

# Results Presentation and Investor Discussion Pack

For the full year ended  
30 June 2022

# Important information

The material in this presentation is general background information about the Group and its activities current as at the date of the presentation, 10 August 2022. It is information given in summary form and does not purport to be complete. Information in this presentation 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. Investors should consider these factors, and consult with their own legal, tax, business and/or financial advisors in connection with any investment decision.

This presentation contains certain forward-looking statements with respect to the financial condition, capital adequacy, operations and business of the Group and certain plans and objectives of the management of the Group. Such forward-looking statements speak only as at the date of this presentation and undue reliance should not be placed upon such statements. Although the Group currently believes the forward-looking statements have a reasonable basis, they are not certain and involve known and unknown risks and assumptions, many of which are beyond the control of the Group, which may cause actual results, conditions or circumstances to differ materially from those expressed or implied in such statements. Readers are cautioned not to place undue reliance on forward-looking statements particularly in light of the current economic uncertainties and disruption caused by the ongoing impacts of the COVID-19 pandemic in addition to the conflict in Ukraine and related geo-political uncertainty.

Forward-looking statements can generally be identified by the use of forward-looking words such as “may”, “will”, “would”, “could”, “expect”, “intend”, “plan”, “aim”, “estimate”, “target”, “anticipate”, “believe”, “continue”, “objectives”, “outlook”, “guidance” or other similar words, and include statements regarding the Group’s intent, belief or current expectations with respect to the Group’s business and operations, market conditions, results of operations and financial condition, capital adequacy and risk management. To the maximum extent permitted by law, responsibility for the accuracy or completeness of any forward-looking statements, whether as a result of new information, future events or results or otherwise, is disclaimed. The Group is under no obligation to update any of the forward-looking statements contained within this presentation, subject to applicable disclosure requirements.

The material in this presentation does not constitute an offer to sell, or a solicitation of an offer to buy, any securities in the United States or in any other jurisdiction in which such an offer would be illegal. Any securities of the Group to be offered and sold have not been, and will not be, registered under the U.S. Securities Act of 1933, as amended (U.S. Securities Act), or the securities laws of any state or other jurisdiction of the United States. Accordingly, any securities of the Group may not be offered or sold, directly or indirectly, in the United States unless they have been registered under the U.S. Securities Act or are offered and sold pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities Act and any other applicable U.S. state securities laws.

Readers should also be aware that certain financial data in this presentation may be considered “non-GAAP financial measures” under Regulation G of the U.S. Securities and Exchange Act of 1934, as amended, and “non-IFRS financial measures” under Regulatory Guide 230 ‘disclosing non-IFRS financial information’ published by ASIC, including Net Profit After Tax (“statutory basis”), Net Profit After Tax (“cash basis”), earnings per share (“cash basis”), dividend payout ratio (“statutory basis”), dividend payout ratio (“cash basis”), dividend cover (“statutory basis”) and dividend cover (“cash basis”). The disclosure of such non-GAAP/IFRS financial measures in the manner included in this presentation may not be permissible in a registration statement under the U.S. Securities Act. Although the Group believes that these non-GAAP/IFRS financial measures provide a useful means through which to examine the underlying performance of the business, such non-GAAP/IFRS financial measures do not have a standardised meaning prescribed by Australian Accounting Standards or International Financial Reporting Standards (IFRS) and therefore may not be comparable to similarly titled measures presented by other entities. They should be considered as supplements to the financial statement measures that have been presented in accordance with the Australian Accounting Standards or IFRS and not as a replacement or alternative for them. Readers are cautioned not to place undue reliance on any such measures.

This presentation includes credit ratings. A credit rating is not a recommendation to buy, sell or hold any securities and may be changed at any time by the applicable credit ratings agency. Each credit rating should be evaluated independently of any other credit rating. Credit ratings are for distribution only to a person (a) who is not a “retail client” within the meaning of section 761G of the Corporations Act 2001 (Cth) and is also a sophisticated investor, professional investor or other investor in respect of whom disclosure is not required under Part 6D.2 or 7.9 of the Corporations Act, and (b) who is otherwise permitted to receive credit ratings in accordance with applicable law in any jurisdiction in which the person may be located. Anyone who is not such a person is not entitled to receive this presentation and anyone who receives this presentation must not distribute it to any person who is not entitled to receive it.

The release of this announcement was authorised by the Continuous Disclosure Committee.

Commonwealth Bank of Australia | Media Release 144/2022 | ACN 123 123 124 | Commonwealth Bank Place South, Level 1, 11 Harbour Street, Sydney NSW 2000



# Contents

CEO & CFO Presentations	4
Overview & Strategy	36
Financial Overview	58
Home & Consumer Lending	80
Business & Corporate Lending	96
Funding, Liquidity & Capital	105
Economic Overview	121
Sources, Glossary & Notes	132



ersonal use only

## Results Presentation

Matt Comyn, Chief Executive Officer





# Overview

Strong result driven by customer engagement and disciplined execution

- Supporting our customers through challenging times
- Strong financial and operational outcomes
- Customer engagement driving volume growth
- Consistent, disciplined execution
- Capital and balance sheet strength

## Cash NPAT

**+11%**  
FY22 vs FY21

## Net Promoter Scores<sup>1</sup>

➔ Consumer	#2
➔ Business	#1
➔ Consumer Digital	#1
➔ Business Digital	#1

## Volume Growth<sup>2</sup>

Home Lending	lending	➔ \$170bn
Business Lending	lending	➔ \$33bn
Deposits (Households)	balances	➔ +\$41bn
Deposits (Business)	balances	➔ +\$24bn

## CET1

**11.5%**  
Level 2

## Shareholder Returns

**\$13bn**  
Dividends & Buy-Backs

## Pride in CBA

**90%**  
of employees

1, 2. Refer to sources, glossary and notes at the back of this presentation for further details.

# Financial overview<sup>1</sup>

Strong earnings and operating performance, higher dividend

	FY22		vs FY21
Statutory NPAT (\$m)	<b>9,673</b>	↑	9%
Cash NPAT (\$m)	<b>9,595</b>	↑	11%
Operating Performance <sup>2</sup> (\$m)	<b>13,190</b>	↑	3%
EPS (cash, \$)	<b>5.57</b>	↑	69c
Dividend per share (\$)	<b>3.85</b>	↑	35c

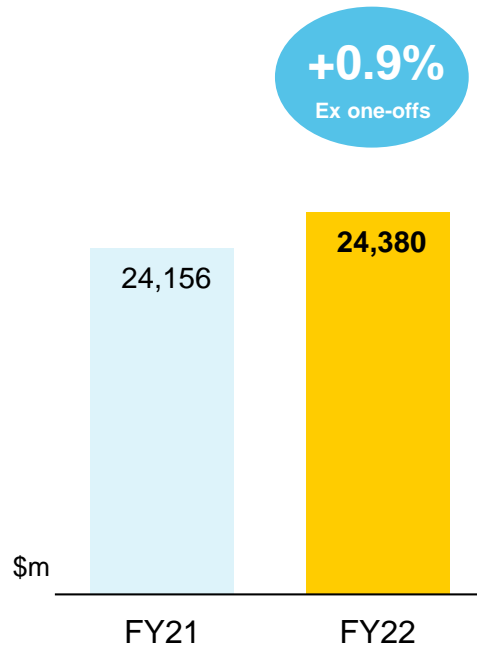
1. Statutory NPAT, Cash NPAT, Operating Performance and EPS are on a continuing operations basis. 2. Operating income less operating expenses, excludes one-off items.

# Cash NPAT up 11%<sup>1</sup>

Income growth, strong operating performance and lower loan impairment

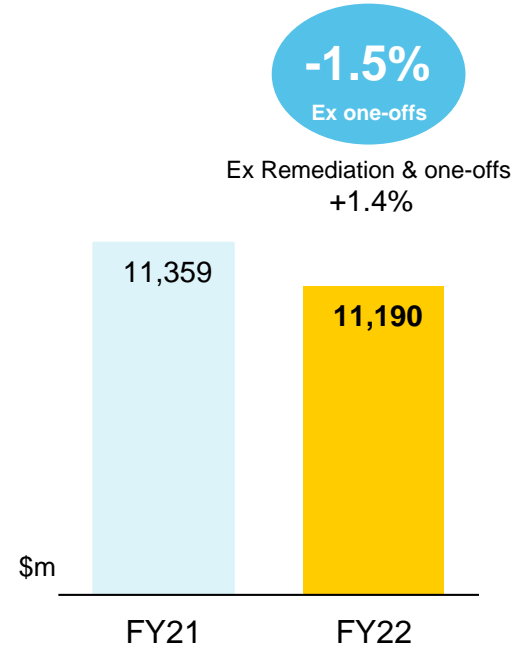
## Operating Income<sup>2</sup>

- Continued core volume growth
- Margin pressure



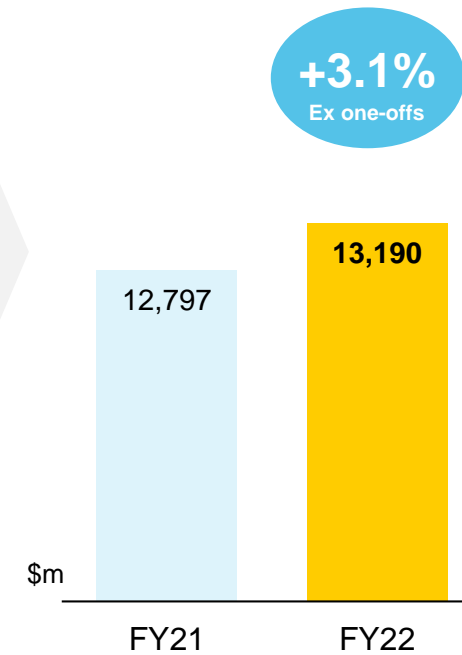
## Operating Expenses<sup>2</sup>

- Lower remediation costs
- Higher staff costs



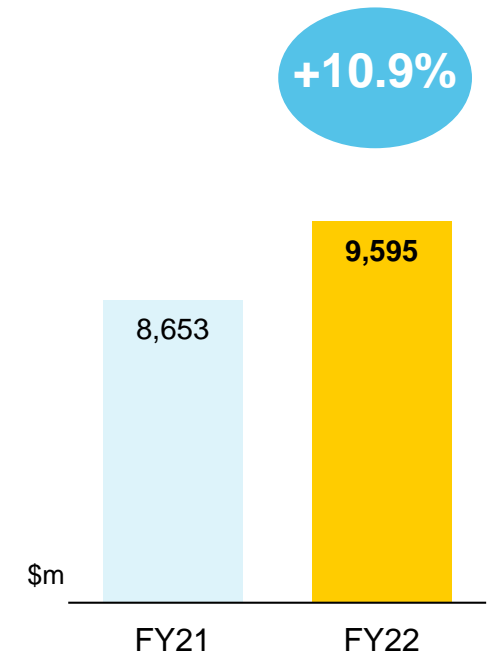
## Pre-Provision Profit<sup>2</sup>

Up 3.6%, or  
+3.1% ex one-offs



## Cash NPAT

Includes lower loan  
impairment expense

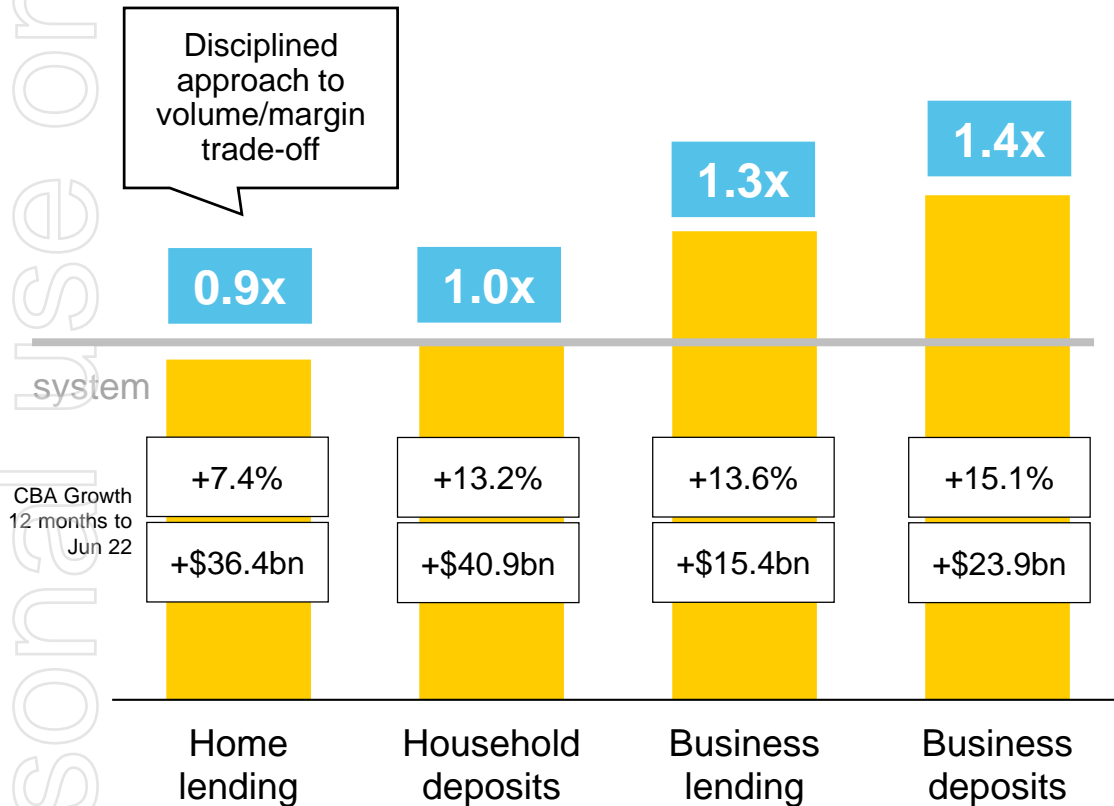


1. Presented on a continuing operations basis. 2. Excludes one-off items (Operating Income: \$516m gain on sale of ~10% HZB shareholding. Operating Expenses: \$445m of accelerated software amortisation and other costs).

# Consistent operational execution

## Continued strong volume growth across the business

Balance Growth vs System<sup>1</sup>  
Jun 22 vs Jun 21



New Retail Transaction Accounts<sup>2</sup>



+24%

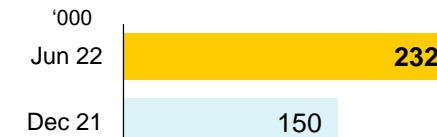
Migrant accounts now back to ~90% of pre-COVID levels<sup>3</sup>

Business Transaction Accounts



+10%

StepPay Accounts<sup>4</sup>



+55%

Credit Card Approvals<sup>5</sup>



+29%

New Merchant Facilities



+32%

Institutional Investment Deposits<sup>6</sup>

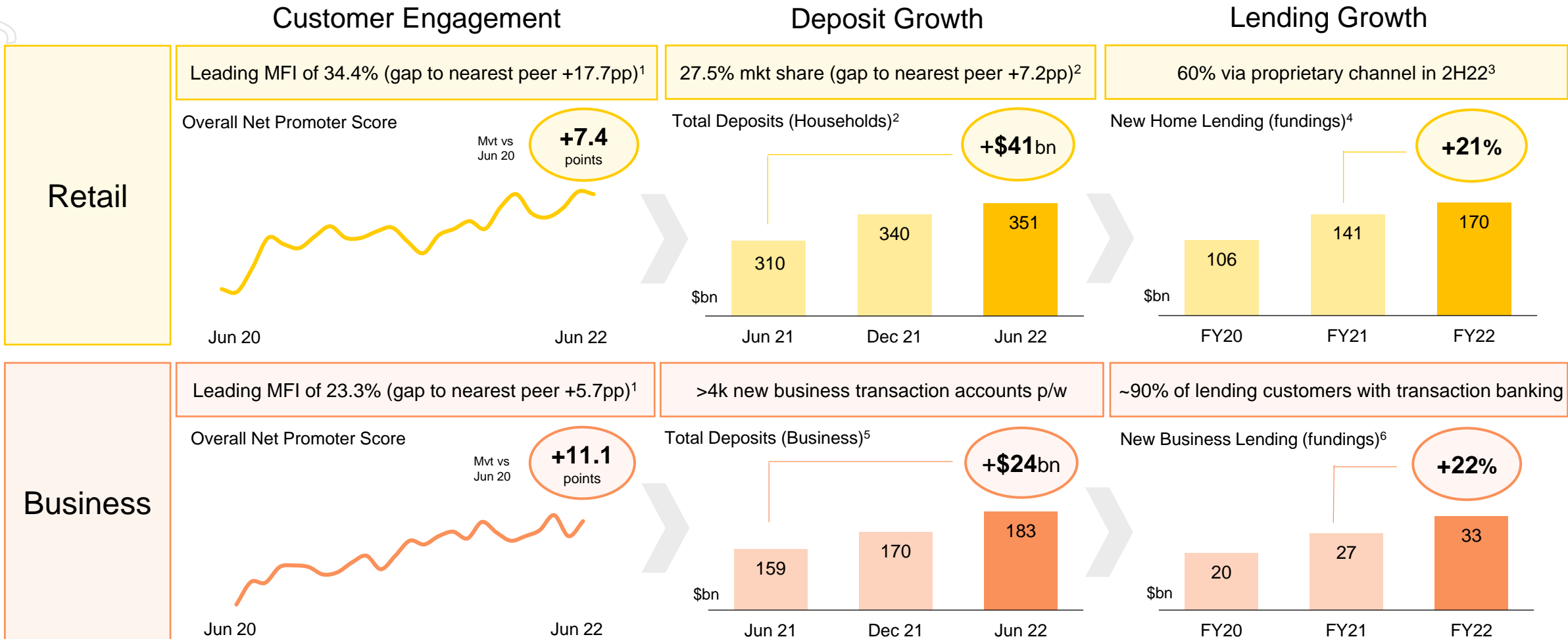


+41%

1, 2, 3, 4, 5, 6. Refer to sources, glossary and notes at the back of this presentation for further details.

# Volume growth driven by customer and franchise strength

Growing our core franchise through strong customer engagement and deeper relationships



1, 2, 3, 4, 5, 6. Refer to sources, glossary and notes at the back of this presentation for further details.

# Home lending

Navigating heightened competition and elevated risks

## High quality home lending business

- 98% attached to CBA transaction accounts<sup>1</sup>
- 60% proprietary mix<sup>2</sup>
- Unique risk assets – income, liability, valuation, scoring
- Very low arrears
- Digital engagement + operational scale

## Rapidly changing market context

- Rising rates, lower growth
- Fewer first home buyers, more investors
- High refinance activity
- Intense price-based competition
- Upcoming fixed rate maturities

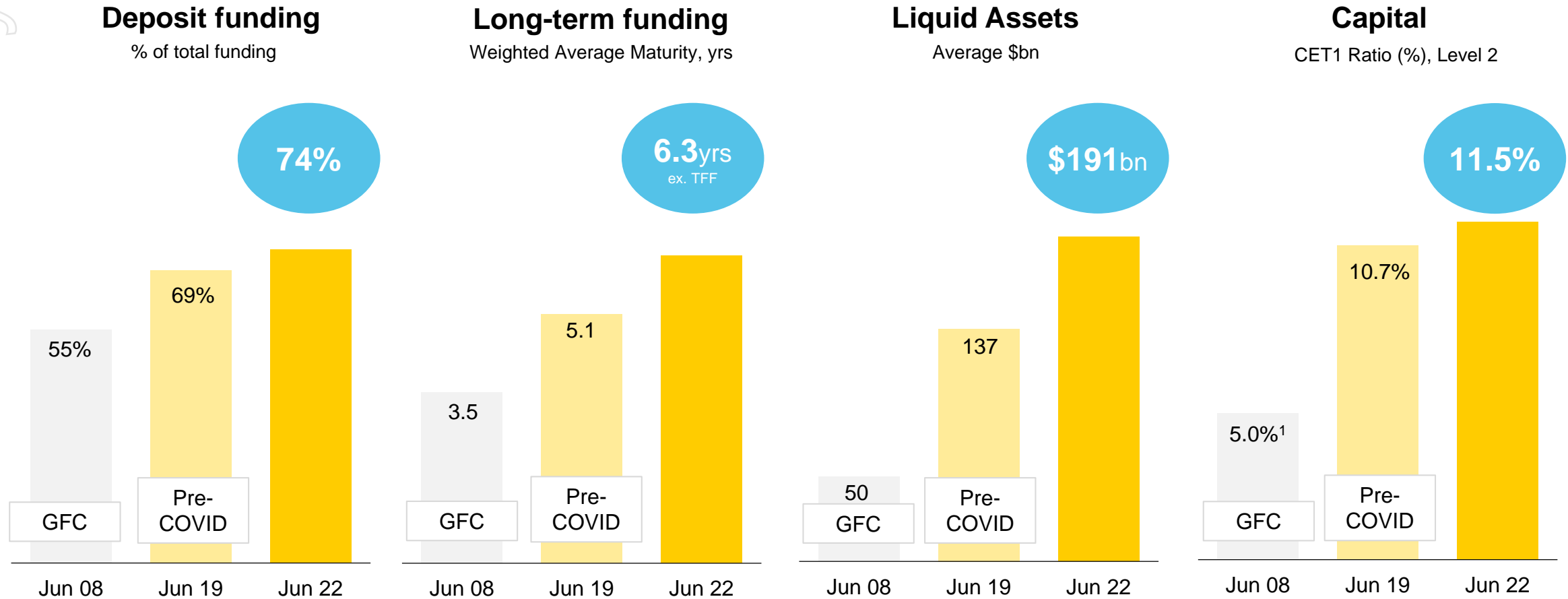
## Our priorities going forward

- Grow through core customer relationships
- Maintain MFI and NPS focus
- Retention of fixed maturities – digital + CEE<sup>3</sup>
- Proprietary, broker and digital direct
- Maintain risk and pricing discipline

1, 2, 3. Refer to sources, glossary and notes at the back of this presentation for further details.

# Strength

Long term conservatism – balance sheet well positioned for expected tightening of domestic financial conditions



1. Pro-forma CET1 on a Basel III basis.

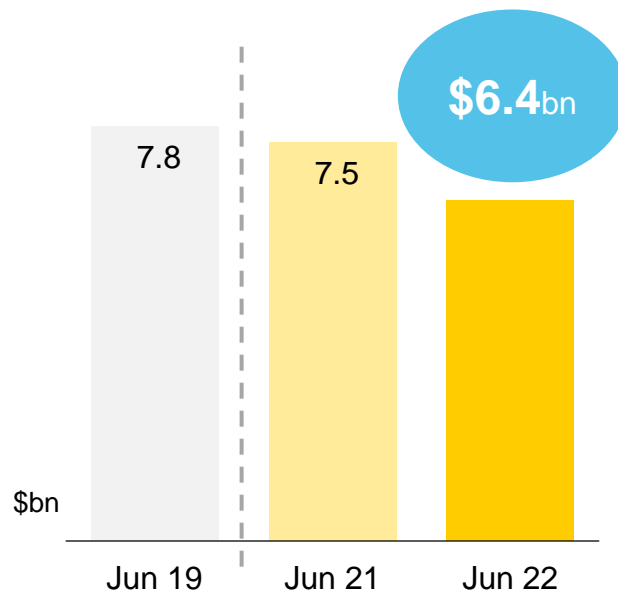
ersonal use only

# Strength

Sound credit quality – well provisioned

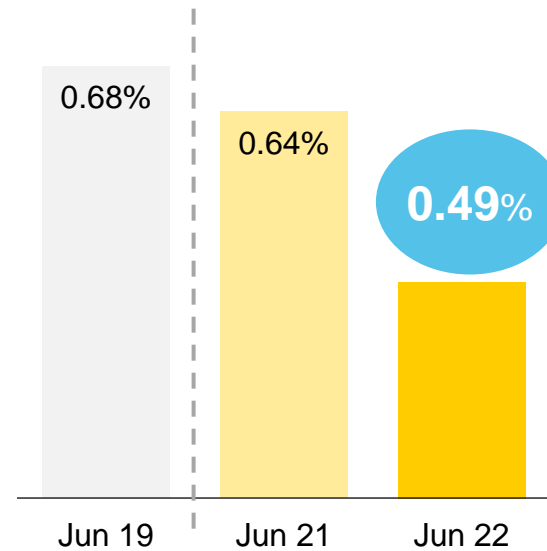
## TIA

Troublesome & Impaired Assets (TIA)



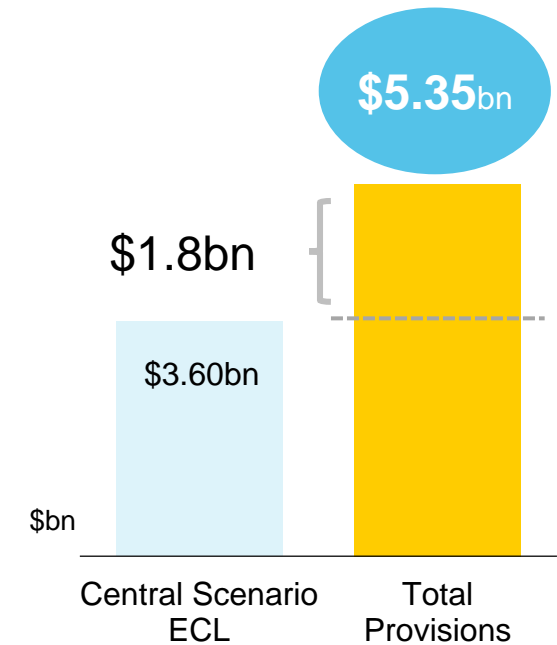
## Home Loan Arrears<sup>1</sup>

90+ days %



## Provisioning<sup>2</sup>

Total Provisions vs Central Scenario ECL<sup>3</sup>



1. Group including New Zealand. Excludes Reverse Mortgage, Commonwealth Portfolio Loan and Residential Mortgage Group loans. 2. The Group uses 4 alternative macro-economic scenarios to reflect a range of possible future outcomes in estimating the Expected Credit Loss (ECL) for significant portfolios. Scenarios are updated based on changes in both the macro-economic and geo-political environment. 3. Central Scenario is based on the Group's internal economic forecasts and considers Central Bank forecasts as well as other assumptions used in business planning and forecasting. It was updated to reflect the higher inflationary environment. Assumes 100% weighting holding all assumptions including forward looking adjustments constant and includes Individually Assessed Provisions.

ersonal use only



# Our strategy

Building tomorrow's bank today for our customers

Our purpose

**Building a brighter future for all**

Our priorities

Leadership in Australia's recovery and transition

Build Australia's leading business bank

Help build Australia's future economy

Lead in the support we provide to customers and communities

Reimagined products and services

Anticipate changing customer needs

Differentiate our customer proposition

Connect to external services and build new ventures

Global best digital experiences and technology

Deliver the best integrated digital experiences

Build world-class engineering capability

Modernise systems and digitise end-to-end

Simpler, better foundations

Deliver consistent operational excellence

Sustain transparent and leading risk management

Reduce operating costs and manage capital with discipline

Our culture

**Living our values of care, courage and commitment**

*Care*

We care about our customers and each other – we serve with humility and transparency

*Courage*

We have the courage to step in, speak up and lead by example

*Commitment*

We are unwavering in our commitment – we do what's right and we work together to get things done

# Leadership in Australia's recovery and transition

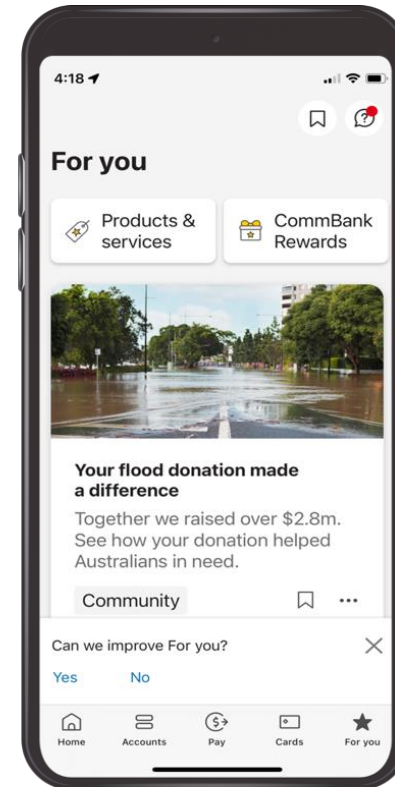
Supporting our customers and communities - helping to build Australia's future economy

## Supporting our customers and communities

- **2.7m** customers reached and offered natural disaster support assistance
- **\$4.3bn** in SME Guarantee Scheme lending<sup>1</sup>
- **~5m** customers contacted about government benefits and rebates
- **>2.1m** claims initiated in Benefits finder since inception in 2019
- **>26k** claims initiated in Benefits finder for small businesses in FY22

## Helping to build Australia's future economy

- **\$280bn+** in funding raised for Australian clients<sup>2</sup>
- **\$31bn** of sustainable funding since June 2020<sup>3</sup>
- **90%** reduction in our Scope 1 and 2 emissions since 2014<sup>3</sup>
- **82%** of our power generation sector drawn lending is renewables<sup>4</sup>
- **16%** increase in financed electricity generation, lower portfolio emissions intensity<sup>5</sup>



## Climate Report 2022



Our inaugural report  
available now



1, 2, 3, 4, 5. Refer to sources, glossary and notes at the back of this presentation for further details.

# Building our business bank

## Building an ecosystem

### SMART

#### Smart Standalone



#### Smart Integrated



#### Smart Mini



- Touch screen, fully mobile, SIM/wi-fi enabled
- Native features support retail, hospitality
- >15,000 devices
- 30% new merchant customers

### Fast-growing app marketplace

#### Health



- Launched Private Health claiming
- Real time payments and claims
- ~600 businesses enrolled

#### Hospitality



- Pay@Table, Tipping, Split Bill
- POS integration via Doshii (Aug)

#### Customer Applications

- Donation App
- MyVenue next-gen hospitality POS

#### Coming soon...

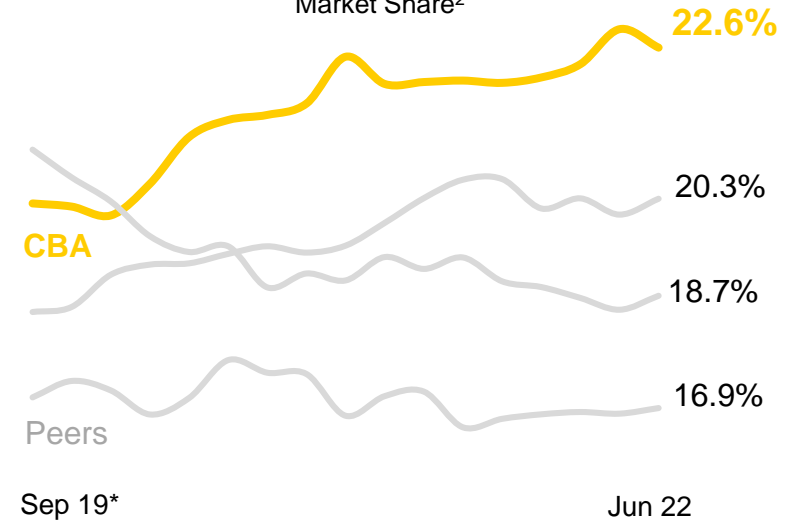


**Paypa Plane**  
Smart, real-time,  
digital payment agreements

~20 apps in market by Dec

### Growing Share

Business Deposits  
Market Share<sup>2</sup>



Sep 19\*

Jun 22

\*Series break in Jul 19

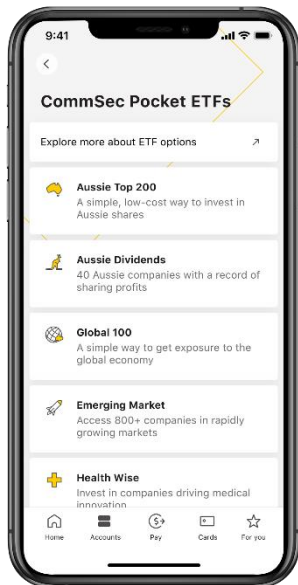
- **#1** Net Promoter Score<sup>1</sup>
- **#1** MFI share<sup>1</sup>
- **#1** Business deposits share<sup>2</sup>
- **#1** Merchant acquiring share<sup>1</sup>

1, 2. Refer to sources, glossary and notes at the back of this presentation for further details.

# Reimagining banking

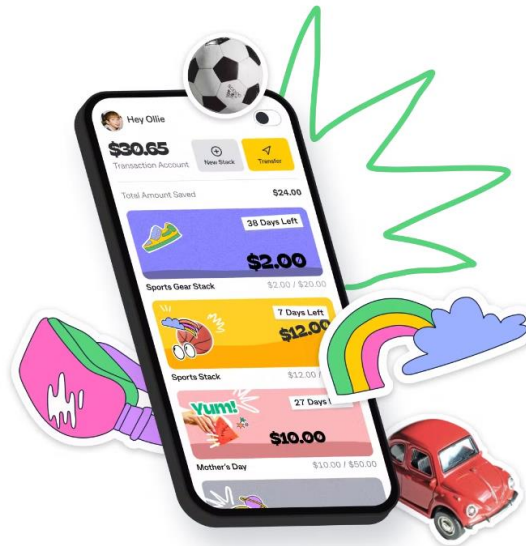
## Recent examples

### CommSec



- Manage your investments
- Integrated in the App
- ~670,000 customers engaged<sup>1</sup>

### Kit



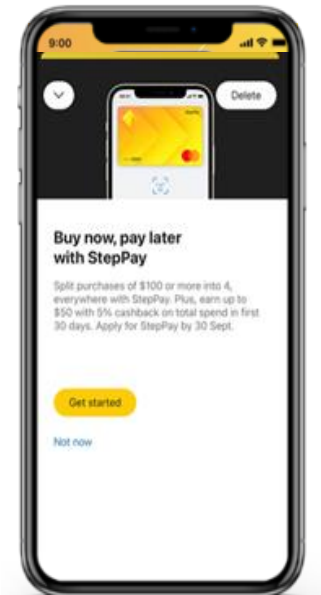
- Kid's earning-and-learning money app
- Improving children's financial capability
- In pilot with 5,000 children and their parents

### unloan



- Digital home loan business
- Simple, fast, fully digital experience
- Available for refinance customers

### StepPay



- >230,000 new accounts
- 2 new accounts for every 1 credit card
- Originate/activate in minutes

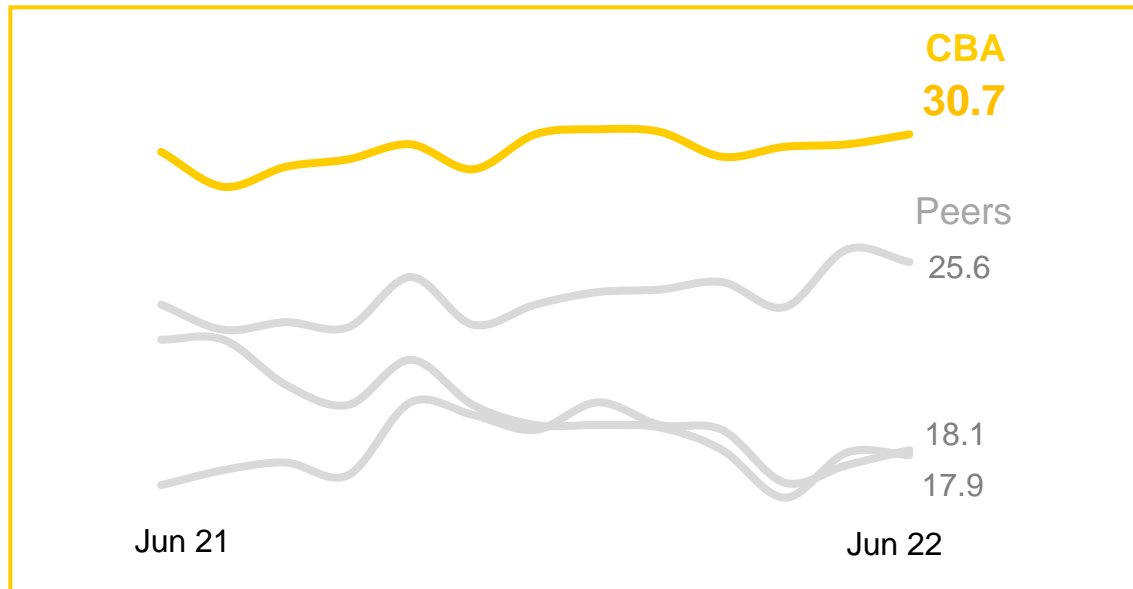
1. The total number of unique customers who have viewed their CommSec Pocket or CommSec investment account details from the accounts page in their CommBank Mobile App since launch in Nov 2021 to June 2022.

# Leading in digital

Customer advocacy particularly strong in digital

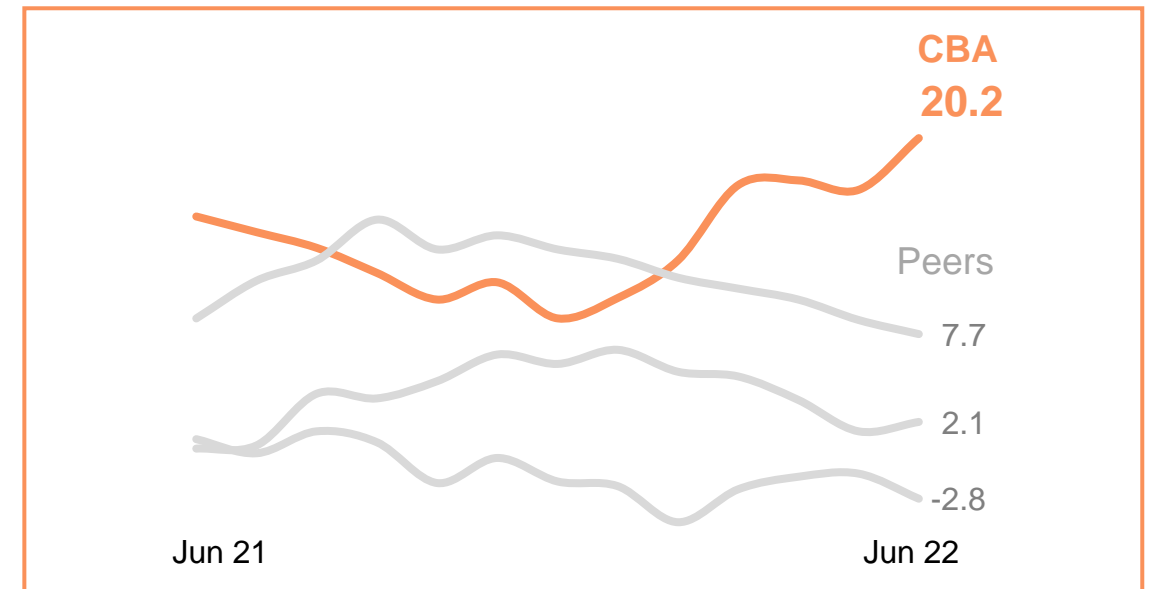
## Consumer – Digital NPS<sup>1</sup>

Consumer Mobile App Net Promoter Score



## Business - Digital NPS<sup>1</sup>

Business Digital Net Promoter Score



- **#1** Canstar Bank of the Year – Digital Banking 13 years in a row<sup>2</sup>
- **#1** Forrester overall digital experience leader 6 years in a row<sup>3</sup>

1, 2, 3. Refer to sources, glossary and notes at the back of this presentation for further details.

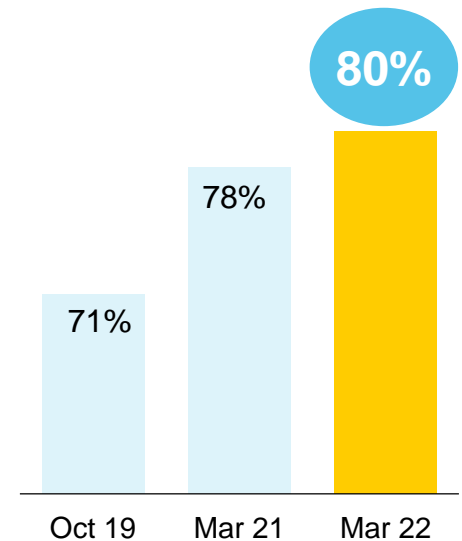
# Simpler, better foundations

We have made good progress, with more work to be done

## Our Priorities

- Embedding Remedial Action Plan for sustained cultural change
- Driving an aspirational culture built on strengthened risk culture foundations
- Extend operational execution advantage through continuous improvement
- Continue to strengthen engagement through inclusive work practices
- Maintain capital and pricing discipline to optimise growth, reinvestment, returns

People Engagement<sup>1</sup>

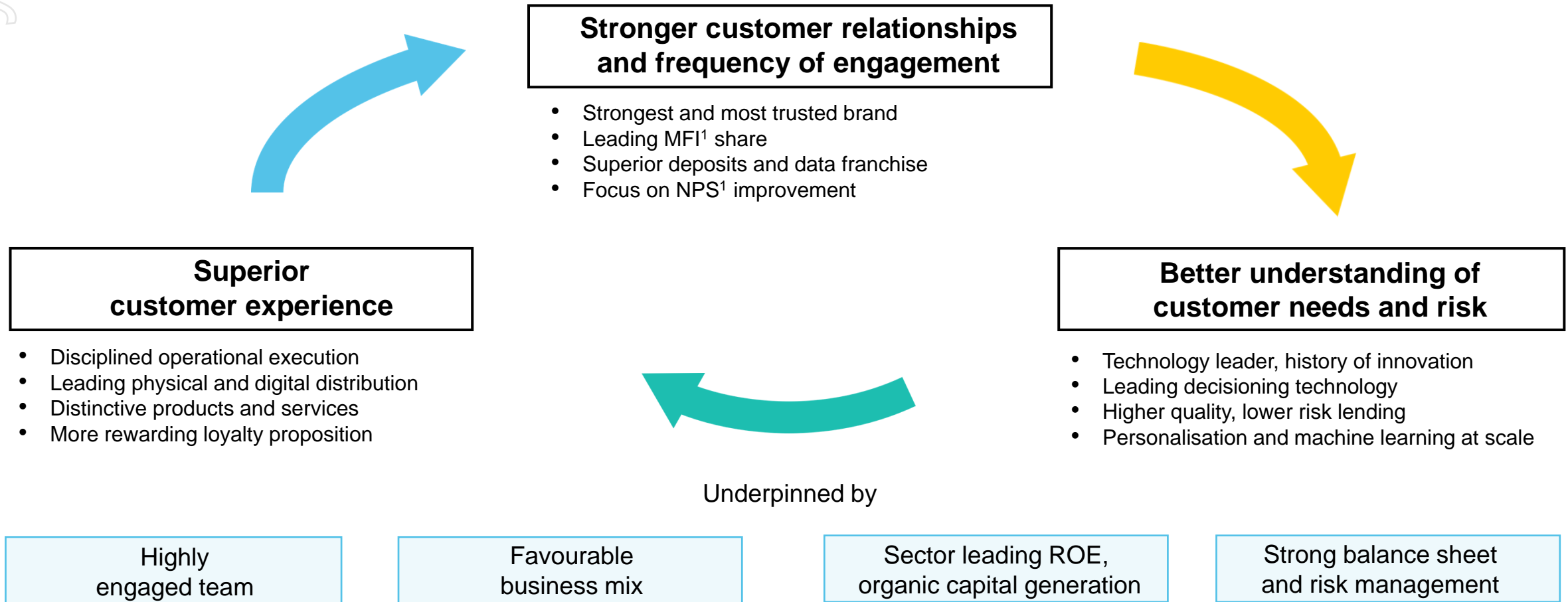


- **90%** Pride in CBA
- **#1** Employer on **LinkedIn**<sup>2</sup>

1. People Engagement Index from bi-annual engagement survey. Based on advances in engagement research, we enhanced our PEI metric in September 2020 from a 4-item metric to 5-item to include items related to discretionary effort and work involvement and removal of work satisfaction as a predictor of engagement. Historical comparisons have been re-adjusted based on the updated PEI. 2. #1 LinkedIn Top Companies 2022.

# Sustaining our competitive advantage

## Building stronger customer relationships



1. Refer to sources, glossary and notes at the back of this presentation for further details.

ersonal use only

## Results Presentation

Alan Docherty, Chief Financial Officer





# Result overview

Performing well - positioned to support our customers & economy

## Performance Drivers

### Macroeconomic

- Navigated period of ultra-low rates
- Strong economy & rates already well above pre-COVID
- Financial tightening convergence risk

### Management Actions

- Customer focus, operational execution, digital leadership
- Price discipline as funding costs increased
- Significant operating leverage

### Franchise

- Strengthened business mix & capital-generating capacity
- Conservative balance sheet settings
- Lowering share count, increasing dividend

## Competitive Advantages

Business Mix



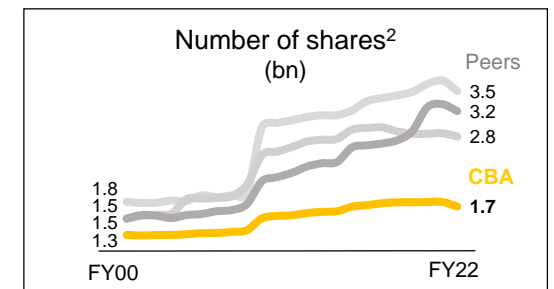
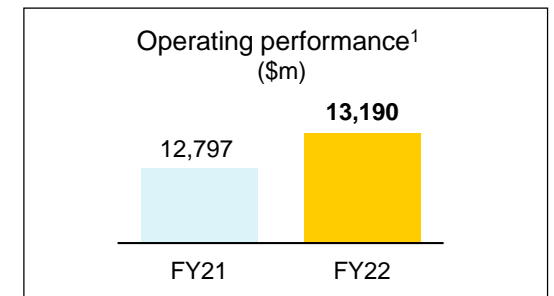
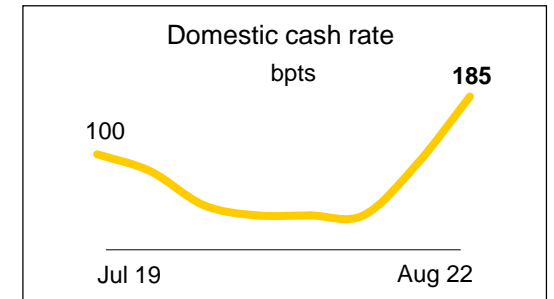
Digital Leadership



Scale



Capital Generation



1. Excludes one-off items (Operating Income: \$516m gain on sale of ~10% HZB shareholding. Operating Expenses: \$445m of accelerated software amortisation and other costs). 2. CBA and Peers shares on issue as at 30 June 2022.

# Statutory vs Cash NPAT<sup>1</sup>

Statutory NPAT up 9% - broadly in line with Cash NPAT growth

	FY21	FY22
\$m		
<b>Statutory NPAT – continuing operations</b>	8,843	<b>9,673</b>
Non-cash items:		
– Transaction costs and gain on disposals <sup>2</sup>	183	<b>(30)</b>
– Hedging & IFRS volatility <sup>3</sup>	7	<b>108</b>
<b>Cash NPAT – continuing operations</b>	8,653	<b>9,595</b>

• Includes Aussie Home Loans, AUSIEX, Commonwealth Financial Planning, CommInsure General Insurance and other previously announced divestments and closures

• Primarily related to gains on economic hedges from interest rate increases and FX volatility

1. Presented on a continuing operations basis. 2. Includes gains and losses net of transaction costs associated with the disposal of previously announced divestments. 3. Includes unrealised accounting gains and losses arising from the application of "AASB 139 Financial Instruments: Recognition and Measurement".

# FY22 result<sup>1</sup>

Cash NPAT up 11% on lower loan provisions, pre-provision operating performance up 3%

	\$m	FY21	FY22	%
<b>Income</b>	Income	24,156	<b>24,896</b>	3.1%
	Gain on sale – Bank of Hangzhou <sup>2</sup>		516	
	<b>Income ex one-off</b>	24,156	<b>24,380</b>	<b>0.9%</b>
<b>Expenses</b>	Expenses	11,359	<b>11,635</b>	2.4%
	Accelerated amortisation & other		445	
	<b>Expenses ex one-offs</b>	11,359	<b>11,190</b>	<b>(1.5%)</b>
<b>Cash NPAT</b>	<b>Cash NPAT</b>	8,653	<b>9,595</b>	<b>10.9%</b>

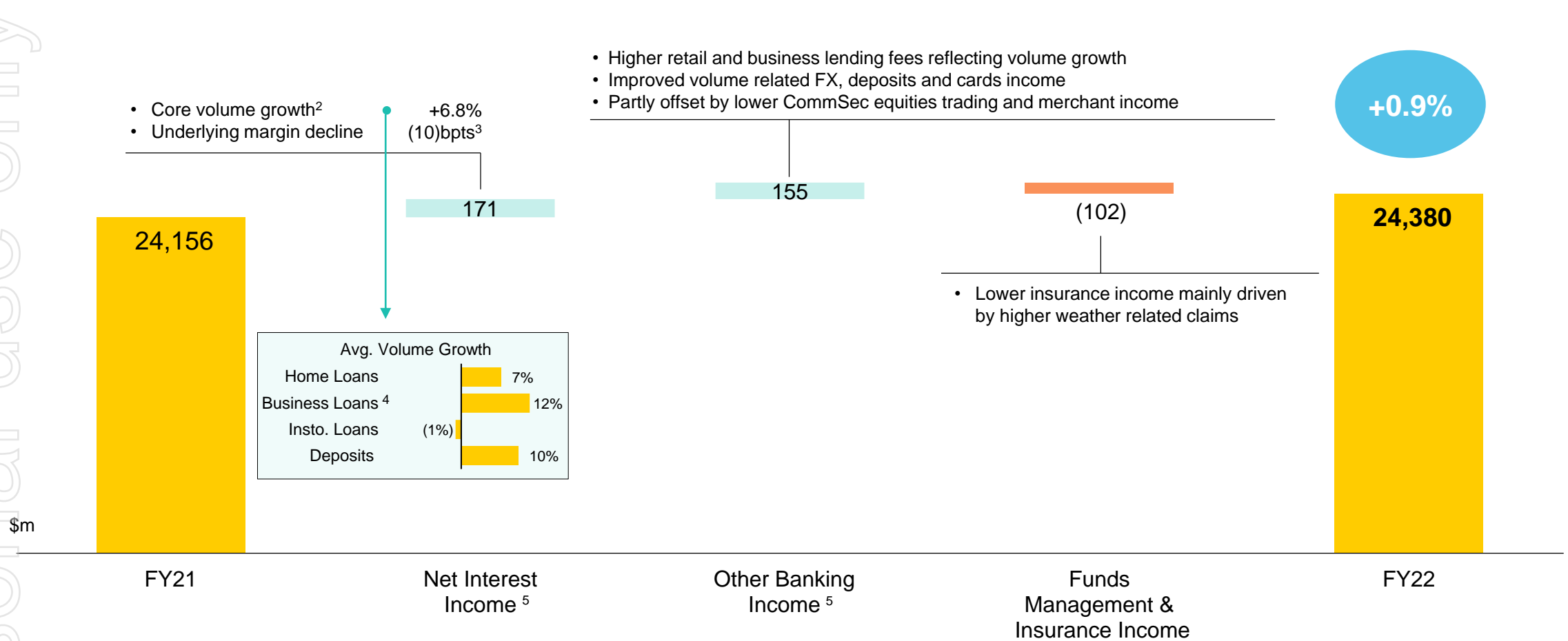
Operating Performance  
ex one-offs  
**+3.1%**



1. Presented on a continuing operations basis. 2. Gain on sale of ~10% shareholding in Bank of Hangzhou.

# Operating income<sup>1</sup>

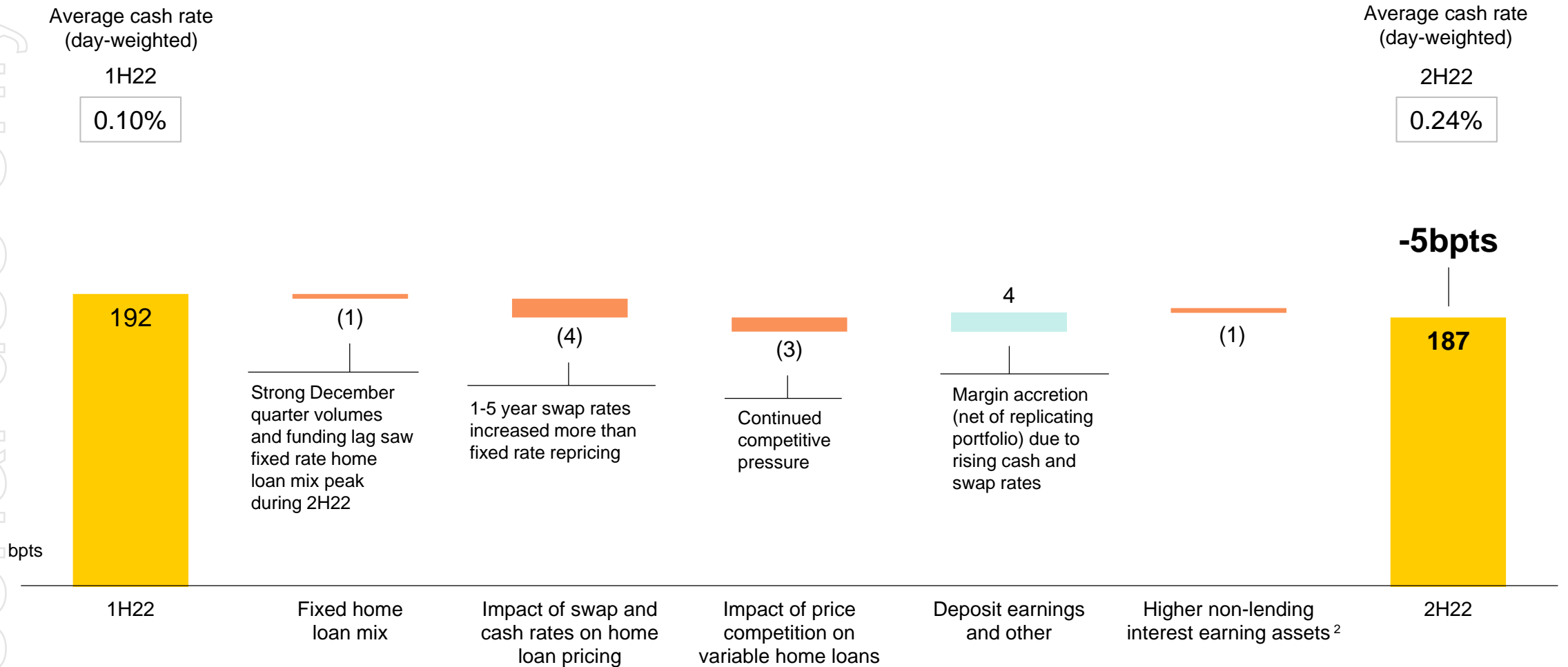
Volume-related growth more than offset margin pressures & reduced insurance income



1. Presented on a continuing operations basis excluding one-off item of \$516m relating to gain on sale of ~10% shareholding in Bank of Hangzhou. 2. Excluding liquids. Headline AIEA growth is +10.4% incl. liquids. 3. Margin excluding the -8bpts impact from higher liquids. Headline NIM reduced by -18bpts. 4. Includes NZ and other Business Loans. 5. Comparative information has been restated to conform to presentation in the current period.

# Group margin<sup>1</sup> – last 6 months

2H22 margin in line with expectations – medium term outlook unchanged



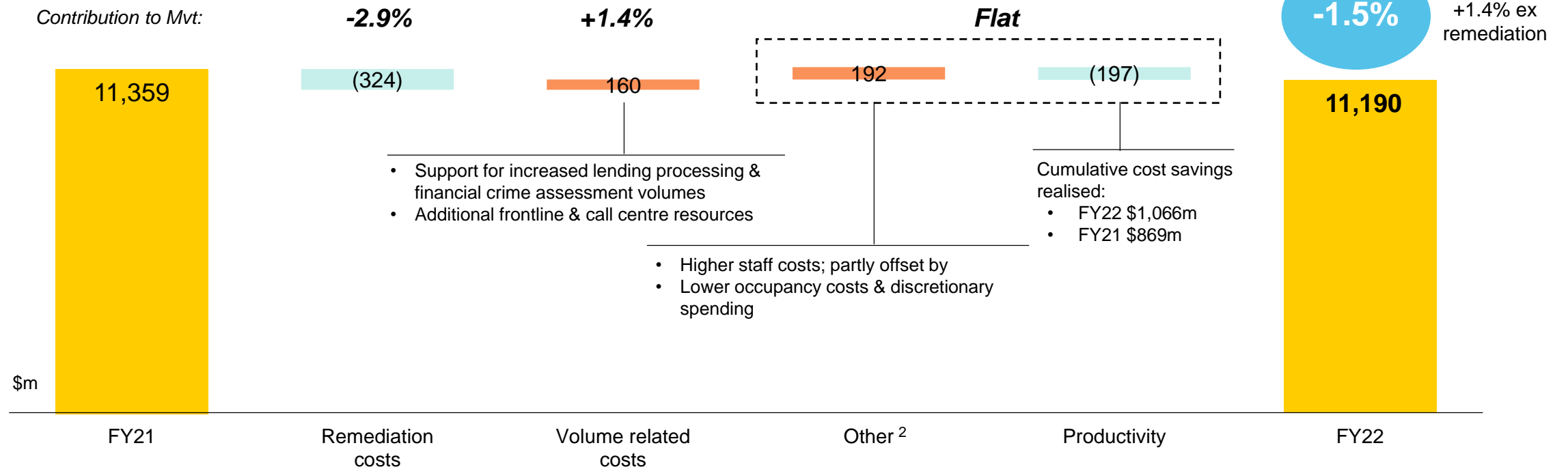
1. Presented on a continuing operations basis. 2. Driven by growth in low margin reverse repo book within Institutional Banking and Markets (Return on Equity and Profit After Capital Charge accretive).

# Operating expenses<sup>1</sup>

Lower remediation costs & productivity benefits offsetting higher staff costs

**FY23 Considerations**

- Inflationary pressures on wages & other costs
- Full year impact of higher FTE
- Normalisation of discretionary spend
- Software amortisation profile broadly flat
- Ongoing business simplification



1. Presented on a continuing operations basis, excluding one-off items of \$445m relating to accelerated software amortisation and other costs. Headline operating expenses +2.4% including these one-off items. 2. Excludes remediation and volume related costs.

