



# ANZ Investor Day Auckland, New Zealand

AUSTRALIA AND NEW ZEALAND  
BANKING GROUP LIMITED

Thursday, 4 June 2015

Institutional Presentation

David Green  
MANAGING DIRECTOR, INSTITUTIONAL NZ

# Overview – strategic priorities & the team

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**Leverage competitive advantage to seamlessly connect customers and products across ANZ's global and domestic franchises**

## **Priorities**

- Leverage Scale of Domestic Franchise
- Leverage IIB Global network
- Market leading customer proposition



**David Green**  
**Managing Director**  
Institutional New Zealand

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Paul Goodwin  
**Head of Institutional Relationships**

Andrew Allan  
**Head of Global Markets**

Larissa Beeson  
**Head of Transaction Banking**

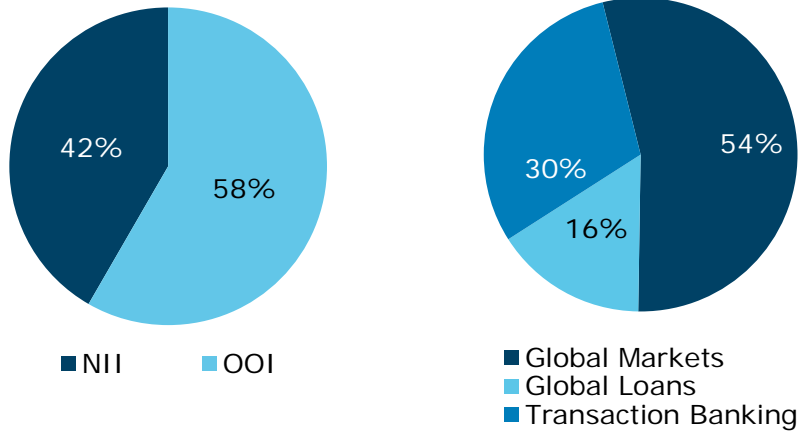
Cameron Bagrie  
**Chief Economist**

Pat Brockie  
**Head of Global Loans**

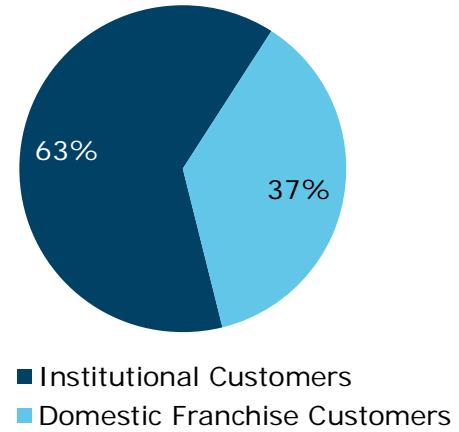
David Curran  
**Head of Business Management**

