

BEING DIFFERENT



2007 Annual General Meeting



Charles Goode

Chairman

WA is a very important part of ANZ

- First branch opened in 1841
- More than 31,000 shareholders
- Over 1,400 staff
- 84 branches
- Largest ATM network

2007 Annual General Meeting

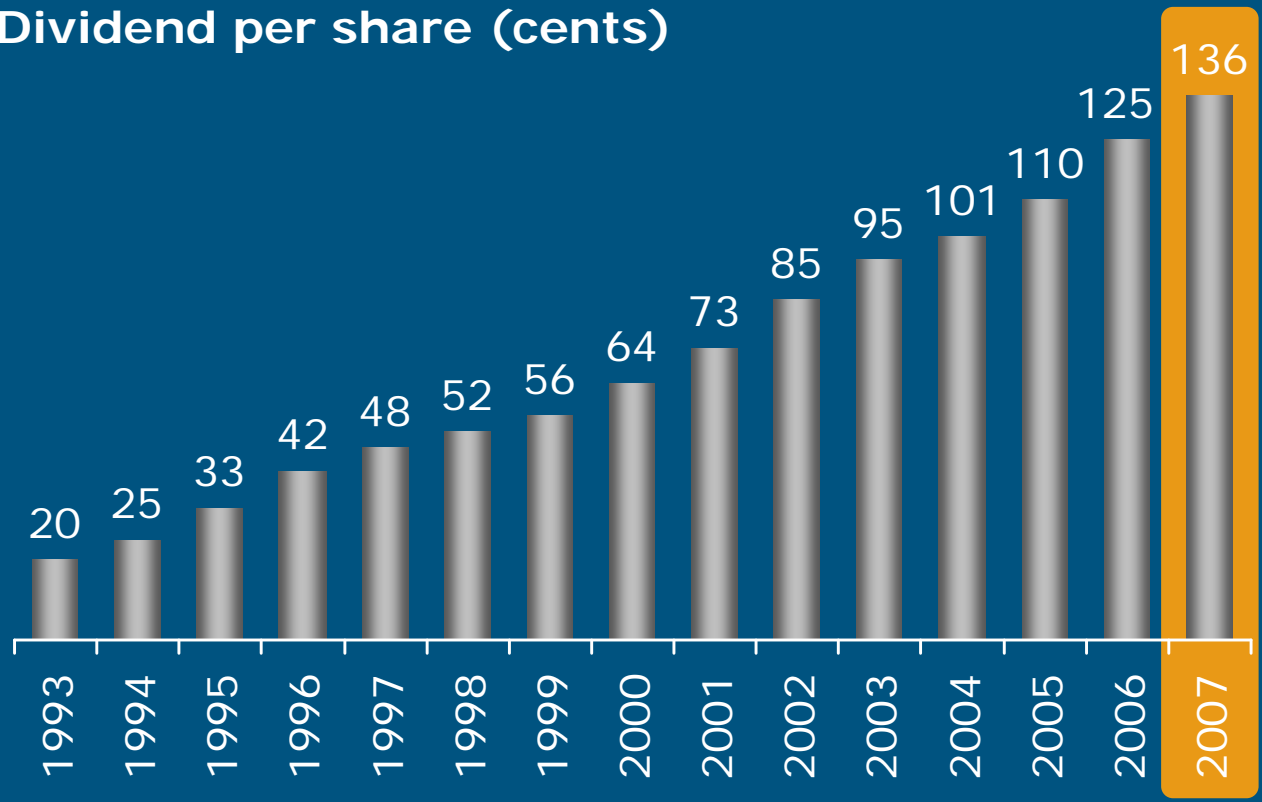