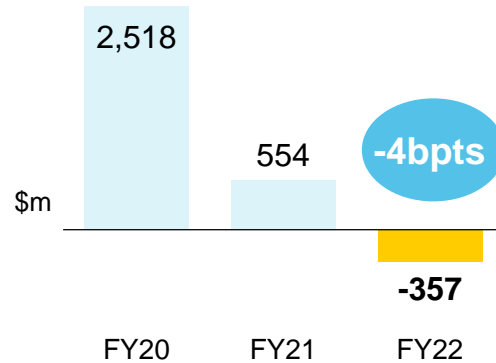
# Credit risk

Negative loan loss rate reflects replacement of COVID-19 overlays with expected impact of tighter financial conditions

## Loan Impairment Expense

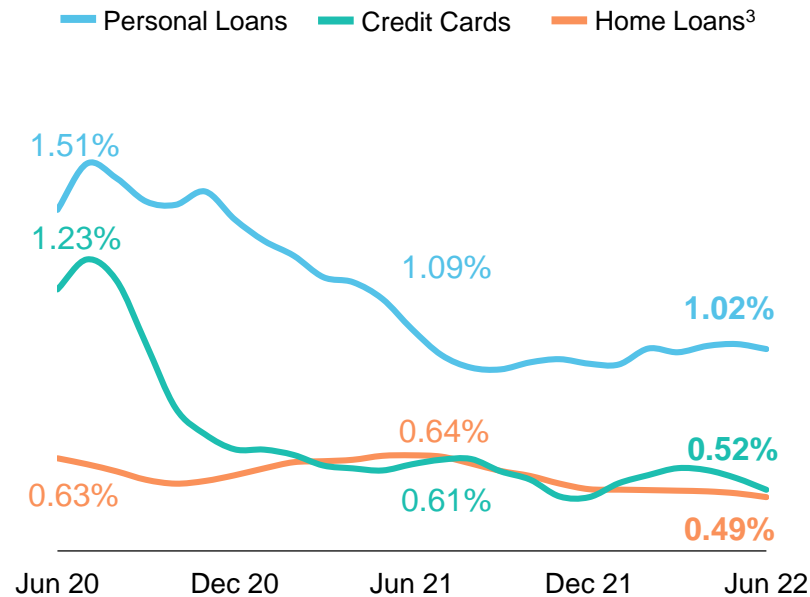
Loan loss rate (bpts)<sup>1</sup>

	FY20	FY21	FY22
Consumer	26	4	-7
Corporate	50	16	4
<b>Total</b>	<b>33</b>	<b>7</b>	<b>-4</b>



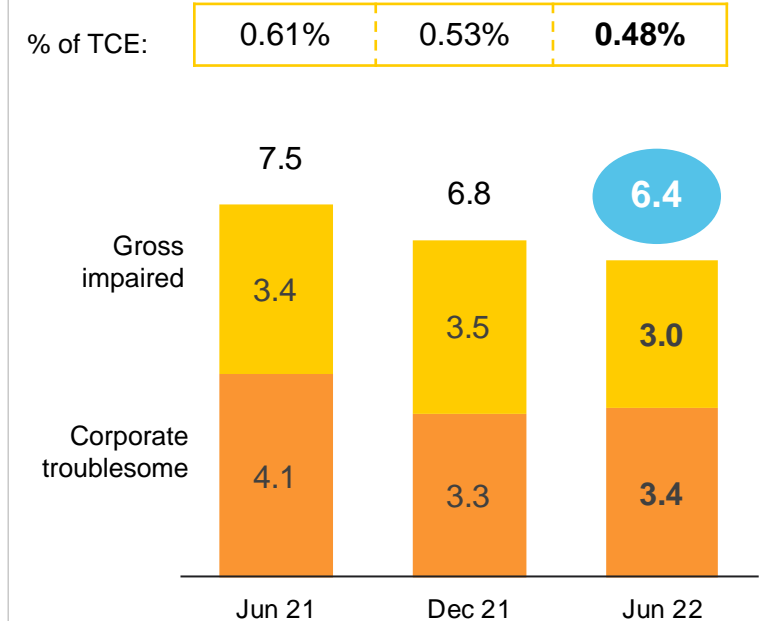
## Arrears<sup>2</sup>

90+ days



## TIA

\$bn



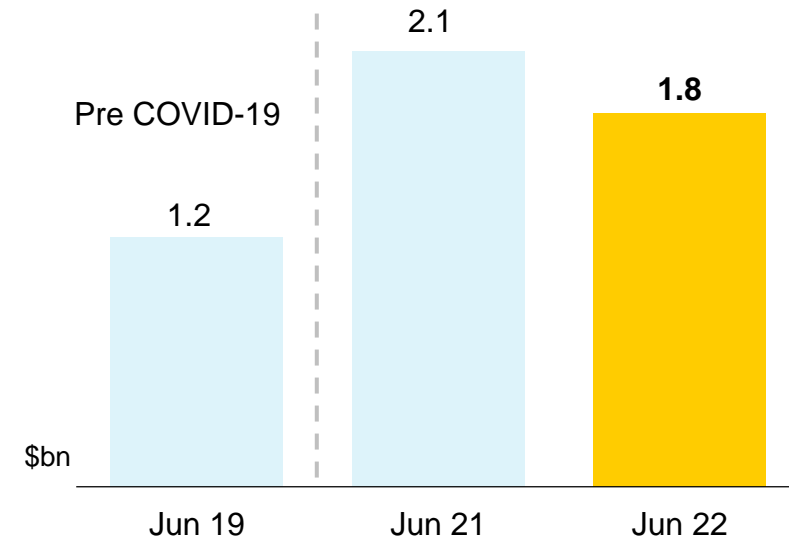
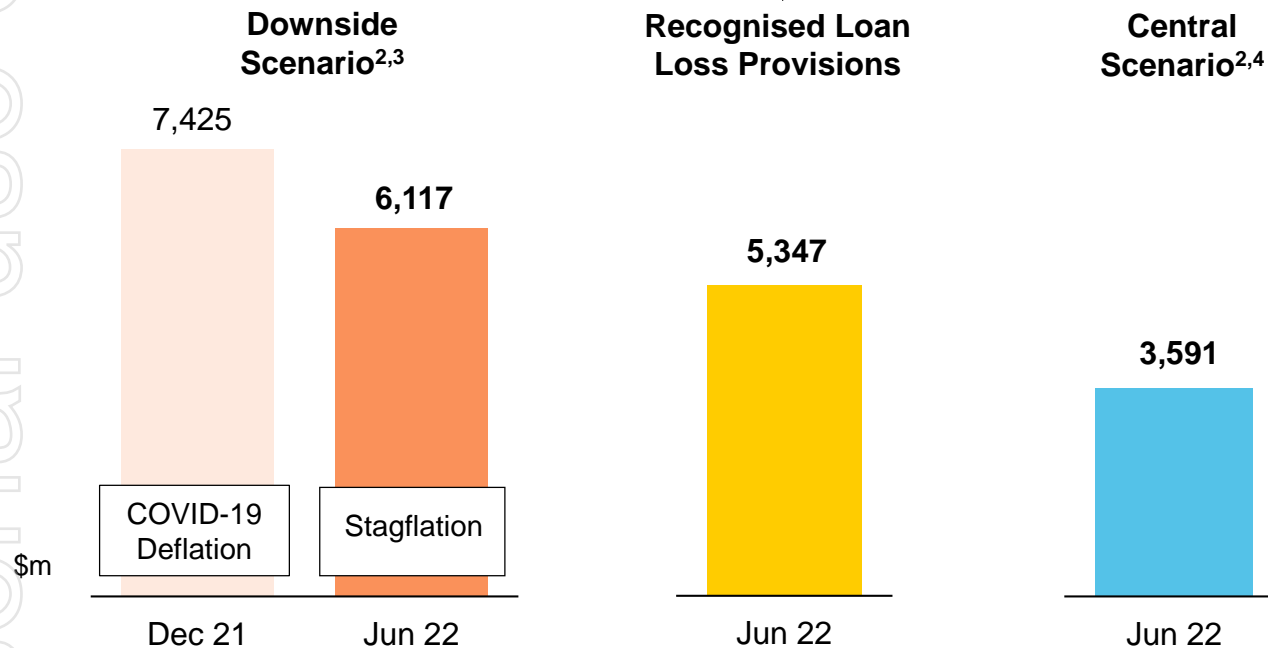
1. Loan Impairment Expense as a percentage of average Gross Loans and Acceptances (GLAA) (bpts) annualised. 2. Group consumer arrears including New Zealand. 3. Excludes Reverse Mortgage, Commonwealth Portfolio Loan and Residential Mortgage Group loans.

# Provisioning – key drivers<sup>1</sup>

Loan loss provision reduction reflects less severe downside scenario – well provided for stagflation risks

- ↓ COVID-19 deflationary risks across retail & corporate portfolios
- ↑ Provisions for consumer stress as rates rise + supply chain disruptions/ inflationary pressures in construction, manufacturing & retail/wholesale trade

**Loan Loss Provisions**  
Difference between Recognised Provisions and Central Scenario<sup>2,4</sup>



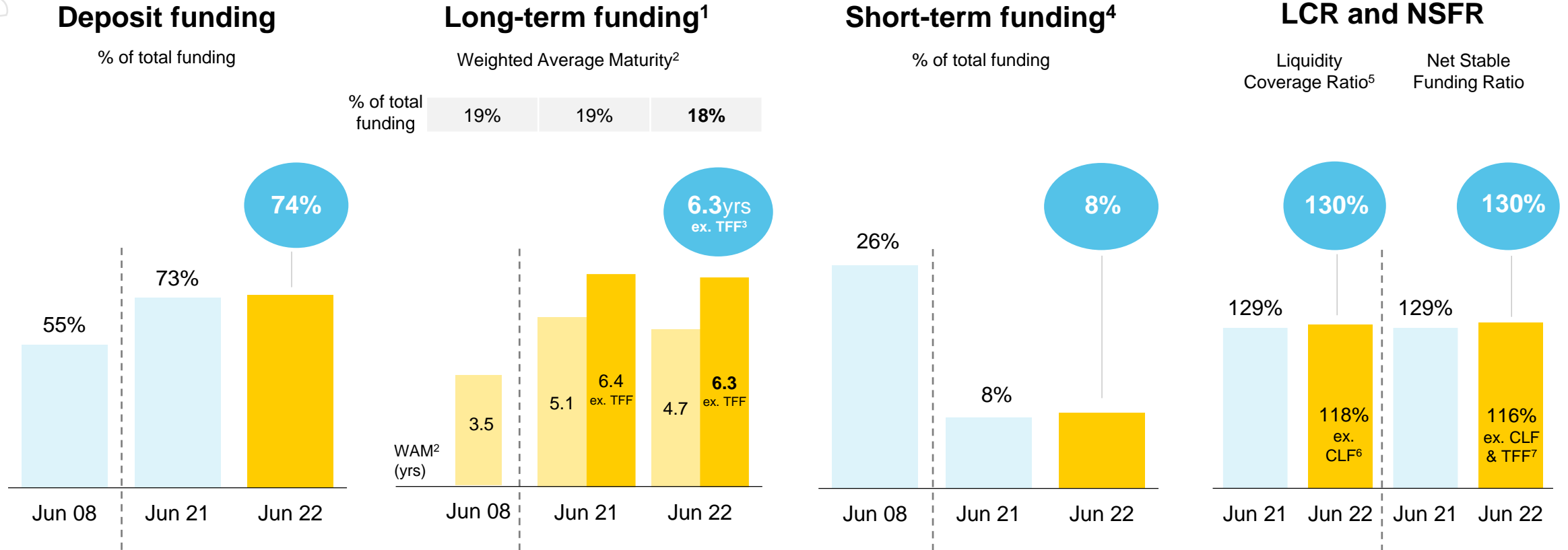
1. The Group uses 4 alternative macro-economic scenarios to reflect a range of possible future outcomes in estimating the ECL for significant portfolios, scenarios are updated based on changes in both the macro-economic and geo-political environment. 2. Assuming 100% weighting holding all assumptions including forward looking adjustments constant and includes Individually Assessed Provisions. 3. The downside scenario was updated from a 'further COVID-19 outbreak' scenario to a 'stagflation' scenario to reflect the changing dynamic of the global economy. 4. Central Scenario is based on the Group's internal economic forecasts and considers Central Bank forecasts as well as other assumptions used in business planning and forecasting. It was updated to reflect the higher inflationary environment.



# Funding

Conservative funding position maintained as financial conditions tighten

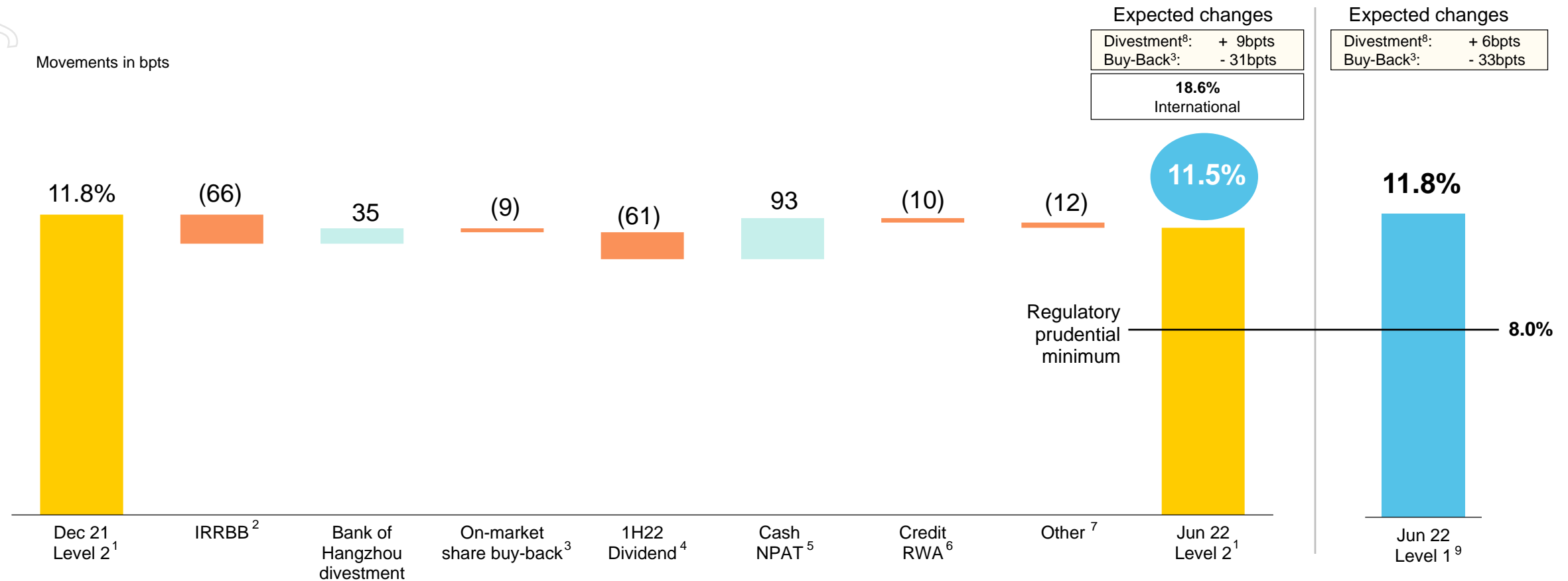
ersonal use only



1. Long-term wholesale funding (>12 months). 2. Represents the Weighted Average Maturity of outstanding long-term wholesale debt with a residual maturity greater than 12 months as at reporting date. 3. Term Funding Facility. 4. Figures include 'other short-term liabilities'. 5. Quarterly average. 6. LCR numerator excludes the size of CBA's available Committed Liquidity Funding (CLF). 7. NSFR numerator (Available Stable Funding) excludes the size of CBA's TFF drawdowns. Denominator (Required Stable Funding) increases weighting for CLF and TFF collateral by 55%, such that it receives the 65% RSF weighting applicable to unencumbered residential mortgages.

# Capital

Strong capital position maintained after absorbing significant IRRBB capital requirement



1. Level 2 is the consolidated banking group including banking subsidiaries such as ASB Bank, PT Bank Commonwealth (Indonesia) and CBA Europe N.V. It excludes the insurance businesses.  
 2. IRRBB RWA excludes impact from change in hedge accounting treatment for swaps no longer deemed effective, which is capital neutral with offsetting increases in regulatory capital deductions.  
 3. Completed \$468m of the previously announced \$2 billion on-market share buy-back. 4. 2022 interim dividend included the on-market purchase of shares in respect of the DRP. 5. Excludes net equity accounting profits from associates as they are capital neutral with offsetting increases in regulatory capital deductions. 6. Excludes impact of FX movements. 7. Other includes the impact of intangibles, movement in reserves and equity investments. 8. Expected CET1 uplift from the previously announced divestment of CommInsure General Insurance (Level 2: +9bpts, Level 1: +6bpts). Regulatory approvals have been received and the sale is expected to complete in the second half of calendar year 2022. 9. Level 1 is the CBA parent bank, offshore branches and extended licence entities approved by APRA.

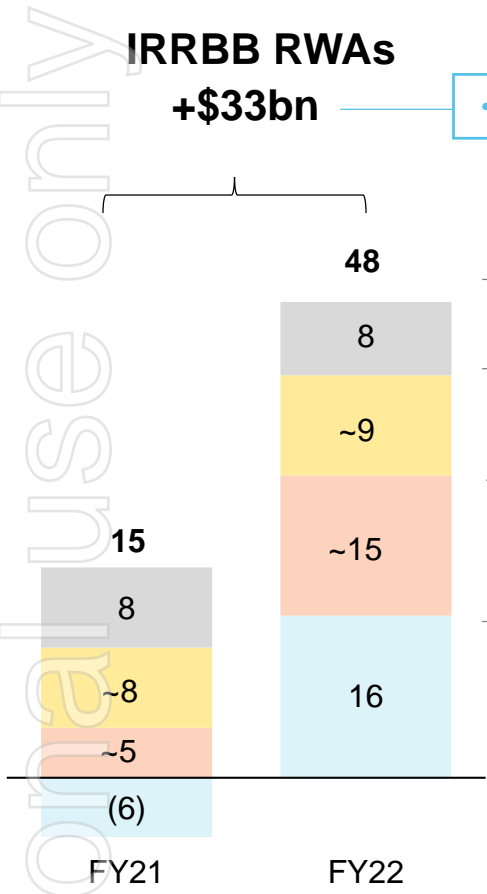
# Interest Rate Risk in the Banking Book (IRRBB)

Driven by our conservative approach to investment term of equity, capital stress-testing & liquidity requirements

## IRRBB RWAs

+\$33bn

• Represents >\$4bn of additional capital<sup>1</sup>



### Component

### Key driver of capital requirement

### FY23-25 Outlook

(assuming stable swap rates & credit spreads)

Optionality and basis risk

Absorb changes in customer behaviour vs expectations (e.g. propensity to prepay)

Likely neutral

Credit Spread Risk<sup>2</sup>

Absorb future revaluation risk on high quality government bond holdings<sup>3</sup>

**Increase ~\$3bn p.a.:** Selective participation in federal and state bond issuance to satisfy liquidity requirements

Swap Rate Risk<sup>2</sup>

Absorb future valuation differences from holding investment term of equity<sup>4</sup> >1 year

**Likely neutral:** No change to investment term planned – shorter term would provide temporary capital benefit, but amplify capital drain during severe stress events<sup>5</sup>

Embedded (Gain)/Loss

Reflect current valuation difference in Group's 3-year investment term of equity<sup>4</sup> vs "capital-free" 1-year term

**Reduction ~\$5bn p.a.:** Assumes 30 June 2022 swap rate, faster unwind if rates fall (sensitivity below)

Key Sensitivities:

Embedded Gain/Loss: +/- 10 bps Swap rates = +/- ~\$1bn RWA IRRBB

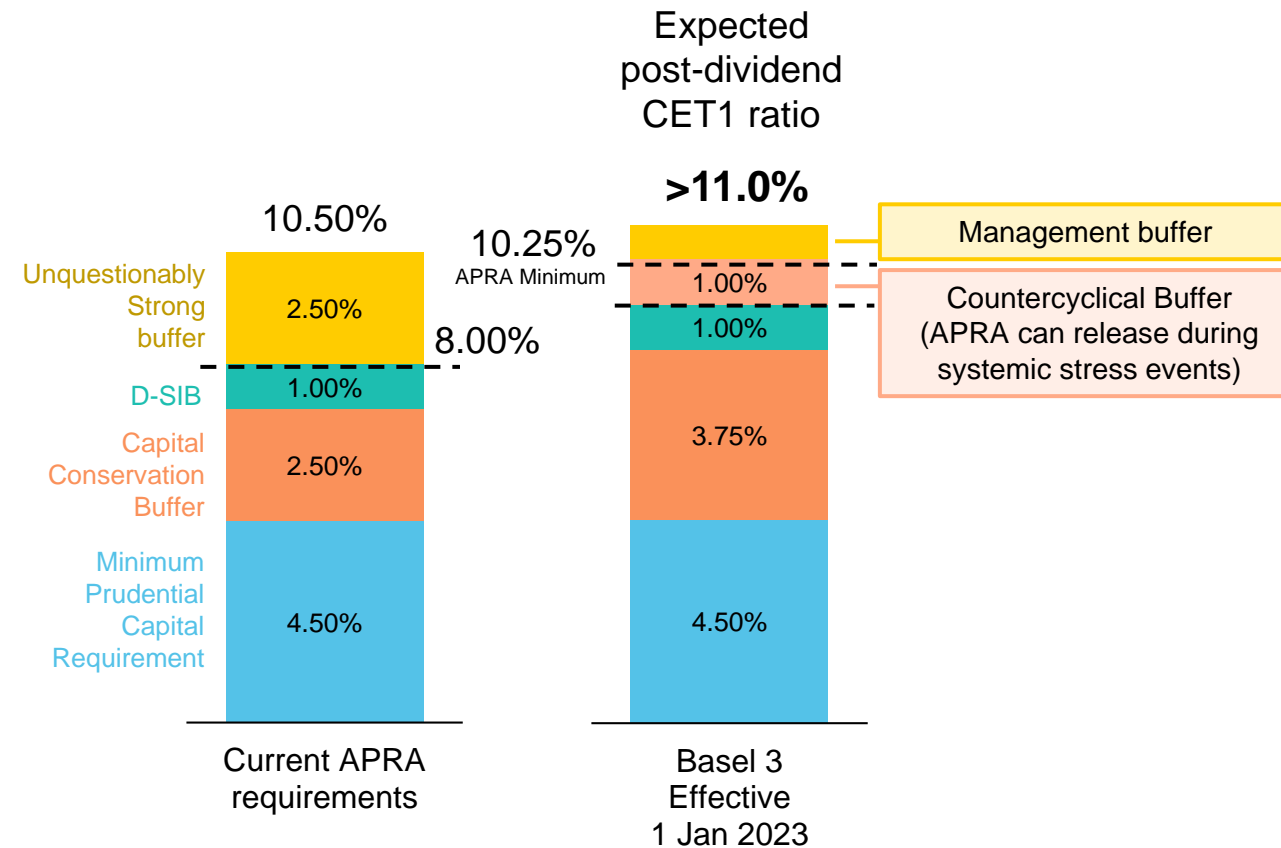
Swap Rate Risk: +/- 1 year investment term of equity = +/- \$8bn RWA IRRBB

1. Impact in CET1 based on June 2022 CET1 ratio of 11.5%, excludes capital neutral change in hedge accounting treatment (reduces RWA, offset by lower CET1 capital). 2. Approximated decomposition of the key risk components of "Yield Curve & Repricing Risk". 3. As credit spreads widen, mark to market losses on bond portfolios are recognised within Investment Securities Revaluation (ISR) Reserve, depleting capital. 4. The Group's equity is invested over a three year term to mitigate volatility of earnings and capital through a rate and credit cycle. 5. During severe stress events credit spreads rise, impacting capital via both IRRBB and ISR reserve movements. Swap rates tend to fall during a stress event, providing offsetting IRRBB embedded gains. Longer investment terms provide larger embedded gains, cushioning a bank's capital from credit spread deterioration.

# Capital framework reforms

CBA expects to operate with a post-dividend CET1 ratio of greater than 11.0% from 1 January 2023

- The new prudential capital framework, effective 1 January 2023, will result in changes to the calculation and presentation of capital ratios – APRA has stated that the new framework does not require the banking system to raise additional capital (i.e. lower RWAs & higher CET1 ratios).
- Minimum CET1 capital ratio requirements for Australian major banks will increase from 8.00% to 10.25%.
- CBA is well placed to accommodate these changes, and expects to operate with a post-dividend CET1 ratio of >11.0%, except in circumstances of unexpected capital volatility.

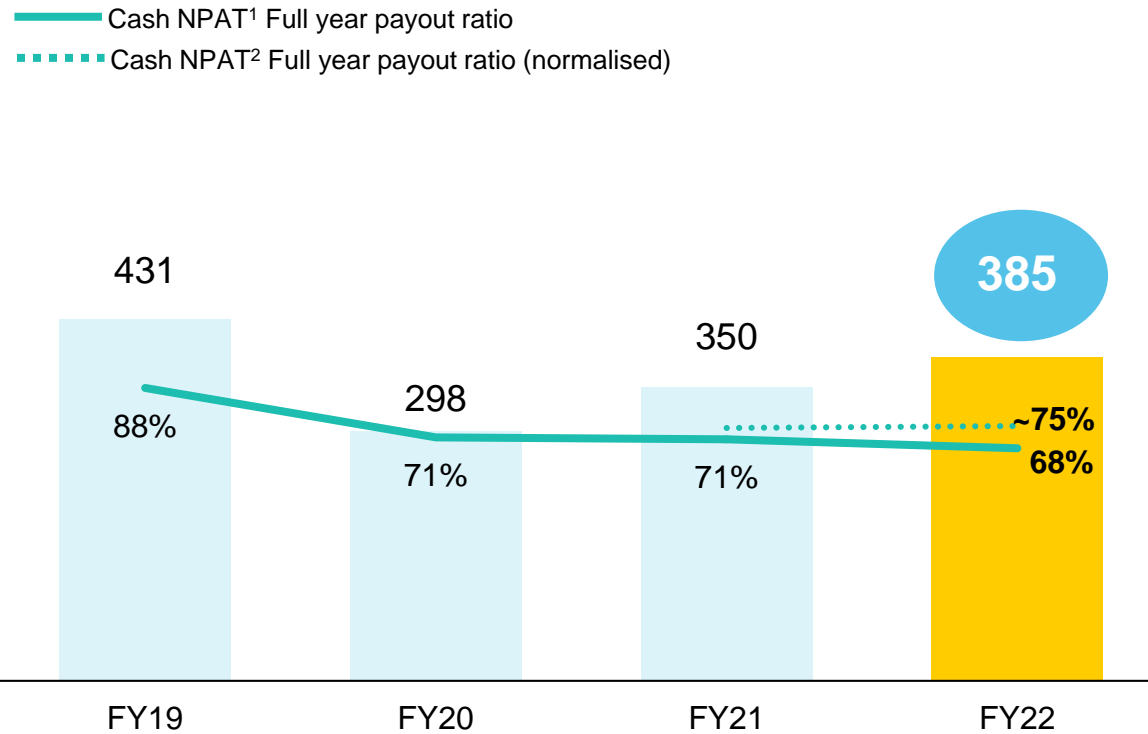


# Dividend

## Long-term sustainable returns

### Sustainable returns

Dividend per share (cents)



- Final dividend of \$2.10: FY \$3.85
- DRP no discount and expected to be fully neutralised
- Full year payout ratio of 68%, or ~75% normalising for long run loan loss rates
- The Bank will continue to target a full year payout ratio of 70-80% of Cash NPAT
- In considering the sustainability of dividends, the Board will continue to take into account a number of factors, including long term average loss rates

1. Cash NPAT inclusive of discontinued operations. 2. Cash NPAT and dividend payout ratio normalised to reflect a long run loan loss rate.

# Economic outlook

---

- Strong fundamentals for Australian economy
  - Low unemployment, lower underemployment, high participation rates
  - Strong non-mining investment
  - Inflation challenge and fiscal position favourable vs many other countries
- Tightening cycle already having a significant impact
  - Consumer confidence down substantially
  - Spend moderating – more-so for discretionary items, rate and price-sensitive cohorts
  - Savings rates and house prices trending down
- Expect a short, sharp cycle
  - Significant divergence in forecasts – between economists, and vs market
  - Lag effect from already announced rate changes, and energy prices
  - Concerns of wage price spiral offshore
  - Global growth to slow considerably, recessions expected in US and UK

# Summary

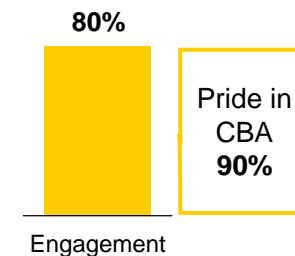
Strong result driven by customer engagement

- Strong result highlighted by volume growth driven by customer engagement
- Underpinned by consistent, multi-year disciplined execution
- Capital and balance sheet strength
- Pipeline of new products and services delivering tangible benefits
- Supporting our customers through challenging times

## Customers

Net Promoter Scores <sup>1</sup>	Rank	12 months Volume Growth <sup>2</sup>	CBA vs System
Consumer	#2	Home Lending	0.9x
Business	#1	Business Lending	1.3x
Consumer Digital	#1	Business Deposits	1.4x
Business Digital	#1	Household Deposits	1.0x

## People<sup>3</sup>



## Shareholders

	Returns	Period	TSR Rank <sup>4</sup>
	\$13bn	1yr	#2
Buy-backs	6.5	3yr	#1
Dividends	6.5	5yr	#1
		10yr	#1

FY22

1, 2, 3, 4. Refer to sources, glossary and notes at the back of this presentation for further details.

ersonal use only

# Overview & Strategy

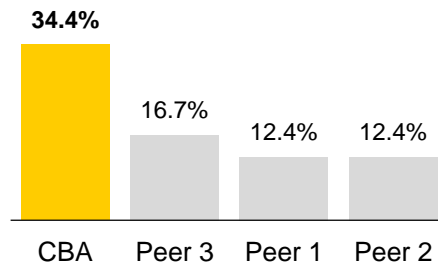




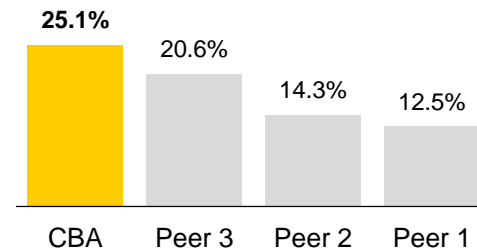
# Why CBA?

## Leading franchise – leading returns

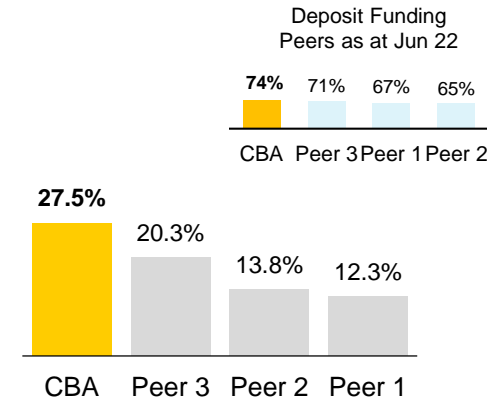
### MFI share<sup>1</sup> (%)



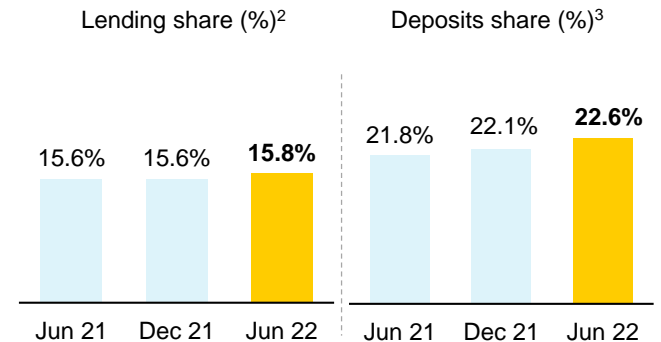
### Home Lending share<sup>2</sup> (%)



### Household Deposits share<sup>3</sup> (%)



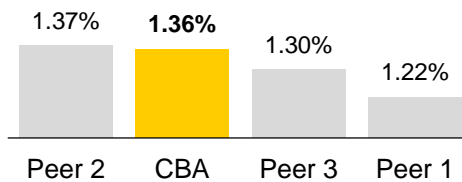
### Business Banking share Including institutional



### Provisioning (%)

Total provision coverage to Credit RWA<sup>4</sup>

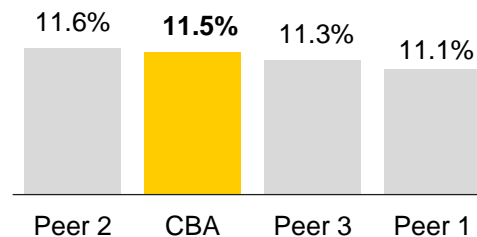
Peer 1 and Peer 2 as at June 2022  
Peer 3 as at March 2022



### Capital (%)

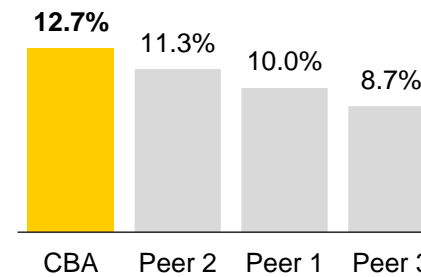
CET1 Level 2

Peer 1 and Peer 2 as at June 2022  
Peer 3 as at March 2022



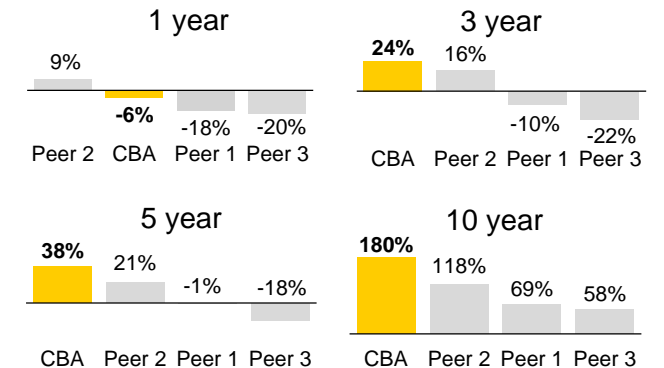
### ROE (cash)<sup>5</sup> (%)

Peers as at March 2022



### Shareholder Returns (%)

Total Shareholder Return<sup>6</sup>



1. Refer to the glossary at the back of the presentation for source information. 2. Source: RBA Lending and Credit Aggregates. 3. Source: APRA Monthly Authorised Deposit-taking Institution Statistics (MADIS). 4. Total provisions divided by credit risk weighted assets. Excludes estimated impairment provisions for derivatives at fair value. 5. On continuing operations basis where applicable. Peers represent headline ROE for half year ended 31 March 2022. 6. Source: Bloomberg. Total Shareholder Return as at 30 June 2022.

# Delivering

Balanced outcomes – delivering for all stakeholders



## Customer

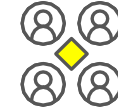
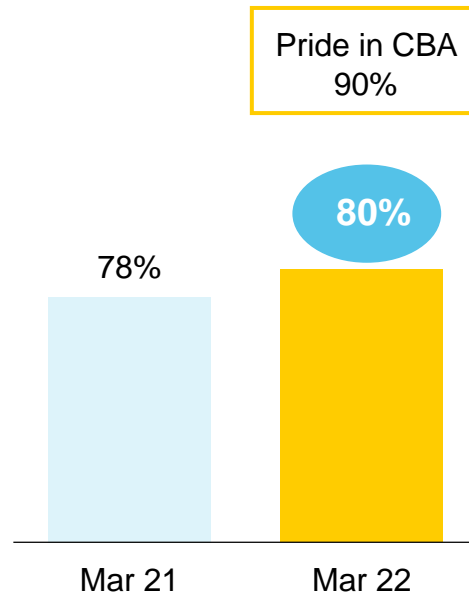
Net Promoter Scores<sup>1</sup>

	Rank
Consumer	#2
Consumer Digital	#1
Business	#1
Institutional	#2



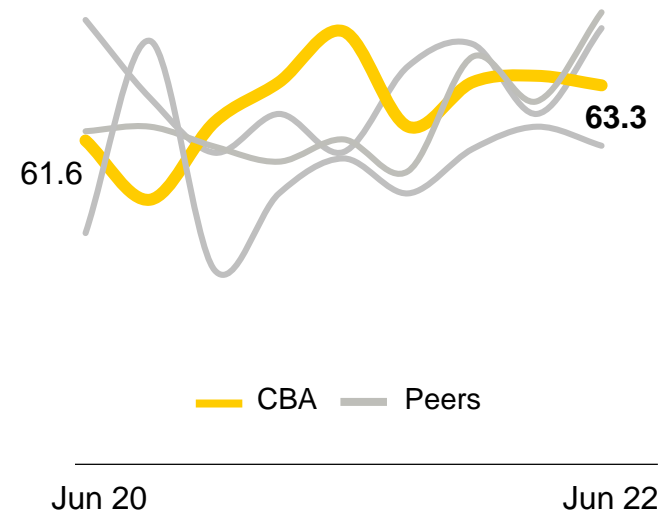
## People

People engagement<sup>2</sup>



## Community

Reputation score<sup>3</sup>



## Shareholders

Total Shareholder Return<sup>4</sup>

Period	%	Rank
1yr	-6%	#2
3yr	24%	#1
5yr	38%	#1
10yr	180%	#1



1, 2, 3, 4. Refer to sources, glossary and notes at the back of this presentation for further details.

ersonal use only

# How we contribute to Australia<sup>1</sup>

## Income earned<sup>2</sup>


In FY22, Commonwealth Bank earned income of

# \$24.4bn

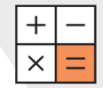
- Australia's largest home lending
  - \$170bn in new lending in FY22<sup>6</sup>
- Helping Australia's businesses
  - \$33bn in new business lending in FY22<sup>7</sup>
- Australia's leading bank for savings
  - Over 25% of all resident deposits

## Expenses and payments<sup>2</sup>


**\$ 14.5bn** FY22 was spent on:

 **Staff related<sup>4</sup>**  
**\$6.5bn**  
\$3.2bn 2H22


- We employ over 53,000 people
- 90% are employed in Australia/NZ

 **Expenses<sup>5</sup>**  
**\$4.4bn**  
\$2.3bn 2H22

- 93% of our suppliers' invoices paid domestically were within 30 days
- 807 branches

 **Tax expense**  
**\$4.0bn**  
\$3.6bn FY21


- We are one of Australia's largest corporate tax payers
- We have signed up to the Voluntary Tax Transparency Code

 **Loan impairment**  
**(\$0.4bn)**  
(\$0.3bn) 2H22


- Reduced COVID-19 uncertainties

## Dividends and reinvestment

From the profit<sup>3</sup> of **\$9.7bn**, approximately 70% goes to shareholders and the rest is reinvested

 **Dividends**  
**\$6.6bn**  
\$3.6bn 2H22

- The average retail shareholder received ~\$3,030 in dividends
- 870,000+ shareholders with 77% Australian owned

 **Reinvested**  
**\$3.1bn**  
\$1.3bn 2H22

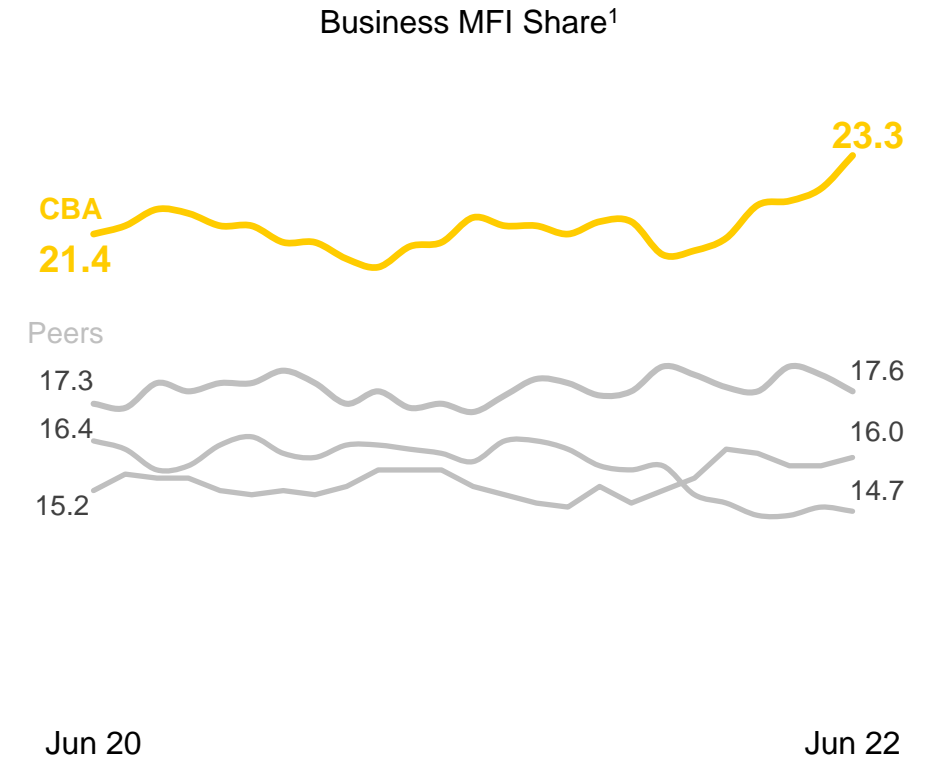
- We invest back into our business to make it better for our customers

1. Presented on a continuing operations ("cash basis") unless stated otherwise. 2. Excluding one-off items. Expenses also exclude remediation costs. 3. Net profit after tax including discontinued operations ("cash basis"). 4. Staff related expenses including salaries. 5. Excluding staff related expenses. 6. Includes RBS internal refinancing, excludes Viridian Line of Credit (VLOC), includes Bankwest fixed splits of existing variable loans and excludes all other Bankwest internal refinancing. 7. Business Bank Commercial Lending - new funding and drawdowns.

# Building our business bank

Growth driven by strong engagement and deeper customer relationships

- **#1** Net Promoter Score<sup>1</sup>
- **#1** Net Promoter Score in business digital<sup>1</sup>
- **#1** MFI share (+5.7% vs nearest competitor)<sup>1</sup>
- **#1** Merchant acquiring share<sup>1</sup>
- **#1** Business deposits share<sup>2</sup>
- **1.3x** system growth in Business Lending<sup>3</sup>
- **1.4x** system growth in Business Deposits<sup>4</sup>
- **>75%** of new business loan funding to relationships with transaction banking
- **>1m** business transaction accounts (>4,000 new accounts per week)
- **Flexible** financing and faster access to cash flow via Stream
- **Most recommended** major business bank<sup>5</sup>
- **Best** business customer service (major bank)<sup>5</sup>

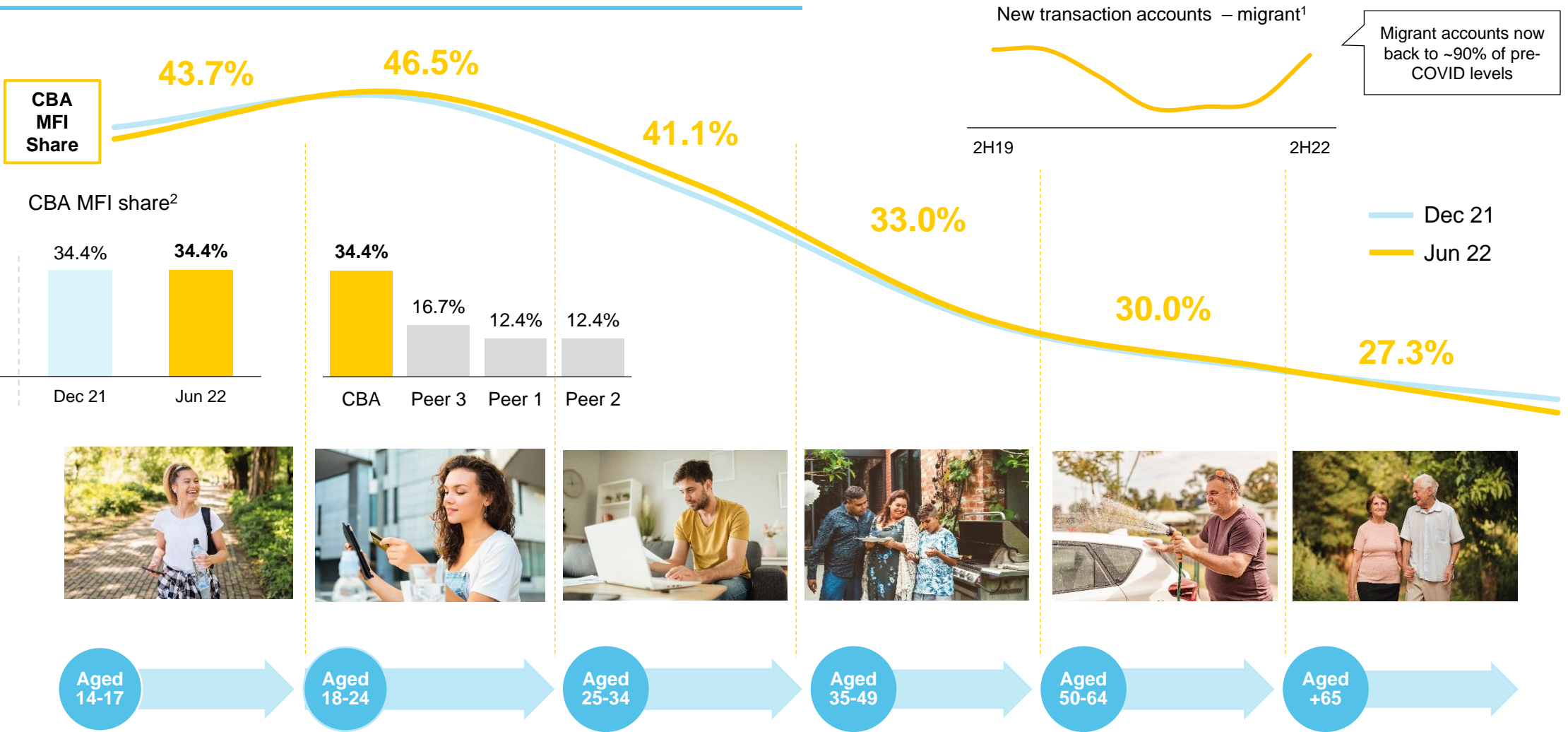


1. Refer to the glossary at the back of the presentation for source information. 2. System source: APRA's Monthly Authorised Deposit-taking Institution Statistics (MADIS) publication. 3. CBA Business Lending multiple estimate is based on Business Banking growth rate (excluding Institutional Banking and Markets) over published APRA and RBA Total Business Lending data (excluding estimated Institutional Lending balances). 4. CBA business deposits multiple estimate is based on Total CBA Non-Financial business deposit growth rate over Market Non-Financial Business Deposit growth rate, as published by APRA. 5. DBM Australian Financial Awards 2022 – 'Most Recommended Major Business Bank' and 'Best Business Customer Service (Major Bank)'. Presented March 2022. Award is based on information collected from the DBM Atlas research program – feedback from over 80,000 business and/or retail customers January 2021 through December 2021.

# Reimagining banking

Franchise strength supporting our customers across the lifecycle

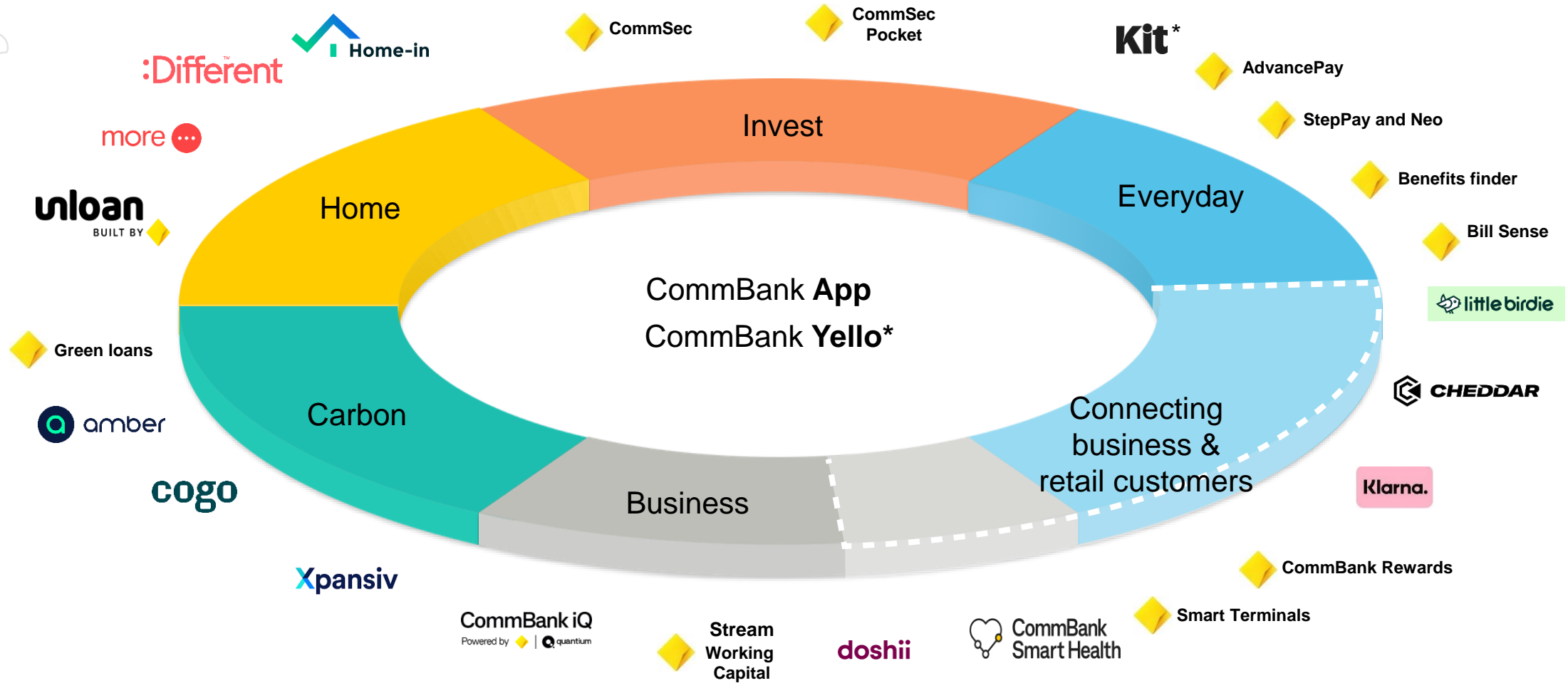
ersonal use only



1. Number of new migrant transaction accounts, RBS excluding Bankwest. 2. Refer to the glossary for source information.

# Reimagining banking

Reinforcing our core proposition – example initiatives



\* Initiatives in pilot/launching in 2022

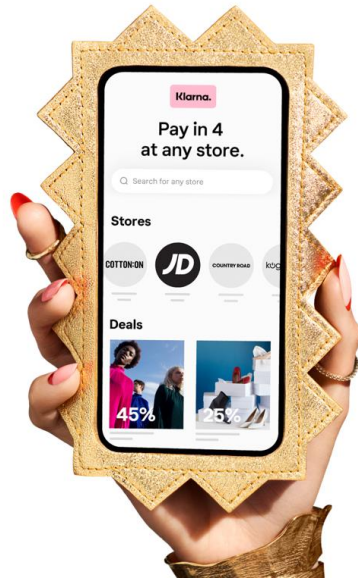
ersonal use only



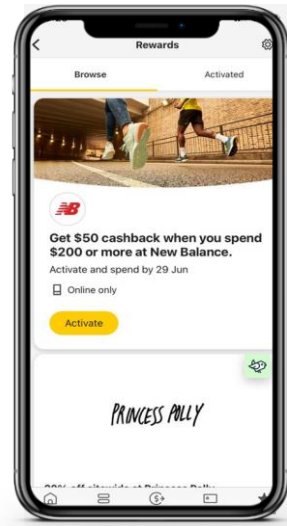
# Reimagining banking

Connecting business and retail customers

**Klarna.**



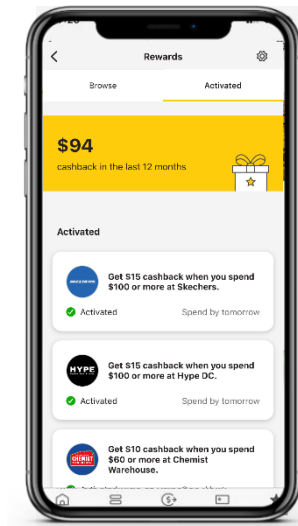
 **little birdie**



 **CHEDDAR**



CommBank  
Rewards



- Used in >25k stores<sup>1</sup>
- >730k active app customers
- Pay in 4, delivery, rewards & more

- ~920k merchant referrals<sup>2</sup>
- 2.2M website visits<sup>2</sup>
- >1000 merchants partners<sup>2</sup>

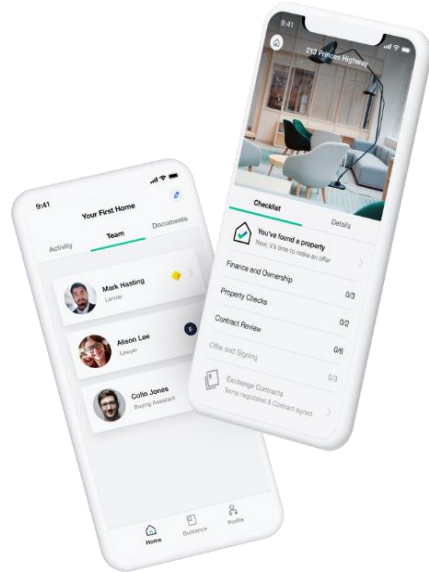
- AI shopping cashback platform
- >80% Gen Z and Millennials
- >35% monthly active users

- 8.9m offers activated<sup>1</sup>
- +129% in merchant leads<sup>1</sup>
- +110% in merchant spend<sup>1</sup>

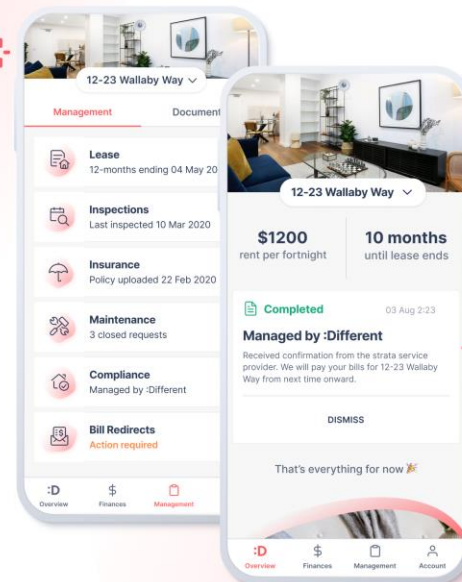
1. In the last 12 months. 2. Since launch in August 2021.

# Reimagining banking

## Home buying and ownership



- Home-in simplifies home buying
- 15% of pre-approved customers<sup>1,2</sup>
- >2x CBA loan conversion rate<sup>1</sup>
- 67 NPS, 4.7 star app<sup>3</sup>



- Digital property management
- Unique tech and operations platform
- Discounts for CBA property investors
- 4.3 Google review score (July 2022)



Settlement

- Property settlement leader
- ~\$200m invested in FY22
- 23.9% ownership
- 92% of CBA settlements

1. As at 1 July 2022. 2. Proprietary. 3. Average of Google / Apple app store ratings.

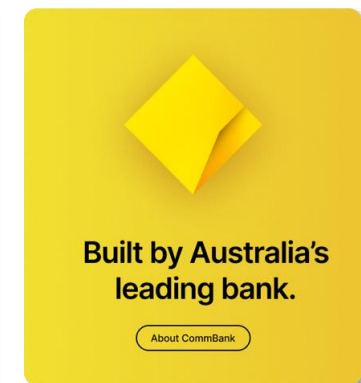
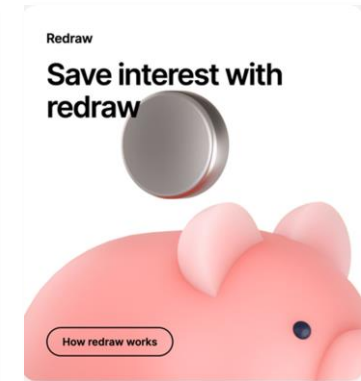
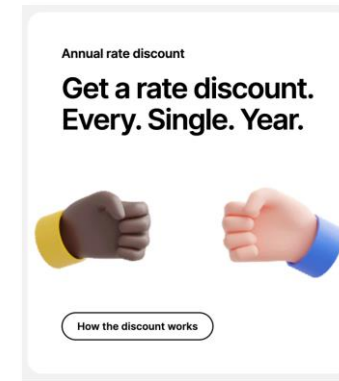
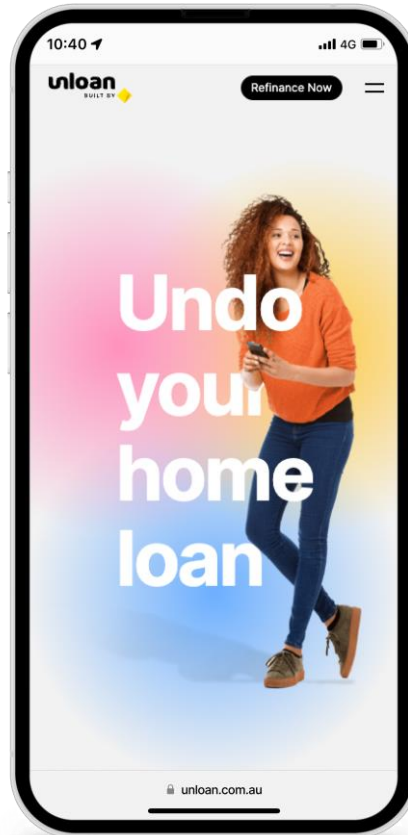


# Reimagining banking

Digital home loans - simple, fast, fully digital experience

## unloan

- One low rate
- Apply in minutes
- A discount that gets better. And better. And better<sup>1</sup>
- Built by CommBank



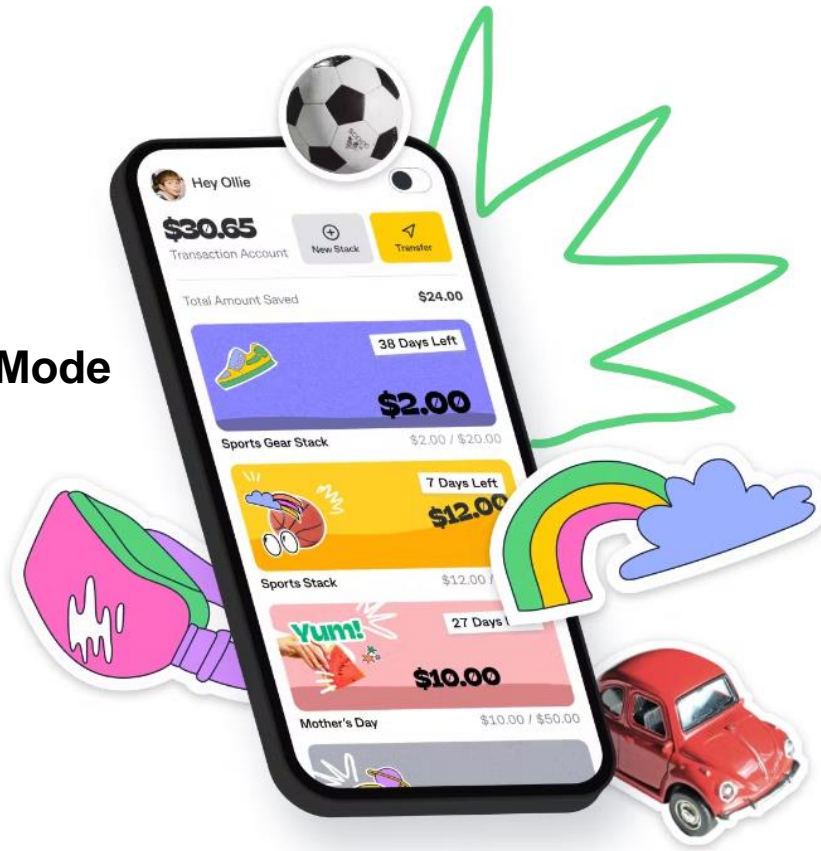
1. The Unloan discount that grows by 0.01% p.a. every year for the life of the loan, up to 30 years.