# Institutional NZ – a diverse business

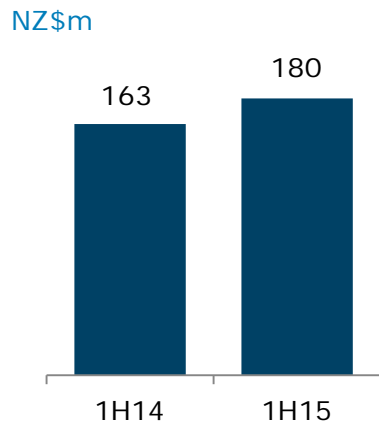
### Revenue Composition



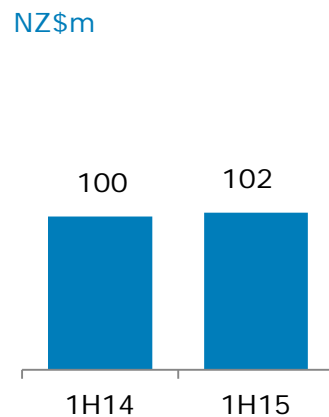
### Customer Revenue



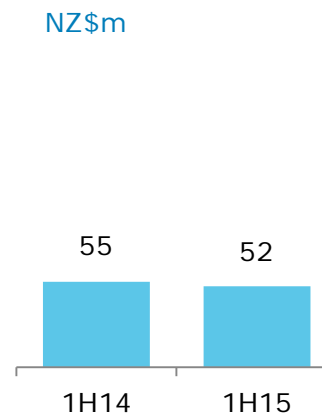
### Global Markets Revenue



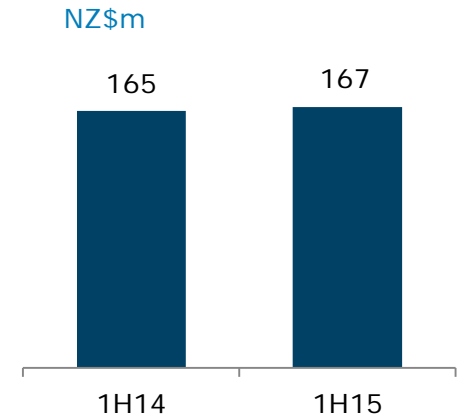
### Transaction Banking Revenue



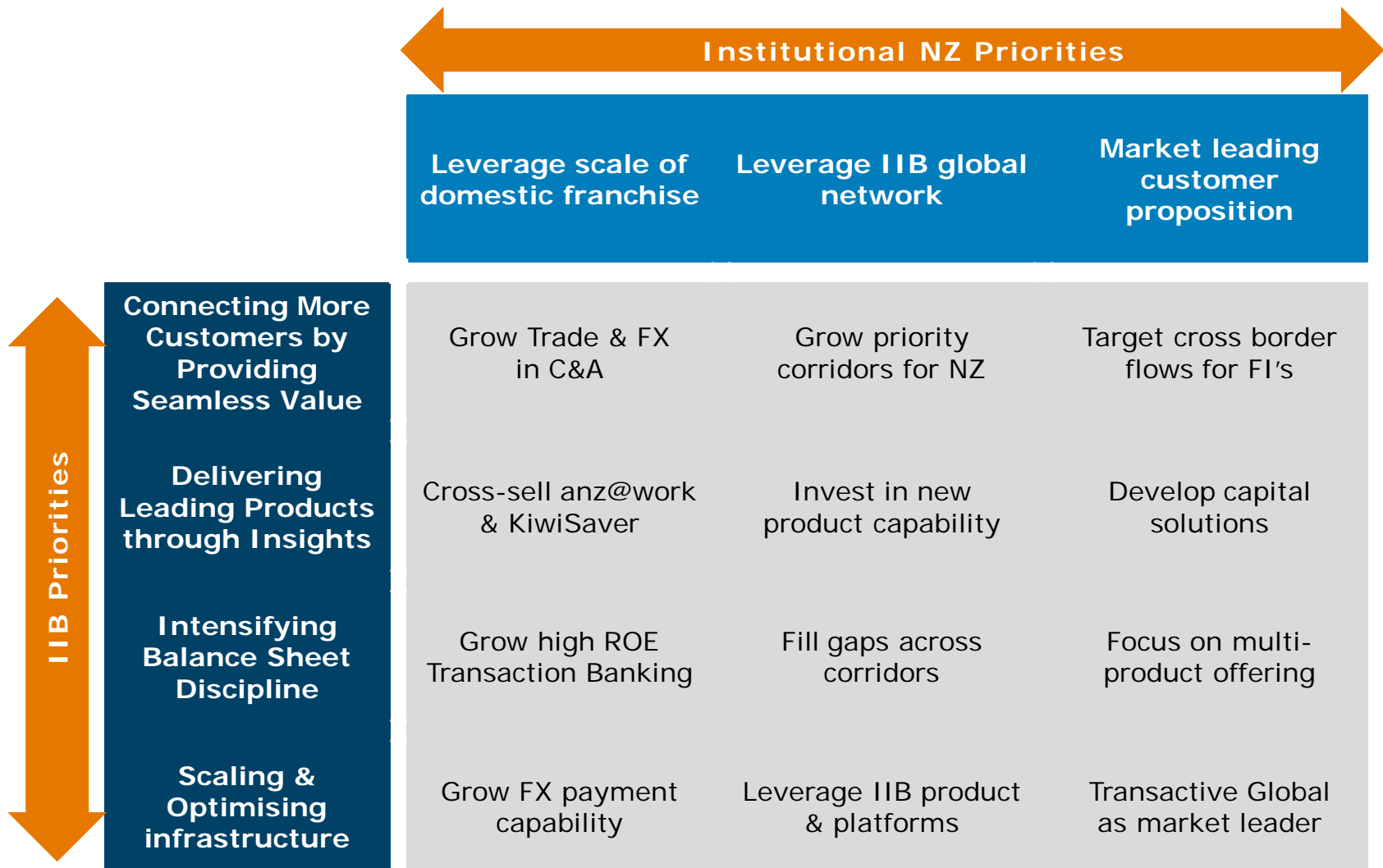