John McFarlane



2007 Annual General Meeting

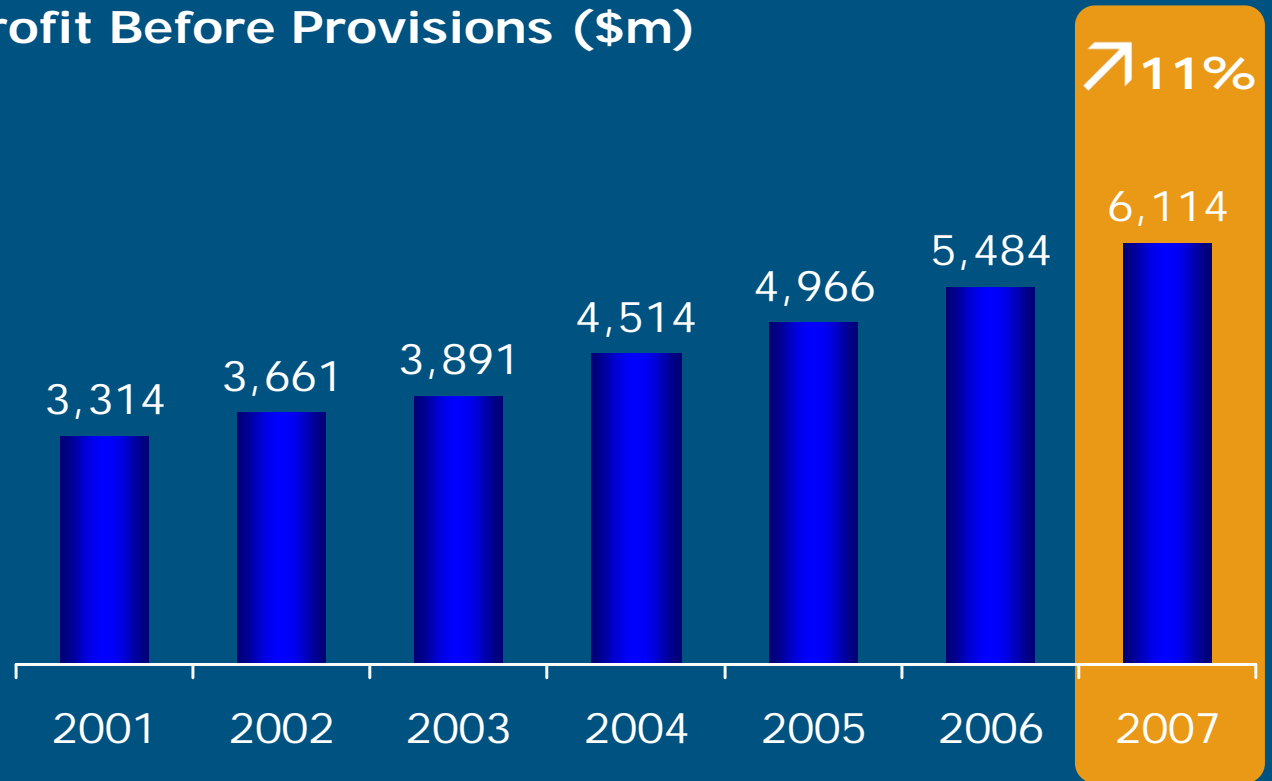
Fourteen successive years of increased dividends

Dividend per share (cents)

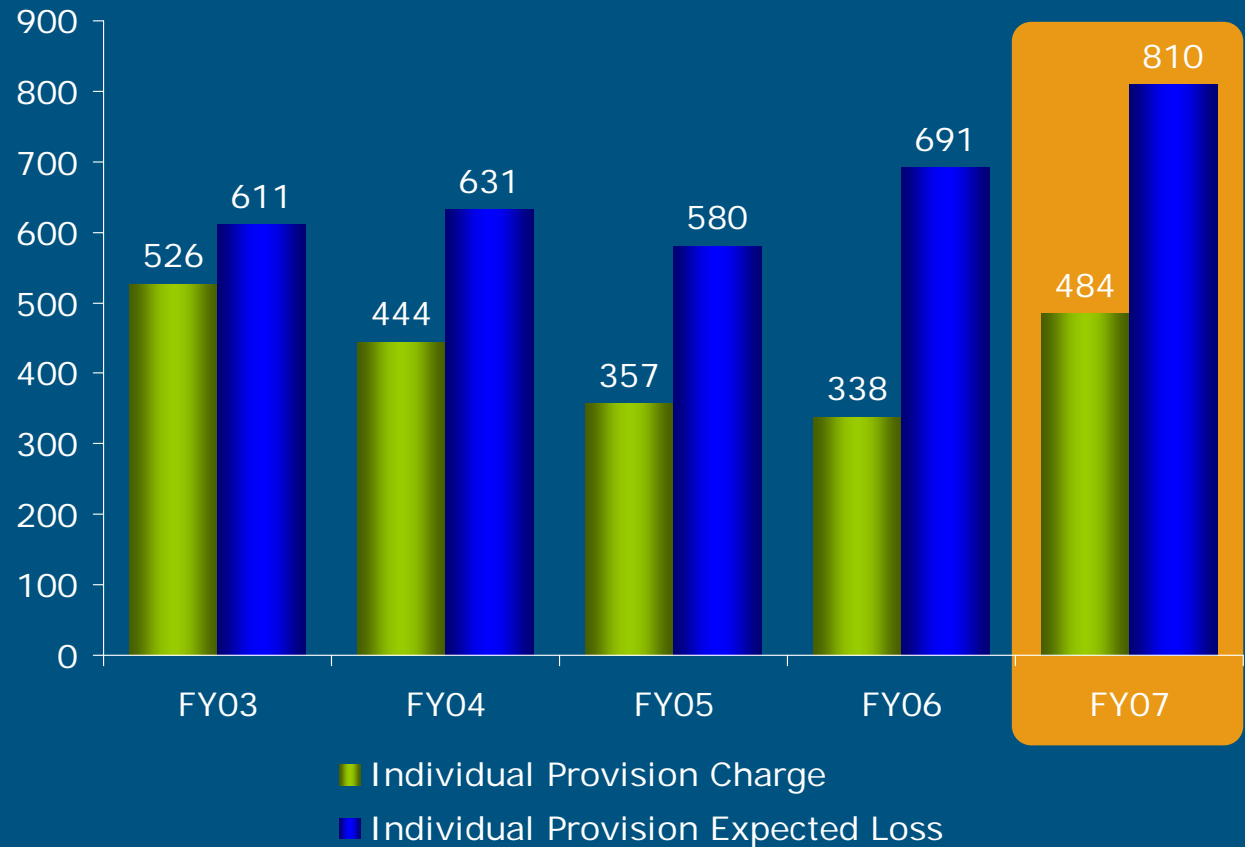


Highest growth in Profit Before Provisions since 2001

Profit Before Provisions (\$m)