# Reimagining banking

Helping to improve children's financial capabilities

# Kit

- Customisable controls in **Boss Mode**
- Personalised **savings Stacks**
- Connect jobs to **PayDay**
- Bite-size **in-app education**



Literature review and feature mapping against research



Young People's Financial Capability Outcomes Framework



Measurement and evaluation protocol to demonstrate impact



Kit Advisory Panel

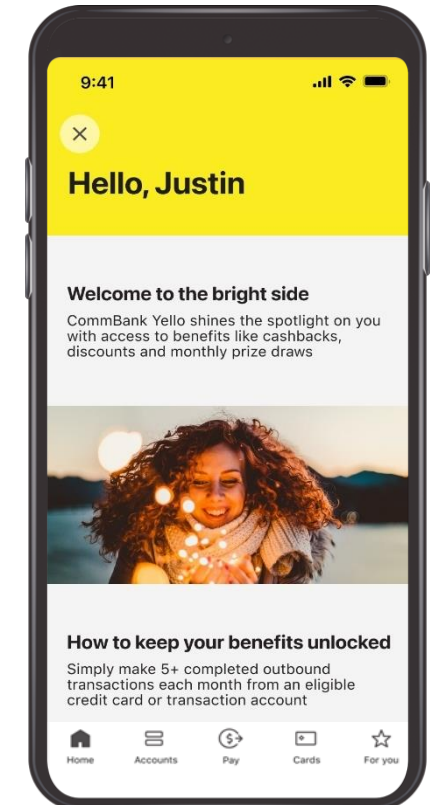
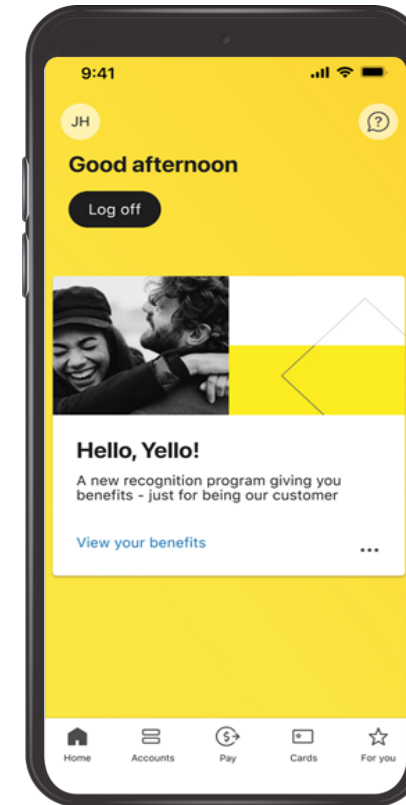
ersonal use only



# Reimagining banking

Yello – reward and recognition for existing customers

- New recognition program to reward existing customers
- Specific, personalised benefits and offers
- Recognising achievements and milestones
- Available to > 6m retail customers with a banking account
- Monthly cashback on home insurance
- Exclusive shopping offers
- Tailored property reports
- Discounts on home-related purchases
- Prizes such as \$1,200 monthly contribution to go towards their home



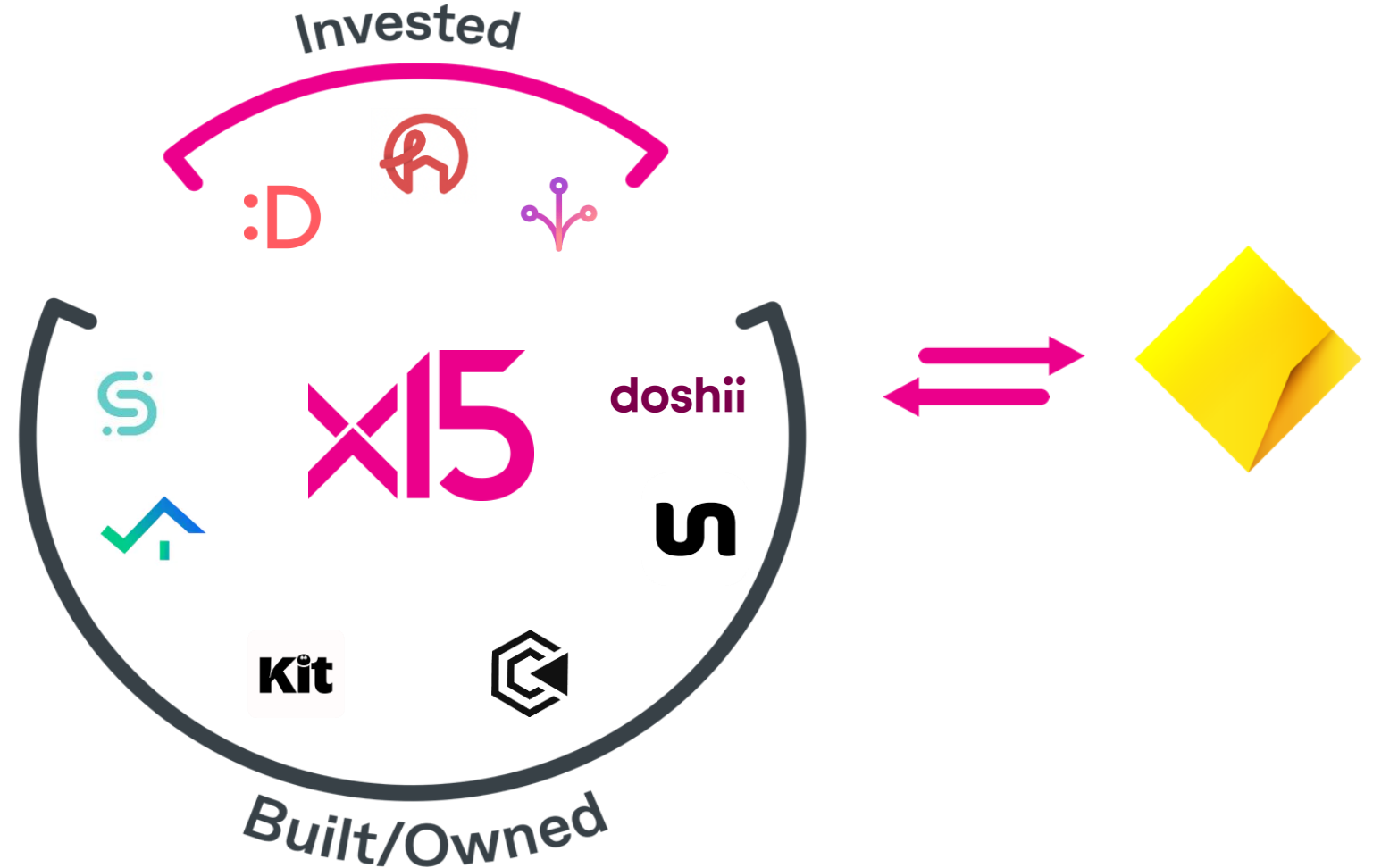
# Reimagining banking

CBA's venture scaler – creating the world's best bank venturing platform

## xStack

A platform of technical and non-technical services provided to ventures, so that they can:

- Move at the pace of a start-up - retaining agility and the ability to pivot rapidly
- Stay safe through automation with bank-grade security and controls, keeping customers safe
- Scale leveraging CBA's brand, customer distribution channels and banking services



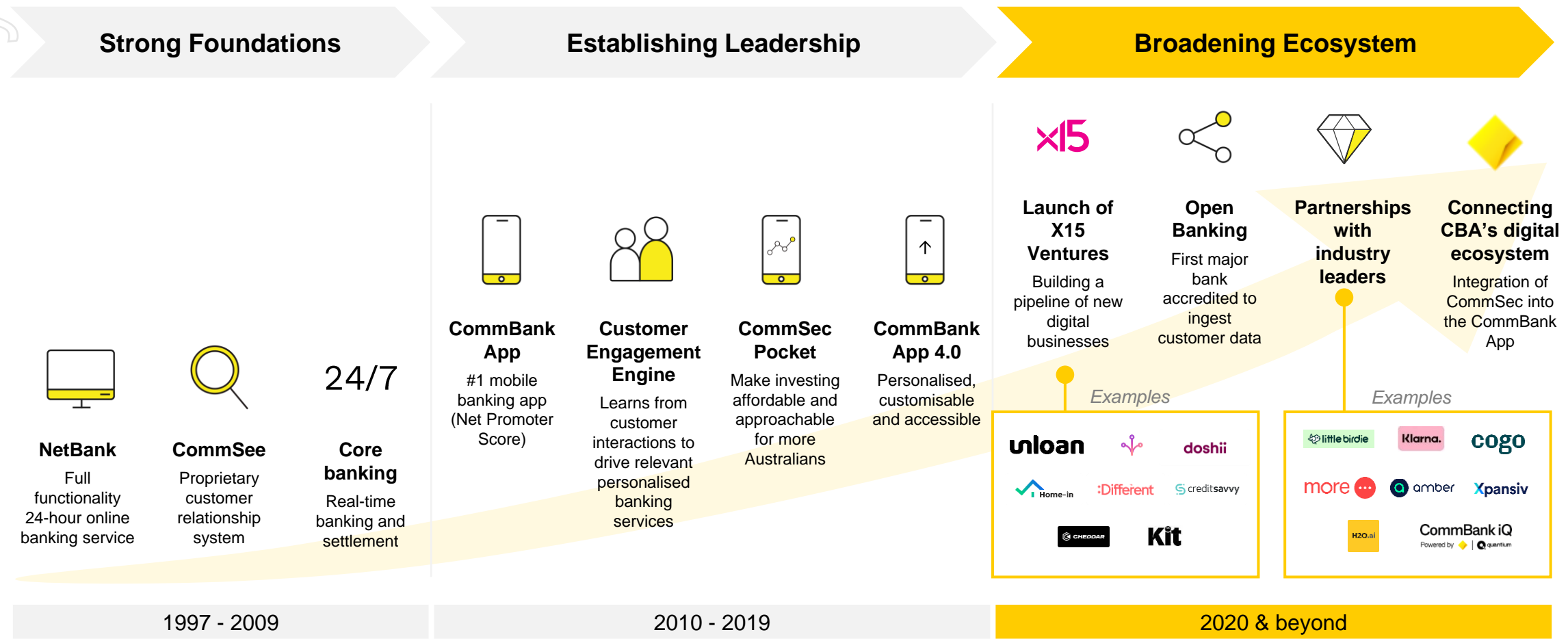
ersonal use only



# Global best digital experiences and technology

Building on a history of innovation

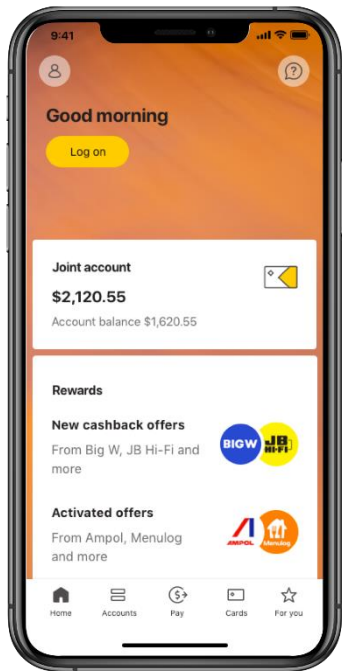
ersonal use only



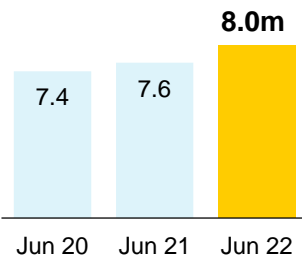
# Global best digital experiences and technology

Market leading digital assets – delivering brilliant customer experiences

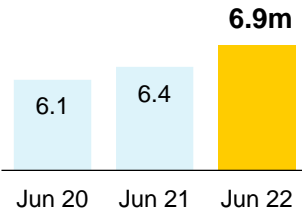
## Growing user base



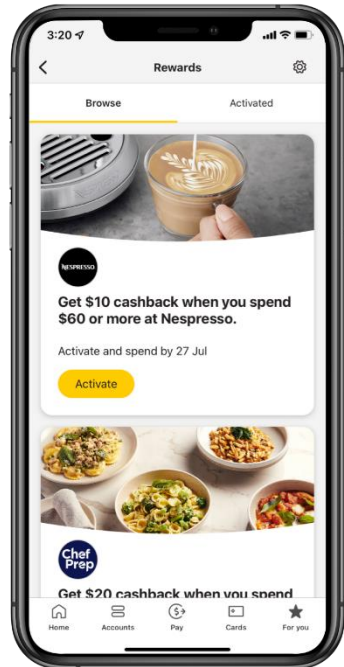
Digitally active customers<sup>1</sup>



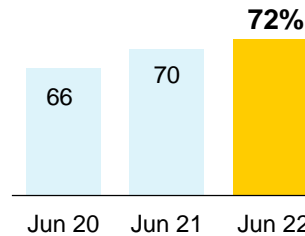
CommBank App active customers<sup>2</sup>



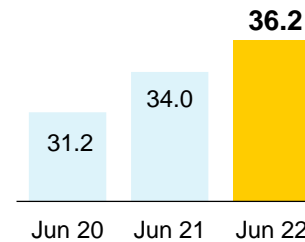
## Record digital engagement



Digital transactions  
% of total - by value<sup>3</sup>

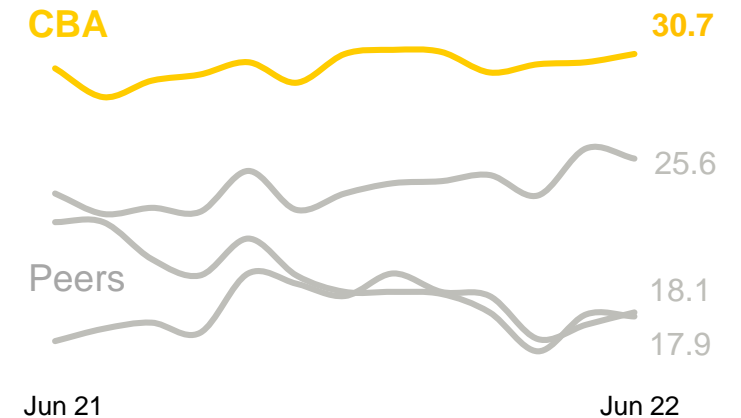


Average monthly logins  
per active customer<sup>4</sup>



## Market leader

Consumer Mobile App Net Promoter Score<sup>5</sup>



Bank of the Year – Digital Banking  
(Canstar - 13 years in a row)<sup>6</sup>



Overall Digital Experience Leader  
(Forrester – 6 years in a row)<sup>7</sup>



Best Major Digital Bank  
(DBM Australian Financial Awards – 4 years in a row)<sup>8</sup>

Most Innovative Major Bank  
(DBM Australian Financial Awards – 4 years in a row)<sup>8</sup>



1, 2, 3, 4, 5, 6, 7, 8. Refer to sources, glossary and notes at the back of this presentation for further details.

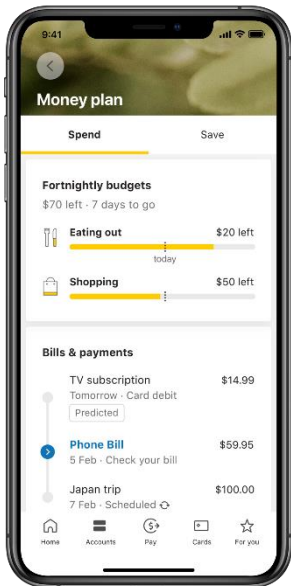


# Global best digital experiences and technology

## Industry leading engagement

### Money Plan

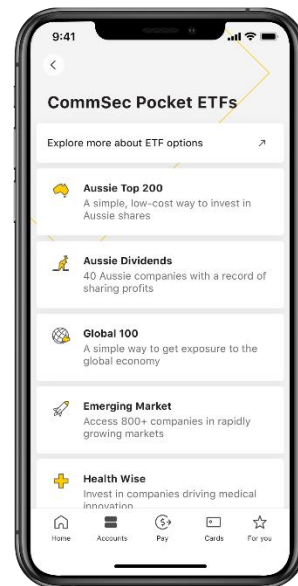
Money management tools in one place



**~460,000**  
customers engaging<sup>1</sup>

### CommSec

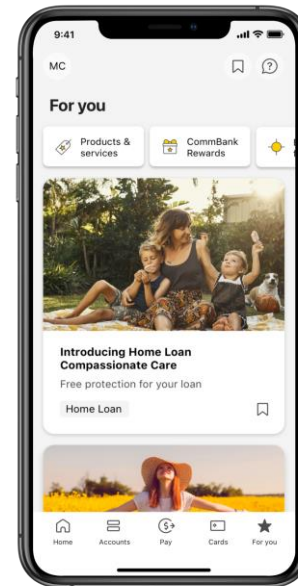
Manage investments via CommBank App



**~670,000**  
customers used<sup>2</sup>

### For You

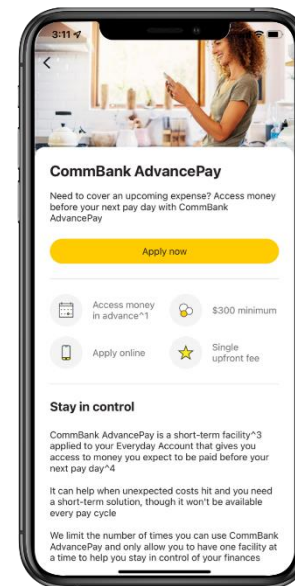
Hyper-personalised products & offers feed



**>2.8m**  
customers engaging<sup>3</sup>

### CommBank AdvancePay

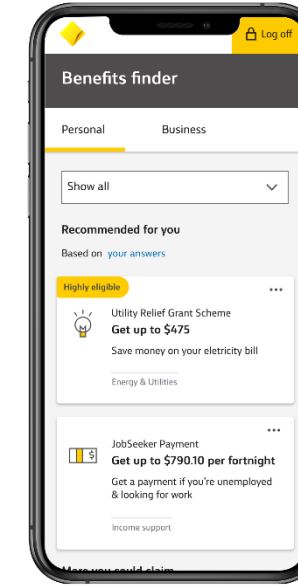
Access money before pay day



**~60k**  
facilities provided

### Benefits finder

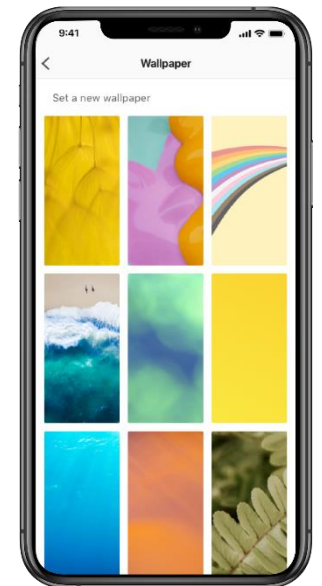
Simplified access to a range of benefits



**>2.1m**  
claims initiated

### Favourites & Wallpapers

Personalised mobile App experience



**~1 in 5**  
customers used<sup>4</sup>

1, 2, 3, 4. Refer to sources, glossary and notes at the back of this presentation for further details.

# Global best digital experiences and technology

## Investing in technology and capability

### Modernised systems, digitised end-to-end

- Digitising and automating key processes (ID, KYC, lending documentation, E2E tech delivery processes)
- Embedding world-class software development supported by integrated tools, practices and technology
- Implementing public cloud strategy (“Platform-as-a-Service”)

### World-class engineering

- Leveraging international talent pools for improved capacity and capability
- Growth in engineering workforce – exceeding our target of 600, with up to 1,000 new hires in FY23
- Domestic engineering talent – expansion of Technology Hubs announced (Adelaide and Melbourne)
- Establishing clearer career pathways via dedicated Engineering Chapter, including 9 Distinguished Engineers

### Operational excellence

- Ongoing work to uplift scaled remote working capabilities for >30,000 FTE per day
- Ongoing work to rollout new Group Operating model driving streamlined product delivery
- Delivering world-class cyber security, including rollout of new authentication technology
- Implemented cloud-based technology cost transparency management tool, covering 2k+ business applications



# Global best digital experiences and technology

## Fast digital processing

### Consumer<sup>1</sup>

**85%** of all proprietary applications decided within 1 day

**62%** of proprietary applications auto-decided

**92%** of settlements via PEXA

**~50m** decisions per day via Customer Engagement Engine

**86%** of new credit card accounts via digital<sup>3</sup>

**39%** of customer enquiries via in-App messaging<sup>5</sup>

### Business

**35%** of new transaction accounts via digital

**>60%** of Small Business funding via BizExpress<sup>2</sup>

**>90%** of loan documents executed digitally

**19%** reduction in speed to funding via digital execution

**<12<sub>mins</sub>** funding times (BizExpress Online)<sup>4</sup>

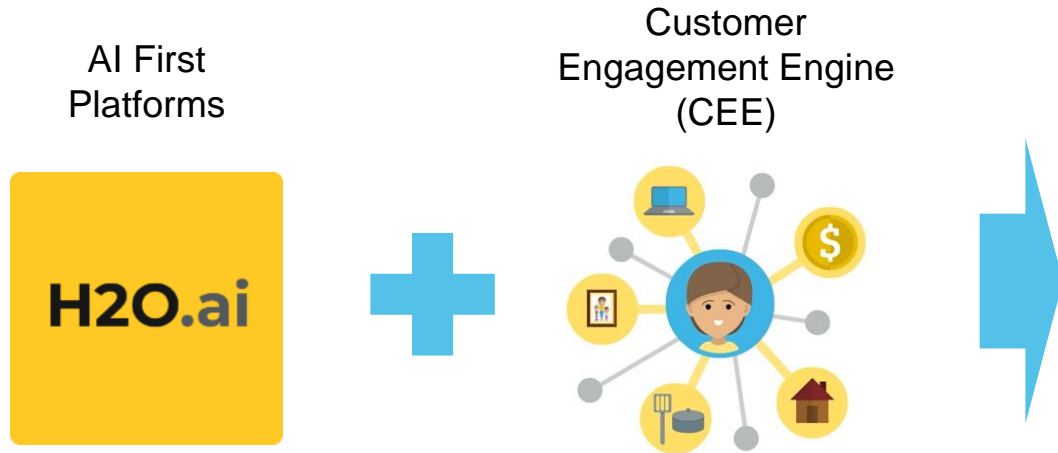
**3x** increase in digital inbound queries via Ceba<sup>6</sup> and web messaging

1, 2, 3, 4, 5, 6. Refer to sources, glossary and notes at the back of this presentation for further details.

# Global best digital experiences and technology

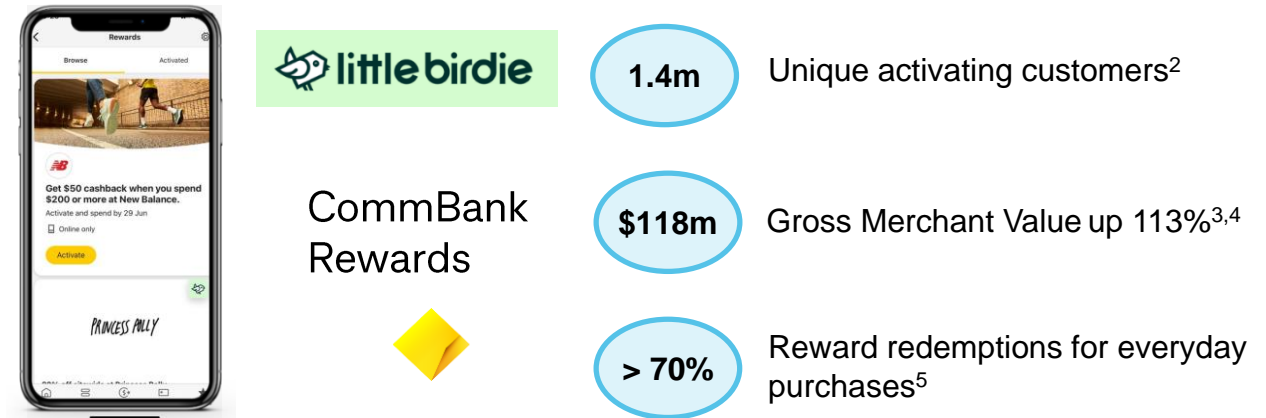
## Reimagining data and analytics

### Powerful Analytics<sup>1</sup>



- Powerful recommendation engine integrated with CEE
- ~450 machine learning models
- ~157bn data points processed in real time
- Best practice in customer centric AI (Harvard)

### Connecting Retail and Business Customers



- Connecting millions of retail customers with relevant business customers
- Personalised offers, enhanced shopping experience
- Driving merchant sales
- Canstar Innovation Excellence Award<sup>6</sup>

1. First use case of combining these by CommBank Rewards and Little Birdie. 2. Includes CommBank Rewards and Little Birdie in the CommBank app. 3. FY22 performance metrics against FY21. 4. Includes CommBank Rewards and Little Birdie. 5. Includes CommBank Rewards only. 6. Canstar Innovation Excellence Award 2022 won by CommBank Rewards for providing a simple and easy way for customers to save when they shop using personalisation and AI capability, and availability on debit cards.

# Our commitment to sustainability

Creating a brighter future for our customers, communities and our people

## Supporting our customers

- Provided emergency assistance to over 700 Business Customers affected by COVID and natural disasters
- Benefits finder for small business has helped more than 19,000 Australian businesses initiate claims worth more than \$215 million
- 1,868 loan deferrals in FY22
- Delivered >\$18m in cashback to customers through personalised CommBank Rewards<sup>2</sup>
- Our Community Wellbeing team have supported over 17,000 interactions with customers in vulnerable circumstances
- 24/7 Australian based Business Banking Support

## Caring for our community

- Partnered with Rural Aid and donated \$500,000 to enable them to expand their network of experienced counsellors across previously un-serviced rural towns
- Launched our CanGive initiative, raising over \$2.8 million to fund 17 organisations' recovery efforts after the floods
- CommBank Staff Foundation provided \$3 million in \$10,000 community grants to organisations nominated by employees
- Implemented artificial intelligence to detect and prevent abusive messages being sent through our banking platforms, and blocked over 300,000 transactions with offensive language through the CommBank app and Netbank

## Engaging our people

- Refreshed our purpose 'Building a brighter future for all' to reflect the role we see ourselves playing in the years ahead
- Recent Your Voice survey showed employee engagement was 80% and 90% are proud to work for the Bank
- Launched 'Respect Lives Here' initiative as part of our continued focus on creating a workplace that is inclusive and safe for all of our people
- Named Australia's #1 LinkedIn Top Company for 2022

## Good governance

- Completed our Remedial Action Plan program of work
- Published second Modern Slavery Statement<sup>1</sup> as required by the *Modern Slavery Act 2018*
- Updated the Group's Green, Social and Sustainability Funding Framework
- 93% of supplier invoices paid domestically were within 30 days

1. Statement available at [commbank.com.au/sustainabilityreporting](https://commbank.com.au/sustainabilityreporting). 2. Since launch in December 2019.

# Our climate strategy

We support the global transition to net zero emissions by 2050

## Building a brighter future for all



### Leadership in Australia's transition

#### Building Australia's future economy

- Supporting Australia's transition through sustainable lending
- Leveraging the 23% of all bank lending and more than 40% of all financial transactions in Australia we play a role in

#### Leading the transition conversation

- Bringing stakeholders together to transition to a sustainable economy
- Contributing insights based on our data and understanding of the Australian economy.



### Reimagining banking

#### Reimagined products and services

- Helping our customers participate in, and navigate, a net zero emissions future through a combination of new products, partnerships and services

#### Global best digital experience and technology

- Using intuitive technology to bring value to our retail and business customers



### Simpler, better foundations

#### Building our climate foundations

- Reducing our own emissions
- Building leading climate risk management practices
- Providing effective governance and transparent disclosures

*"By 2025, we intend to have targets on sectors that account for more than 75% of our 2020 financed emissions"*



Our 2022 Climate Report contains more information

# Our progress to date and future priorities<sup>1</sup>

We set new sector-level financed emissions targets in four priority sectors

## Our foundations

Reduced our Scope 1 and 2 operational emissions by

**90%**

since 2014<sup>3</sup>

Preliminary climate scenario analysis of

**74%**

of our exposures<sup>4</sup>

Reported financed emissions for

**80%**

of our 2020 lending portfolio<sup>5</sup>, aligned with the PCAF Standard

## Financed emissions<sup>2</sup>

Reduced our financed emissions in upstream oil extraction by

**35%**

between 2020 and 2021

Reduced our financed emissions in upstream gas extraction by

**30%**

between 2020 and 2021

Reduced our financed emissions in thermal coal mining by

**25%**

between 2020 and 2021

## Portfolio alignment

Provided

**\$31bn**

of sustainable funding since June 2020

Increased financed electricity generation by

**16%**

in 2021, while reducing portfolio emissions intensity

Renewables account for

**82%**

of our power generation drawn lending exposure as at June 2021

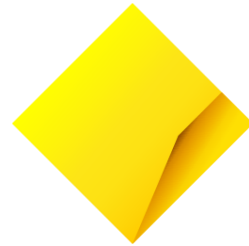
## 2023 onwards...

- Approve our evolved E&S Framework and Policy in 2023.
- Continue to expand our sustainability product suite, strengthening product governance.
- Explore further changes to pricing incentives and capital allocation to support the delivery of sector-level targets.
- Continue to evolve our climate scenario analysis in terms of scope and coverage.
- Complete E&S Risk and Control Self-Assessments across the business, which will also strengthen the capability to perform aggregate climate risk and control reporting across the Bank.
- By 2025, we intend to have targets on sectors that account for more than 75% of our 2020 financed emissions.
- In line with our NZBA commitment, where we have set interim sector targets, we aim to publish within 12 months an overview of the categories of actions expected to be undertaken to meet the targets.
- Update our upstream Scope 3 operational emissions target to align with limiting global warming to 1.5°C.

1. Financed emissions and sector targets are as at 30 June 2021 due to lags in emissions data reporting, and comparisons are to the full year ended 30 June 2020. For further information on methodology and definitions, see the Appendix on pages 52-74 of the 2022 Climate Report. For further information including Important Notices explaining limitations, uncertainties and assumptions associated with climate-related data and forward looking statements, Partnership for Carbon Accounting Financials (PCAF) Standard and Net Zero Banking Alliance (NZBA), please refer to our 2022 Climate Report. 2. Due to the inherent uncertainties and volatility, our financed emissions may fluctuate over time. 3. Comparison of FY14 location-based reporting to FY22 Australian market-based reporting reflects the benefit of 100% renewable energy used for our Australian operations. Includes emissions from Australian data centres. 4. Based on 2022 exposure at default, excluding finance and insurance, government administration and defence. 5. Excludes finance and insurance, government administration and defence.

ersonal use only

# Financial Overview



# Overview – FY22 result<sup>1</sup>

## Key outcomes summary

### Financial

Statutory NPAT (\$m)	9,673	+9.4%
Cash NPAT (\$m)	9,595	+10.9%
ROE % (cash)	12.7	+120bpts
EPS cents (cash)	557	+69c
DPS <sup>3</sup> \$	3.85	+35c
Cost-to-income <sup>2</sup> (%)	45.9	(110bpts)
NIM (%)	1.90	(18bpts)
Op income <sup>2</sup> (\$m)	24,380	+0.9%
Op expenses <sup>2</sup> (\$m)	11,190	-1.5%
Profit after capital charge <sup>4</sup> (\$m)	3,829	+0.2%
LIE to GLAA (bpts) <sup>5</sup>	(4)	(11bpts)

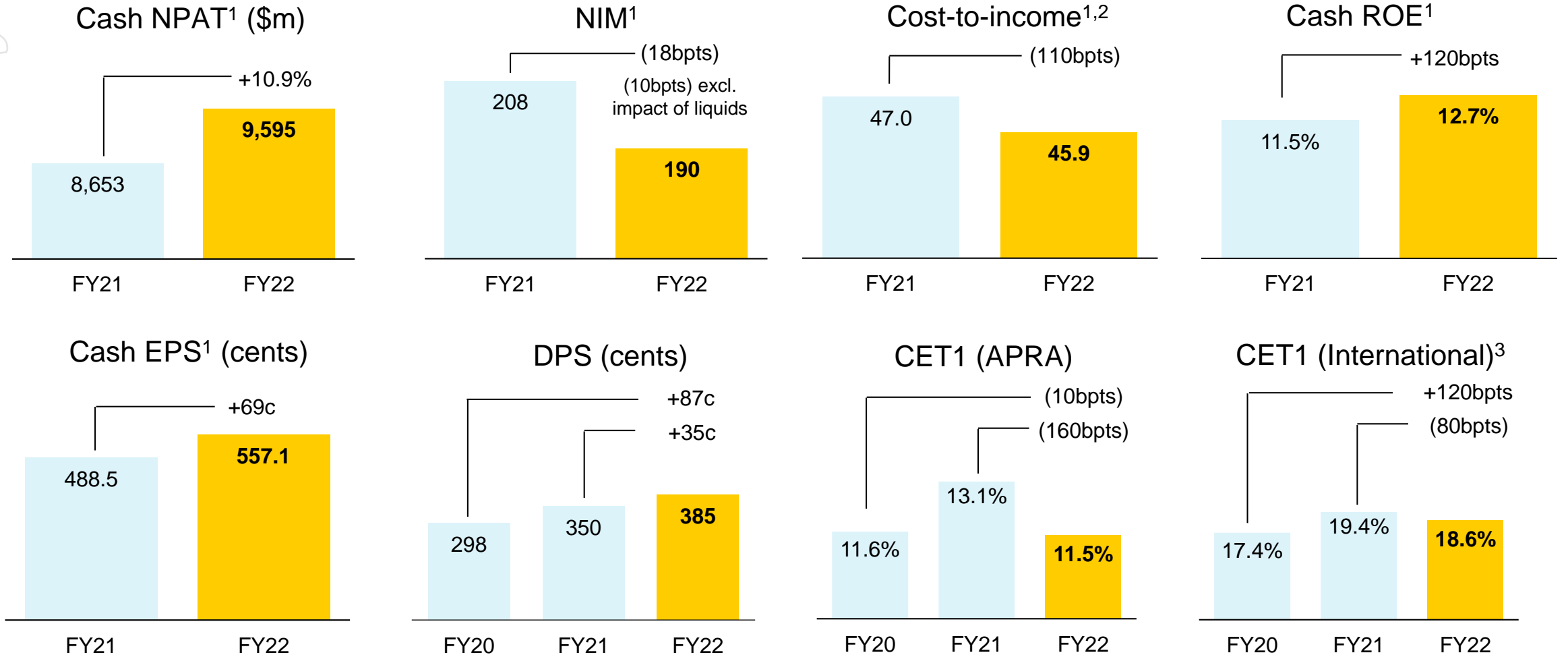
### Balance sheet, capital & funding

Capital – CET1 <sup>3,6</sup> (Int'l)	18.6%	(80bpts)
Capital – CET1 <sup>3</sup> (APRA)	11.5%	(160bpts)
Total assets (\$bn)	1,215	+11.3%
Total liabilities (\$bn)	1,142	+12.7%
Deposit funding	74%	+1%
LT wholesale funding WAM <sup>7</sup>	4.7 yrs	(0.4yrs)
Liquidity coverage ratio <sup>8</sup>	130%	+1%
Leverage ratio (APRA) <sup>3</sup>	5.2%	(80bpts)
Net stable funding ratio	130%	+1%
Credit ratings <sup>9</sup>	AA-/Aa3/A+	Refer footnote 9

1. Presented on a continuing operations basis, all movements on the prior comparative period unless otherwise stated. 2. Excluding one-off items. 3. Includes discontinued operations. 4. The Group uses PACC as a key measure of risk adjusted profitability. It takes into account the profit achieved, the risk to capital that was taken to achieve it, and other adjustments. 5. Loan Impairment Expense as a percentage of average Gross Loans and Acceptances (GLAA) (bpts). 6. Internationally comparable capital - refer glossary for definition. 7. As at 30 June 2022, Weighted Average Maturity includes Term Funding Facility (TFF) drawdowns. WAM excluding TFF drawdowns is 6.3 years (-0.1yrs from 30 June 2021). 8. Quarterly average. 9. S&P, Moody's and Fitch. S&P affirmed CBA's ratings and stable outlook on 7 February 2022. Moody's affirmed CBA's ratings and stable outlook on 29 April 2022. Fitch affirmed CBA's ratings and stable outlook on 29 March 2022.

# Overview – FY22 result

## Key financial outcomes



1. Presented on a continuing operations basis. 2. Excluding one-off items. 3. Internationally comparable capital - refer to glossary for definition.



# Cash NPAT by division<sup>1</sup>

Cash NPAT growth across all core businesses

## RBS<sup>2</sup>

	vs PCP
• Income	(1%)
• Costs	+1%
• Impairment	(\$540m)

## BB

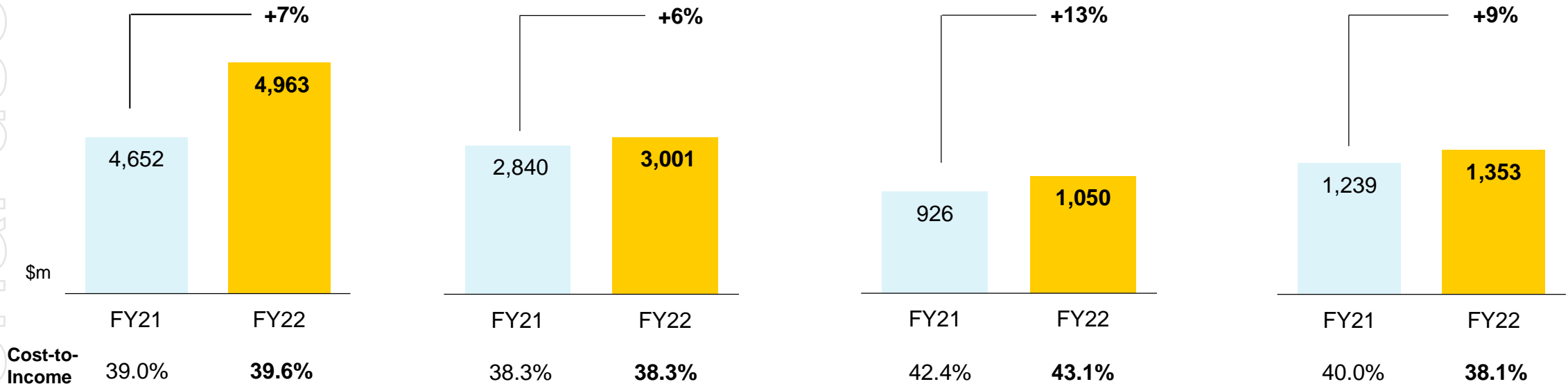
	vs PCP
• Income	+2%
• Costs	+2%
• Impairment	(\$118m)

## IB&M

	vs PCP
• Income	-
• Costs	+1%
• Impairment	(\$207m)

## NZ (NZD)

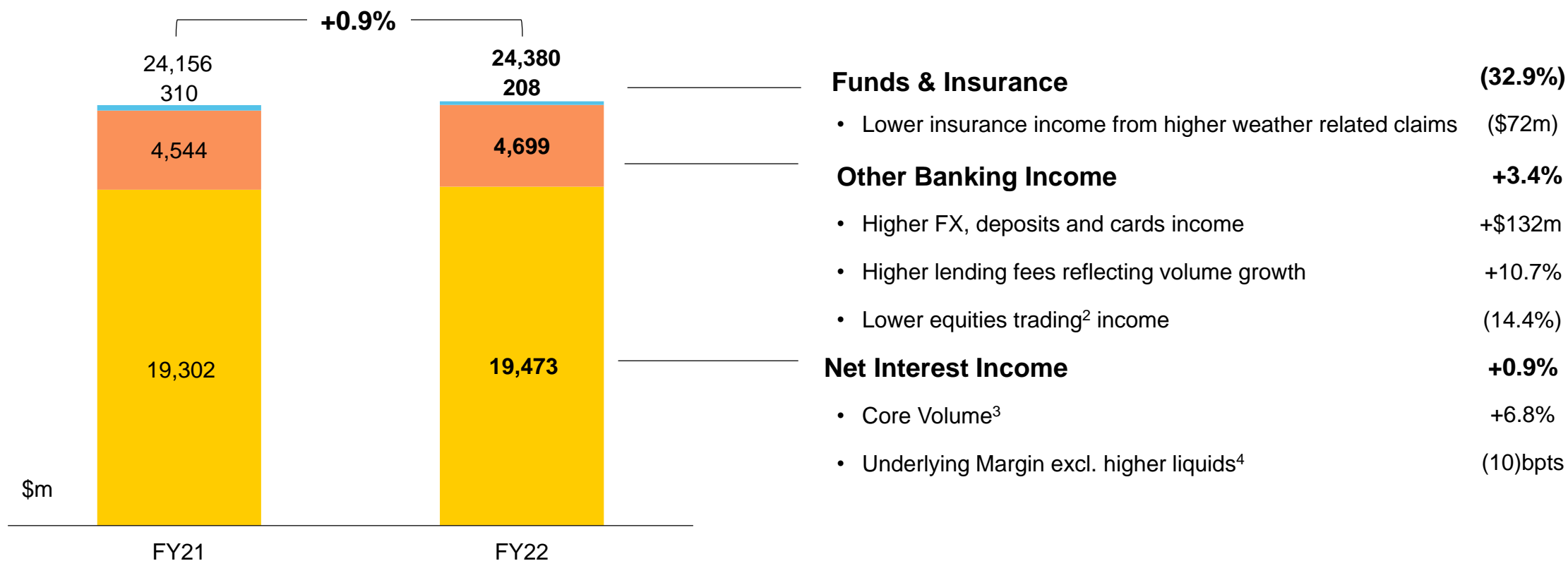
	vs PCP
• Income	+8%
• Costs	+3%
• Impairment	+\$46m



1. Comparative information has been restated to conform to presentation in the current period. Presented on a continuing operations basis. 2. Includes Bankwest Retail and Commonwealth Financial Planning, excludes General Insurance and Mortgage Broking consolidation.

# Total operating income drivers<sup>1</sup>

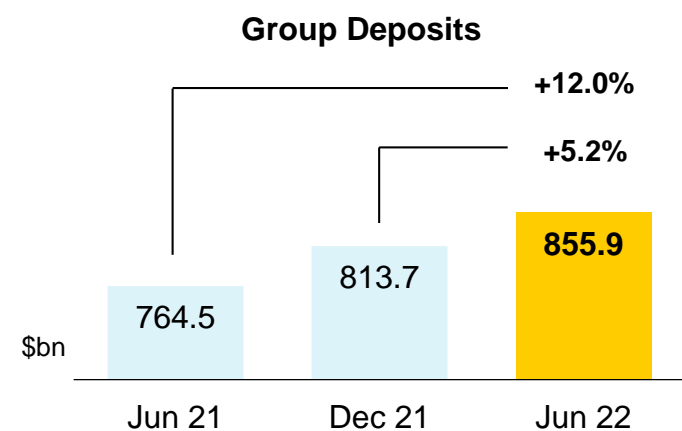
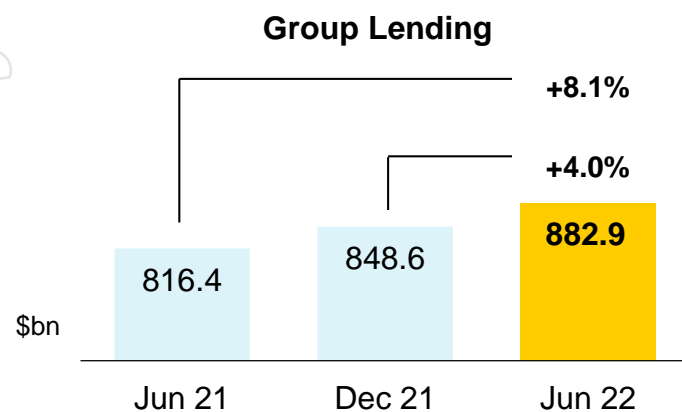
Core volume growth and higher OBI, partly offset by lower margin and Funds & Insurance income



1. Presented on a continuing operations basis excluding one-off item of \$516m relating to gain on sale of ~10% shareholding in Bank of Hangzhou. Comparative information has been restated to conform to presentation in the current period. 2. Excluding the impact from the divestment of AUSIEX. 3. Excluding liquids. Headline AIEA growth is +10.4% incl. liquids. 4. Margin excluding the -8bpts impact from higher liquids. Headline NIM reduced by -18bpts.

# Balance sheet

Continued growth in core markets



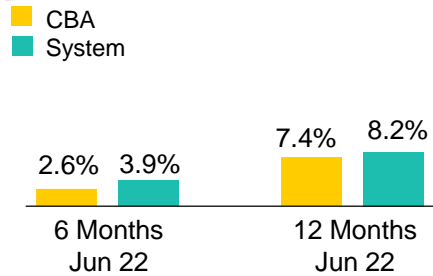
\$bn	Jun 21	Dec 21	Jun 22	Jun 22 vs Dec 21	Jun 22 vs Jun 21
Home loans	579.8	605.9	622.0	2.7%	7.3%
Consumer finance	17.0	16.7	16.5	(1.2%)	(2.9%)
Business loans	135.2	141.5	149.5	5.7%	10.6% <sup>1</sup>
Institutional loans	84.4	84.5	94.9	12.3%	12.4%
<b>Total Group Lending</b>	<b>816.4</b>	<b>848.6</b>	<b>882.9</b>	<b>4.0%</b>	<b>8.1%</b>
Non-lending interest earning assets	219.5	247.9	269.8	8.8%	22.9%
Other assets (including held for sale)	56.1	53.3	62.6	17.4%	11.6%
<b>Total Assets</b>	<b>1,092.0</b>	<b>1,149.8</b>	<b>1,215.3</b>	<b>5.7%</b>	<b>11.3%</b>
Total interest bearing deposits	652.0	679.3	713.8	5.1%	9.5%
Non-interest bearing trans. deposits	112.5	134.4	142.1	5.7%	26.3%
<b>Total Group Deposits</b>	<b>764.5</b>	<b>813.7</b>	<b>855.9</b>	<b>5.2%</b>	<b>12.0%</b>
Debt issues	103.0	117.5	116.9	(0.5%)	13.5%
Term funding from Central Banks	51.9	52.8	54.8	3.8%	5.6%
Other interest bearing liabilities	59.9	60.1	64.3	7.0%	7.3%
Other liabilities (including held for sale)	34.0	31.1	50.5	62.4%	48.5%
<b>Total Liabilities</b>	<b>1,013.3</b>	<b>1,075.2</b>	<b>1,142.4</b>	<b>6.3%</b>	<b>12.7%</b>

1. Business loan growth of +10.6% (vs Jun 21) driven by growth in Business Banking of 13.7% and NZ Business and Rural lending growth of 0.6% (excl. FX, NZ Business and Rural lending growth was 3.7%).

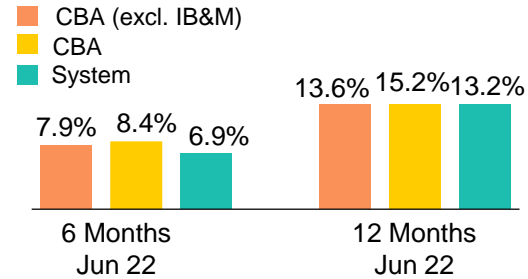
# Volume growth

Growth in all core products

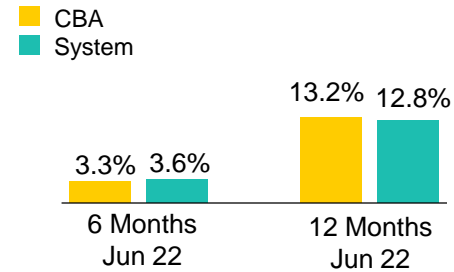
## Home Lending<sup>1,2</sup>



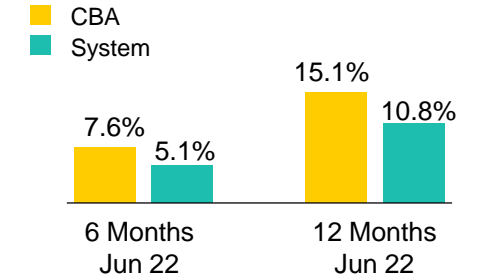
## Business Lending<sup>1,2,3</sup>



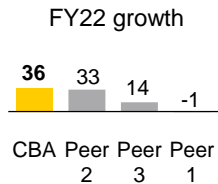
## Household Deposits<sup>1,4</sup>



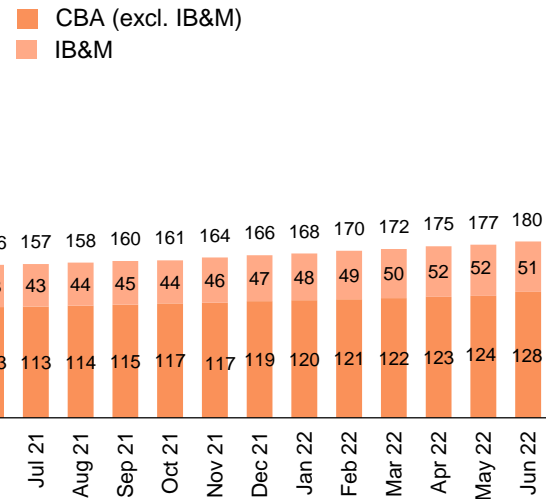
## Business Deposits<sup>1,5</sup>



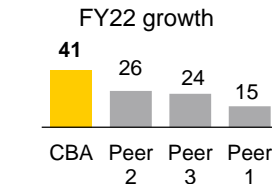
## \$bn Balances by month



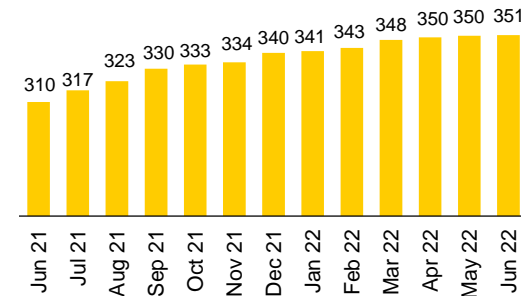
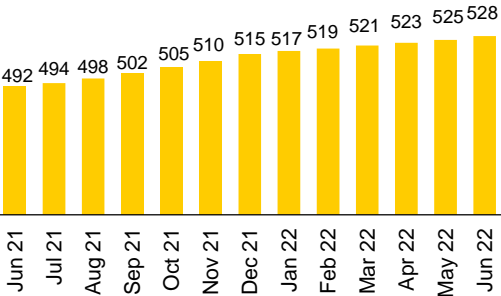
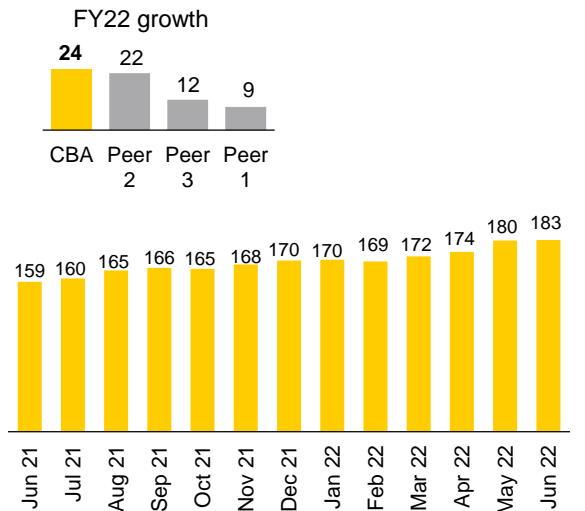
## \$bn Balances by month<sup>6</sup>



## \$bn Balances by month



## \$bn Balances by month



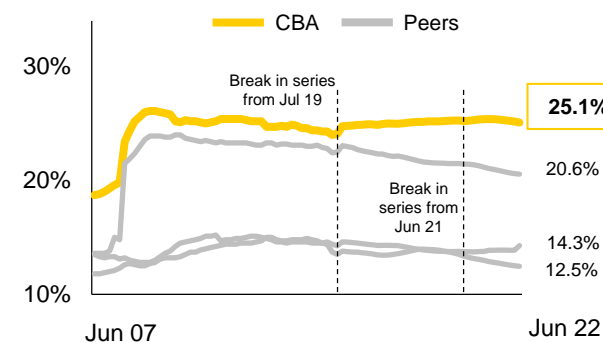
1. Percentage growth calculations are based on actual numbers prior to rounding to the nearest billion on a non-annualised basis. 2. Source: RBA Lending and Credit Aggregates. 3. CBA excludes Cash Management Pooling Facilities. 4. Source: APRA Monthly Authorised Deposit-taking Institution Statistics (MADIS). 5. APRA NFB Deposits, including Institutional Banking and Markets. 6. Totals calculated using unrounded numbers.

# Market share<sup>1</sup>

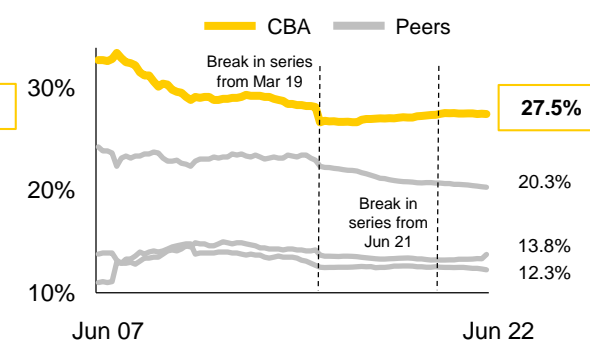
Strong market shares in core products

%	Jun 22	Dec 21	Jun 21
Home loans – RBA <sup>2,6</sup>	<b>25.1</b>	25.4	25.3
Home loans - APRA <sup>3,6</sup>	<b>25.8</b>	26.1	26.0
Credit cards - APRA <sup>3,6</sup>	<b>28.5</b>	28.2	27.4
Other household lending – APRA <sup>3,4,6</sup>	<b>18.5</b>	18.1	18.6
Household deposits - APRA <sup>3,6</sup>	<b>27.5</b>	27.6	27.4
Business lending – RBA <sup>2</sup>	<b>15.8</b>	15.6	15.6
Business lending – APRA <sup>3,7</sup>	<b>17.8</b>	17.7	17.7
Business deposits – APRA <sup>3,7</sup>	<b>22.6</b>	22.1	21.8
Equities trading <sup>5</sup>	<b>4.2</b>	4.9	5.4
NZ home loans	<b>21.6</b>	21.4	21.6
NZ customer deposits	<b>18.3</b>	18.3	18.2
NZ business lending	<b>16.9</b>	17.0	17.3

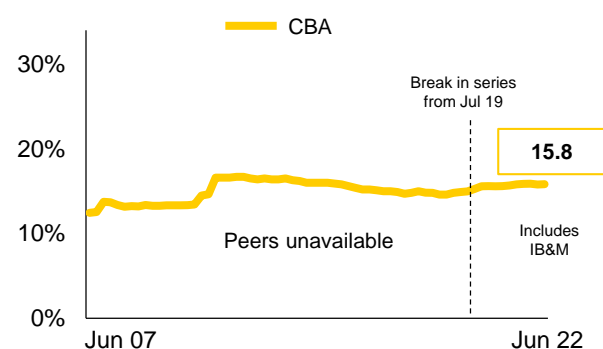
Home Lending<sup>2,6</sup>



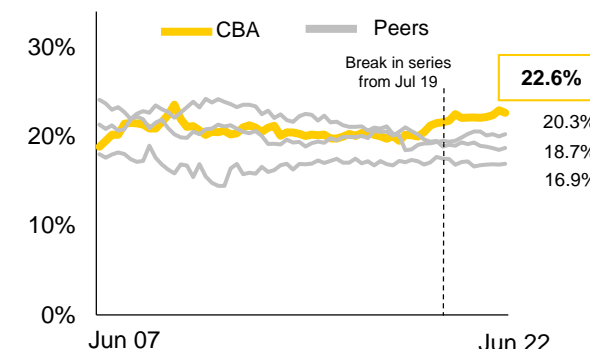
Household Deposits<sup>3,6</sup>



Business Lending<sup>2</sup>



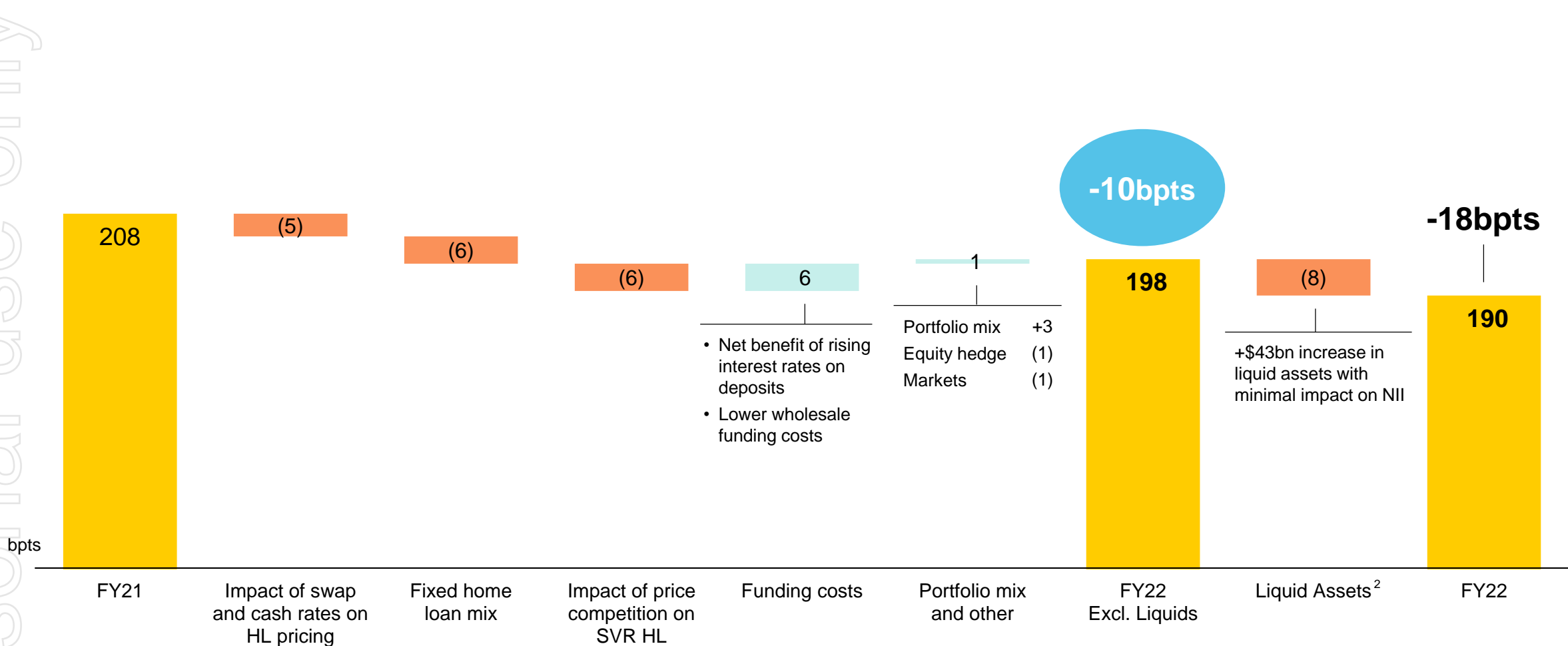
Business Deposits<sup>3</sup>



1. Comparatives have been updated to reflect market restatements. 2. System source: RBA Lending and Credit Aggregates. 3. System source: APRA's Monthly Authorised Deposit-taking Institution Statistics (MADIS) publication. 4. Other Household Lending market share includes personal loans, margin loans and other forms of lending to individuals. 5. Represents CommSec traded value as a percentage of total Australian Equities markets, on a 12 month rolling average basis. 6. Series break from Jun 21 relating to restatements. 7. Represents business lending to and business deposits by non-financial businesses under APRA definitions.

