

**Determined** to be better than we've ever been.

**Ralph Norris**

CHIEF EXECUTIVE OFFICER



# Media Presentation

For the full year ended 30 June 2010

11 August 2010

Commonwealth Bank of Australia ACN 123 123 124



**Commonwealth**Bank



# Disclaimer

The material that follows is a presentation of general background information about the Group's activities current at the date of the presentation, 11 August 2010. It is information given in summary form and does not purport to be complete. It is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. These should be considered, with or without professional advice when deciding if an investment is appropriate.



# Overview

- Another good financial result
- Disciplined strategy execution continuing to deliver
- Challenging operating environment – signs of momentum slowing
- Global uncertainty continuing – conservative settings retained
- Well placed for medium term



# Another good financial result

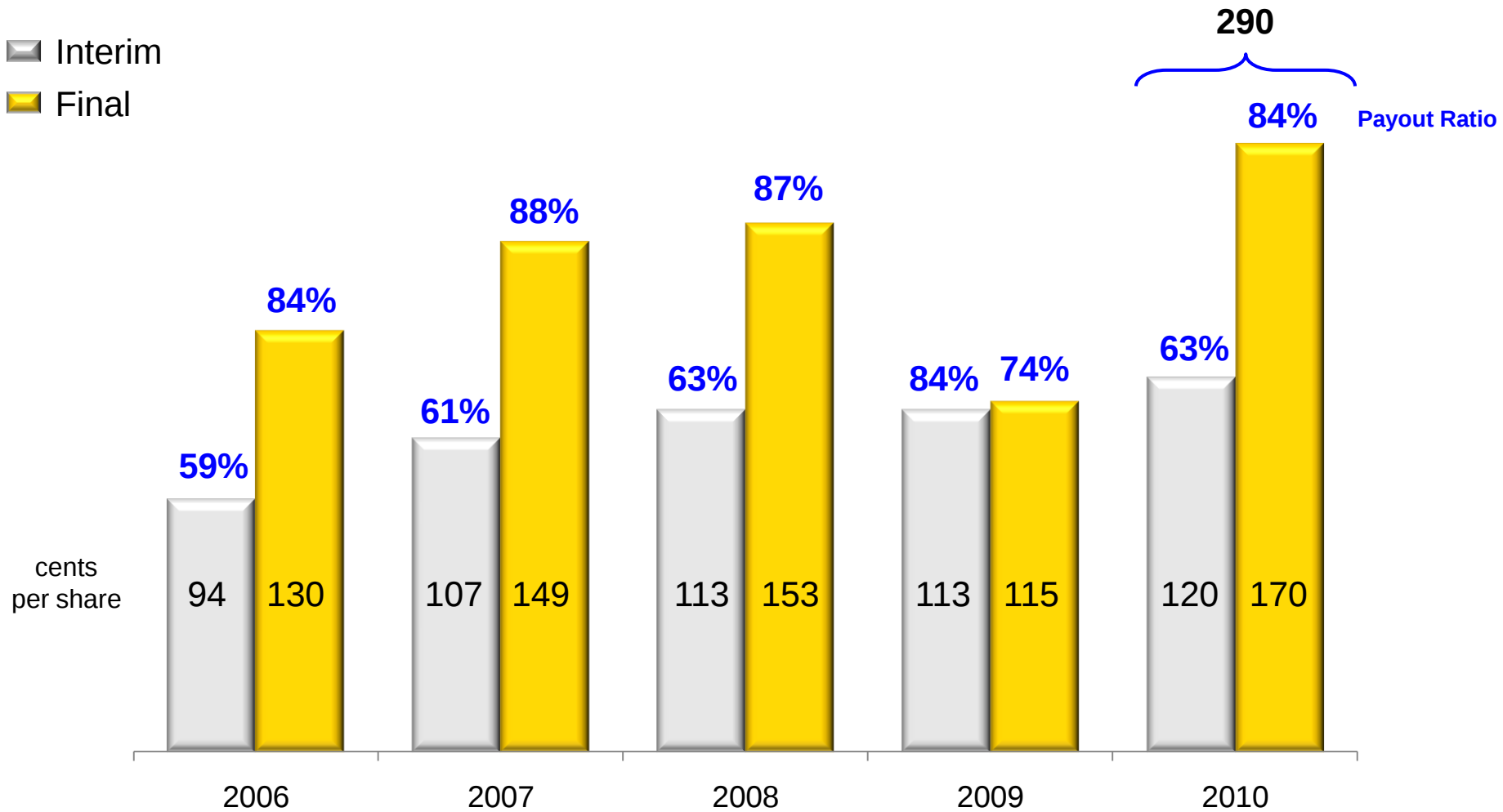
|                            | Jun 10 | vs Jun 09 |
|----------------------------|--------|-----------|
| Cash NPAT (\$m)            | 6,101  | 42%       |
| Statutory NPAT (\$m)       | 5,664  | 20%       |
| ROE                        | 18.7%  | 370bpts   |
| Cash EPS (cents)           | 396    | 34%       |
| Dividend per Share (cents) | 290    | 27%       |