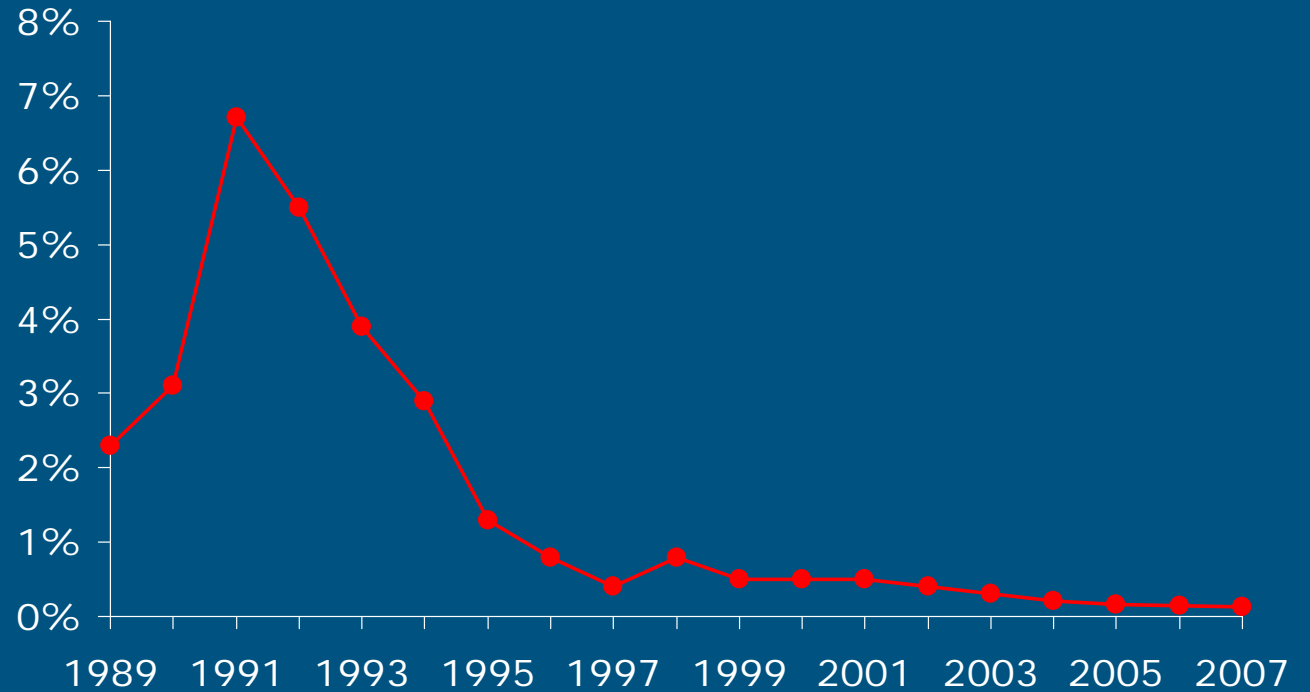


Individual provisions still below average



Asset quality remains strong

Net non-accrual loans as a % of net advances



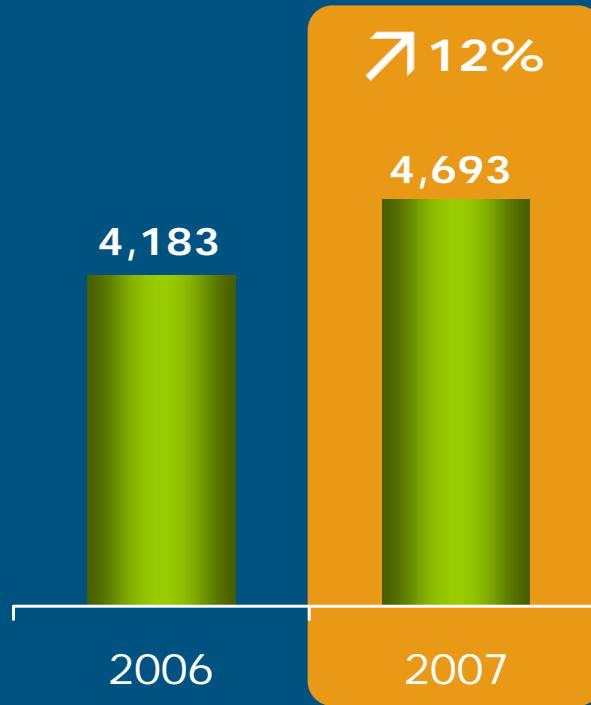
Basel II capital accord

- Awarded advanced accreditation
- Operating some of the most advanced risk management systems globally
- Some reduction in ANZ's minimum regulatory capital anticipated