### Global Loans Revenue



### NPAT

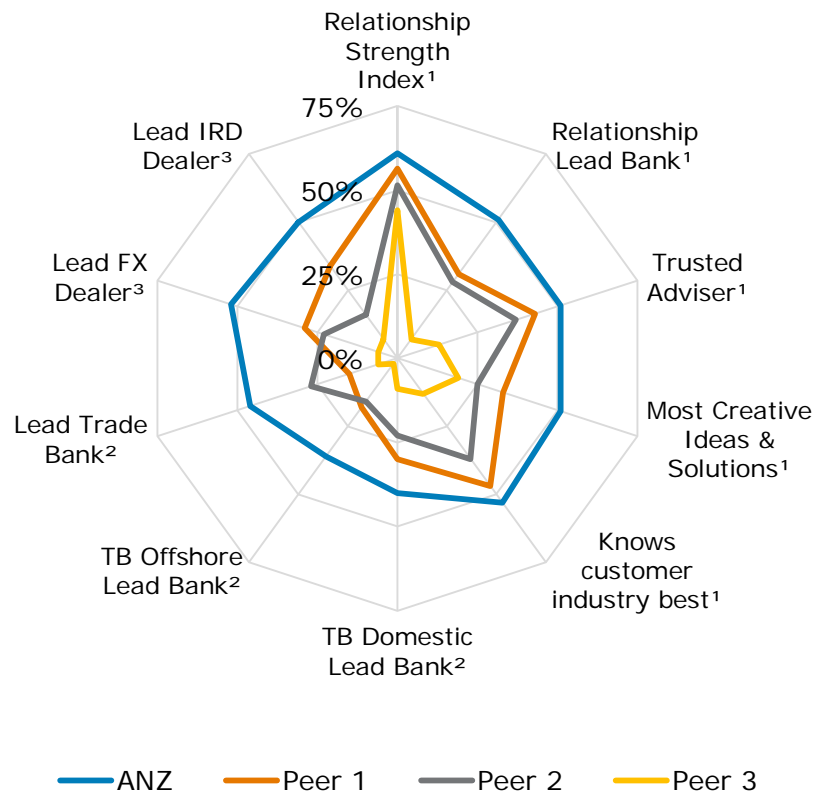


# Market leader in New Zealand & aligned with New Zealand and IIB Divisions



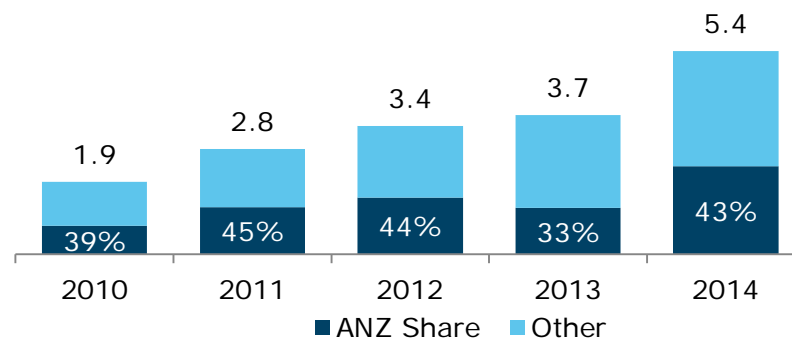
# A broad based market leadership position

#1 in key measures for all four Peter Lee surveys across Relationship and Products<sup>1,2,3</sup>

