

GENERAL INFORMATION ABOUT COSTS AND CHARGES

AUSTRALIA AND NEW ZEALAND BANKING GROUP LIMITED
LONDON BRANCH

NOVEMBER 2017



1. INTRODUCTION

Unless otherwise expressly agreed, any firm or indicative price you receive from Australia and New Zealand Banking Group Limited, London Branch ("**ANZ London**") is an "all-in" price that incorporates:

- The price of the financial instrument including any bid-offer spread;
- Costs related to execution of the transaction including venue fees, clearing and settlement fees and other fees paid to third parties involved in the execution of the transaction (transaction and execution costs); and
- Sales margin or mark-up

ANZ London's all-in prices are tailored to individual counterparties and are based on a broad range of standard commercial factors, including but not limited to, market conditions, ANZ London's own costs and transactions and ANZ London's relationship with the counterparty, including the nature and extent of services previously provided or anticipated. ANZ London has discretion to offer different prices to different counterparties for the same or substantially similar transactions.

Unless otherwise stated, the disclosure in this document applies to all MIFID Investment Services provided to you by ANZ London.

2. COSTS

(a) Explicit costs and charges

As a liquidity provider, ANZ London trades with its counterparties on a principal basis, and as such, where you face ANZ London on a transaction, there will be no brokerage, custodian fees or other fees levied directly on the transaction by ANZ London or other parties. ANZ London does not act as agent.

(b) Mark-up or Sales Margin

ANZ London may add a mark-up or sales margin to trades which may be embedded in the all-in price. ANZ London's mark-up is generally an amount appropriate to cover our fixed and variable costs of providing this service to you, as well as generate a reasonable return for ANZ London.

As any mark-up is embedded in the price of the financial instrument, it would not be billed for by ANZ London separately. Clients will pay this through the spread charged on the particular financial instrument.

(c) One off charges

Should a client wish to terminate, amend, partially unwind, upsize, or change significant terms of a transaction, ANZ London may charge an additional margin to provide this service. In this instance, clients would pay this through the spread charged on the particular instrument.

(d) Ongoing and incidental costs

Unless it otherwise expressly stipulated in a financial product's terms, conditions or any prospectus, ANZ London does not charge fees on any product on an ongoing basis, nor does it charge incidental costs.

(e) Research services

ANZ London's Terms of Business disclose the acceptable minor non-monetary benefits ANZ London will provide to clients. As a result ANZ London's 'extended research' package will be subject to a subscription based charged as separately agreed and communicated to you. Clients will be separately invoiced for this service.

(f) Structured products

ANZ London is required to provide a breakdown of costs and charges, as well as provide an analysis of the impact of such costs and charges on a simulated basis, where a product includes an embedded derivative. This information will be presented to you in your term sheet prior to transacting.

3. DISCLOSURE OF COSTS AND CHARGES AND ANNUAL STATEMENT

ANZ London will provide you with an annual statement which will detail the amount of any costs and charges per transaction, incurred over the period. The exact formatting of the report may differ from that presented below.

Unless otherwise agreed, Costs and Charges will be expressed in the format as set out in Section 3a. and 3b. below. Due to the nature of the types of costs and charges that ANZ London charges, as detailed in this disclosure, ANZ London considers this format to include the full itemised breakdown of costs and charges, and does not consider these amounts capable of further breakdown.

Please Note:

Amounts for costs and charges disclosed herein are estimations based on assumed amounts and example notionals and mark-up percentages. These may not reflect the exact notional, percentage mark-up or basis point spread for each of your transactions, meaning the actual amount of costs and charges you incur may deviate from the below. As it is not possible to calculate these costs and charges without making estimates and assumptions as to the basis of calculation, they may not form an appropriate basis to make meaningful comparisons with costs and charges of other service providers and counterparties which provide you with similar disclosures pursuant to the same or equivalent regulatory requirements.

a. Cost and charges – worked example as at End 2018:

Cost Element	Asset Class	Deal ID	Deal Date	Maturity	Notional in AUD	Live/Dead	Costs & Charges in AUD	Costs & Charges % (of AUD notional)
Incidental Costs	N/A	N/A	N/A	N/A	N/A	N/A	0	0
Financial Instruments	FX	1234	18/1/18	24/2/18	1000000	Dead	100	0.01
Financial Instruments	FX	1255	1/2/18	1/3/18	10000000	Dead	1100	0.011
Financial Instruments	FX	3211	2/3/18	2/5/19	10000000	Live	0	0
Financial Instruments	FX	1366	2/6/18	2/5/19	15000000	Live	4500	0.0233
Financial Instruments	IR	6542	20/8/18	20/2/23	3000000	Live	15363	0.5121
Financial Instruments	Com	3654	2/11/18	2/5/19	5000000	Live	11585	0.2317
Financial Instruments	NDF	312654	17/5/18	17/5/19	5213465	Live	5826	0.1112
Ancillary Services	Research	Res123	03/01/18	31/12/18	N/A	N/A	1857	N/A

b. Totals:

Cost Element	Asset Class	Aggregate Notional	Number of Trades	Costs and Charges in AUD	Cost and Charges % (of AUD notional)
Incidental Costs	N/A	N/A	0	0	0
Incidental Costs	Total	N/A	0	0	0
Financial Instruments	FX	36,000,000	4	5,700	0.0158
Financial Instruments	IR	3,000,000	1	15,363	0.5121
Financial Instruments	Com	5,000,000	1	11,585	0.2317
Financial Instruments	NDF	5,213,465	1	5,826	0.1112
Financial Instruments	Total	49,213,465	5	38,474	0.0782
Ancillary	Research	N/A	1	1,857	N/A
Ancillary	Total	N/A	1	1,857	N/A
Total		N/A	6	40,331	N/A

4. FX RATES USED FOR INFORMATION PURPOSES ONLY

ANZ has normalised the measure of the numbers in the report to \$AUD for consistency and ease of comparison. These numbers are calculated at the mid-price based off the end of day FX rate on a particular transaction and should only be used for information purposes. Any and all settlement of the underlying financial instruments will be as per the contractual terms. If required, any further FX conversion required upon settlement can be negotiated with your ANZ sales representative at the prevailing market price.