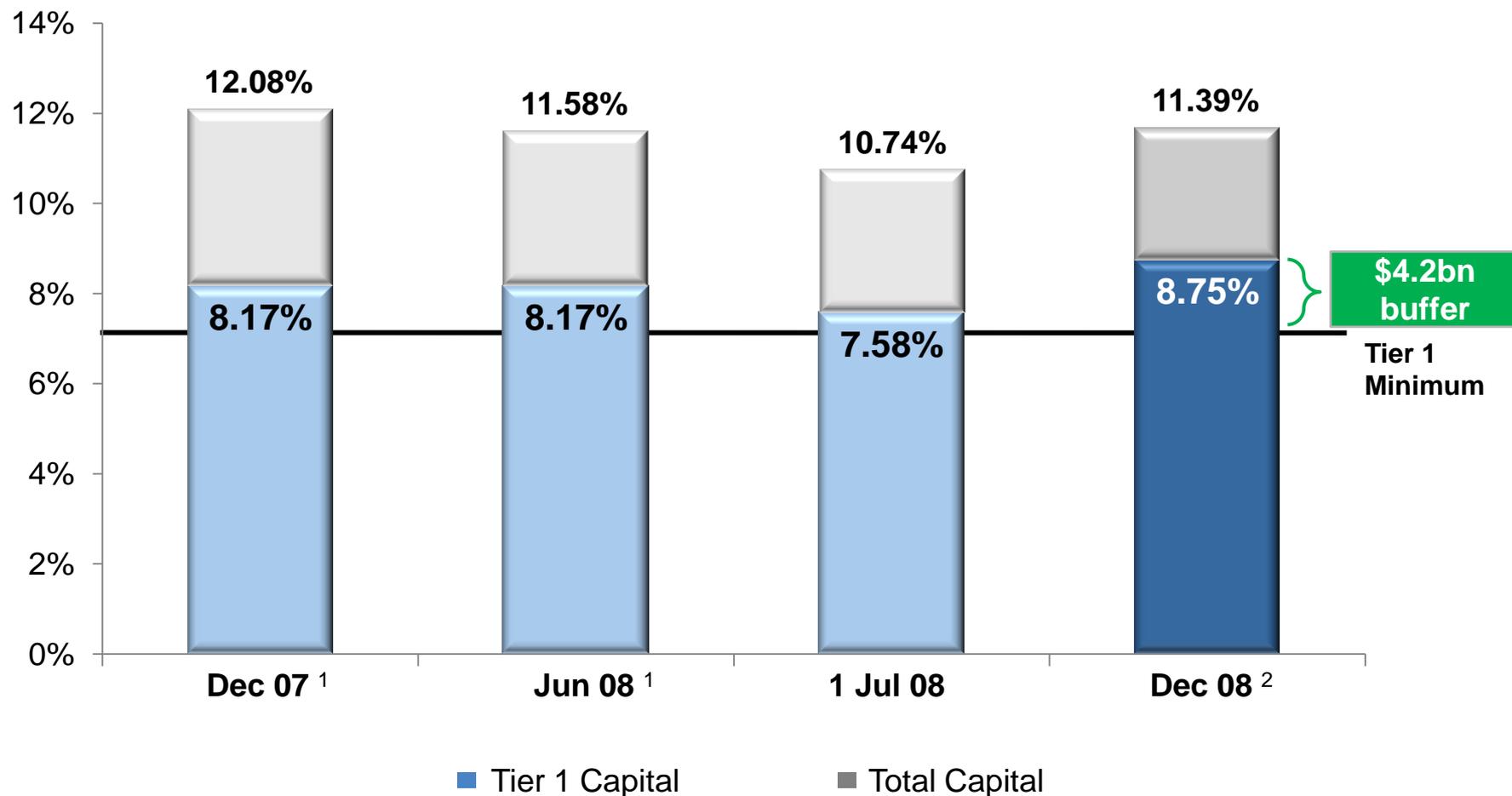
\* Surplus liquids are excluded from short term wholesale funding. Includes BankWest.

# Available for Central Bank Repo.





# A strong capital position

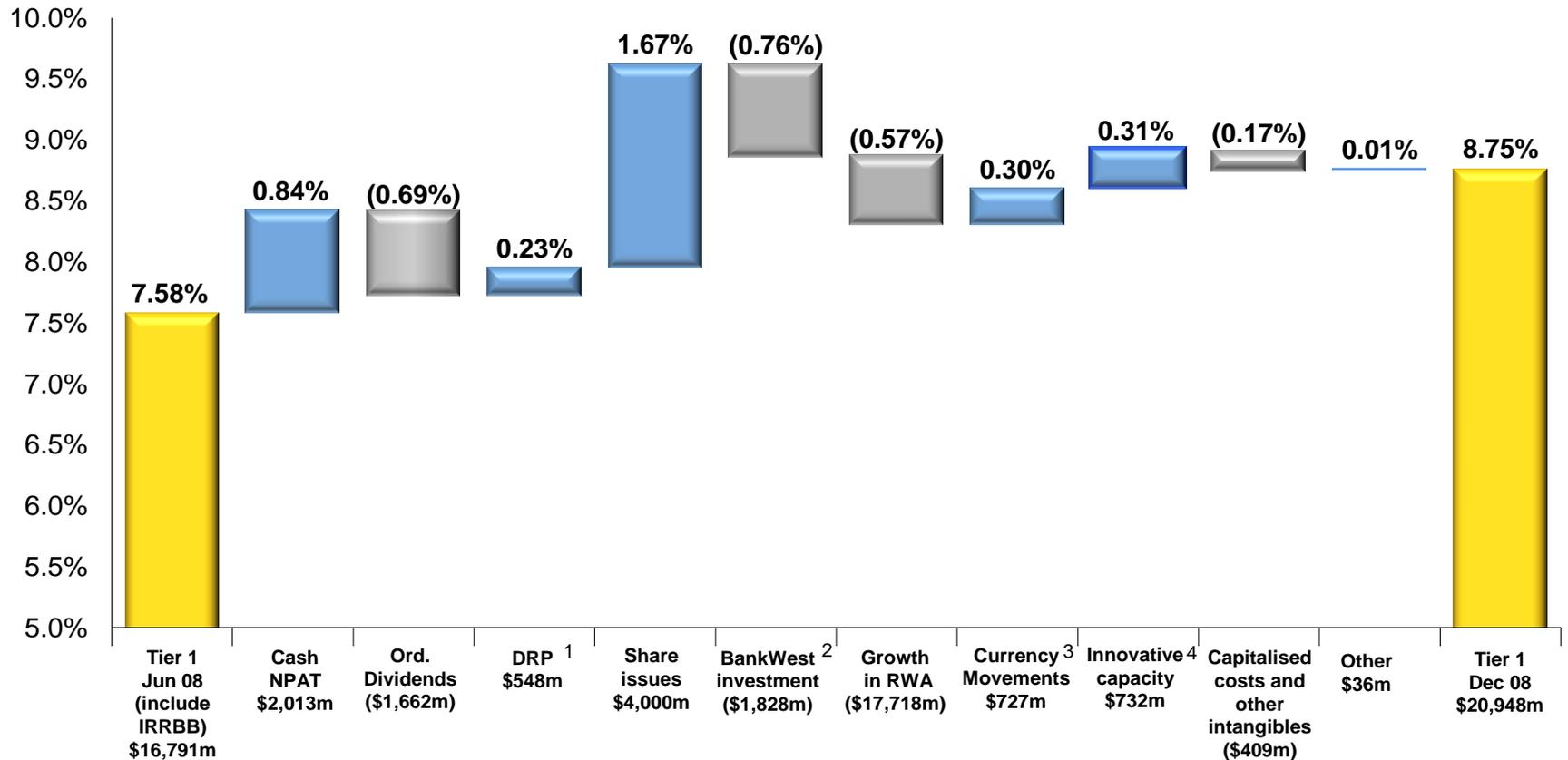


<sup>1</sup> Ratios exclude interest rate risk in the banking book (IRRBB).

<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.



# Tier 1 movement in half year to Dec 08



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

<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.

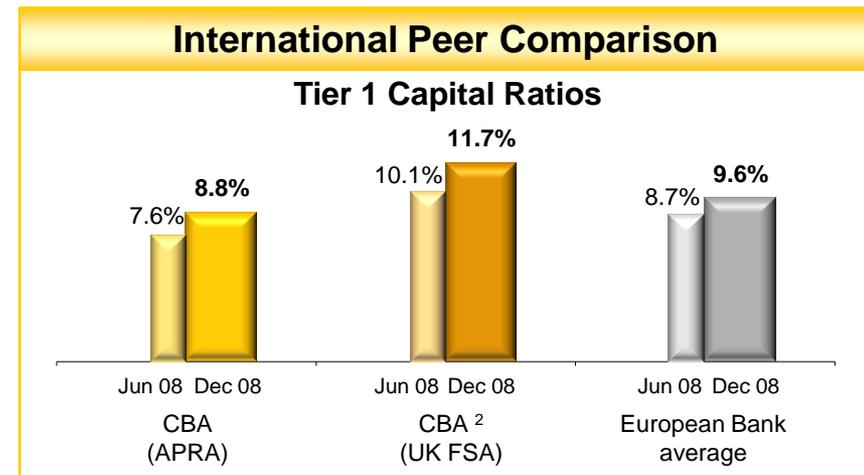
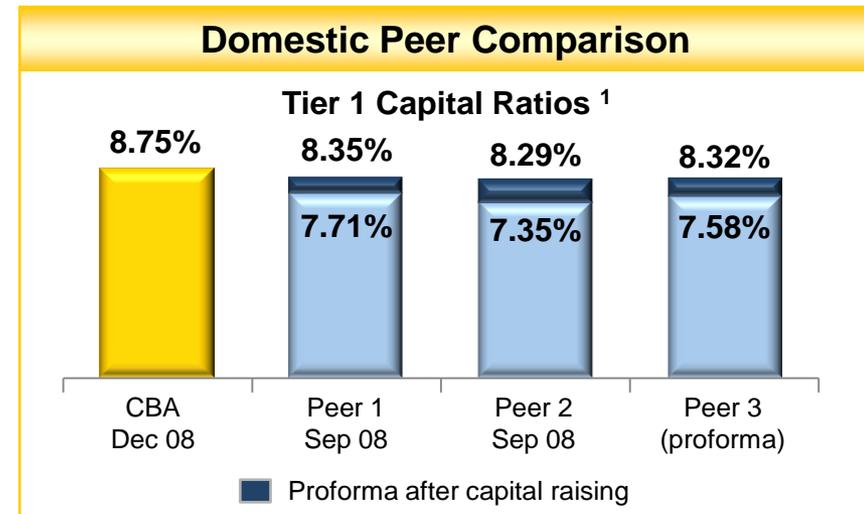
<sup>3</sup> Movement in FCTR balance and other foreign exchange items.

<sup>4</sup> Innovative capital transfer between Tier 2 and Tier 1 Capital.



# 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



<sup>1</sup> 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.

<sup>2</sup> Normalised CBA capital calculation to UK regulator, Financial Services Authority, as benchmark.





# Key Messages

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## ■ 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





# Agenda

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- 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



**Determined** to be different

11 February 2009

Commonwealth Bank of Australia ACN 123 123 124

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# Supplementary Information

## Group and Banking Overview

Wealth Management

International Financial Services

BankWest

Credit Quality and Risk Management

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Sustainability

Economic Indicators



# Summary

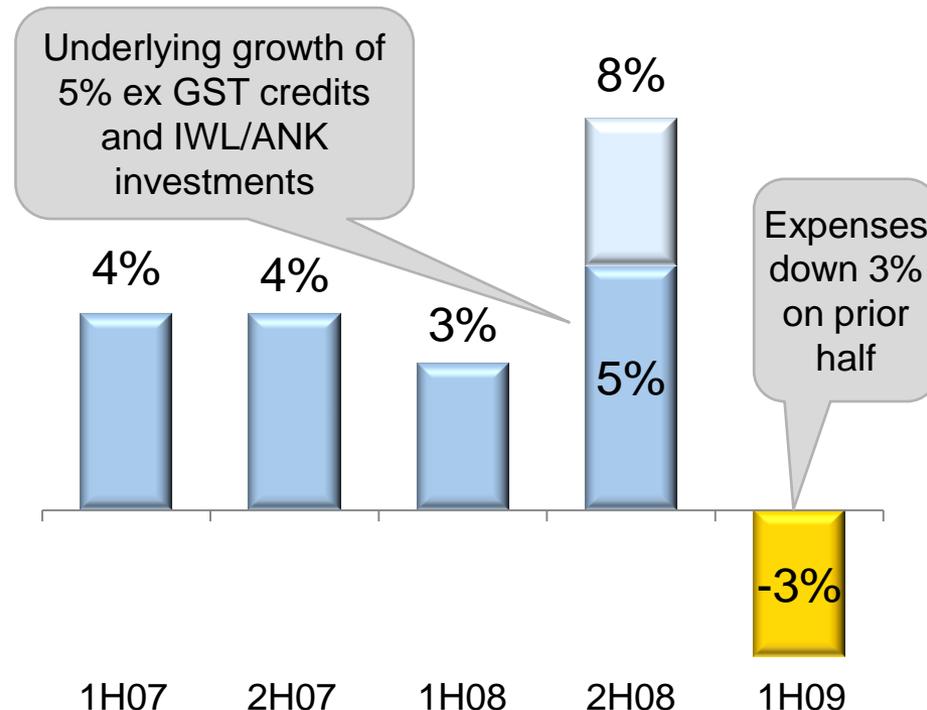
✓	<b>AA Credit Rating</b>
✓	<b>Capital position further strengthened - Tier 1 ratio of 8.75% (FSA 11.7%)</b>
✓	<b>Increased provisions – improved coverage ratios</b>
✓	<b>Disciplined cost management underpins strong, positive “jaws”</b>
✓	<b>Holding \$82bn in liquid assets (post BankWest funding)</b>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



# Cost Growth

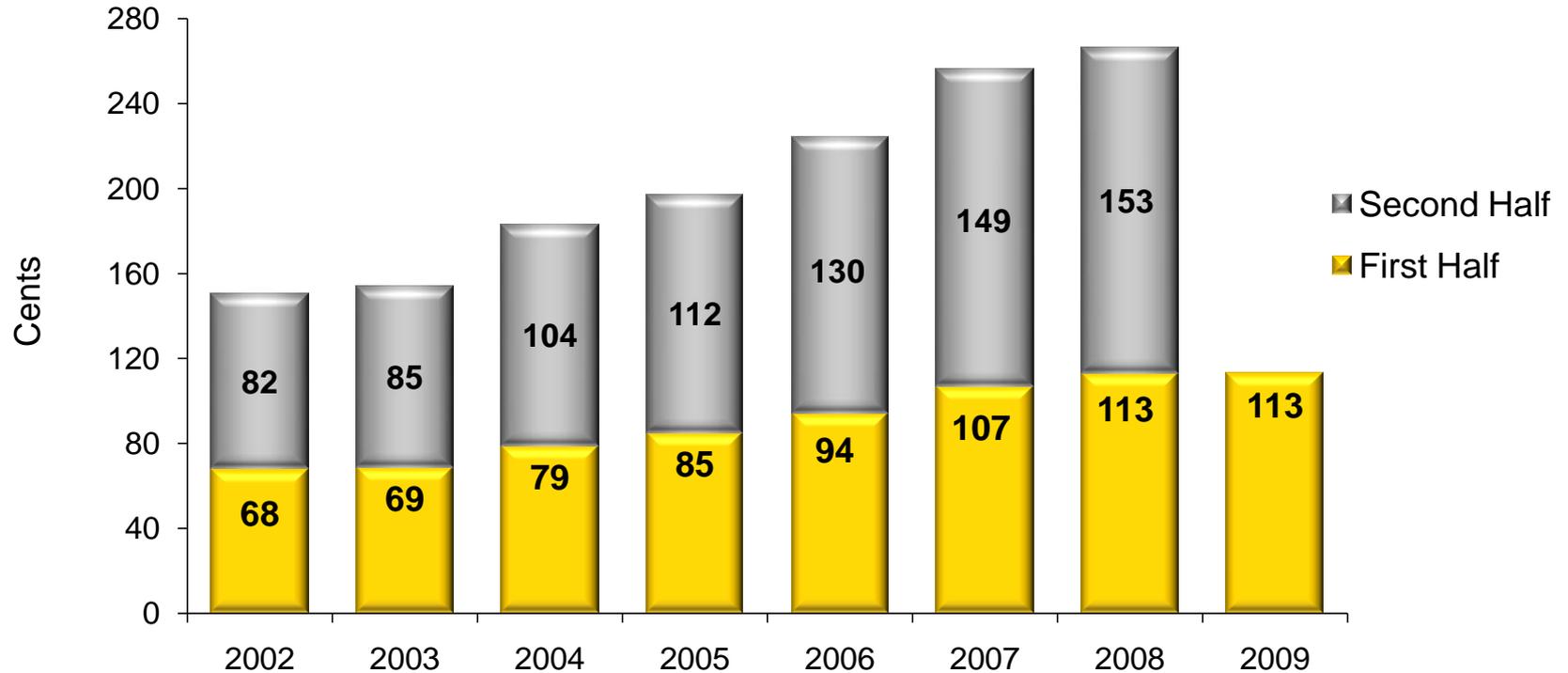
- Cost-to-income targets by Business Unit
- Highly focused investment spend – emphasis on strategic priorities (e.g Core Banking)
- Critical review of operational expenditure
- Productivity emphasis
- Smaller, more cost effective branch footprint in selected locations

## Expense Growth (on prior half)



# Dividends

## Dividend (cents per share)



Payout Ratio	2002	2003	2004	2005	2006	2007	2008
Cash Basis		75.9%	73.9%*	74.9%	70.5%	74.2%	75.0%



\* Which new Bank costs added back.