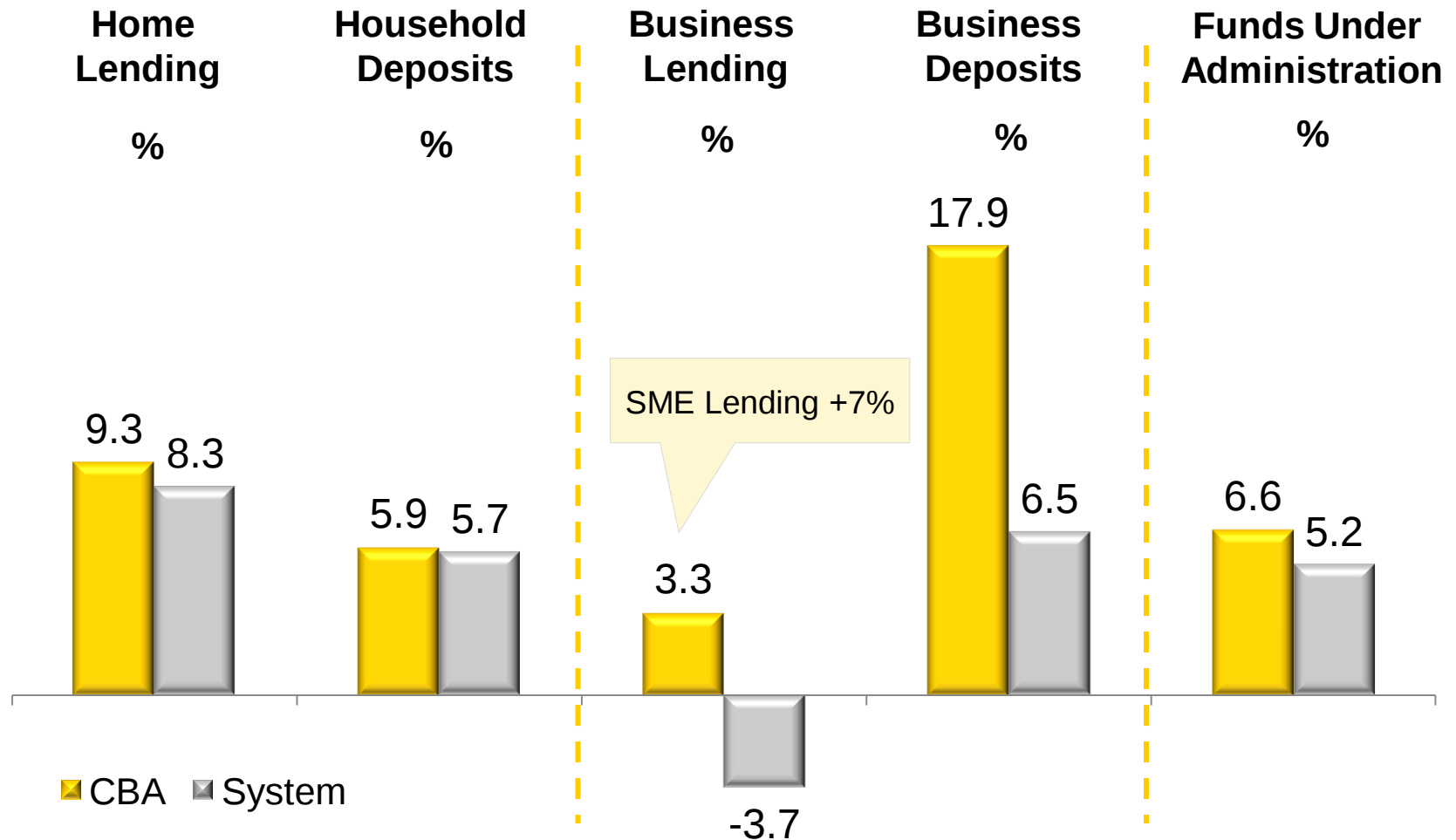
# Delivering for Shareholders

■ Interim

■ Final