# Group margin<sup>1</sup> – last 12 months

Continued impact from home loan fixed rate switching and competition



1. Presented on a continuing operations basis. Comparative information has been restated to conform to presentation in the current period. 2. Average external non-lending interest earning assets held by the Group for liquidity purposes and included in LCR liquid assets.

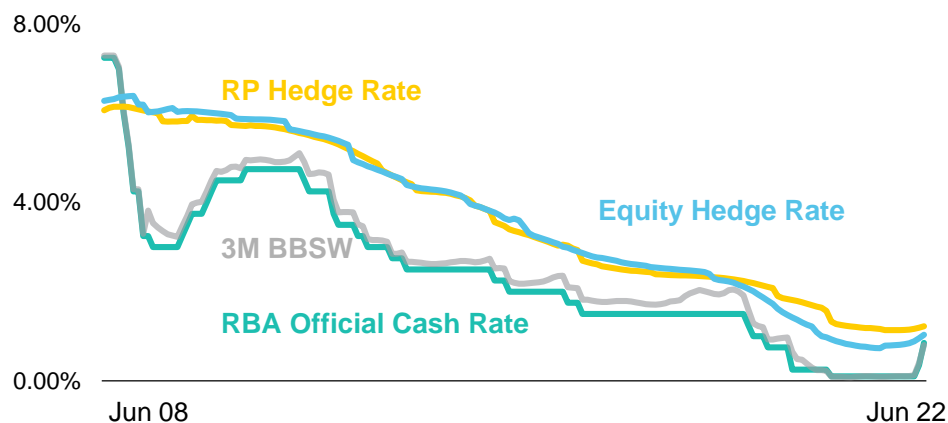
# Group margin

Hedge earnings continue to decline due to low interest rates but outlook improving

## Replicating Portfolio (RP) & Equity Hedge<sup>1</sup>

- In FY22 the hedge earnings decline was neutralised by the benefit of lower funding costs including the utilisation of Term Funding Facility
- Earnings outlook improving with higher exit tractor rates

	Jun 22 Balance \$bn	FY22 Avg. Tractor <sup>1</sup>	Exit Tractor <sup>1</sup> Rate	Investment term
<b>Domestic Equity Hedge</b>	52	0.83%	1.03%	3 years
<b>Deposit Hedge</b>	98	1.16%	1.22%	5 years



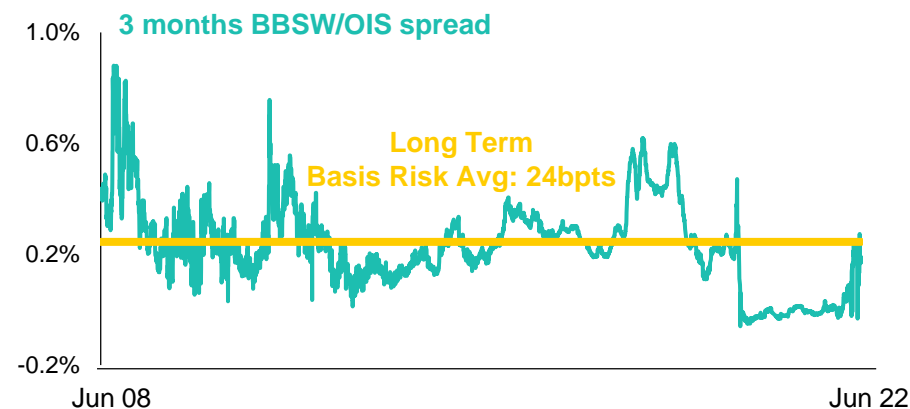
## Liquidity & Basis Risk

### Liquidity

- Every additional \$10bn of liquid assets is expected to reduce Group NIM by ~2bpts

### Basis Risk

- Significantly reduced sensitivity to basis risk in FY22 due to the strong growth in at-call deposits and mix shift towards fixed rate home loans
- Jun-22 average BBSW/OIS spread = 16bpts. Exposure to basis risk expected to increase with mix reversion back to variable rate home loans and term deposits
- As at Jun 22<sup>2</sup>, every 25bpts = ~1bpt of Group NIM, this ratio will reduce as exposure to basis risk increases



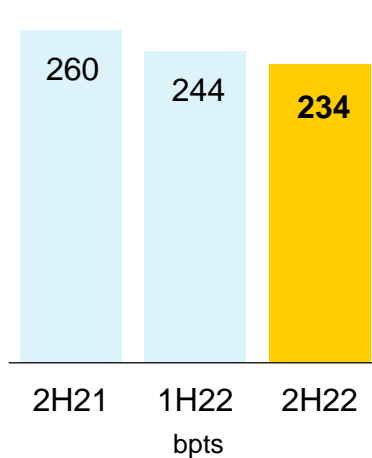
1. Tractor is the moving average hedge rate on equity and rate insensitive deposits. Exit Tractor rate represents average rate for Jun 2022. 2. Based on average exposure to Basis Risk in Jun 2022.

# Margins by division<sup>1</sup> in the last 6 months

Impacted by lower home loan margins, partly offset by higher deposit earnings

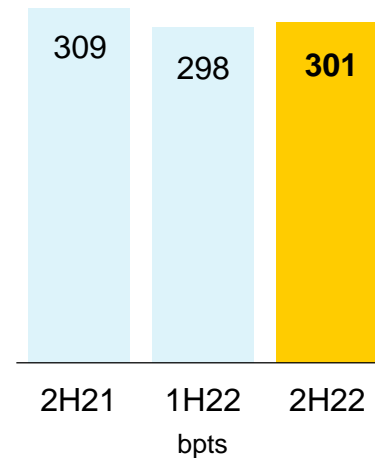
## RBS<sup>2</sup>

Lower home loan margins from the impact of swap and cash rates, unfavourable portfolio mix and increased competition, partly offset by improved deposit margins



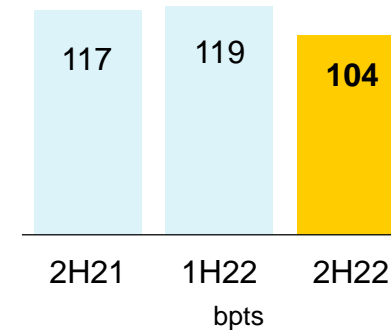
## BB

Improved deposit margins and favourable portfolio mix, partly offset by lower home lending margins



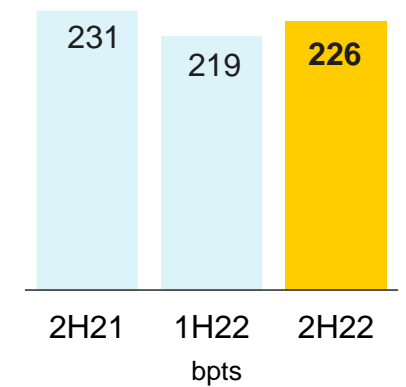
## IB&M

Lower income from the High Grade Bonds portfolio due to wider spreads and lower inventory, and reduced margins on commodity financing and deposits



## NZ (ASB)<sup>3</sup>

Higher deposit margins partly offset by unfavourable home lending margins from impact of swap rates

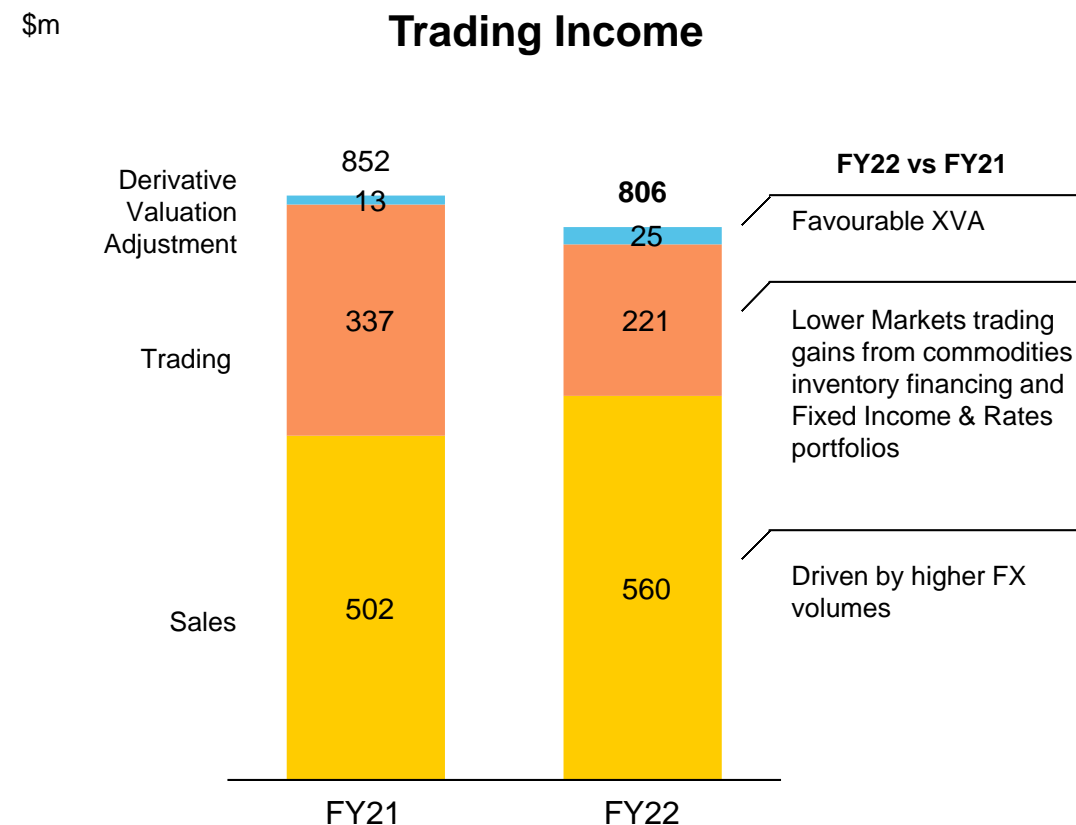
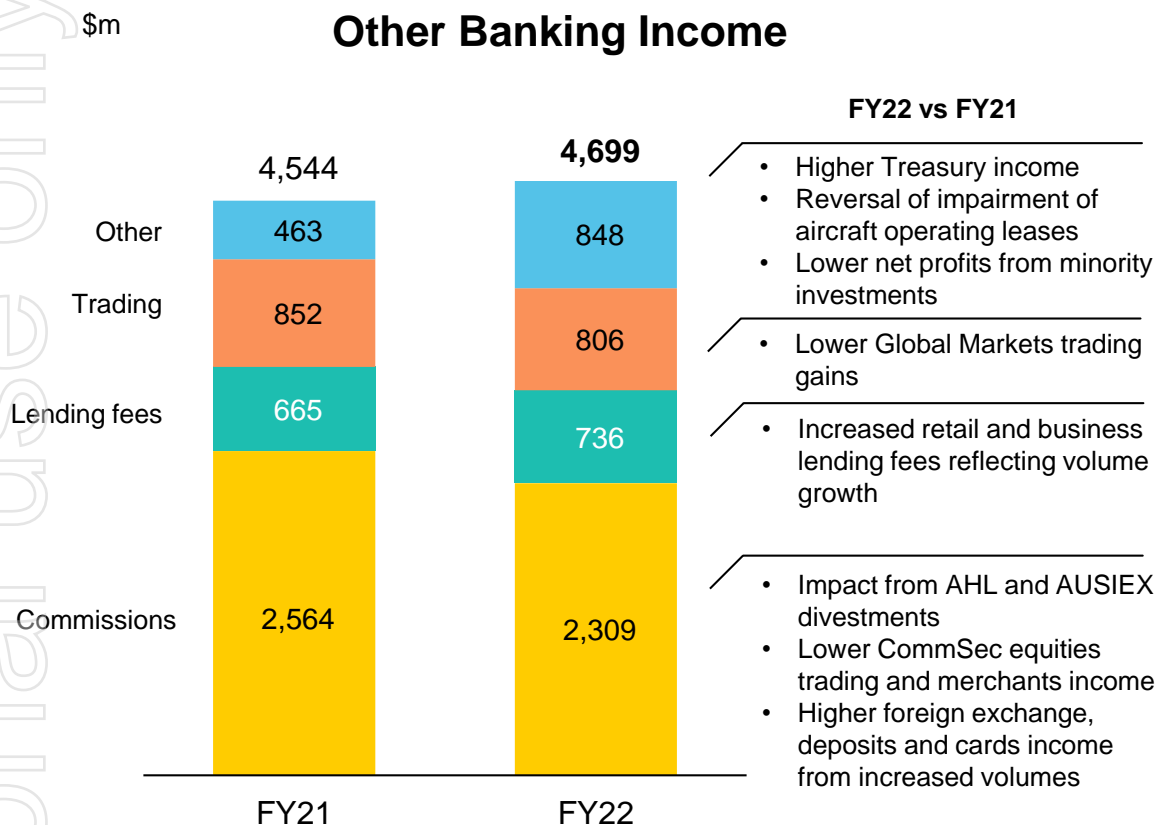


1. Comparative information has been restated to conform to presentation in the current period. 2. RBS excluding Mortgage Broking and General Insurance. 3. NIM is ASB Bank only and calculated in NZD.



# Other banking income (OBI)<sup>1</sup>

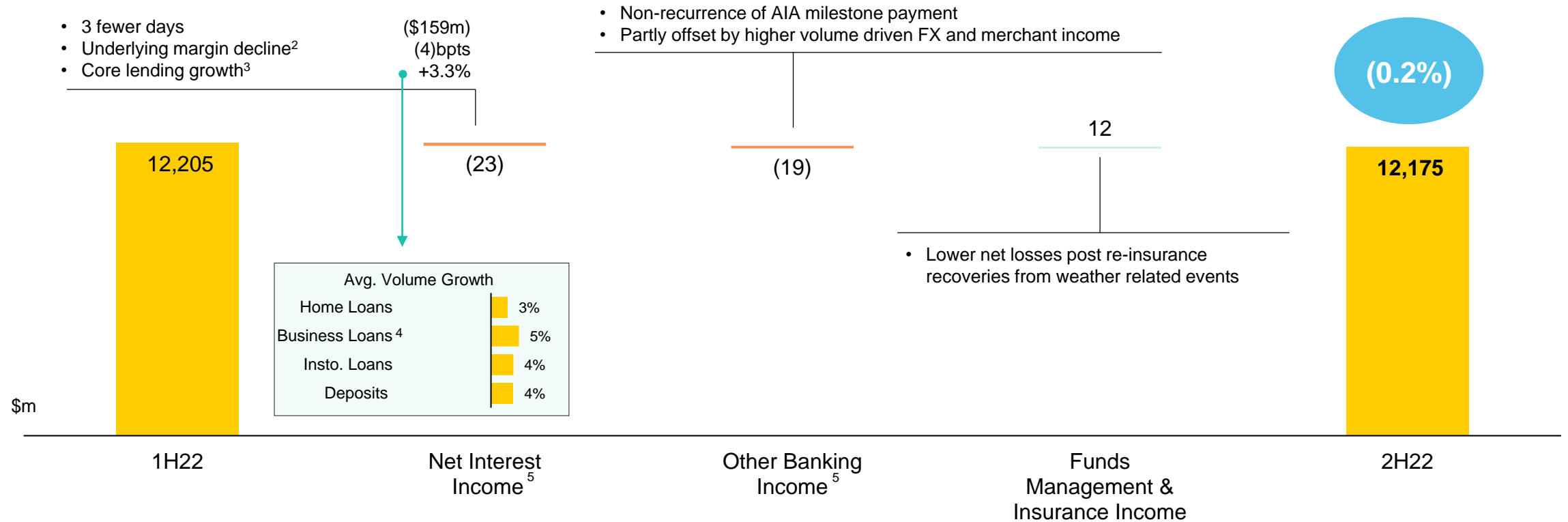
Higher volume driven retail and business fee income, lower CommSec equities and merchant income



1. Presented on a continuing operations basis and excludes one-off item of \$516m relating to gain on sale of ~10% shareholding in Bank of Hangzhou. Comparative information has been restated to conform to presentation in the current period.

# Sequential operating income<sup>1</sup>

Continued margin pressure and 3 fewer days offset by core volume growth

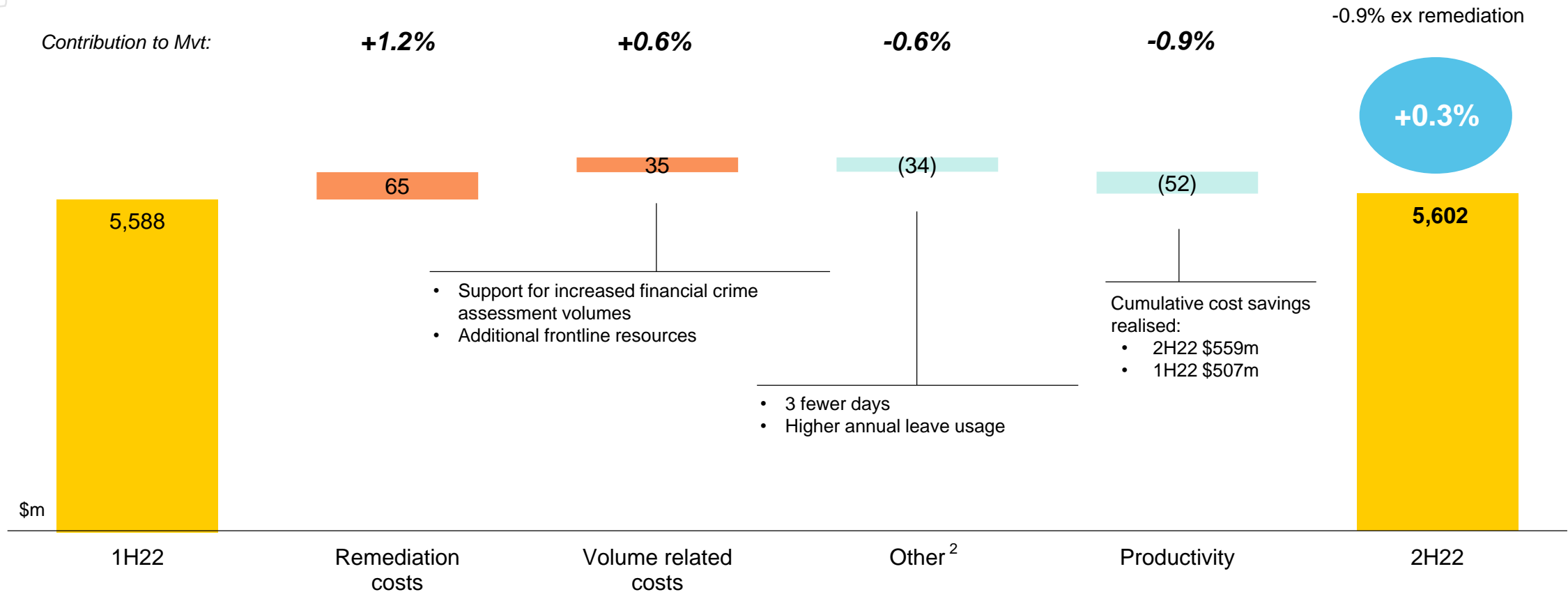


1. Presented on a continuing operations basis excluding one-off item of \$516m relating to gain on sale of ~10% shareholding in Bank of Hangzhou. 2. Margin excluding the -1bpt impact from higher trading assets held in Institutional Banking and Markets. 3. Excluding liquids and non lending IEAs. Headline AIEA growth is +3.8% incl. liquids and other non lending IEAs. 4. Includes NZ and other Business Loans. 5. Comparative information has been restated to conform to presentation in the current period.

# Sequential operating expenses<sup>1</sup>

Broadly flat - benefits from higher leave usage, 3 less days and productivity offset by remediation and volume related costs

ersonal use only



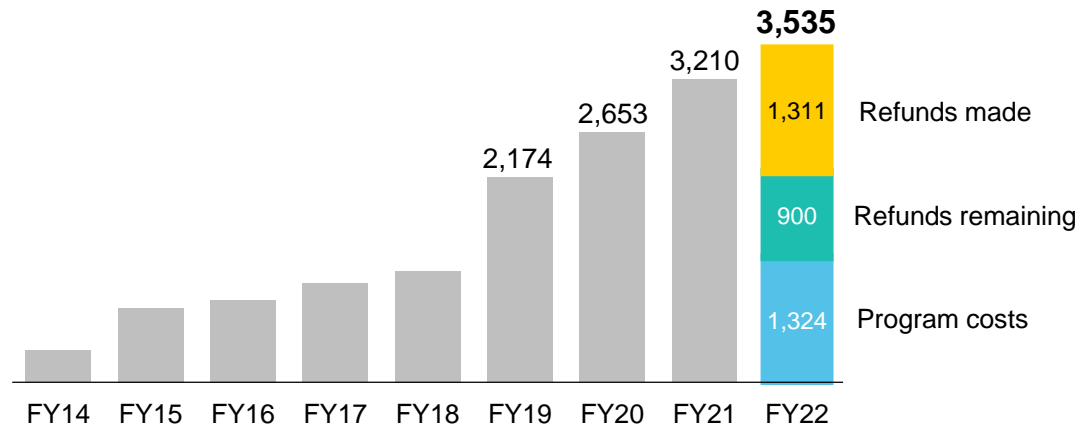
1. Presented on a continuing operations basis excluding one-off items of \$445m relating to accelerated software amortisation and other costs. Headline operating expenses +8.2% including these one-off items. 2. Excludes remediation and volume related costs.

# Customer remediation

Additional remediation provision – committed to making things right for customers

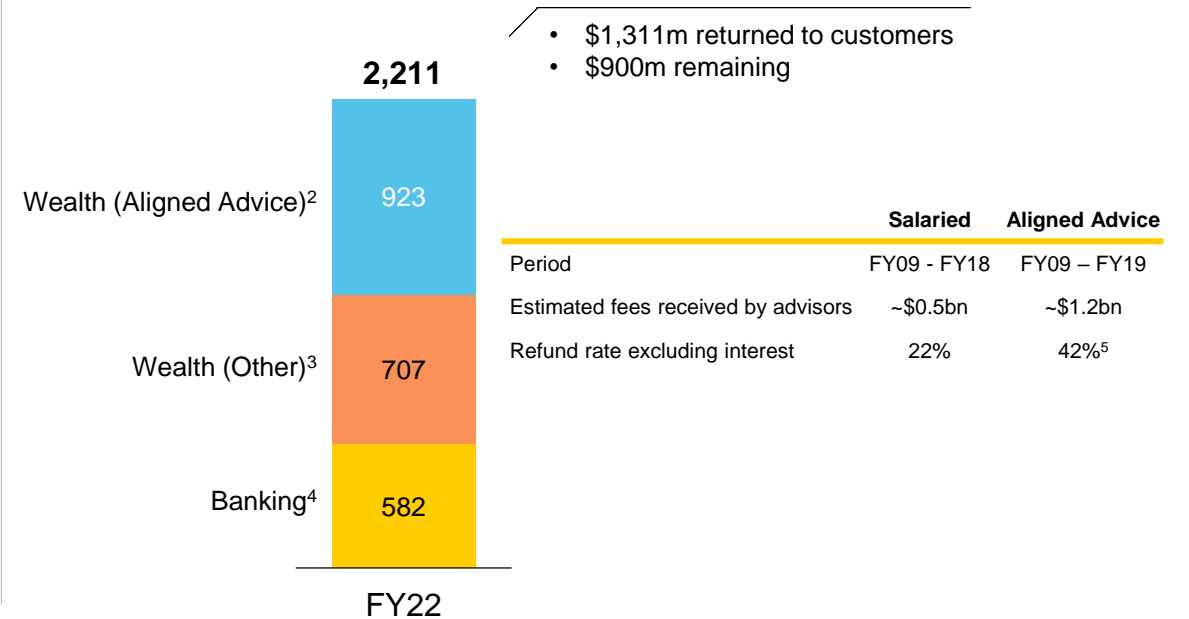
## Remediation and program costs

Cumulative spend and provisions (\$m)<sup>1</sup>



## Customer refunds

Cumulative customer refunds (\$m)<sup>1</sup>

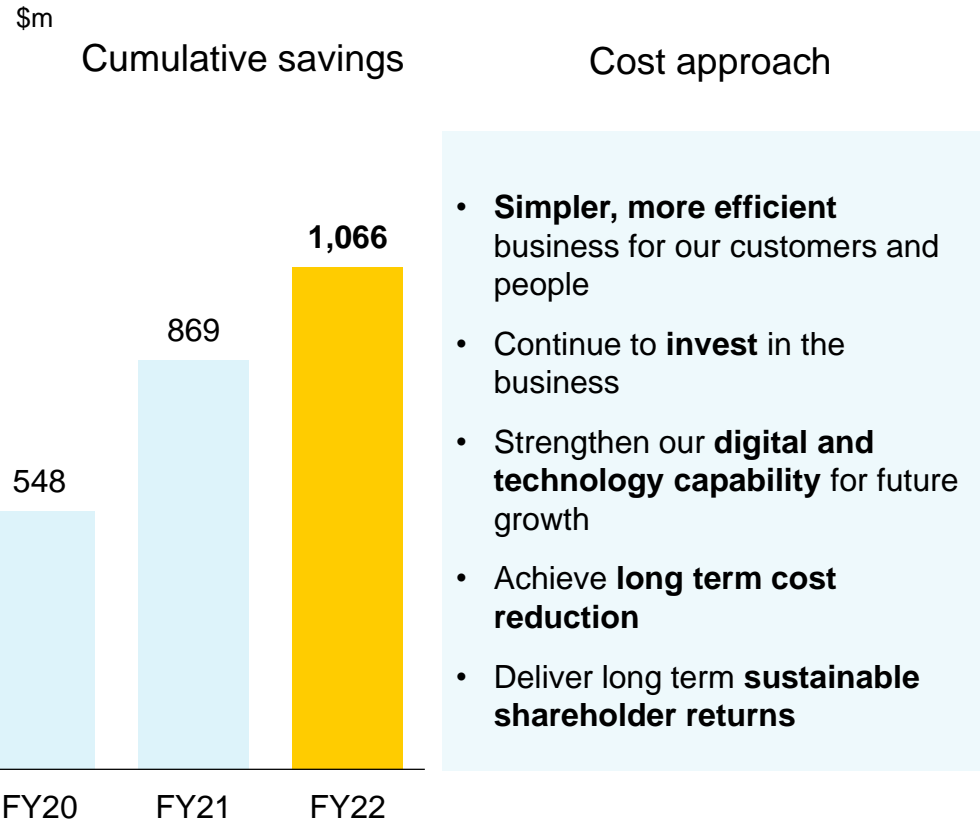


1. Relates to remediation programs in domestic divisions. 2. Includes historical Aligned Advice remediation primarily associated with ongoing service fees charged where no service was provided. 3. Includes an estimate of customer refunds (including interest) relating to advice quality, the Consumer Credit Insurance products, certain superannuation and other products. 4. Includes Retail and Business Banking remediation, package fees, interest and fee remediation. 5. An increase/(decrease) in the rate by 1% would result in an increase/(decrease) in the provision (including interest) of approximately ~\$20 million.

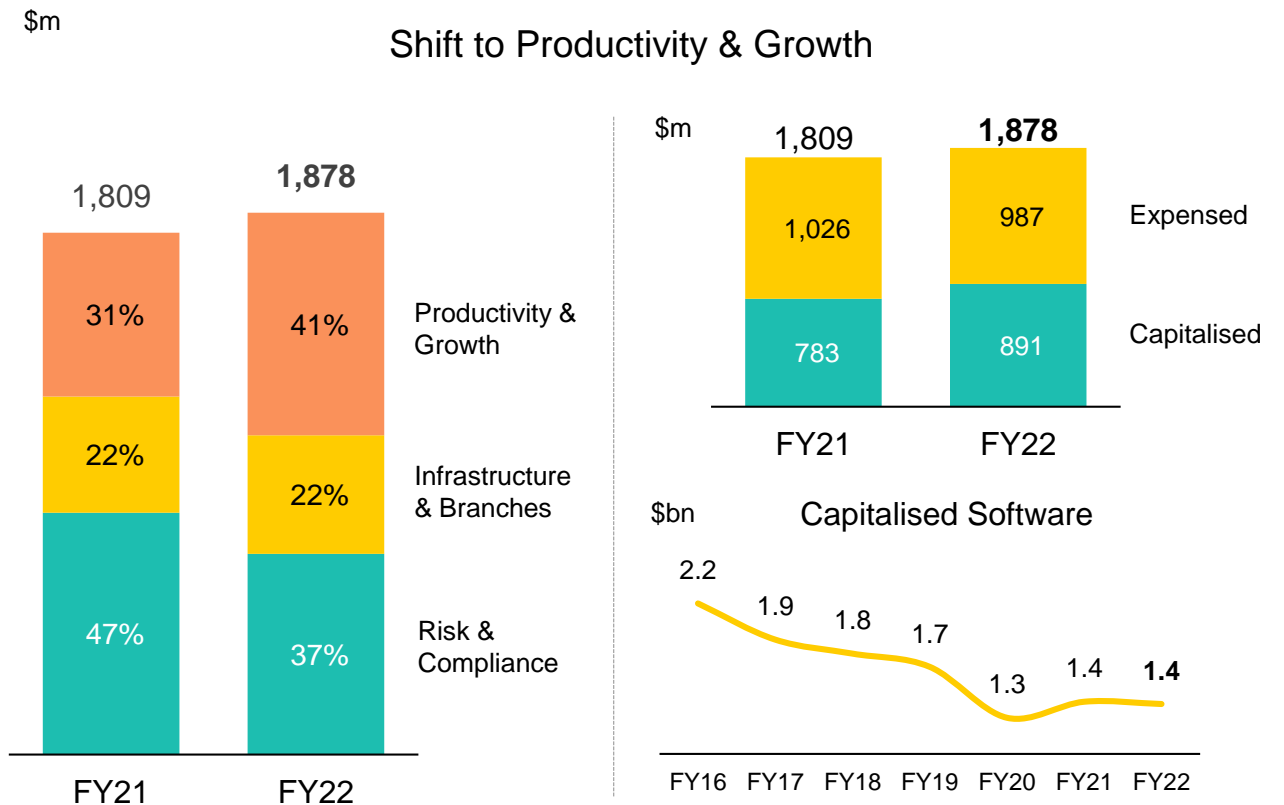
# Cost approach supporting investment spend

Long term cost reduction creating capacity for long term investment

## Cost Reduction



## Investment Spend<sup>1,2</sup>

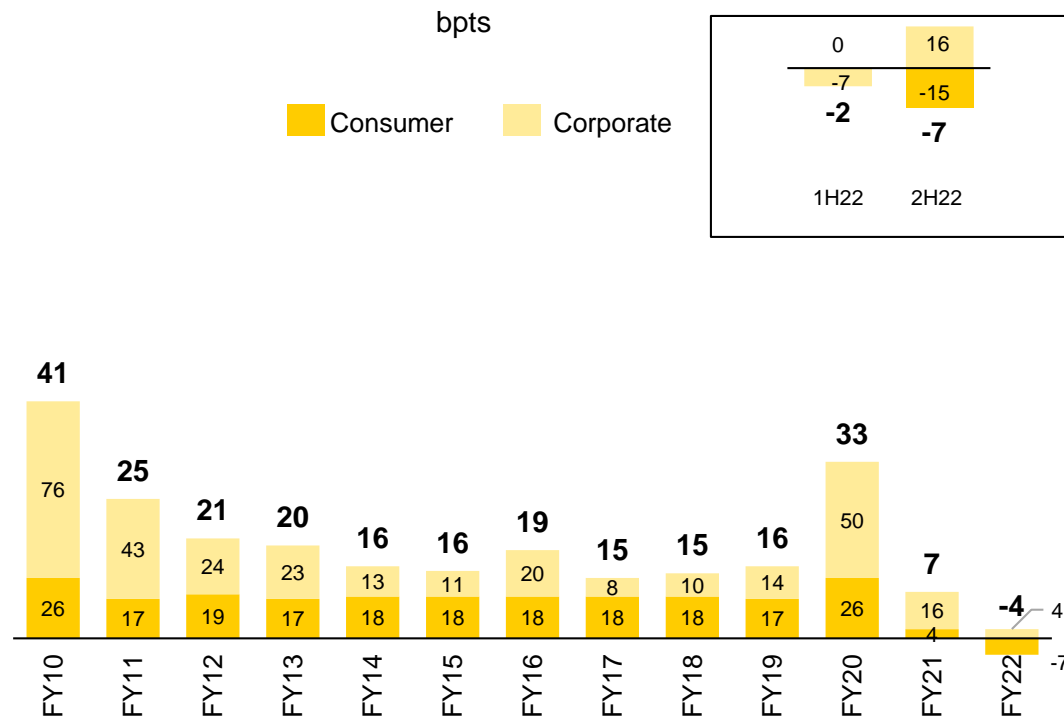


1. Presented on continuing operations basis. 2. Capitalised software balance is \$1.41bn as at 30 June 2022, \$1.59bn as at 31 December 2021 and \$1.43bn as at 30 June 2021.

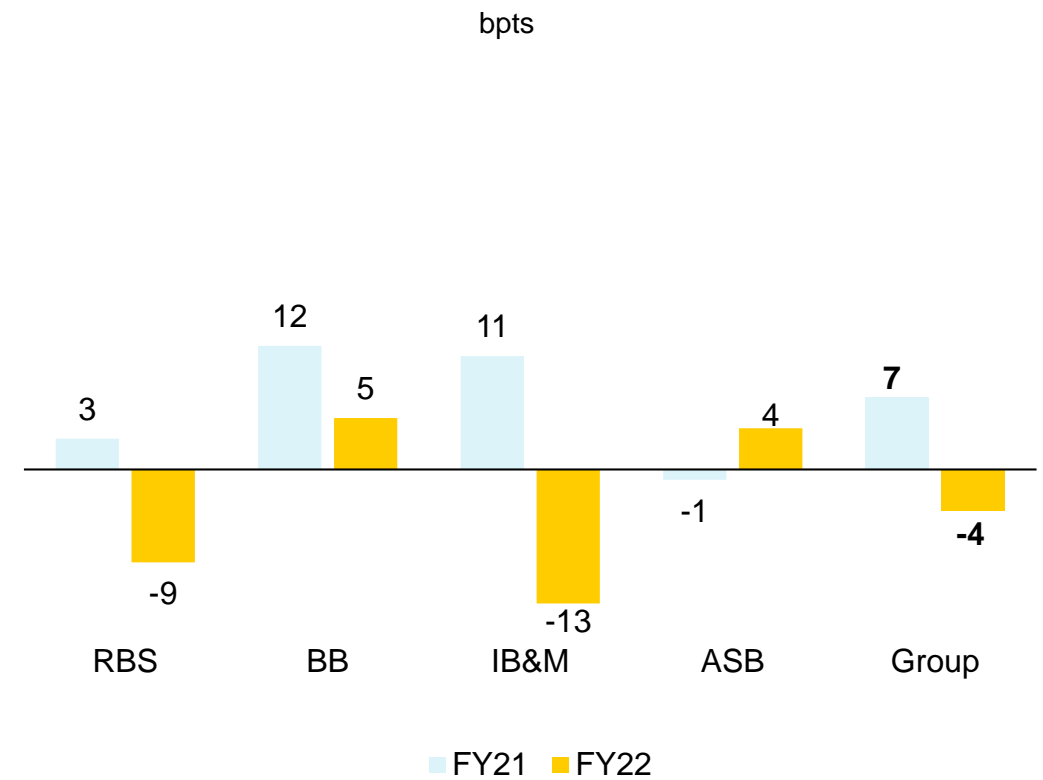
# Loan losses

Lower provisions from reduced COVID-related risks

## Loan Loss Rate<sup>1</sup>



## Loan Loss Rate by business unit<sup>1,2</sup>



ersonal use only

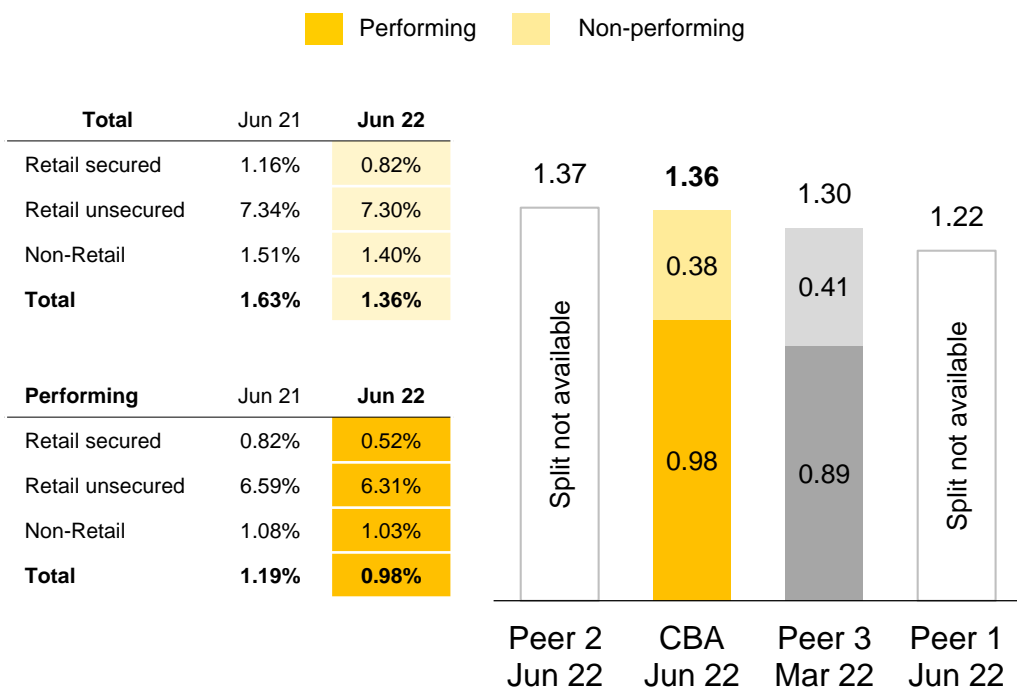


1. Loan Impairment Expense as a percentage of average Gross Loans and Acceptances (GLAA) (bpts) annualised. 2. Comparative information has been restated to conform to presentation in the current period.

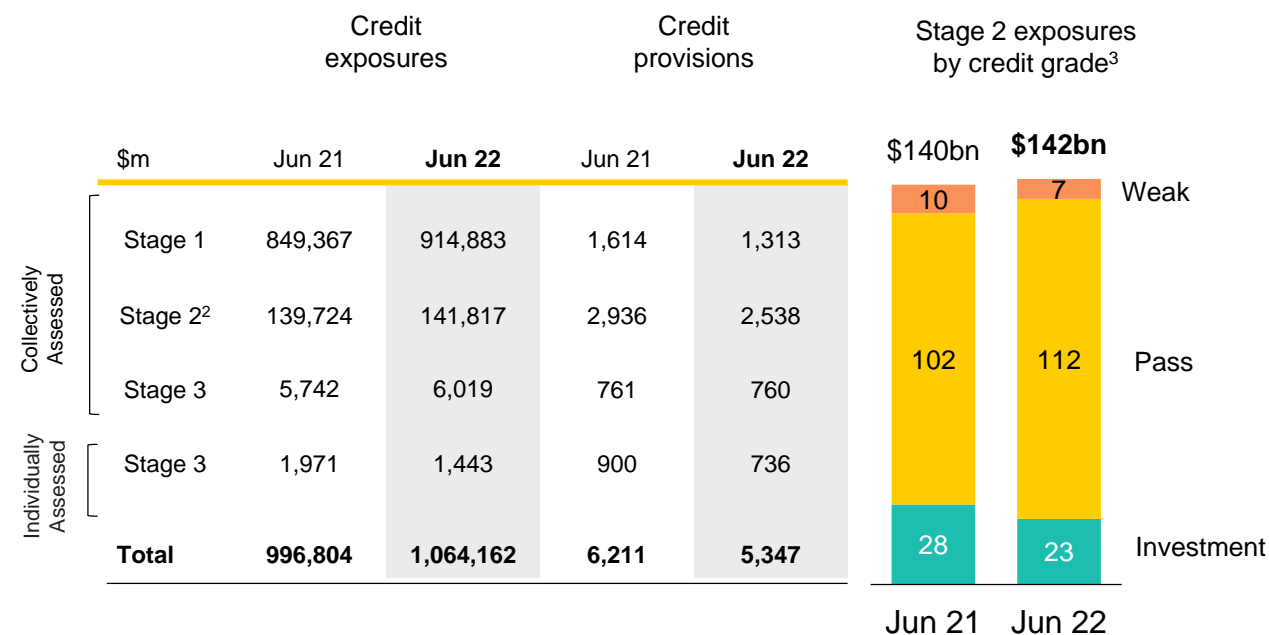
# Provisions<sup>1</sup>

Provision coverage of 1.36%

## Provision coverage<sup>4</sup>/CRWA



## Provisions by stage

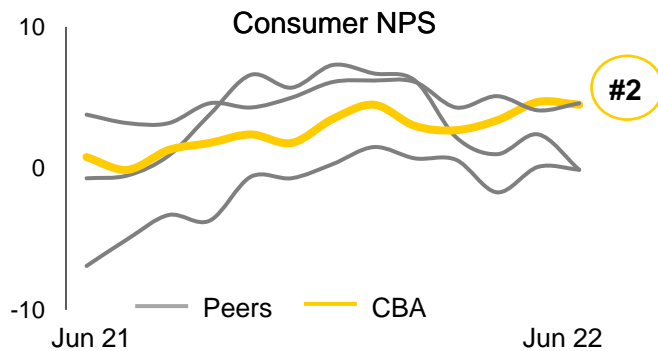


1. AASB 9 classifies loans into stages; Stage 1 – Performing, Stage 2 – Performing but significantly increased credit risk, Stage 3 – Non-performing. Performing relates to Stage 1 and Stage 2. Non-performing relates to Stage 3. Stage 2 is defined based on a significant deterioration in internal credit risk ratings, as well as other indicators such as arrears. Assessment of Stage 2 includes the impact of forward looking adjustments for emerging risk. 2. The assessment of significant increase in credit risk includes the impact of forward looking multiple economic scenarios in addition to adjustments for emerging risks at an industry, geographic location or particular portfolio segment level, which are calculated by stressing an exposure's internal credit rating grade at the reporting date. This accounts for approximately 62% of Stage 2 exposures as at 30 June 2022 (30 June 2021 : 62%, 31 December 2021: 65%). 3. Segmentation of loans in retail and risk rated portfolios is based on the mapping of a counterparty's internally assessed PD to S&P Global ratings, reflecting a counterparty's ability to meet their credit obligations. 4. Excludes estimated impairment provisions for derivatives at fair value.

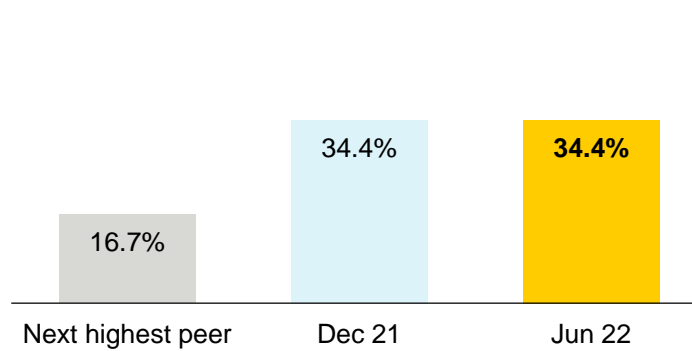
# Retail Banking Services (RBS)<sup>1</sup>

Operational execution – good volume growth – higher Cash NPAT

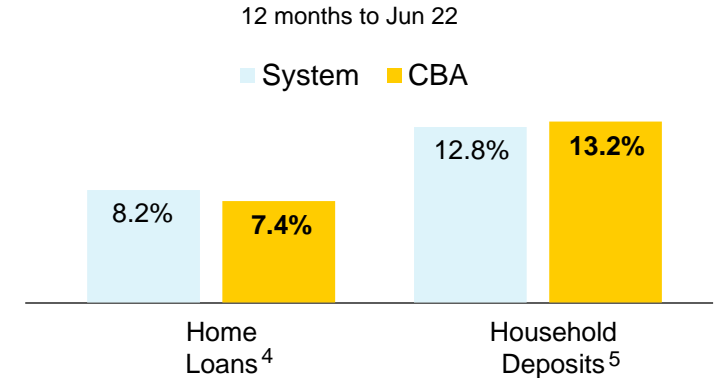
## Net Promoter Score<sup>2</sup>



## MFI Share<sup>2</sup>

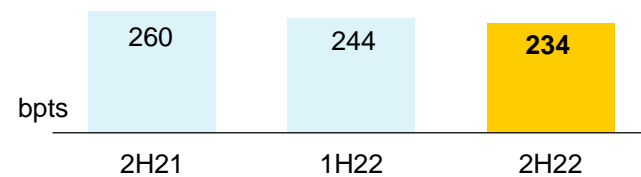


## Volume growth<sup>3</sup>

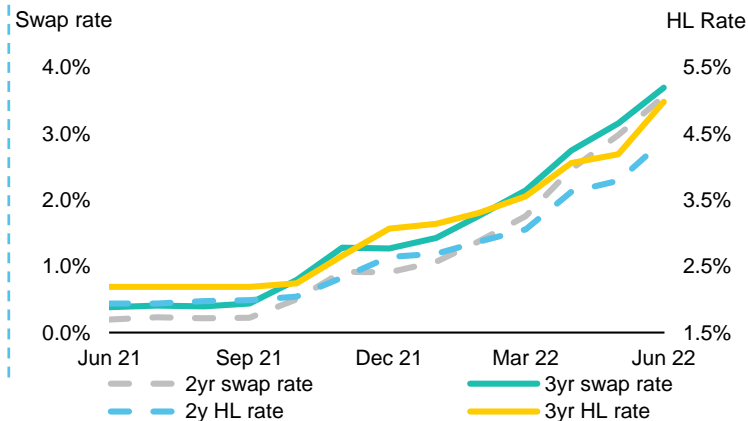


## Margin

Lower home loan margins from the impact of swap and cash rates, unfavourable portfolio mix and increased competition, partly offset by improved deposit margins

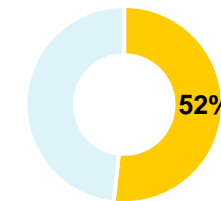


## Carded fixed and swap rates<sup>6</sup>



## Financials

### % Group NPAT



	\$m	Jun 22	%
Income		11,049	(1%)
Expense		(4,378)	+1%
Impairment		401	(Lge)
<b>NPAT</b>		<b>4,963</b>	<b>+7%</b>

Income – Lower margins partly offset by home loan and deposit volumes  
 Expense – Inflation, operational/risk assessment volumes, part offset by productivity  
 Impairment – Reduced COVID-19 uncertainties, partly offset by forward looking adjustments for emerging risks

1. Comparative information has been restated to conform to presentation in the current period. Includes Bankwest and Commonwealth Financial Planning, excludes General Insurance and Mortgage Broking consolidation. 2. Refer to the glossary at the back of the presentation for source information. 3. Percentage growth calculations are based on actual numbers prior to rounding to the nearest billion on a non-annualised basis. 4. Source: RBA Lending and Credit Aggregates. 5. Source: APRA Monthly Authorised Deposit-taking Institution Statistics (MADIS). 6. RBS only, excludes Bankwest and Residential Mortgage Group. 2 and 3 year HL fixed rates in respect to owner occupier, principal and interest. Accounts for 53% of fixed home lending fundings for 2H22. Reflects monthly average rates.



# Business Banking (BB)<sup>1</sup>

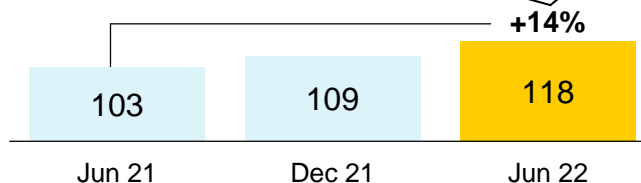
Investment and continued franchise build, leveraging digital assets for strong volume growth

Performance			Gap to nearest peer
Jun 22	Rank	Actual	
Business NPS <sup>2</sup>	#1	-3.2	+4.2
Business Digital NPS	#1	20.2	+12.5
MFI share <sup>2</sup>	#1	23.3%	+5.7%
Business Lending share <sup>3</sup>	#2	17.8%	-4.2%
BB major bank segment share <sup>4</sup>	#2	30.0%	-2.9%
Business Deposits share <sup>5</sup>	#1	22.6%	+2.4%
Merchant Acquiring share <sup>2,6</sup>	#1	21.5%	N/A

## Business Lending

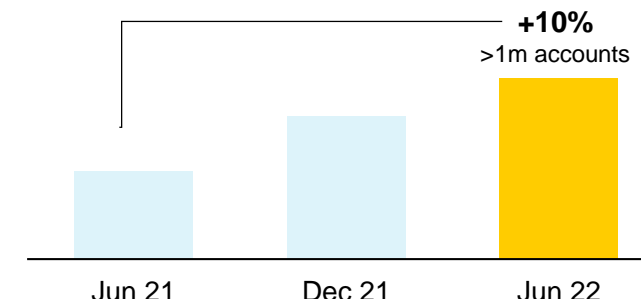
Spot balances (\$bn)

- Health +29%
- Wholesale +23%
- Agriculture +17%
- Business Services +17%
- Commercial Property +12%



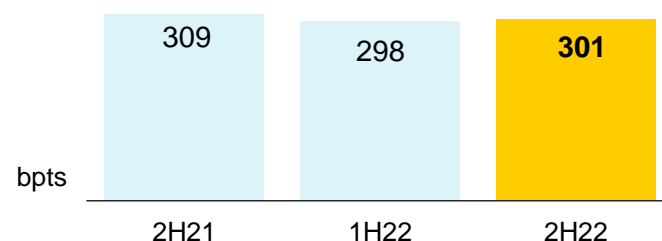
## Transaction account growth

>200k new accounts in FY22, 35% via digital



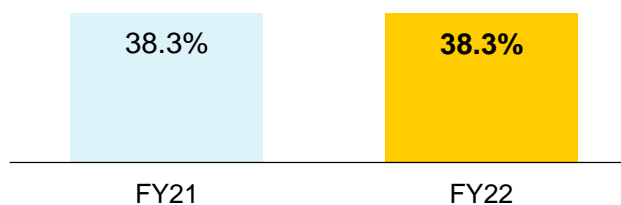
## Margin

Improved deposit margins and favourable portfolio mix, partly offset by lower lending margins



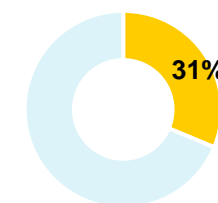
## Cost-to-income

Increased expense driven by business investment and increases due to inflation and other volume related spend, partly offset by lower remediation cost



## Financials

% Group NPAT



\$m	Jun 22	%
Net Interest Income	5,829	+4%
Other Banking Income	1,302	(5%)
<b>Total Income</b>	<b>7,131</b>	<b>+2%</b>
Expense	(2,733)	+2%
Impairment	(110)	(52%)
<b>NPAT</b>	<b>3,001</b>	<b>+6%</b>

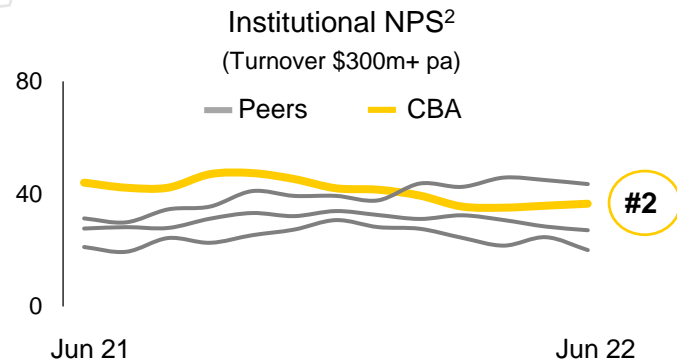
Income – Volume growth partly offset by reduced margin and fee income  
Expense – Investment in product offerings and distribution capabilities  
Impairment – Lower individually assessed provision charges.

1. Comparative information has been restated to conform to presentation in the current period. 2. Refer to the glossary at the back of the presentation for source information. 3. Non-Financial Business Lending Source: APRA Monthly Authorised Deposit-taking Institution Statistics (MADIS). 4. Represents internal view of lending market share. 5. Non-Financial Business Deposit Source: APRA Monthly Authorised Deposit-taking Institution Statistics (MADIS). 6. Merchants acquiring share shows 6mth moving average of market turnover (May 22). Source: RBA.

# Institutional Banking and Markets (IB&M)<sup>1</sup>

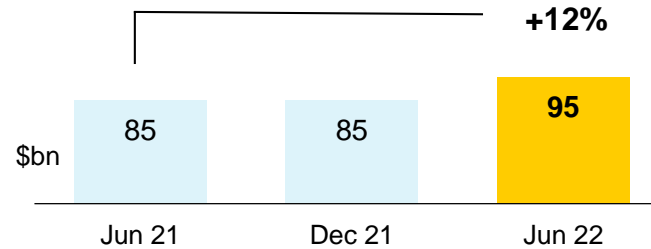
Combining global connectivity and capability – contributing to Australian economic recovery

## Net Promoter Score



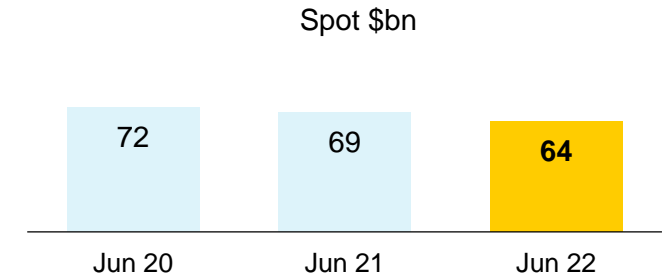
## IB&M Lending

Growth across warehouse facilities, corporate lending, and funds financing portfolios



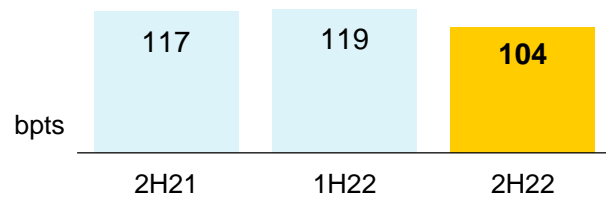
## Credit RWAs

Decline in Jun 22 driven primarily by improvement in credit quality and methodology changes



## Margin

Lower income from the High Grade Bonds portfolio due to wider spreads and lower inventory, and reduced margins on commodity financing and deposits



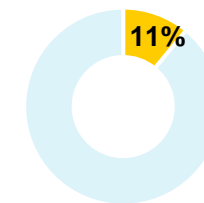
## Cost-to-income

Increase in FY22 due to a 1% increase in operating expenses.



## Financials

% Group NPAT



	\$m	Jun 22	%
Income	2,295		-
Expense	(988)		+1%
Impairment	111		(Lge)
<b>NPAT</b>	<b>1,050</b>		<b>+13%</b>

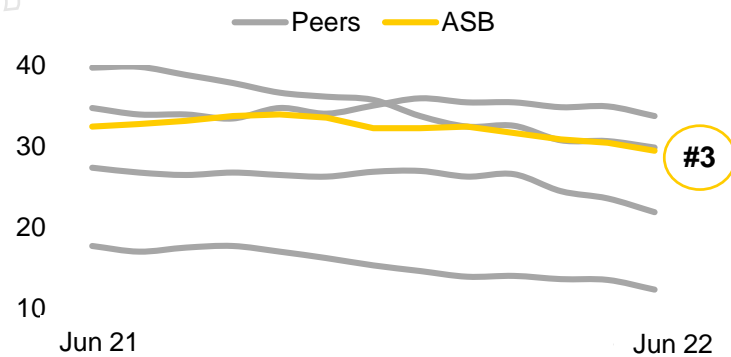
Income – Lower Global Markets income, and reduced deposit margins, partly offset by increased Institutional lending volumes and margins  
Expense – Risk/compliance spend, part offset by productivity initiatives  
Impairment – Lower collective provisions reflecting reduced COVID-19 uncertainties and improvement in aviation sector

1. Comparative information has been restated to conform to presentation in the current period. 2. Refer to the glossary at the back of the presentation for source information.

