John Morschel
Chairman
Nigel Williams

Anne Weatherston
## 2011 Financial Performance

<table>
<thead>
<tr>
<th></th>
<th>FY11</th>
<th>FY11 v FY10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Statutory Profit</td>
<td>$5.4b</td>
<td>19% ↑</td>
</tr>
<tr>
<td>Statutory EPS</td>
<td>208.2c</td>
<td>16% ↑</td>
</tr>
<tr>
<td>Underlying Profit</td>
<td>$5.7b</td>
<td>12% ↑</td>
</tr>
<tr>
<td>Underlying EPS</td>
<td>218.4c</td>
<td>10% ↑</td>
</tr>
<tr>
<td>Dividend</td>
<td>140c</td>
<td>11% ↑</td>
</tr>
</tbody>
</table>
Real progress made on strategy

<table>
<thead>
<tr>
<th></th>
<th>2007</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Staff</td>
<td>34,000</td>
<td>49,000</td>
</tr>
<tr>
<td>Asian Branches</td>
<td>26</td>
<td>100</td>
</tr>
<tr>
<td>Customers</td>
<td>4 million</td>
<td>8 million</td>
</tr>
</tbody>
</table>
Tier 1 Capital Ratio

- 2007: 6.7%
- 2008: 7.7%
- 2009: 10.6%
- 2010: 10.1%
- 2011: 10.9%
Corporate Responsibility

Key Highlights

- Employee engagement up from 64% to 70% in 2011
- Recognised as an employer of choice for women in Australia
- Over 180,000 people have benefited from ANZ’s financial literacy programs
- Over 90,000 hours volunteered by ANZ employees

Our Framework

- Responsible Growth
- Thriving Communities
- Helping bridge urban & rural divides
- Financial Capability
- Education & employment opportunities

We live in your world

OUR BRAND PROMISE

OUR PURPOSE

OUR PRIORITIES
Economic Outlook

GDP annual % change

- US
- Euro Zone
- East Asia ex-Japan
- Australia

Source: Datastream, ANZ