**Determined** to be different

# Other Banking Income

6 months

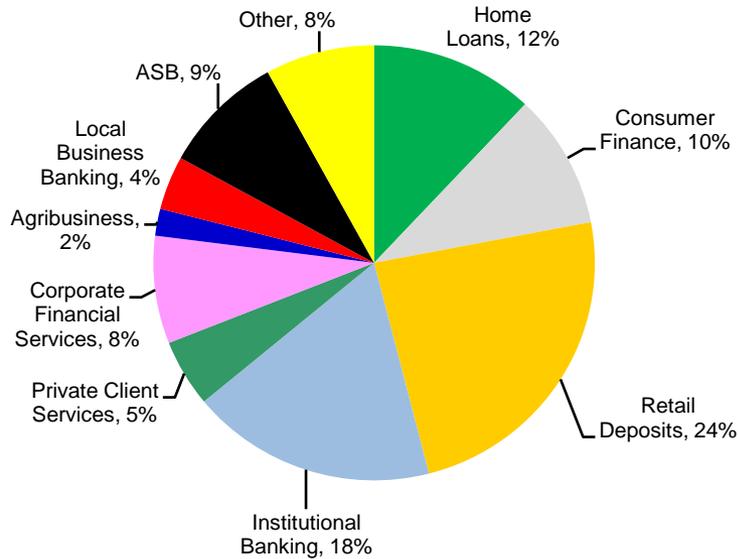
	Dec 08 \$m	Jun 08 \$m	Dec 07 \$m	Dec 08 vs Jun 08	Dec 08 vs Dec 07
<b>Commissions</b>	<b>977</b>	919	908	6%	8%
<b>Lending Fees</b>	<b>617</b>	507	469	22%	32%
<b>Trading Income</b>	<b>448</b>	346	200	29%	Large
<b>Other</b>	<b>141</b>	100	128	41%	10%
	<b>2,183</b>	1,872	1,705	17%	28%
<b>AIFRS reclassification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



# Segment Revenue

## Proportions of total banking income

Proportion of Total Banking Income



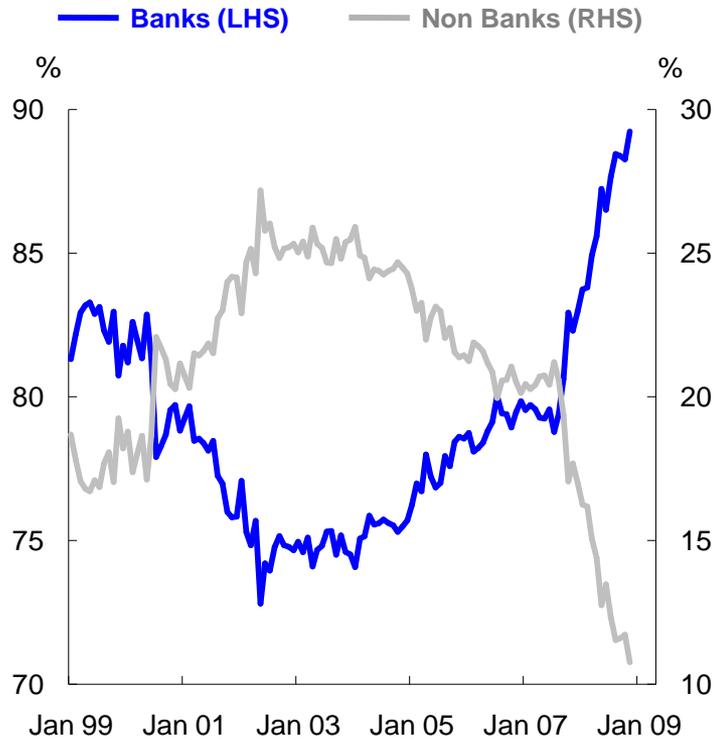
	Dec 08	Dec 07	Dec 08 vs Dec 07
Home Loans	801	722	11%
Consumer Finance	665	541	23%
Retail Deposits	1,602	1,451	10%
Institutional Banking	1,180	882	34%
Private Client Services	335	319	5%
Corporate Financial Services	499	439	14%
Agribusiness	151	135	12%
Local Business Banking	287	233	23%
ASB	588	539	9%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



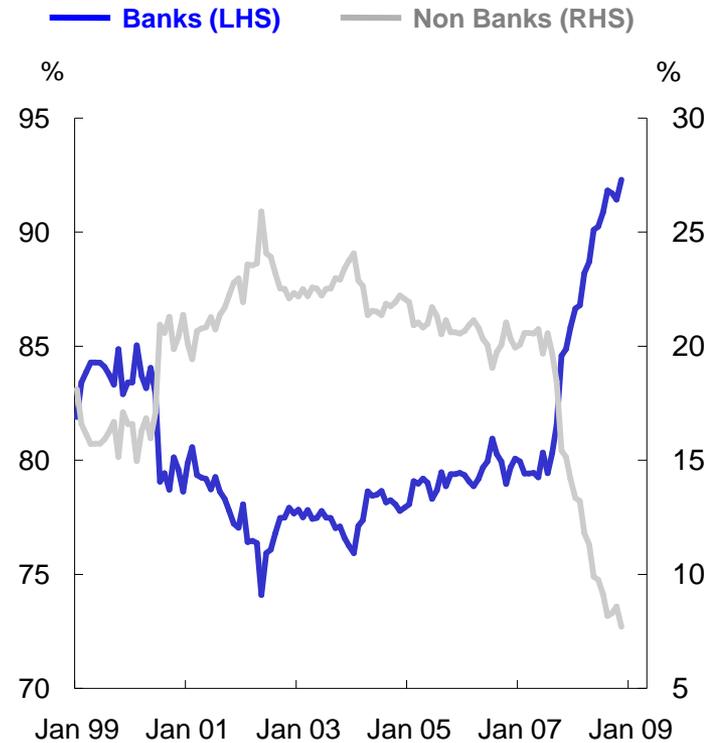
# System Housing

Banks accounting for an increasing share of system approvals

### Share of approvals – Number



### Share of approvals – Value



Source : ABS



Determined to be different

# Volume Growth

Strong volumes underpin revenue position

	12 Months to Dec 08 %		6 Months to Dec 08 Annualised %		3 Months to Dec 08 Annualised %	
	CBA	System	CBA	System	CBA	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



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

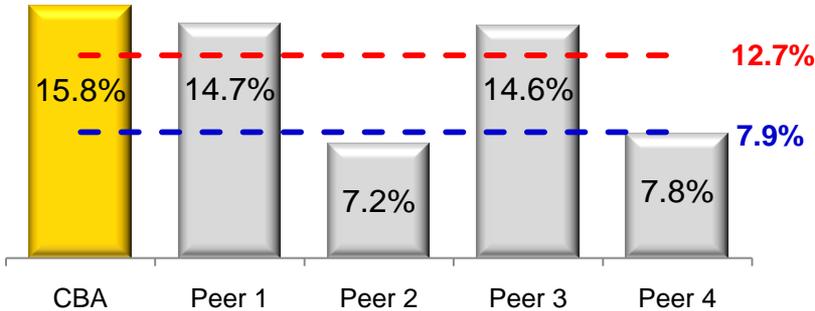


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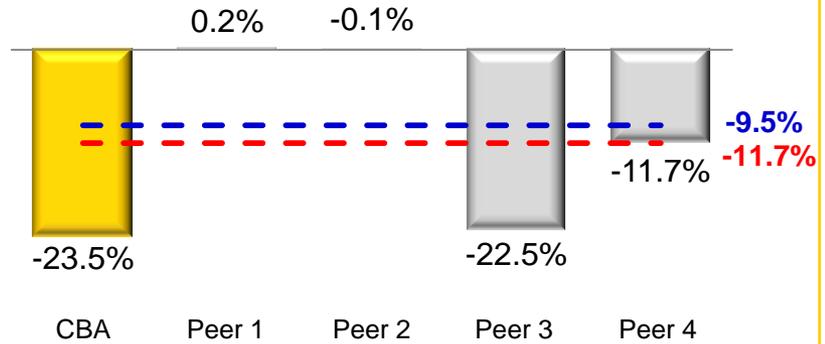
# CBA Growth vs Market

