

## **Mark Whelan**

My name is Mark Whelan and I am the Managing Director of Institutional Business in Asia. I've only recently moved to Hong Kong. I was based in Singapore in the early part of the year, in January – had four or five months in Singapore and then moved to Hong Kong. So I've been here about two or three months and well settled in now.

My role in Asia is to effectively build our institutional business to a very substantial business. Currently that entails having responsibility for our relationship manager group, as well as our markets business our working capital business and our corporate finance business. So we're growing pretty aggressively across Asia but specifically focused on a certain number of strategic areas: Greater China, India, Vietnam, Malaysia and Indonesia, and building up the trading hubs of both Singapore and Hong Kong.

So we've got a strategy of building our franchise, our customer business in each of those regions and then we'll focus at a later date in building out Thailand, South Korea and Cambodia/Laos.

The type of people that succeed at ANZ I think, in particular where we are now where it's almost like a renewal of the organization with our new strategy, new senior management – I think people that really have an entrepreneurial element to what they want to do in that – and I don't mean that in the negative sense, I mean it in the positive sense – in that they're committed and proactive, they don't need to be told necessarily what to do, they just get on with it. When you've got the size of the opportunities that we have in Australia as well as in Asia, and New Zealand to a degree, where we've got very great growth opportunities you don't really want people sitting back you want people aggressively going after their business, growing their business. So people that have that proactivity and desire to really move ahead quickly is what we're looking for. Because the opportunities are great, but the pace that we have to go after them is great, so therefore we need people with that kind of mindset I think. If I had to sum up ANZ in three words, and they're positive words, it would be challenging, opportunity and demanding. We need to be focused on our opportunities, meeting our challenges and just growing and taking the opportunities we have and demanding more of ourselves and more of the organization.