



ANZ STRATEGIES
FOR
EXECUTIVES

LARGE, CONCENTRATED SHAREHOLDINGS



Have you accumulated a lot of shares or share options because you currently or used to work for a listed company and have a large exposure to an individual stock?

An ANZ Executive Strategy may be right for you if...

- your entitlements have vested
- you wish to protect the value of your holding
- you wish to sell down your holding over a period of time at a price that suits you
- you would like to diversify your portfolio
- you have a minimum of \$100k of entitlements

PROBLEMS WE SOLVE

As a senior executive, share entitlements form a large part of my total assets. How can I protect the value of those shares and/or diversify my portfolio?

How can I fund a tax liability or any other liability or settlement?

How can I generate additional income from my shares ?

Would an index exposure be an alternative solution?

If I exercise and sell my deferred options/shares what are the changing tax treatment of executive entitlements and the impact on my future tax obligations?



How can I use my holding to help finance investments in other assets?

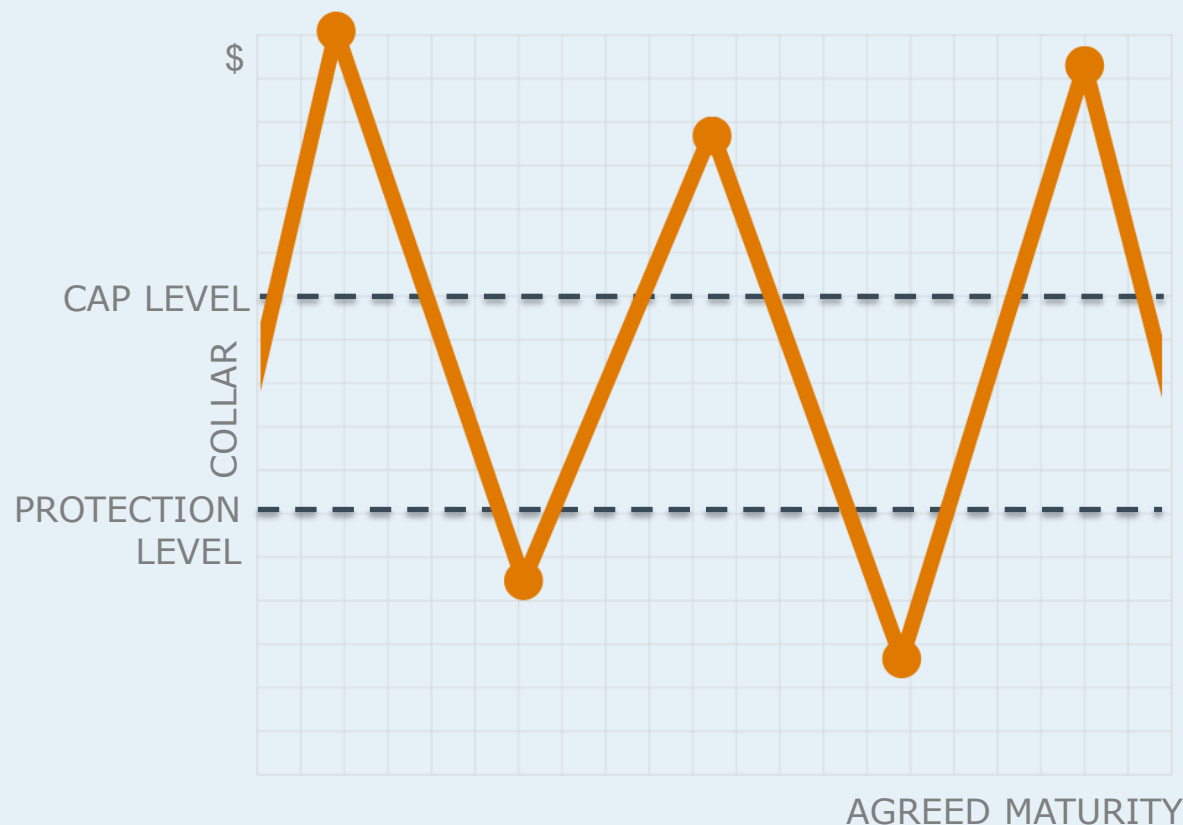
Do I need to maintain or increase my exposure to the company as part of my remuneration requirements ?

How can I manage my options/shares and maintain alignment with shareholders?

