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Charles Goode
Chairman

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Peter Hay



Ian MacFarlane



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Alison Watkins



Michael Smith



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Peter Marriott



John Morschel



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Jerry Ellis



David Meiklejohn



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Lee Hsien Yang



Dr Greg Clark



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Jerry Ellis



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John Morschel



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A difficult period for financial services



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RBA reduced official rates by 4.25%

RBA Cash Rate (%)



Live Video Feed
of Speaker Here

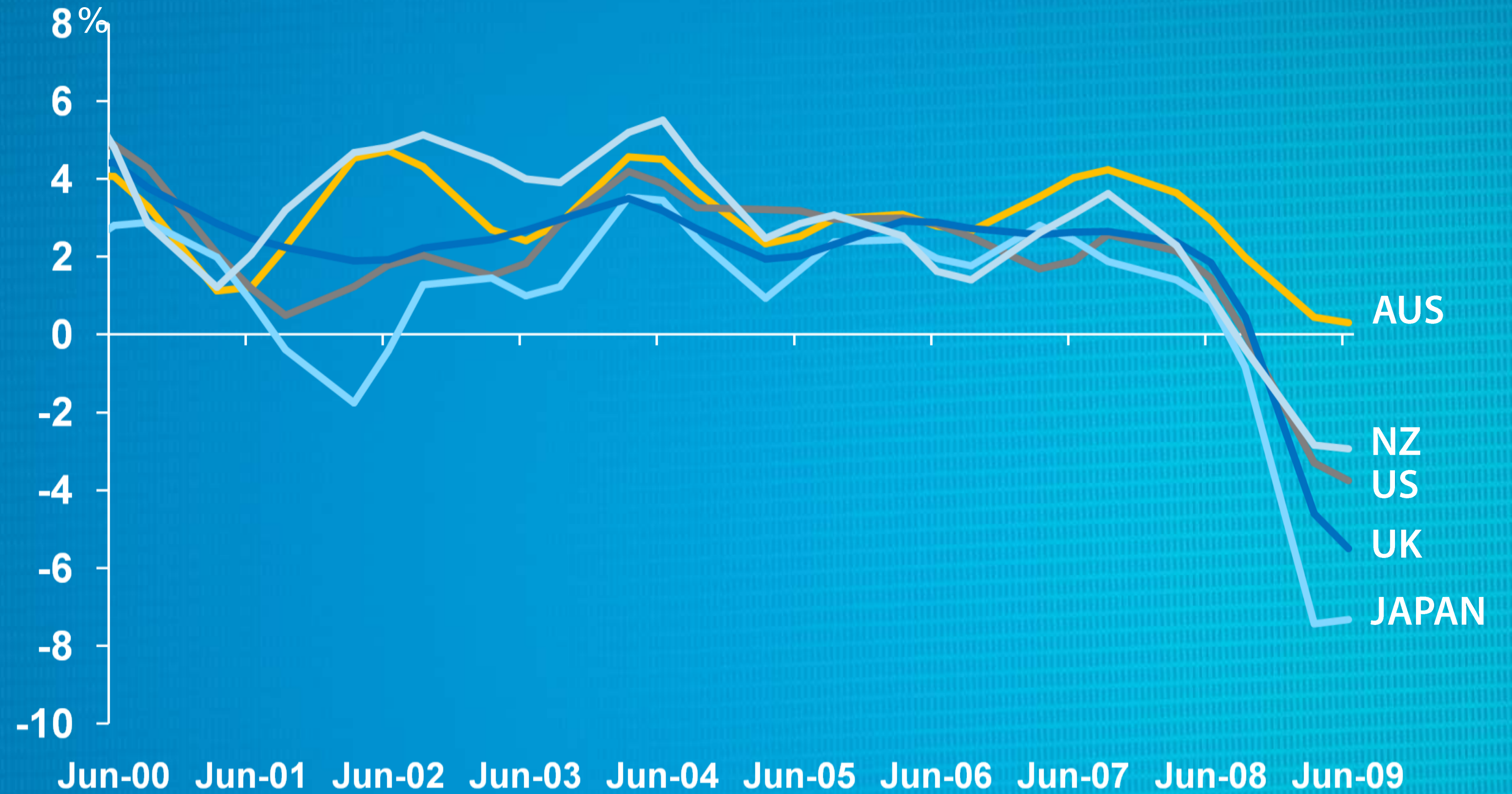
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Australia has shown resilience



Real GDP growth (%)



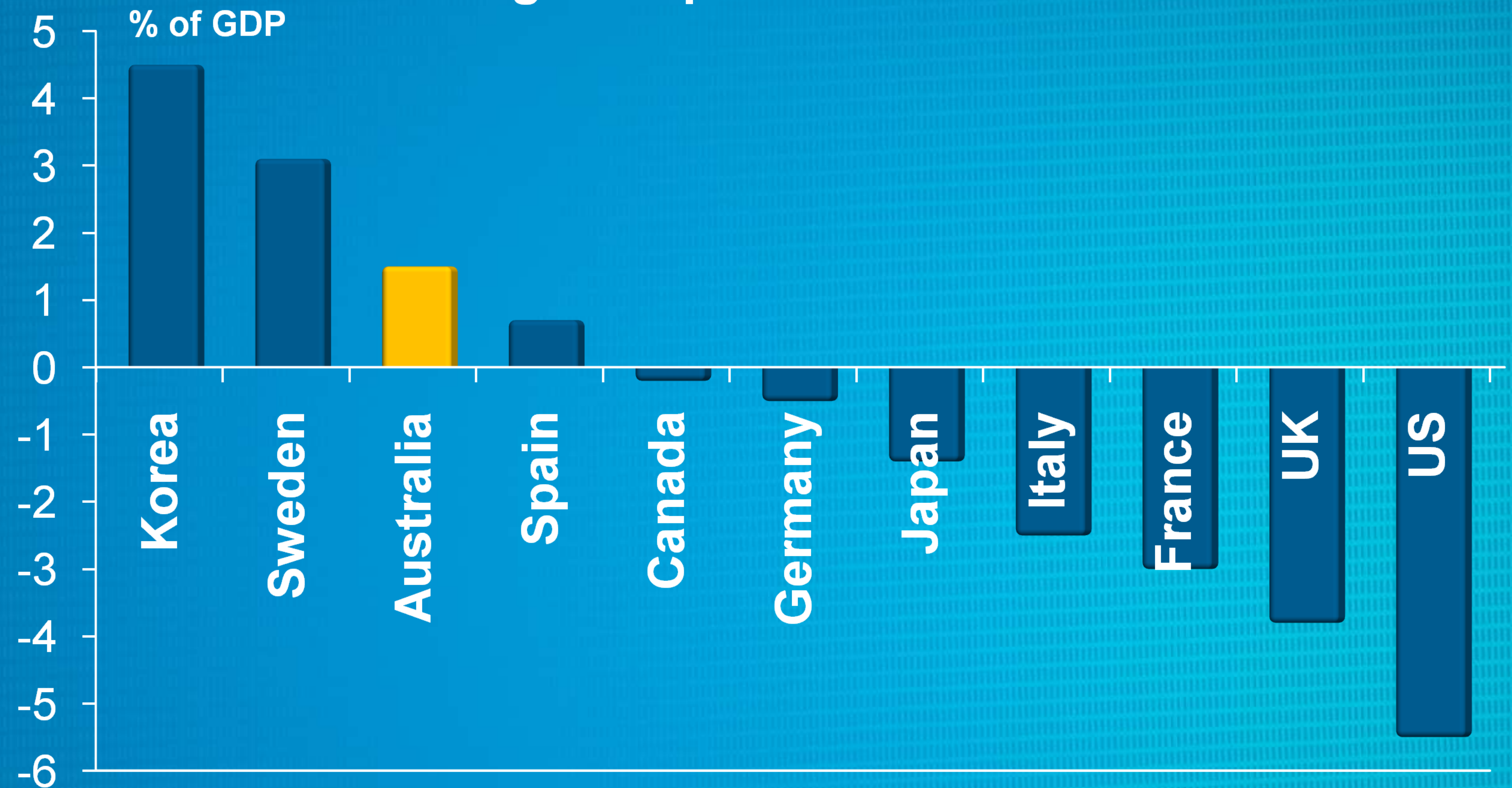
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Australia in good shape during the crisis