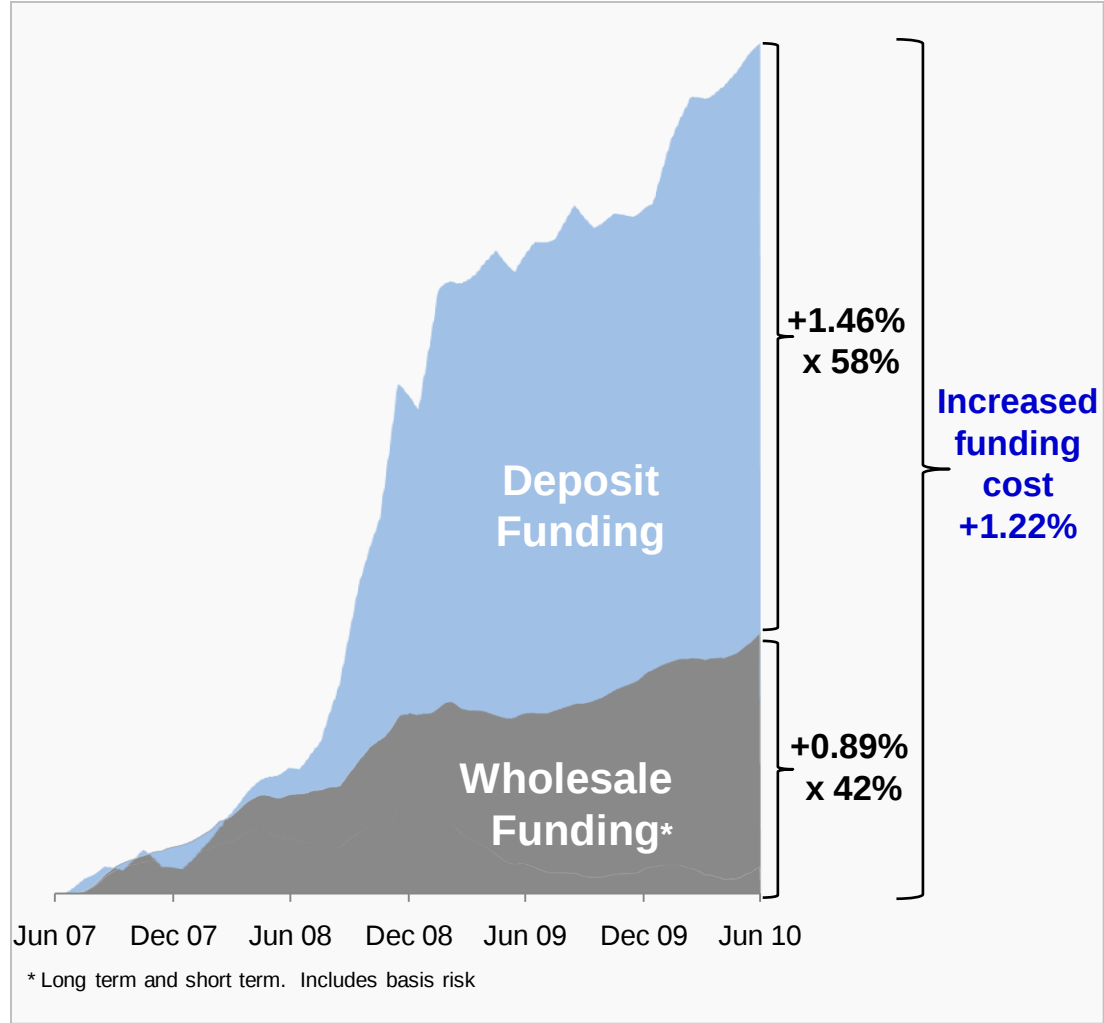
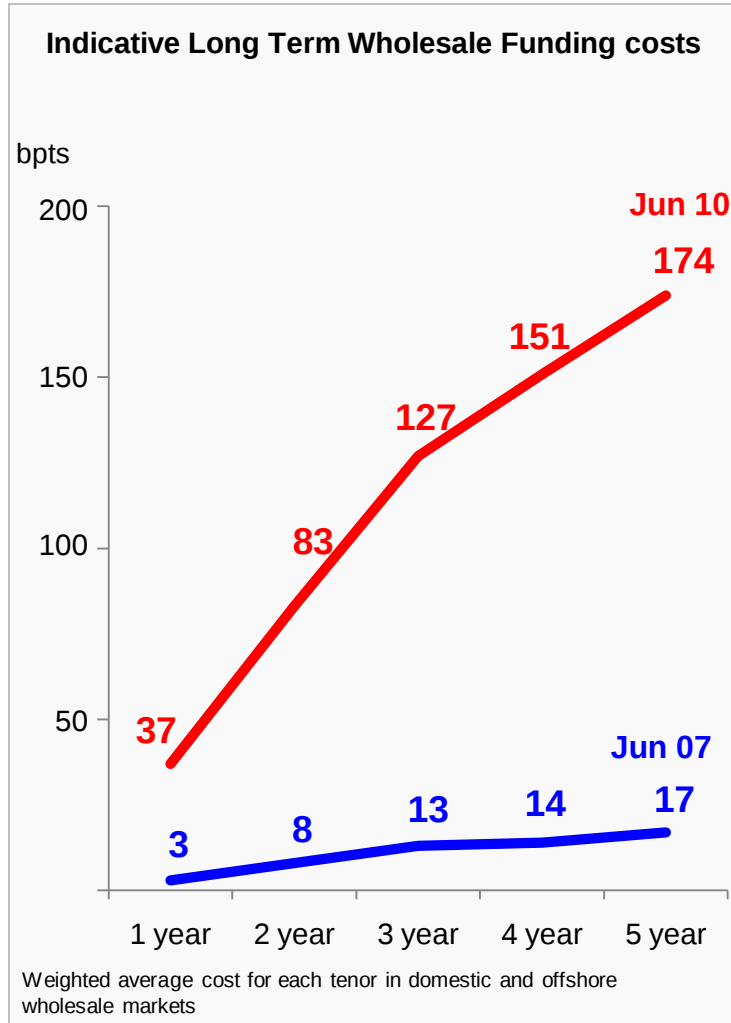
# Strong six-month volume growth