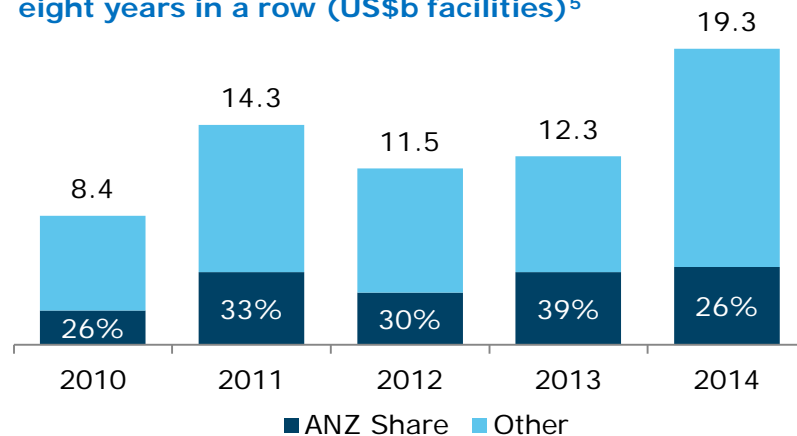


Leading distribution capability supports customer funding proposition

#1 Domestic capital markets league table since 2006 (NZ\$b issuance)<sup>4</sup>



#1 Mandated Arranger for Syndications for eight years in a row (US\$b facilities)<sup>5</sup>

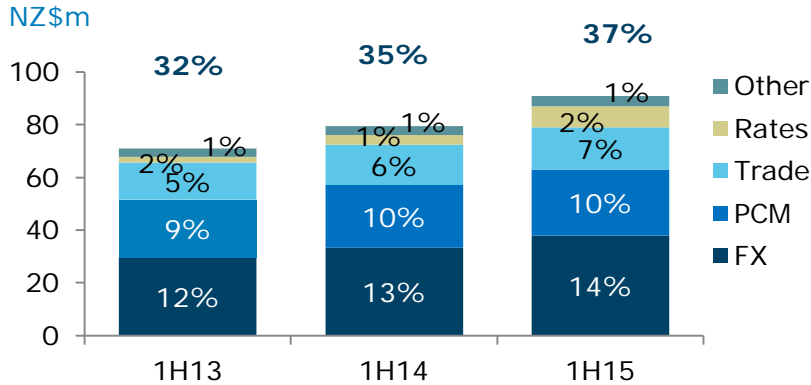


1. Peter Lee Associates Large Corporate & Institutional Relationship Banking Survey, New Zealand 2015 (RSI indicates ANZ's score out of 1000 represented as a percentage). 2. Peter Lee Associates Large Corporate & Institutional Transaction Banking Survey, New Zealand 2015. 3. Peter Lee Associates Foreign Exchange and Interest Rates Surveys, New Zealand – Corporates 2014. 4. Bloomberg League Tables – NZ Domestic Bonds (Excluding self-led). 5. Thomson Reuters - NZ Syndicated Loans Mandated Lead Arranger