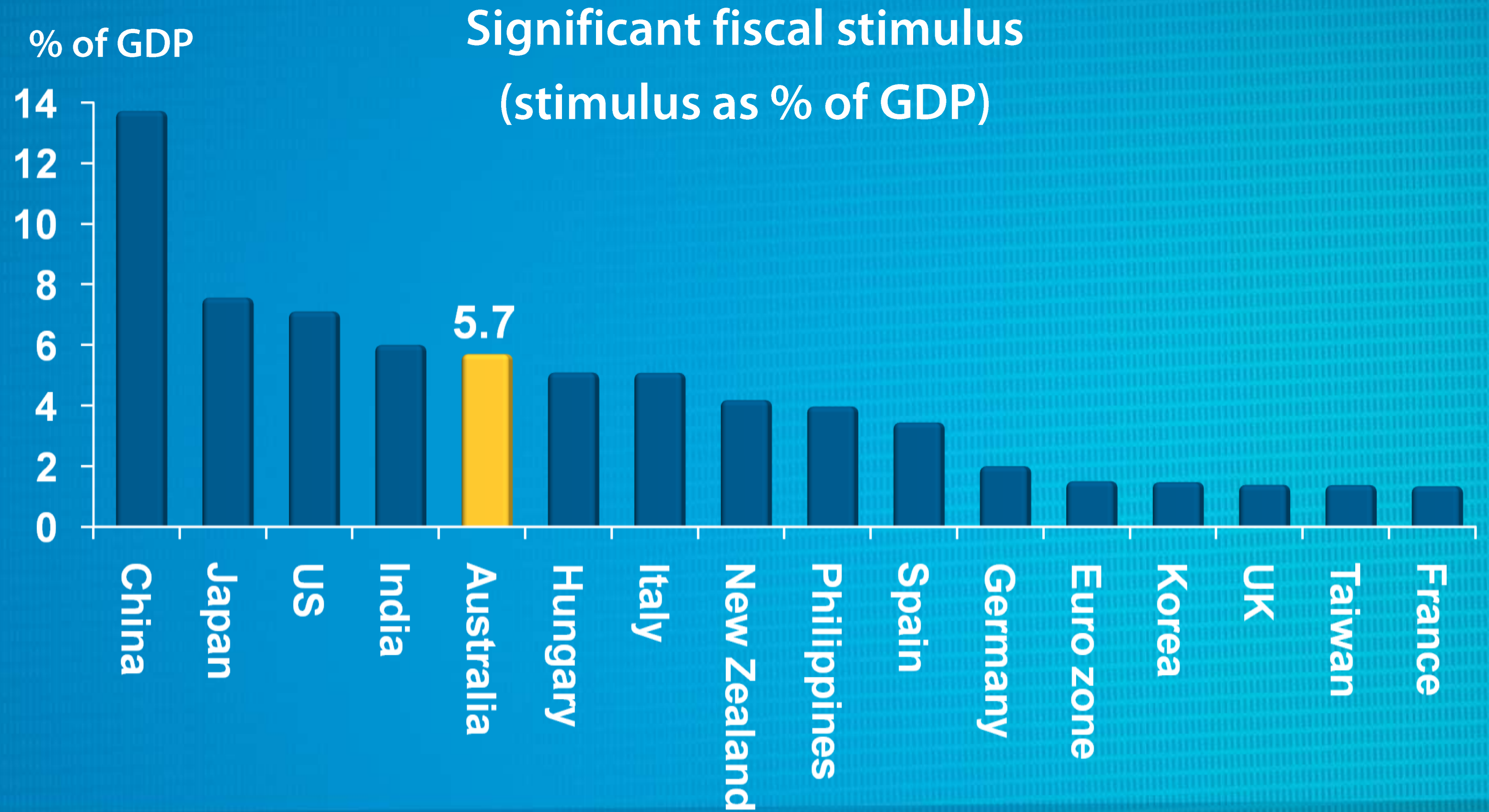
Budget Surplus / Deficit 2008



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Reserve bank and government responses were prompt



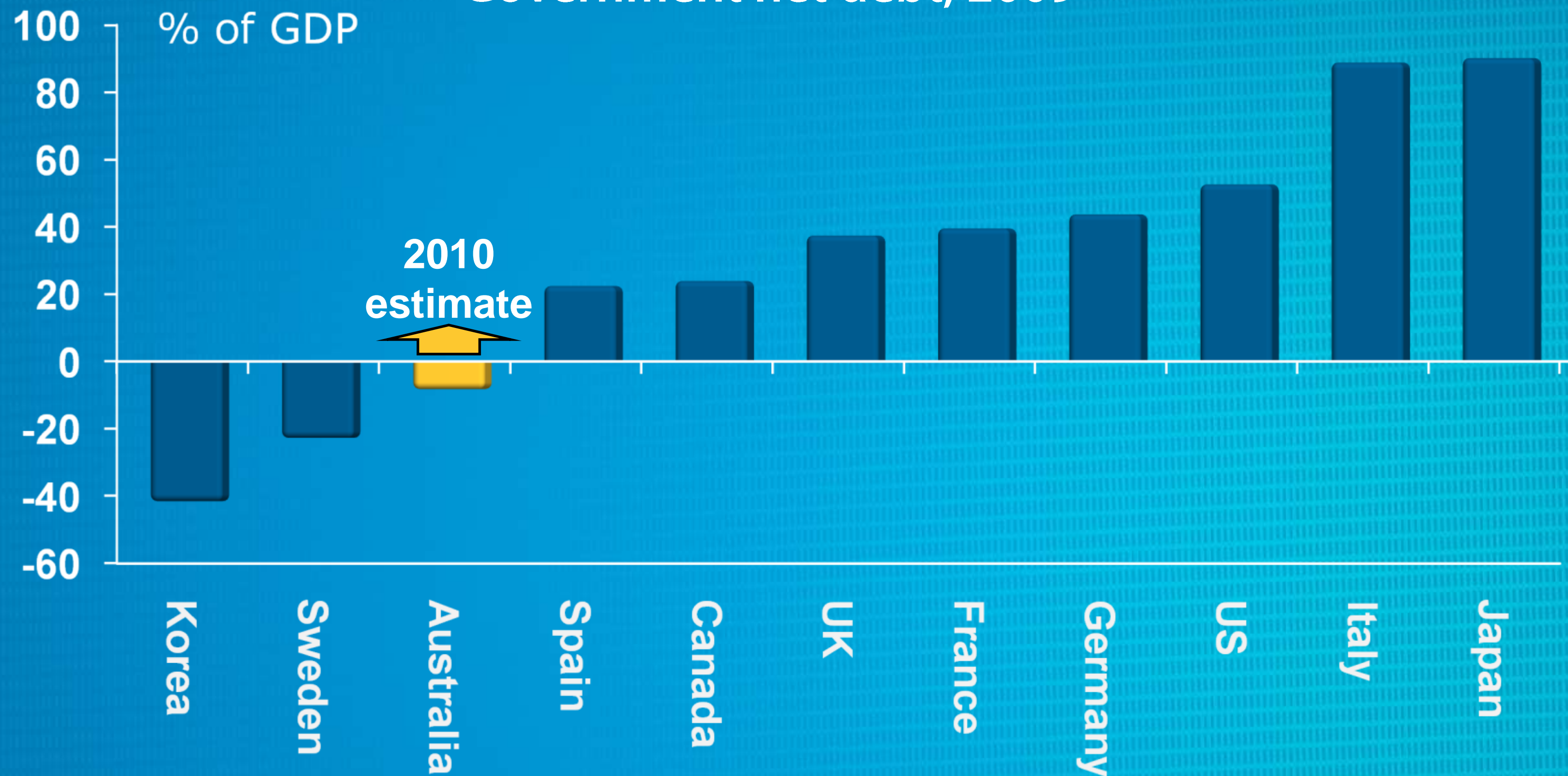
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Government net debt is low on an international basis