Twelve months to December 2008

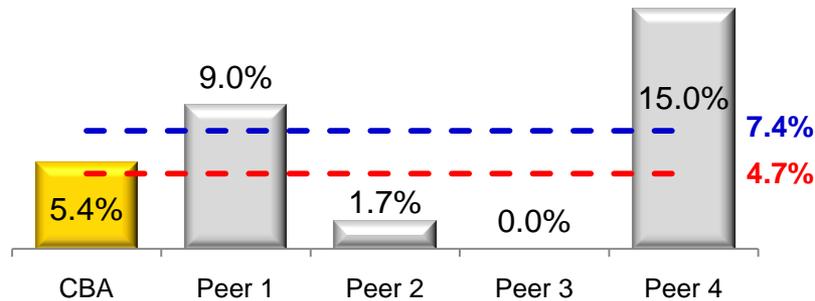
## Home lending



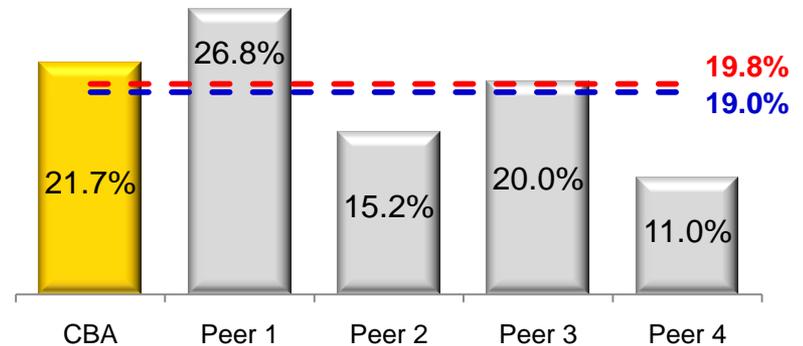
## Personal lending



## Credit cards



## Household deposits



--- Market --- Top 5



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

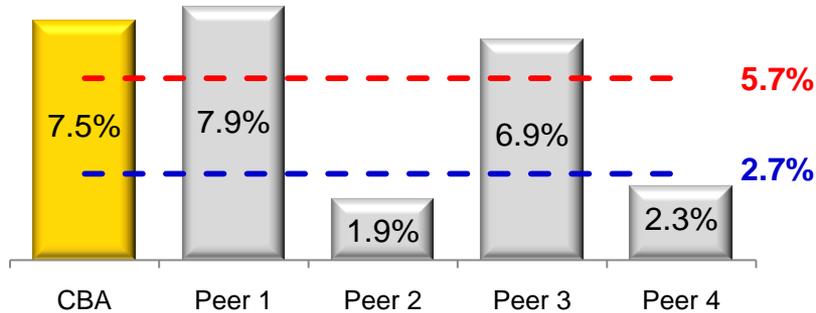


Determined to be different

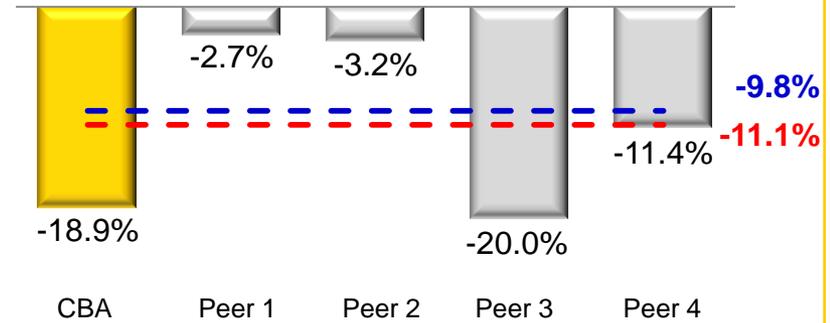
# CBA Growth vs Market

Six months to December 2008

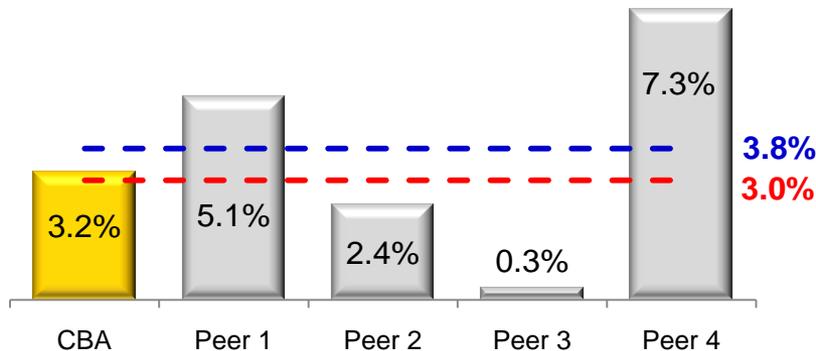
## Home lending



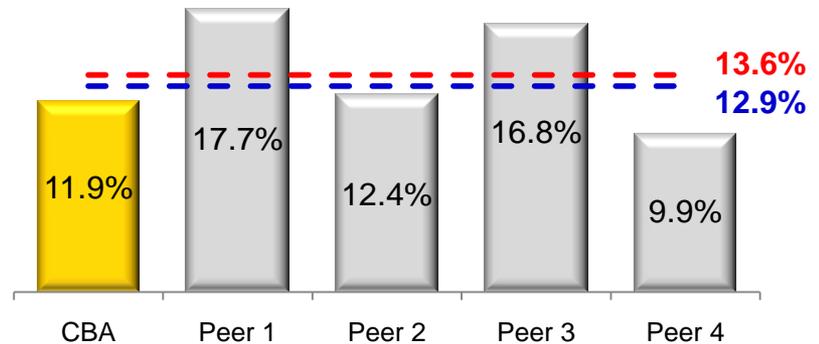
## Personal lending



## Credit cards



## Household deposits



--- Market --- Top 5



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

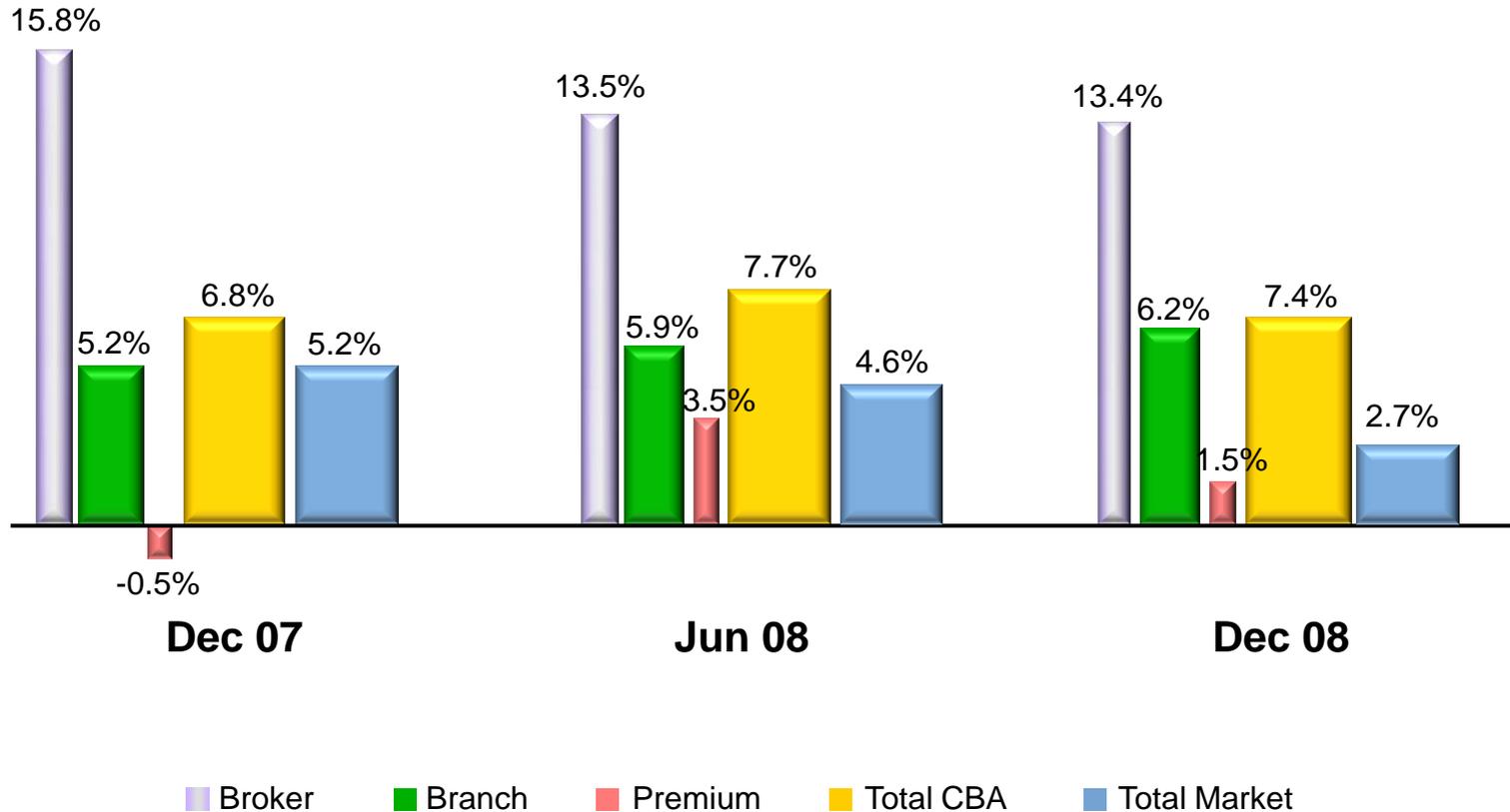


Determined to be different

# Home Loan Growth

Branch channel performance continues to improve

## Balance Growth by Channel - 6 months

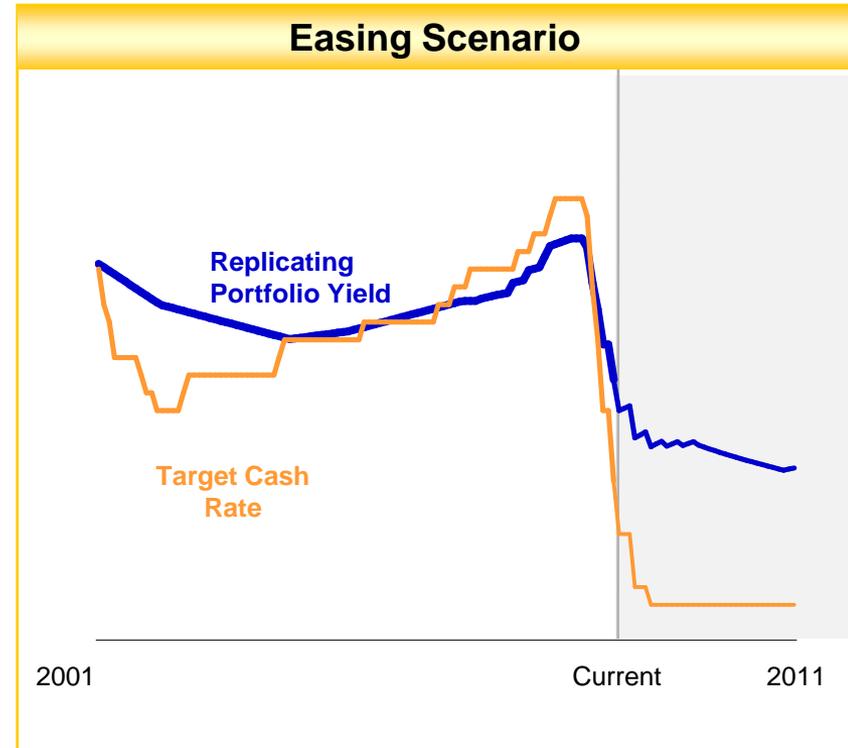
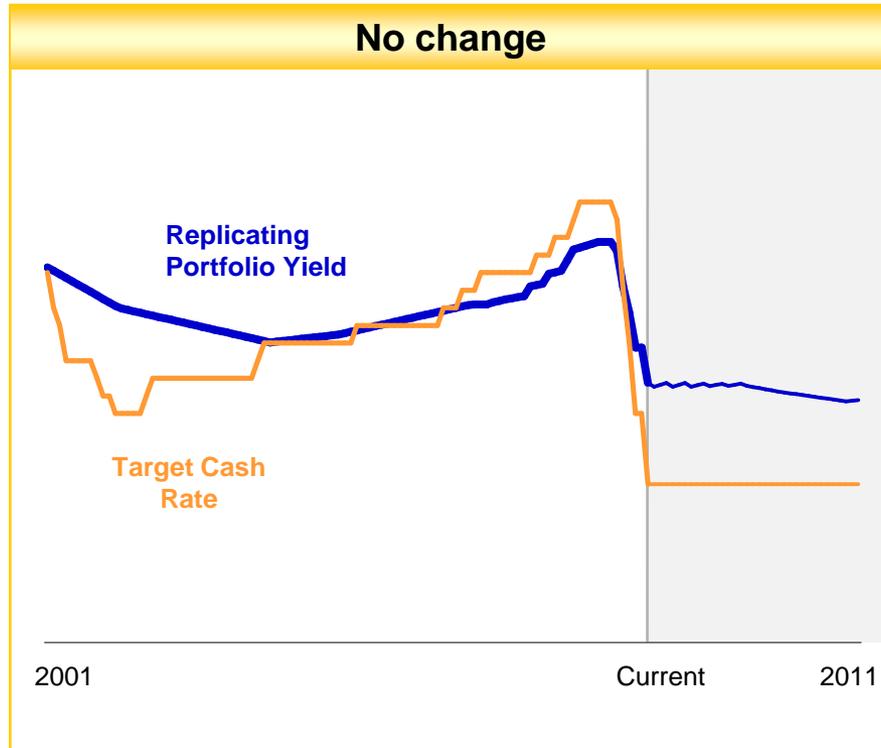


Note : Width of channel columns reflects relative proportion of total CBA balances.



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

**Globally: \$129bn FUM\*, 986 people**

## **North America**

\$1.3bn FUM  
4 People

## **Middle East**

\$4.6bn FUM

## **UK & Europe**

\$12.6bn FUM  
189 People



## **Japan**

\$3.2bn FUM

## **Asia ex China & Japan**

\$9.8bn FUM  
111 People

## **Australia & New Zealand**

\$97.1bn FUM  
682 People

**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.



**Determined** to be different

# Funds under Administration

Half Year to Dec 08

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
<b>Retail products (Plan for Life) <sup>2</sup></b>	<b>75,040</b>	<b>8,394</b>	<b>(9,347)</b>	<b>(953)</b>	<b>(10,364)</b>	<b>63,723</b>
Other retail <sup>3</sup>	1,366	29	(91)	(62)	(52)	1,252
<b>Australian retail</b>	<b>76,406</b>	<b>8,423</b>	<b>(9,438)</b>	<b>(1,015)</b>	<b>(10,416)</b>	<b>64,975</b>
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
<b>Domestically sourced</b>	<b>152,240</b>	<b>15,712</b>	<b>(27,189)</b>	<b>(11,477)</b>	<b>(12,375)</b>	<b>128,388</b>
Internationally sourced	32,730	3,746	(4,742)	(996)	(2,096)	29,638
<b>Total Wealth Management</b>	<b>184,970</b>	<b>19,458</b>	<b>(31,931)</b>	<b>(12,473)</b>	<b>(14,471)</b>	<b>158,026</b>

<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%)
<b>Total</b>	<b>128,594</b>	<b>152,940</b>	<b>164,359</b>	<b>(16%)</b>	<b>(22%)</b>



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



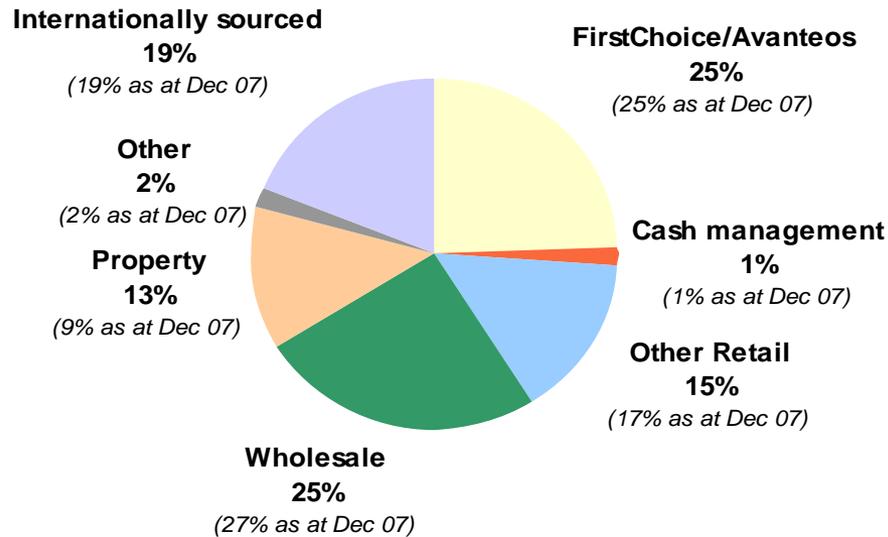
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# Product mix

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%
<b>Growth</b>	18%	-	41%	15%
Fixed Interest	33%	60%	58%	40%
Cash	49%	40%	1%	45%
<b>Income</b>	82%	100%	59%	85%
<b>Total</b>	100%	100%	100%	100%



# Insurance Analysis - CommInsure

Sources of Profit from CommInsure	Dec 08 \$m	Jun 08 \$m	As At		
			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
<b>Cash net profit after tax</b>	<b>61</b>	<b>85</b>	<b>126</b>	<b>(28%)</b>	<b>(52%)</b>

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

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%



CommInsure



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

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

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



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# Supplementary Information

Group and Banking Overview

Wealth Management

## International Financial Services

BankWest

Credit Quality and Risk Management

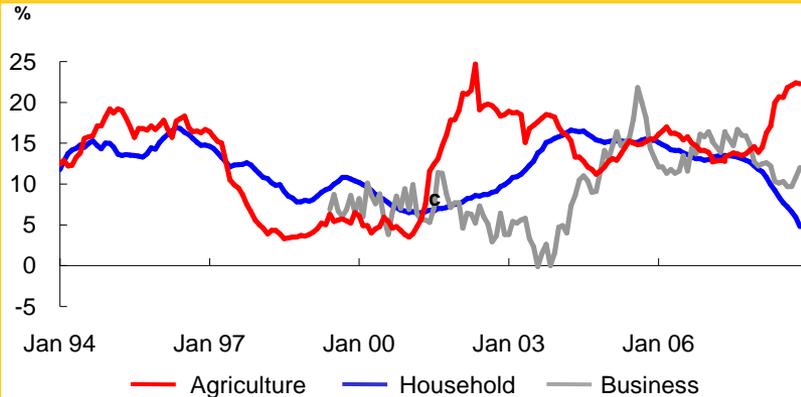
Capital, Funding and Liquidity

Sustainability

Economic Indicators

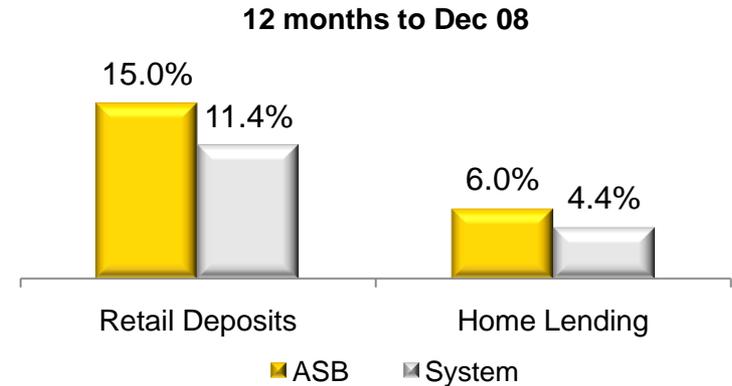


### Credit growth slowing, particularly housing



Source: RB, NZ, ASB

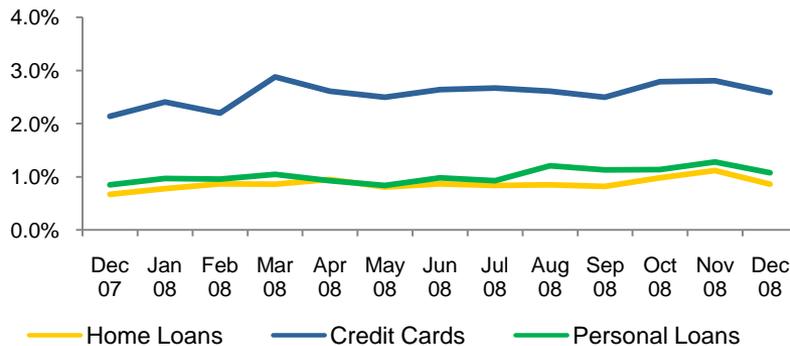
### ASB growth remains ahead of system



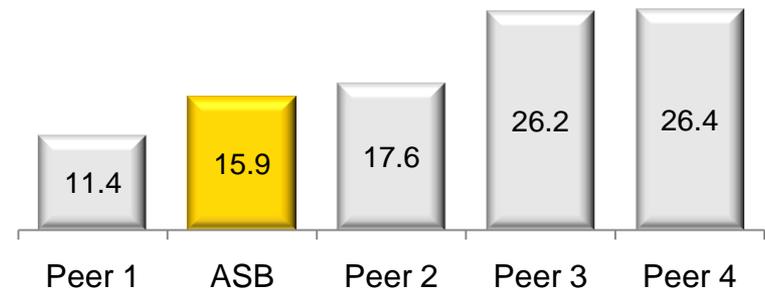
Source: ASB and RBNZ

### Arrears rates trending higher off a low base

#### 30+ days



### Proportion of home loans above 80% LVR

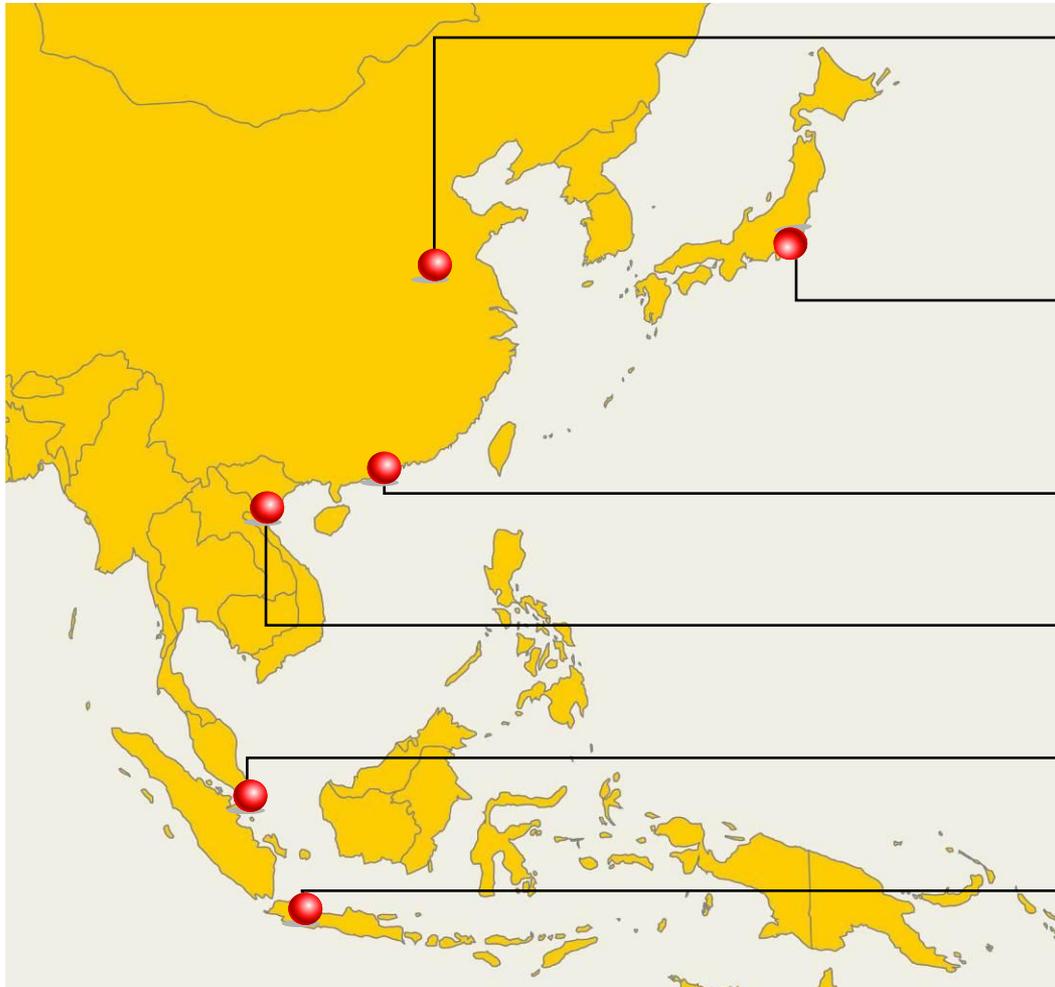


Source: General Disclosure Statements – 30 Sep 2008

	China	Indonesia
<b>Staff numbers</b>	<b>4,288</b> 101 – CBA 2,448 - Bank of Hangzhou 1,739 - Jinan City Commercial Bank <b>94</b> China Life CMG (includes staff & sales agents) <b>65</b> First State Cinda Fund Management Company Ltd	<b>1,433</b> PT Bank Commonwealth <b>317</b> PT Commonwealth Life  <b>18</b> First State Investments
<b>Branches</b>	<b>77</b> Bank of Hangzhou  <b>68</b> Jinan City Commercial Bank	<b>&gt;50</b> PTBC has more than 50 branches and foreign exchange shops in Jakarta and Surabaya region  <b>&gt;50</b> PTCL branches
<b>Other information</b>	<ul style="list-style-type: none"> <li>▪ CBA increased its shareholdings in Jinan City Commercial Bank, from 11% to 20%, in December 2008. After the increase, CBA is now the largest shareholder of Jinan City Commercial Bank.</li> <li>▪ Bank of Hangzhou was ranked amongst the top 5 large city commercial banks from the perspective of risk and profitability (<i>By 'The Banker China' 2008</i>)</li> <li>▪ Jinan City Commercial Bank was ranked amongst the top 20 large city commercial banks from the perspective of profitability (<i>By 'The Banker China' 2008</i>)</li> <li>▪ Both Bank of Hangzhou and Jinan City Commercial Bank have started to open branches outside their home cities. Bank of Hangzhou has set up branches in Shanghai, Beijing, Shenzhen and Zhoushan. Jinan City Commercial Bank has set up branches in Tianjin and Liaocheng.</li> </ul>	



# 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



# Supplementary Information

Group and Banking Overview

Wealth Management

International Financial Services

## **BankWest**

Credit Quality and Risk Management

Capital, Funding and Liquidity

Sustainability

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

	CBA	BankWest & St. Andrew's Australia	Combined
Branches (Domestic)	1,011	131	1,142
Market Share – Home Loans <sup>1</sup>	20.3%	3.0%	23.3%
Market Share – Household Deposits <sup>1</sup>	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



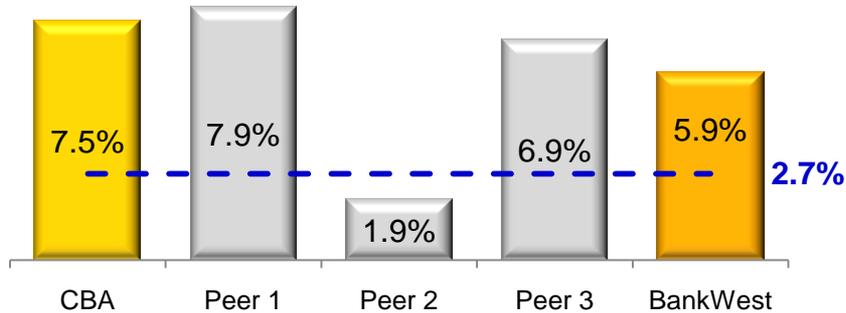
<sup>1</sup> Source : APRA / RBA.