# Leveraging scale of the domestic franchise

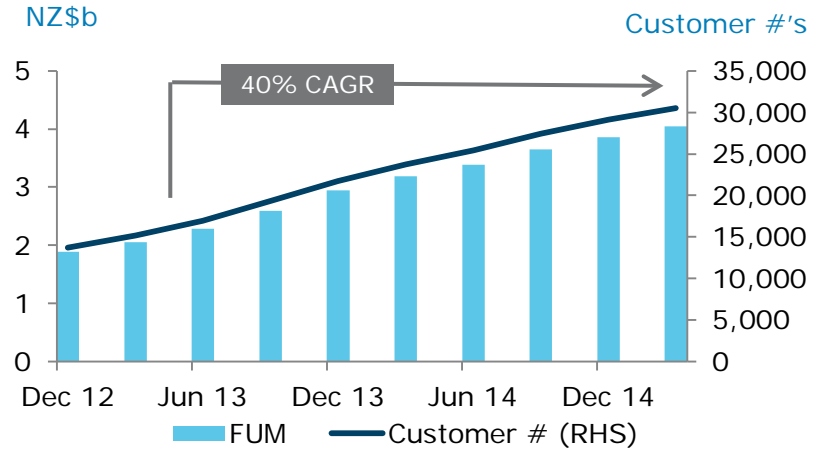
## Domestic Franchise Penetration

% of Institutional NZ customer Revenue from non Institutional customers

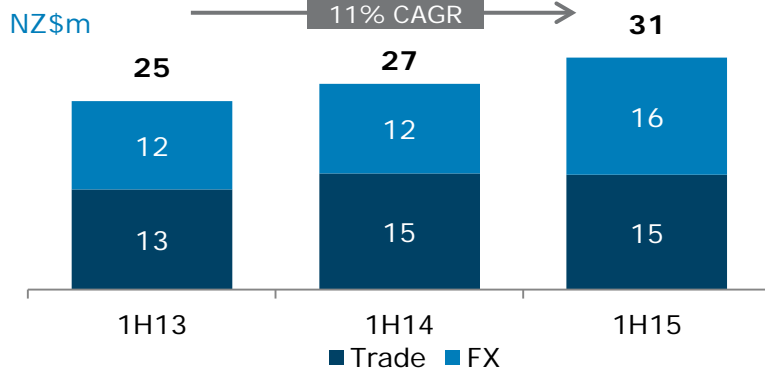


## ANZ Retail & Wealth leveraging Institutional customers

ANZ@Work and KiwiSaver Customers

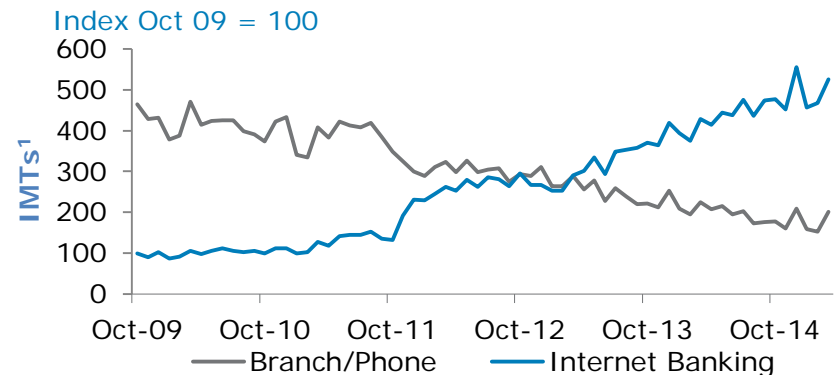


## Commercial & Agri's take up of Trade & FX products



## Customers utilising Institutional's online international payment capabilities

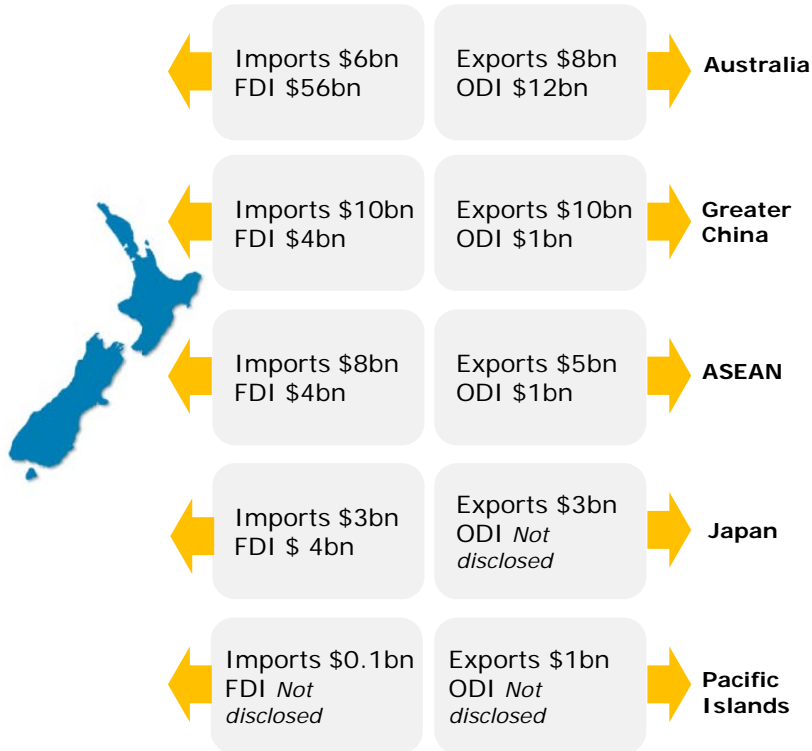
International Payment Growth Trend



1. International Money Transfers