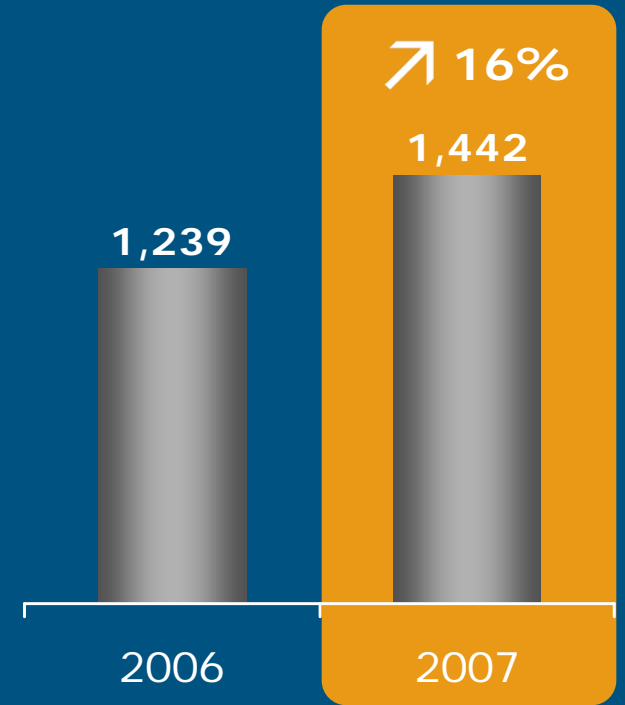
Personal Division

Another outstanding year

Revenue (\$m)



Earnings (\$m)



Personal Division

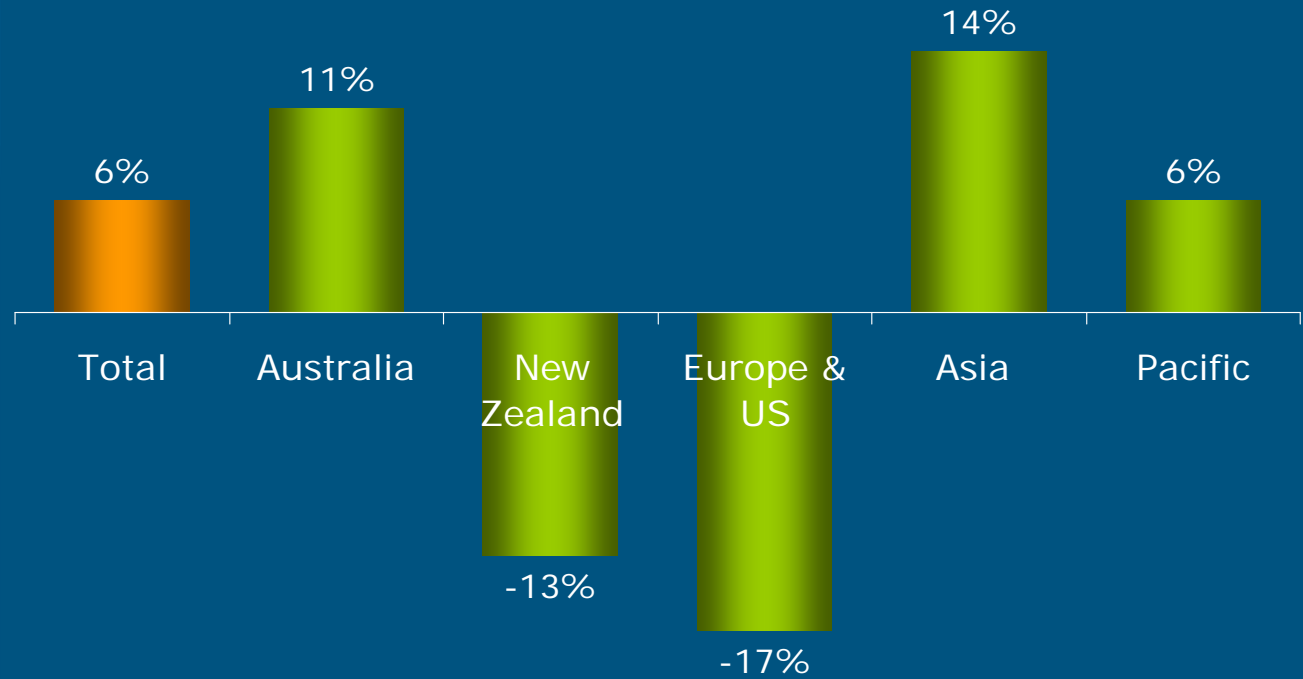
Recognition of success



- Money Magazine Bank of the Year
- Home Loan Lender of the year
- Online Lender of the year Home
- CSIA Best of the Best award
- National Large Business award

Institutional Division Performed below expectations

Profit Before Provision growth

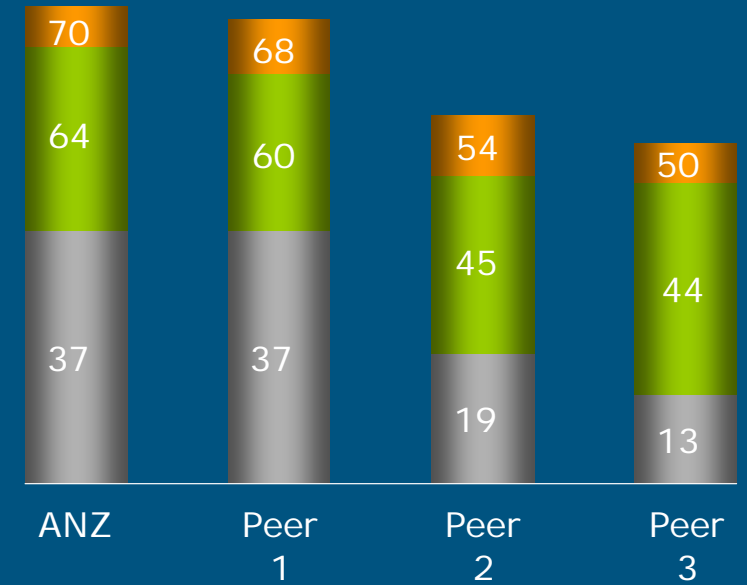


Institutional Division

Strong franchise

No. 1
Relationship
Bank

Relationship Bank Market Penetration (%)