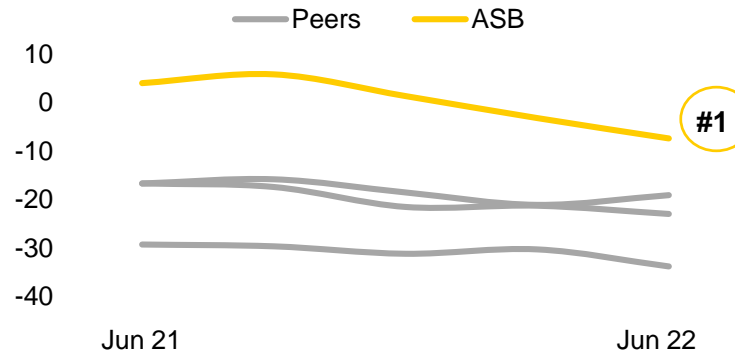
# ASB<sup>1</sup>

## Solid volume growth

### Consumer Net Promoter Score<sup>2</sup>

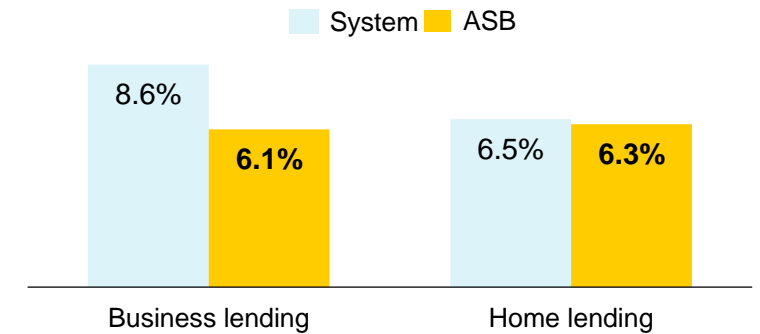


### Business Net Promoter Score<sup>3</sup>



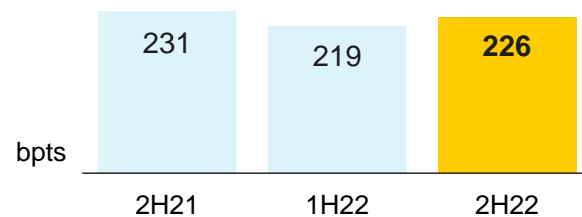
### Volume Growth<sup>4</sup>

12 months to Jun 22

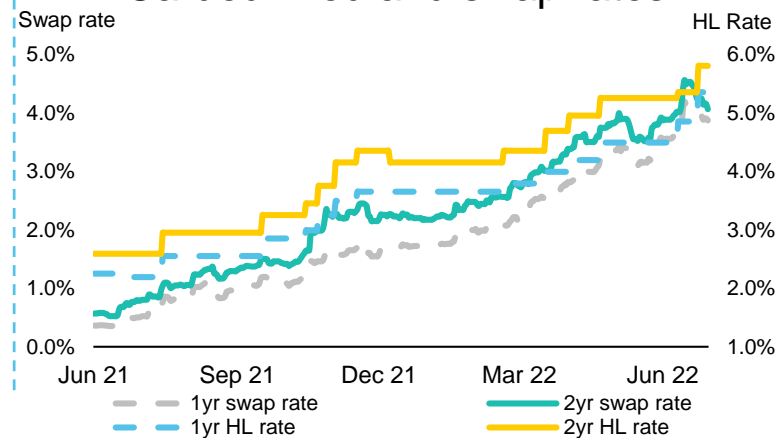


### Margin<sup>5</sup>

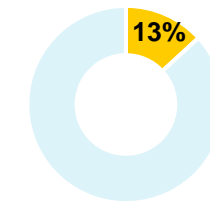
Higher 2H22 margins driven by higher deposit margins partly offset by unfavourable lending margins



### Carded fixed and swap rates<sup>6</sup>



### % Group NPAT<sup>7</sup>



### Financials

	\$NZDm	Jun 22	%
Income		3,181	+8%
Expense		(1,179)	+3%
Impairment		(41)	Lge
<b>NPAT</b>		<b>1,418</b>	<b>+9%</b>

Income – Volume and deposit margin growth partly offset by lower lending margins  
 Expense – Higher staff and annual leave costs, investment spend and IT costs partly offset by a release of the provision relating to historical holiday pay  
 Impairment – Higher collective provisions reflecting emerging risks, partly offset by lower write-offs

1. Comparative information has been restated to conform to presentation in the current period. 2. Camorra Retail Market Monitor NPS. Shown on a 12 month roll, peers include ANZ, BNZ, Kiwibank and Westpac. 3. Kantar Business Finance Monitor NPS. Includes All Businesses (\$0-\$150m) and Agri (\$100k+) shown on a 4 quarter roll. 4. Based upon RBNZ lending by purpose data. 5. NIM is ASB Bank only and calculated in New Zealand dollars. 6. 1 & 2 year fixed rate accounts for 64% of the fixed home lending portfolio. 7. NPAT is NZ and calculated in Australian dollars.

ersonal use only

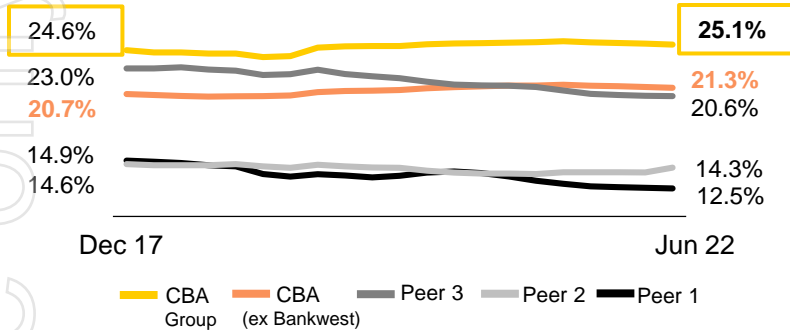
# Home and Consumer Lending



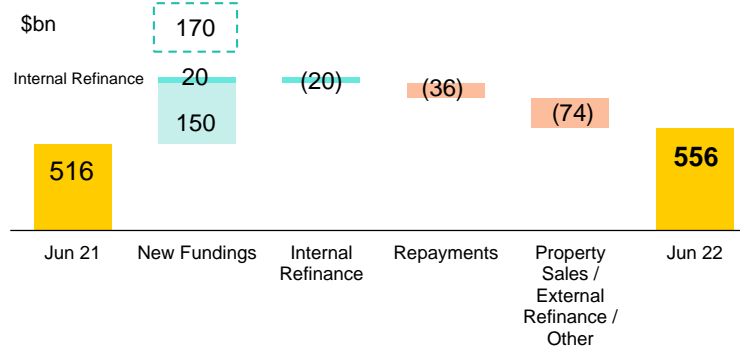
# Home lending overview

Process efficiency – new fundings up 21% - strong risk profile

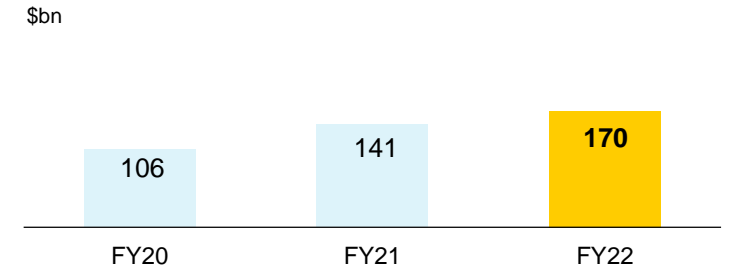
Consistent market share performance<sup>1</sup>



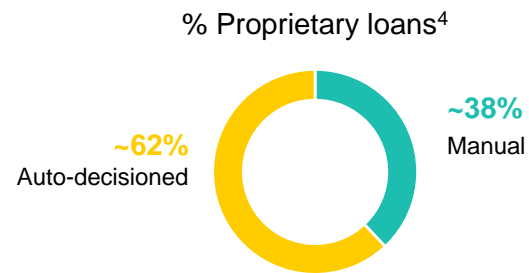
Net growth driven by new fundings<sup>2</sup>



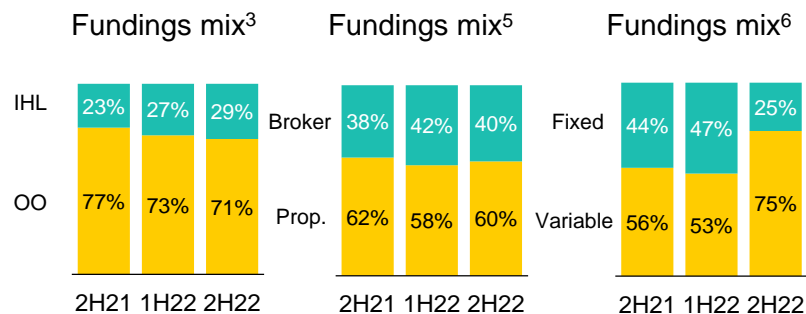
New fundings up 21%<sup>3</sup>



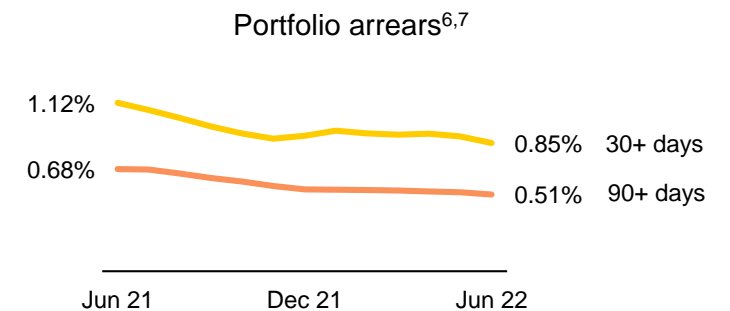
Operational discipline enabling higher volumes to be processed efficiently



Fundings weighted towards owner-occupied loans, with reduction in fixed rate lending



Strong 90+ arrears performance



1. System source: RBA Lending and Credit Aggregates, series break due to new regulatory definitions set by APRA from 1 July 2019. As a result of this change, market share is not comparable to previous reporting periods. Additional series break from Jun 21 relating to restatements. 2. Presented on a gross basis before value attribution to other business units. New fundings includes RBS internal refinancing (\$20bn), Viridian Line of Credit (VLOC), includes Bankwest fixed splits of existing variable loans and excludes all other Bankwest internal refinancing. 3. Includes RBS internal refinancing, excludes Viridian Line of Credit (VLOC), includes Bankwest fixed splits of existing variable loans and excludes all other Bankwest internal refinancing. 4. Auto-decisioning is for proprietary loans only. Excludes Bankwest. Metric is a proxy. 5. Excludes Bankwest and Residential Mortgage Group. 6. CBA including Bankwest. 7. Excludes Line of Credit, Reverse Mortgage, Commonwealth Portfolio Loans and Residential Mortgage Group.

# Home loan process efficiency

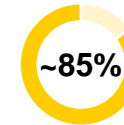
Ensuring volume growth can be processed quickly and efficiently

## Focus Areas

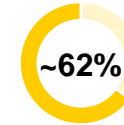
- **Making it Easy** - surfacing key insights & recommendations for customers.
- **Digital Servicing Tool** - qualify servicing capacity for customers.
- **Enhanced application platform** - right first time and simplifying what we collect
- **Digital ID & KYC** - improved customer on-boarding experience.
- **Digital Documents** - increased coverage and capability enhancements.
- **Data Assets** - increased auto validation coverage.
- **Valuation Capability** - increased automation. Saves customers up to 5 days.
- **Work allocation** - increasing the flow of work between teams
- **Status Tracking** - making it easier for a customer to understand where they are at
- **Automated controls** - moving away from manual to automated controls

## Operational execution<sup>1</sup>

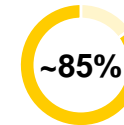
Focus on turnaround times



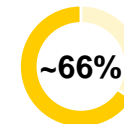
~85% Applications decided within 1 day (proprietary)



~62% Applications auto-decided (proprietary)



~85% Applications manually decided within 5 days (broker)



~66% Coverage for automated valuations

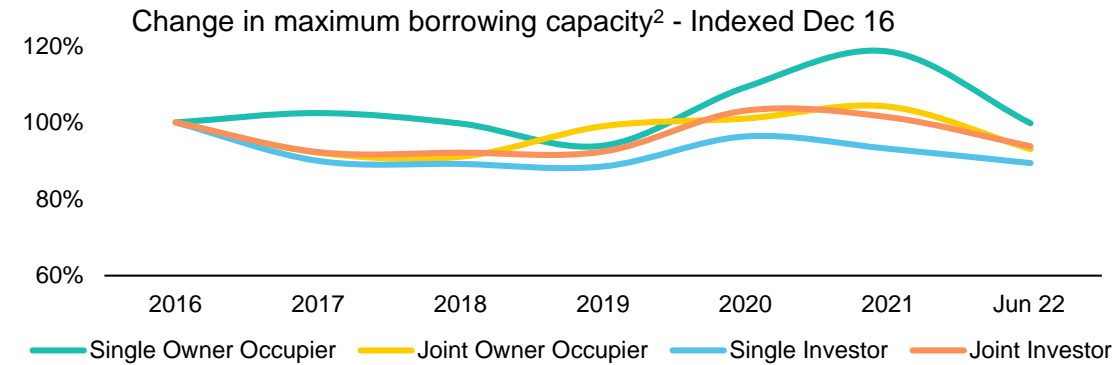


1. Information relates to new home loan applications unless noted otherwise. "Days" relates to Business Days. Application times relate to first decisions for May for both simple and complex. 'All applications' include both auto-decided and manually decided. "Days" relates to Business Days.

# Borrowing capacity <sup>1</sup>

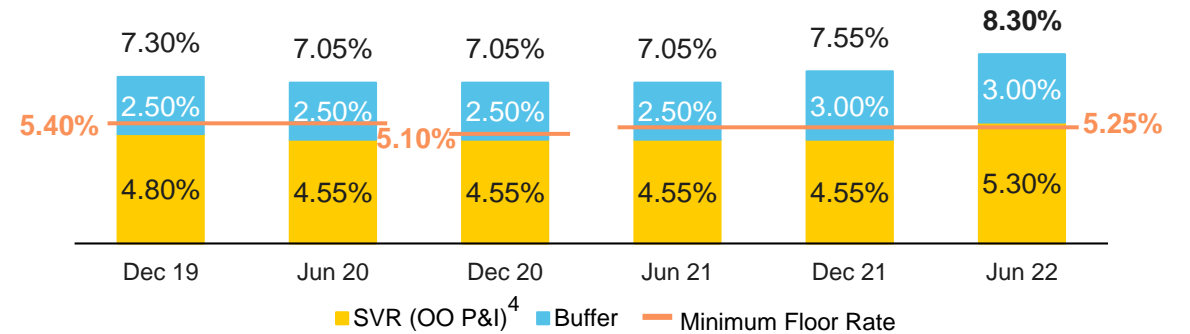
Higher serviceability buffers and rising interest rates impacting borrowing capacity

## Borrowing capacity reducing

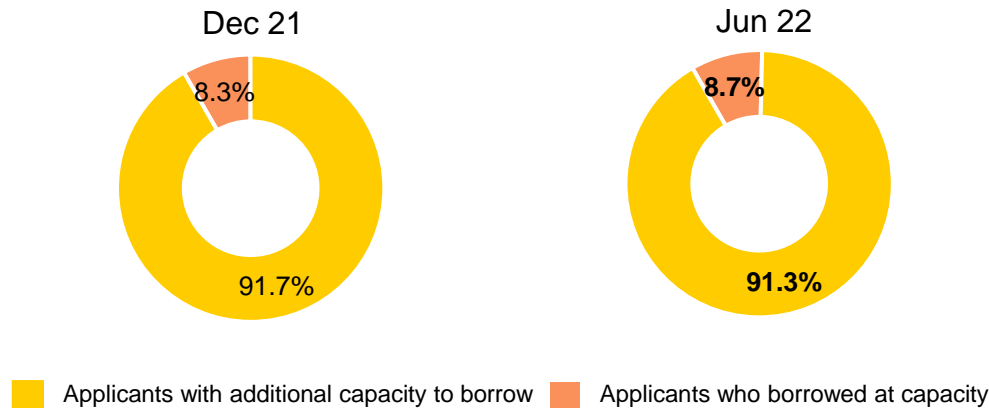


## Driven by increase in serviceability buffer and interest rates

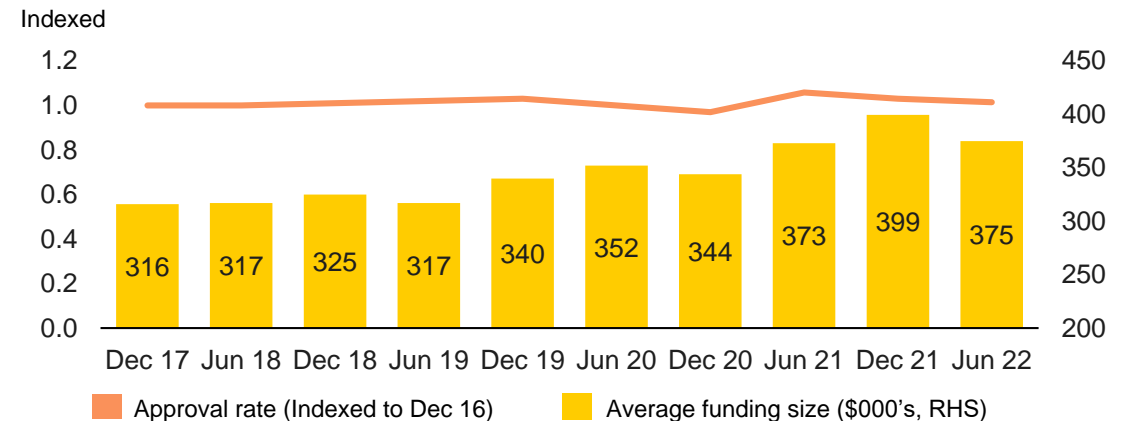
(Loans assessed based on the higher of the customer rate<sup>3</sup> + buffer, or minimum floor rate)



## Applicants borrowing at capacity remains low<sup>5</sup>



## With average loan size<sup>6</sup> decreasing

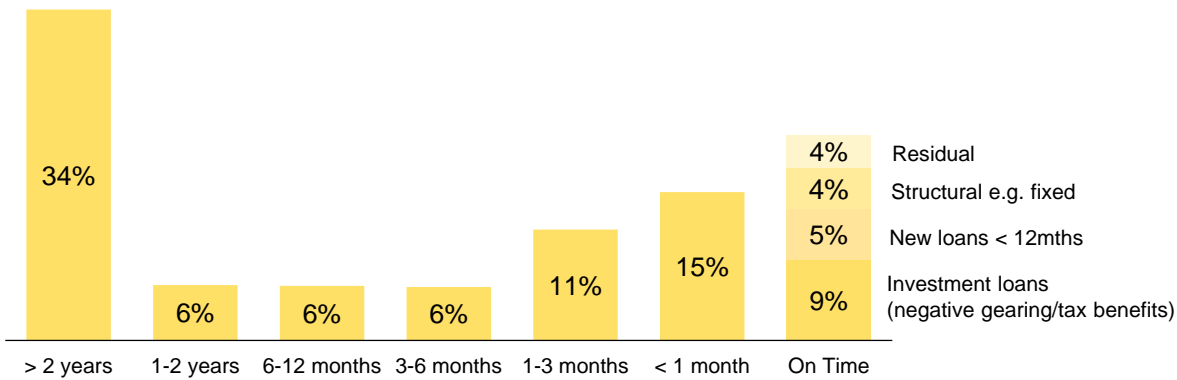


1. CBA excluding Bankwest. 2. Scenarios based on differing assumptions with respect to family types, number of dependents, loan size, income sources and existing liabilities/commitments. 3. Customer rate includes any customer discounts that may apply. 4. SVR (OO P&I) reflects the advertised reference rate and does not include any customer pricing concessions. 5. Applications that have passed system serviceability test; borrowed at capacity reflects applicants with minimal net income surplus. 6. Based on fundings 6 months ending.

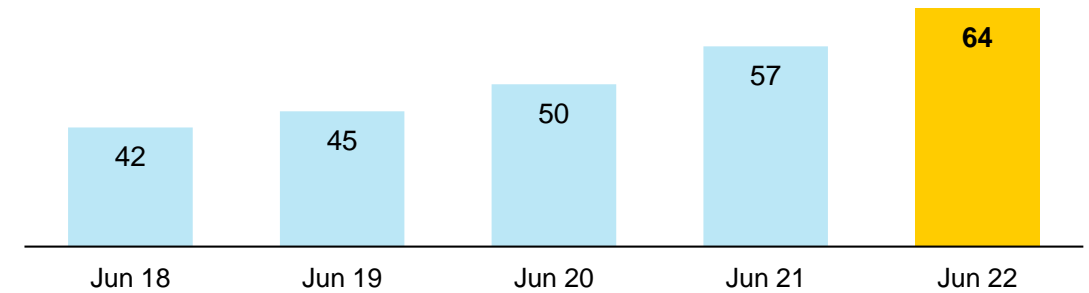
# Portfolio quality remains sound

## Strong repayment and savings buffers in place

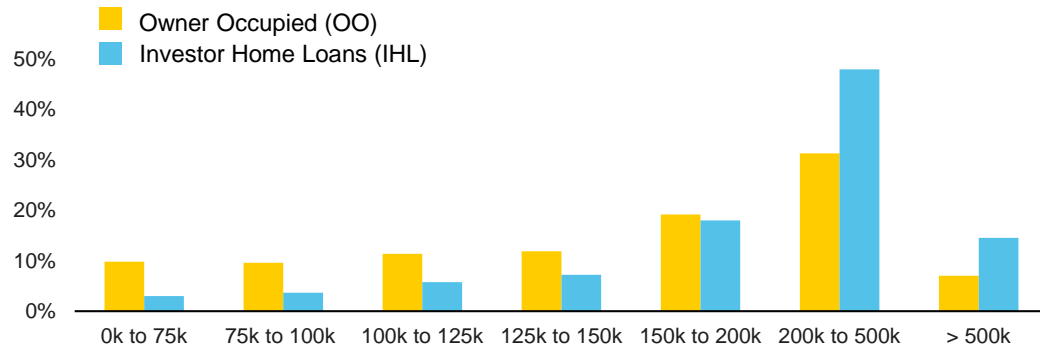
Repayment buffers – 34% more than 2 years in advance<sup>1</sup>  
(Payments in advance<sup>2</sup>, % of accounts)



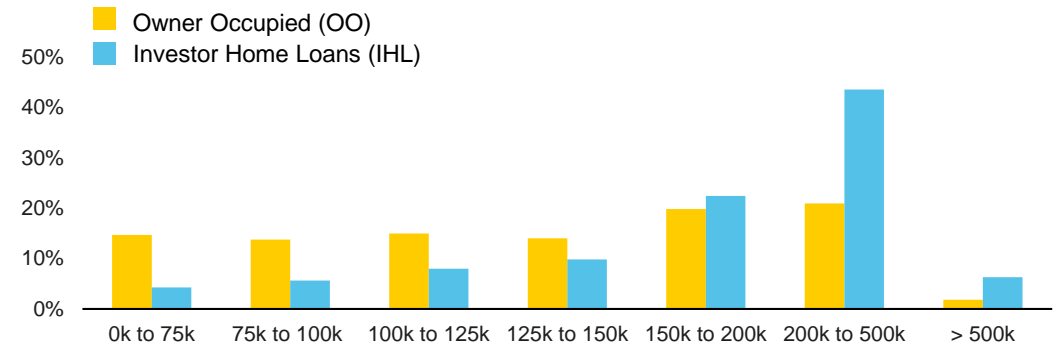
Savings buffers<sup>1</sup>  
Offset Account Balances (\$bn)



Application gross income band  
6 months to Jun 22 – Funding \$



Application gross income band  
6 months to Jun 22 – Funding #



1. CBA including Bankwest. Excludes Line of Credit, Reverse Mortgage, Commonwealth Portfolio Loan and Residential Mortgage Group. 2. Includes offset facilities, excludes loans in arrears.



# Serviceability assessment<sup>1</sup>

Over 80% of the book originated under tightened standards since FY16

## Key tightening measures by year

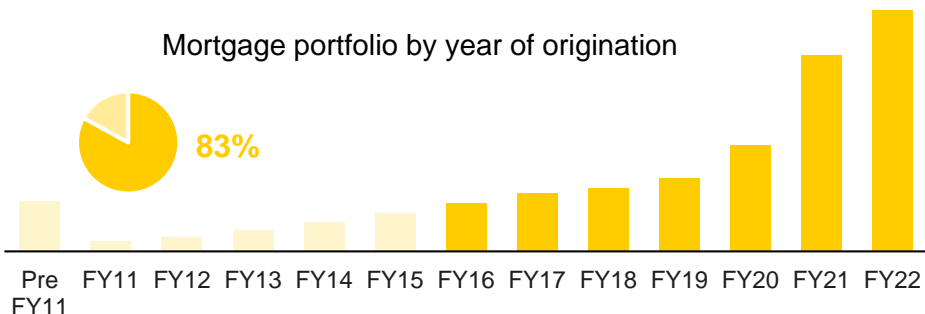
- Increased serviceability buffer & buffers on existing debts **FY16-19**
- Removed Low doc and EQFS products
- Tightened lending requirements for non residents and use of foreign currency
- Implemented limits on lending in high risk areas
- Reduced IO maximum term limits

- Increased serviceability buffer **FY20**
- Removed LMI/LDP waivers for Construction, Land loans
- Temporary COVID-19 tightening on verification

- Restrictions on family guarantor arrangements **FY21**
- Rental expense capture (net rental income)
- Expenses excluded from HEM added to higher of declared expenses or HEM
- Increased serviceability floor rate
- Reduced max LVR for Construction and Bridging loans

- Enhanced Self Employed & Investment income calculations **FY22**
- Increased serviceability buffer
- Restrictions on high LVR/high DTI loans

Mortgage portfolio by year of origination



## New loan assessment (from FY16)

### Income

- All income used in application to assess serviceability is verified
- 80% or lower cap on less stable income sources (e.g. rent, bonus, overtime)
- Applicants reliant on less stable sources of income manually decisioned
- 90% cap on tax free income, including Government benefits
- Limits on investor income allowances, e.g. RBS restrict rental yield to 4.8% and use of negative gearing where LVR>90%
- Rental income net of rental expenses used for servicing

### Living Expenses

- Living expenses captured for all customers
- Servicing calculations use the higher of declared expenses or HEM adjusted by income and household size
- Expenses excluded from HEM are added to the higher of the declared expenses or HEM

### Interest Rates

- Assess customer ability to pay based on the higher of the customer rate plus serviceability buffer or minimum floor rate
- Interest Only (IO) loans assessed on principal and interest basis over the residual term of the loan

### Existing Debt

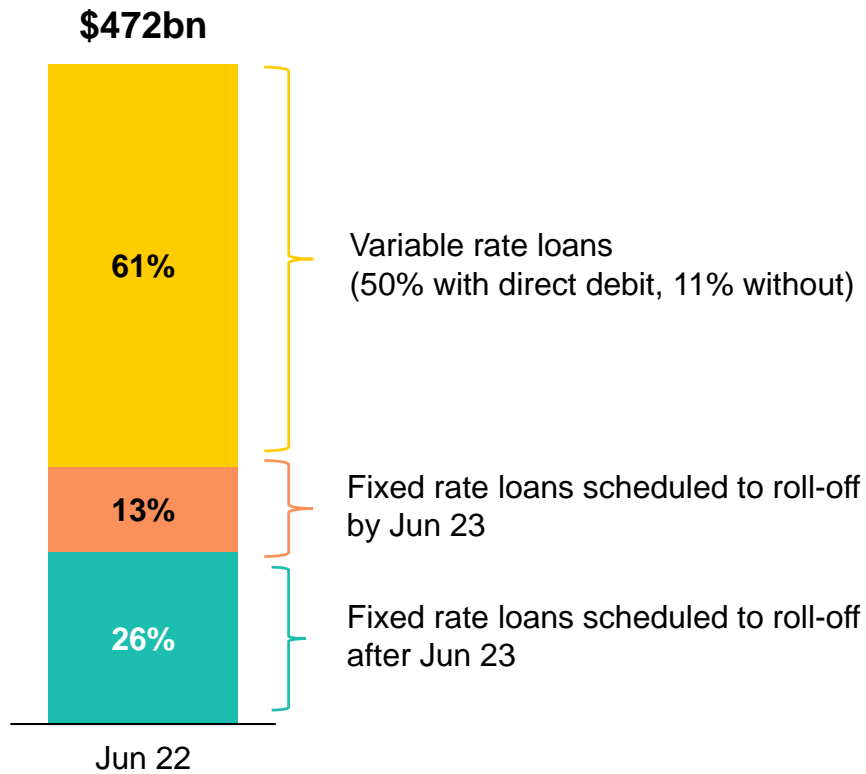
- Existing customer commitments are verified through Comprehensive Credit Reporting (CCR) or CBA transaction accounts data
- CBA transaction accounts and CCR data used to identify undisclosed customer obligations
- For repayments on existing mortgage debt:
  - CBA & OFI repayments recalculated using the higher of the actual rate plus a buffer or minimum floor over remaining loan term
  - Credit card repayments calculated at an assessment rate of 3.82%

1. CBA excluding Bankwest unless stated otherwise. Excludes Line of Credit, Reverse Mortgage, Commonwealth Portfolio Loan and Residential Mortgage Group.

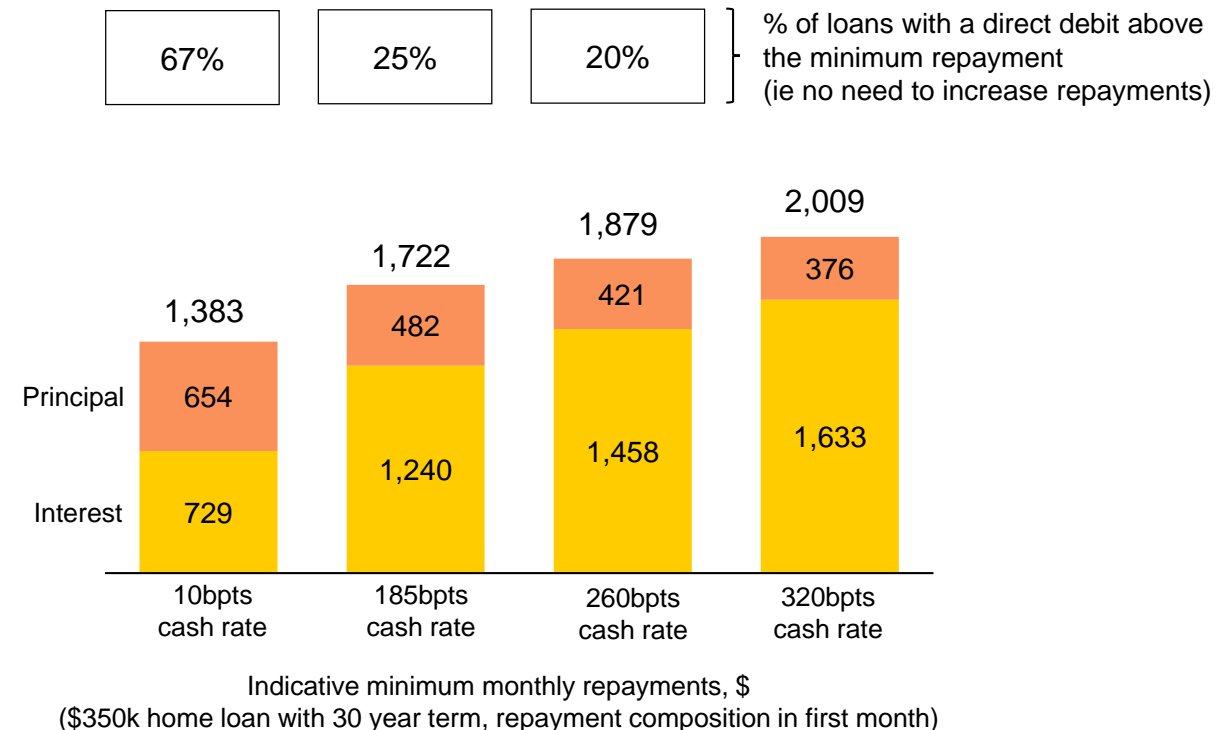
# Resilience to cash rate increases<sup>1</sup>

Increases in min. monthly repayments reflect the net impact of a higher interest component & lower principal payments

Approximately 75% of the book exposed to rate increases between now and June 2023



Increases in minimum monthly repayments reflect the net impact of a higher interest component and lower principal payments (with more of the principal paid off in outer years)



1. CBA excluding Bankwest.

# Home loan portfolio – CBA<sup>1</sup>

A balanced approach to portfolio quality, growth and returns

Portfolio <sup>1</sup>	Jun 21	Dec 21	Jun 22
Total Balances - Spot (\$bn)	516	539	556
Total Balances - Average (\$bn)	507	528	548
Total Accounts (m)	2.0	2.0	2.0
Variable Rate (%)	67	62	62
Owner Occupied (%)	70	71	71
Investment (%)	28	28	28
Line of Credit (%)	2	1	1
Proprietary (%) <sup>2</sup>	54	54	54
Broker (%) <sup>2</sup>	46	46	46
Interest Only (%) <sup>2</sup>	12	10	9
Lenders' Mortgage Insurance (%) <sup>2</sup>	21	20	19
Mortgagee In Possession (bpts) <sup>2</sup>	2	2	2
Negative Equity (%) <sup>2,3</sup>	1.2	0.6	0.4
Annualised Loss Rate (bpts) <sup>2</sup>	1	1	1
Portfolio Dynamic LVR (%) <sup>2,4</sup>	49	46	44
Customers in Advance (%) <sup>2,5</sup>	78	78	78
Payments in Advance incl. offset <sup>2,6</sup>	37	38	36
Offset Balances – Spot (\$bn) <sup>2</sup>	57	66	64

New Business <sup>1</sup>	Jun 21	Dec 21	Jun 22
Total Funding (\$bn)	76	94	76
Average Funding Size (\$'000) <sup>7</sup>	359	382	384
Serviceability Buffer (%) <sup>8</sup>	2.5	3.0	3.0
Variable Rate (%)	56	53	75
Owner Occupied (%)	77	73	71
Investment (%)	23	27	29
Line of Credit (%)	0	0	0
Proprietary (%) <sup>2</sup>	56	51	54
Broker (%) <sup>2</sup>	44	49	46
Interest Only (%) <sup>9</sup>	17	17	18
Lenders' Mortgage Insurance (%) <sup>2</sup>	17	15	14

1. CBA including Bankwest. All portfolio and new business metrics are based on balances and funding respectively, unless stated otherwise. All new business metrics are based on 6 months to Jun 21, Dec 21 and Jun 22. Excludes ASB.
2. Excludes RMG.
3. Negative equity arises when the outstanding loan balance (less offset balances) exceeds updated house value. Based on outstanding balances, taking into account both cross-collateralisation and offset balances. Excludes Line of Credit, Reverse Mortgage, Commonwealth Portfolio Loans and Residential Mortgage Group.
4. Dynamic LVR defined as current balance/current valuation.
5. Any amount ahead of monthly minimum repayment; includes offset facilities.
6. Average number of monthly payments ahead of scheduled repayments.
7. Average Funding Size defined as funded amount / number of funded accounts. Jun 21 numbers restated.
8. Serviceability test based on the higher of the customer rate plus an interest rate buffer or min floor rate.
9. Based on the APRA definition of Interest Only reporting, inclusive of Construction loans.

# Home loan portfolio – CBA ex Bankwest

A balanced approach to portfolio quality, growth and returns

Portfolio <sup>1</sup>	Jun 21	Dec 21	Jun 22
Total Balances - Spot (\$bn)	439	459	472
Total Balances - Average (\$bn)	431	450	466
Total Accounts (m)	1.7	1.7	1.7
Variable Rate (%)	66	61	61
Owner Occupied (%)	69	70	71
Investment (%)	29	28	28
Line of Credit (%)	2	2	1
Proprietary (%) <sup>2</sup>	60	59	60
Broker (%) <sup>2</sup>	40	41	40
Interest Only (%) <sup>2</sup>	13	10	9
Lenders' Mortgage Insurance (%) <sup>2</sup>	20	19	18
First Home Buyers (%) <sup>2</sup>	10	10	10
Mortgagee In Possession (bpts) <sup>2</sup>	2	2	2
Annualised Loss Rate (bpts) <sup>2</sup>	1	1	1
Portfolio Dynamic LVR (%) <sup>2,3</sup>	48	45	43
Customers in Advance (%) <sup>2,4</sup>	76	76	76
Payments in Advance incl. offset <sup>2,5</sup>	37	38	37
Offset Balances – Spot (\$bn) <sup>2</sup>	49	56	54

New Business <sup>1</sup>	Jun 21	Dec 21	Jun 22
Total Funding (\$bn)	66	80	65
Average Funding Size (\$'000) <sup>6</sup>	356	379	375
Serviceability Buffer (%) <sup>7</sup>	2.5	3.0	3.0
Variable Rate (%)	54	52	73
Owner Occupied (%)	77	72	71
Investment (%)	23	28	29
Line of Credit (%)	0	0	0
Proprietary (%) <sup>2</sup>	62	58	60
Broker (%) <sup>2</sup>	38	42	40
Interest Only (%) <sup>8</sup>	16	17	17
Lenders' Mortgage Insurance (%) <sup>2</sup>	17	15	14
First Home Buyers (%) <sup>2</sup>	12	11	10

1. CBA excluding Bankwest. All portfolio and new business metrics are based on balances and funding respectively, unless stated otherwise. All new business metrics are based on 6 months to Jun 21, Dec 21 and Jun 22. Excludes ASB.

2. Excludes RMG.

3. Dynamic LVR defined as current balance/current valuation.

4. Any amount ahead of monthly minimum repayment; includes offset facilities.

5. Average number of monthly payments ahead of scheduled repayments.

6. Average Funding Size defined as funded amount / number of funded accounts. Jun 21 numbers restated.

7. Serviceability test based on the higher of the customer rate plus an interest rate buffer or min floor rate.

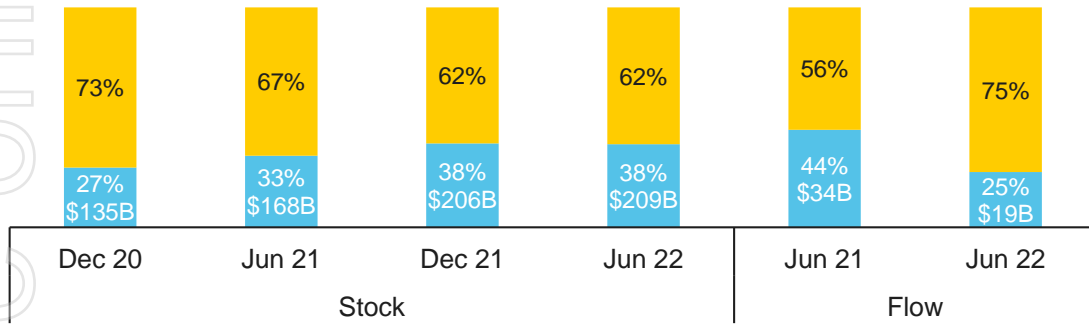
8. Based on the APRA definition of Interest Only reporting, inclusive of Construction loans.

# Home loan (HL) portfolio profile<sup>1</sup>

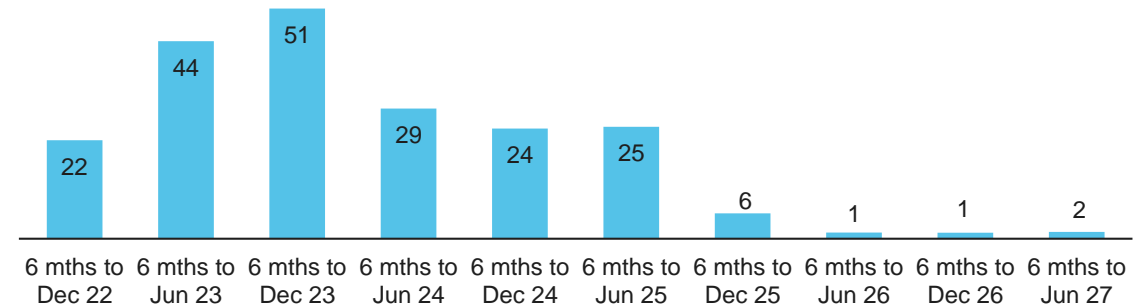
Increasing interest rates triggering a reduction in new fixed rate home loans volume

## Fixed vs Variable Rate HL Stock and Flow<sup>2</sup>

Increase in fixed rate HL flow since start of 2020, slowing in last half

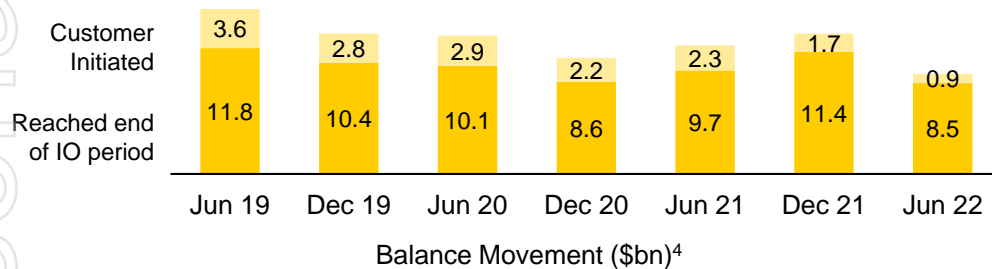


## Fixed Rate HL Expiry Schedule (\$bn)<sup>3</sup>

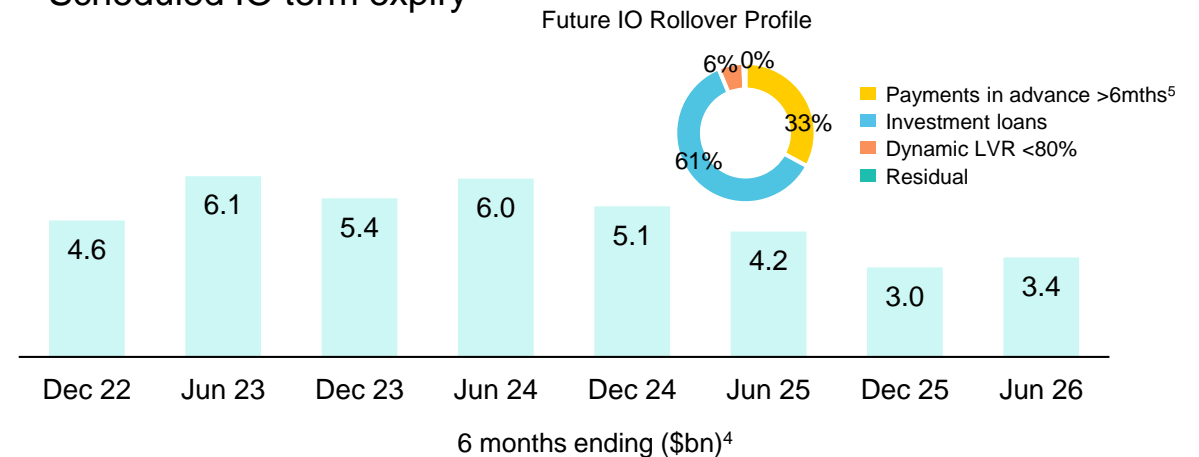


## Interest Only (IO) to Principal and Interest (P&I) Switches

IO portfolio largely investor loans



## Scheduled IO term expiry



1. CBA including Bankwest. Excludes Line of Credit, Reverse Mortgage, Commonwealth Portfolio Loans and Residential Mortgage Group, unless otherwise stated. 2. Includes RMG. Flow metrics are based on 6 months to Jun 21 and Jun 22. 3. RBS home loans originated after 2017 only and all BW. 4. Rollover status takes snapshot at Jun 22. 5. Payments in advance defined as the number of monthly payments ahead of scheduled repayments by 6 or more months.

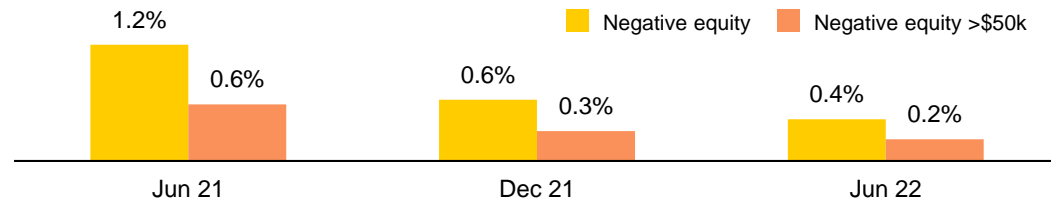
# Home loan portfolio profile<sup>1</sup>

## Continued improvement in Portfolio LVR, Negative Equity and Offset balances

### Negative Equity<sup>2</sup>

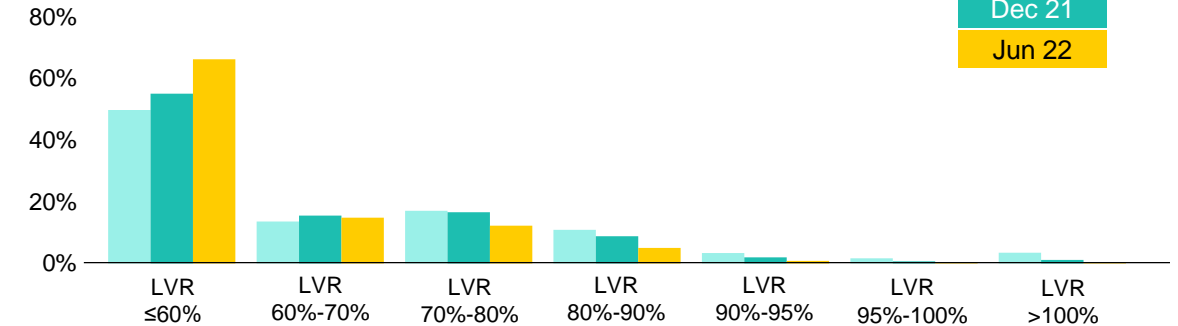
Proportion of balances in negative equity

- 39% of negative equity is from WA. 64% of customers ahead of repayments.
- 46% of home loans in negative equity have Lenders Mortgage Insurance.



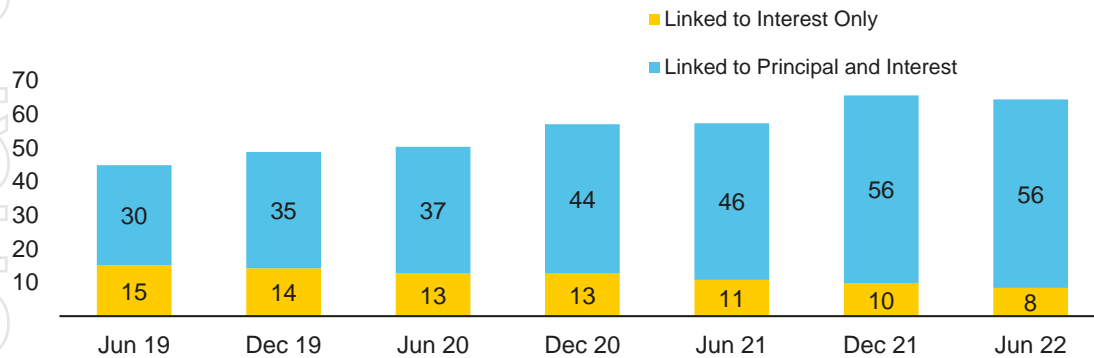
### Dynamic LVR Bands<sup>3</sup>

% of total Portfolio Accounts



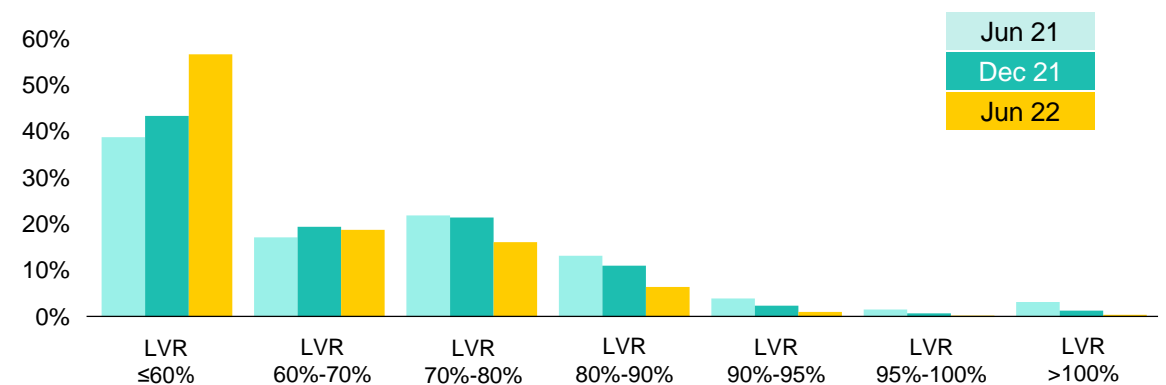
### Offset Account Balances (\$bn)

Shift to Principal and Interest Loans



### Dynamic LVR Bands<sup>3</sup>

% of total Portfolio Balances

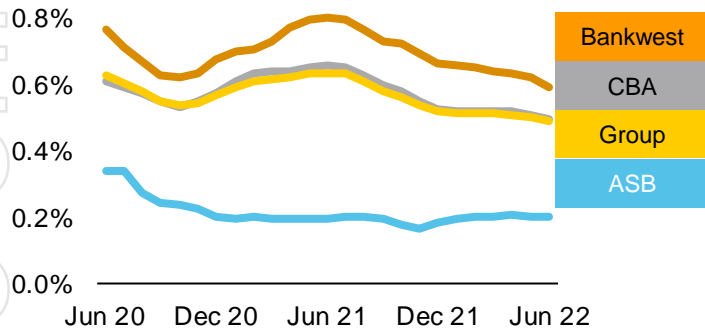


1. CBA including Bankwest. Excludes Line of Credit, Reverse Mortgage, Commonwealth Portfolio Loans and Residential Mortgage Group. 2. Negative equity arises when the outstanding loan (less offsets) exceeds house value. Based on outstanding balances, taking into account cross-collateralisation and offset balances. CBA updates house prices monthly using internal and external valuation data 3. Taking into account cross-collateralisation. Offset balances not considered.

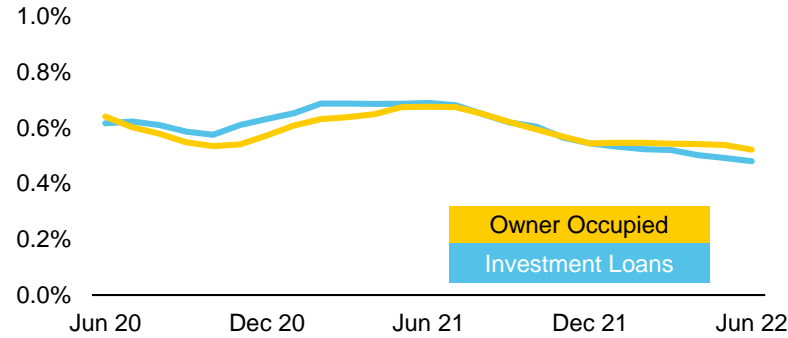
# Home loan arrears

Reflect strong origination quality, low interest rates, a sound property market and balance growth

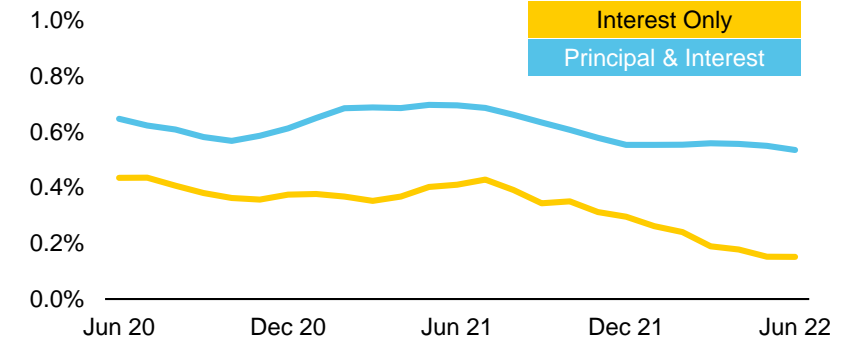
Arrears by portfolio  
Group 90+ days



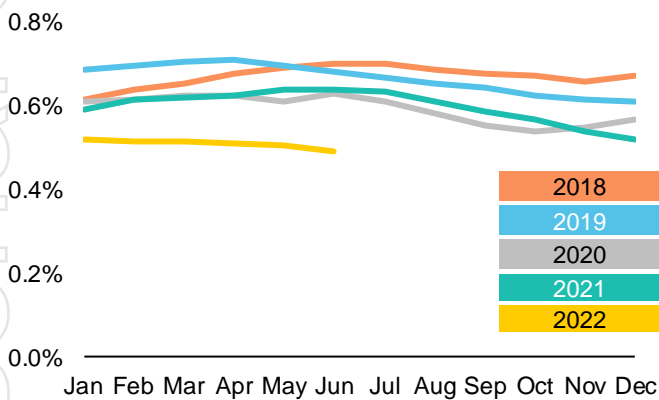
Arrears by product  
90+ days<sup>1</sup>



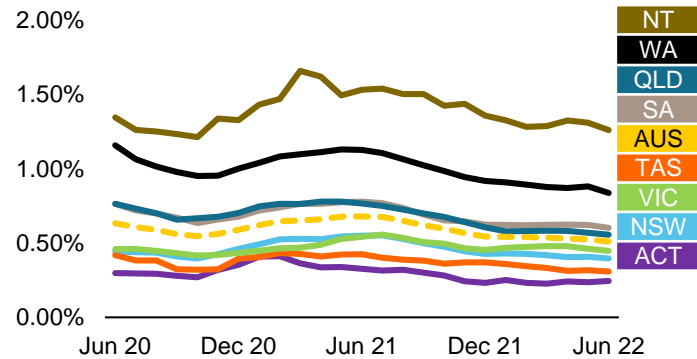
Arrears by repayment type  
90+ days<sup>1</sup>



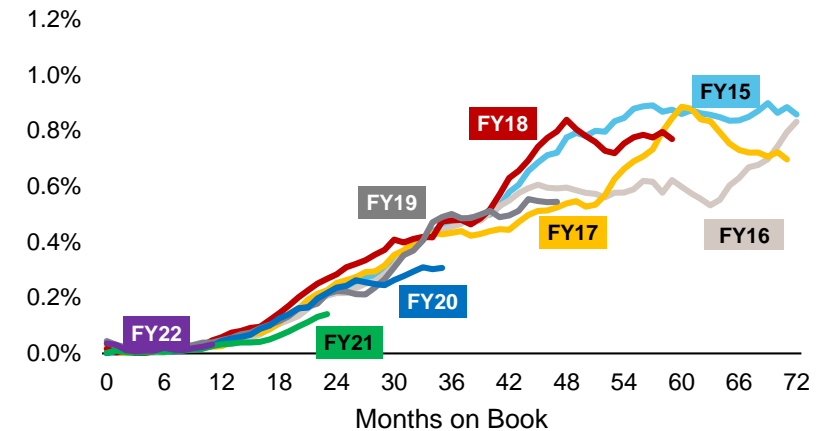
Arrears by year  
Group 90+ days



Arrears by state  
90+ days<sup>1</sup>



Arrears by vintage  
90+ days<sup>1</sup>



1. CBA including Bankwest. Excludes Line of Credit, Reverse Mortgage, Commonwealth Portfolio Loan and Residential Mortgage Group.

# Home loan impairments

Lower impaired home loans in the half due to normalisation of ASB restructured home loans (COVID-19)<sup>1</sup>

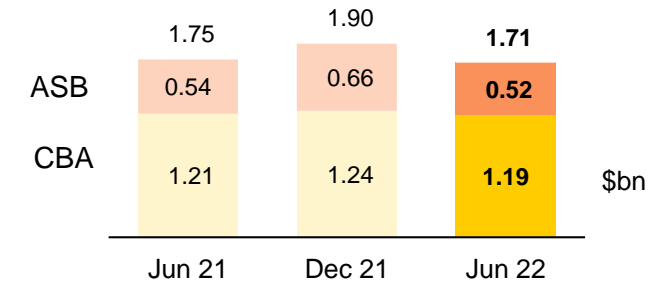
## Overview

- Lower impaired home loans over the half driven by ASB (-\$144m) due to normalisation of ASB restructured home loans (COVID-19), assisted by improvement in Australian Home Loan impairments (HoH -\$45m).

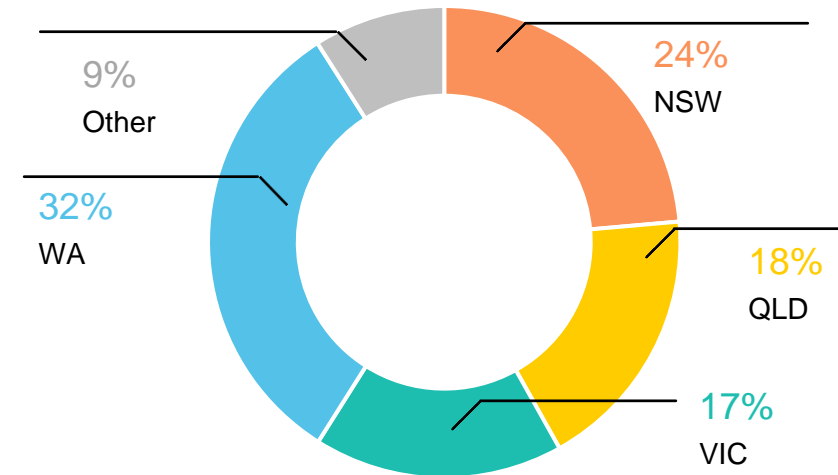
## Process for identification of impairments<sup>2</sup>

- Impairment assessments are carried out at 90 days past due for not well secured loans or at observed events e.g. bankruptcy;
- Impairment is triggered where refreshed security valuation is less than the loan balance by  $\geq$  \$1;
- Impairment assessment takes into account cross-collateralisation;
- Impaired accounts 90+ days past due are included in 90+ arrears reporting;
- Where the shortfall is greater than or equal to \$20,000 an Individually Assessed Provision (IAP) is raised.

Impaired home loans



Impaired home loans – Jun 22 profile<sup>2</sup>



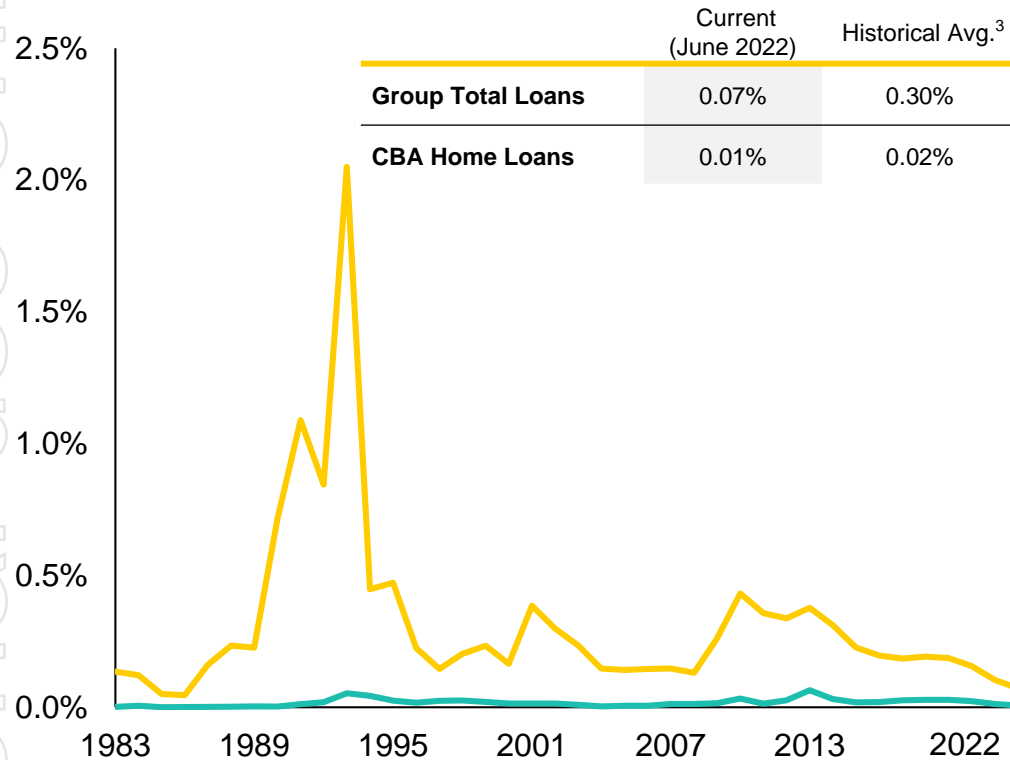
<sup>1</sup>. Relief provided by ASB to home loan customers was completed via a hardship assessment and as such treated as restructured and impaired assets in line with RBNZ requirements. <sup>2</sup>. CBA including Bankwest. Excludes ASB.