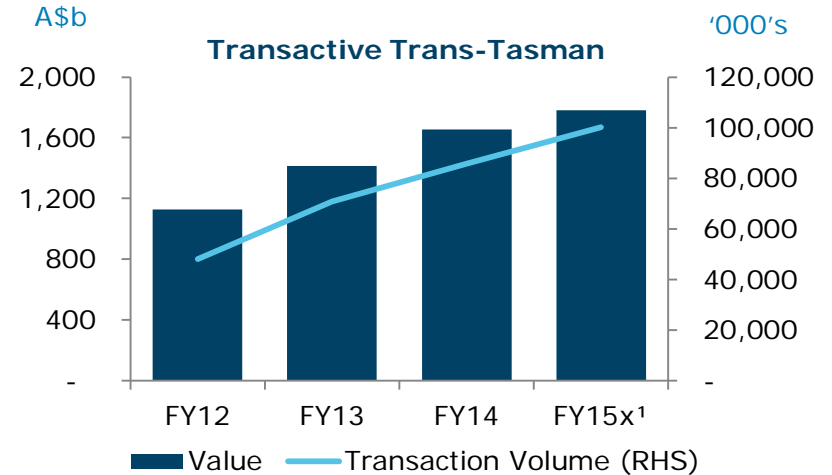
# Well positioned to capture the “Super Regional” activity

## Trade and investments flows across NZ’s key corridors



Source: Statistics New Zealand: Merchandise Trade 12 months to March 2015;  
FDI & ODI 12 months to March 2014

## Supporting customers through platforms

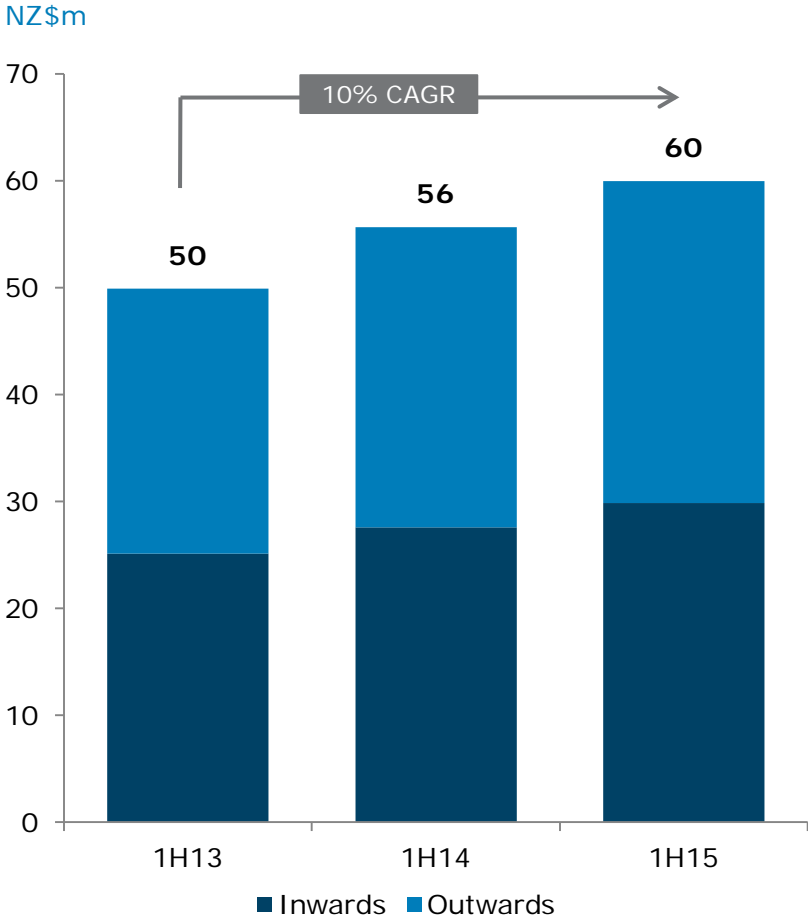


- **Transactive Trans -Tasman (Australia & NZ customers)**
  - Winning new customers
  - Growing existing customers
  - Leveraging a core Australasian platform
- **Transactive Global – a step change**
  - Single sign on
  - Multiple channels
  - Ability to tailor the experience