HOW WE SOLVE IT

Provide protection

You can obtain protection from adverse share price movements at an agreed share price level. You will pay a premium for this protection, however ANZ can work with you to reduce this cost by tailoring certain strategies that suit your needs.

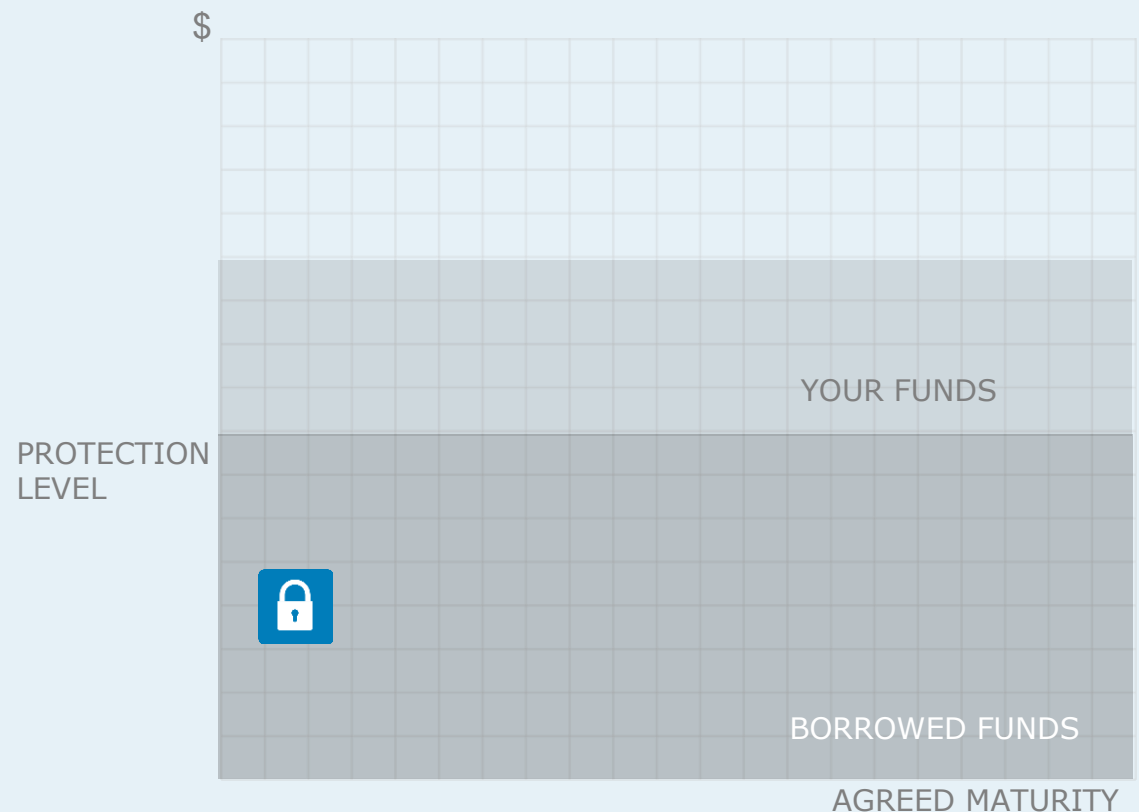


HOW WE SOLVE IT

Wealth Preservation and Wealth Creation

The protection applies to the shares up to an agreed level. Once the protection is in place, ANZ will lend against that holding*, allowing you to invest in other assets to diversify and potentially create wealth.

*Subject to credit approval



HOW WE SOLVE IT

Exercise your Options

We can assist by financing the exercise of options.

You can either:

- exercise and sell the shares and take the profit or;
- borrow to exercise the options and keep the shares - pay interest on the loan as you would any other loan. If you keep the shares, you may receive dividends which would offset against the interest cost.