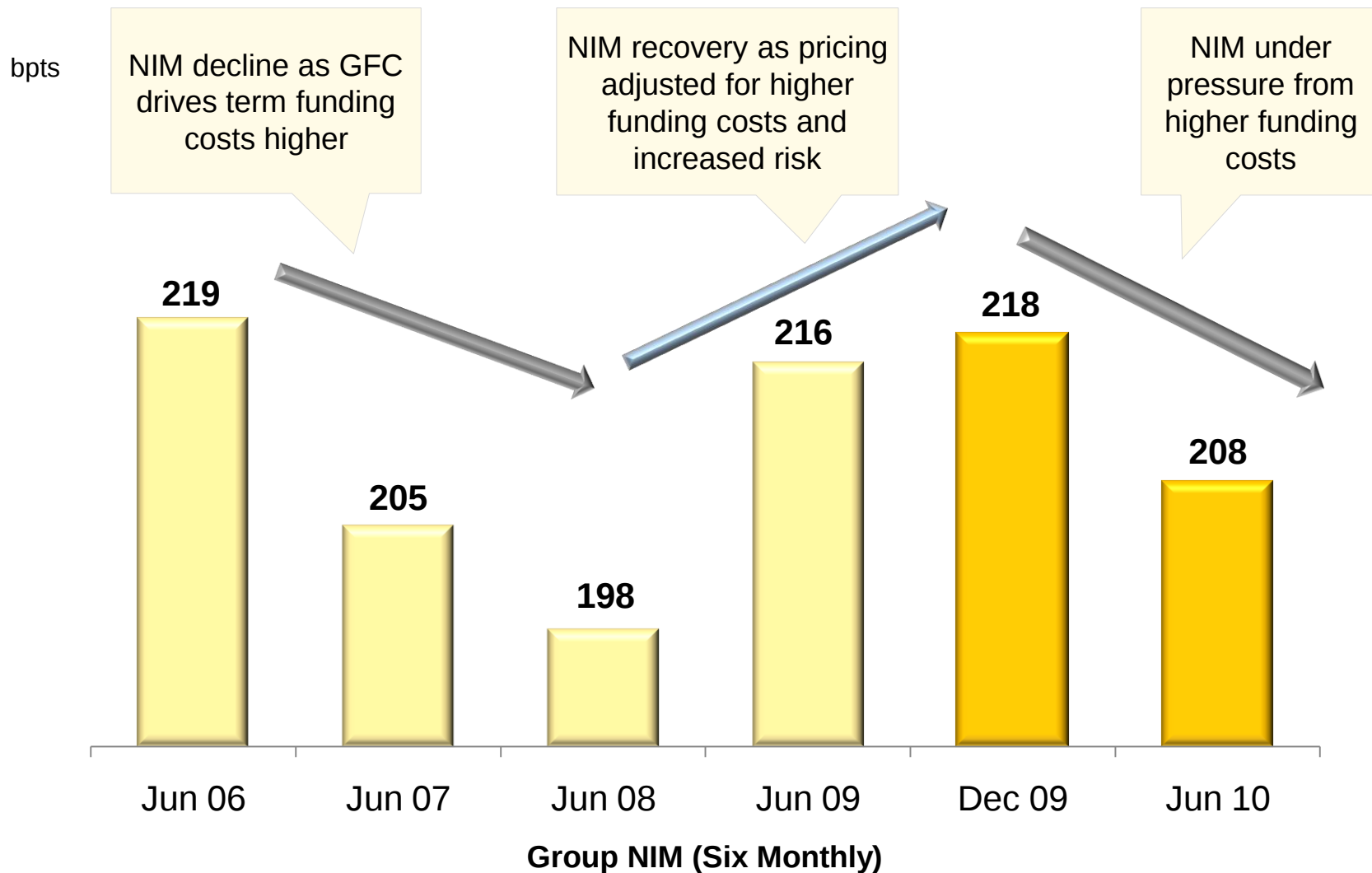
Growth rates inclusive of Bankwest balances. All figures are six month balance movements annualised. Figures adjusted for restatements where appropriate.