1. 1H15 annualised

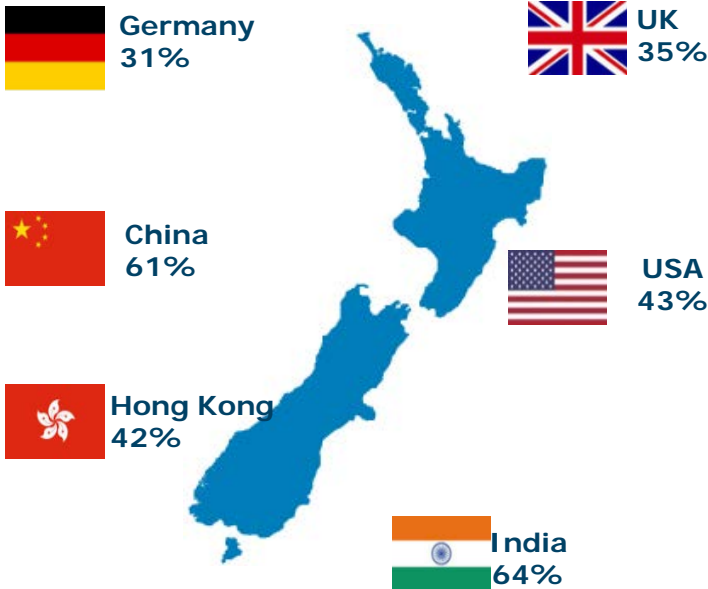
# Leveraging IIB Global network

Cross border payments now make up 25% of Institutional's total customer revenue



Supporting customers through clearing

ANZ leads NZD Clearing with 41% market share

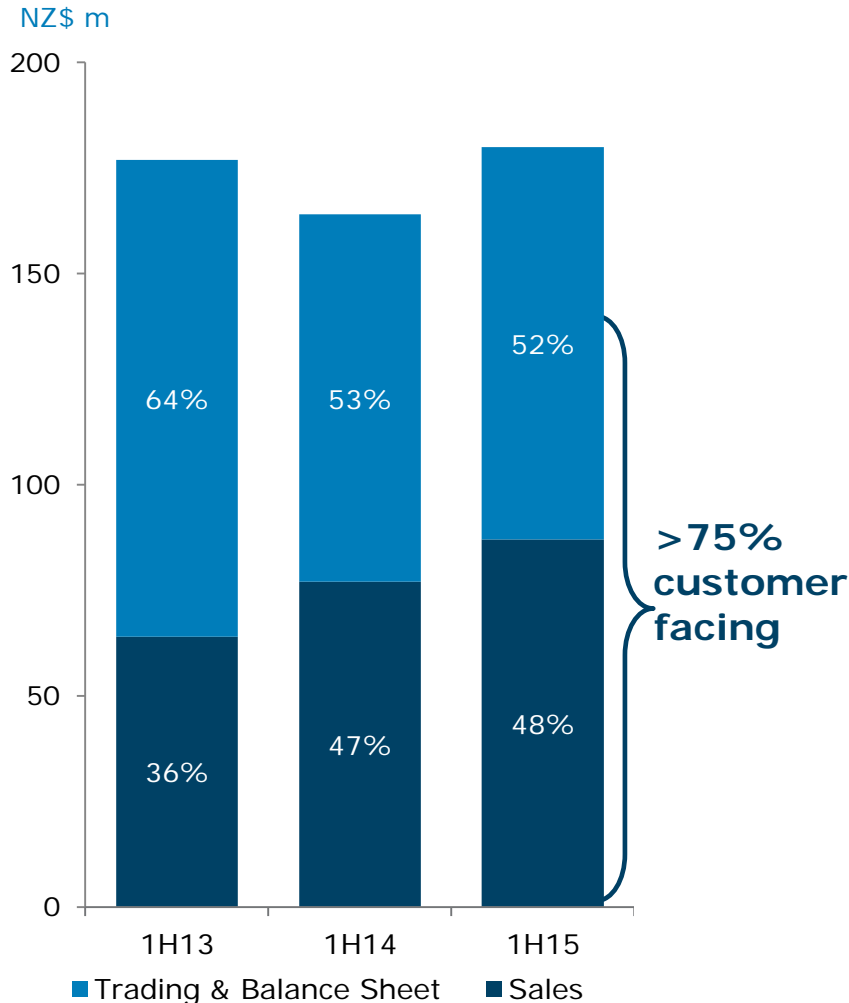


Source: ANZ, SWIFT Watch data

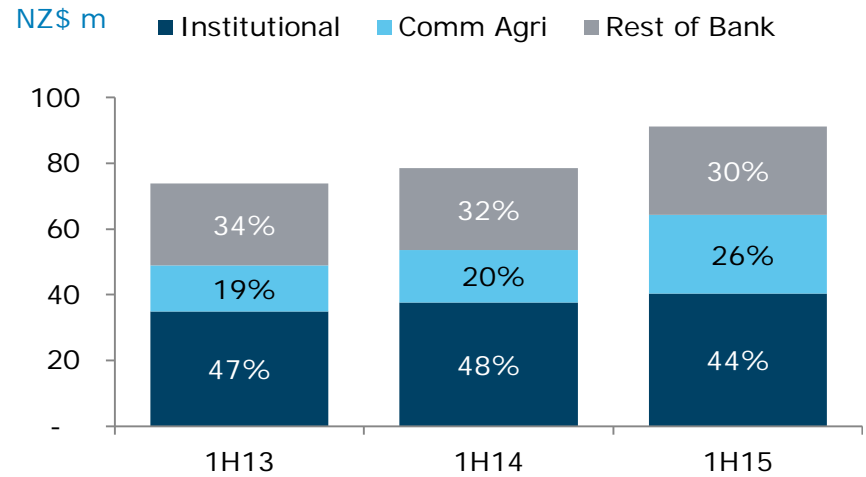


# Global Markets strength – Leveraging Domestic Scale and IIB Global network

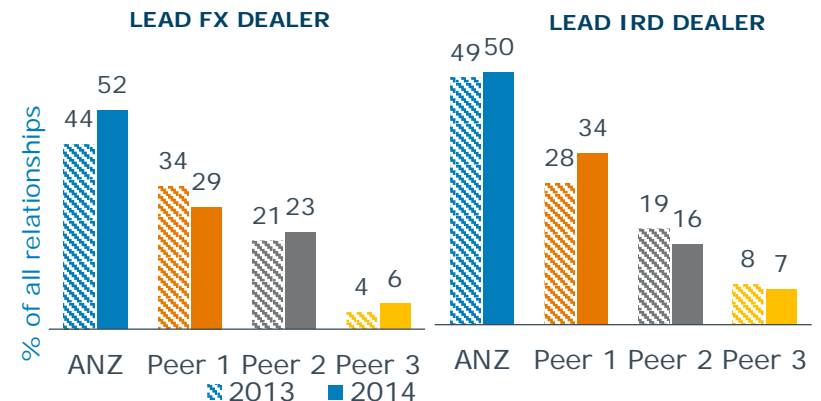
>75% of Global Markets revenue is Customer Facing



Diversification of customer sales revenue across segments



Market share<sup>1</sup>



1. Peter Lee Associates Foreign Exchange and Interest Rates Surveys, New Zealand – Corporates 2014

# Seamlessly connect customers across ANZ's global & domestic networks with market leading solutions, insights and products

## Trustpower



Mandated for Trans-Tasman Transaction Banking, Corporate Cards & Merchant facilities



## Beijing Capital Group



successfully completed the  
**NZ\$950 million**  
acquisition of

**Waste Management New Zealand Limited**



*Mandated Lead Arranger, Underwriter,  
Bookrunner and Lender*



# Summary

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## **Clear strategy**

- Leverage Scale of Domestic Franchise
- Leverage IIB Global network
- Market leading customer proposition

## **Executing to strategy**

- Diversified revenue base, delivering growth
- Leading broad based market position, connecting customers in New Zealand with in key markets in Asia
- Supported by strength of relationships, products, network and mind-set

## **Growth options**

- New Zealand strength and international capability provides opportunity to continue to capture domestic and international growth
- Backed by global business that is delivering enhanced product and channel capability

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