



# The ANZ Bank

*Telco, Media & Entertainment Group*

*Who We Are*

March 2002



**ANZ**



## *Our Bank*

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## Who We Are

- Established 1835
- One of Australia's 4 major banks
- Australia's 6th largest company by market capitalisation
- 81,000 business customers
- 4 million personal customers across Australia & New Zealand
- Amongst the top 100 banks in the world
- Financial assets exceeding A\$180billion

CREDIT RATINGS	MOODYS	S&P
Short Term Debt	P-1	A1+
Long Term Debt	Aa3	AA-

INFORMATION	2001	2000	1999	1998	1997
Representation - World	1,056	1,087	1,147	1,205	1,473
No. of employees - World	22,501	23,134	30,171	32,072	36,830
No. of shareholders	181,035	179,244	214,151	151,564	132,450




## *Our Values*



CEO John  
McFarlane

- Put our customers first
- Perform and grow to create value for our shareholders
- Lead and inspire each other
- Earn the trust of the community
- Breakout, be bold and have the courage to be different





## Our Strategy

### Specialisation

- 16 businesses
- Detailed reporting
- Specialist competition
- Partnering

### e Transformation

- Automated delivery
- Human interaction
- Highest % penetration
- Significant cost saving

### Perform

- Ensuring “best in class” performance for shareholders, Customers, staff and the community

### Grow

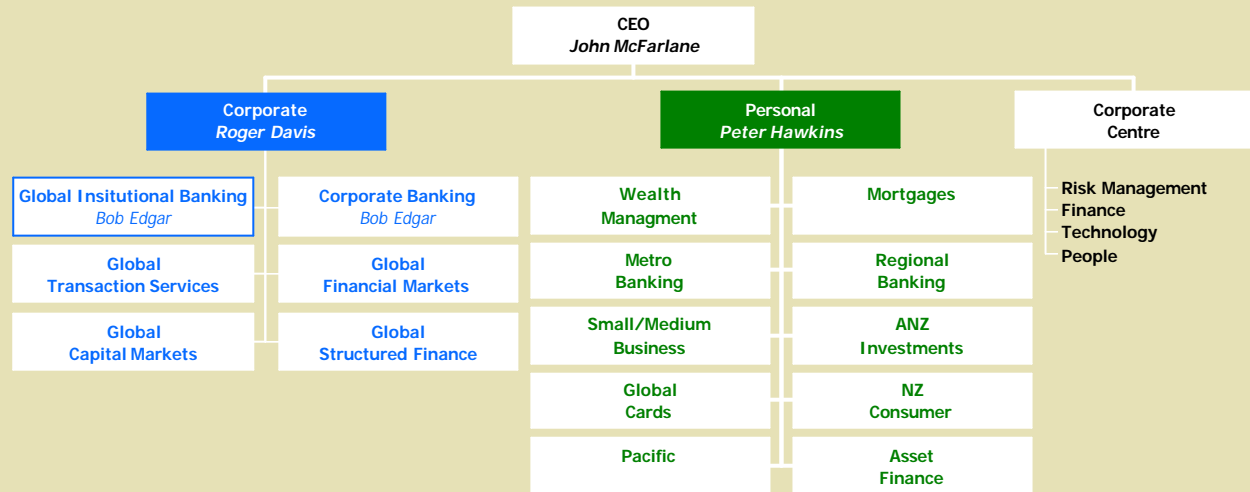
- Demonstrating strong growth momentum in core businesses
- Positioning ourselves in attractive high growth categories

### Breakout

- Being bold and different
- A high performance culture with a human face
- Technological leadership
- Strong domestic and regional strategic position



## How We're Organised



- 16 businesses
- Focus on **specialisation**, **e-transformation** and **growth**
- Partnership product delivery model