Source : APRA / RBA, except for Funds Under Administration – Source: Plan for Life – six months to Mar-10 annualised.

# Funding costs continue to increase



# Funding costs higher in 2H10



# Transformational change - scorecard

| Customer Satisfaction                                  | June 2006        | June 2010                    | Progress |
|--------------------------------------------------------|------------------|------------------------------|----------|
| Retail <sup>1</sup>                                    | 64.9%            | 75.6%                        | ✓        |
| Business - TNS <sup>2</sup>                            | 56.5%            | 67.9%                        | ✓        |
| Business - DBM <sup>5</sup>                            | n/a              | Ranked 1st                   | ✓        |
| FirstChoice <sup>3</sup>                               | Ranked 2nd       | Ranked 1st                   | ✓        |
| Share of Ombudsman Complaints                          | 29.8%            | 15.1%                        | ✓        |
| <b>Market Shares <sup>6</sup></b>                      |                  |                              |          |
| Home Lending                                           | 18.7%            | 26.2%                        | ✓        |
| Business Lending                                       | 12.1%            | 19.5%                        | ✓        |
| Household Deposits                                     | 29.3%            | 31.3%                        | ✓        |
| Business Deposits                                      | 11.9%            | 22.9%                        | ✓        |
| Products per Customer <sup>4</sup>                     | 2.17             | 2.56                         | ✓        |
| <b>System Reliability – Sev. 1 incidents pa</b>        | 66               | 14                           | ✓        |
| <b>Processing times – New Home Loans <sup>7</sup></b>  | 14 days          | 6 days                       | ✓        |
| <b>Employee Engagement – Percentile</b>                | 69 <sup>th</sup> | 76 <sup>th</sup>             | ✓        |
| <b>Total Shareholder Return – Ranking <sup>8</sup></b> |                  | Number 1<br>(2, 3, 4, 5 yrs) | ✓        |



