Charles Goode
Chairman

AGM 2009
Jerry Ellis

AGM 2009
RBA reduced official rates by 4.25%

<table>
<thead>
<tr>
<th>Month</th>
<th>RBA Cash Rate (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar-08</td>
<td>7.25</td>
</tr>
<tr>
<td>Sep-08</td>
<td>7.00</td>
</tr>
<tr>
<td>Oct-08</td>
<td>6.00</td>
</tr>
<tr>
<td>Nov-08</td>
<td>5.25</td>
</tr>
<tr>
<td>Dec-08</td>
<td>4.25</td>
</tr>
<tr>
<td>Feb-09</td>
<td>3.25</td>
</tr>
<tr>
<td>Apr-09</td>
<td>3.00</td>
</tr>
</tbody>
</table>
Australia has shown resilience

Real GDP growth (%)
Australia in good shape during the crisis

Budget Surplus / Deficit 2008

% of GDP

Korea, Sweden, Australia, Spain, Canada, Germany, Japan, Italy, France, UK, US
Reserve bank and government responses were prompt.
Government net debt is low on an international basis

Government net debt, 2009

% of GDP

Korea, Sweden, Australia, Spain, Canada, UK, France, Germany, US, Italy, Japan

2010 estimate
Australian major bank new term wholesale funding issuances

Australian major bank and NZ subsidiary wholesale funding new issuances (US$ m equivalent)

Source: Citigroup, ANZ
Equity markets remain fragile

ASX All Ordinaries Index

30 Sep 09 14 Oct 09 28 Oct 09 11 Nov 09 25 Nov 09 09 Dec 09

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## 2009 Financial Performance

<table>
<thead>
<tr>
<th></th>
<th>FY09</th>
<th>FY09 v FY08</th>
</tr>
</thead>
<tbody>
<tr>
<td>Statutory Profit</td>
<td>$2.9b</td>
<td>11%</td>
</tr>
<tr>
<td>Statutory EPS</td>
<td>131.0c</td>
<td>23%</td>
</tr>
<tr>
<td>Underlying Profit</td>
<td>$3.8b</td>
<td>10%</td>
</tr>
<tr>
<td>Underlying EPS</td>
<td>168.3c</td>
<td>4%</td>
</tr>
</tbody>
</table>
## Lending Growth in Australia

<table>
<thead>
<tr>
<th></th>
<th>2008</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Mortgages ($b)</strong></td>
<td>129</td>
<td>141</td>
</tr>
<tr>
<td>up 10%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Commercial ($b)</strong></td>
<td>44</td>
<td>44</td>
</tr>
<tr>
<td>flat</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Institutional ($b)</strong></td>
<td>62</td>
<td>49</td>
</tr>
<tr>
<td>down 20%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

AGM 2009
<table>
<thead>
<tr>
<th>Region</th>
<th>FY09 (Profit after tax)</th>
<th>FY09 v FY08</th>
</tr>
</thead>
<tbody>
<tr>
<td>Australia</td>
<td>$2,560m</td>
<td>13%</td>
</tr>
<tr>
<td>APEA</td>
<td>$699m</td>
<td>81%</td>
</tr>
<tr>
<td>New Zealand</td>
<td>$513m</td>
<td>34%</td>
</tr>
</tbody>
</table>
Profit and loss impacts

Underlying Revenue & Expense growth (FY09 v FY08)

- Revenue: 17%
- Expenses: 12%

Provision charge* ($m)

- 2008: 1,948
- 2009: 3,005

*Statutory basis
**Ordinary Equity raised in 2009 ($b)**

- **DRP / Underwrite**: 1.9
- **Share Purchase Plan**: 2.2
- **Institutional Placement**: 2.5

**Tier 1 capital Ratio (%)**

- Sep-08: 7.7
- Sep-09: 10.6
- Sep-09 Pro forma*: 10.0

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

- Short Term Wholesale
- Term Wholesale
- Total customer funding
- Hybrids & SHE

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## 2009 strategic acquisitions

<table>
<thead>
<tr>
<th>Company</th>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>RBS</td>
<td>Acquired certain banking operations in Singapore, Indonesia, Hong Kong, Taiwan, Vietnam, The Philippines</td>
<td>~$600m</td>
</tr>
<tr>
<td>ING</td>
<td>Full ownership of Australia and New Zealand ING Wealth Management Joint Ventures</td>
<td>~ $1.8b</td>
</tr>
<tr>
<td>Landmark</td>
<td>Acquired Landmark Financial Services, Australian loan and deposit books</td>
<td>$160m capital</td>
</tr>
</tbody>
</table>
Change in culture

From

- Silos
- Risk as a barrier
- Short term performance
- Tactical planning
- Short term profit

To

- One ANZ
- Risk as a key to business
- Long term performance
- Strategic planning
- Longer term strength

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Commitment to the community

“ANZ supported natural disaster recovery efforts in South East Asia” (2 October, 2009)

“ANZ commits AU$100,000 to support Pacific tsunami recovery efforts” (30 September, 2009)

“ANZ supports typhoon recovery effort in Taiwan with NTD 2,700,000 donation” (31 August, 2009)

“ANZ provides assistance package for customers affected by northern NSW floods” (2 April, 2009)
Pleasing progress with community programs
Recognising staff and diversity

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Recognising staff and diversity

AGM 2009
Recognised for customer performance and sustainability

"Socially Responsible Bank of the Year"

Dow Jones Sustainability Indexes
New regulations internationally are likely to require...

- Higher overall Tier 1 Capital levels
- Introduction of a gearing ratio
- Array of liquidity test requirements
Outlook for the year ahead

- Regional economic growth: Up
- Lending volumes: Up
- Competition: Up
- Doubtful debts: Down
- Net Profits: Up
Many factors impacting profit outlook

- Global markets income
- NZ doubtful debts
- High Australian dollar
- Greater number of shares to service

- Recovering economies
- Higher lending growth
- Improved Interest margins
- Lower overall provisions
- Strong Management
- Strong capital and liquidity positions