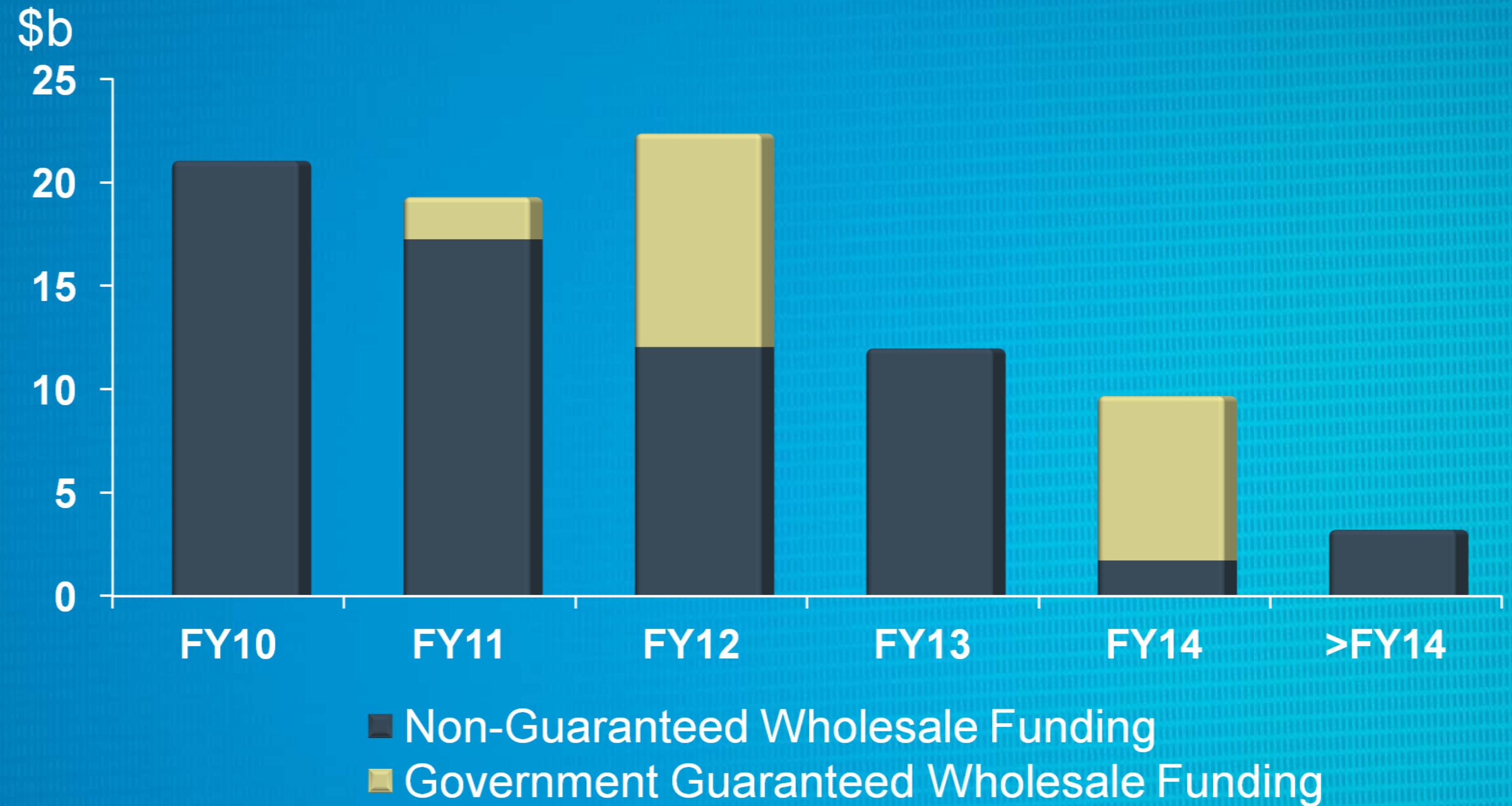
Government net debt, 2009



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ANZ Term Wholesale funding maturity profile