1, 2, 3, 4, 5 – Refer note slide at back of this presentation for source information

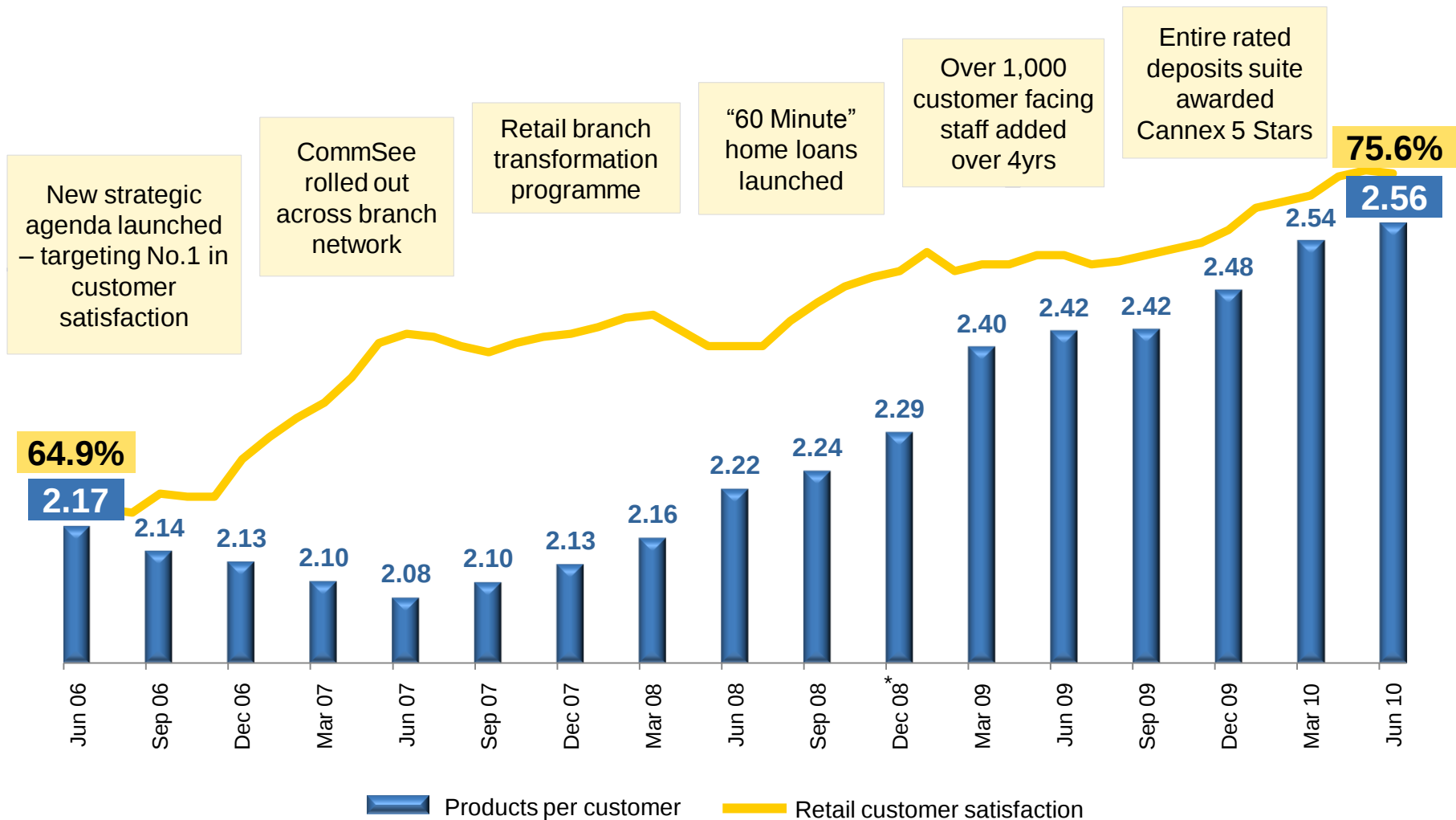
6 Source RBA/APRA. June 2006 market shares do not include Bankwest

7 Time period relates to that component of the home loan process that is under the direct control of the Group's mortgage processing area. Comparative period relates to Oct 07.