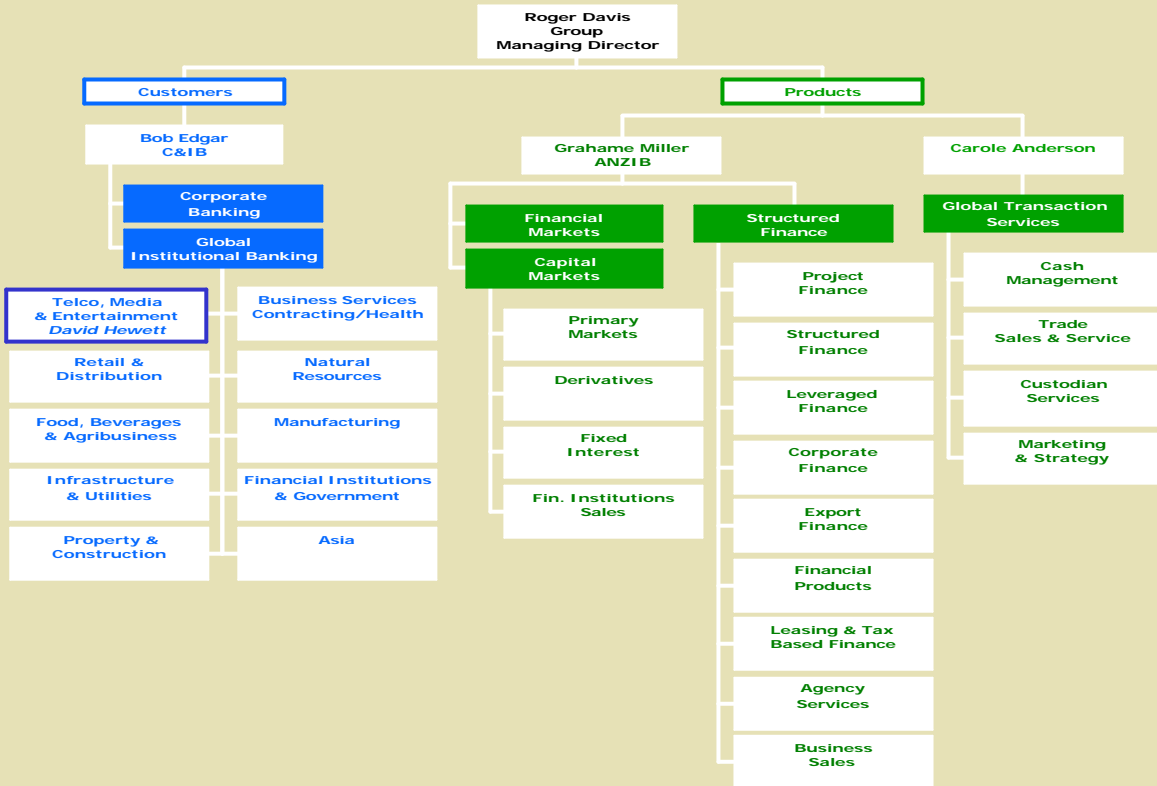


## ***Our Business An Overview***

- Corporate Financial Services brings together all of the businesses that serve our corporate customers globally such as Global Institutional Banking, Corporate Banking, ANZ Investment Bank and Global Transaction Services
- Global Institutional Banking services one-third of Australia/New Zealand corporates and provides international commercial banking products to leading corporates across the Middle East, South Asia and Asia Pacific
- Within CIB we have segmented our customer relationships into industry sectors, enabling us to build a comprehensive understanding of our customers and the industries in which they operate. One of these is the Telco, Media & Entertainment Group
- We are a relationship driven bank with:
  - A full suite of traditional and investment banking products
  - A solutions driven, innovative approach



## Our Business Focus on Corporate & Institutional Customers



- Traditional strong focus on corporate and institutional customers
- Relationship and product focus
- Partnerships recognise customers' strengths in specific financial services niches
- A pan-regional Asian focus



## **Telco, Media & Entertainment Group ("TME")**



- TME is recognised as a market leader in the provision of banking solutions to Australia/New Zealand telco and media companies
- TME's role is to understand client's business and financial objectives, to develop unique value-added solutions
- TME executives are the key contact points within ANZ - ensuring that the full range of ANZ's investment banking skills are focused on providing an integrated solution to our clients' financial needs
- We have had a long association and an on the ground presence in the telecommunications, media & entertainment sectors in Australia and globally through a dedicated team of individual experts located in London, New York and Singapore

# TME – How We Are Organised



David Hewett – Head of TME

## Australasia

## Global



- TME has 10 relationship professionals in Australasia dedicated to customers in the telecommunications and media industries supported by a team of 9 credit and risk professionals
- Physically represented in Sydney, Melbourne Auckland New York, Singapore and London