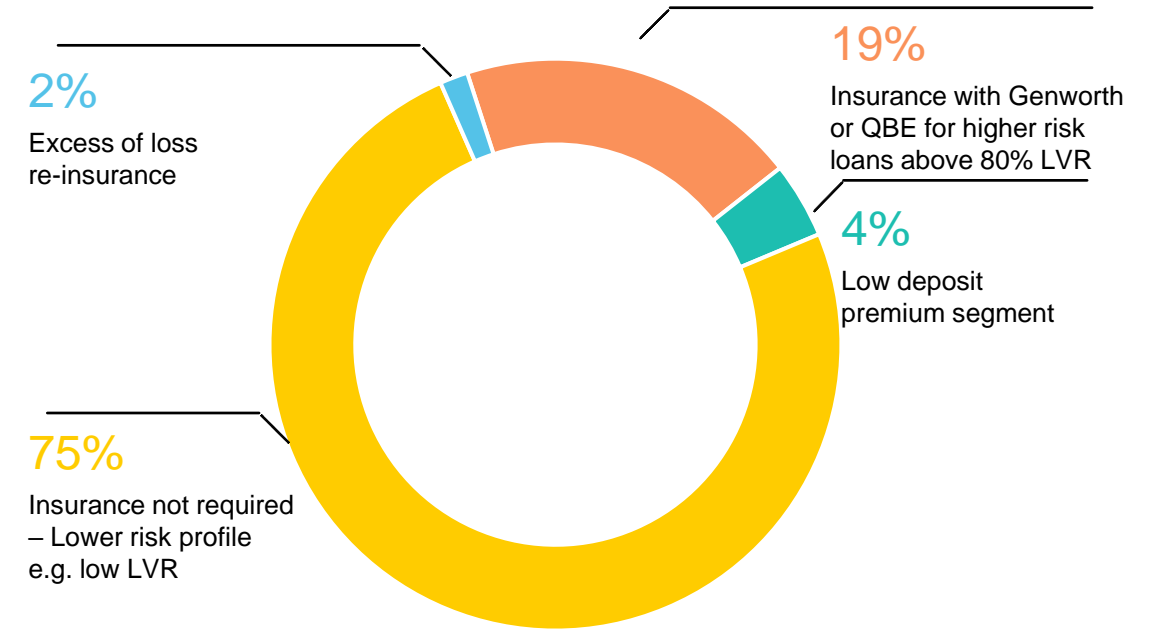
# Portfolio losses and insurance <sup>1</sup>

Portfolio losses remain historically low

Losses to average gross loans <sup>2</sup>



Portfolio Insurance Profile<sup>4</sup>  
% of Home Loan portfolio



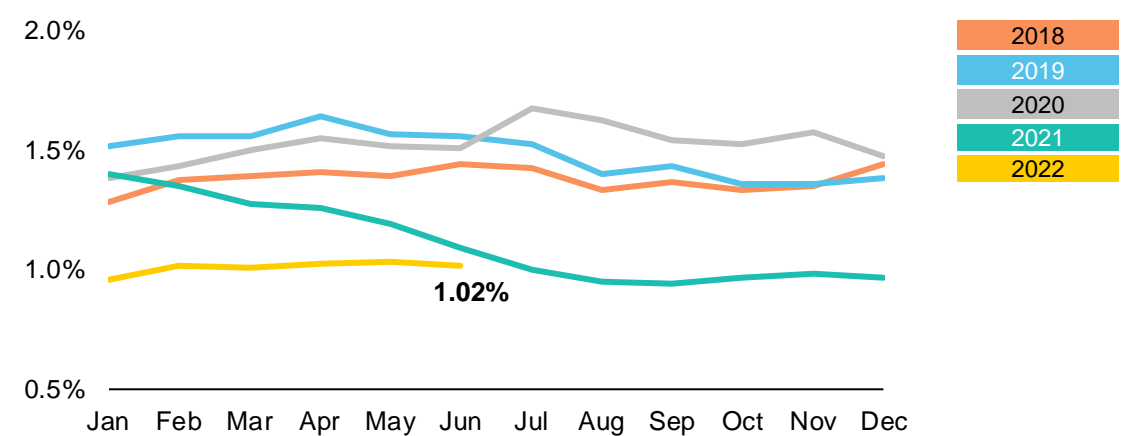
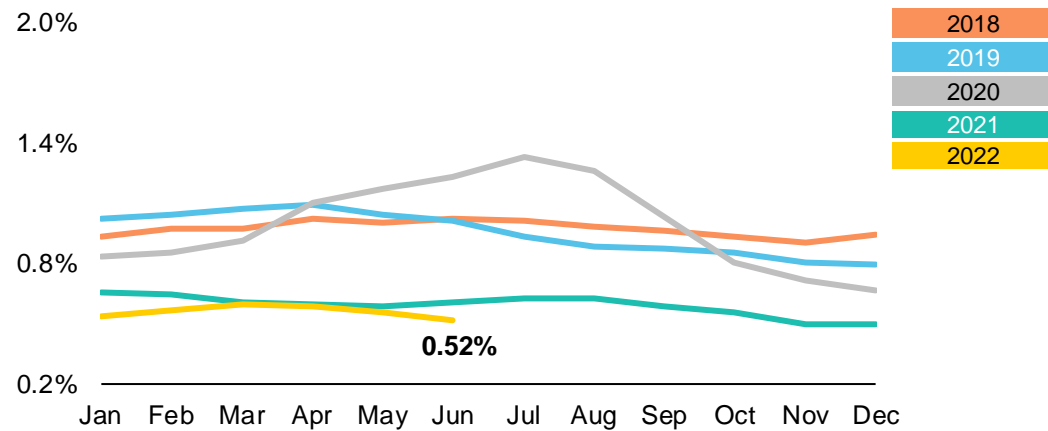
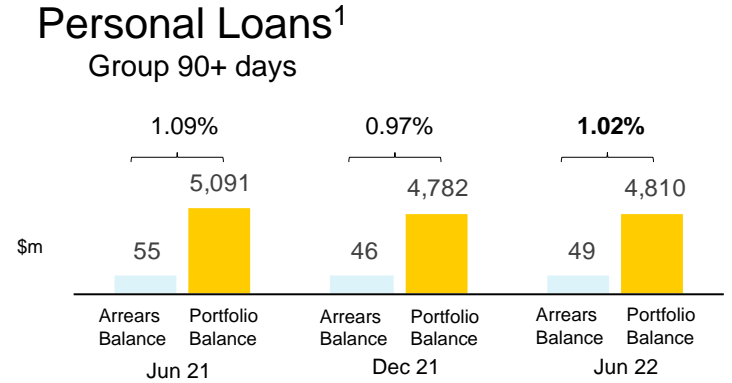
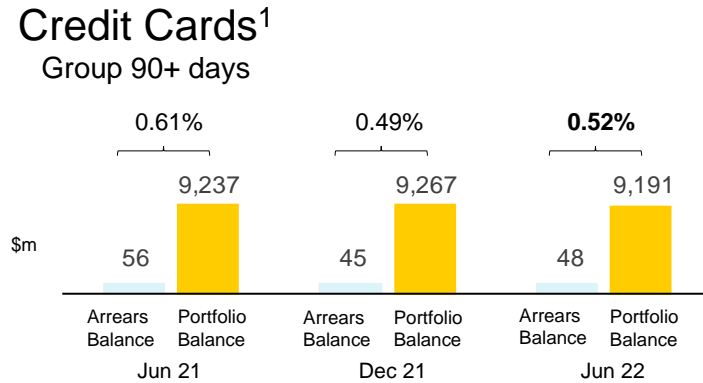
ersonal use only



1. CBA including Bankwest. 2. Bankwest included from FY09. 3. Historical average from 1983. 4. Excludes Line of Credit, Reverse Mortgage, Commonwealth Portfolio Loan and Residential Mortgage Group.

# Managing unsecured lending

Continued sound portfolio credit quality

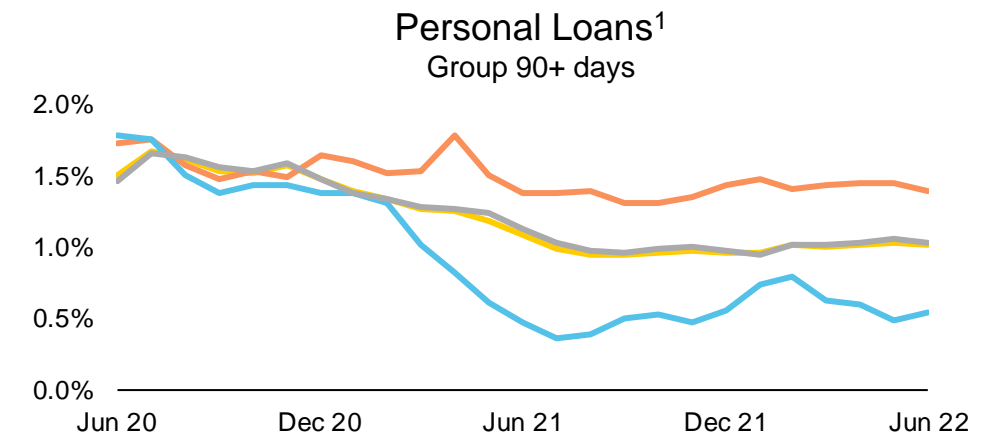
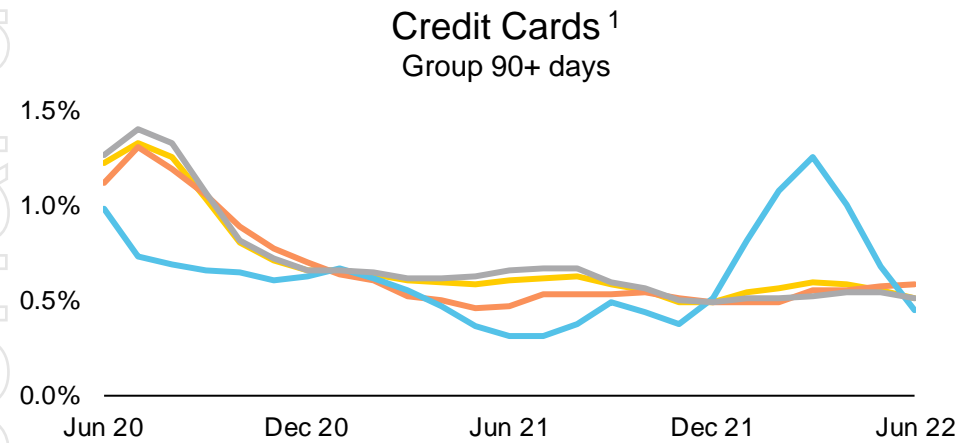
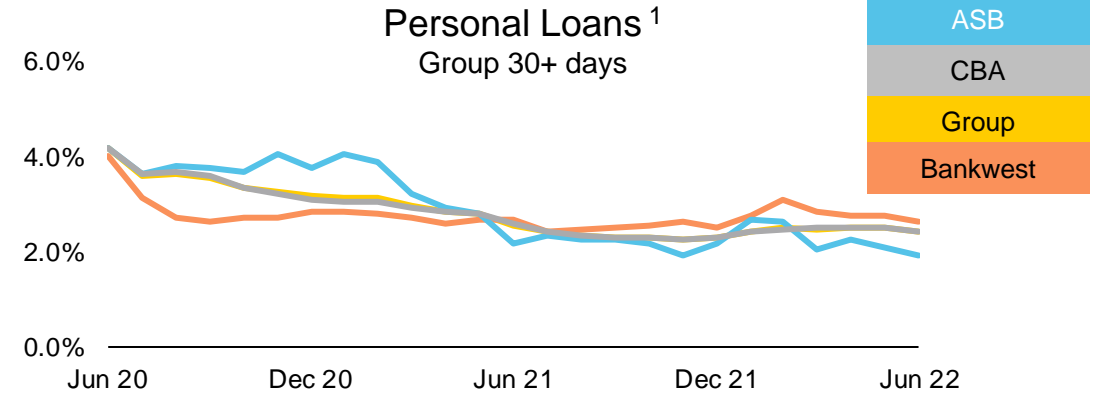
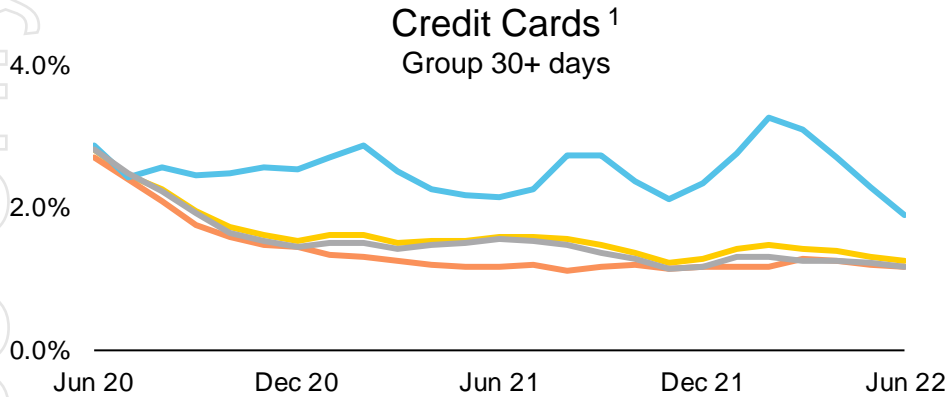


1. ASB write-off Credit Card and Personal Loans typically around 90 days past due if no agreed repayment plan.

# Consumer arrears

Reflect sound origination quality over the year, low unemployment levels and strong household savings

ersonal use only



1. ASB write-off Credit Card and Personal Loans typically around 90 days past due if no agreed repayment plan.

ersonal use only

# **Business and Corporate Lending**



# Portfolio quality<sup>1</sup>

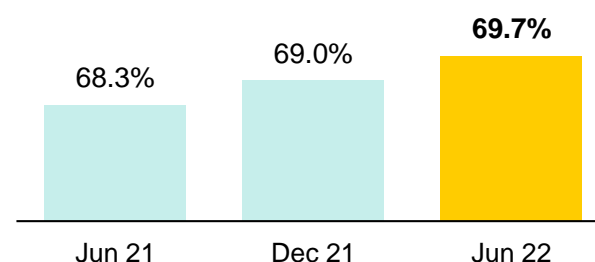
Improvement in portfolio quality metrics – TIA 0.48%

## Exposures by Industry<sup>1</sup>

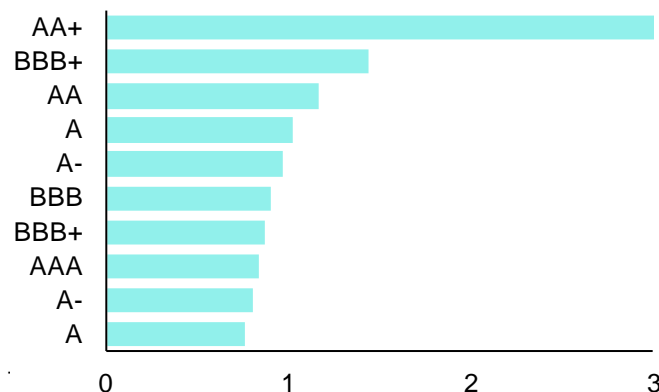
TCE \$bn	AAA to AA-	A+ to A-	BBB+ to BBB-	Other	Jun 22
Gov. Admin & Defence	210.5	15.7	1.3	0.1	227.6
Finance & Insurance	47.5	36.1	4.7	2.8	91.1
Com. Property	3.1	7.0	20.7	56.5	87.3
Agriculture & Forestry	0.0	0.1	4.6	23.0	27.7
Transport & Storage	0.2	2.5	11.0	10.8	24.5
Manufacturing	0.0	1.3	5.4	10.1	16.8
Ent. Leisure & Tourism	0.0	0.1	0.7	13.2	14.0
Retail Trade	-	0.7	3.3	9.6	13.6
Wholesale Trade	-	0.2	3.8	9.1	13.1
Health & Community Services	0.1	0.3	3.8	8.9	13.1
Business Services	0.0	0.5	3.5	8.8	12.8
Elect. Gas & Water	0.3	2.7	5.8	2.8	11.6
Construction	-	0.0	0.8	10.4	11.2
Mining, Oil & Gas	0.0	0.9	4.4	2.5	7.8
Media & Communications	1.2	1.3	1.7	1.3	5.5
All other ex Consumer	0.8	1.1	1.1	8.7	11.7
<b>Total</b>	<b>263.7</b>	<b>70.5</b>	<b>76.6</b>	<b>178.6</b>	<b>589.4</b>

## Corporate portfolio quality

Investment Grade



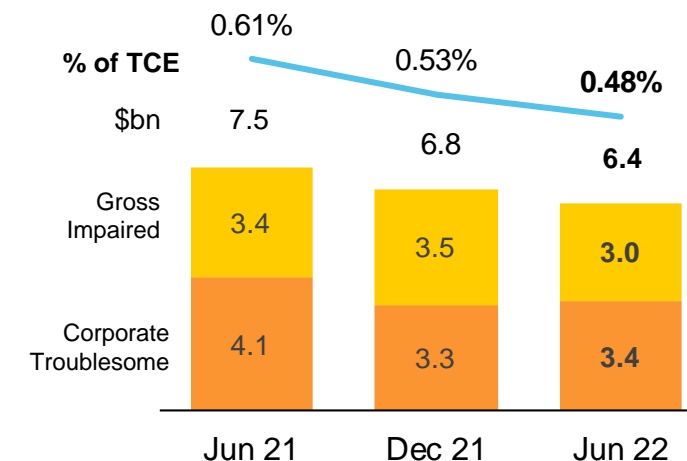
## Top 10 commercial exposures



## Group TCE by geography

	Jun 21	Dec 21	Jun 22
<b>Australia</b>	81.8%	81.6%	82.1%
<b>New Zealand</b>	10.2%	10.2%	9.8%
<b>Europe</b>	2.7%	2.9%	2.3%
<b>Other</b>	5.3%	5.3%	5.8%

## Troublesome and Impaired Assets (TIA)



1. CBA grades in S&P equivalents.

# Total committed exposure summary

Close monitoring of key sectors

	Group TCE (\$bn)		TIA (\$bn)		TIA % of TCE		Provisions to total committed exposure %	
	Dec 21	Jun 22	Dec 21	Jun 22	Dec 21	Jun 22	Dec 21	Jun 22
Consumer	737.3	748.5	2.1	1.9	0.3%	0.3%	0.4%	0.3%
Government Administration & Defence	205.9	227.6	0.0	0.0	0.0%	0.0%	0.0%	0.0%
Finance & Insurance	87.1	91.1	0.0	0.1	0.1%	0.1%	0.1%	0.1%
Commercial Property	84.4	87.3	0.5	0.6	0.6%	0.7%	0.5%	0.4%
Agriculture & Forestry	27.0	27.7	0.7	0.6	2.5%	2.3%	0.8%	0.6%
Transport & Storage	25.6	24.5	0.5	0.4	1.8%	1.7%	1.1%	1.0%
Manufacturing	17.0	16.8	0.4	0.4	2.5%	2.1%	1.4%	1.8%
Entertainment, Leisure & Tourism	14.0	14.0	0.7	0.5	5.0%	3.3%	2.4%	2.1%
Retail Trade	13.4	13.6	0.3	0.2	1.9%	1.7%	1.0%	1.1%
Wholesale Trade	11.8	13.1	0.2	0.4	2.2%	3.1%	1.4%	2.0%
Health & Community Services	12.2	13.1	0.2	0.3	1.8%	2.3%	0.8%	0.7%
Business Services	12.2	12.8	0.3	0.2	2.7%	2.0%	1.3%	1.2%
Electricity, Gas & Water	11.8	11.6	0.1	0.0	0.7%	0.0%	0.5%	0.3%
Construction	10.8	11.2	0.3	0.4	2.6%	3.3%	1.5%	3.1%
Mining, Oil & Gas	7.7	7.8	0.1	0.1	1.4%	1.2%	1.1%	1.1%
Media & Communications	5.5	5.5	0.1	0.1	1.3%	1.2%	0.7%	0.7%
Personal & Other Services	3.3	3.1	0.1	0.0	2.2%	1.0%	0.9%	0.7%
Education	3.2	3.4	0.0	0.0	0.5%	0.5%	0.6%	0.3%
Other	5.3	5.2	0.2	0.2	4.0%	3.8%	n/a	n/a
<b>Total</b>	<b>1,295.5</b>	<b>1,337.9</b>	<b>6.8</b>	<b>6.4</b>	<b>0.5%</b>	<b>0.5%</b>	<b>0.4%</b>	<b>0.4%</b>

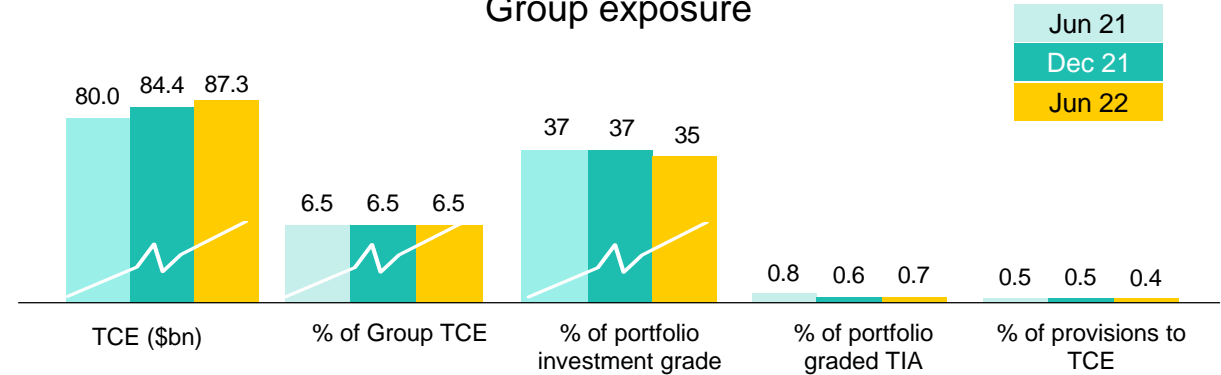
 Refer separate slides following

# Sector focus – commercial property

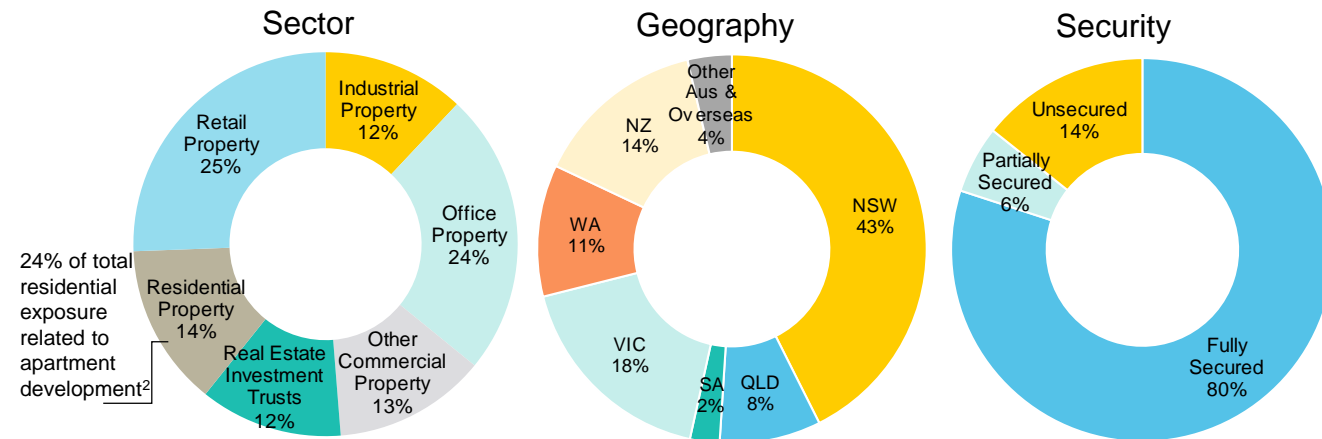
## Portfolio weighted to NSW – TIAs remain low at 0.7%

- Exposure diversified across sectors and by counterparty, with the top 20 counterparties representing 14% of the portfolio and having a weighted average rating of BBB- equivalent.
- Stable credit quality with weighting to investment grade steady and 90% of sub-investment grade exposures fully secured<sup>1</sup>.
- Impaired exposures remain low at 0.04% of portfolio, TIA at 0.7%.
- Geographical diversification remained relatively steady this half.
- Weighting by sectors were relatively stable this half, with Retail and Office remaining the largest weightings.
- Retail exposure and origination criteria primarily represented by assets with non-discretionary retailers as anchor tenants.
- Office exposures weighted toward Premium/A' and B' Grade Office Property with credit metrics better than the Bank's minimum requirements.
- Apartment development<sup>2</sup> exposures were relatively flat over the half, with the highest geographical weightings to Sydney (24.4%) and Melbourne (21.1%). Exposures are 45% below the last peak (December 2016).
- Construction completion on apartment developments being proactively managed. Whilst delays have been seen on a number of projects beyond original completion timeframes this is not impacting pre-sale sunset clauses in those projects. All delayed projects are on track for completion in the first half of FY23.
- Ongoing projects have not been impacted by recent insolvencies in the construction industry. Credit requirement and due diligence on contract builders has been tightened.
- The level of exposure to Land Bank and pre-development sites is immaterial at < 1% of exposure to the sector.
- Maintaining close portfolio oversight and actively managing origination criteria.

Group exposure



Profile



1. Fully secured is where the exposure is less than 100% of the Bank extended value of the security, which is a discount to the market value of the security. 2. Apartment Developments ≥ \$20m. Brisbane, Melbourne, Canberra and Perth defined as all postcodes within a 15km radius of the capital city and Sydney is all metropolitan Sydney based on location of the development. Other is all other locations.

ersonal use only

# Sector focus – transport & storage

## Conditions remain challenging

### Airlines & Aircraft Lessors

- Opening up of domestic and international travel is supporting recovery of airlines across the industry. Portfolio amortisation has been partially offset by select transactions to strong counterparties or flag carriers.
- Over 70% of our airline portfolio exposure is to strong counterparties; state-owned, flag carriers, investment grade or well secured. Largest exposure is to state-owned counterparties.
- Portfolio is weighted towards airlines who generate the majority of their revenue from their domestic and regional travel markets.

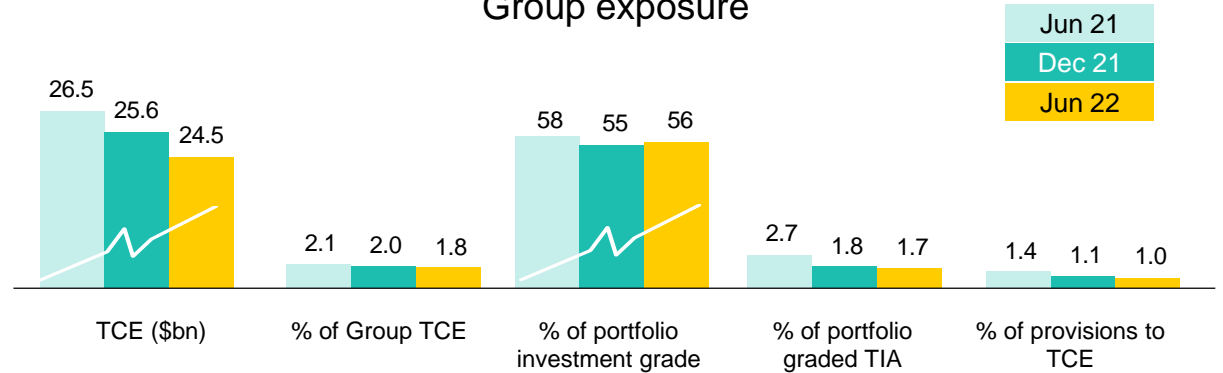
### Aircraft Operating Leases

- The Group recognises ~\$0.9bn of aircraft operating leases on balance sheet. In FY22 a net reversal of impairments of \$68m has been recognised as aircraft valuations stabilise following lease restructures/new leases for specific assets owned.

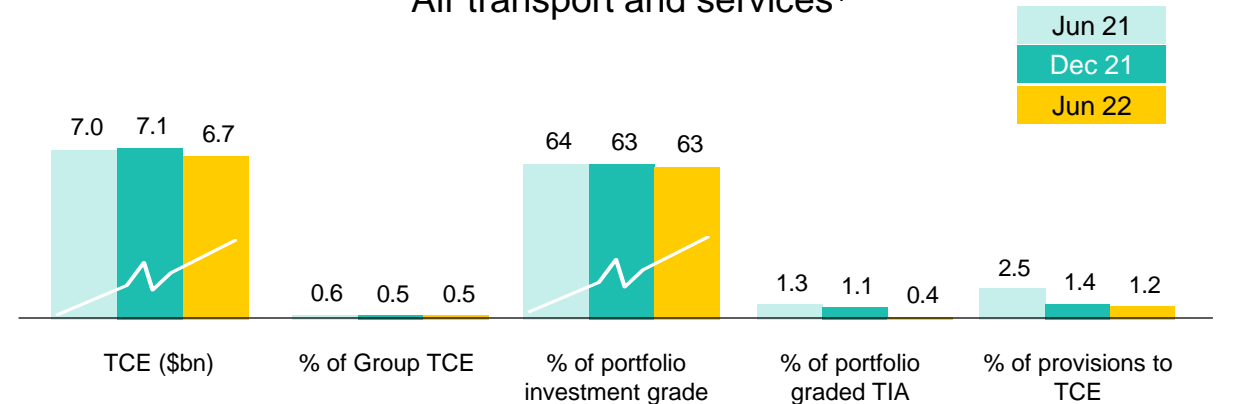
### Airports

- Our exposure to domestic and overseas airports continued to be well supported by strong sponsors.
- There has been a noticeable improvement in passenger traffic following the removal of quarantine and lockdown measures and most airports in the Bank's portfolio are within 60% of pre-COVID-19 passenger levels. This has in turn improved cash flow and credit metrics across the airport sector.
- 76% of our airport exposures are in Australia/NZ, 22% in UK, and 2% in the US.

### Group exposure<sup>1</sup>



### Air transport and services<sup>1</sup>



1. Excludes aircraft recognised on the Group's balance sheet and leased out to airlines.



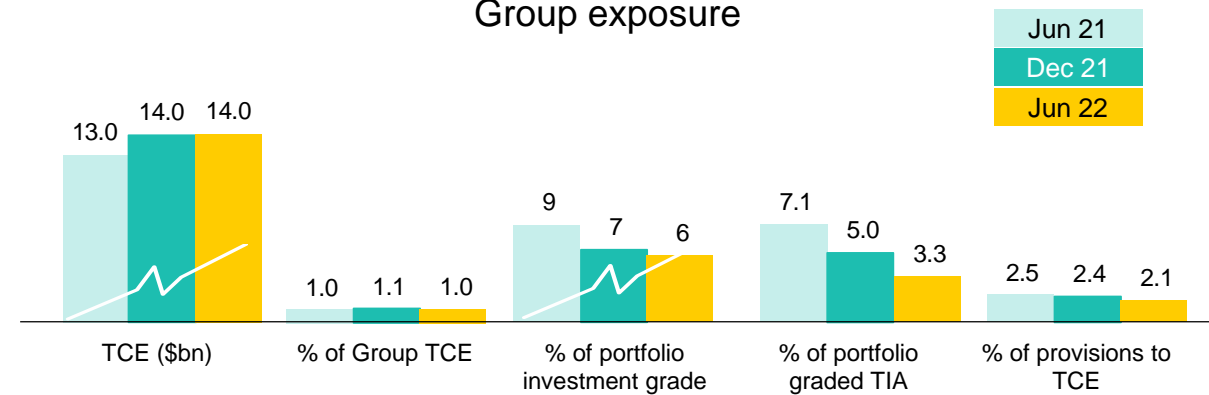
# Sector focus – entertainment, leisure & tourism

Improving trends evident but uncertain conditions remain

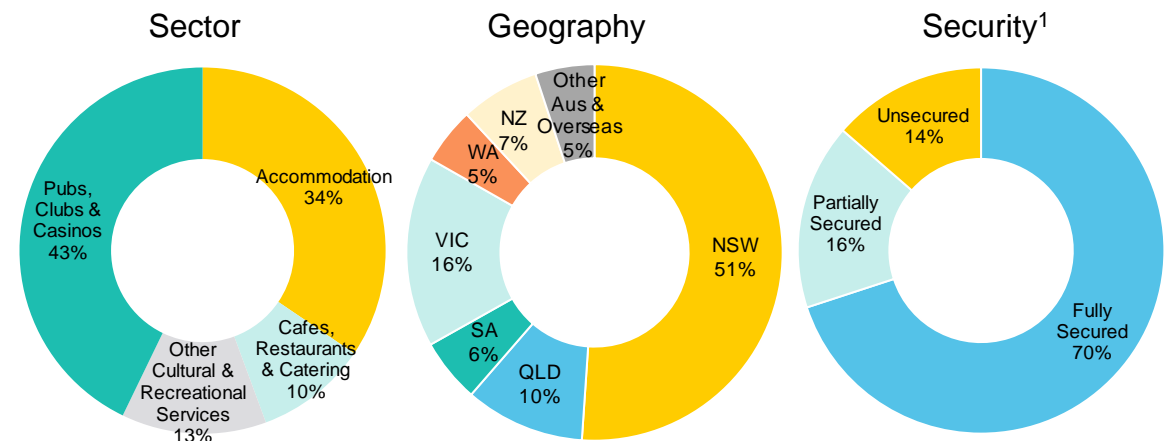
ersonal use only

- Diverse industry with many sub-sectors impacted by government restrictions, including border closures, shutdowns and social distancing initiatives.
- Pubs, Clubs and Restaurants were trading particularly well prior to Omicron, which impacted the peak summer trading period.
- Recovery post Omicron is mixed with many operators reporting challenges with labour; availability, retention and absenteeism. This has impacted operating hours and service standards.
- Rising input costs is having an impact, with some operators having increased prices with little consumer reaction, while others have varied menus and/or portion sizes.
- Portfolio growth is weighted toward well diversified pub groups in NSW.
- TIAs have decreased, primarily via refinance.
- Cost of living pressures and increasing interest rates will dampen demand among some ELT operators. Household Spending Intentions (HSI) Entertainment index fell by 3.8% in June 2022 and is up by just 1.8% in FY22.

Group exposure



Profile



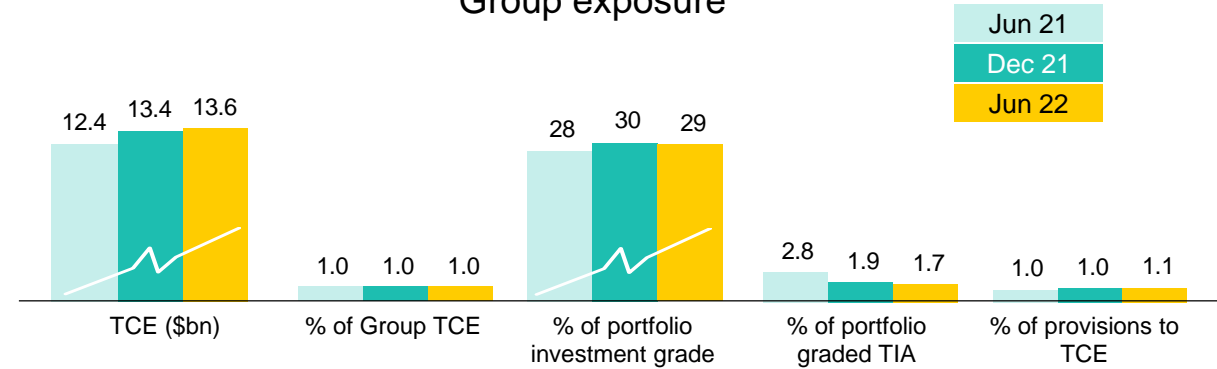
1. Fully Secured: Includes performing home loans and other exposures where the ratio of exposure to the estimated value of collateral (LVR) is less than or equal to 100%; Partially Secured: Includes defaulted home loans and other exposures where the LVR exceeds 100% but is not more than 250%; Unsecured: Includes personal loans, credit cards and other exposures where the LVR exceeds 250%. 101

# Sector focus – retail trade

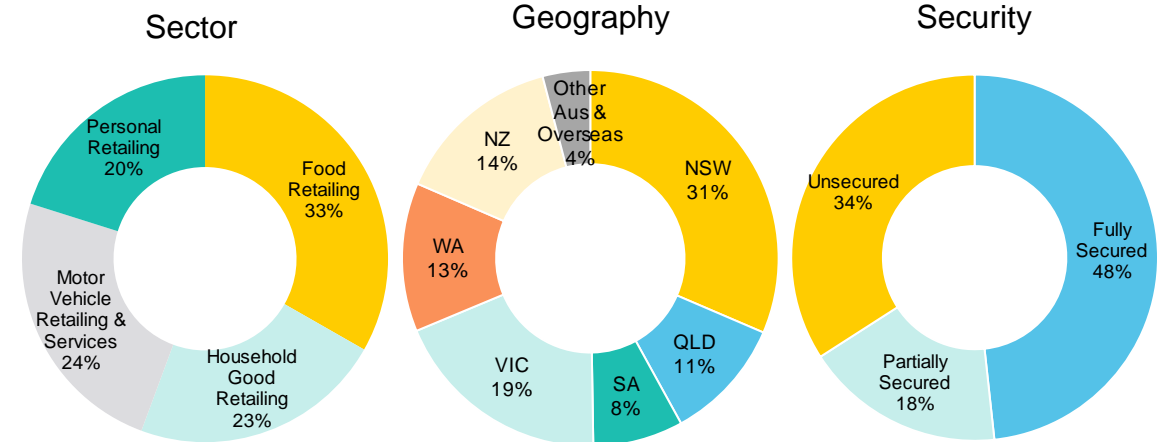
Household spending remains high though will be impacted by rising rates

- Retail trade has recovered from COVID-19 induced weakness, buoyed by strong housing market, high household savings and redirection of travel spend.
- CBA's data shows household spending remains elevated, though trajectory has started to ease as interest rates rises and inflation take effect. Household Spending Intentions (HSI) Retail index fell by 0.3% in June 2022 and is up 9.3% for FY22.
- Higher inflation and tightening monetary policy will continue to impact household discretionary spending.
- Reduction in TIAs is attributed to improving conditions in the Food Retailing and Personal Household Good Retailing sectors with an even mix of debt conditioning, refinance/exits and repatriation.
- The portfolio remains weighted to non-discretionary sub-sectors.

Group exposure



Profile

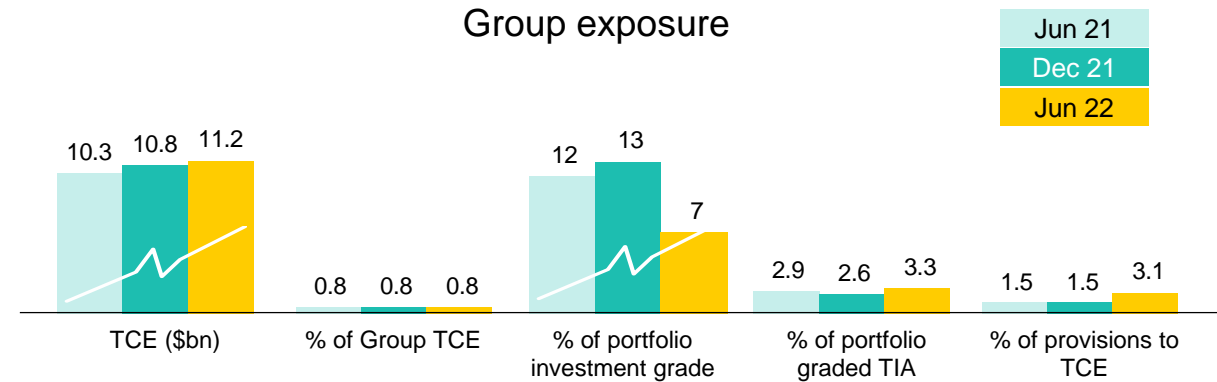


# Sector focus – construction

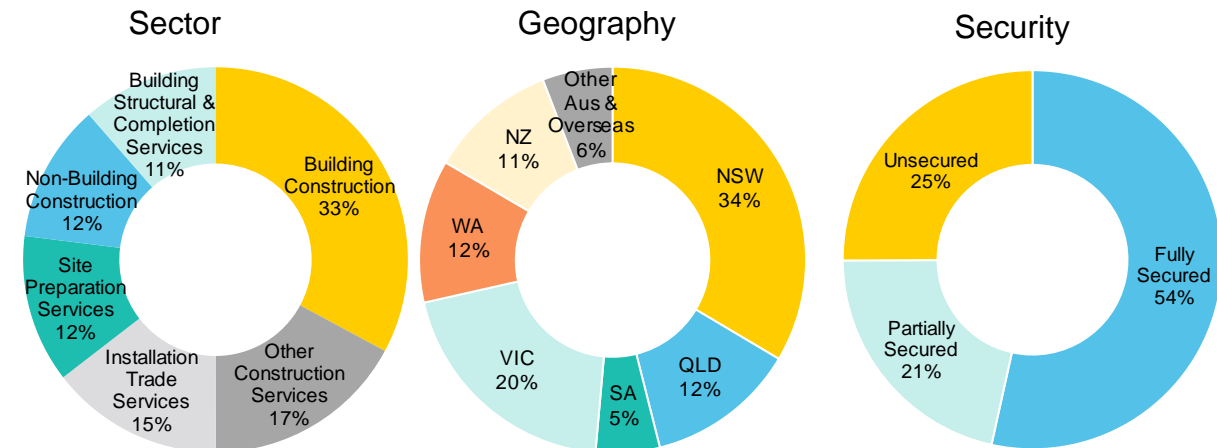
## Sector remains challenged

- Through earlier phases of COVID-19, demand for construction was stimulated with government infrastructure spending and housing grants. However, competition and margins remained tight, leaving the sector vulnerable to input cost rises.
- Weather, labour shortages, supply chain delays and steeply rising input costs have eroded sector profitability and seen a number of construction firms fail, particularly in home building.
- Given the prevalence of fixed price contracts increased costs are not easily passed on. Contract negotiation and management is key, with some customers also diversifying supply lines to reduce single supplier and country risk.
- Close management of the portfolio and appetite settings designed to moderate the origination of core debt has contributed to low migration to TIAs. However, an increase in stressed exposures is expected given ongoing industry challenges.
- Risk appetite remains cautious.

Group exposure



Profile

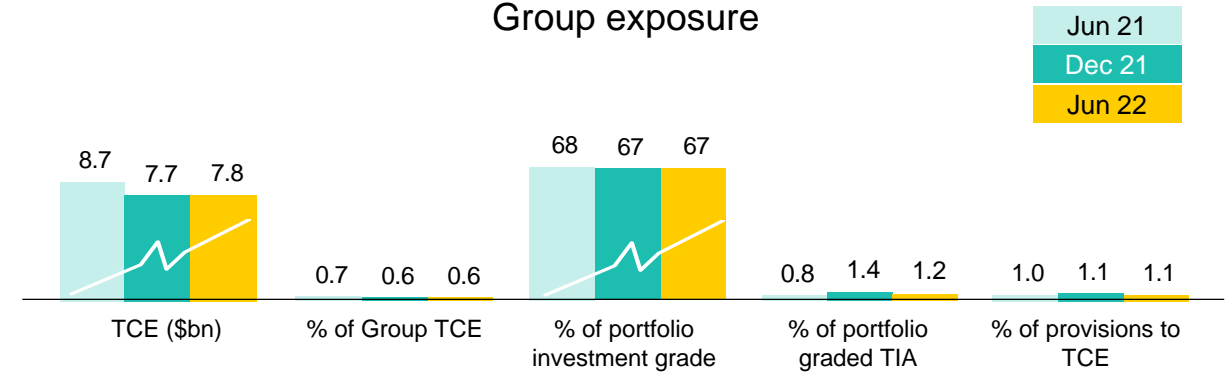


# Sector focus – mining, oil & gas

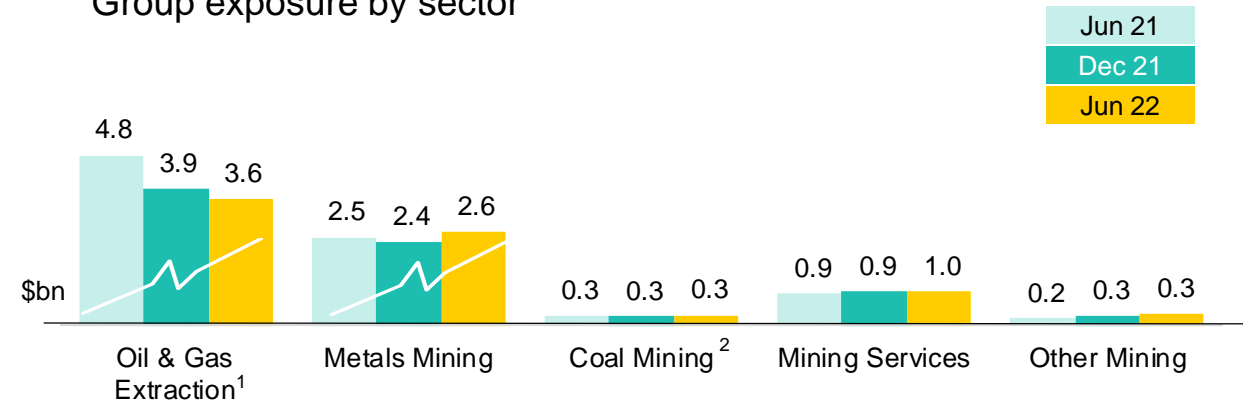
Declining sub-sector exposures in line with strategy, stable portfolio performance

- Exposures of \$7.8bn (0.6% of Group TCE); overall exposure remained largely unchanged with further reductions in Oil & Gas facilities.
- Stable performance over the past 6 months:
  - Investment grade stable at 67% of portfolio;
  - Diversified by commodity/customer/region; and
  - Focus on quality, low cost projects with strong fundamentals and sponsors.
- Oil & Gas Extraction is the largest sub-sector (46% of total), 84% investment grade.
- Impaired level marginally down to 1.2%.
- Oil and gas markets at elevated levels due to war in Ukraine, with expected high volatility due to geopolitical driven swings which exacerbate fundamentally tight markets due to lack of supply.
- Mining sector has proven resilient, but recent falls in base and bulk metals, reflect growing concern of lower demand.

Group exposure



Group exposure by sector



1. 'Oil & Gas Extraction' includes businesses that are predominantly involved in Oil and Gas Production as well as LNG Terminals. Group Exposure is based on the ANZSIC classification. 2. Includes all exposure with Black Coal Mining as the ANZSIC classification. Includes 100% of CBA's exposure to diversified miners that derive the largest proportion of their earnings from Black Coal Mining. Total includes non-Black Coal Mining related exposures within these diversified miners.

ersonal use only

# Funding, Liquidity and Capital

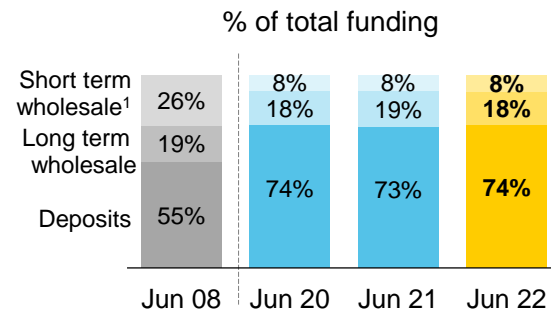


# Funding overview

Resilient balance sheet with significant excess liquidity

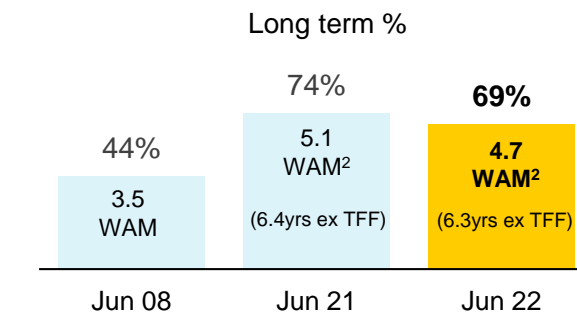
## Funding composition

Deposit growth supporting 74% of funding



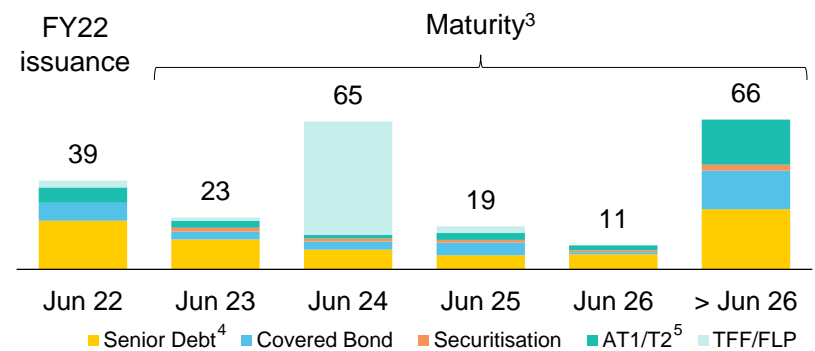
## Wholesale funding

Weighted to long term



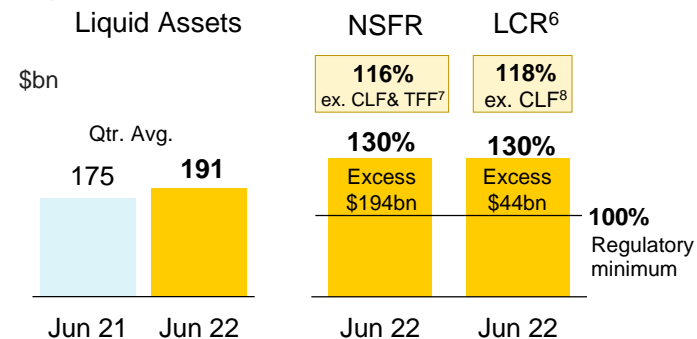
## Funding profile

TFF refinance to be managed across FY23-FY25 period

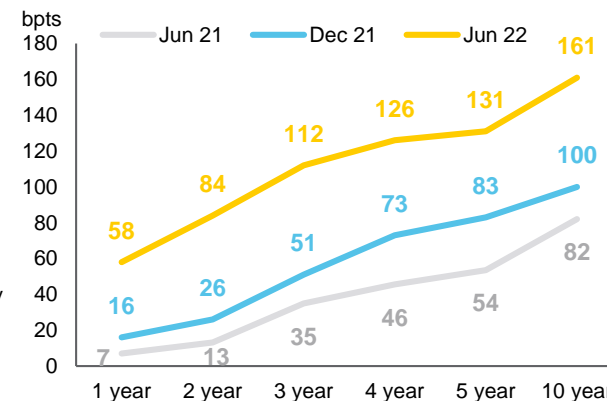


## Liquidity Metrics

Compliant to APRA's LCR excl. CLF >100% requirement

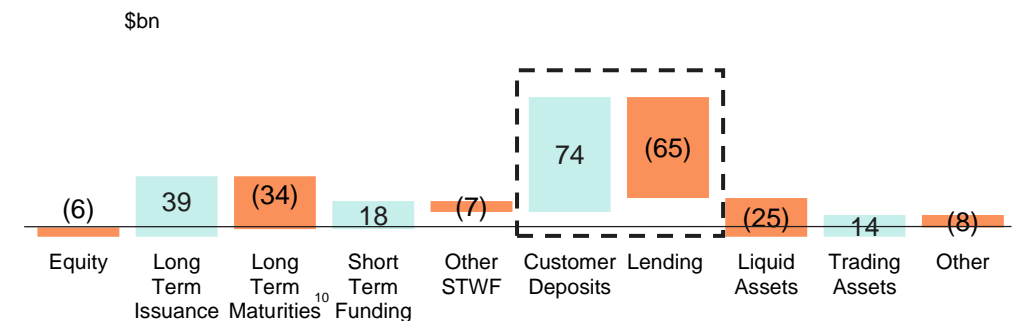


## Indicative Wholesale Funding Costs<sup>9</sup>



## Sources and uses of funds

Core funding surplus due to strong deposit growth over the half year 12 months to Jun 22

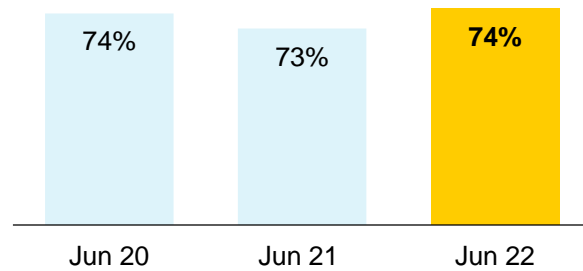


1. Includes other short term liabilities. 2. Represents the Weighted Average Maturity of outstanding long term wholesale debt with a residual maturity greater than 12 months as at reporting date. As at 30 June 2022, WAM and Long term % includes Term Funding Facility (TFF) drawdowns. 3. Maturities may vary quarter to quarter due to FX revaluation. 4. Includes Senior Bonds and Structured MTN. 5. Additional Tier 1 and Tier 2 Capital. 6. LCR: Pillar 3 Quarter Average. 7. NSFR numerator (ASF) excludes the size of CBA's TFF drawdowns. Denominator (RSF) increases weighting for CLF and TFF collateral by 55%, such that it receives the 65% RSF weighting applicable to unencumbered residential mortgages. 8. Quarterly Average LCR excl. CLF numerator excludes the size of CBA's available CLF. 9. Indicative weighted senior and covered bond funding costs (excluding Tier 2 costs), across major currencies. Represents the spread over BBSW equivalent on a swapped basis. 10. Includes debt buybacks and reported at historical FX rates.

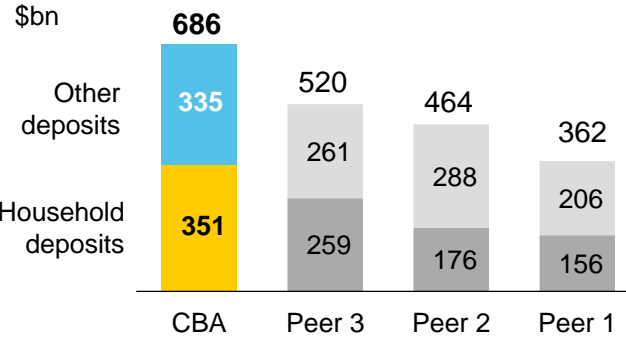
# Deposit funding

Highest share of stable household deposits in Australia

## Deposit funding

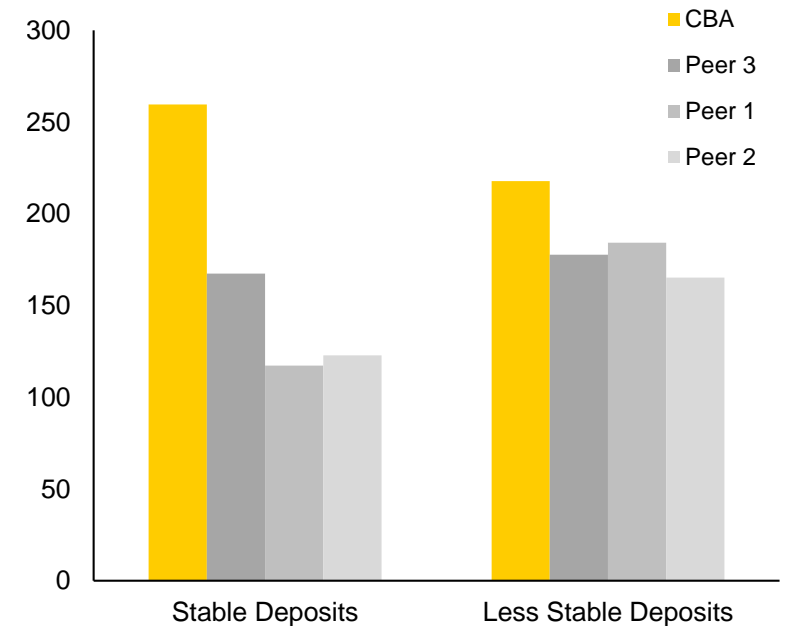


## Deposits vs peers<sup>1</sup>

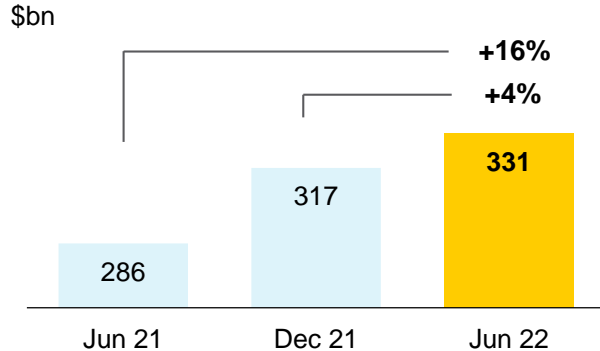


## Deposits in NSFR<sup>2</sup>

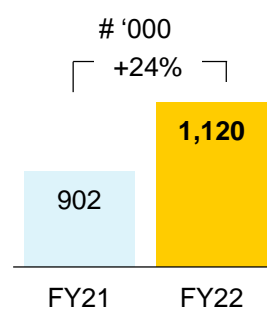
As at June 2022 (\$bn)  
Peers as at March 2022<sup>3</sup>



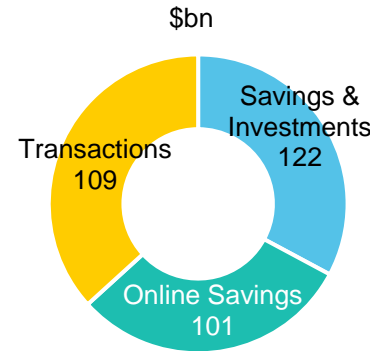
## Group transaction balances<sup>4</sup>



## New transaction accounts<sup>5</sup>



## Retail deposit mix<sup>6</sup>

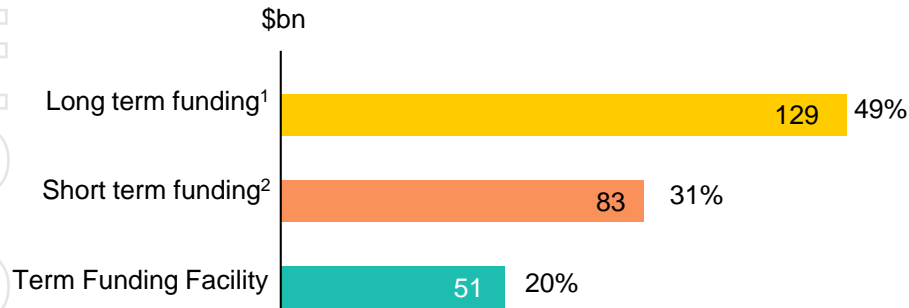


1. Source: APRA Monthly Authorised Deposit Taking Institution Statistics (MADIS). Total deposits (excluding CDs). 2. Stable and less stable deposits in NSFR calculation. Excludes operational deposits, other deposits and wholesale funding. 3. Source: 31 March 2022 Pillar 3 Regulatory Disclosures; CBA reported as at 30 June 2022. 4. Includes non-interest bearing deposits. 5. Number of new personal transaction accounts, excluding offset accounts, includes CBA and Bankwest. Comparative information has been restated to conform to presentation in the current period. 6. Transactions include non-interest bearing deposits and transaction offsets. Online includes NetBank Saver (NBS), Goal Saver, Business Online Saver, Bankwest Hero Saver, Smart eSaver and Telenet Saver. Savings and Investments includes savings offset accounts. Presented on a net basis after value attribution to other business units.