8 Major banks



# Customer satisfaction creating value

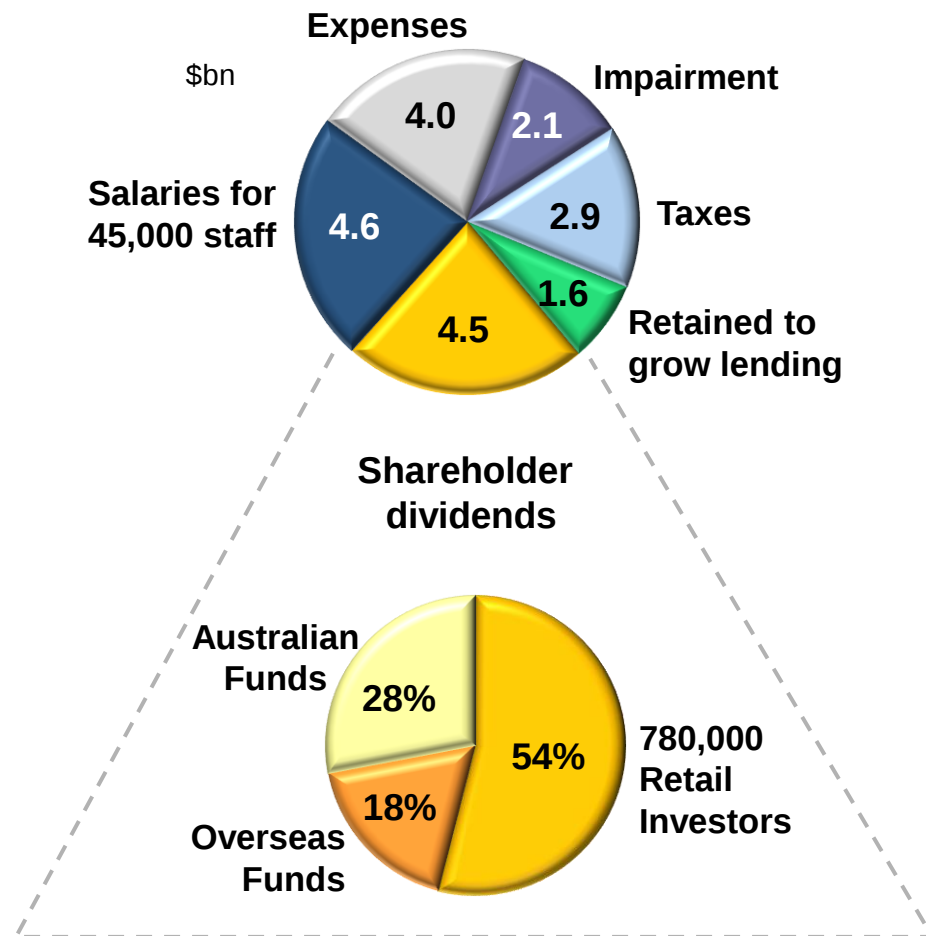


Source: Roy Morgan Research. Refer note slide at back of this presentation for source information  
 \* Methodology change in October 2008 by Roy Morgan Research regarding capturing of Deposit & Transaction accounts across the industry

# Supporting Australia

- Employing 45,000 people
- Serving 11 million Australian customers
- \$100 billion in new lending
- Paid \$2.9 billion in taxes
- 74% of profit returned to shareholders
  - ▶ Ensures Australia's stability
  - ▶ Keeps interest rates lower
  - ▶ Delivers funds for our customers
- AA Credit Rating

## Where does our net income go?



# Outlook

- Despite improvement, global outlook remains uncertain
- Domestic economy relatively well-placed
- Regulatory reform outcomes likely to be manageable
- Given uncertainty, remain cautious on near-term outlook
- However, medium to longer term outlook very good



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