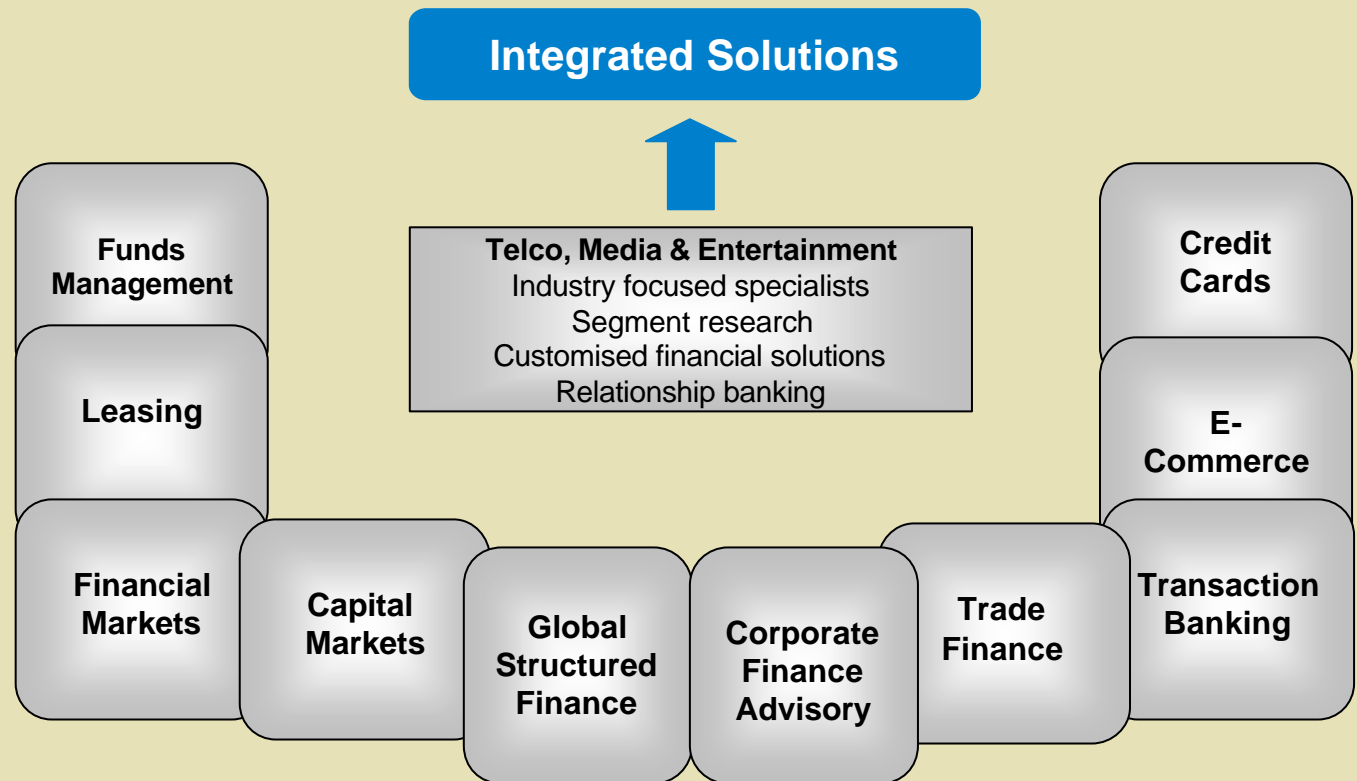


## *Our TME Agenda*

- Aim to be a Trusted Advisor to our customer relationships
- Maintain and sensibly build market position
- Better understanding of market universe/wallet
- ANZ way is the TME way
- “Smart” balance sheet usage
- Best practice product delivery and co-ordination
- Value add through human capital initiatives
- Execute strongly to bid for growth in human capital/balance sheet resources



## Delivering a Seamless Banking Service



## Full Suite of Bank and Investment Banking Products

TME is responsible for the relationship management and delivery of the banks products and services to the customer

### Telco, Media & Entertainment

- Delivers Integrated Corporate & Investment Banking Solutions
- Key contact for clients
- Global Client Relationship Management
- Balance Sheet Credit Facilities
- Industry research and analysis

### Corporate Finance

- Corporate Advisory Services
- Corporate Valuations
- Mergers & Acquisition
- Privatisation advisory services
- Retail Equity Dealings
- Option and Futures Trading
- Research
- Equity Underwriting

### Structured Finance

- Project Finance
- Corporate Finance
- Equity as principal
- Tax structuring, domestic and off-shore
- Senior debt arranging, underwriting and participation

### Transaction Banking

- Cash Management Services
- Electronic Banking
- Bill Collection
- Cheque Outsourcing
- eCommerce
- Advisory
- Merchant Services
- Purchasing Cards

### Financial Markets

- Foreign Exchange
- Derivatives
- Capital Markets Activities
- Specialist Funds Management
- Money Markets
- Agency
- Securitisation
- Equity Swaps
- Complex Derivatives