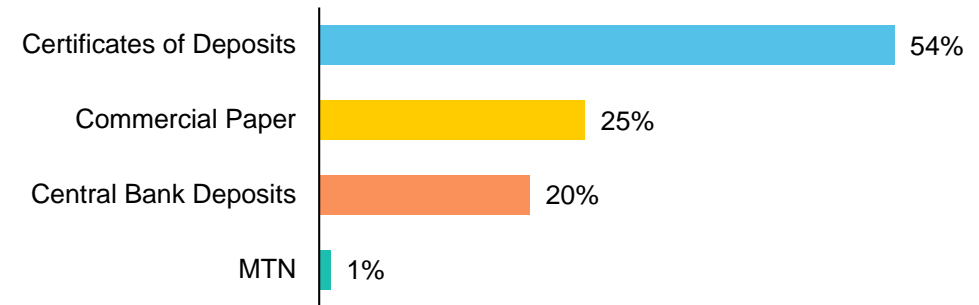
# Wholesale funding

Diversified wholesale funding across product, currency and tenor

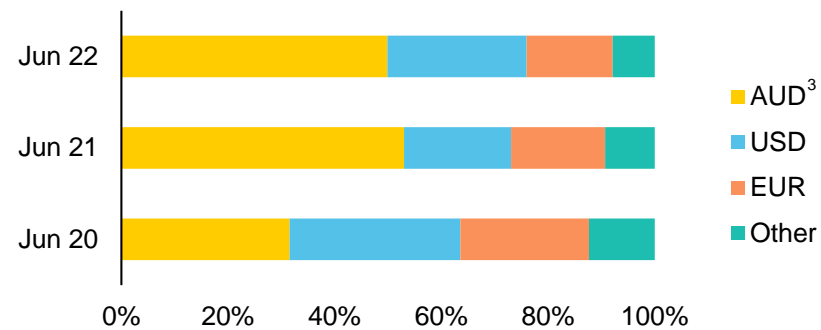
## Portfolio mix



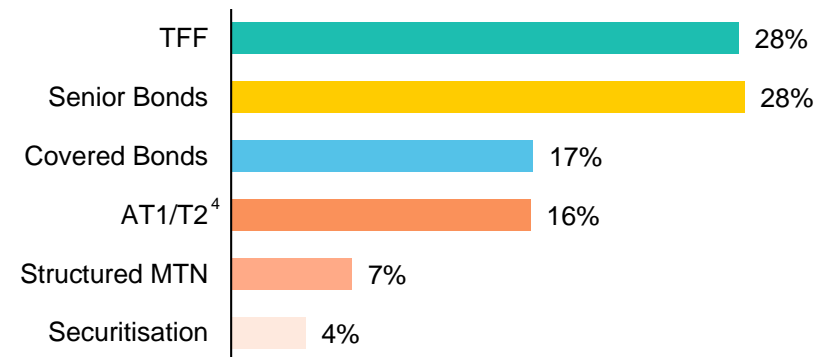
## Short term funding by product



## Long term funding by currency



## Long term funding by product



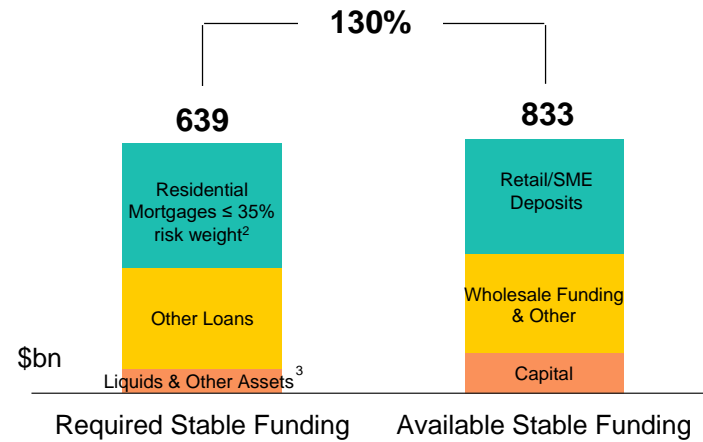
1. Includes IFRS MTM and derivative FX revaluation, includes debt with an original maturity or call date of greater than 12 months (including loan capital) and excludes TFF drawdowns. 2. Includes Central Bank deposits. 3. Includes TFF drawdowns. 4. Additional Tier 1 and Tier 2 Capital.



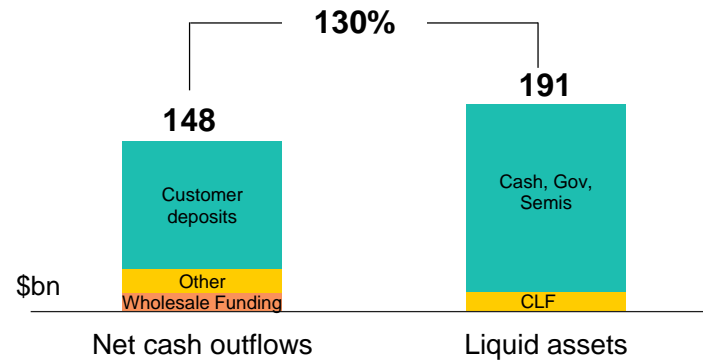
# Funding and liquidity metrics<sup>1</sup>

Strong funding and liquidity positions maintained

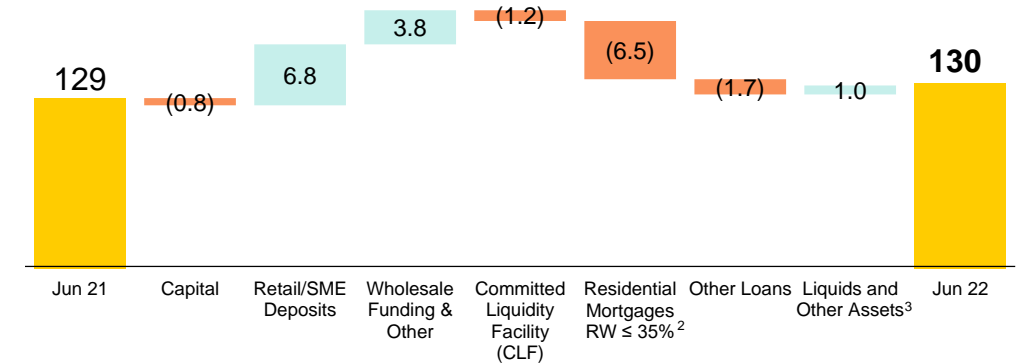
NSFR  
June 2022



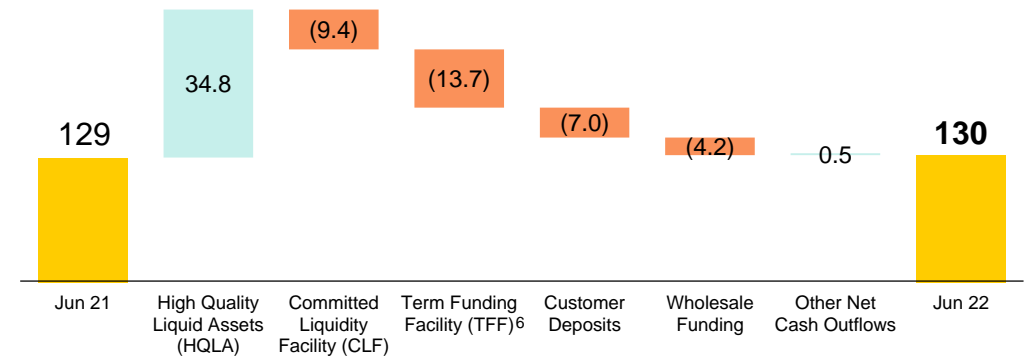
LCR<sup>5</sup>  
June 2022



NSFR (%)<sup>4</sup>



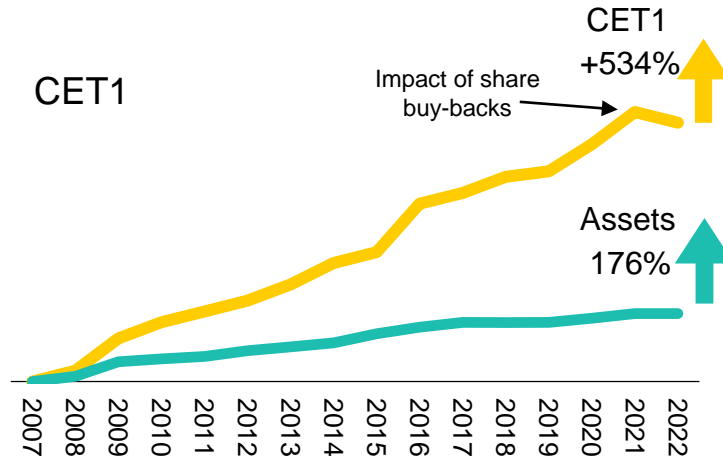
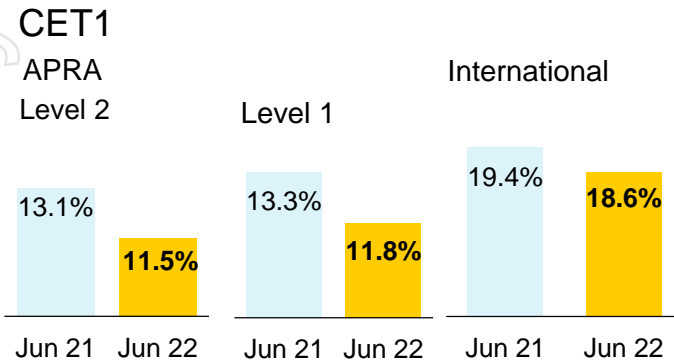
LCR (%)<sup>4,5</sup>



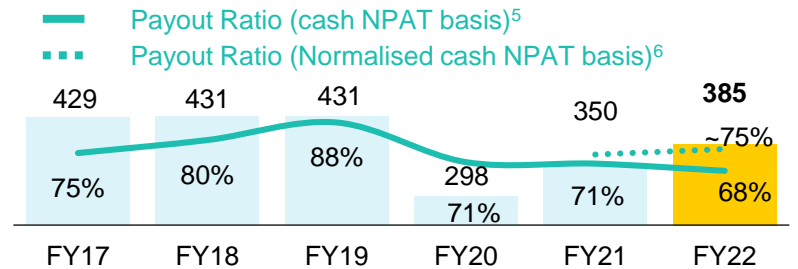
1. All figures shown on a Level 2 basis. 2. This represents residential mortgages with risk weighting ≤35% under APRA standard APS112 Capital Adequacy: Standardised Approach to Credit Risk. 3. 'Other assets' includes non-performing loans, off-balance sheet items, net derivatives and other assets. 4. Calculation reflects movements in both the numerator and denominator. 5. Quarter average. 6. Reflects undrawn TFF in the Jun 21 LCR quarterly average.

# Capital overview

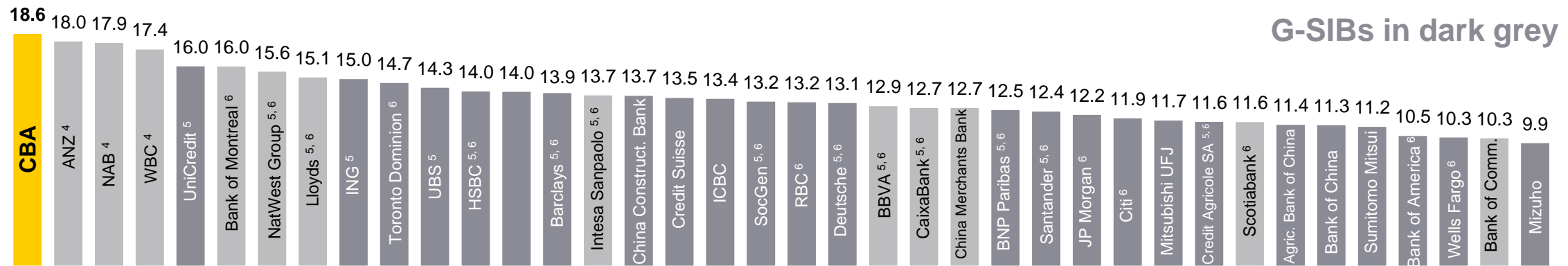
Strong capital position maintained



## Dividend per Share (cents)



## International CET1 ratios<sup>3</sup>



1. Cash NPAT inclusive of discontinued operations. 2. Cash NPAT and dividend payout ratio normalised to reflect a long run loan loss rate. 3. Source: Morgan Stanley and CBA. Based on last reported CET1 ratios up to 4 August 2022 assuming Basel III capital reforms fully implemented. Peer group comprises domestic peers and listed commercial banks with total assets in excess of A\$1,000 billion which have disclosed fully implemented Basel III ratios or provided sufficient disclosure for a Morgan Stanley estimate. 4. Domestic peer figures as at 31 March 2022. 5. Deduction for accrued expected future dividends added back for comparability. 6. CET1 includes benefit of COVID-19 transitional arrangements for expected credit loss provisioning.

# Capital management

A disciplined and balanced approach that optimises growth, reinvestment, shareholder returns and flexibility

Organically Generated

Capital Released<sup>1</sup>

Capital Flexibility<sup>2</sup>

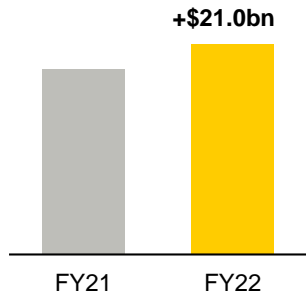
Reinvested in the Group

Distributed to shareholders

Retained

Franchise Growth

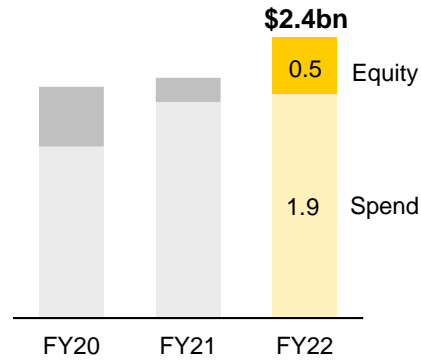
Credit RWA volume growth (\$bn)



**CBA Target**  
Reinvest up to 20-30% NPAT in accretive growth

Investment<sup>3</sup>

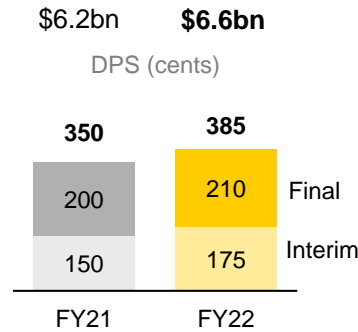
Investment (\$bn)



Invest in selected new services & digital experience

Dividend Paid

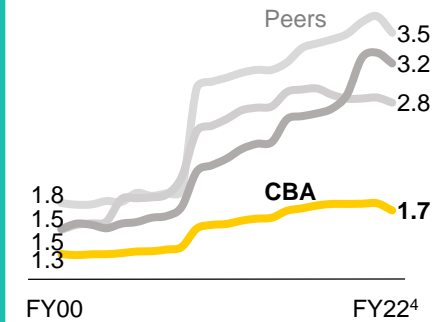
Total Dividends



Strong and sustainable dividends

Capital Return

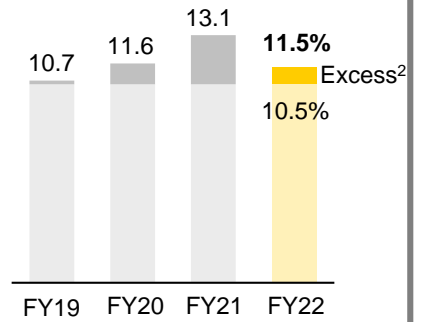
Number of shares (bn)



Lower share count to support ROE and DPS

Surplus Retained

CET1 Level 2 (%)



Continuing capital returns while retaining flexibility

1. Capital released from divestments and changes in financial and non-financial risk exposures. 2. Capital surplus in excess of APRA's current 10.5% benchmark. 3. Investment spend in the franchise and capital injected in equity investments. FY22 equity includes ~\$200m PEXA investment. 4. CBA and Peers shares on issue as at 30 June 2022.

# Simpler, better foundations

Divestment program nearing completion – returning \$8bn to shareholders

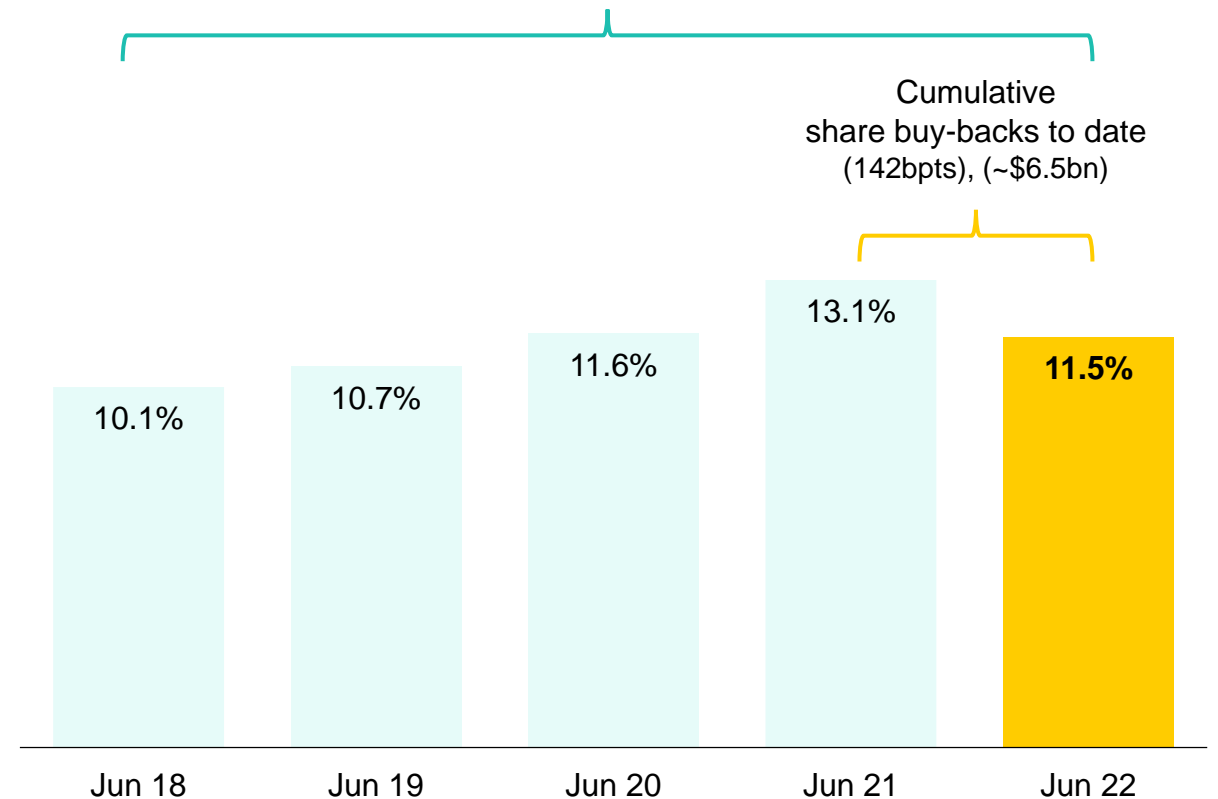
## Divestments

	Completed	Associated Buy-back
General Insurance	1H23	\$2bn on-market share buy-back <sup>1</sup>
Bank of Hangzhou	Jun 22	
Colonial First State	Dec 21	
Aussie Home Loans	May 21	\$6bn off-market share buy-back (completed Oct 21)
AUSIEX	May 21	
CommInsure Life	Apr 21	
BoCommLife	Dec 20	
PT Commonwealth Life	Jun 20	
Financial Wisdom	Jun 20	
CFP Pathways	Mar 20	
Count Financial	Oct 19	
CFSGAM	Aug 19	
TymeDigital	Nov 18	
Sovereign	Jul 18	

Completed

## CET1

Divestments +239bps



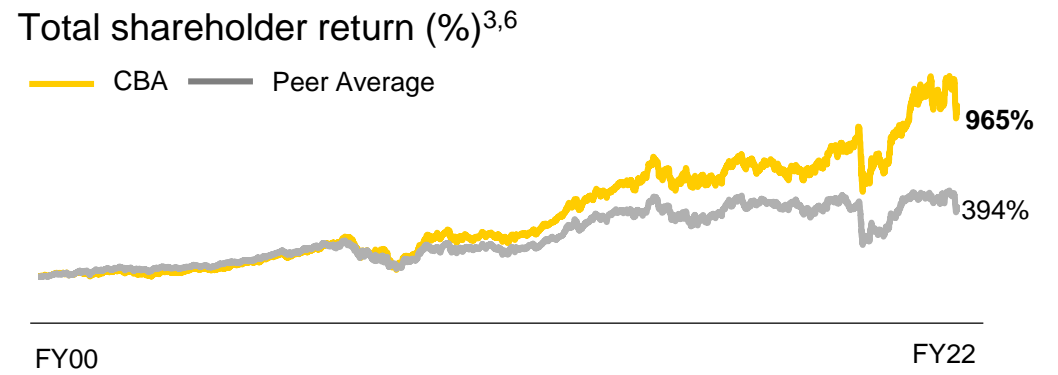
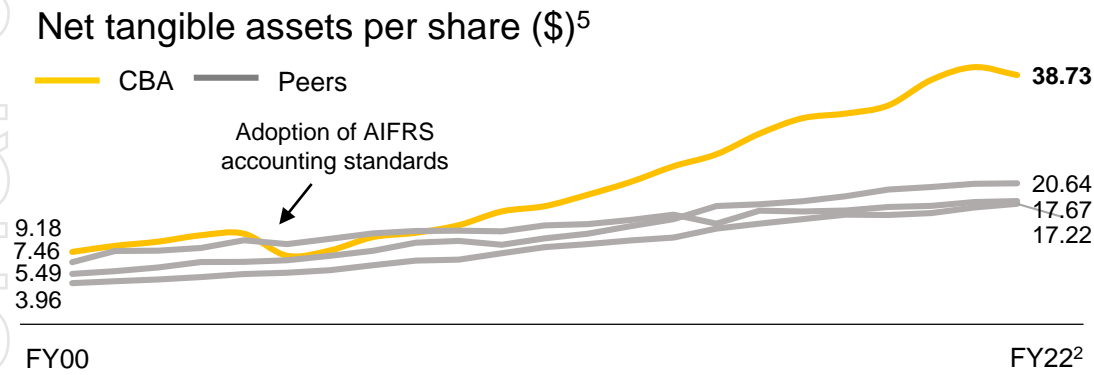
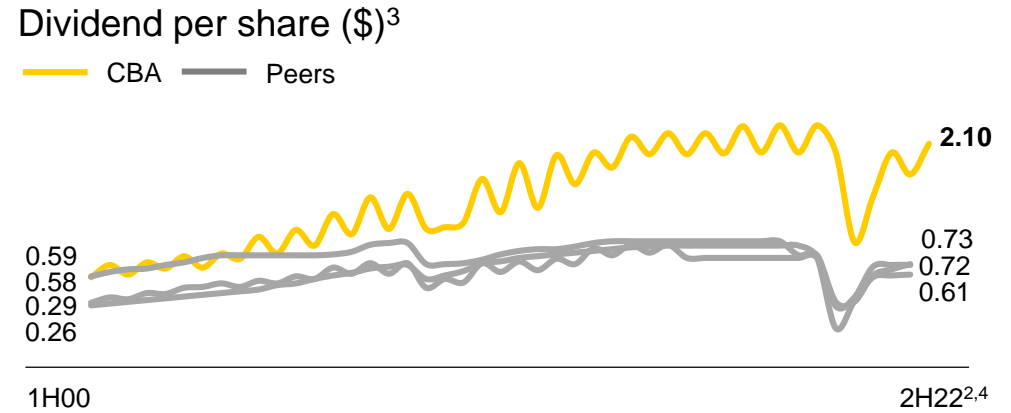
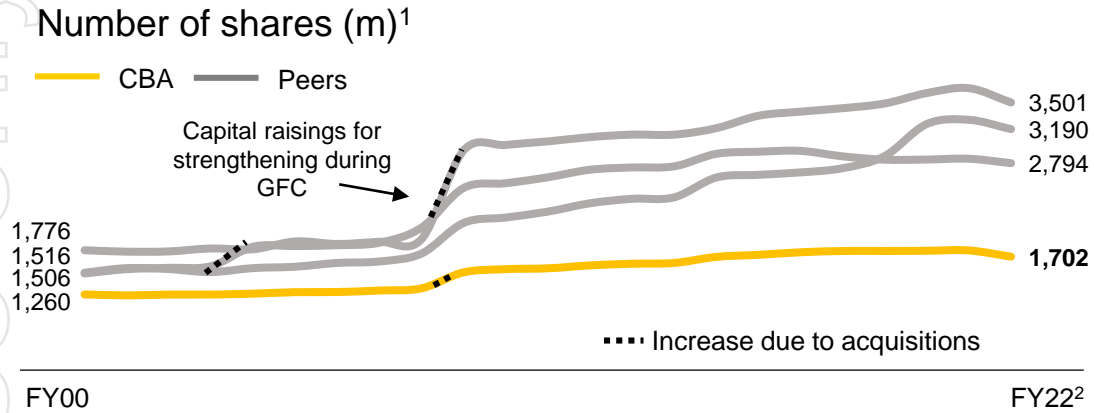
1. Completed \$468m of the previously announced \$2 billion on-market share buy-back as at 30 June 2022.

ersonal use only

# Capital

Lower share count supports higher shareholder returns and dividends compared to peers

ersonal use only



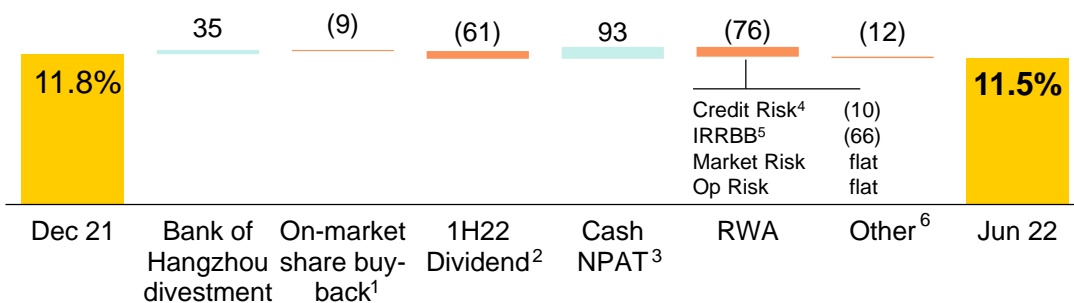
1. Historical share count data sourced from Bloomberg, using the last trading day in Sep of each year. 2. CBA and Peers shares on issue as at 30 June 2022. 3. Source: Bloomberg. 4. Reflects interim dividend for peers and final for CBA. 5. Net tangible assets per share as reported. FY00 – FY04 Net Tangible Assets have not been normalised for the impact of the transition to AIFRS in 2005. 6. Peer average is the average of our major bank peers.

# Capital drivers

Total risk weighted assets (RWA) higher this half – driven by IRRBB & Credit RWA volume growth

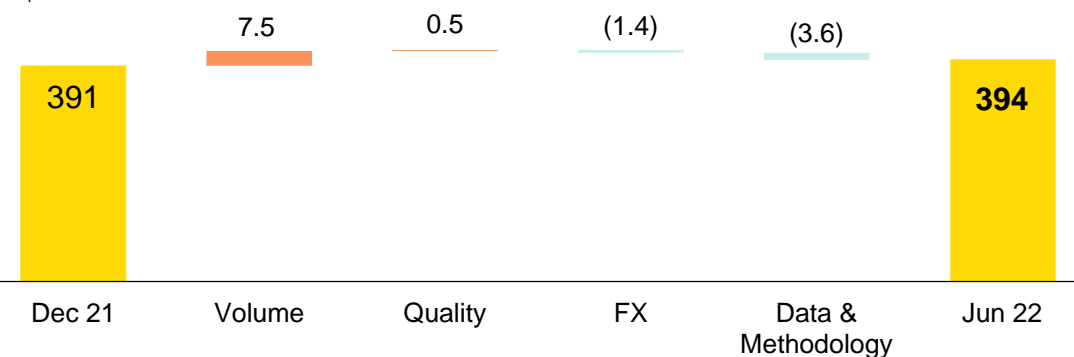
## CET1

bpts



## Credit RWA

\$bn



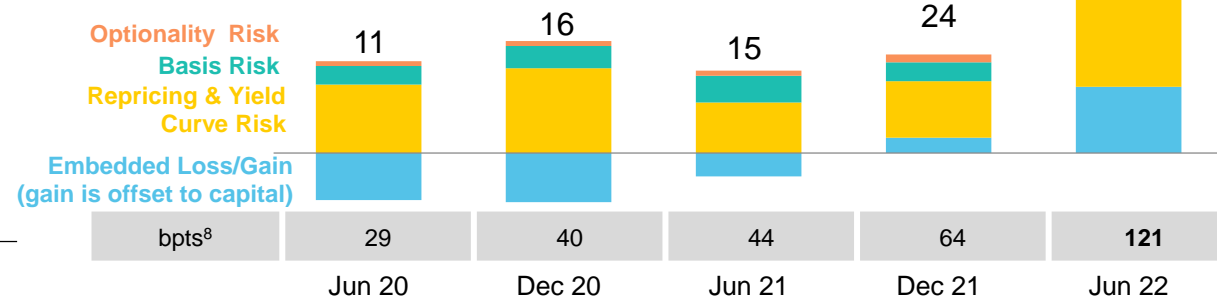
## Total Risk Weighted Assets (RWA)

\$bn



## Interest Rate Risk in Banking Book (IRRBB)

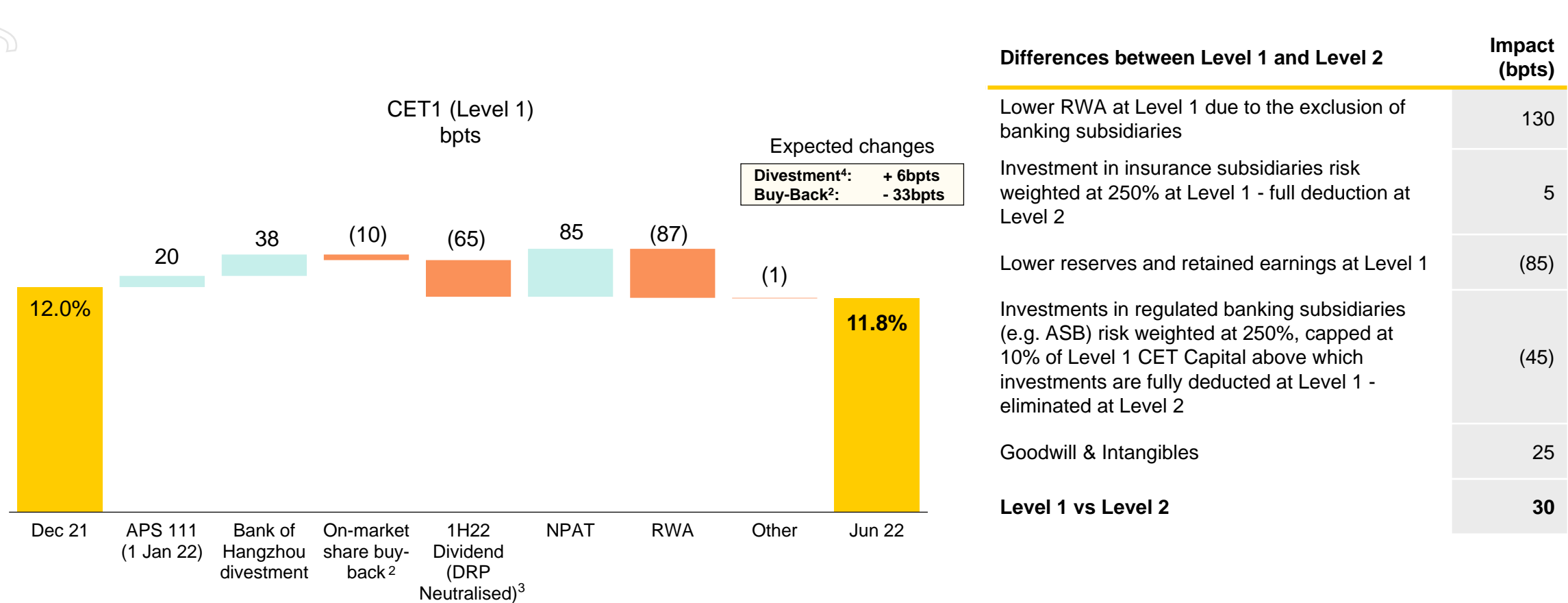
\$bn



1. Completed \$468m of the previously announced \$2 billion on-market share buy-back. 2. 2022 interim dividend included the on-market purchase of shares in respect of the DRP. 3. Excludes net equity accounting profits from associates as they are capital neutral with offsetting increases in regulatory capital deductions. 4. Excludes impact of FX movements. 5. IRRBB RWA excludes impact from change in hedge accounting treatment for swaps no longer deemed effective, which is capital neutral with offsetting increases in regulatory capital deductions. 6. Other includes the impact of intangibles, movement in reserves and equity investments. 7. Total RWA: Credit Risk includes FX, IRRBB includes hedge accounting impact. 8. Basis points contribution to APRA CET1 Ratio.

# CET1 (Level 1)

CET1 Level 1<sup>1</sup> of 11.8%, 30 bpts above Level 2



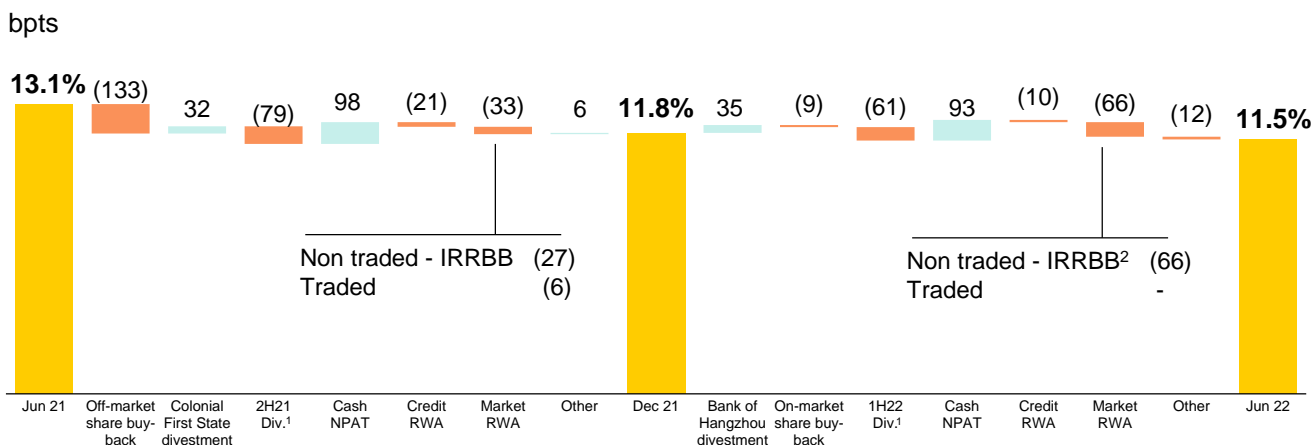
1. Level 1 is the CBA parent bank, offshore branches, and extended license entities approved by APRA. 2. Completed \$468m of the previously announced \$2 billion on-market share buy-back. 3. Included the on-market purchase of shares in respect of the DRP. 4. Expected CET1 uplift from the previously announced divestment of CommInsure General Insurance (6bpts). Regulatory approvals have been received and the sale is expected to complete in the second half of calendar year 2022.

# Capital

## Strong capital position maintained in 2H22

- CET1 ratio of 11.5%.
- 2021 final & 2022 interim dividend – DRP neutralised.
- \$6bn off-market share buy-back completed in 1H22.
- \$468m of \$2bn on-market share buy-back completed.
- Market volatility resulted in a \$27.8bn (-66bpts)<sup>2</sup> increase in IRRBB RWA in 2H22.
- Expected CET1 uplift of 9bpts from the completion of the previously announced divestment of CommInsure General Insurance<sup>3</sup>.

### CET1 capital ratio movements



Key Capital ratios (%)	Jun 21	Dec 21	Jun 22
CET1 capital ratio	13.1	11.8	11.5
Additional Tier 1 capital	2.6	2.2	2.1
Tier 1 capital ratio	15.7	14.0	13.6
Tier 2 capital	4.1	4.0	4.0
Total capital ratio	19.8	18.0	17.6
Risk Weighted Assets (RWA) (\$bn)	451	472	498
Leverage Ratio	6.0	5.3	5.2
Level 1 CET1 ratio	13.3	12.0	11.8
<b>Internationally comparable ratios</b>			
Leverage Ratio (internationally comparable)	6.9	6.2	5.9
CET1 capital ratio (internationally comparable)	19.4	18.4	18.6

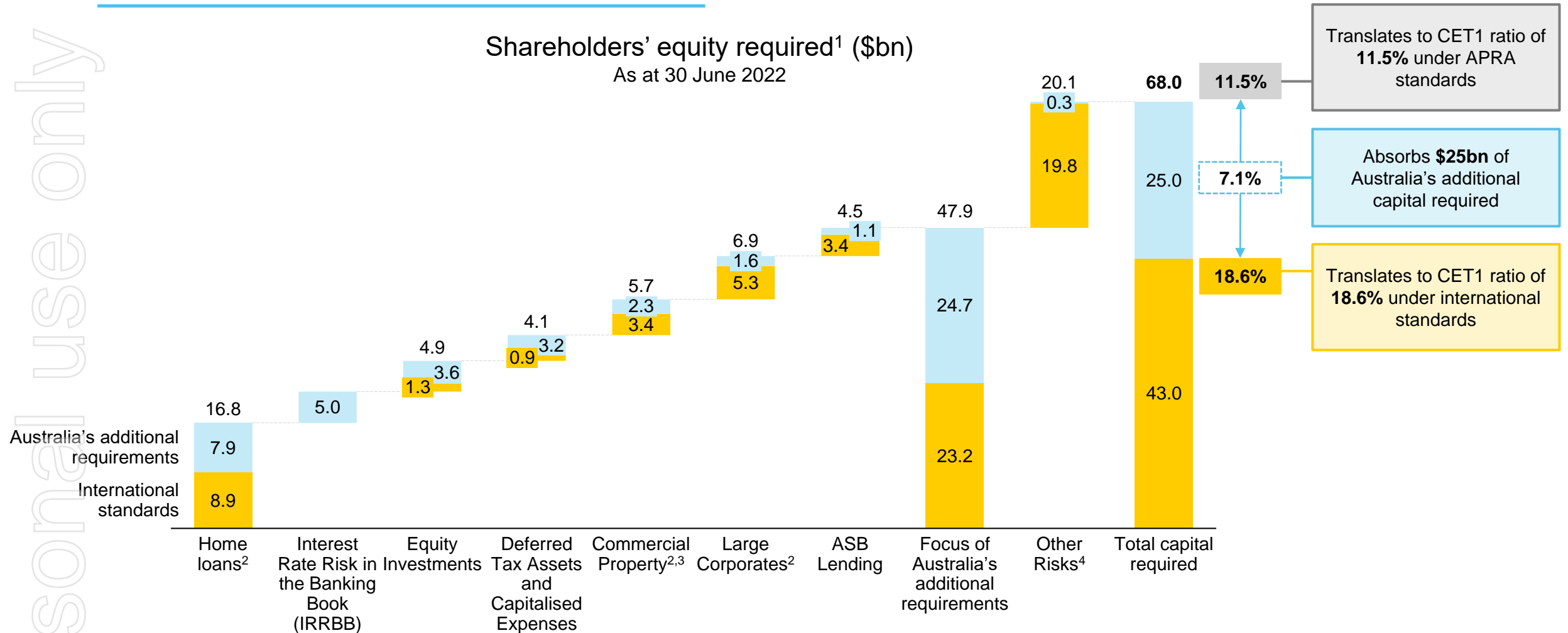
1. 2021 final dividend and 2022 interim dividend included the on-market purchase of shares in respect of the DRP. 2. IRRBB RWA excludes impact from change in hedge accounting treatment for swaps no longer deemed effective, which is capital neutral with offsetting increases in regulatory capital deductions. 3. Regulatory approvals have been received and the sale is expected to complete in the second half of calendar year 2022.



# CET1 – international comparison

CBA's capital is well above international standards

Shareholders' equity required<sup>1</sup> (\$bn)  
As at 30 June 2022



1. Capital requirement calculated as 10.5% of total RWA plus CET1 capital regulatory adjustments. 2. Excludes ASB lending. 3. Relates to income producing real estate exposures. 4. Includes business lending, traded market risk, operational risk, other regulatory adjustments and other.

# Regulatory capital changes

Basel III reforms in Australia finalised and a number of regulatory changes in progress

Change	Implementation	Details
<b>Revision to Capital Framework</b>	1 Jan 2023 APS 110, 112, 113 (APS 111 Jan 2022)	<ul style="list-style-type: none"> <li>Higher regulatory capital buffers, with the CCyB default level set at 100 basis points for all ADIs and the CCB increasing by an additional 125 basis points for IRB ADIs such as CBA;</li> <li>Implementing more risk sensitive risk weights, particularly for residential mortgage lending;</li> <li>Closer alignment of non-retail RWAs relative to overseas peers;</li> <li>RWA for New Zealand subsidiaries to be determined under RBNZ rules at the consolidated group level;</li> <li>Implementing a 72.5% output floor to limit the capital benefit for IRB ADIs relative to standardised ADIs; and</li> <li>Individual equity exposures to other ADI's and insurance subsidiaries will be risk weighted at 250% up to 10% of an ADI's Level 1 CET1, with any excess above the threshold deducted from Level 1 CET1 capital.</li> </ul>
<b>Operational Risk</b>	APS 115 1 Jan 2023	<ul style="list-style-type: none"> <li>Advanced Measurement Approach replaced by Standardised approach across the industry; and</li> <li>Utilises a 3 year average of key financial data to determine capital.</li> </ul>
<b>Market Risk</b>	APS 117 1 Jan 2024 APS 116 1 Jan 2025	<ul style="list-style-type: none"> <li>Non traded: standardising aspects of the calculation of IRRBB capital to reduce volatility over time and variation between ADIs; and</li> <li>Traded: APRA is yet to commence consultation on Fundamental Review of the Trading Book.</li> </ul>
<b>Loss Absorbing Capacity (LAC)</b>	1 Jan 2024 and 1 Jan 2026	<ul style="list-style-type: none"> <li>Increase of 3% to Total Capital by Jan 2024. Increasing by a further 1.5 to 4.5% by Jan 2026;</li> <li>Can be met via any form of capital (CET1, T1, Tier 2); and</li> <li>Holdings of other bank TLAC instruments to be deducted from Tier 2.</li> </ul>
<b>RBNZ Capital Review</b>	1 Jul 2028 (Output floor 1 Jan 2022, IRB Scalar 1 Oct 2022)	<ul style="list-style-type: none"> <li>Capital review finalised, with requirements coming into effect through banks' conditions of registration;</li> <li>RWA of internal ratings based banks will effectively increase to 90% of that required under a standardised approach through the introduction of an 85% output floor and increasing the IRB scalar from 1.06 to 1.2;</li> <li>D-SIB Tier 1 capital requirement of 16% with at least 13.5% in the form of CET1; and</li> <li>Phased implementation from 1 Jan 2022 with full implementation on 1 Jul 2028.</li> </ul>
<b>RBNZ dividend restrictions</b>	Immediately (RBNZ announced 31 March 2021)	<ul style="list-style-type: none"> <li>From March 2021, banks were allowed to pay up to a maximum 50% of their earnings as dividends to shareholders. The 50% dividend restriction was removed from 1 July 2022 onwards.</li> </ul>
<b>Leverage ratio</b>	1 Jan 2023	<ul style="list-style-type: none"> <li>Minimum 3.5% from 1 Jan 2023.</li> </ul>
<b>APS 220 Credit Risk Management</b>	1 Jan 2022	<ul style="list-style-type: none"> <li>Enhancements covering a broad range of issues including credit standards, ongoing monitoring and management of credit portfolios and Board oversight.</li> </ul>



# Regulatory expected loss<sup>1</sup>

Lower provisions in 2H22

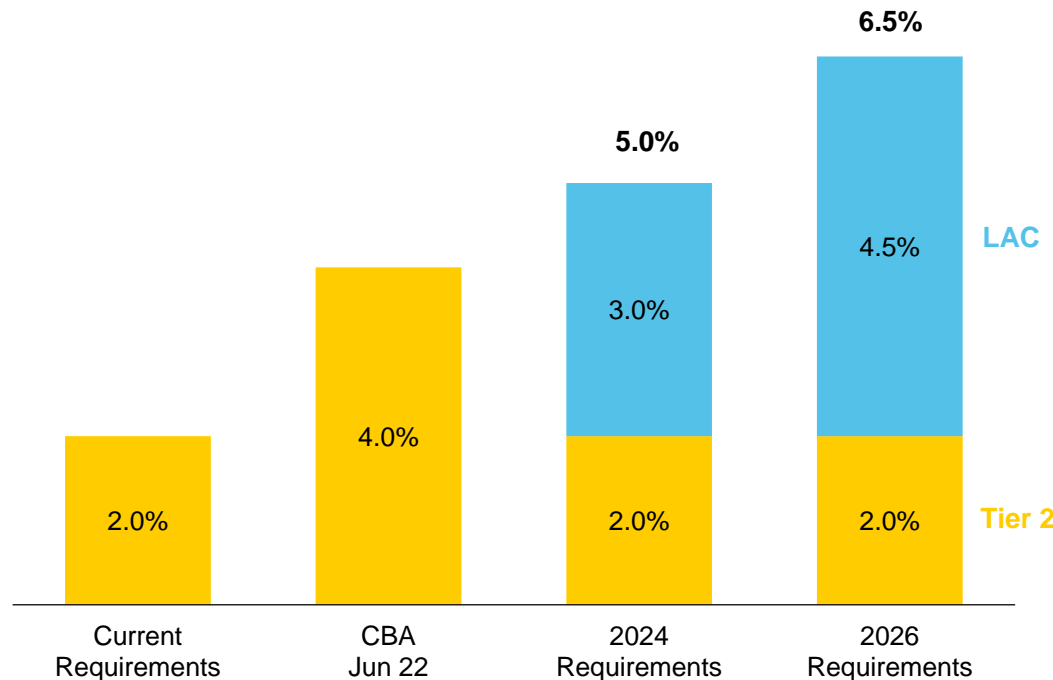
\$m	Jun 21		Dec 21		Jun 22	
	Defaulted	Non-Defaulted	Defaulted	Non-Defaulted	Defaulted	Non-Defaulted
<b>Regulatory Expected Loss (EL)</b>	<b>1,931</b>	<b>2,956</b>	<b>1,676</b>	<b>2,888</b>	<b>1,560</b>	<b>2,886</b>
Eligible Provisions (EP)						
Collective Provisions <sup>2</sup>	131	4,552	105	4,462	127	3,907
Specific Provisions <sup>2,3</sup>	1,907	-	1,643	-	1,525	-
Less: ineligible provisions (standardised portfolio)	(89)	(214)	(86)	(185)	(110)	(186)
<b>Total Eligible Provisions</b>	<b>1,949</b>	<b>4,338</b>	<b>1,662</b>	<b>4,277</b>	<b>1,542</b>	<b>3,720</b>
Shortfall / (Excess) of Regulatory EL to EP	(18)	(1,382)	14	(1,389)	18	(834)
<b>Common Equity Tier 1 deduction<sup>4</sup></b>	<b>-</b>	<b>-</b>	<b>14</b>	<b>-</b>	<b>18</b>	
<b>Tier 2 Capital Add-back<sup>5</sup></b>	<b>N/A</b>	<b>1,382</b>	<b>N/A</b>	<b>1,389</b>	<b>N/A</b>	<b>834</b>

1. CET1 expected loss (EL) adjustment that represents the shortfall between the calculated EL and Eligible Provisions (EP) with respect to credit portfolios which are subject to the Basel advanced capital IRB approach. The adjustment is assessed separately for both defaulted and non-defaulted exposures. Where there is an excess of EL over EP in either assessments, the difference must be deducted from CET1. For non-defaulted exposures where the EL is lower than the EP, this may be included in Tier 2 capital up to a maximum of 0.6% of total credit RWAs. 2. Includes transfer from collective provision to specific provisions (June 22: \$578m; Dec 21: \$495m; Jun 21: \$628m). 3. Specific provisions includes partial write offs (June 22: \$211m; Dec 21: \$356m; Jun 21: \$379m). 4. Shortfall of eligible provisions for both defaulted and non-defaulted exposures are subject to deduction from CET1 capital. 5. Excess of eligible provisions for non-defaulted exposures are included in Tier 2 capital, subject to a maximum of 0.6% of credit RWA under the IRB approach.

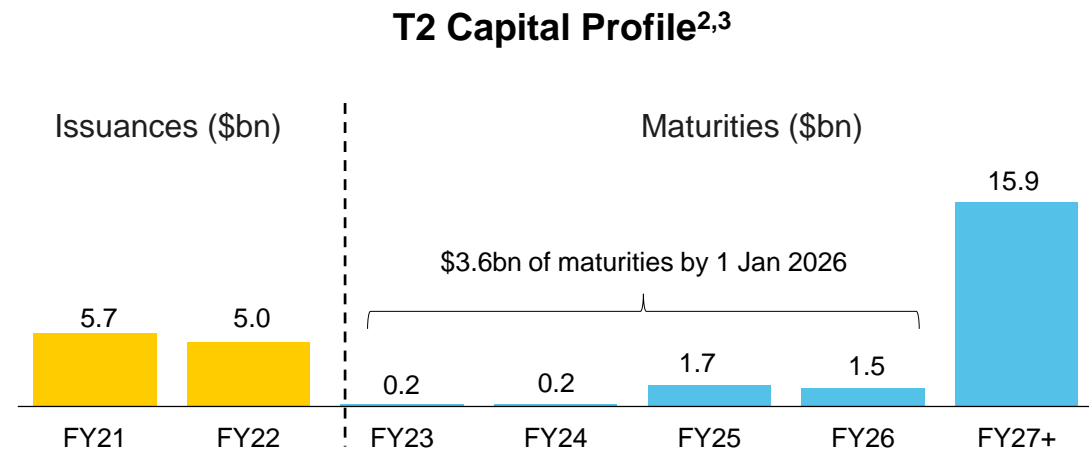
# APRA's LAC requirements

3% increase in Total Capital by 2024, rising to 4.5% by 2026 to meet loss absorbing capacity (LAC) requirement

- Based on the June 2022 RWA, CBA requires an additional \$4.9bn and \$12.4bn of LAC qualifying issuance (excluding maturities) by 1 Jan 2024 and 1 Jan 2026 respectively.
- The amount of required LAC qualifying issuance may vary depending on the impact of the revised APRA capital framework on CBA's RWA, effective from 1 Jan 2023.



\$bn	Jun 22	
	@ 5% by 1 Jan 2024	@ 6.5% by 1 Jan 2026
Risk Weighted Assets at June 2022	497.9	497.9
Tier 2 Requirement	24.9	32.4
Existing Tier 2 at June 2022 (4.0%) <sup>1</sup>	20.0	20.0
Current shortfall (excluding AT1)	4.9	12.4
Maturities by 1 Jan 2024 / 1 Jan 2026	0.4	3.6



1. Inclusive of \$1bn provisions eligible for inclusion in Tier 2. 2. Represents AUD equivalent notional amount using spot FX translation at date of issue for issuance and spot FX translation at 30 June 2022 for maturities. 3. Securities in callable format profiled to first call date. Securities in bullet format profiled to maturity date (5 year amortisation period).

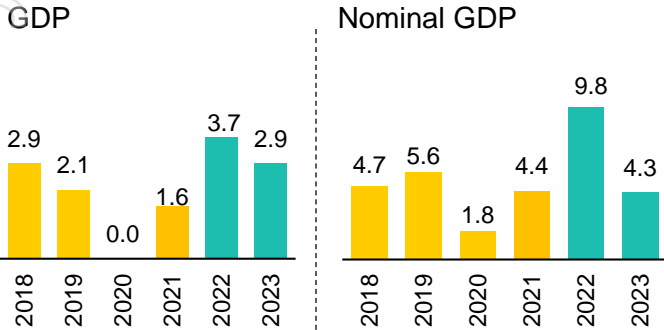
ersonal use only

# Economic Overview

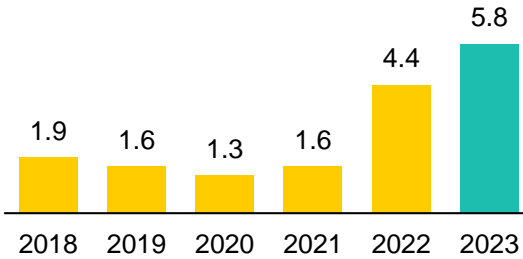


# Key Australian economic indicators<sup>1</sup> (June FY)

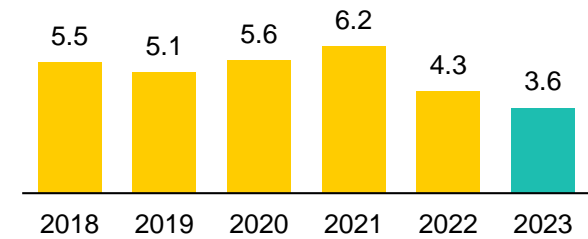
**GDP %**  
Financial year average



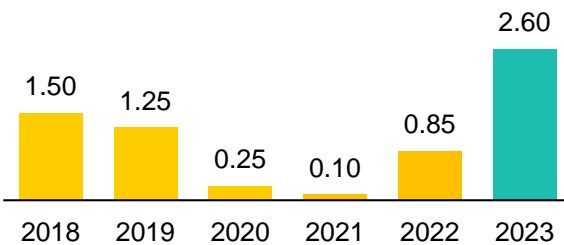
**Headline CPI %**  
Financial year average



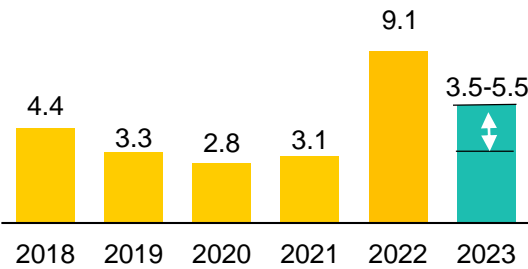
**Unemployment rate %**  
Financial year average



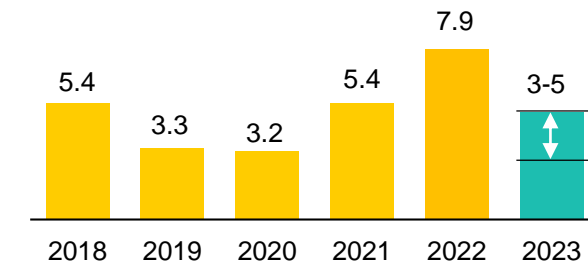
**Cash rate %**  
As at June



**Total credit growth %**  
12 months to June



**Housing credit growth %**  
12 months to June



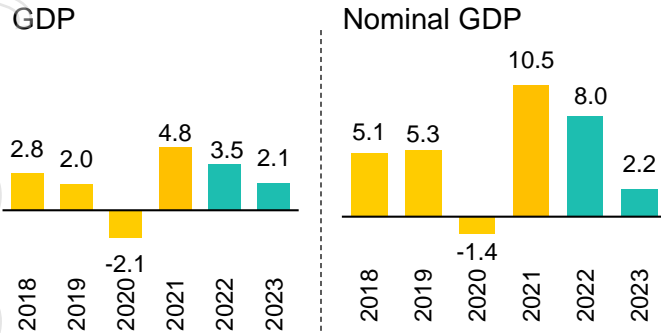
Forecast, CBA Global Economic & Markets Research



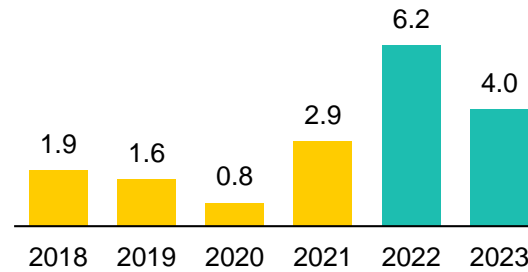
1. Source: ABS, RBA and CBA Global Economic and Markets Research

# Key Australian economic indicators<sup>1</sup> (December CY\*)

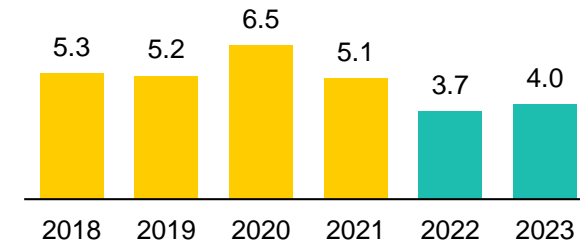
**GDP %**  
Calendar year average



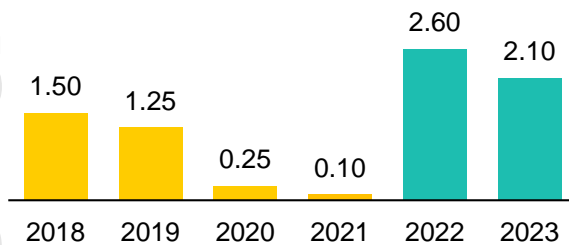
**Headline CPI %**  
Calendar year average



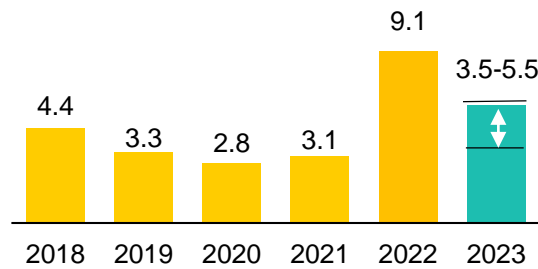
**Unemployment rate %**  
Calendar year average



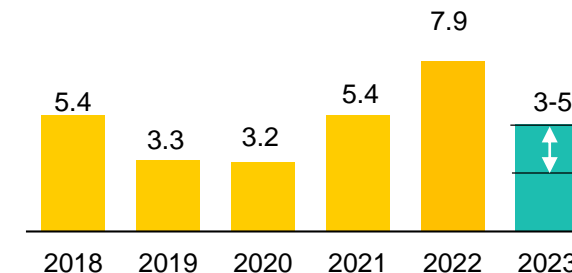
**Cash rate %**  
As at December



**Total credit growth %**  
12 months to June



**Housing credit growth %**  
12 months to June



Forecast, CBA Global Economic & Markets Research

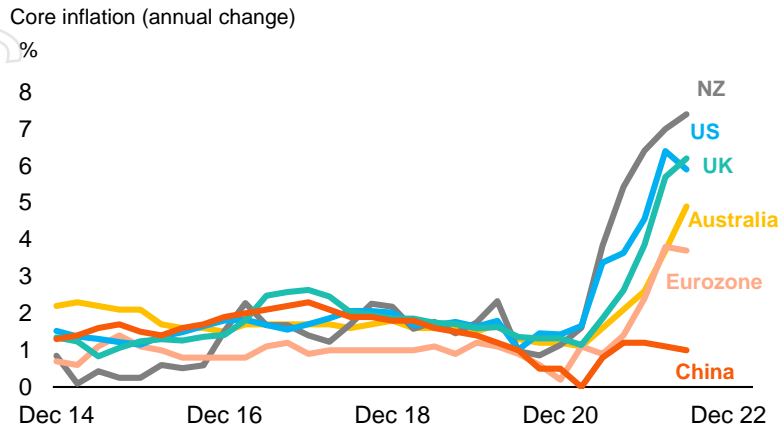


1. Source: ABS, RBA and CBA Global Economic and Markets Research. \* Credit growth forecasts are June FY.

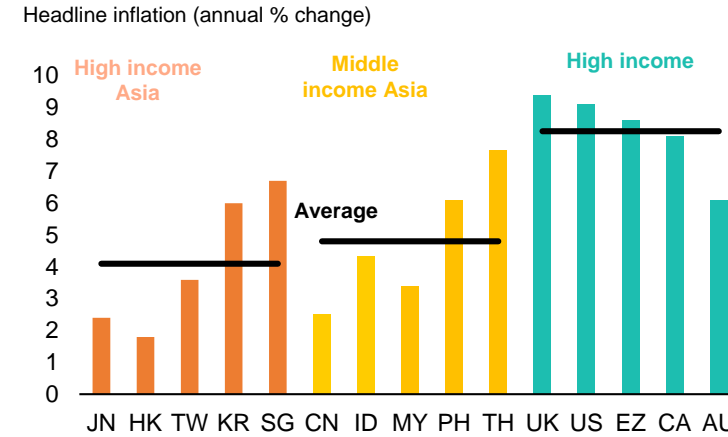
# The global economy

## Global economic growth to slow in 2022, some major economies expected to tip into recession

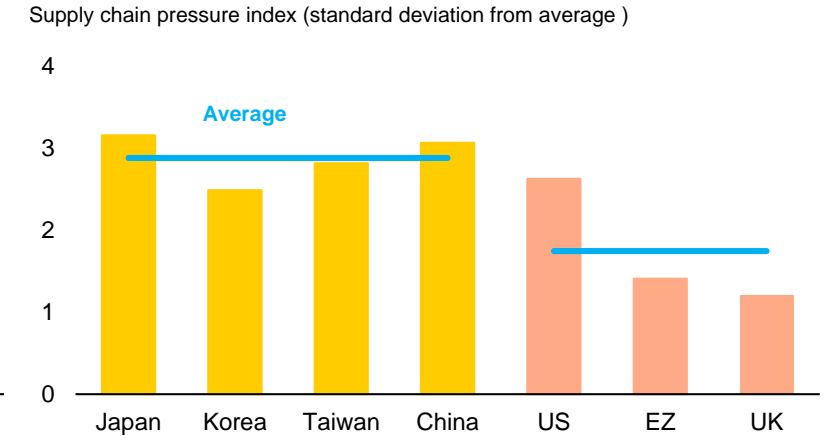
### Inflation is the number one issue<sup>1</sup>



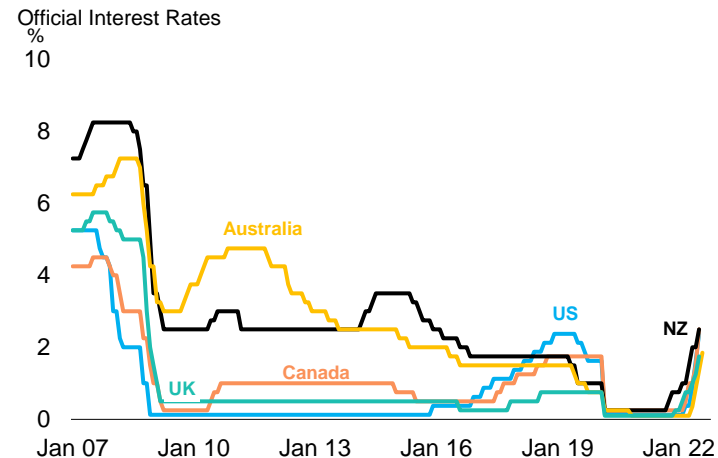
### But concentrated in western economies<sup>2</sup>



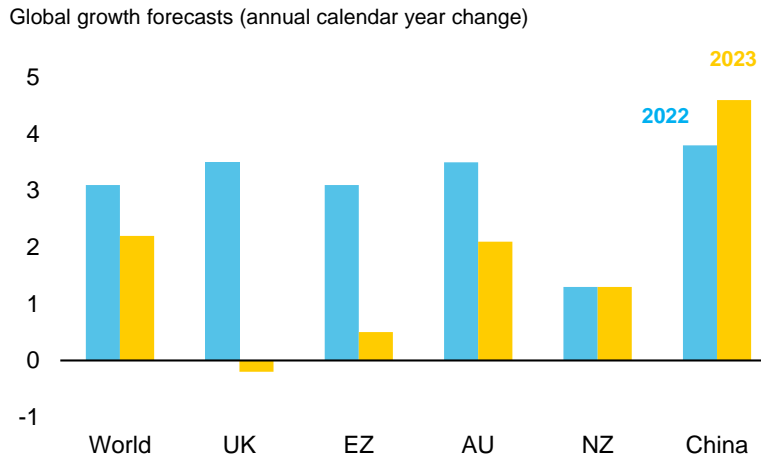
### Driven by demand given supply constraints everywhere<sup>3</sup>



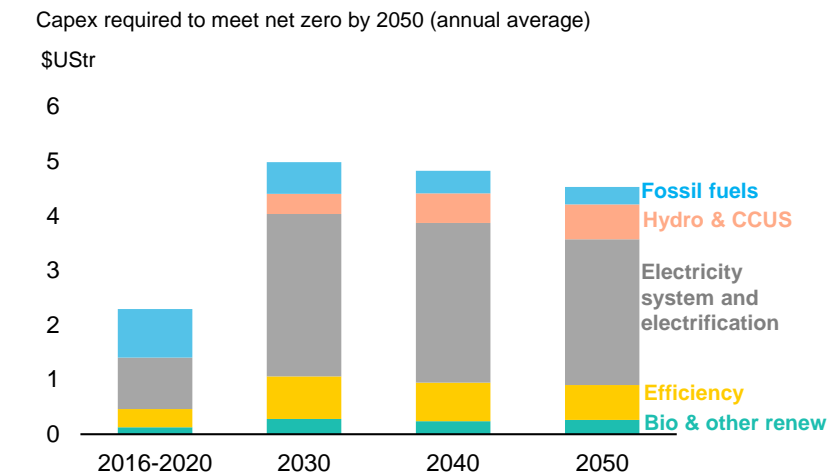
### Central banks lifting rates quickly and aggressively<sup>4</sup>



### And will tip some economies into recession<sup>5</sup>



### A large investment required to meet net zero<sup>6</sup>



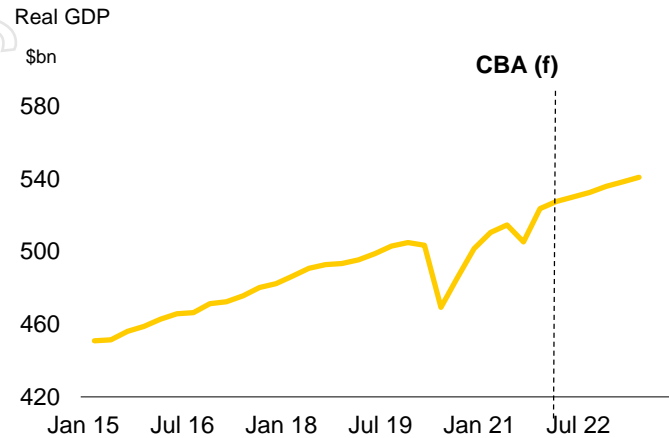
1. Source: CBA, Bloomberg, BoJ. 2. Source: Bloomberg, CBA. 3. Source: NY Fed. 4. Source: RBA, CBA. 5. Source: CBA. 6. Source: IEA, CBA.