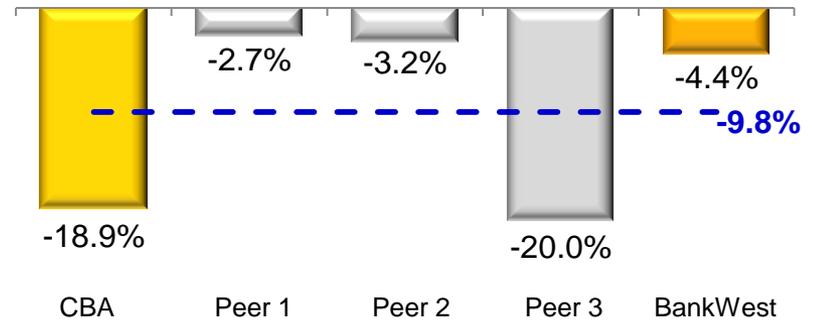
# BankWest Growth

Six months to December 2008

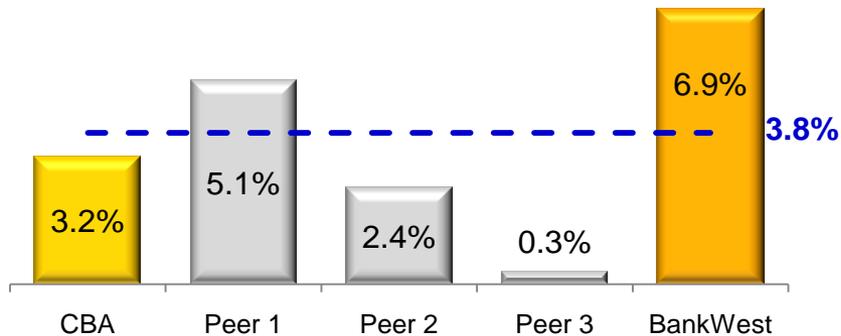
## Home Lending



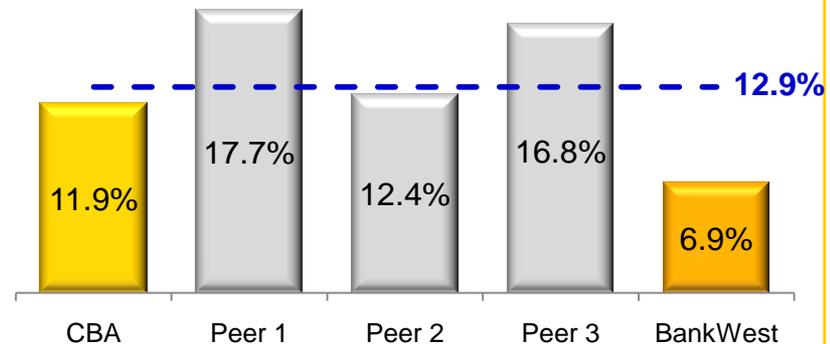
## Personal Lending



## Credit cards



## Household deposits



--- Market



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

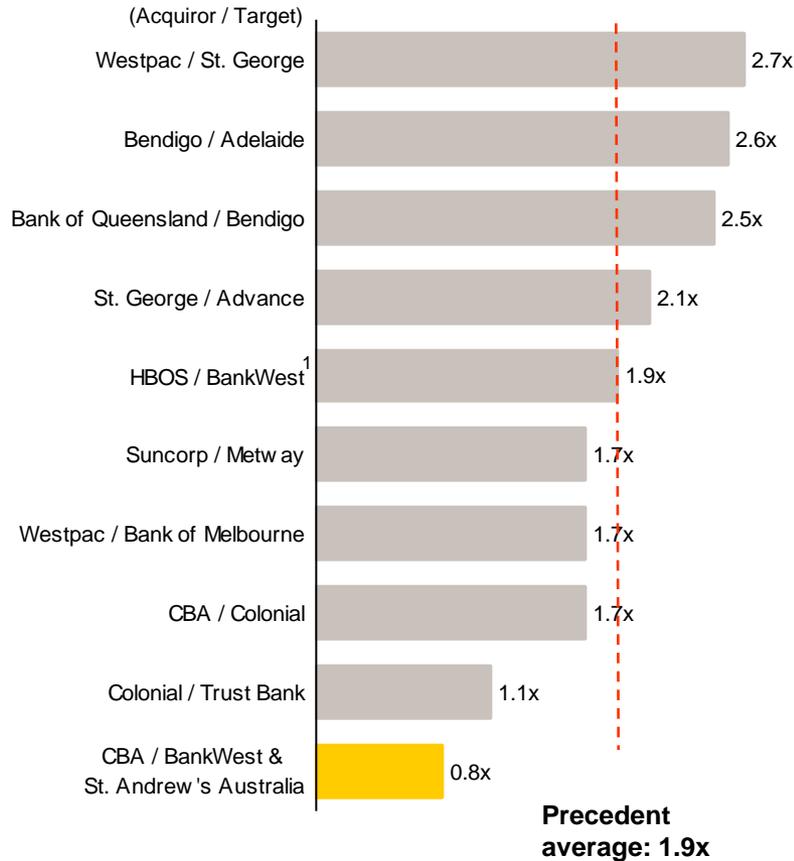


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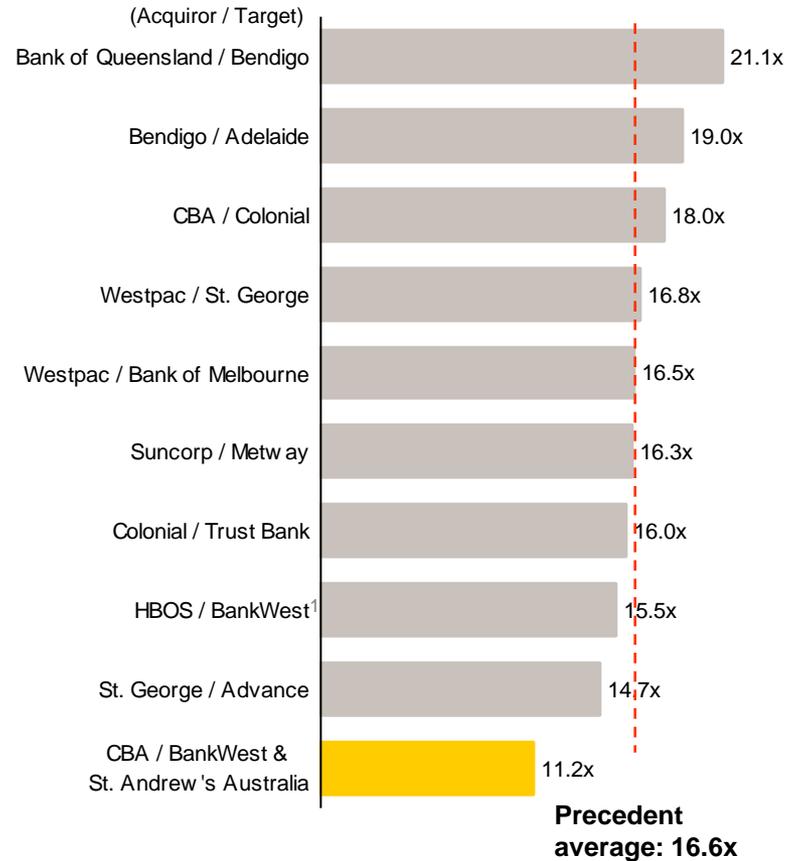
# BankWest Overview

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

### Comparable price-to-book values



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



<sup>1</sup> Remaining 43% interest by HBOS.

Source: Company announcements, ASX announcements, Factset, IRESS.



# Supplementary Information

Group and Banking Overview

Wealth Management

International Financial Services

BankWest

## Credit Quality and Risk Management

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



# Home Lending

Modest increase in arrears consistent with cycle – portfolio quality remains sound

## Home loan portfolio mix

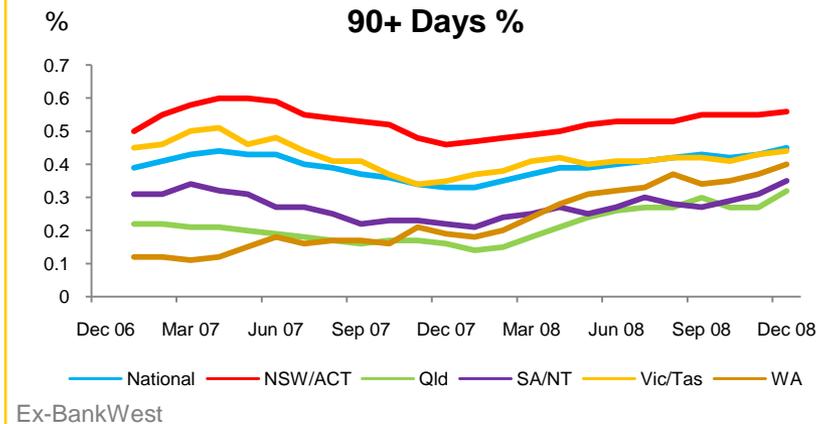
	Dec 08	Jun 08
Owner-Occupied	56%	55%
Investment	33%	34%
Line-of-Credit	11%	11%

Variable	73%	66%
Fixed	26%	32%
Honeymoon	1%	2%

Low Doc %	3.9%	3.7%
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Originations		
Proprietary	60%	61%
Third Party	40%	39%

## Home loan arrears by State



# Home Loans LVR

## Strong LVR profile

- Strong average LVR profile:

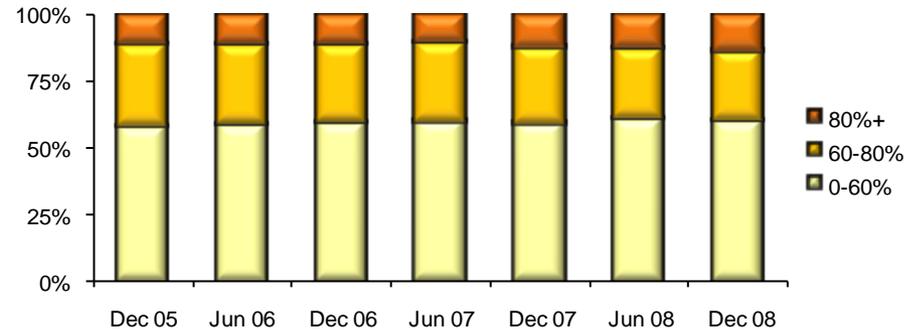
- 51% based on original value
- 37% based on current values
- 51% on new loans

- % of loans at <60% LVR:

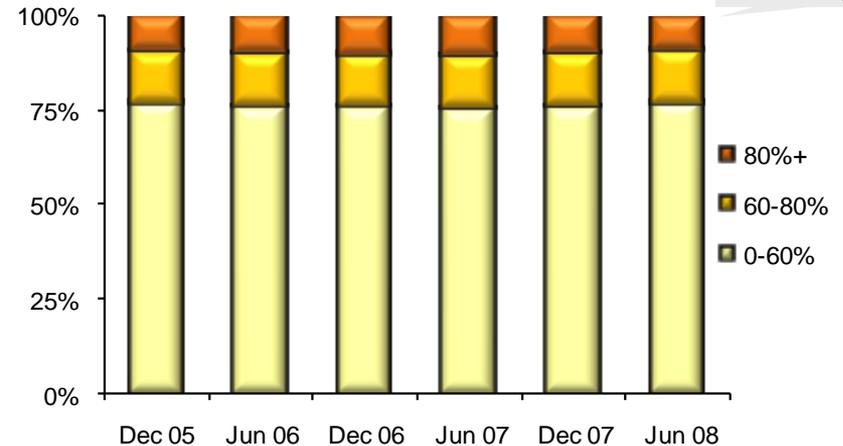
- 60% based on original values
- 77% based on current market values as a result of a well diversified security position

- Loans > 80% LVR are as a rule mortgage insured

Original LVR of Portfolio



Current Market LVR



# Home Loan Stress Test

Even under highly stressed conditions, portfolio losses 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

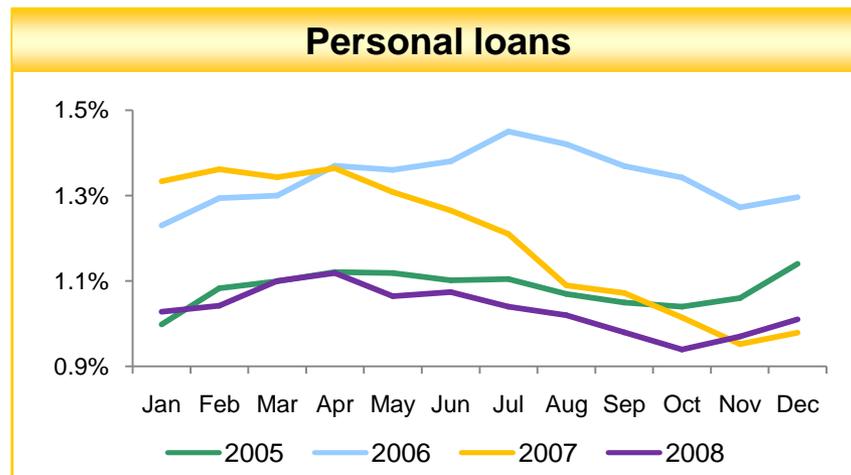
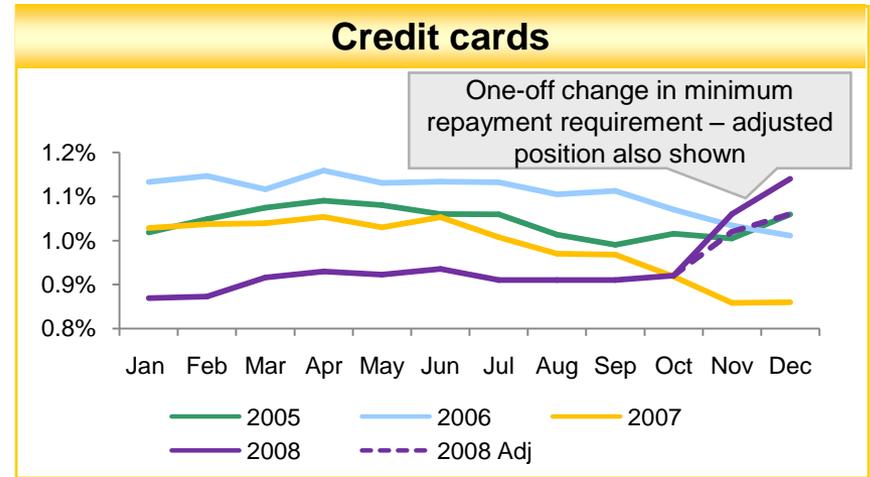
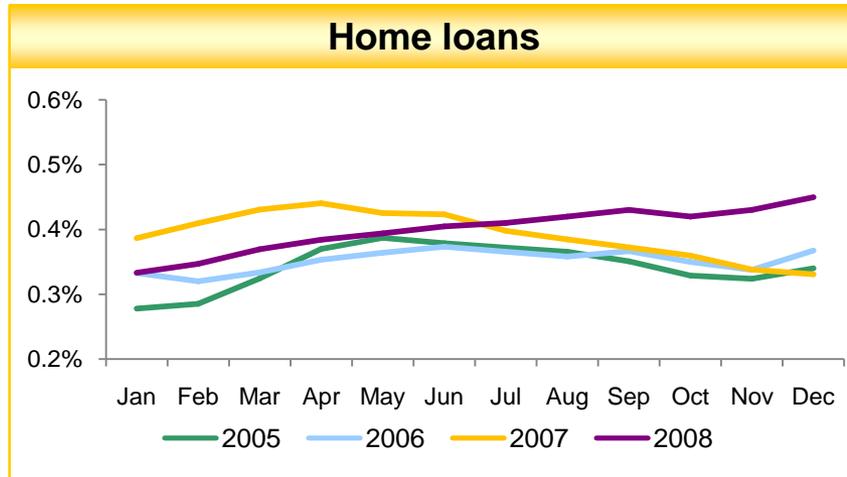
Expected loss \$m	PD stress factor			
	x1	x2	x4	x6
Property value				
No decrease	10.1	13.2	18.5	22.4
10% decrease	23.2	32.7	48.8	61.3
20% decrease	52.4	78.5	123.7	159.8
30% decrease	101.1	156.4	252.8	331.0