## Our Track Record

**ANZ has a reputation for innovative successful solutions...**

Telecommunications	Telstra/PCCW IP Backbone (Reach)	SingTel Optus Finance Pty Ltd	Telstra Saturn Limited	Village Roadshow Limited
	US\$1.5b	A\$2b	NZ\$900m	A\$220m
	<b>Arranger</b> Reach acquisition funding	<b>Joint Lead Arranger</b>  Multi-Option Syndicated Debt Facility	<b>Arranger</b>  Project financing for construction of national fibre optic/coaxial cable network	<b>Lead Arranger and Underwriter</b>  General purpose funding facility
	Feb 2001 <i>Australia</i>	Dec 2000 <i>Australia</i>	Aug 2000 <i>New Zealand</i>	Oct 2000 <i>Australia</i>
Media	Network Ten	Hutchison Telecom	AAPT Limited	Consolidated Press Holdings Limited
	A\$700m	A\$425m	A\$600m	A\$1.5b
	<b>Lead Manager</b>  Working Capital Facility	<b>Co-Arranger</b>  MTN Program Corporate Funding	<b>Arranger and Program Manager</b>  Combined CP/MTN Program	<b>Debt Adviser and Lead Arranger</b>  Syndicated corporate facility
	April 2001 <i>Australia</i>	Nov 2001 <i>Australia</i>	Aug 2000 <i>Australia</i>	Sept 2000 <i>Australia</i>

## Our Track Record

**ANZ has a reputation for innovative successful solutions...**

**Broadcasting**

**Southern Cross Broadcasting (Aust) Pty Limited**

**A\$220m**

**Lead Arranger and Underwriter**

Acquisition finance and general purpose funding facility

Oct 2000 *Australia*

**Telecommunications**

**SingTel Optus Limited**

**A\$65m**

**Arranger and Underwriter Synthetic Lease & Receivables**

Purchase Financing of Internet Protocol Centre

April 2001 *Australia*

**Telecommunications**

**IP1 (Australia)**

**A\$65m**

**Arranged and underwritten**

Construction of trans-Australia fibre cable

Dec 2001 *Australia*

**Telecommunications**

**SingTel Optus Finance Pty Ltd**

**A\$1b**

**Lead Arranger**

Combined CP/MTN Program

Nov 1999 *Australia*

**Broadcasting**

**APN News & Media Limited**

**A\$850m**

**Lead Arranger**

Acquisition of Wilson & Horton

Dec 2001 *Australia*

**Cables**

**Thuraya Satellite Communications Co.**

**US\$600m**

**Arranger and Underwriter**

Financing of satellite communications services in the Middle East and Asia

Aug 1999 *Asia*

**Cables**

**Southern Cross Cables Network**

**US\$950m**

**Lead Arranger, Underwriter and Bookrunner**

Syndicated Project Financing of submarine cable between Australia, New Zealand & USA

March 2001 *Australia/USA*

**Telecommunications**

**Telecom NZ Limited**

**NZ\$1.6b**

**Lead Manager**

Financing for acquisition of 80% of AAPT

Sept 2000 *New Zealand*



## Recognition of Our Performance



Our domestic operations are recognised as competitively superior, having:

- the largest share of significant large corporate relationships<sup>1</sup>
- equal largest share of primary relationships among middle-market companies<sup>2</sup>
- highest relative level of customer satisfaction<sup>2</sup> consistently since 1996.

This expertise has been highly recognised in the following formal awards:

#1 **Best Bank in Australia**  
*US Global Finance Magazine 1999*

#1 **Arranger/Co-Arranger - Greater Asia**  
*Capital Data Loan 1999*

#1 **Asia Pacific Bank of the Year**  
*Project Finance International 2001*

#1 **Interest Risk Management**  
*BRW/KPMG Poll 1998*

#1 **Domestic Commercial Paper**  
*Asia Money 1999*

#1 **FX House All Round Excellence**  
*Asia Money 1999*

#1 **AUD/USD Currency Options Bank**  
*Risk Magazine 1999*

#1 **Australia's Business Lender of the Year**  
*Personal Investor Magazine 2000*

#1 **Best FX Bank of the Year**  
*INSTO Magazine 2000*

#1 **Best Project Finance Bank Asia Pacific**  
*Global Fin@nce*

#1 **No. 1 Trade Services Provider in Australasia**  
*Brendon Wood International*

1. Source 2000 Greenwich Associates  
2. Source 2000 Roberts Research