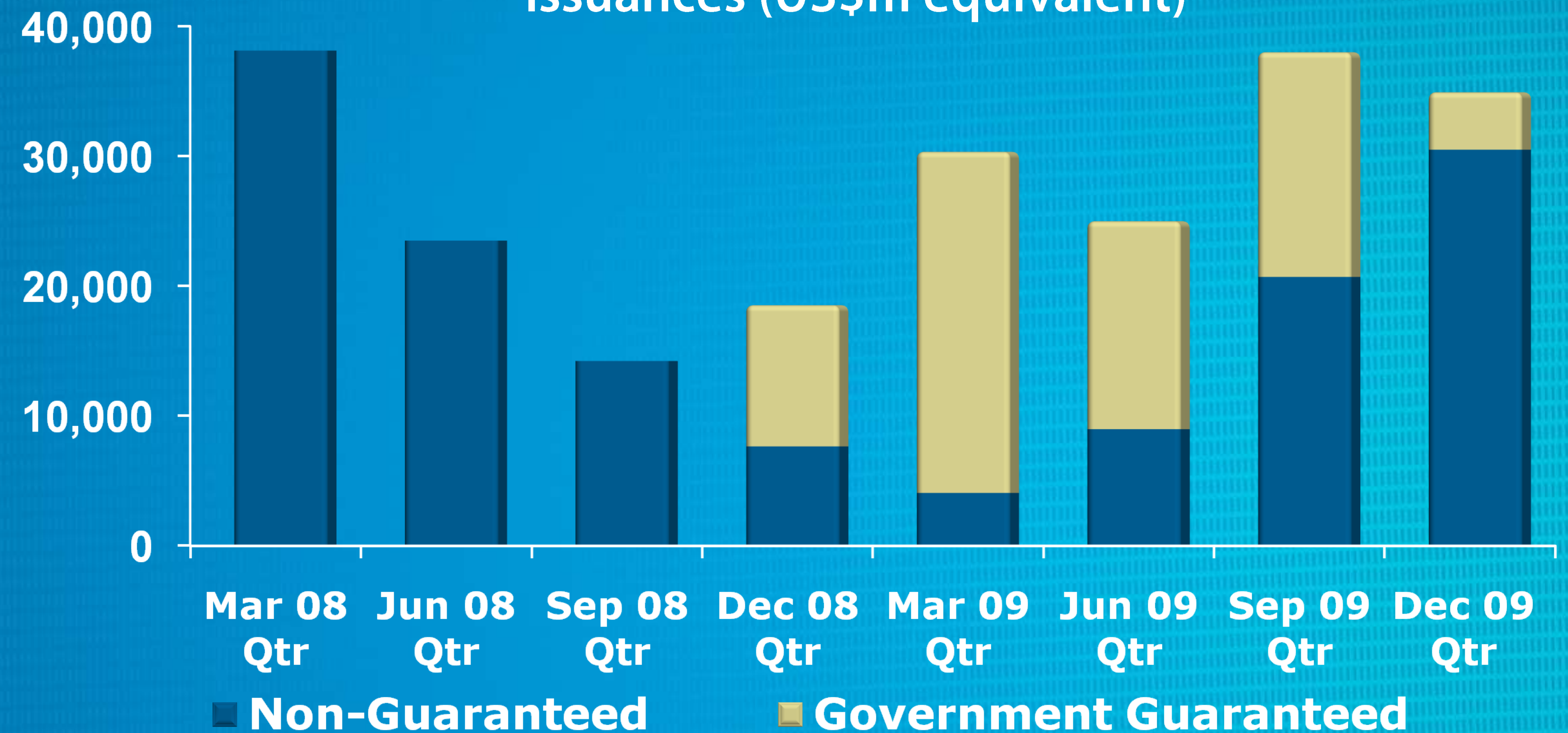
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Australian major bank new term wholesale funding issuances

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



Source: Citigroup, ANZ

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Equity markets remain fragile

ASX All Ordinaries Index



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2009 financial performance

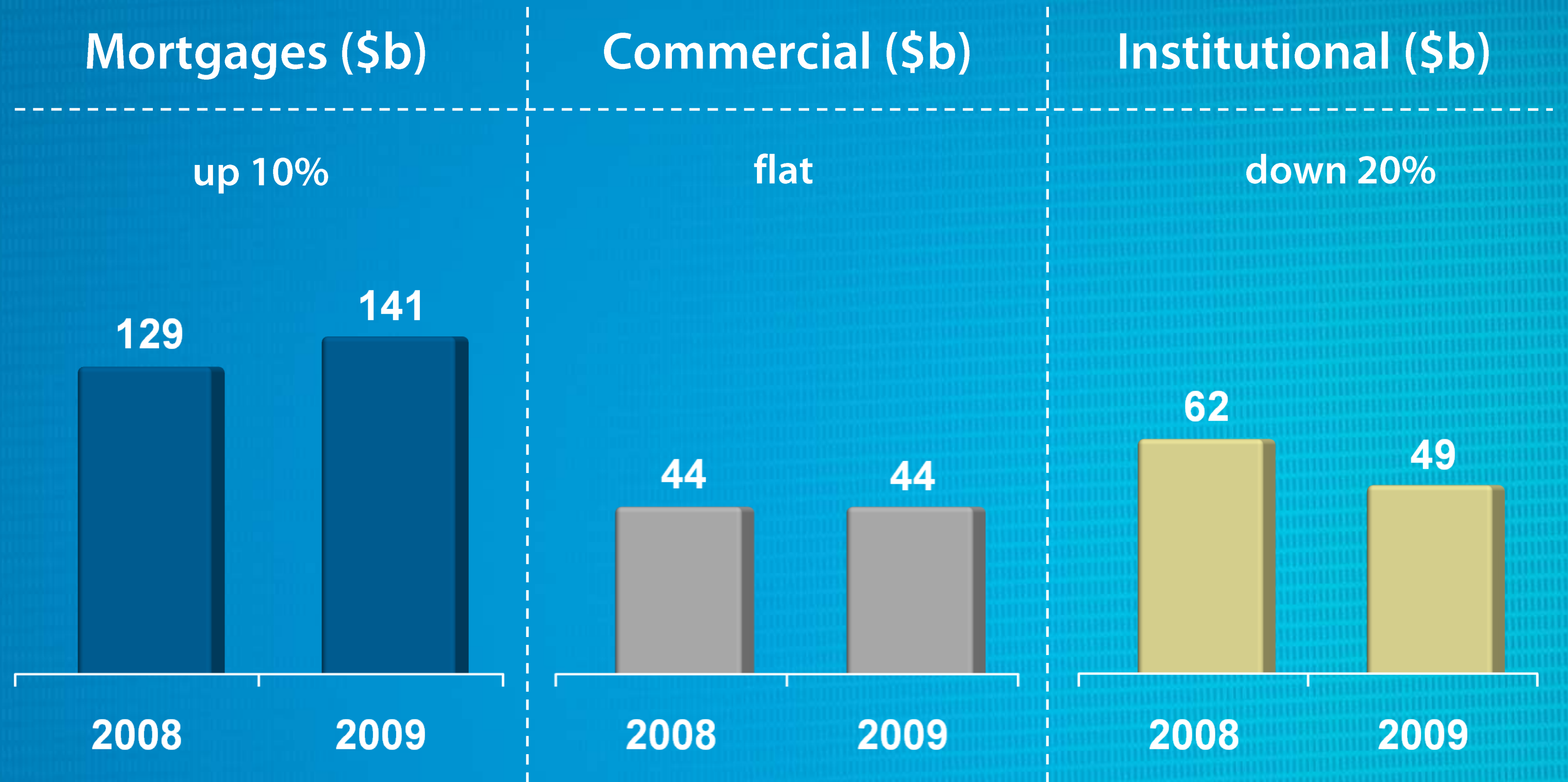


| | FY09 | FY09 v FY08 | |
|-------------------|--------|-------------|---|
| Statutory Profit | \$2.9b | 11% | ↓ |
| Statutory EPS | 131.0c | 23% | ↓ |
| Underlying Profit | \$3.8b | 10% | ↑ |
| Underlying EPS | 168.3c | 4% | ↓ |

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Lending growth in Australia


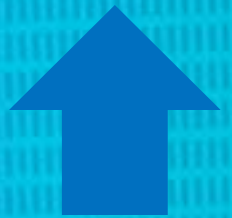



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Regional performance



| Region | FY09 (Profit after tax) | FY09 v FY08 |
|-------------|----------------------------|---|
| Australia | \$2,560m | 13%  |
| APEA | \$699m | 81%  |
| New Zealand | \$513m | 34%  |