*PD = Probability of default. Excludes lines of credit.*



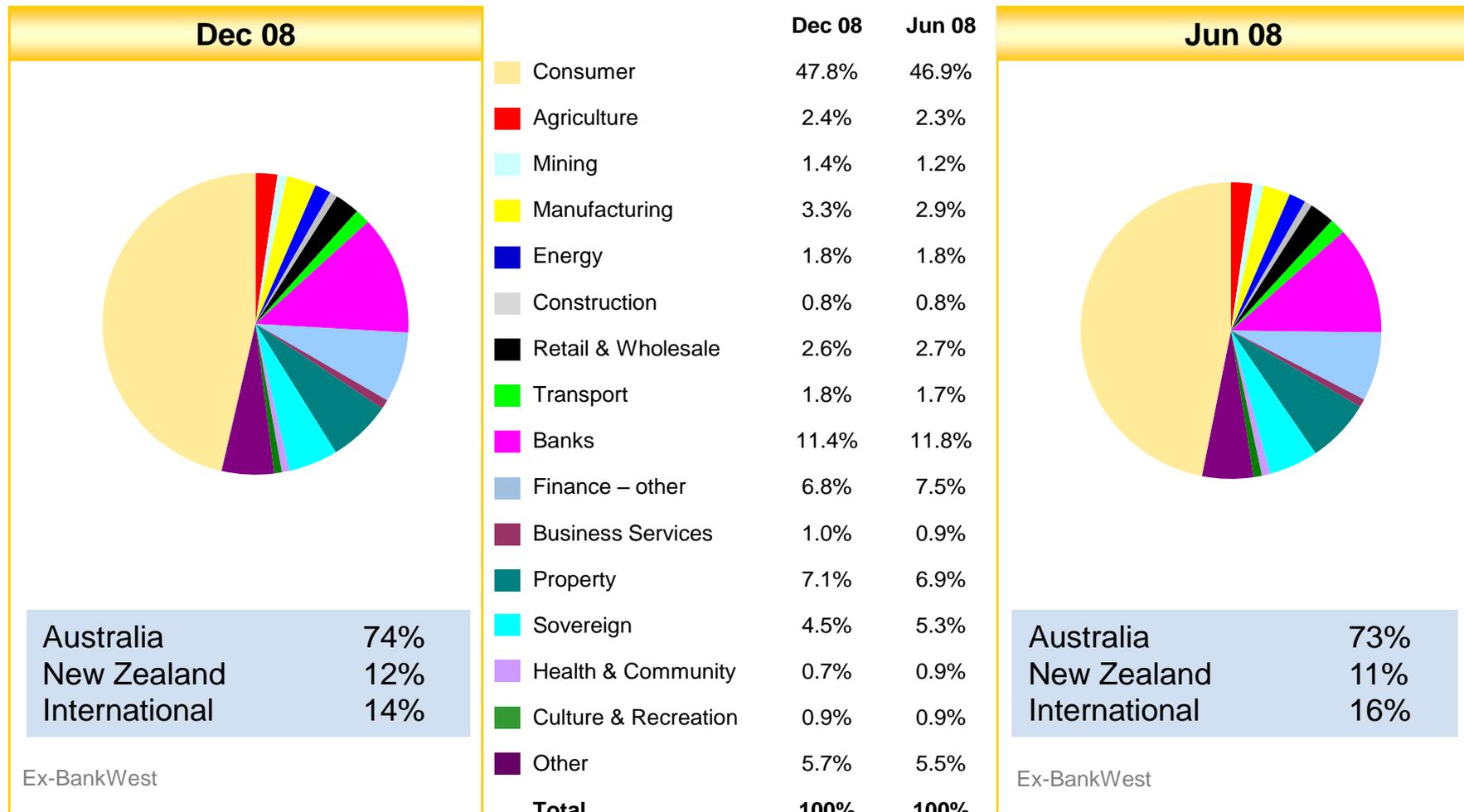
# Consumer Arrears 90+ days

Modest uptick in longer-dated arrears consistent with economic conditions



# Sector Exposures

Portfolio remains well diversified across industry sectors



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



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# Sector Exposures\*

Dec 08

\$bn	AAA to AA-	A+ to A-	BBB+ to BBB-	Other	Total
Banks	42.8	18.8	2.2	0.7	<b>64.5</b>
Finance Other	15.1	11.2	5.7	6.7	<b>38.7</b>
Property	0.3	5.7	10.5	24.5	<b>41.0</b>
Sovereign	21.2	3.1	0.1	0.3	<b>24.7</b>
Manufacturing	0.1	3.2	10.1	5.0	<b>18.4</b>
Retail & Wholesale Trade	0.0	2.5	3.2	9.5	<b>15.2</b>
Agriculture	0.0	0.4	2.0	11.2	<b>13.6</b>
Energy	0.6	1.6	7.2	1.1	<b>10.5</b>
Transport	0.4	3.0	3.9	3.3	<b>10.6</b>
Mining	0.0	3.4	2.4	2.4	<b>8.2</b>
All other (ex consumer)	1.7	3.1	12.4	27.3	<b>44.5</b>
<b>Total</b>	<b>82.2</b>	<b>56.0</b>	<b>59.7</b>	<b>92.0</b>	<b>289.9</b>

Jun 08

AAA to AA-	A+ to A-	BBB+ to BBB-	Other	Total
41.7	14.7	1.8	0.4	<b>58.6</b>
17.0	11.0	5.4	5.7	<b>39.1</b>
0.3	6.3	8.2	22.5	<b>37.3</b>
25.1	1.9	0.4	0.0	<b>27.4</b>
0.0	2.8	7.9	5.1	<b>15.8</b>
0.0	2.9	2.9	8.7	<b>14.5</b>
0.1	0.3	2.0	10.2	<b>12.6</b>
0.8	1.3	6.6	0.8	<b>9.5</b>
0.4	2.7	3.1	2.8	<b>9.0</b>
0.0	2.6	1.9	1.8	<b>6.3</b>
1.8	3.0	10.1	27.0	<b>41.9</b>
<b>87.2</b>	<b>49.5</b>	<b>50.3</b>	<b>85.0</b>	<b>272.0</b>

Ex-BankWest



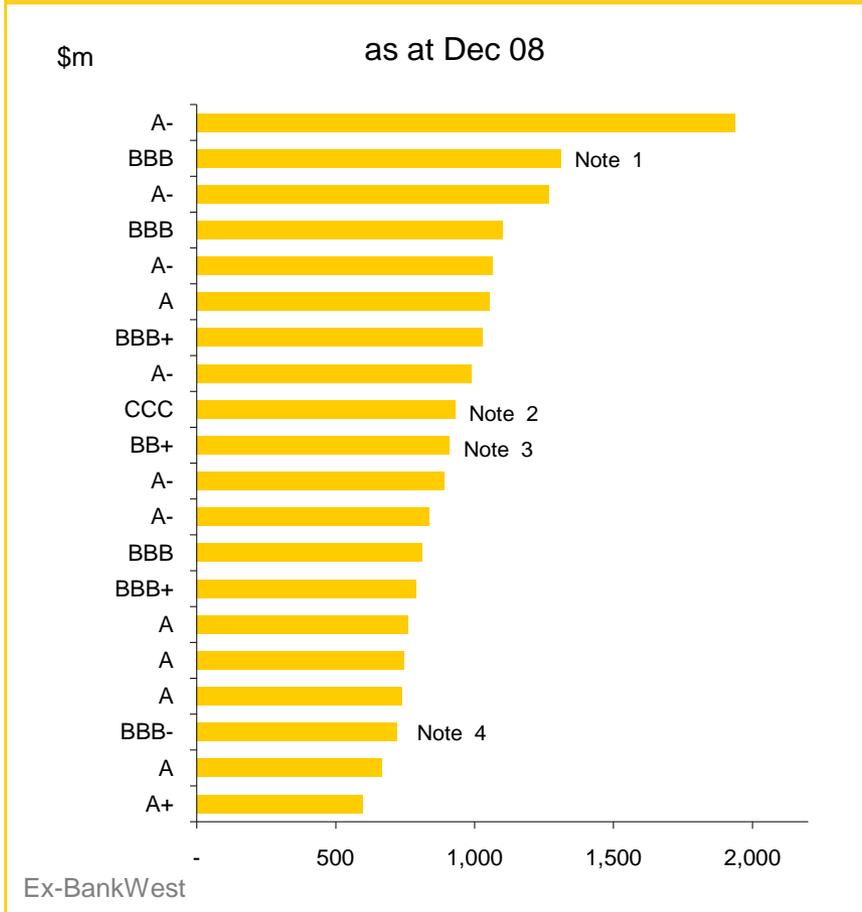
\* Total exposure = balance for uncommitted facilities; greater of limit or balance for committed facilities. Excludes settlement exposures



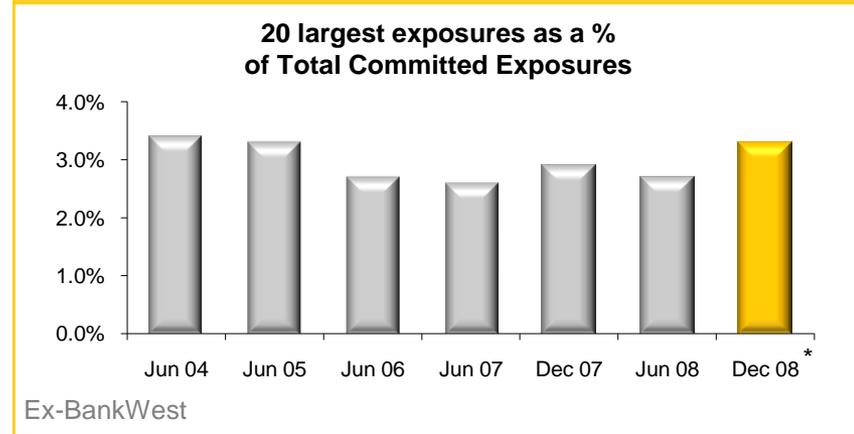
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# Large Exposures

## Top 20 Commercial Exposures \*



## 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.
3. \$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.

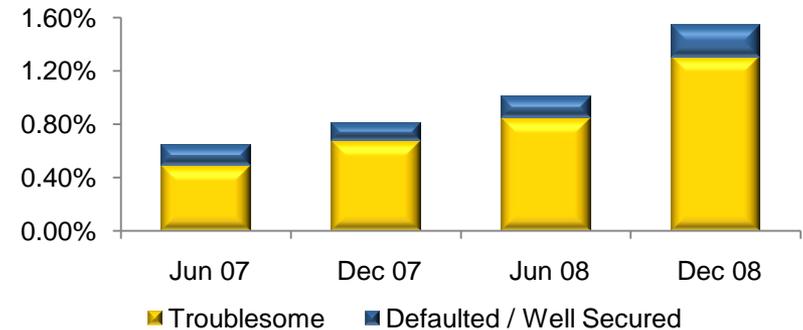


# Troublesome\* Exposures

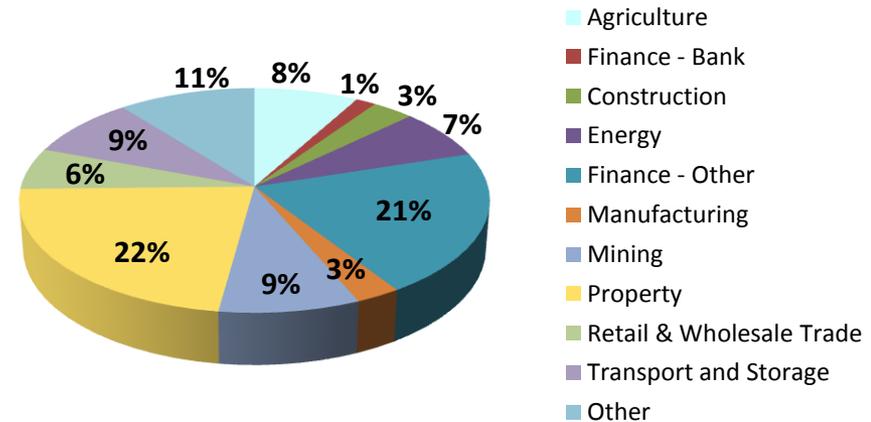
## Increasing vigilance in uncertain times

- 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

Troublesome Exposures as a % of Total Commercial Exposures



Sector Profile



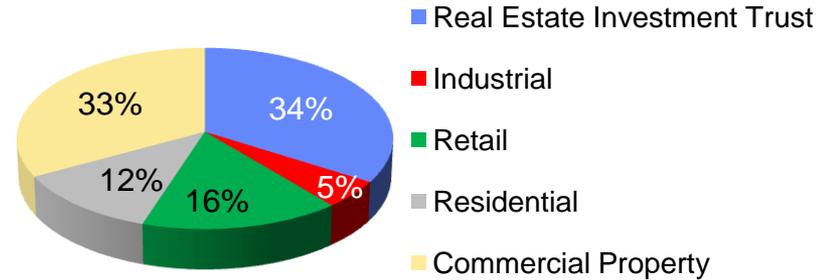
\* Includes defaulted / well secured exposures and exposures where there is a potential for default within ~ 12 months if a sustained improvement in financial performance is not achieved within the short term. Does not include impaired exposures.



# 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%

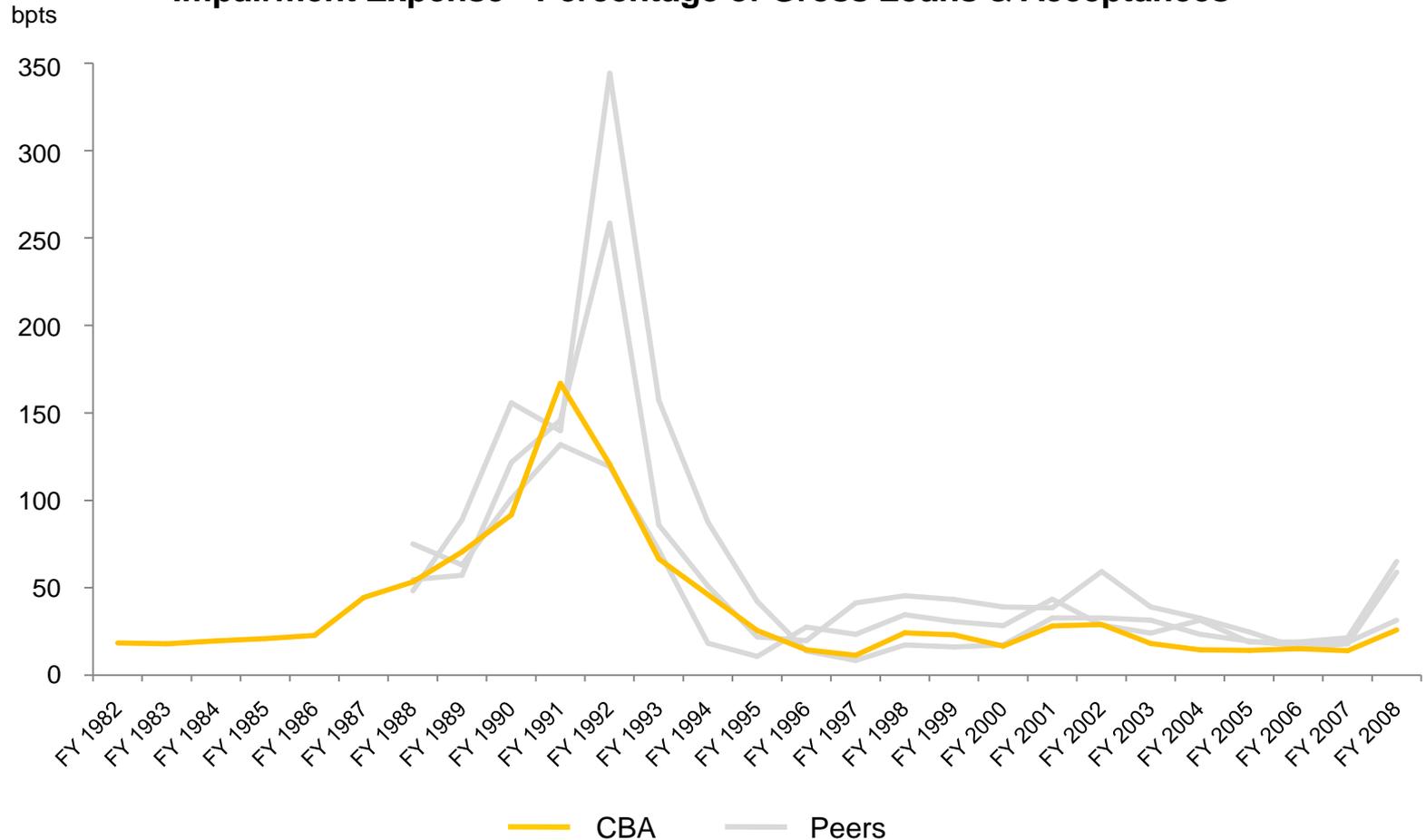


Property segments	Secured portion	Average LVR
Commercial	87%	52%
Industrial	80%	53%
Real Estate Investment Trusts	44%	50%
Residential	91%	54%
Retail	84%	50%
<b>All segments</b>	<b>72%</b>	<b>51%</b>



# Impairment Expense - Historical

## Impairment Expense - Percentage of Gross Loans & Acceptances



# Impairment Costs - Historical

## Early 1990's Recession

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



\* Mar 90. Vacancy rates relates to Sydney office space.