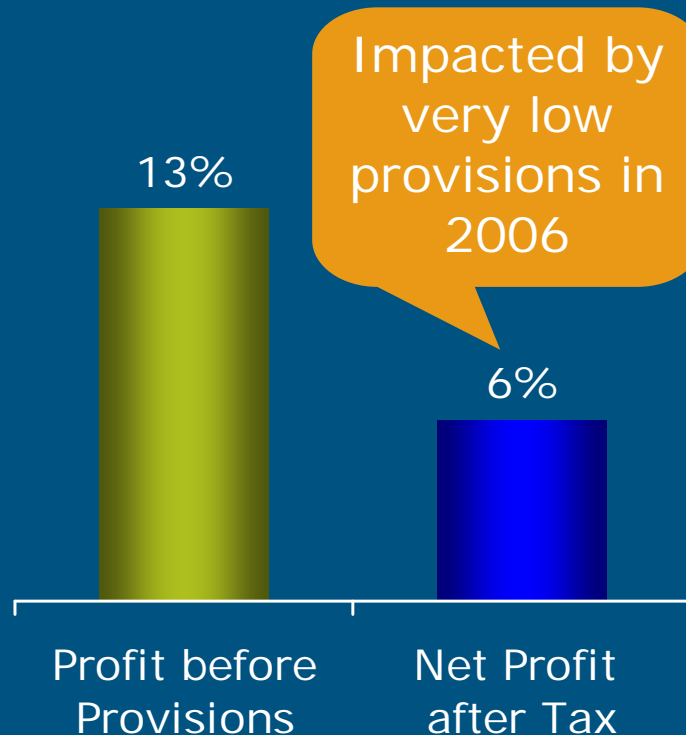


Lead customers
Significant customers
Total customers

Peter Lee Associates, 2007

New Zealand performing well

2007 Financial performance



- New Zealand Bank of the Year
- No 1 bank for rural agribusiness customers

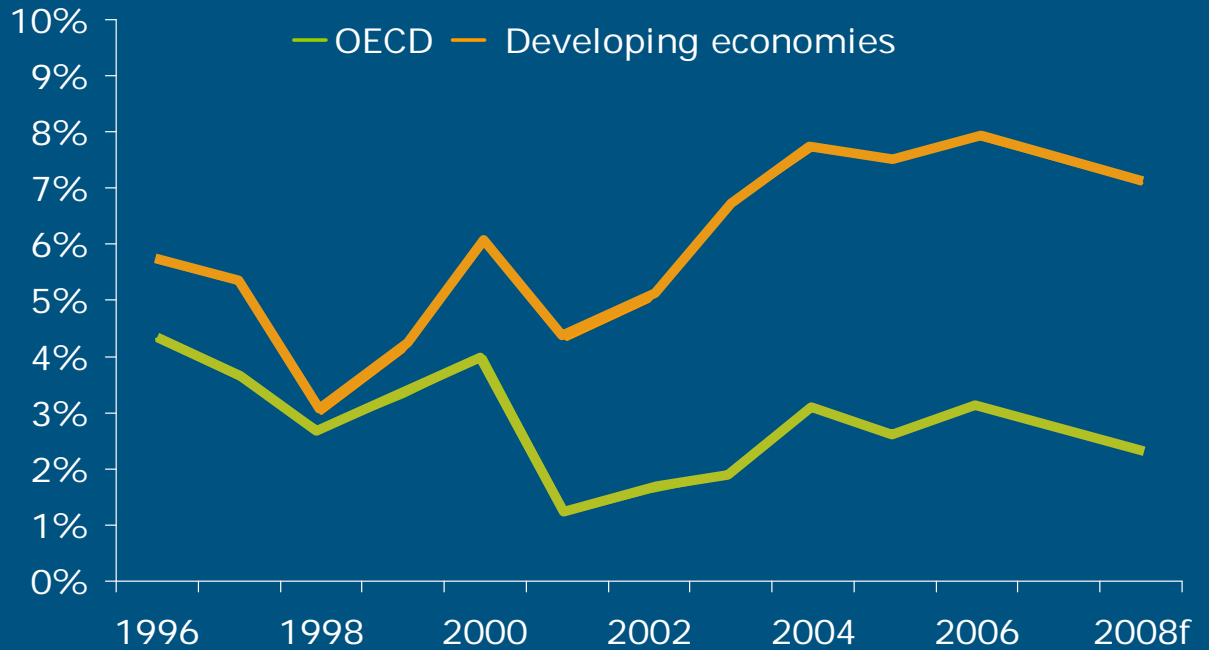
Asian investments - important step in ANZ's growth strategy

Asian investments (\$m)



Asia GDP growth forecast to be 3 times higher than OECD

Global economic growth



Sources: IMF and Economics@ANZ . Note: GDP is measured in US\$ at purchasing power parities