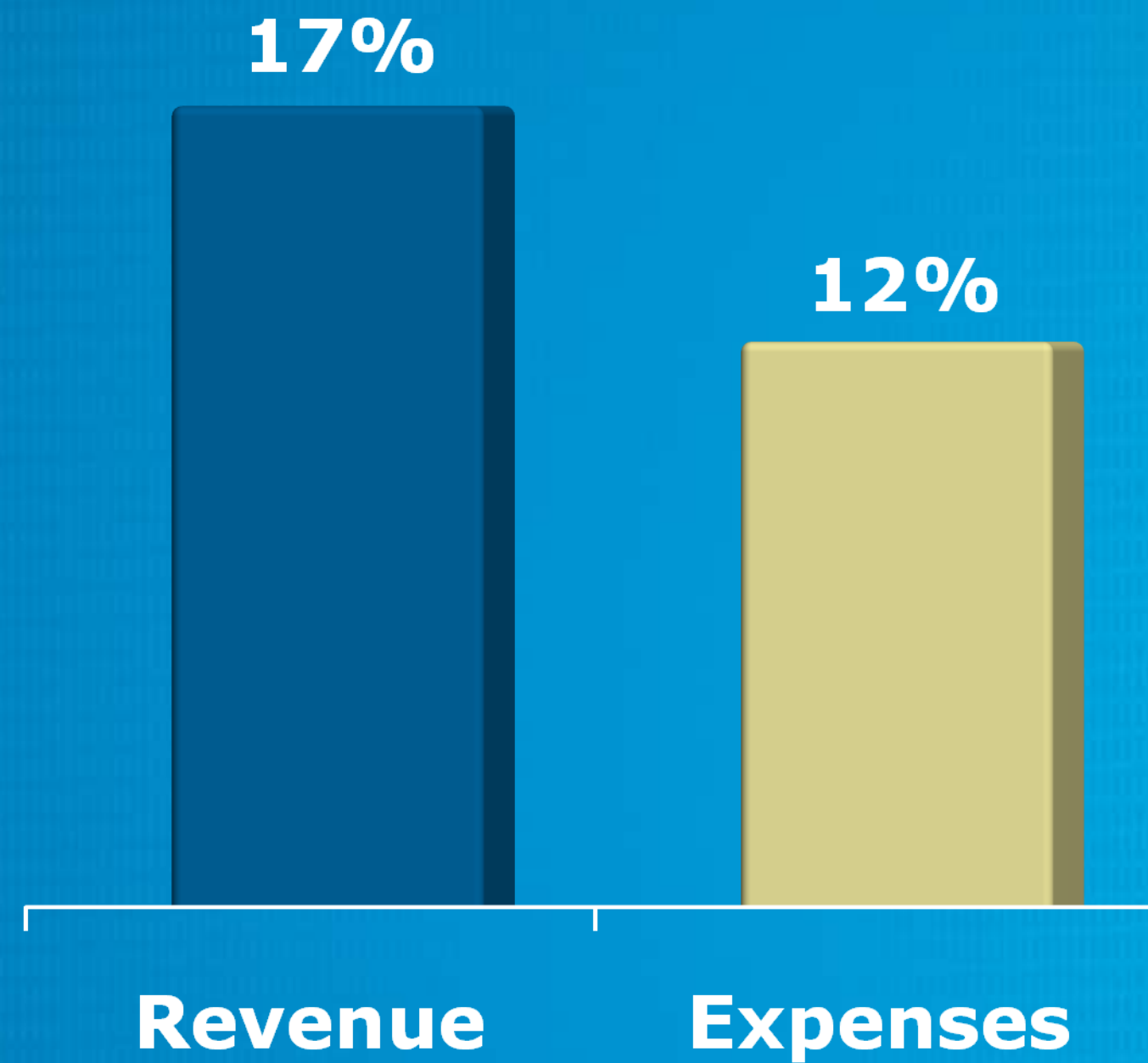
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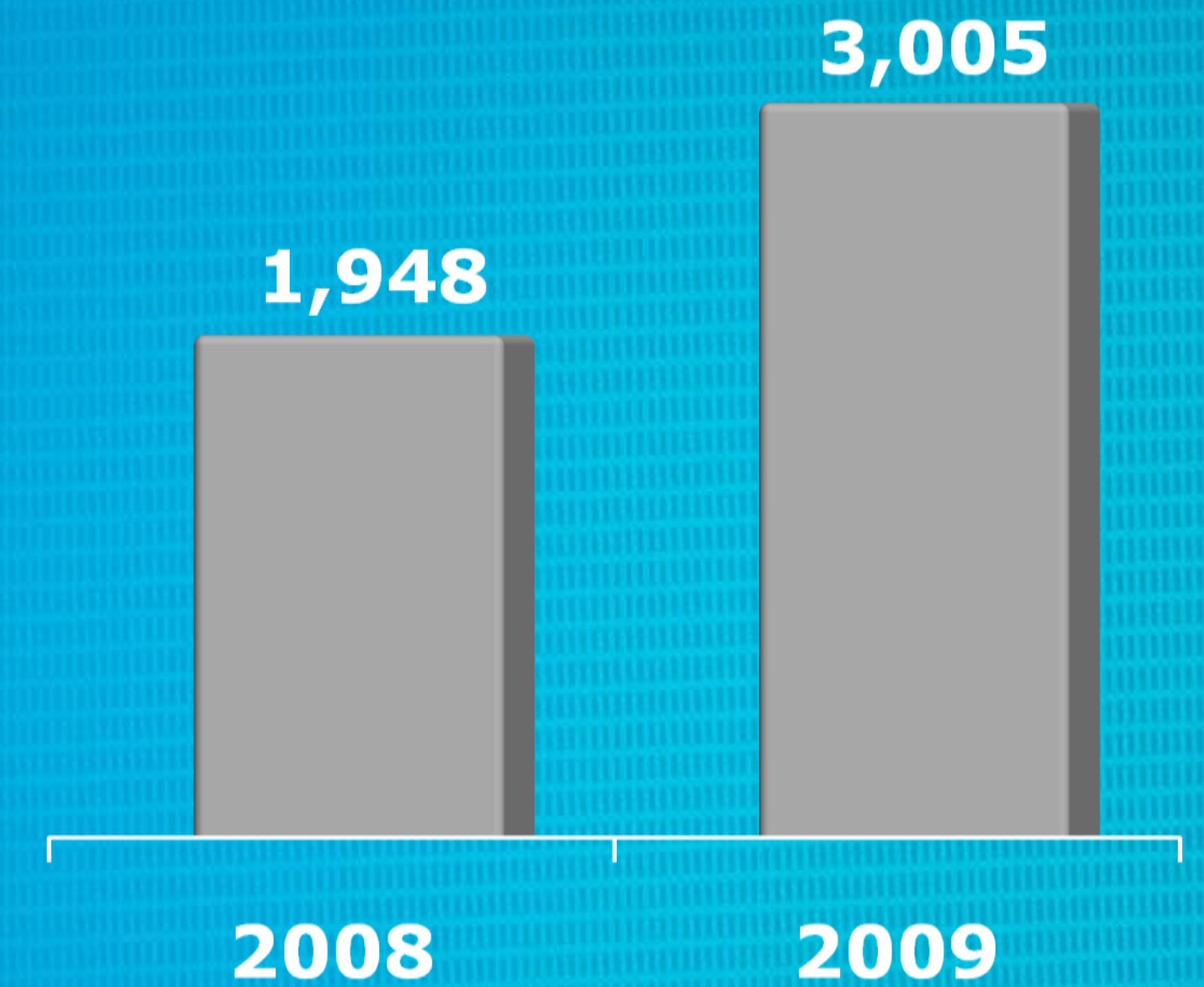
Profit and loss impacts