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# Counterparty & Other Exposures

<b>US Debt/Agency</b>	<ul style="list-style-type: none"> <li>■ No exposures to foreign sub-prime.</li> <li>■ No exposure to Fannie Mae, Freddie Mac or Federal Home Loan Bank.</li> <li>■ Net exposure to Sallie Mae ~ \$150m.</li> </ul>
<b>Non-Conforming Mortgage-Backed Exposure</b>	<ul style="list-style-type: none"> <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>
<b>CMBS</b>	<ul style="list-style-type: none"> <li>■ \$123m of CMBS – majority AAA-rated Centro CMBS. Also GBP28m in AAA and AA rated notes.</li> <li>■ \$585m of commercial property securitisation warehouse exposures - 98% rated BBB or better.</li> </ul>
<b>Equipment Receivables</b>	<ul style="list-style-type: none"> <li>■ Warehouse facilities drawn to ~\$290m with over 75% rated BBB or better.</li> </ul>
<b>Asset Backed Commercial Paper (ABCP) Conduits</b>	<ul style="list-style-type: none"> <li>■ One Bank-sponsored ABCP conduit (SHIELD) with its standby facility fully drawn to \$800m.</li> <li>■ Conduit holds AAA-rated Medallion assets.</li> <li>■ Standby facilities to other conduits of \$730m, currently drawn to \$245m.</li> <li>■ Conduits primarily fund Australian RMBS - all conduits short term ratings of A-1+.</li> </ul>
<b>Other Asset Classes</b>	<ul style="list-style-type: none"> <li>■ ~\$1.1bn in warehouse style facilities provided principally to fund reverse mortgage assets and associated working capital facilities.</li> <li>■ Average LTV ratio on underlying pools of ~18%.</li> </ul>



Ex-BankWest



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# Counterparty & Other Exposures

<b>Lenders Mortgage Insurance</b>	<ul style="list-style-type: none"> <li>■ Mortgage insurance outsourced to Genworth (98%) and PMI (2%).</li> <li>■ “Extreme stress” scenario* - expected loss demand on LMI of ~\$598m.</li> </ul>
<b>CDOs</b>	<ul style="list-style-type: none"> <li>■ Total exposure of ~\$60m, with \$7m collateralised by cash and AAA Australian RMBS.</li> </ul>
<b>Stock Lending</b>	<ul style="list-style-type: none"> <li>■ No material exposure.</li> <li>■ No exposure to Equity Finance.</li> </ul>
<b>Private Equity</b>	<ul style="list-style-type: none"> <li>■ ~\$1.1bn exposure to leveraged private equity owned counterparties.</li> <li>■ Well diversified across industries and private equity sponsors.</li> </ul>
<b>Hedge Funds</b>	<ul style="list-style-type: none"> <li>■ ~USD15m of direct exposure.</li> <li>■ Uncollateralised exposure (MtM ~\$8m) to hedge funds via FX and interest rate swap products.</li> </ul>
<b>Monoline Insurers</b>	<ul style="list-style-type: none"> <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.



**Determined** to be different

# 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

RWA Movement (%)		
	Total	Tier 1 ratio impact (bpt)
Credit Risk	18%	(116)
Traded Market Risk	-8%	1
IRRBB	Nil	59
Operational Risk	3%	(1)
<b>Total</b>	<b>8%</b>	<b>(57)</b>

	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)
<b>Total Tier 1 impact (bpts)</b>	<b>(85)</b>	<b>(31)</b>	<b>(116)</b>	<b>(107)</b>	<b>(9)</b>	<b>(116)</b>



Ex-BankWest

\* Other includes Credit Risk Weighted Assets for the Sovereign asset class as well as other Basel Asset standardised classes including margin lending, equities, securitised and other assets and claims.



Determined to be different

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# Capital Considerations

Target Range	<ul style="list-style-type: none"> <li>▪ Tier One Capital target range amended to in excess of 7%.</li> </ul>
PERLS II	<ul style="list-style-type: none"> <li>▪ PERLS II \$750m to be redeemed in March 2009. Pre-funded by share issue in December 2008</li> </ul>
Share Purchase Plan	<ul style="list-style-type: none"> <li>▪ Offer period from 16<sup>th</sup> February to 11<sup>th</sup> March</li> <li>▪ Pricing is the lower of \$26 and the 5 day VWAP at the end of offer period</li> <li>▪ CBA reserves the right to scale back</li> </ul>
BankWest	<ul style="list-style-type: none"> <li>▪ BankWest reporting under Basel I at December 2008</li> <li>▪ CBA Group treating BankWest as a non-consolidated subsidiary. APRA's prescribed treatment includes:             <ul style="list-style-type: none"> <li>➢ Equity invested (ordinary share capital and Tier 2 subordinated debt) to be deducted 50% from Tier 1 and Tier 2 Capital</li> <li>➢ Profit associated with discount on acquisition excluded from capital</li> <li>➢ BankWest RWA excluded from capital calculation</li> </ul> </li> <li>▪ BankWest expected to move to Basel II Standardised by March 2009</li> <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
<b>December 08 Actual</b>	<b>6.6%</b>	<b>8.8%</b>	<b>11.4%</b>
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%
<i>Total Adjustments</i>	<i>2.4%</i>	<i>2.9%</i>	<i>2.2%</i>
<b>December 08 Actual – Normalised</b>	<b>9.0%</b>	<b>11.7%</b>	<b>13.6%</b>



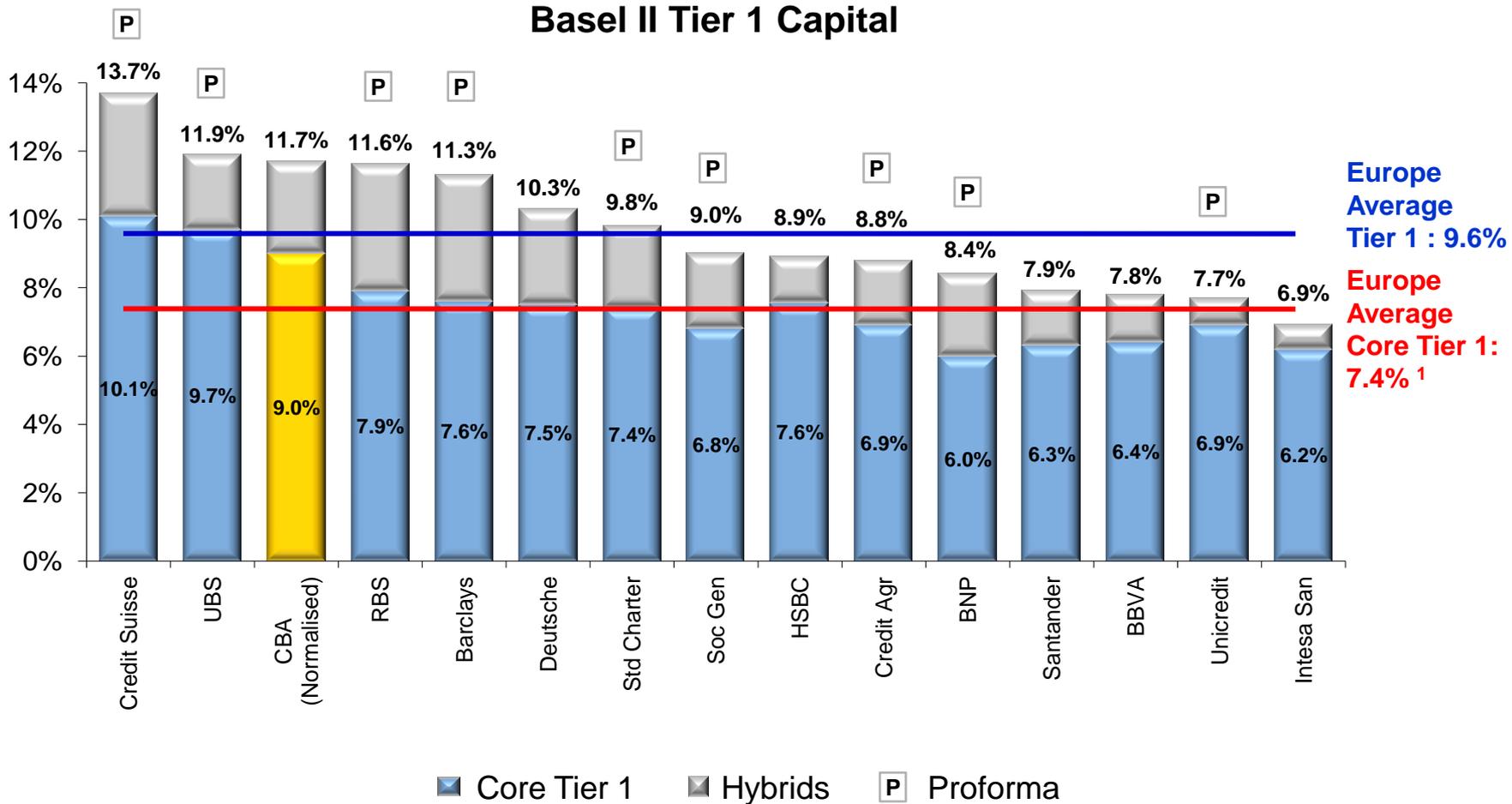
1. Represents Fundamental Tier One capital net of Tier One deductions.
2. Based on APRA 20% loss given default (LGD) floor compared to FSA 10% and CBA's downturn LGD loss experience.
3. VIF at acquisition is treated as goodwill and intangibles and therefore is deducted at Tier 1 by APRA. FSA allows VIF to be included in Tier 1 Capital but deducted from Total Capital.



**Determined** to be different

# European Comparison

The Bank's Tier 1 Capital Ratio compares favourably to domestic 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.

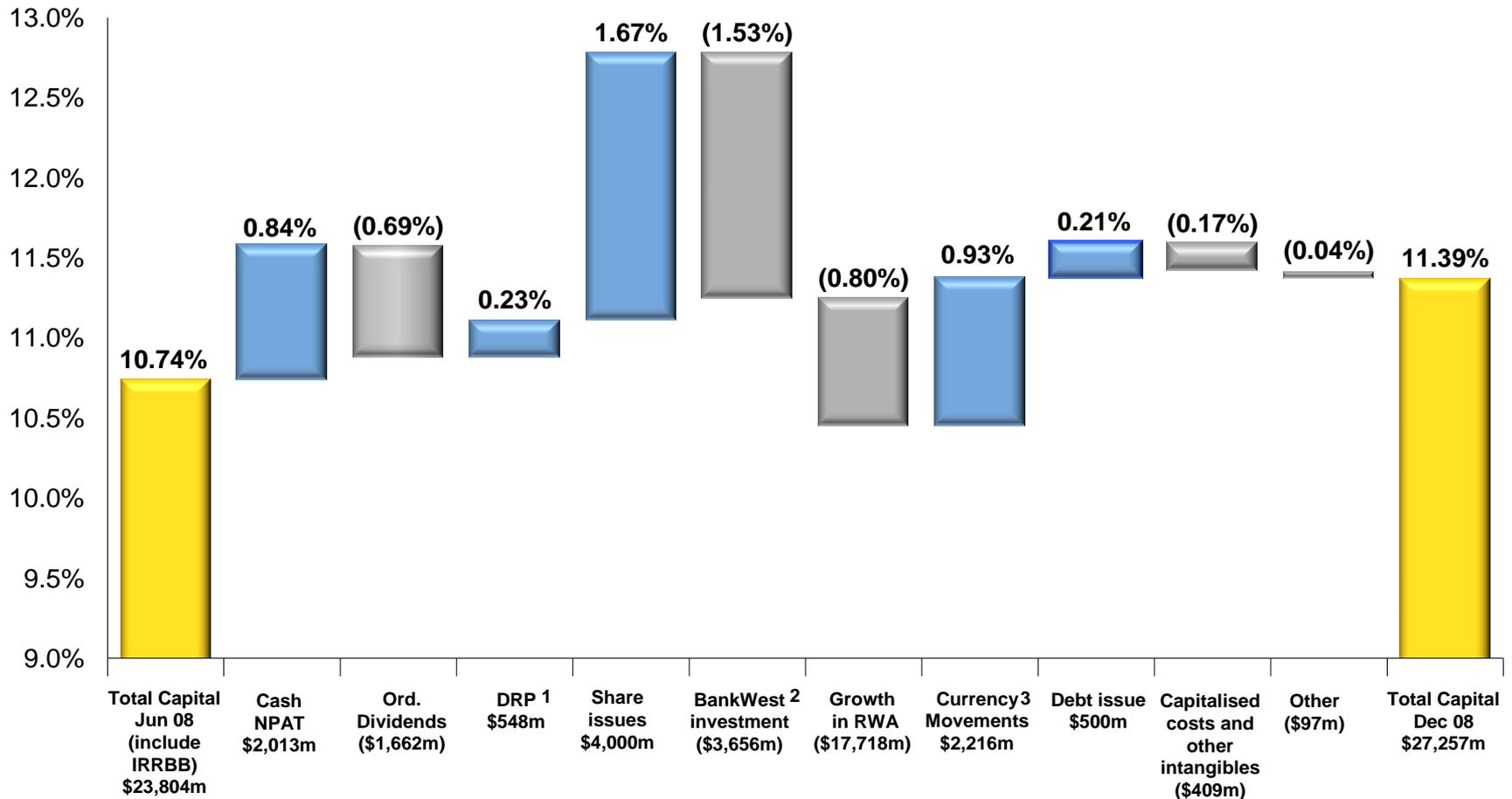
1. Reflects Tier 1 Capital less hybrid Tier 1 instruments.



**Determined** to be different

# Total Capital Movement

Half year to December 2008



- 1 Assumes 33% DRP participation.
- 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.



