NSW is a very important part of ANZ

- ANZ has operated in NSW for 171 years
- Almost 76,000 shareholders
- Nearly 3,600 staff
- 220 branches
9 new branch openings in NSW this year
Significant increase in employees

Approximately 5,000 staff added in last 4 years
(excluding acquisition of NBNZ)

<table>
<thead>
<tr>
<th>Year</th>
<th>ANZ</th>
<th>NBNZ</th>
</tr>
</thead>
<tbody>
<tr>
<td>2002</td>
<td>22,482</td>
<td></td>
</tr>
<tr>
<td>2003</td>
<td>23,137</td>
<td></td>
</tr>
<tr>
<td>2004</td>
<td>28,755</td>
<td>4,647</td>
</tr>
<tr>
<td>2005</td>
<td>30,976</td>
<td></td>
</tr>
<tr>
<td>2006</td>
<td>32,256</td>
<td></td>
</tr>
</tbody>
</table>
Dividends increased for 13\textsuperscript{th} successive year

Dividend per share (cents)
Good performance across businesses

<table>
<thead>
<tr>
<th>Division</th>
<th>Sep-06 v Sep-05</th>
<th>Cash NPAT ($m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Personal</td>
<td>↑ 22%</td>
<td>1,256</td>
</tr>
<tr>
<td>Institutional</td>
<td>↑ 11%</td>
<td>1,396</td>
</tr>
<tr>
<td>New Zealand*</td>
<td>↑ 20% NZD</td>
<td>1,006 NZD</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Geography</th>
<th>FY05 NPAT</th>
<th>FY06 NPAT increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>Australia</td>
<td>964 NZD</td>
<td>2,377</td>
</tr>
<tr>
<td>New Zealand</td>
<td>125</td>
<td>20% NZD</td>
</tr>
<tr>
<td>Asia</td>
<td>113</td>
<td>35%</td>
</tr>
<tr>
<td>Pacific</td>
<td>113</td>
<td>11%</td>
</tr>
</tbody>
</table>

* New Zealand Banking, which includes NZ Institutional
ANZ transformed over past 10 years

Market Capitalisation increased almost 5 times
(A$b)
- 1996: 10.6
- 2006: 52.4

Profit increased over 3 times
(NPAT A$m)
- 1996: 1,116
- 2006: 3,688
ANZ is a well balanced bank

FY06 profit contribution by Division*

- Partnerships & Private Bank: 19%
- New Zealand: 36%
- Institutional: 40%
- Personal: 5%

*Excludes Non Continuing Businesses, Group Centre, and non core items

FY06 profit contribution by Geography^

- Asia Pacific: 23%
- New Zealand: 66%
- Other: 4%
- Australia: 7%

^Excludes non core items
China is seeing a large population shift

China’s population distribution

Source: ANZ research
China expected to be the world’s largest economic power

GDP forecasts (US$ b)

- China
- US
- India
- Japan
- Australia

Source: ANZ Economics
## ANZ’s Asian Strategy

<table>
<thead>
<tr>
<th>Business</th>
<th>ANZ Network</th>
<th>International Partnerships</th>
</tr>
</thead>
<tbody>
<tr>
<td>Strategy</td>
<td>Meeting Banking requirements of Australia, NZ and Multinational Corporates and Private Bank and Ex-pat customers throughout Asia</td>
<td>Equity investments in local financial institutions in rapidly growing and developing Consumer and Small Business Banking markets</td>
</tr>
</tbody>
</table>
Increasing our presence in Asia
ANZ adopts the Equator Principles

Integrating care for the environment

coolchange
changing the way we do business

The Equator Principles
A benchmark for the financial industry to manage social and environmental issues in project financing

ANZ adopts the Equator Principles
ANZ’s new building ready in 2009

Minimum 5-Star Green Star Certified Rating signifies 'Australian Excellence'
Greater community commitment
Greater community commitment
Greater community commitment
Supporting customers affected by natural disaster

ANZ provides up to $1 million in assistance to customers impacted by Cyclone Larry

ANZ donates $70,000 to June bushfire victims

ANZ invests $1 million in drought-affected communities

ANZ to provide assistance for south-west WA customers affected by storm damage
Call centres to remain in Australia

ANZ. Best Call Centre in Australia, 3 years in a row.
And we’re here to stay.
Most engaged staff of all major Australian companies

High performance culture at ANZ

- 60% ANZ Group 2006 (60%)
- 81% Hewitt Best Employers 2005

- Average TSR = -9.6%
- Destructive Zone (25%)
- Serious Zone (40%)
- Indifferent Zone (40%)
- High Performance/Hewitt Best Employers Zone (25%)

Most engaged staff of all major Australian companies
Economic growth outlook positive

World economic growth (Real GDP)

Note: GDP based on 50 countries aggregated using 'purchasing power parity' weights.
Sources: National agencies, IMF, OECD and Economics@ANZ.
Provisions at unsustainably low levels

- FY06 individual provisions remarkably low
- Unusually high level of recoveries in FY06
- Provisions not expected to remain at such low levels

*Consumer includes Retail, Rural and Asset Finance businesses
Commercial includes Institutional Division, NZ Corporate & Commercial and Business Banking businesses
The material in this presentation is general background information about the Bank’s activities current at the date of the presentation. It is information given in summary form and does not purport to be complete. It is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. These should be considered, with or without professional advice when deciding if an investment is appropriate.

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