Michael Smith
Chief Executive Officer

AGM 2009
ANZ remains in a strong position

- One of 11 AA rated banks globally
- Strongest tier 1 capital position of Australian banks
- 33rd largest bank globally by market capitalisation

*Includes the RBS assets and ING Joint Venture acquisitions and post 30 September Hybrid announcements

AGM 2009
Australia more favourable export position

Annual trade growth

- Australia
- United States
- Japan
- UK

Annual % change

2004 2005 2006 2007 2008 2009

AGM 2009
Australian banks are in a healthier position

Bank loan losses by geography (US$b)

- US: ~866
- Europe: ~211
- UK: ~168
- Australia: 18

- More than 130 US banks have folded
- Over US$1.2 trillion in total bank write downs
- Australian banks have reported A$21b (US$18b) in credit provisions
ANZ’s Super Regional strategy

**RESTORE**
- Institutional back to system
- Restore ‘JAWS’
- Drive Asia profit
- Capture existing opportunities
- Strategic cost management

1 – 2 years

**OUTPERFORM**
- Quality on par with global leaders
- Best of breed customer experience
- In-fill mergers and acquisitions
- Unlock the value of franchise

2 – 5 years

**TRANSFORM**
- Create a leading Super Regional Bank
- Global quality, regional focus

5+ years

AGM 2009
Progressing well on the journey

RESTORE

- Institutional back to system ✔
- Restore ‘JAWS’ ✔
- Drive Asia profit ✔
- Capture existing opportunities ✔
- Strategic cost management ✔

AGM 2009
Benefits of a strong banking position

- Attract deposits
- Pick of new clients
- Reprice for risk

AGM 2009
Benefits of a strong banking position

- Attract deposits: 14%
- Pick of new clients
- Reprice for risk: 16 bp

Group Customer Deposits
- 2008: $205b
- 2009: $233b

Group Net Interest Margin (basis points)
- 2008: 201
- 2009*: 217

* 229 including impact of derivatives
Regional profit contribution

Australia AU$: 2,560 (Up 13%)
Asia Pacific, Europe & America AU$: 699 (Up 81%)
New Zealand AU$: 513 (Down 32%)
Institutional division AU$: 1,401 (Up 82%)

AGM 2009
Strengthened business significantly

Strong balance sheet
- Tier 1 Capital 10.0%
- Liquidity portfolio >$60b

Strong provision coverage
- Provisions / Credit RWA 1.97%

Strong management board
- > 300 years banking experience

AGM 2009
Asia will continue to drive economic growth

Forecast GDP Growth

AGM 2009
Asia accounts for majority of Australia’s trade flows

Australia – Major country two way trade flows

$\text{b}

2000 2001 2002 2003 2004 2005 2006 2007 2008 2009

US  EU  China  Japan

AGM 2009
Strategic Acquisitions

RBS Asian Assets

Strengthened retail and wealth platform in Asia

- 6 countries
- 54 branches
- ~2 million customers
- $9b in deposits
- $4b in loans

AGM 2009
Strategic Acquisitions

ING Australia & New Zealand JV

- Manufacture and distribution of wealth products
- Equity owned advisor networks
- Administration platforms

Pre acquisition
- ING 51%
- ANZ 49%

Post acquisition
- ANZ 100%

Landmark Financial Services (LFS)

- Acquired LFS Assets and Liabilities
- $2.4b in loans, $300m in deposits, Over 10,000 customers

AGM 2009
A leading Super Regional bank

**OUTPERFORM**

- Quality on par with global leaders
- Best of breed customer experience
- Unlock the value of franchise

**RESTORE**
- Institutional back to system
- Restore "JAWS"
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2 – 5 years

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5+ years
Management board members

Graham Hodges

Peter Marriott

AGM 2009
Management board members

Alex Thursby

Jenny Fagg

AGM 2009
Management board members

David Hisco

Chris Page
Management board members

Joyce Phillips

David Cartwright

AGM 2009
Management board members

Susie Babani

AGM 2009
38,000 ANZ people doing a great job for customers and the bank
ANZ’s new brand
ANZ Centre – 833 Collins Street
ANZ in 2009

1. Delivered a strong operating result
2. Reached a turning point
3. Among the strongest banks in the world