Underlying Revenue & Expense growth (FY09 v FY08)



Provision charge* (\$m)



*Statutory basis

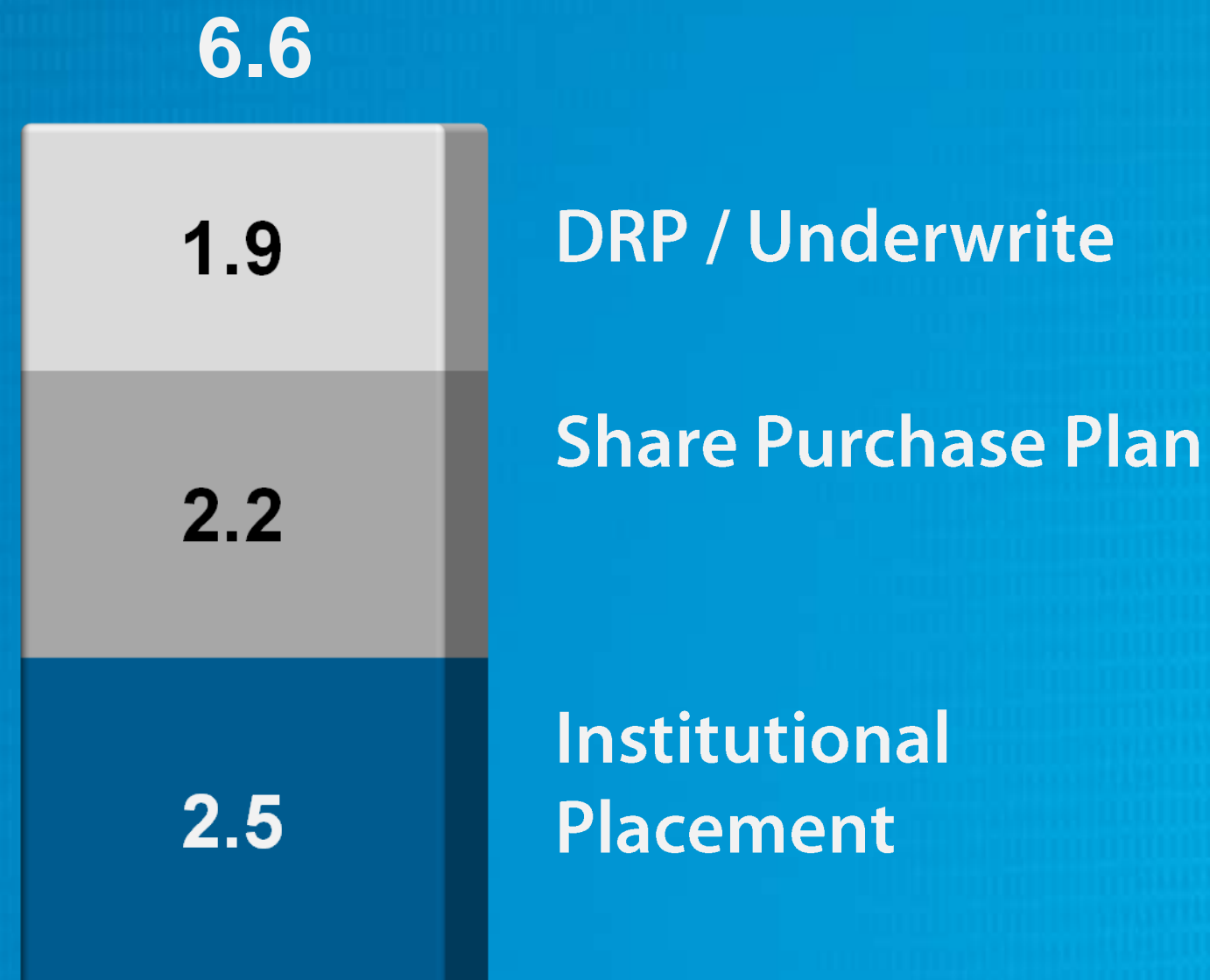
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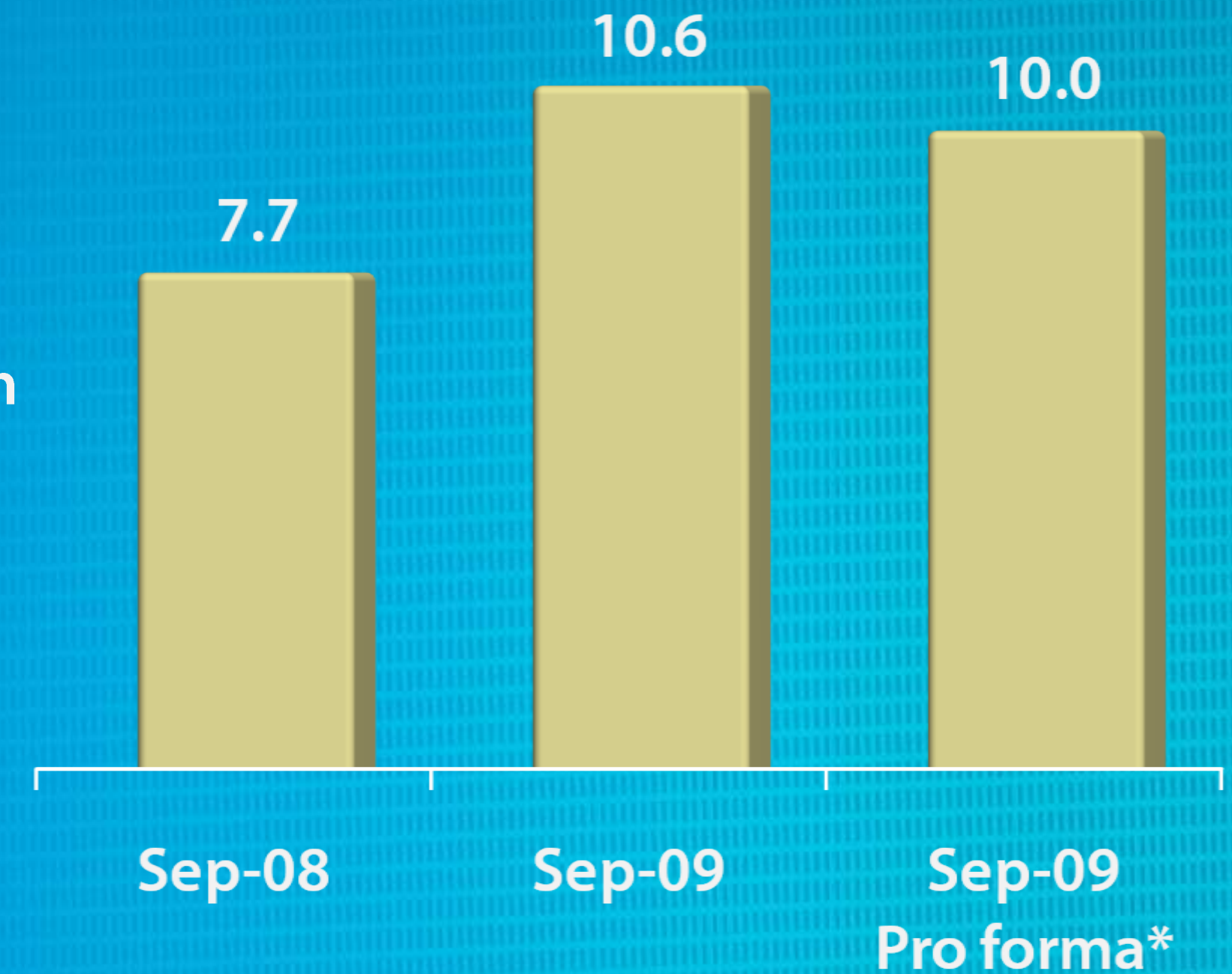
Capital management