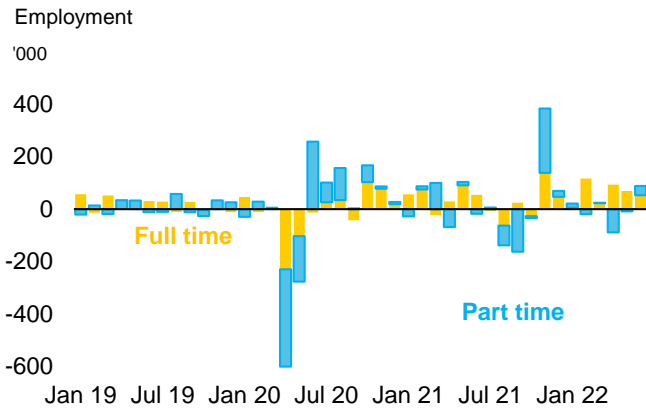
# The Australian economy

Started 2022 strongly, but higher interest rates expected to slow the economy

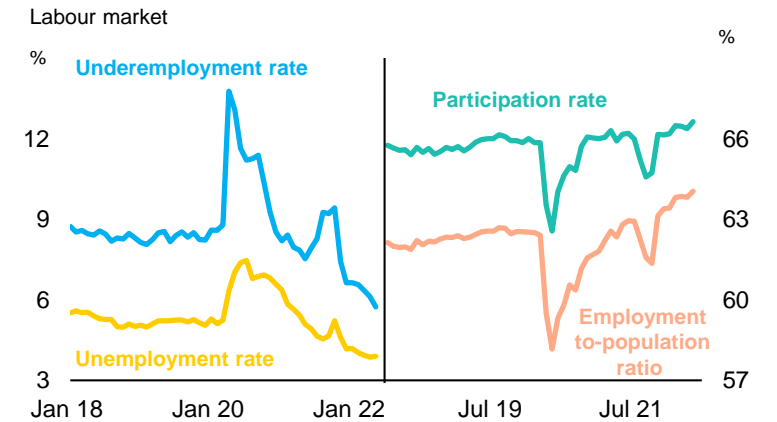
## GDP 4.5% higher than Q4 19<sup>1</sup>



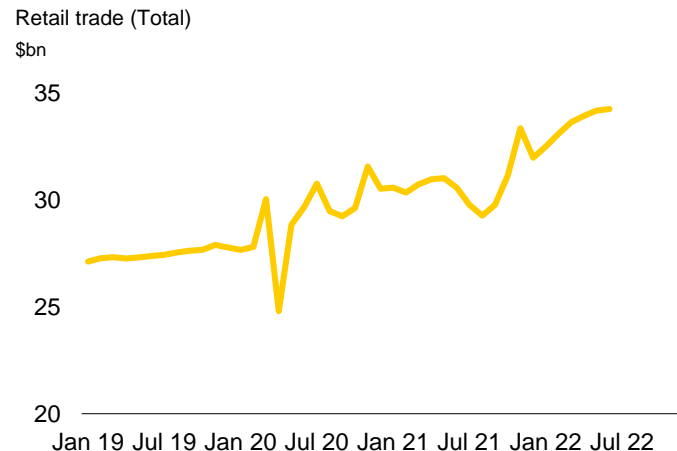
## Labour market is tight<sup>1</sup>



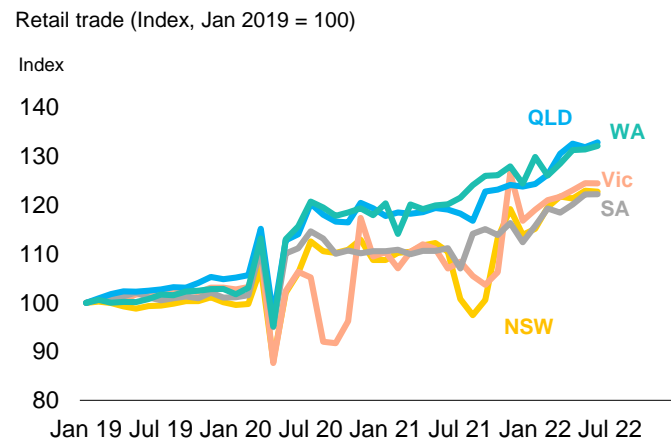
## On every metric including underemployment rate<sup>1</sup>



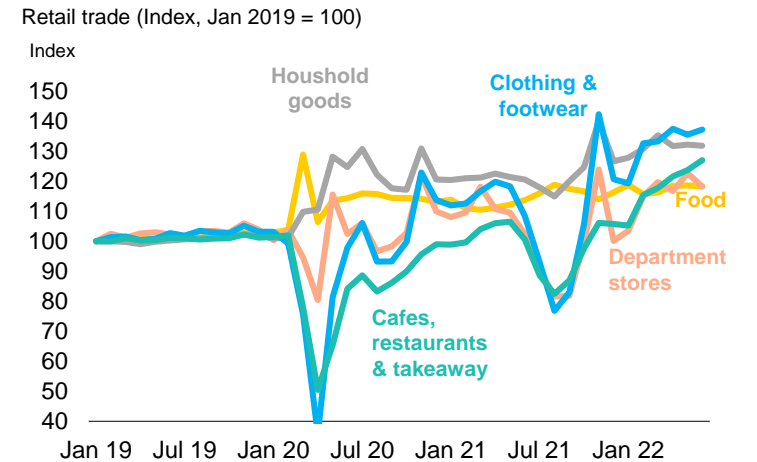
## Retail trade is elevated, but trending sideways<sup>1</sup>



## Smaller states outperforming<sup>1</sup>



## With consumption patterns normalising<sup>2</sup>

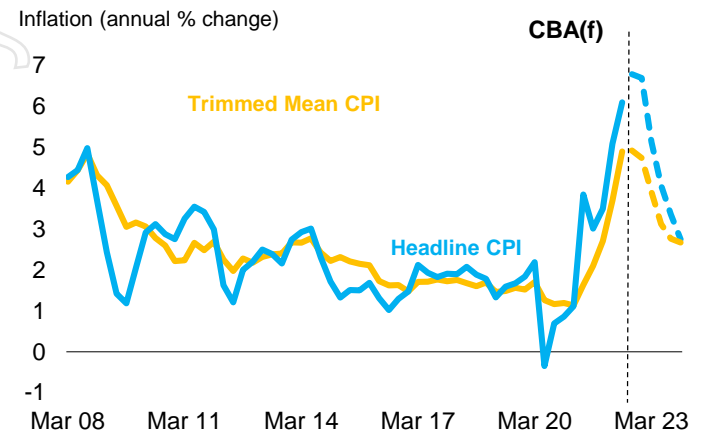


1. Source: ABS 2. Source: Health Department.

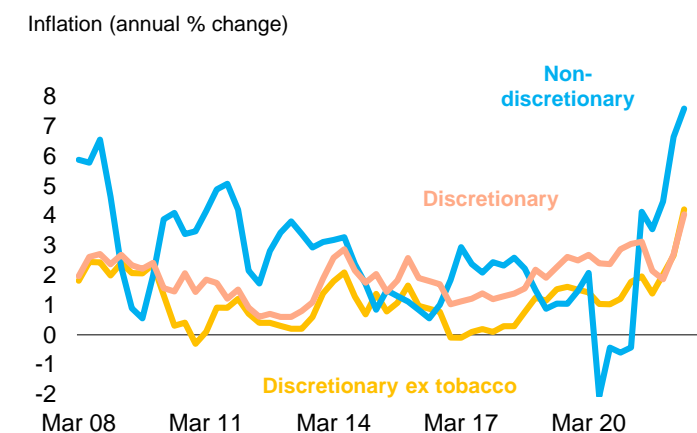
# The Australian economy

Inflationary pressures are high - consumer demand expected to moderate

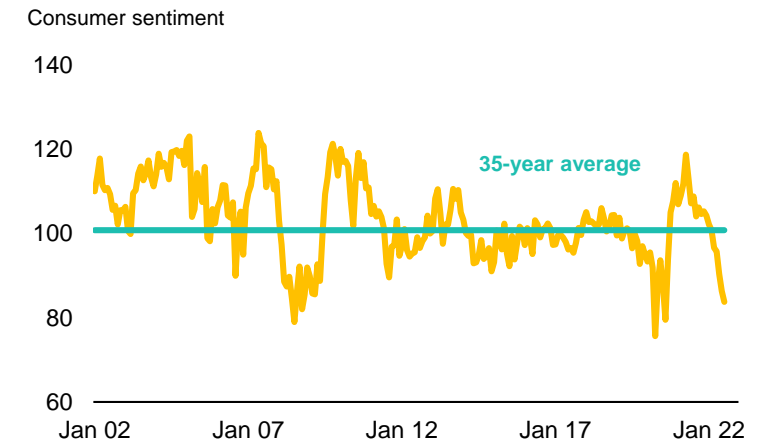
## Inflation accelerating<sup>1</sup>



## Non-discretionary inflation rising faster<sup>1</sup>

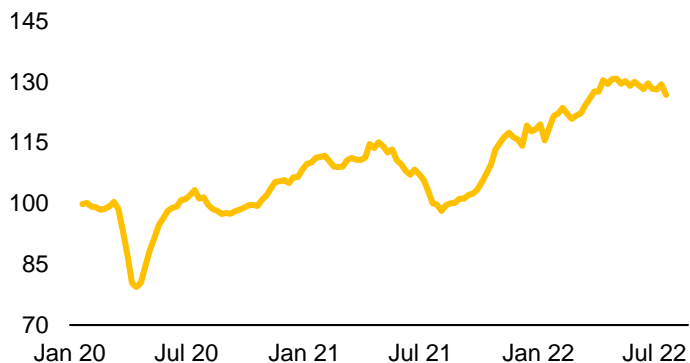


## Consumer sentiment is deeply pessimistic<sup>2</sup>



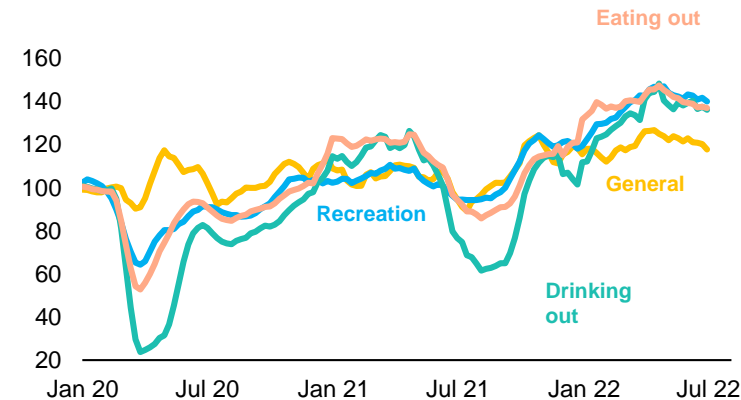
## High frequency CBA data shows signs consumer demand is moderating<sup>3</sup>

Total spending - CBA Tracker (January 2020 = 100)  
Based on % change relative to corresponding week in 2019. 4-week smoothed



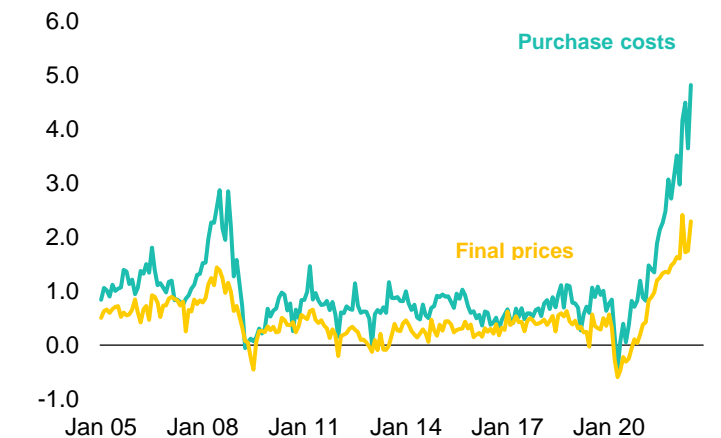
## And is impacting discretionary spending harder<sup>3</sup>

CBA card spend tracker (January 2020 = 100)  
based on % change relative to corresponding week in 2019, four week smoothed



## Business costs also rising quickly & being passed through<sup>4</sup>

Business costs (quarterly % change)



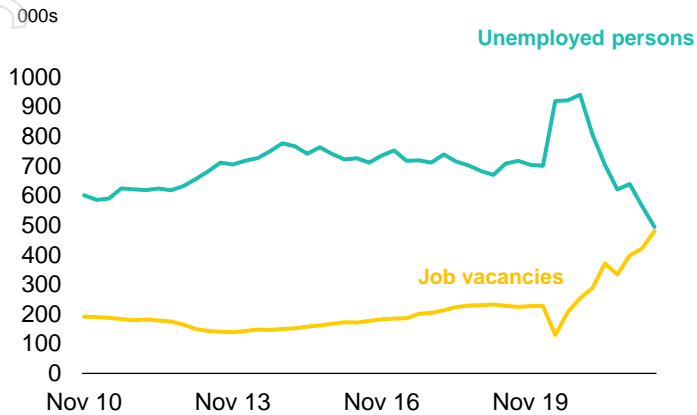
1. Source: ABS. 2. Source: Melbourne Institute. 3. Source: CBA. Data up till 29 July 2022. 4. Source: NAB.

# The Australian economy

Forward indicators for labour demand are strong, wages growth to rise - households have buffers in place

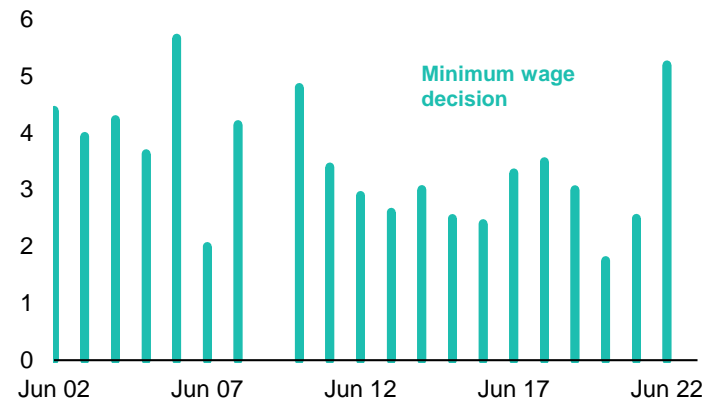
## Job ads remain very high<sup>1</sup>

Job advertisements versus unemployment (number)



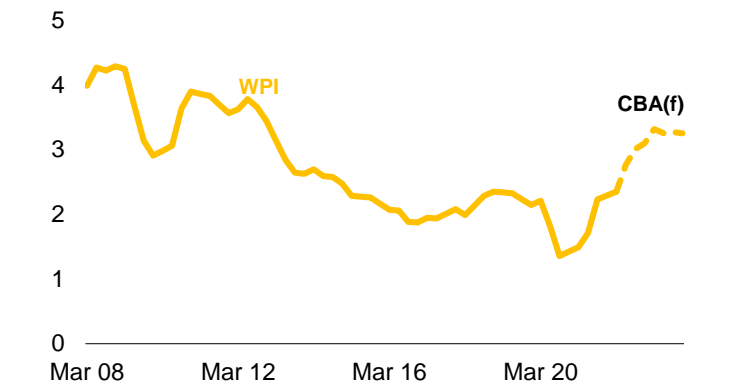
## Largest minimum wage lift since 2006<sup>2</sup>

Minimum wages (% change)



## Wages growth expected to accelerate to 3.25%<sup>3</sup>

Wages (annual % change)



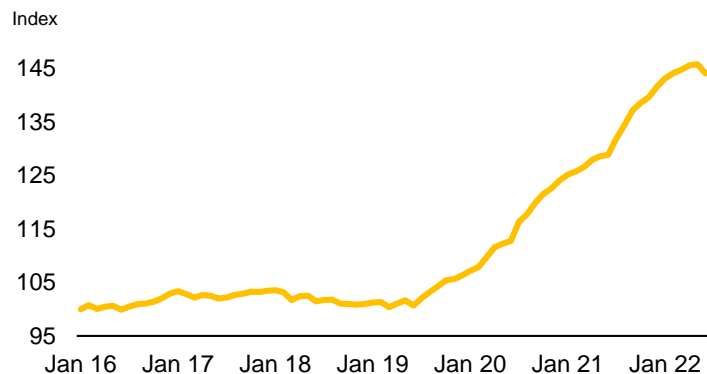
## Savings rate moving lower but higher than 2019<sup>4</sup>

Household saving ratio



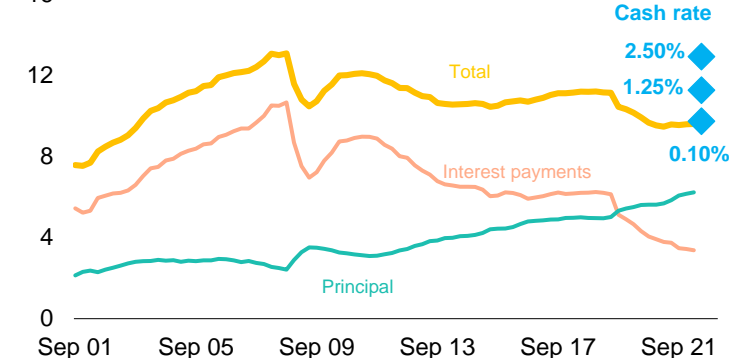
## Household buffers are elevated but moderating<sup>5</sup>

CBA cash savings indicator (Index, Jan 2016 = 100)



## Mortgage repayments are rising<sup>3\*</sup>

Household debt service (% of income) net of offset balances



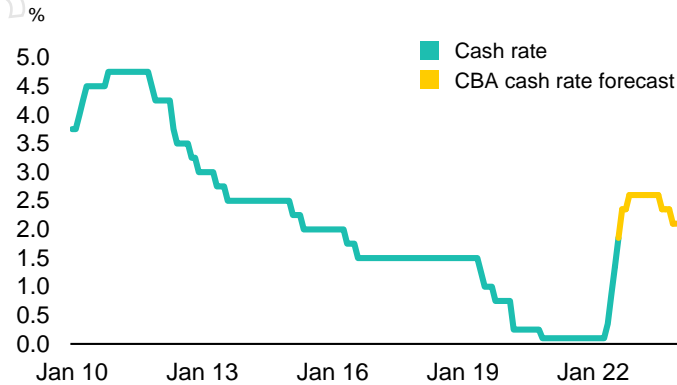
1. Source: IVI, ANZ. 2. Source: ABS, FairWork Commission. 3. Source: CBA, ABS. \* Actual data until Q1 22; pre dates RBA cash rate hike. 4. Source: ABS. 5. Source: CBA.

# The Australian economy

Official cash rate rising quickly, fiscal policy needs to help – external sector and business investment in good shape

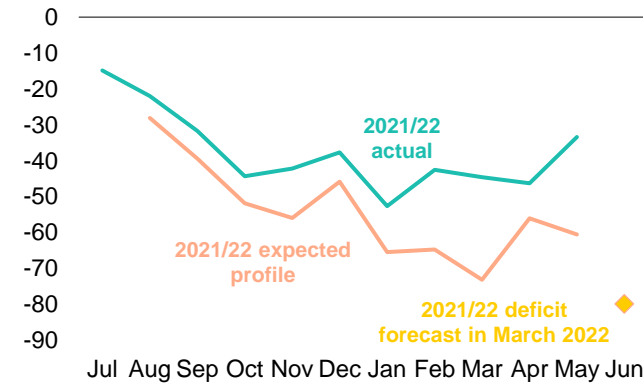
## RBA lifting the cash rate quickly to control CPI<sup>1</sup>

RBA cash rate (with CBA Economist forecasts)



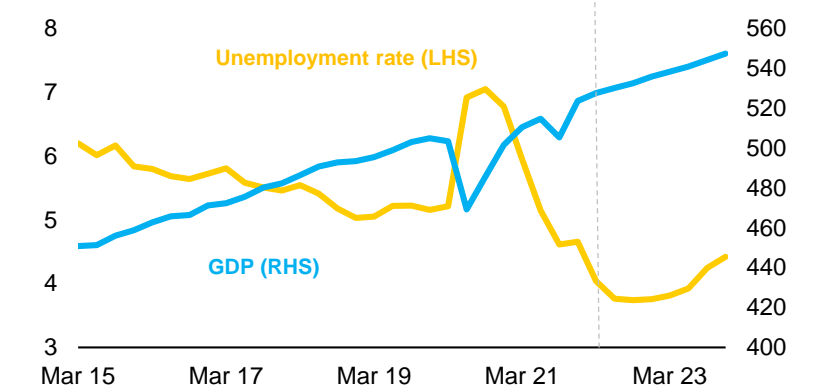
## Fiscal settings need to help<sup>2</sup>

Underlying budget deficit (\$Abn)



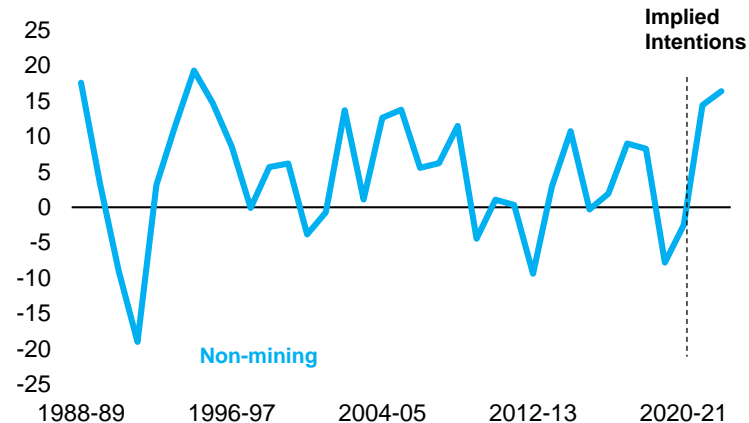
## Rate hikes to slow economy and lift unemployment<sup>3</sup>

GDP and Unemployment rate (\$bn and %)



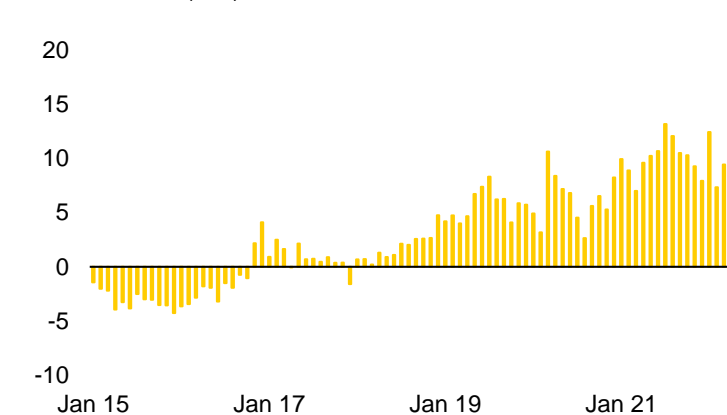
## Business investment remains a bright spot<sup>3</sup>

CAPEX (annual % change)



## External sector in good shape<sup>4</sup>

Trade balance (\$bn)



## Dwelling construction to fall<sup>4</sup>

Private residential approvals and commencements (000s)



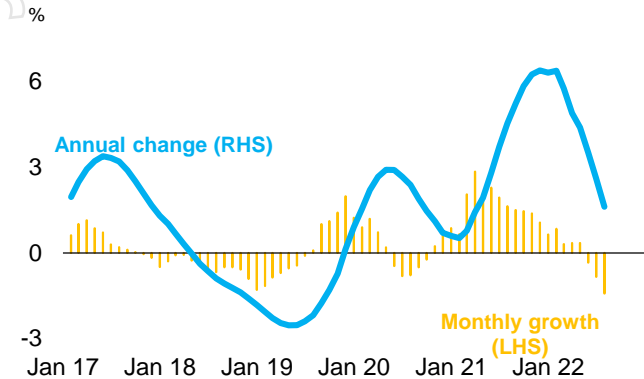
1. Source: RBA, CBA Economics forecast. 2. Source: Budget 2022/23. 3. Source: ABS, CBA. 4. ABS.

# Housing sector

## Housing market is weakening

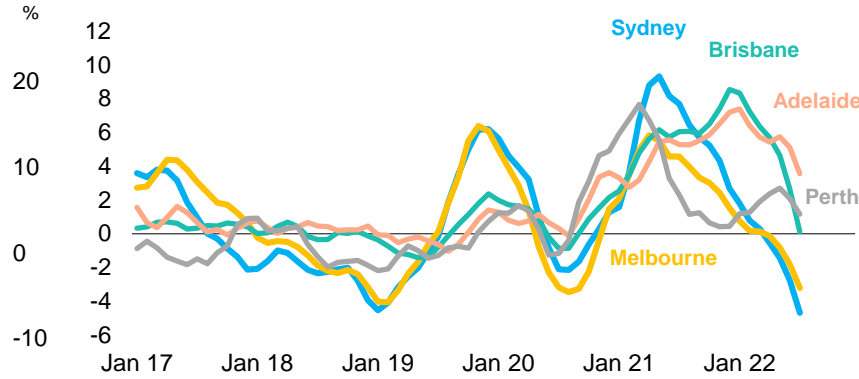
### Monthly home prices now falling quickly<sup>1</sup>

Dwelling prices (8 capital cities)



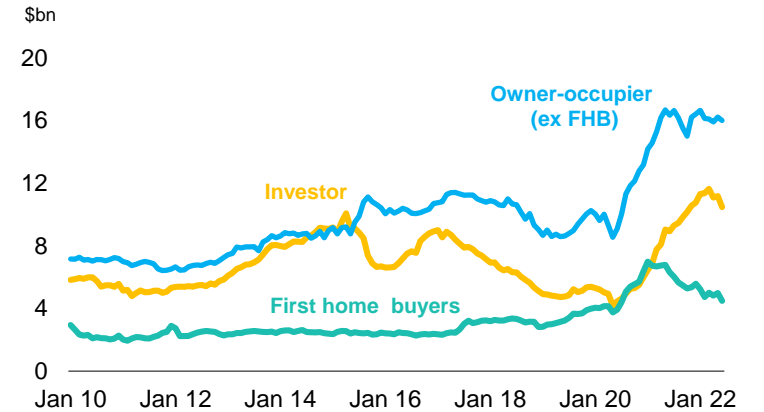
### Divergence between capital cities still evident<sup>1</sup>

CoreLogic Dwelling Prices (3mth change)



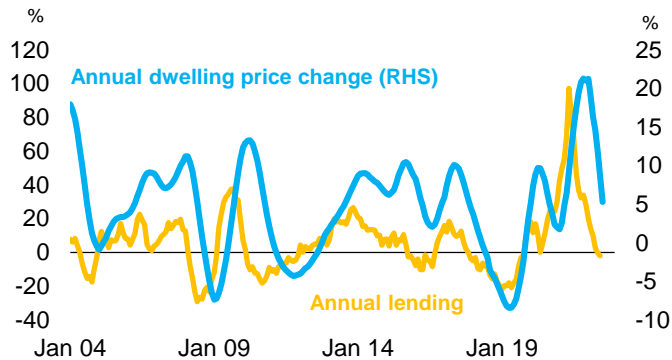
### Home lending appears to have peaked at high level<sup>2</sup>

Housing loan approvals (excluding refinancing)



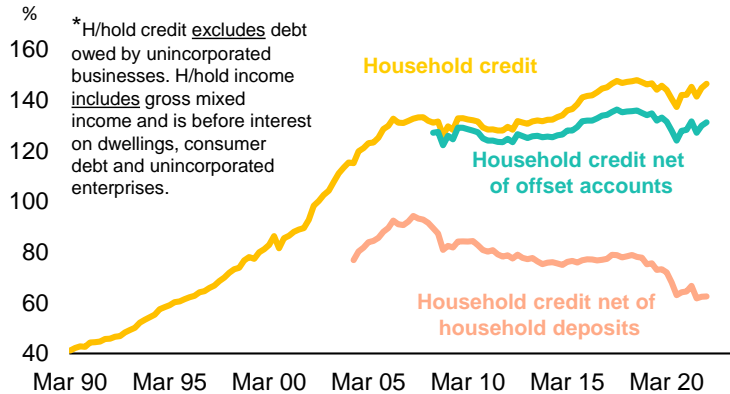
### Dwelling prices to fall further<sup>3</sup>

Dwelling prices and lending growth (annual % change)



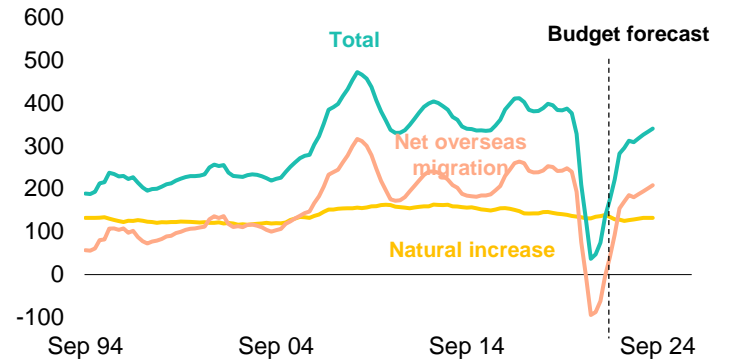
### Net household debt lower than pre-GFC<sup>4</sup>

Household Credit-to-Income\*



### Population growth to return<sup>5</sup>

Australian population (000s)



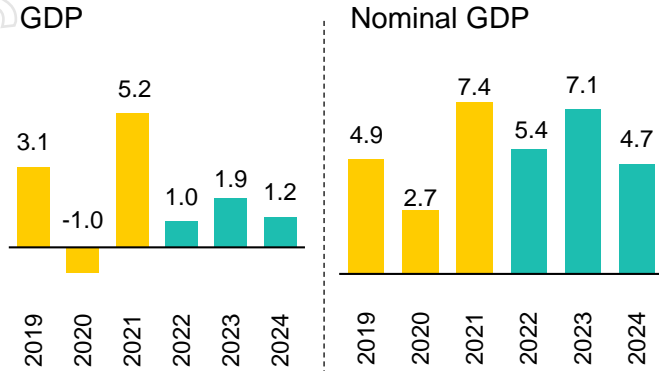
1. Source: CoreLogic. 2. Source: ABS. 3. Source: CoreLogic, ABS. 4. Source: RBA, APRA, CBA. 5. Sources: ABS, Commonwealth Treasury.

# Key New Zealand economic indicators (June FY)

Personal use only

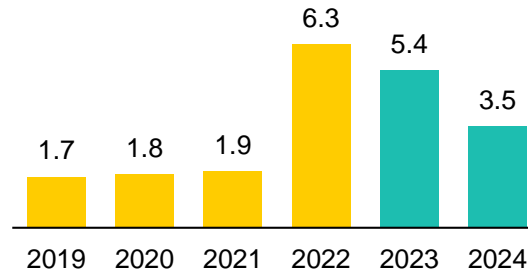
## GDP %

Financial year average



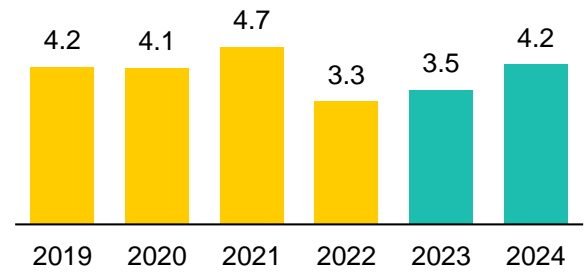
## CPI %<sup>1</sup>

Financial year average



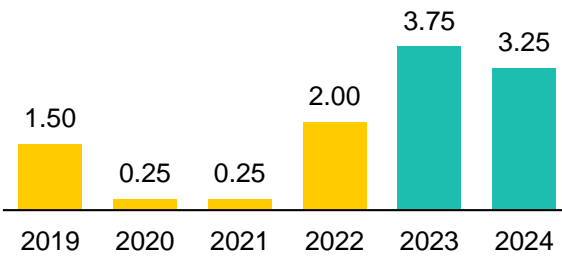
## Unemployment rate %

Financial year average



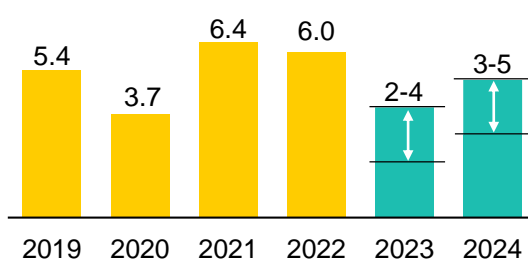
## Cash rate %

As at June



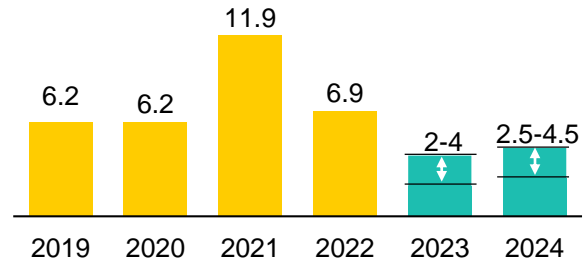
## Total credit growth %

12 months to June



## Housing credit growth %

12 months to June



Forecast, ASB Economics



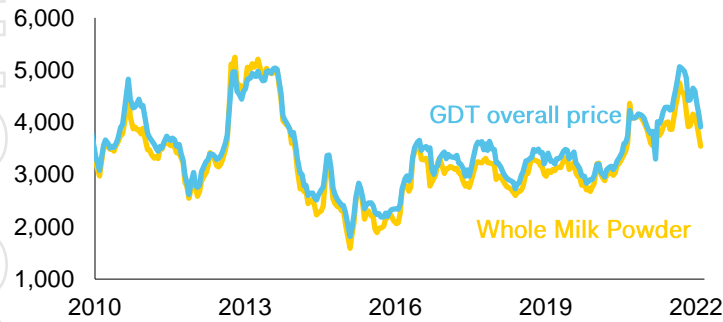
1. Rate of change. The annual change in the NZ CPI is 7.3% (Jun quarter 2022 vs Jun quarter 2021).

# New Zealand

## NZ economy faces capacity constraints and rising inflation pressures

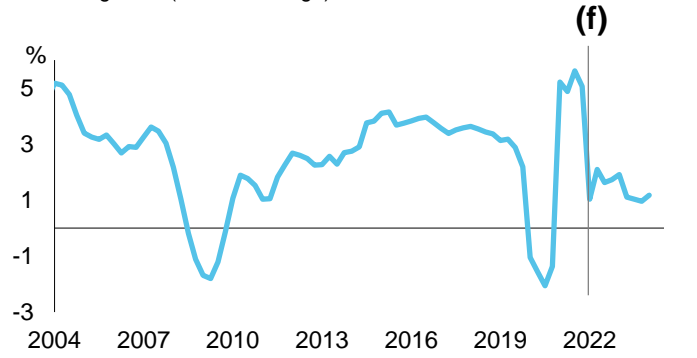
### Tight supply will provide some support to dairy prices

Global dairy trade auction results<sup>1</sup> (USD/tonne)



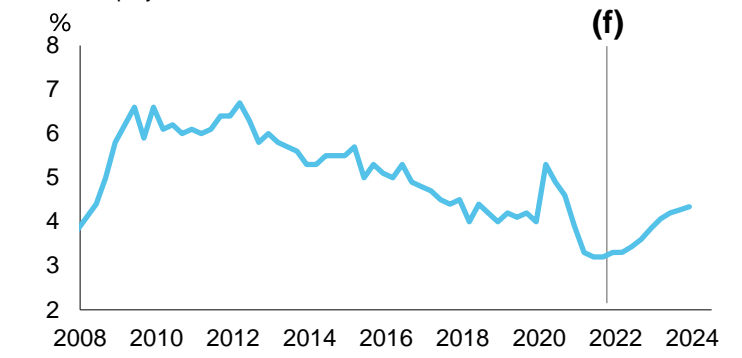
### NZ economy remains resilient, but growth is set to slow over 2022

NZ GDP growth (annual average)<sup>2</sup>



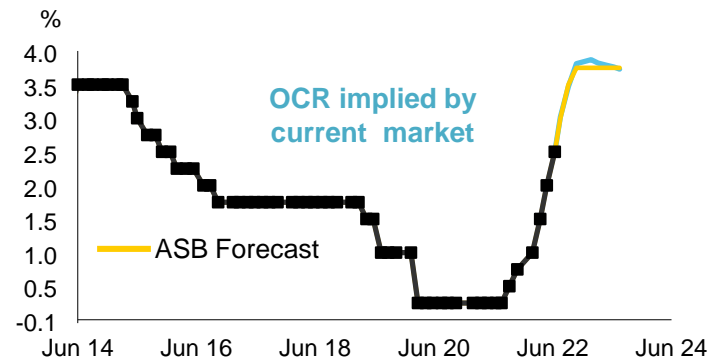
### NZ unemployment rate remains near multi-decade lows

NZ unemployment rate<sup>3</sup>



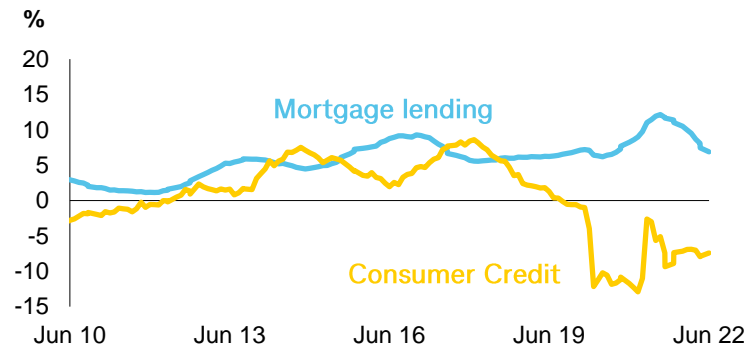
### RBNZ has rapidly hiked the OCR ahead of its peers

OCR Forecasts<sup>4</sup> (ASB forecast and implied market pricing)



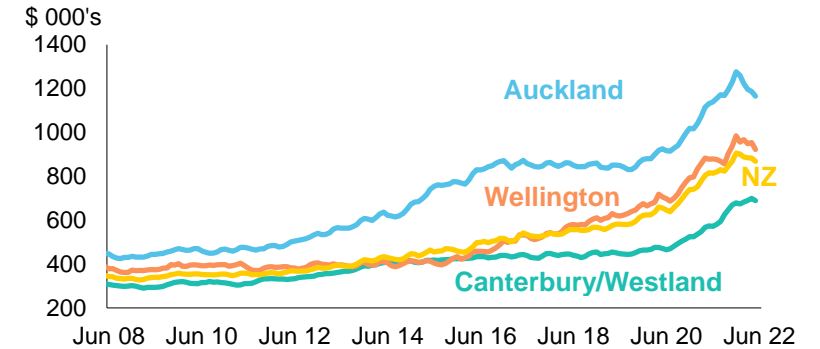
### Credit conditions have begun to tighten

NZ household lending growth<sup>5</sup> (annual % change)



### Higher interest rates have started to cool the housing market

NZ median house price<sup>6</sup> (3 month moving average)



1. Source: GlobalDairyTrade. 2. Source: Statistics NZ. 3. Source: Statistics NZ/ASB. 4. Source: ASB. 5. Source: RNBZ. 6. Source: REINZ.

# Sources, glossary & notes





# Sources and notes

## Slide 5

1. Refer to the glossary for source information.
2. Home Lending - Includes RBS internal refinancing, excludes Viridian Line of Credit (VLOC), includes Bankwest fixed splits of existing variable loans and excludes all other Bankwest internal refinancing. Business Lending - Business Bank Commercial Lending, new funding and drawdowns. Total Deposits (Households) – APRA Monthly Authorised Deposit-taking Institution Statistics (MADIS). Business Deposits – APRA NFB Deposits, including Institutional Banking and Markets.

## Slide 8

1. Home lending source: RBA Lending and Credit Aggregates. Household deposits source: APRA Monthly Authorised Deposit-taking Institution Statistics (MADIS). CBA Business Lending multiple is based on Business Banking growth rate (excluding Institutional Banking and Markets) over published APRA and RBA Total Business Lending data (excluding estimated Institutional Lending balances). CBA business deposits multiple estimate is based on Total CBA Non-Financial business deposit growth rate over Market Non-Financial Business Deposit growth rate, as published by APRA.
2. Number of new personal transaction accounts, excluding offset accounts, includes CBA and Bankwest. Comparative information has been restated to conform to presentation in the current period.
3. In respect of 2H22 compared to 1H20, RBS only excluding Bankwest.
4. Total StepPay new accounts opened since launch 18th August to 30 June 2022.
5. RBS only, excludes Bankwest. Share of credit card approvals excludes commercial cards.
6. Growth rate calculated using unrounded numbers.

## Slide 9

1. Refer to the glossary for source information.
2. Source: APRA Monthly Authorised Deposit-taking Institution Statistics (MADIS).
3. Excludes Bankwest and Residential Mortgage Broking.
4. Includes RBS internal refinancing, excludes Viridian Line of Credit (VLOC), includes Bankwest fixed splits of existing variable loans and excludes all other Bankwest internal refinancing.
5. APRA NFB Deposits, including Institutional Banking and Markets.
6. Business Bank Commercial Lending - new funding and drawdowns.

## Slide 10

1. As at 29 Jul 2022.
2. 2H22. Excludes Bankwest and Residential Mortgage Broking.
3. Customer Engagement Engine.

## Slide 14

1. Total cumulative loans approved for Government SME Guarantee Scheme, since inception.
2. Represents total deal volume where CBA acted as manager/bookrunner on syndicated loans, debt capital markets (excluding sole self led transactions) and securitisation issuance for Australian clients. Cumulative from 1 July 2020 to 30 June 2022.
3. Refer to the 2022 Climate Report.
4. At Jun 2021.
5. Attributed generation refers to CBA allocation of customers' total generation, calculated through an attribution factor consistent with PCAF methodology.

## Slide 15

1. Refer to the glossary for source information.
2. Business deposits source: APRA Non-Financial business deposits over Market Non-Financial business deposits, as published by APRA.

## Slide 17

1. Refer to the glossary for source information.
2. CBA won Canstar's Bank of the Year - Digital Banking award for 2022 (for the 13th year in a row). Awarded June 2022.
3. The Forrester Digital Experience Review™: Australian Mobile Banking Apps, Q2 2022. Commonwealth Bank of Australia was named the Overall Digital Experience Leader™ (for the 6th year in a row) among mobile apps in Australia in Forrester's proprietary Digital Experience Review™. Forrester Research does not endorse any company included in any Digital Experience Review™ report and does not advise any person or organization to select the products or services of any particular company based on the ratings included in such reports.

# Sources and notes

## Slide 35

1. Refer to the glossary for source information.
2. Home lending source: RBA Lending and Credit Aggregates. Household deposits source: APRA Monthly Authorised Deposit-taking Institution Statistics (MADIS). CBA Business Lending multiple is based on Business Banking growth rate (excluding Institutional Banking and Markets) over published APRA and RBA Total Business Lending data (excluding estimated Institutional Lending balances). CBA business deposits multiple estimate is based on total CBA Non-Financial business deposit growth rate over Market Non-Financial Business Deposit growth rate, as published by APRA.
3. People Engagement Index (PEI) from bi-annual engagement survey.
4. Source: Bloomberg. Total Shareholder Return as at 30 June 2022, compared to major peer banks.

## Slide 38

1. Refer to the glossary for source information.
2. People Engagement Index (PEI) from bi-annual engagement survey.
3. CBA and Major Bank Peer reputation scores. Source: RepTrak, The RepTrak Company (formerly Reputation Institute). Data is reported on a quarterly basis.
4. Source: Bloomberg. Total Shareholder Return as at 30 June 2022, compared to major peer banks.

## Slide 50

1. The total number of customer who have logged into a core Digital asset (NetBank, CommBank Mobile App or CommBank Tablet App - includes Face ID logins, excludes CommBiz) in the month of June for years 2020-2022.
2. The total number of customers that have logged into the CommBank Mobile App at least once in the month of June for years 2020-2022. Includes Face ID logins.
3. The total value (\$) of transfers and BPAY payments made in digital (NetBank, CommBank Mobile App and CommBank Tablet App) as a proportion of the total value (\$) of transfers in over-the-counter, ATM, EFTPOS and digital transactions over the 12 months to June for the years 2020-2022.
4. The total number of logins to digital assets (NetBank, CommBank Mobile App or CommBank Tablet App - includes Face ID logins, excludes CommBiz) divided by the number customers who have logged into a core digital asset (NetBank, CommBank Mobile App or CommBank Tablet App) in the month of June for the years 2020-2022.
5. Refer to the glossary for source information.
6. CBA won Canstar's Bank of the Year - Digital Banking award for 2022 (for the 13<sup>th</sup> year in a row). Awarded June 2022.
7. The Forrester Digital Experience Review™: Australian Mobile Banking Apps, Q2 2022. Commonwealth Bank of Australia was named the Overall Digital Experience Leader™ (for the 6<sup>th</sup> year in a row) among mobile apps in Australia in Forrester's proprietary Digital Experience Review™. Forrester Research does not endorse any company included in any Digital Experience Review™ report and does not advise any person or organization to select the products or services of any particular company based on the ratings included in such reports.
8. DBM Australian Financial Awards 2022 – 'Most Innovative Major Bank' and 'Best Major Digital Bank'. Presented March 2022. Award is based on information collected from the DBM Atlas research program – feedback from over 80,000 business and/or retail customers January 2021 through December 2021.

## Slide 51

1. The number of unique customers who visited Money Plan in their CommBank Mobile App during the month of June 2022.
2. The total number of unique customers who have viewed their CommSec Pocket or CommSec investment account details from the accounts page in their CommBank Mobile App since launch in Nov 2021 to June 2022.
3. The number of unique customers who visited For You in their CommBank Mobile App during the month of June 2022.
4. 20% of customers have edited their home screen favourites or wallpaper in the CommBank Mobile App in the 12 months to June 2022.

## Slide 53

1. Examples relate to home lending, with the exception of Customer Engagement Engine, credit card accounts and in-app messaging.
2. For BizExpress pathways (business overdraft, Better Business Loan, SMEG) <\$1m ACCF.
3. RBS only, excludes Bankwest and StepPay.
4. For eligible customers and products
5. 39% of consumer direct banking servicing was completed through in-app messaging during the month of June 2022. Excludes branch, direct lending, collections and business banking.
6. Virtual assistant.

## Images

This presentation includes images in relation to Apple. Apple, the Apple logo, iPhone and iPad are trademarks of Apple Inc., registered in the U.S. and other countries. App Store is a service mark of Apple Inc.

# Glossary

## Cash Profit, Capital & Other

Cash Profit	The Profit Announcement (PA) discloses the net profit after tax on both a statutory and cash basis. The statutory basis is prepared in accordance with the Corporations Act 2001 (Cth) and the Australian Accounting Standards, which comply with International Financial Reporting Standards (IFRS). The cash basis is used by management to present a clear view of the Bank's operating results. It is not a measure based on cash accounting or cash flows. The items excluded from cash profit, such as hedging and IFRS volatility and losses or gains on acquisition, disposal, closure and demerger of businesses are calculated consistently with the prior year and prior half disclosures and do not discriminate between positive and negative adjustments. A list of items excluded from cash profit is provided on page 3 of the Group's 30 June 2022 PA, which can be accessed at our website: <a href="http://www.commbank.com.au/results">www.commbank.com.au/results</a>
Credit Value Adjustment (CVA)	The market value of the counterparty credit risk on the derivative portfolio, calculated as the difference between the risk-free portfolio value and the true portfolio value that takes into account the possibility of a counterparty's default.
Derivative Valuation Adjustments (XVA)	A number of different valuation adjustments are made to the value of derivative contracts to reflect the additional costs or benefits in holding these contracts. The material valuation adjustments included within the CBA result are CVA and FVA.
Funding Valuation Adjustment (FVA)	The expected funding cost or benefit over the life of the uncollateralised derivative portfolio.
Internationally Comparable Capital	The Internationally Comparable CET1 ratio is an estimate of the Group's CET1 ratio calculated using rules comparable with our global peers. The analysis aligns with the APRA study entitled "International capital comparison study" (13 July 2015).
Leverage Ratio	Tier 1 Capital divided by Total Exposures, expressed as a percentage. Total exposures is the sum of On Balance Sheet items, derivatives, securities financing transactions (SFTs), and Off Balance Sheet items, net of any Tier 1 regulatory deductions that are already included in these items.
Risk Weighted Assets (RWA)	The value of the Group's On and Off Balance Sheet assets are adjusted by risk weights calculated according to various APRA prudential standards. For more information, refer to the APRA website.

## Customer Metrics

Main Financial Institution (MFI) Share - Consumer	MFI Share measures the proportion of Banking and Finance MFI Customers that nominated each bank as their MFI. MFI definition: In the Roy Morgan Single Source Survey MFI is a customer determined response where one institution is nominated as the primary financial institution they deal with (when considering all financial products they hold). Peers include ANZ Group, NAB Group and Westpac Group (including St George Group). CBA Group includes Bankwest. Source: Roy Morgan Single Source survey conducted by Roy Morgan, Australian population 14+ (12 month averages to June 2022), excl. unable to identify MFI. Roy Morgan has re-calibrated the results from April 2020 to March 2021 to take into account methodology changes since COVID-19. This has resulted in small differences to some of the previously published figures.
MFI Share - Business	DBM Business MFI Share. Data on a 6 month roll weighted to the Australian business population. MFI Customer Share is the proportion of all businesses with any business banking, that nominate the FI as their main financial institution. Share based on primary brands only.
Merchant Acquiring Share – Rank	DBM Business Merchant Facility Penetration. Data on a 6 month roll weighted to the Australian business population. Merchant Facility Penetration is the proportion of all businesses with turnover below \$40m (SME) with a merchant facility that have their merchant facility issued by the FI.
Net Promoter Score (NPS)	For the major banks, NPS is reported for main brand only. *NPS is a trademark of Bain & Co Inc., Satmetrix Systems, Inc., and Mr Frederick Reichheld. NPS refers to customer likelihood to recommend their MFI using a scale from 0-10 (where 0 is 'Not at all likely' and 10 is 'Extremely likely') and NPS is calculated by subtracting the percentage of Detractors (scores 0-6) from the percentage of Promoters (scores 9-10).
NPS – Consumer	DBM Consumer MFI *NPS. Based on Australian population aged 14+ years old rating their Main Financial Institution. NPS results are shown as a six-month rolling average.
NPS – Business	DBM Business MFI *NPS: Based on Australian businesses rating their Main Financial Institution for Business Banking. NPS results are shown as a six-month rolling average.
NPS – Institutional	DBM Institutional \$300M+ Business MFI *NPS: Based on Australian businesses with an annual revenue of \$300M or more for the previous financial year rating their Main Financial Institution for Business Banking. NPS results are shown as a twelve-month rolling average.
NPS – Consumer Mobile Banking App	DBM Consumer MFI Mobile Banking App *NPS: Based on Main Financial Institution (MFI) customers rating their likelihood to recommend their MFI Mobile Banking App used in the last 4 weeks. NPS results are shown as a six-month rolling average.
NPS – Consumer Digital Banking	DBM Consumer MFI Digital Banking *NPS: Based on Main Financial Institution (MFI) customers rating their likelihood to recommend their MFI Mobile Banking App or Online Banking used in the last 4 weeks. Overall Digital NPS is then calculated by weighting Online Banking: Mobile Banking App by a factor of 32:68. NPS results are shown as a six-month rolling average.
NPS – Business Digital Banking	DBM Business MFI Digital Banking *NPS: Based on Main Financial Institution (MFI) customers rating their likelihood to recommend their MFI Mobile Banking App or Online Banking used in the last 4 weeks. Overall Digital NPS is then calculated by weighting Online Banking: Mobile Banking App by a factor of 47:53. NPS results are shown as a six-month rolling average.
NPS Ranks	NPS ranks are based on absolute scores, not statistically significant differences.

## Funding & Risk

Committed Liquidity Facility (CLF)	Given the limited amount of Commonwealth government and Semi-government debt in Australia, participating ADIs can access contingent liquidity via the RBA's CLF. The amount of the CLF for each ADI is set annually by APRA. To access the CLF, ADIs need to meet certain conditions and pledge qualifying securities to the RBA.
Corporate Troublesome	Corporate Troublesome includes exposures where customers are experiencing financial difficulties which, if they persist, could result in losses of principal or interest, and exposures where repayments are 90 days or more past due and the value of security is sufficient to recover all amounts due.
High Quality Liquid Assets (HQLA)	As defined by APRA in Australian Prudential Standard APS210: Liquidity. Qualifying HQLA includes cash, government and semi-government securities, and RBNZ eligible securities.
Liquidity Coverage Ratio (LCR)	The LCR is the first quantitative liquidity measure that is part of the Basel III reforms. It was implemented by APRA in Australia on 1 Jan 2015. It requires Australian ADIs to hold sufficient liquid assets to meet 30 day net cash outflows projected under an APRA-prescribed stress scenario.
Net Stable Funding Ratio (NSFR)	The NSFR is the second quantitative liquidity measure of the Basel III reforms, in addition to the LCR. It was implemented by APRA in Australia on 1 Jan 2018. It requires Australian ADIs to fund their assets with sufficient stable funding to reduce funding risk over a one year horizon. APRA prescribed factors are used to determine the stable funding requirement of assets and the stability of funding.
Total Committed Exposure (TCE)	Total Committed Exposure is defined as the balance outstanding and undrawn components of committed facility limits. It is calculated before collateralisation and excludes settlement exposures.
Troublesome and Impaired Assets (TIA)	Corporate troublesome and Group gross impaired exposures.



# Contact us

## Investor Relations

**Melanie Kirk**  
Investor Relations

02 9118 7113  
CBAInvestorRelations@cba.com.au

## Media Relations

**Danny John**  
Media Relations

02 9118 6919  
media@cba.com.au

## Investor Centre

For more information  
[commbank.com.au/investors](http://commbank.com.au/investors)