Determined to be different

# Regulatory Expected Loss

	Jun 08 \$m	Dec 08 \$m
<b>Regulatory Expected Loss (EL) – before tax</b>	<b>2,372</b>	<b>3,382</b>
<b>Eligible Provision <sup>1</sup></b>		
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)
<b>Total Eligible Provision</b>	<b>1,198</b>	<b>2,172</b>
<b>Regulatory EL in excess of Eligible Provision</b>	<b>1,174</b>	<b>1,210</b>
<b>Tier 1 deduction – 50%</b>	<b>587</b>	<b>605</b>
<b>Tier 2 deduction – 50%</b>	<b>587</b>	<b>605</b>
<b>Total Capital Deduction</b>	<b>1,174</b>	<b>1,210</b>



<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

## Hybrid 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

	Issue Date	Currency	Amount (\$m)	First call / Conversion 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

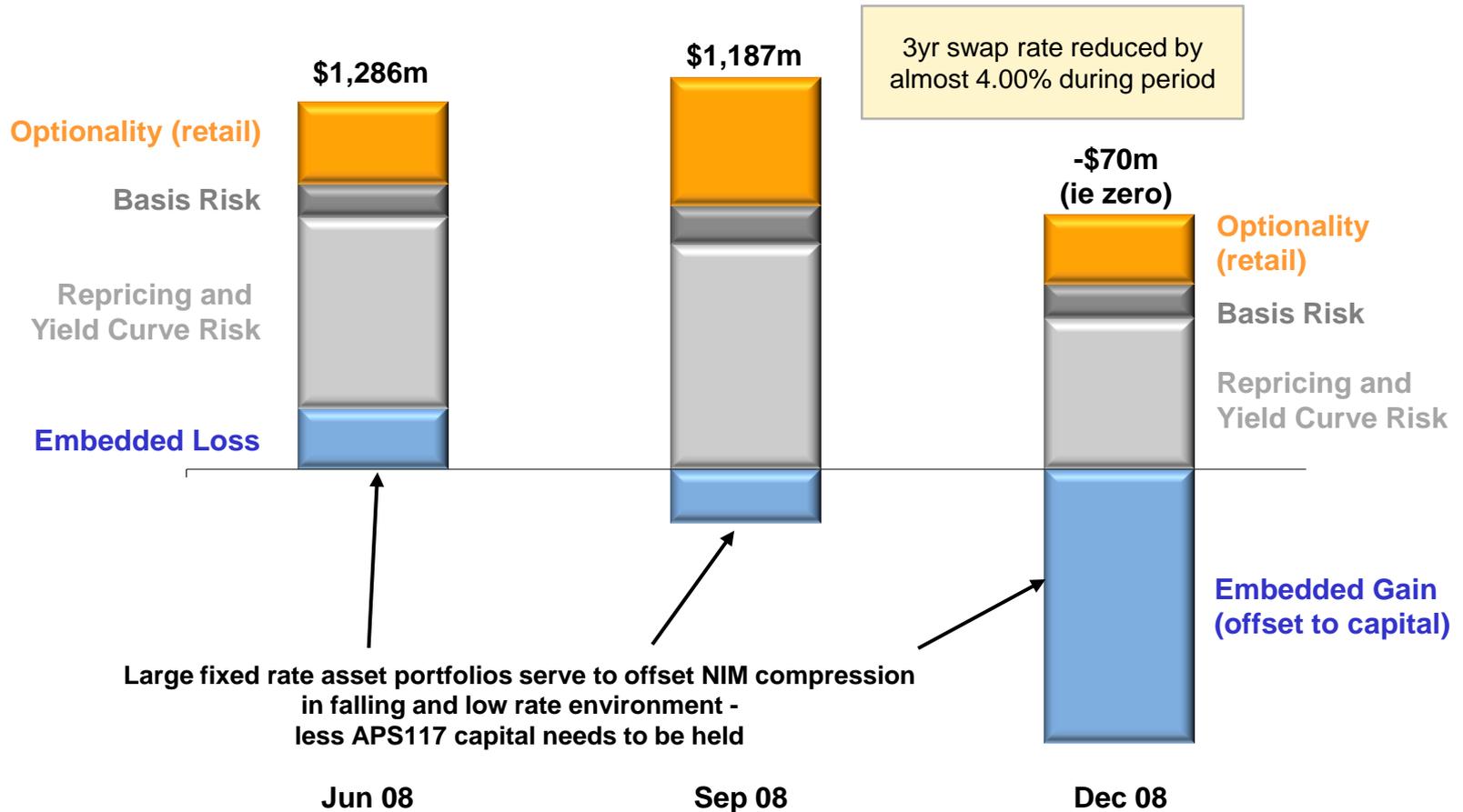


# Capital Treatment

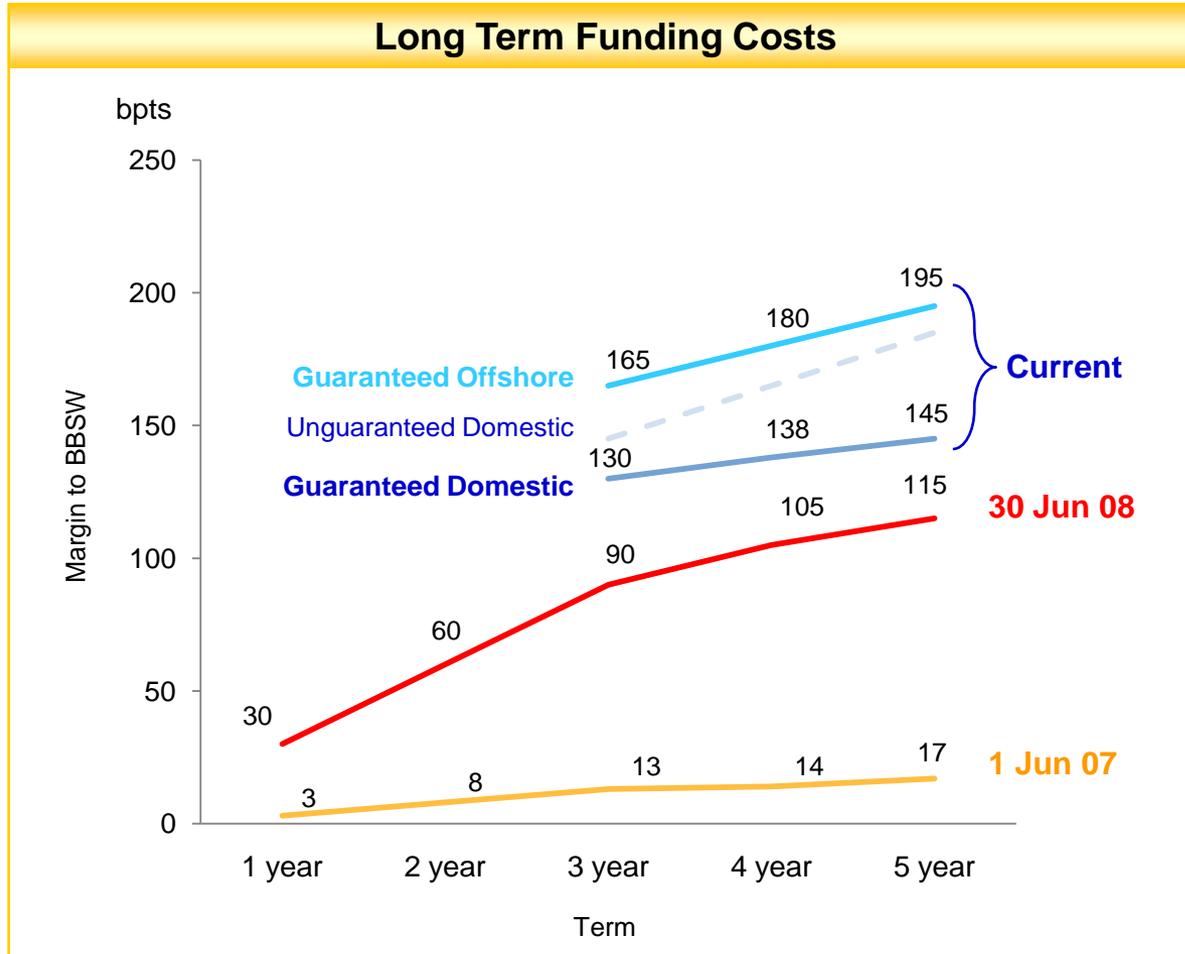
	AIFRS	APRA		
	Accounting	Tier 1	Tier 2	Total
<b>Shareholders' Equity</b>				
Ordinary Share Capital	✓	✓		✓
Other Equity Instruments	✓	✓		✓
Reserves				
General Reserve & Capital Reserve	✓	✓		✓
Asset Revaluation Reserve	✓		✓	✓
Other reserve accounts	✓			
Retained Earnings	✓	✓		✓
Minority Interests	✓	✓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

# Interest Rate Risk

## Capital Assigned to Interest Rate Risk in Banking Book - APS117



# Funding Costs



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# Sustainability Metrics

	1H09	2008	2007	2006	2005	2004
<b>Customers</b>						
<b>Customer satisfaction rating – Main Financial Institution (MFI) Retail<sup>1</sup></b>	72.5%	70.1 %	70. 5%	64. 9%	65. 4%	63. 2%
<b>Customer satisfaction rating – Business<sup>2</sup></b>	76.8%	73.9%	60. 7%	56. 5%	55. 5%	54. 0%
<b>Customer satisfaction rating – Wealth<sup>3</sup></b>	annual	7. 70	7. 96	7. 51	7. 85	7. 86
<b>Environmental</b>						
<b>Greenhouse gas emissions</b> 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
<b>Energy use</b> 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
<b>People</b>						
<b>Employee satisfaction</b> Gallup Survey GrandMean <sup>10</sup>	annual	4. 28	4. 13	4. 15	4. 08	3. 94
<b>Employee turnover</b> Voluntary <sup>11</sup>	13.69%	18. 45%	14. 94%	15.94%	na	na
<b>Absenteeism</b> Average days per FTE <sup>12</sup>	6.2	6. 5	6. 2	6.0	na	na
<b>Safety</b> 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](http://www.commbank.com.au/sustainability)**



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# Economic Summary

## CBA Economists summary of key indicators

Year ended 30 Jun

	2005	2006	2007	2008	2009 (f) <sup>1</sup>	2010 (f) <sup>1</sup>
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 to 11½
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

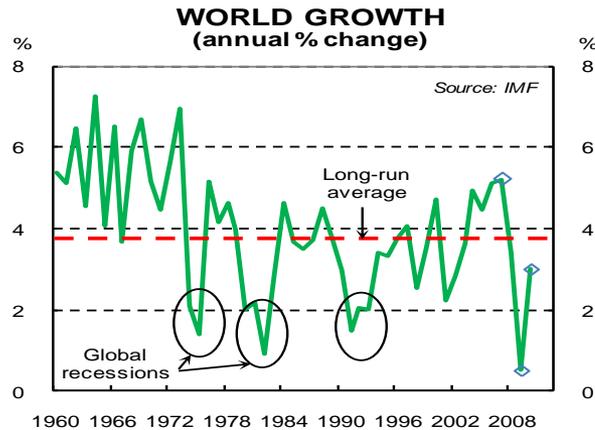


1 CBA economics forecast for the Australian market as at end January 2009.

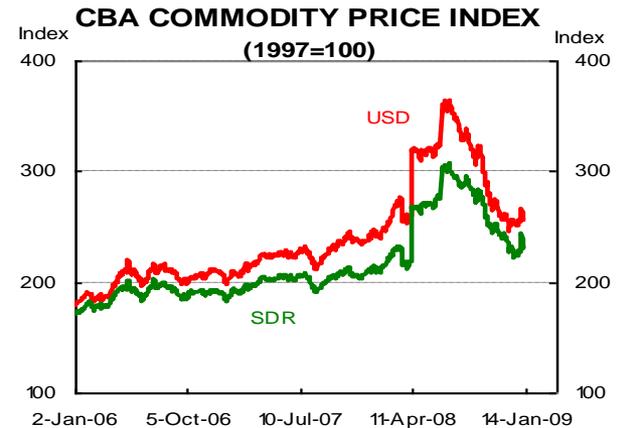


# Global Backdrop

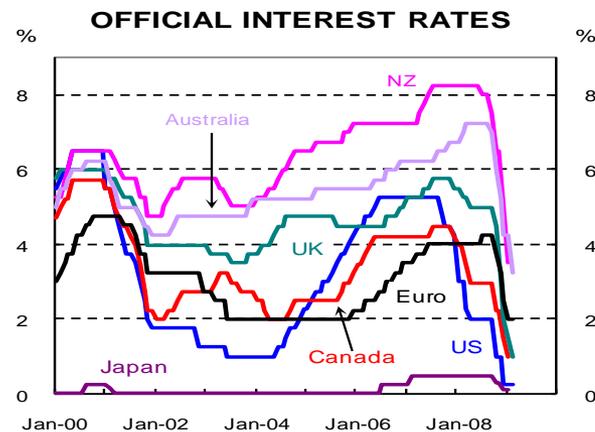
## Global Recession in 2009



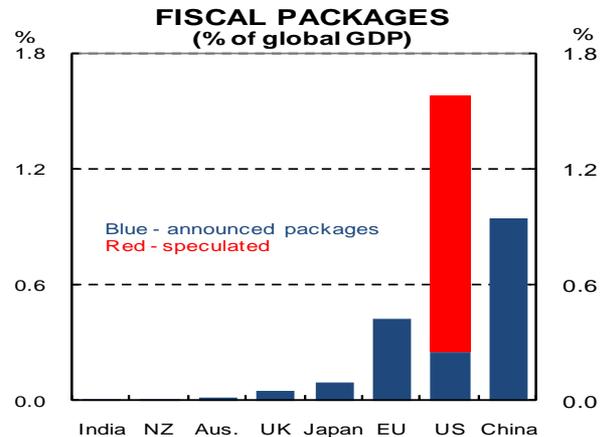
## Commodity prices have fallen



## Central Banks are cutting rates

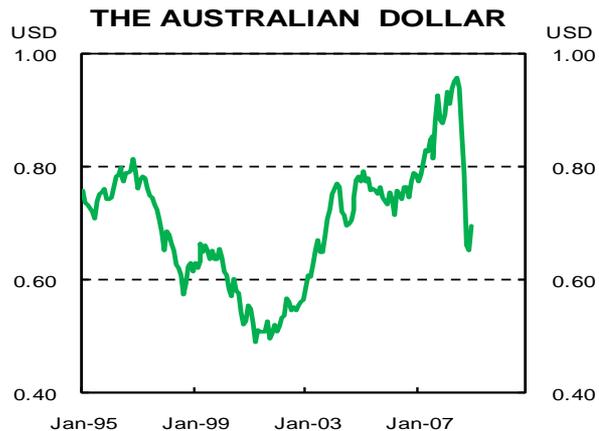


## Governments are providing fiscal stimulus

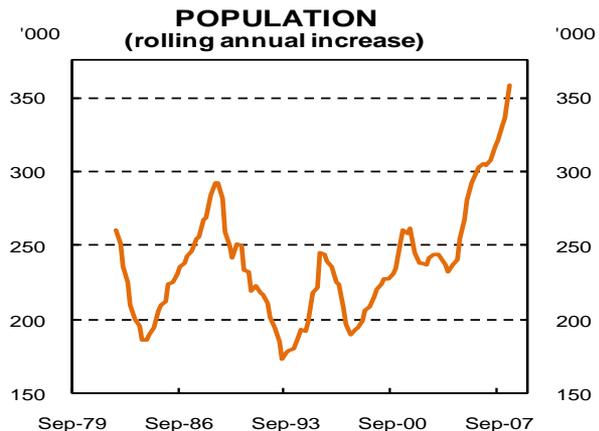


# Domestic Protection

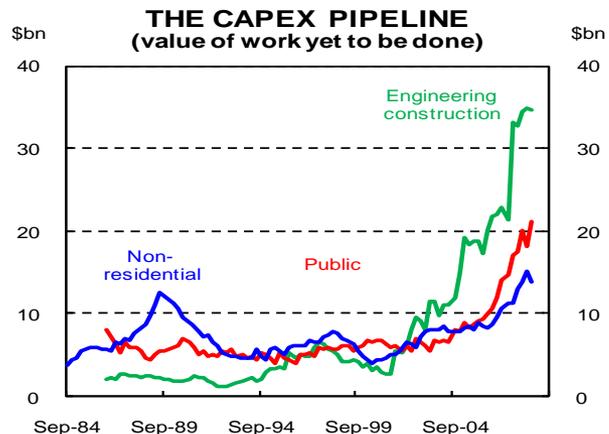
## Lower AUD helps offset external shocks



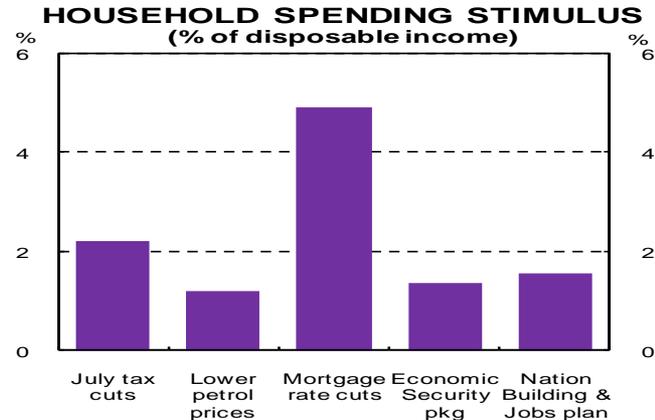
## Demographics are supporting housing



## A large pipeline of capex projects is in place

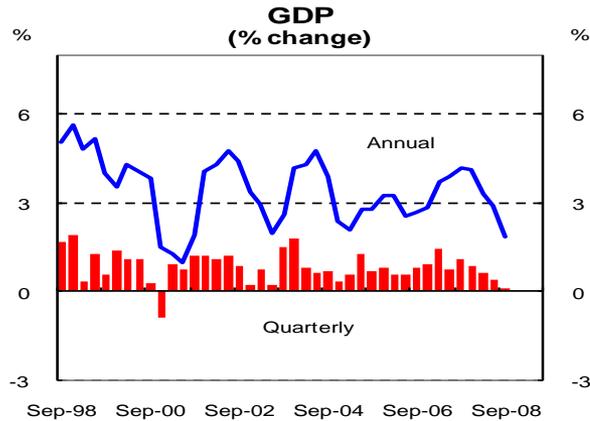


## Policy has been pre-emptive

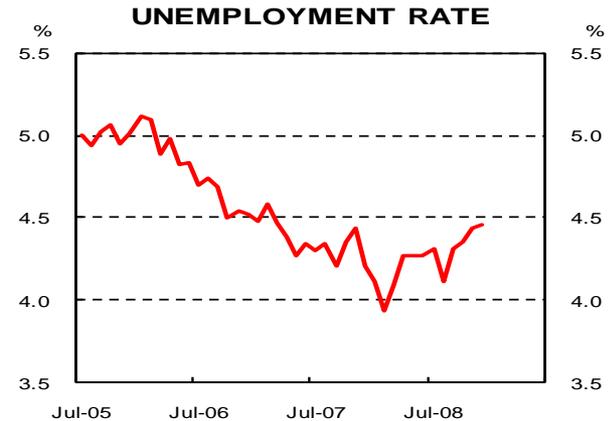


# Domestic Risks

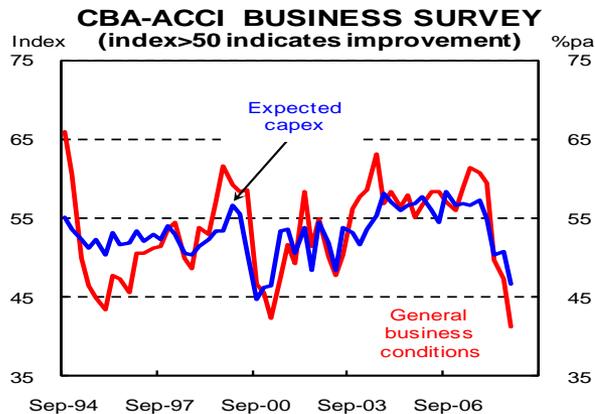
## The pace of activity has slowed sharply