Ordinary Equity raised in 2009 (\$b)



Tier 1 capital Ratio (%)



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

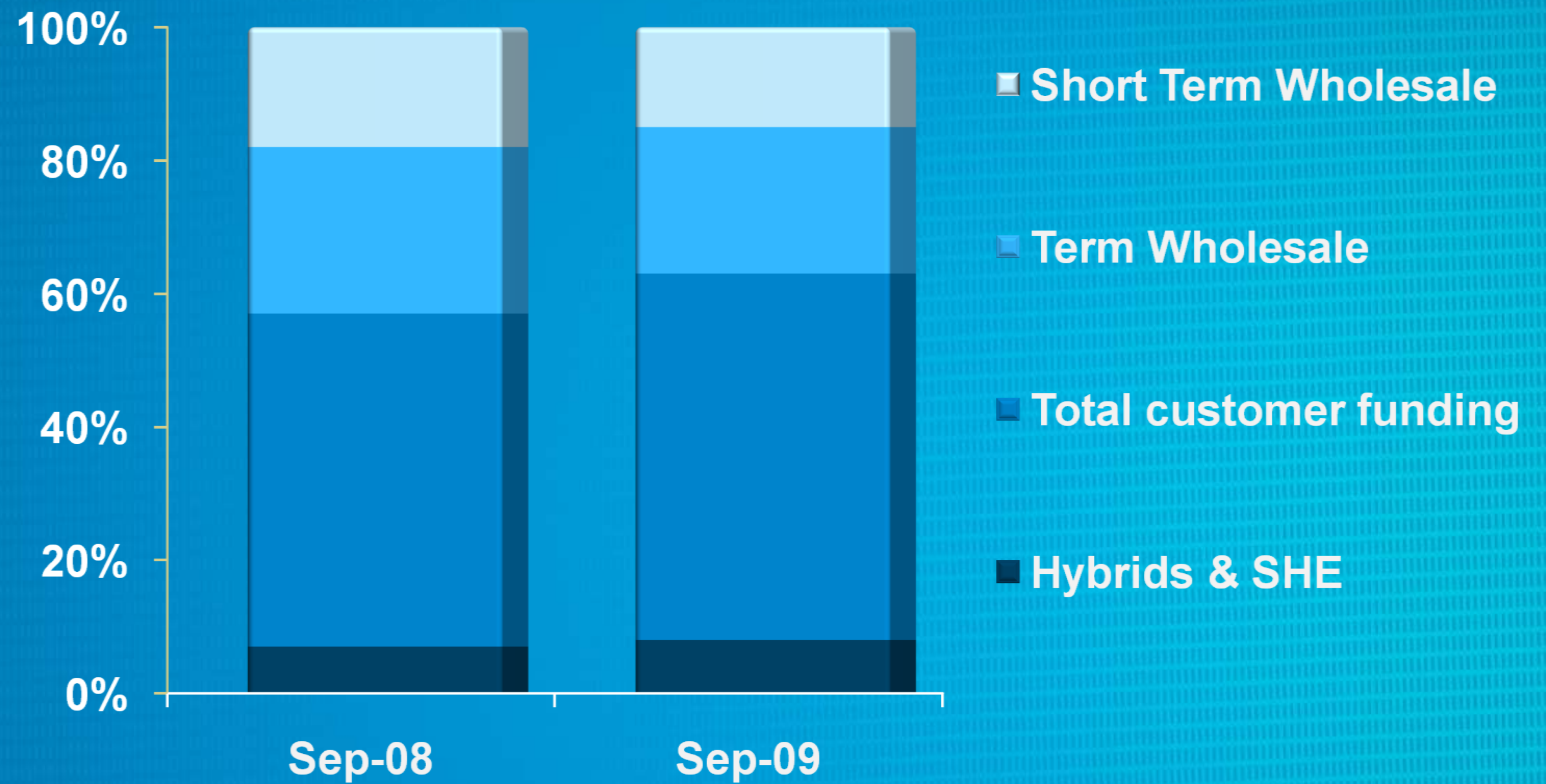
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Improved funding profile