Investing in ANZ branches in Asia



Australian Banks need greater scale

- To successfully compete for investments
- Provide sufficient balance sheet scale to support our clients

The banking environment has changed

The Australian banking and financial services sector is competitive

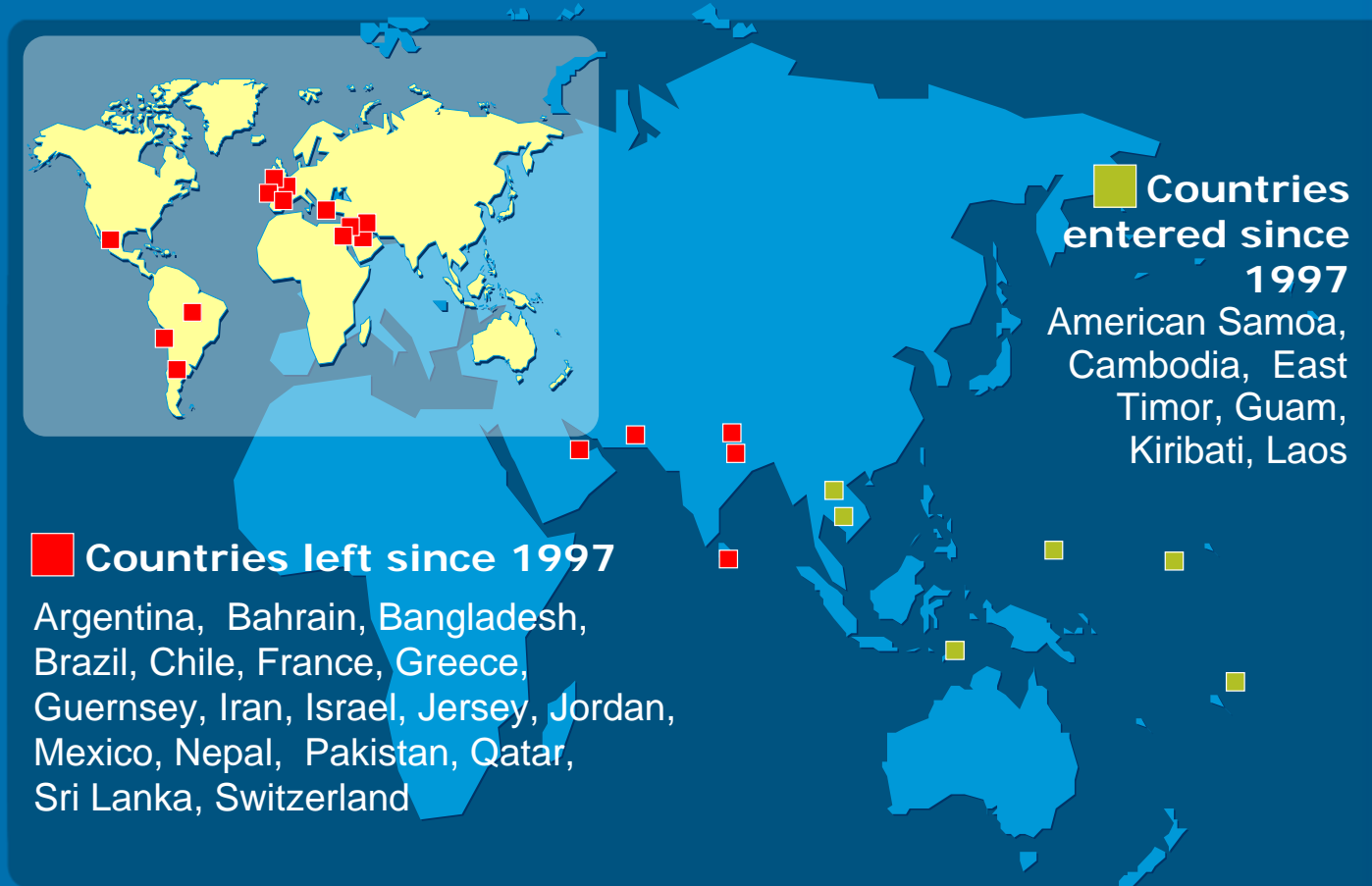


Staff and Customers

| | 30 Sept 1997 | 30 Sept 2007 |
|---------------------------------------|--------------|-------------------------|
| Staff Engagement | | Significant Improvement |
| Retail Customer Satisfaction* | | |
| ANZ | 69.2% | 77.2% |
| Ave of other 3 major Australian Banks | 68.3% | 71.4% |

*Source: Roy Morgan Research – Australian MFI Population aged 14 or older, % satisfied (“very” or “fairly satisfied”), 6 month moving average

Geographical representation



Financial measures

| | 30 Sept 1997 | 30 Sept 2007 |
|----------------------------|--------------|--------------|
| No. of Shareholders | 132,450 | 327,703 |
| Total Assets (\$m.) | \$138,241 | \$392,613 |
| Shareholder Funds (\$m) | \$6,993 | \$22,048 |
| Net Profit After Tax (\$m) | \$1,024 | \$4,180 |
| Earnings per Share | 78.4 cents | 224.1 cents |
| Dividend per Share | 48 cents | 136 cents |
| Cost Income Ratio | | |
| • ANZ | 64.9% | 44.8% |
| • CBA | 61.1% | 48.3% |
| • NAB | 55.9% | 51.0% |
| • WBC | 60.7% | 45.0% |

Significant opportunities

- Extending focus on medium-to-long term
- Realising the full value from our culture
- Greater investment in technology
- Reducing complexity across the Group
- Wealth management opportunities
- Asia Pacific focus through new division

Our approach to the environment

Guess who's
now the world's most
responsible bank?