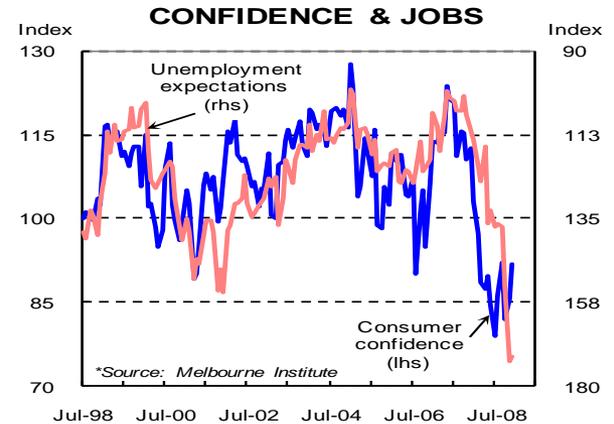
## Unemployment is edging higher



## Some capex projects are being deferred

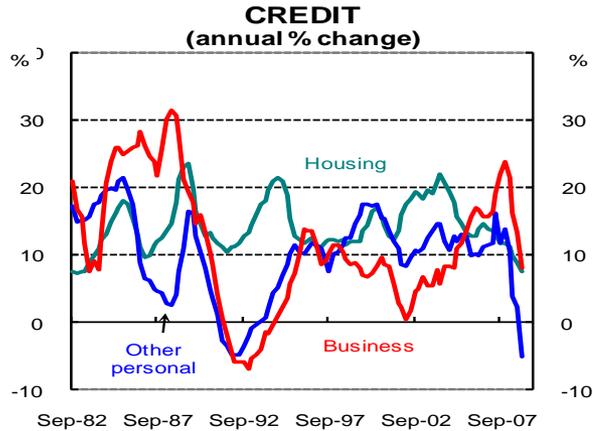


## Consumers & businesses are cautious

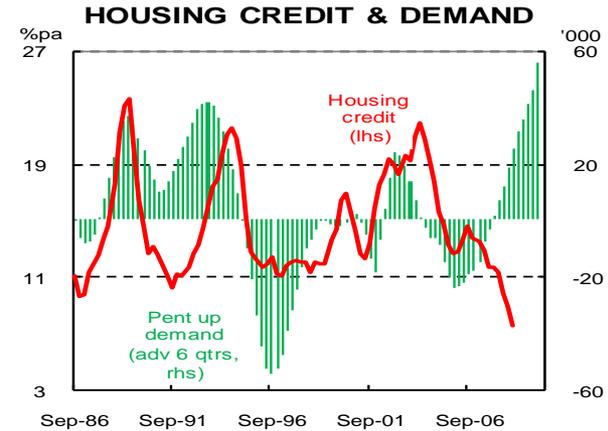


# Credit Drivers

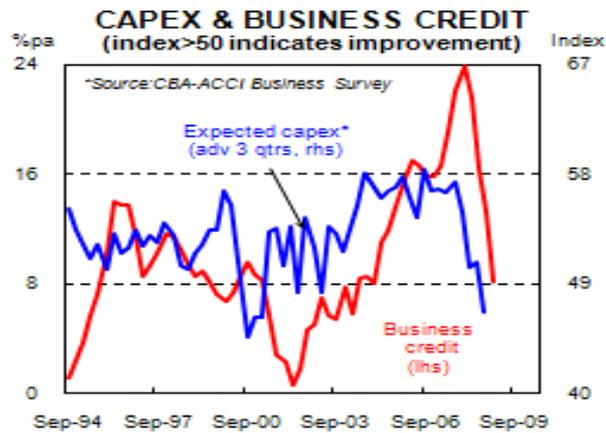
## Credit Growth



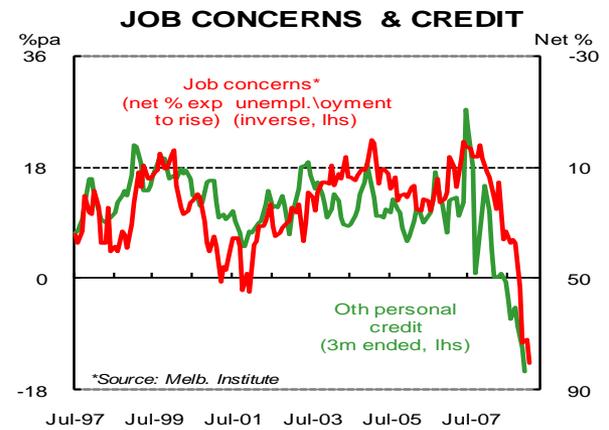
## Housing



## Business

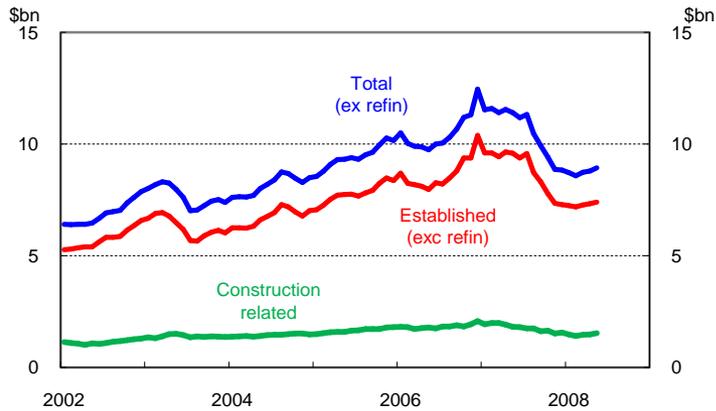


## Other Personal

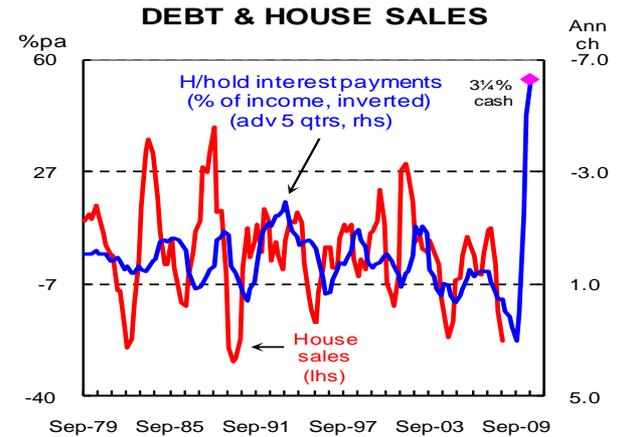


# Housing Indicators

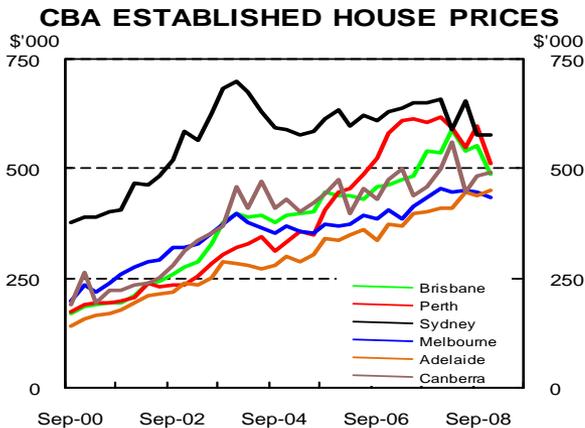
## Housing loan approvals



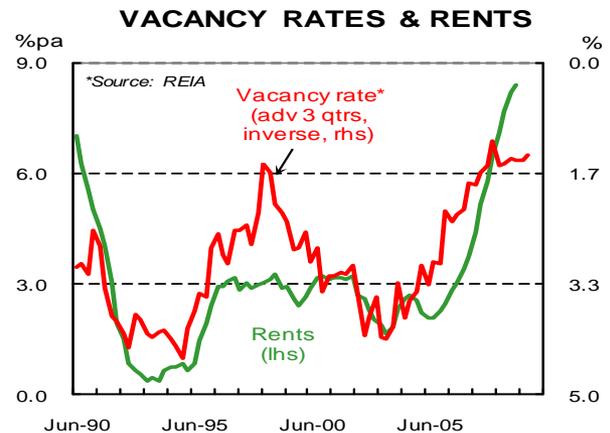
## Housing affordability improving



## Established house prices sluggish

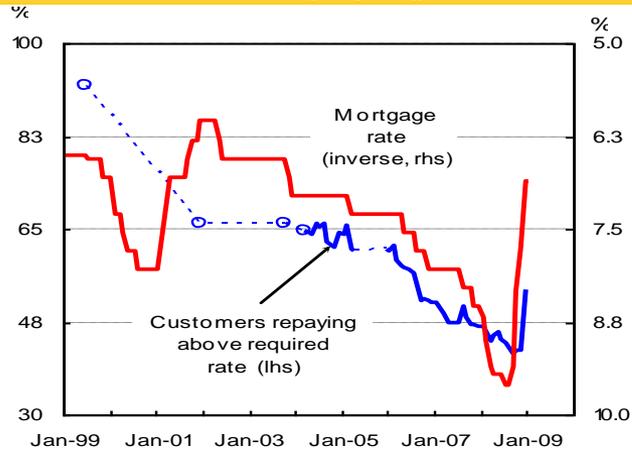


## Vacancy rates low & rents rising

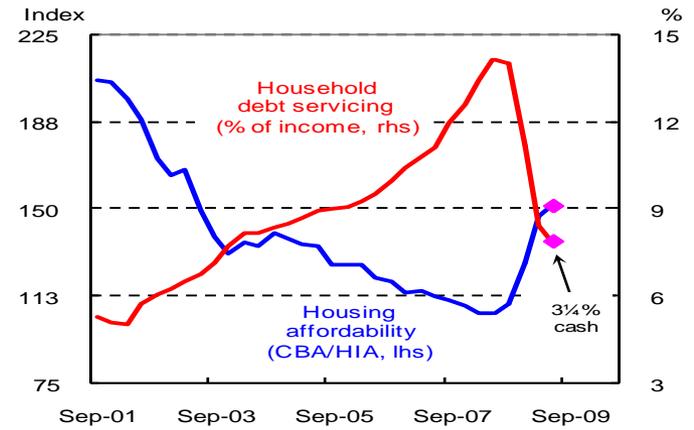


# Housing Indicators

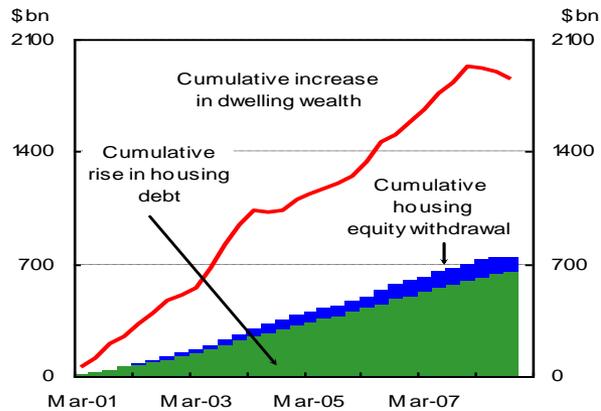
## 55% customers paying in advance



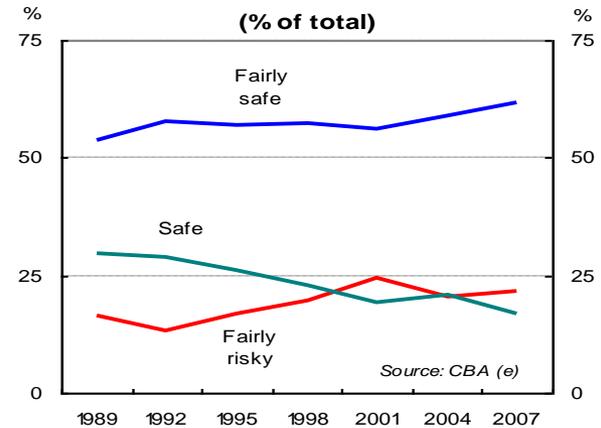
## Easing financial pressures



## Housing equity withdrawal



## Aust H/H assets by risk

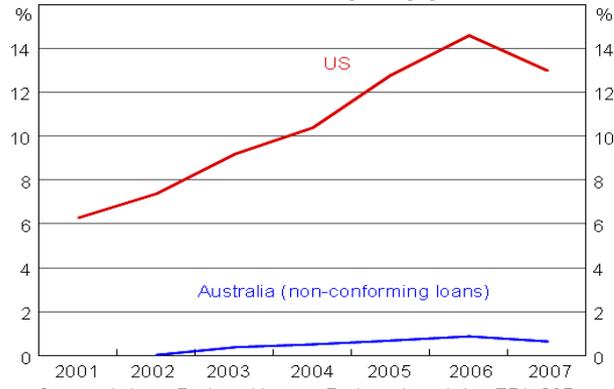


# System Credit Quality

## Sub-prime housing market

### Size of Sub-prime Housing Markets

Share of outstanding mortgages

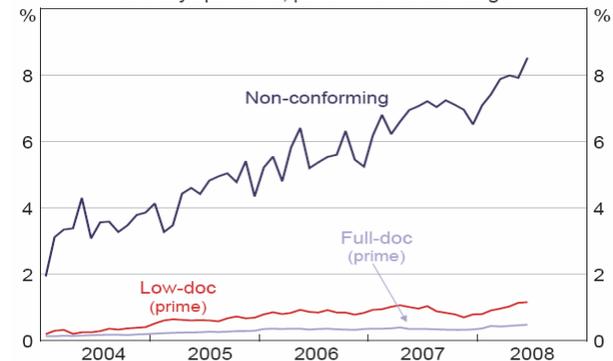


Sources: Lehman Brothers; Mortgage Bankers Association; RBA; S&P

## Housing loan arrears

### Housing Loan Arrears by Loan Type\*

90+ days past due, per cent of outstandings

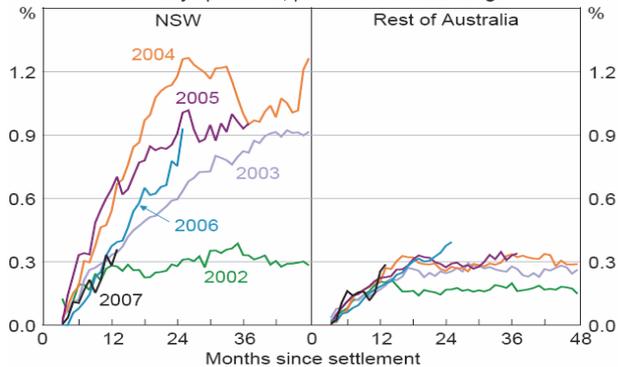


\* Securitised loans  
Sources: Perpetual; RBA; Standard & Poor's

## Arrears by State

### Housing Loan Arrears by Cohort\*

90+ days past due, per cent of outstandings

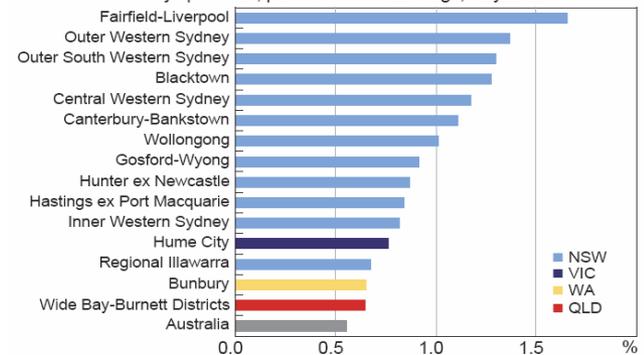


\* Prime loans securitised by all lenders  
Sources: Perpetual; RBA

## Arrears by region

### Housing Loan Arrears by Region\*

90+ days past due, per cent of outstandings, July 2008\*\*



\* With securitised loans outstanding greater than \$250 million  
\*\* Prime loans securitised by all lenders  
Sources: ABS; Perpetual; RBA



# Results Presentation

For the half year ended 31 December 2008

Ralph Norris

CHIEF EXECUTIVE OFFICER

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David Craig

CHIEF FINANCIAL OFFICER



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11 February 2009

Commonwealth Bank of Australia ACN 123 123 124



**Determined** to be different