Funding profile



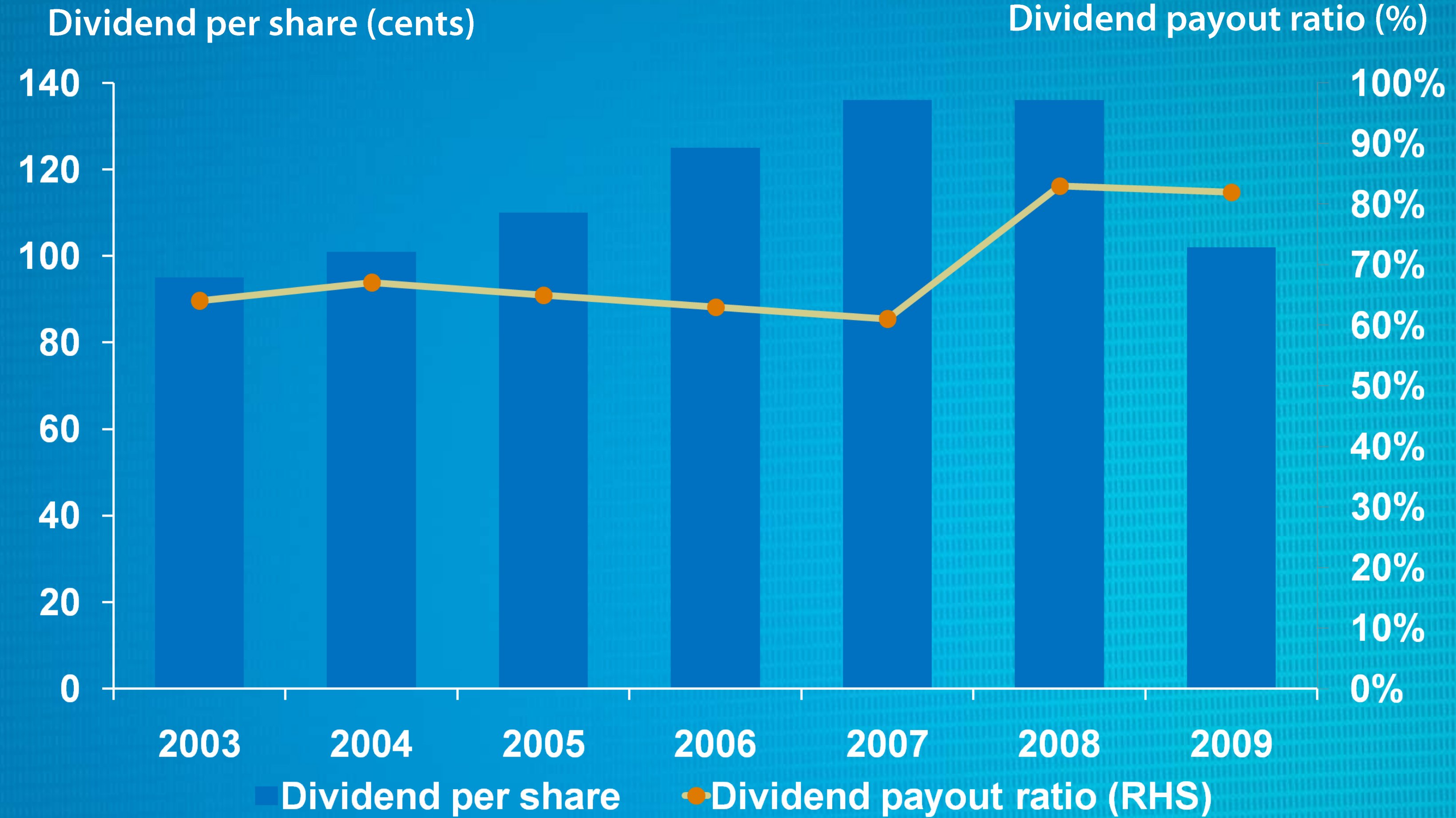
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Dividend rates



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2009 strategic acquisitions



| | | |
|-----------------|--|----------------|
| RBS | Acquired certain banking operations in Singapore, Indonesia, Hong Kong, Taiwan, Vietnam, The Philippines | ~\$600m |
| ING | Full ownership of Australia and New Zealand ING Wealth Management Joint Ventures | ~ \$1.8b |
| Landmark | Acquired Landmark Financial Services Australian loan and deposit books | \$160m capital |

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Change in culture



From

To

Silos

One ANZ

Risk as a barrier

Risk as a key to business

Short term performance

Long term performance

Tactical planning

Strategic planning

Short term profit

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)

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Pleasing progress with community programs



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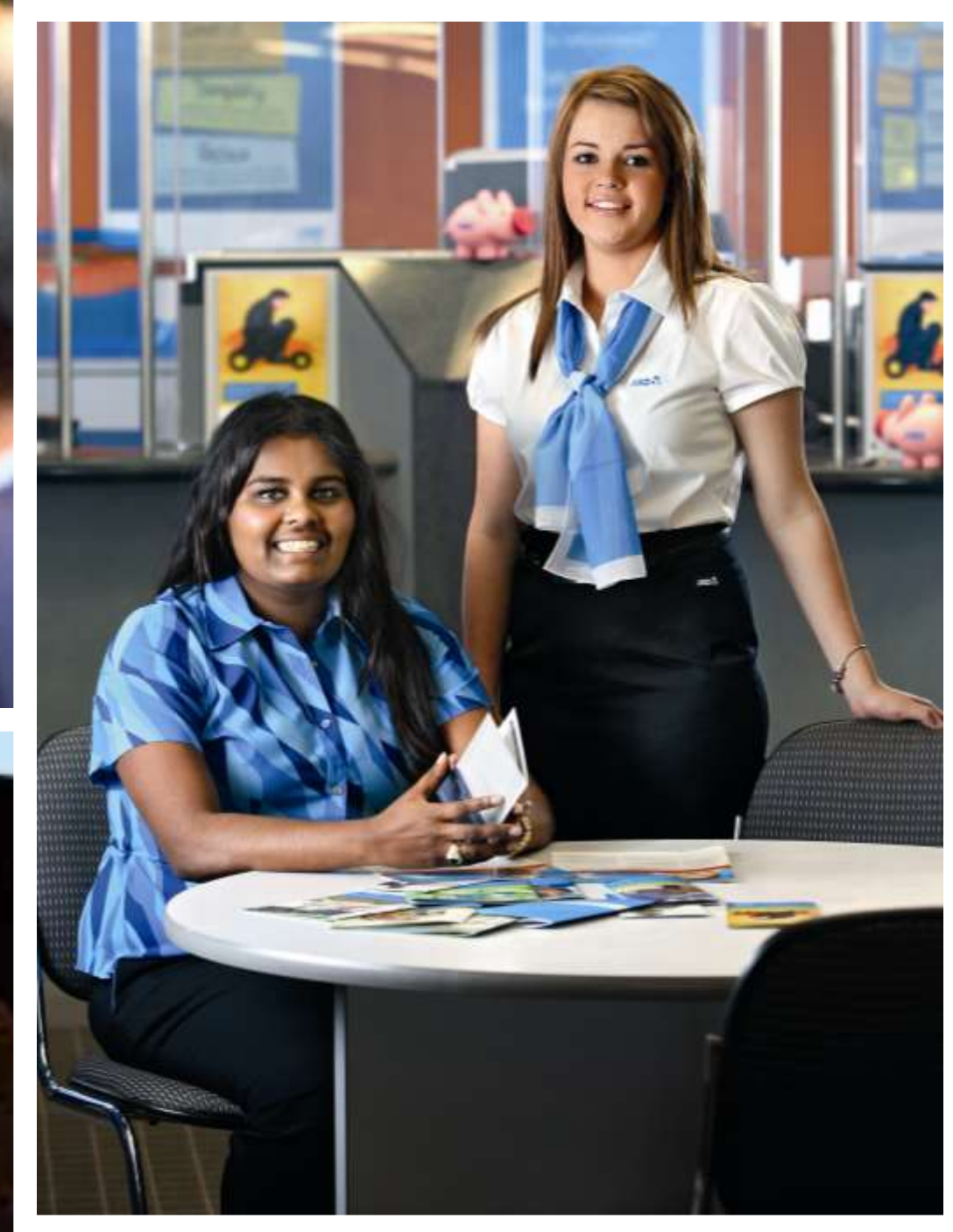
Recognising staff and diversity



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Recognising staff and diversity



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Recognised for customer performance and sustainability



"Socially Responsible Bank of the Year"



Dow Jones Sustainability Indexes



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New regulations internationally are likely to require...

Higher overall Tier 1 Capital levels

Introduction of a gearing ratio

Array of liquidity test requirements

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Outlook for the year ahead



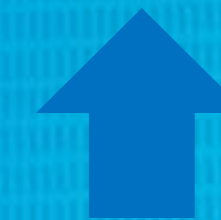
Regional economic growth



Lending volumes



Competition



Doubtful debts



Net Profits



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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



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