The number one position in the global Dow Jones Sustainability Index has once again gone to an Australian bank. But this time, it's ANZ. Of the many awards we've won this year, this one means the most. Because it recognises our complete commitment to being a very different bank. It's about having the most engaged staff of any company in Australia. Continually providing convenient

banking solutions for our customers. And working to make real, positive change in our local communities. Being named the world's most responsible bank is quite an honour, and as ANZ CEO John McFarlane said at the announcement "The foundation we now have established places us at the top of banking in Australia and globally...and in good stead for the future".

 Dow Jones
Sustainability Index
2014-2015

 ANZ
NOW



The Equator Principles

A benchmark for the financial industry to manage social and environmental issues in project financing

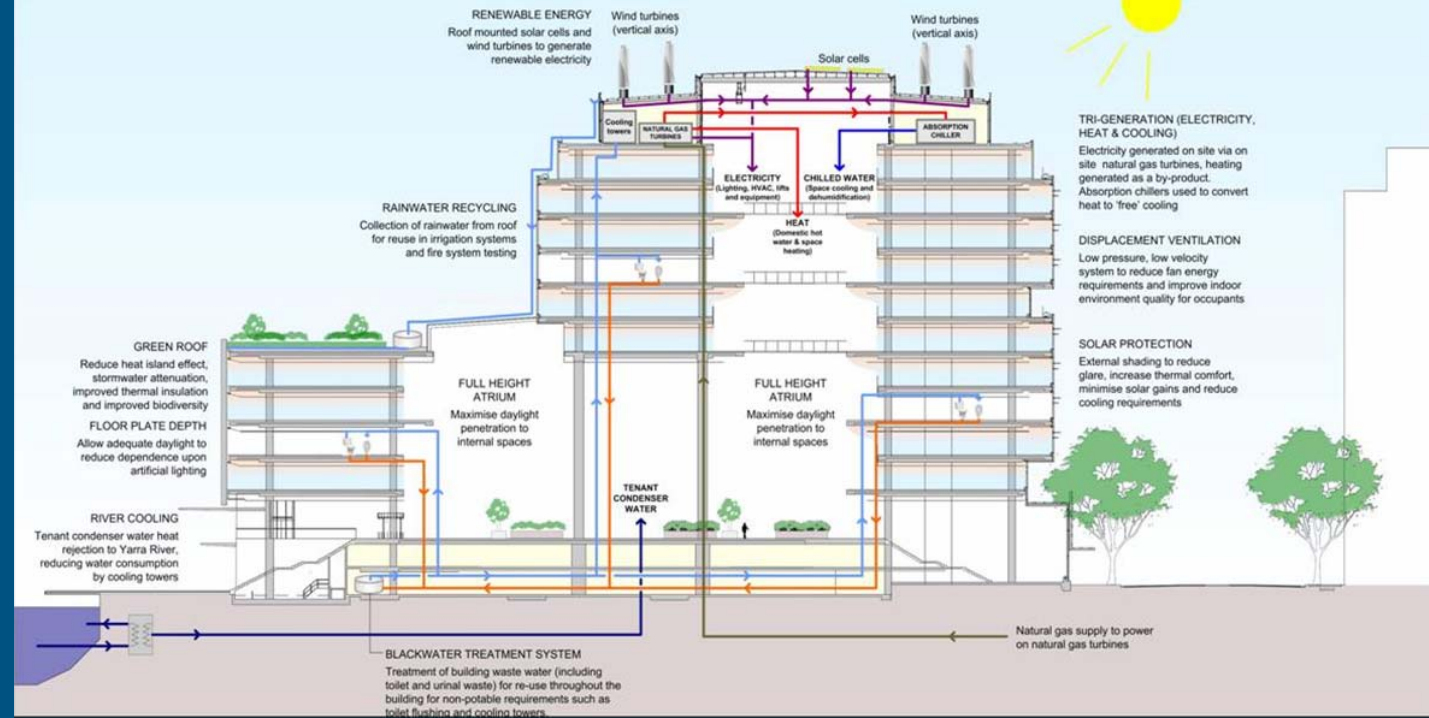


 ANZ



ANZ's largest office building will have a 6 star green rating

ANZ DOCKLANDS ENVIRONMENTAL INITIATIVES



ANZ has relocated to the most energy efficient building in Adelaide