HOW WE SOLVE IT

No margin calls apply

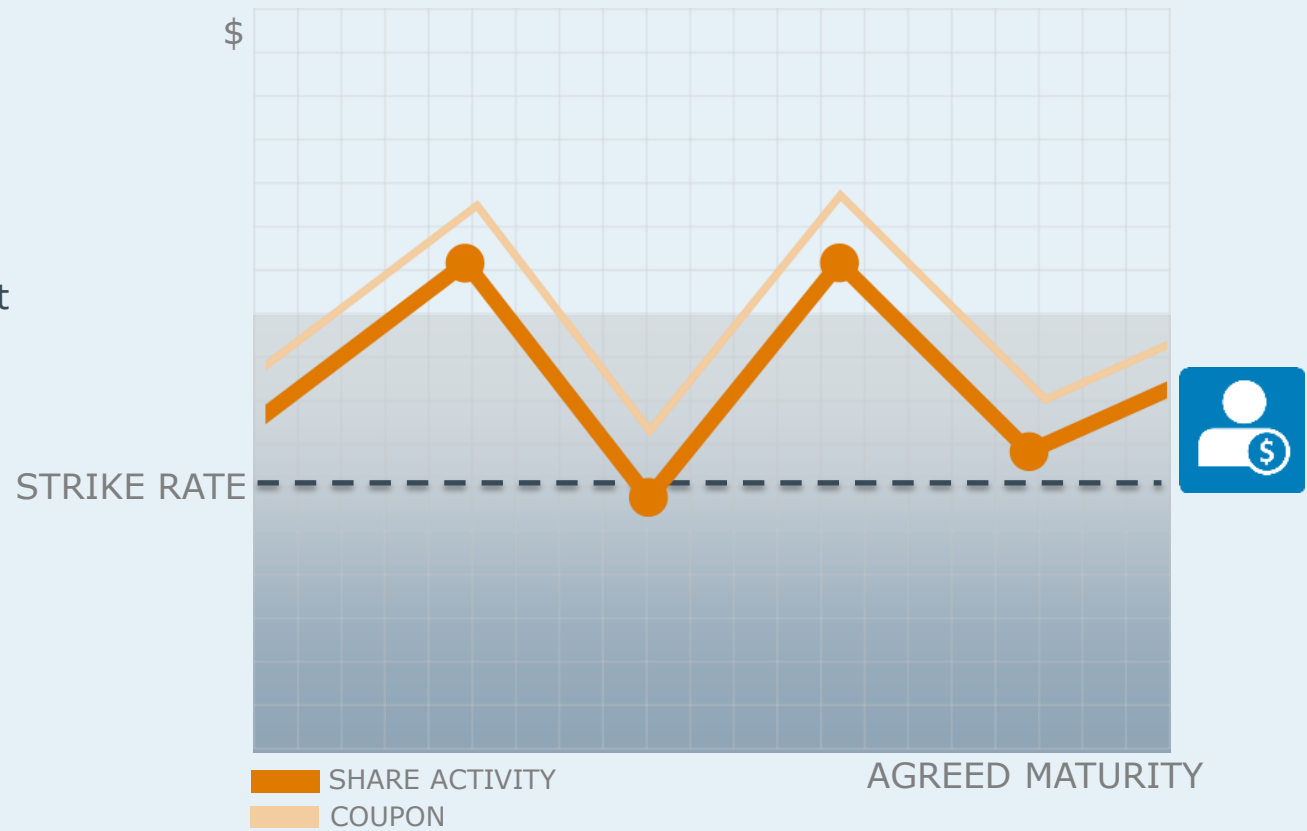
Lending is made against the protected shares, so there are no margin calls.



HOW WE SOLVE IT

Generate Income

If you hold the stock outright, then you may sell call options to ANZ against that holding to generate further income.



HOW WE SOLVE IT

Stock Sale

If you wish to sell some or all of your stock to fund tax payable or for any other reason, ANZ Equity Markets can assist with that too.



FEATURES AND BENEFITS



FEATURES

Protected Lending

Choice of protection levels and maturity

Borrow up to 100%

Invest in stocks and/or ETFs

Tax effective

ANZ's AA – credit rating



BENEFITS

No margin calls

Flexibility

No funds required

Diversification

Part of the interest on the loan is potentially tax deductible

Well rated counterparty

RISKS TO CONSIDER

- 1.** Capital protection only applies at maturity. You may choose to break the agreement early, however there may be break costs and protection will not apply.

- 2.** If your Loan and Protection Level is set below the purchase price, you will be exposed to a fall in the value of your Securities, to the Protection Level.

- 3.** There is a risk that ANZ will not be able to meet its obligations under the investment.

- 4.** There is a risk that you may not receive any return from your investment, as any capital gains, dividends and franking credits may be less than the interest, fees, premiums and costs that you pay for a Transaction.

- 5.** By using the Protected Reduced Rate Facility in respect of a Loan, the Collar Option, the Put Spread Collar or selling a Sold Call Option, you are limiting your participation in any increase in the value of the Securities to the Cap Level.

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