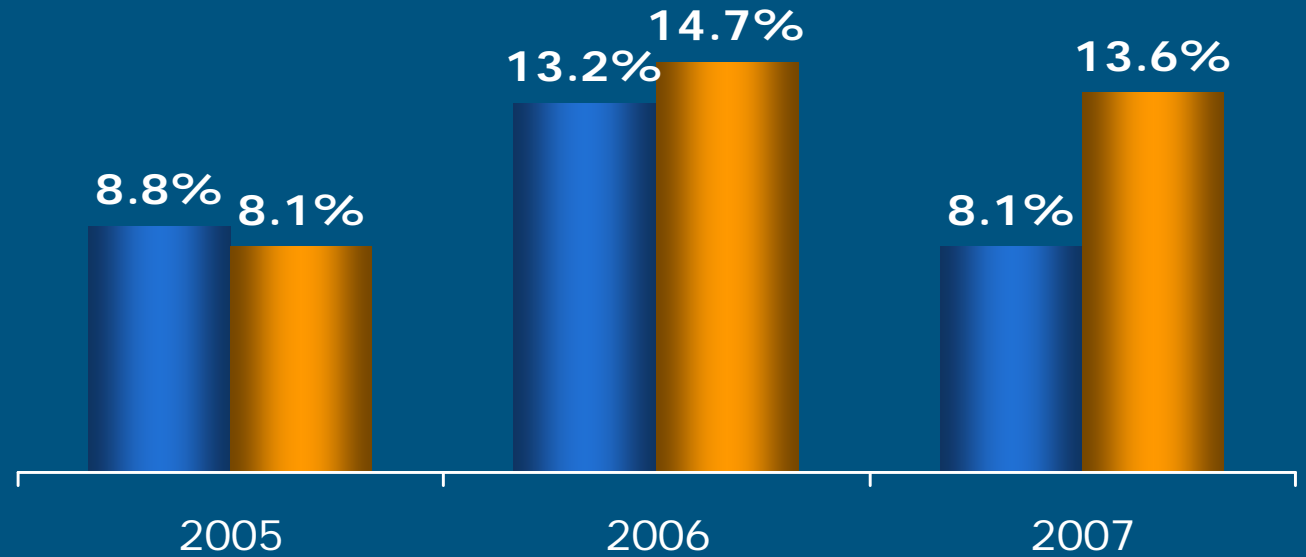
- ANZ's office fit-out has a 5 star green rating
- Significantly improved working environment

Cash EPS Growth 2005-2007

Cash Earnings Per Share Growth (%)

■ ANZ

■ Average of other 3 major trading banks



New management board appointments

Senior Managing Director
Bob Edgar

Chief Financial Officer
Peter Marriott

New Zealand
Graham Hodges

Personal
Brian Hartzler

Institutional
Peter Hodgson

Asia Pacific
Alex Thursby

Chief Executive Officer
Michael Smith

Operations, Technology & Shared Services
David Cartwright

Human Resources
Susan Babani

Chief Risk Officer
David Stephen

 New to Management Board in 2007/2008

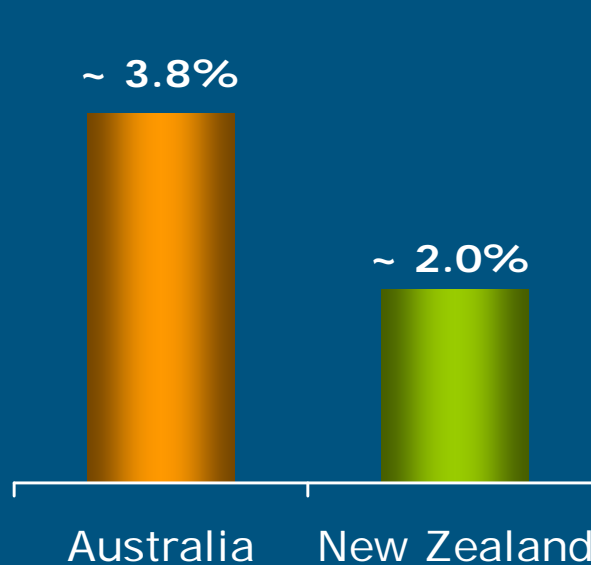
Effect of the sub-prime lending crisis

- Mainly focused in the US
- Some customers have exposure to the turmoil
- ANZ has no direct exposure to US sub-prime
- Sound liquidity policies, diversified funding sources

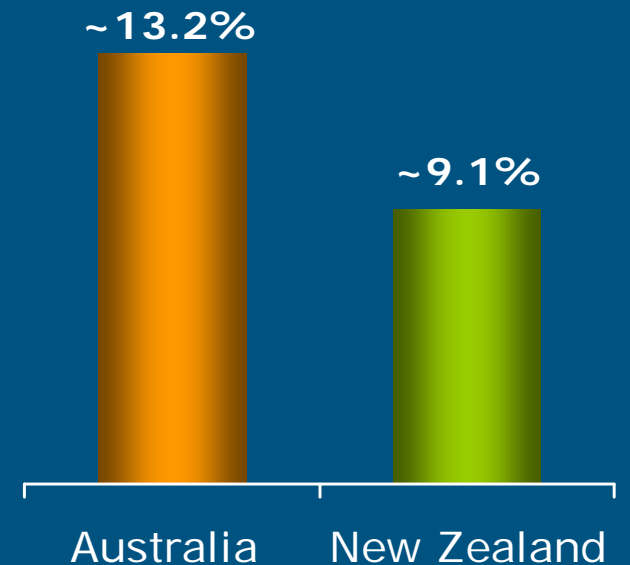
2008 expected to be a good year in terms of economic growth



**GDP Growth
(2008 forecasts)**



**Business Credit Growth
(2008 forecasts)**



2007 Annual General Meeting

BEING DIFFERENT



2007 Annual General Meeting