

A large, 3D, light blue dollar sign is positioned on the left side of the slide. To its right is a 3D bar chart with five bars of increasing height, also in light blue. The background is a solid blue color with a faint grid pattern and some blurred text.

Transformation
Growth

Tianjin City Commercial Bank

Australia and New Zealand Banking Group Limited

6 December 2005

ANZ

ANZ agrees to acquire 19.9% shareholding in China's Tianjin City Commercial Bank ("TCCB")

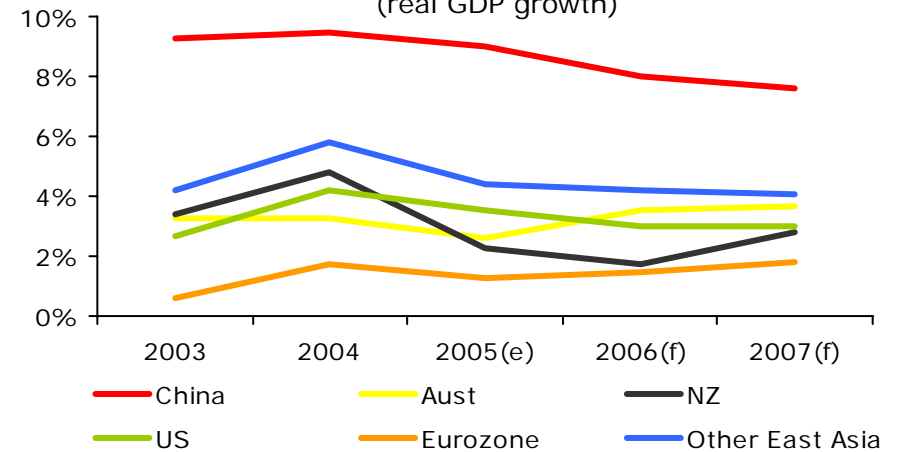
- ANZ and Tianjin City Commercial Bank have agreed to enter into a strategic long-term partnership
- ANZ has agreed to acquire 19.9% of TCCB for approximately US\$120m, subject to regulatory approval
- TCCB is an attractive bank:
 - Tianjin is China's fifth largest city with 11 million people. Tianjin is the sea port for Beijing and strategically placed in the fast growing Bohai Bay region
 - TCCB is China's fourth largest city commercial bank by assets, with 5 million customer accounts and 180 points of representation
 - TCCB's non performing to total loans reduced from 25% in 2002 to 9% in 2005
- ANZ and TCCB have agreed the key areas for cooperation:
 - Focus will be on Risk Management and Retail Banking
 - ANZ will provide technical resources and access to its intellectual property
 - The partners will work closely together, with ANZ contributing two Board Directors, senior management and advisory resources
 - The cooperation will be supported by a US\$5m "Future Development Fund" to finance the resources and skill building programs
- The partnership with TCCB adds to ANZ's growing portfolio of retail partnerships across Asia, including Indonesia, Philippines, Vietnam and Cambodia

ANZ's investment provides opportunity to share in China's significant retail banking growth

Significant Retail Banking opportunities

- large population
- strong, sustained economic growth
- ongoing bank deregulation
- increased consumer activity
- reducing reliance on Government
- ongoing restrictions on market access/competitive environment

China's strong economic growth forecast to continue¹
(real GDP growth)

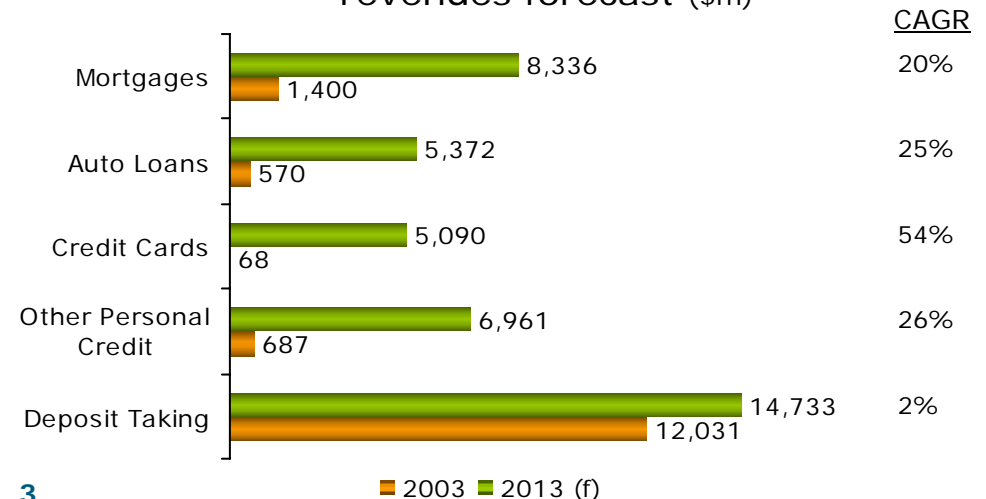


NPLs the key challenge/opportunity

- system-wide Non Performing Loans (NPLs) officially 14% -15% of total lending³ (TCCB NPL's at 9%)
- improved credit risk management required

1. Economics@ANZ
2. McKinsey & Co.
3. UBS

Significant growth in retail banking revenues forecast (\$m)²

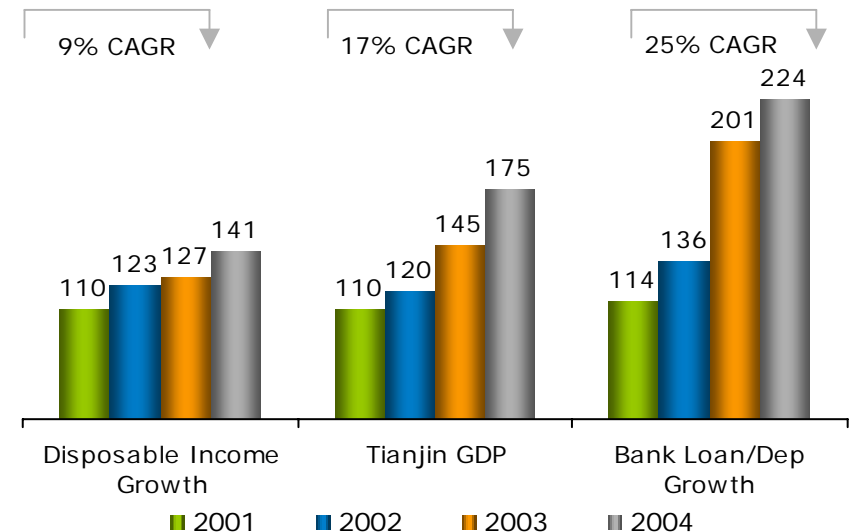


Tianjin is one of China's most attractive markets

- GDP US\$36b - mainland China's 4th highest
- 15% p.a. GDP growth over 2001-2004
- 15.7% GDP growth in 2004, higher than both Shanghai and Beijing
- Headquarters to subsidiaries/JVs of 106 of world's top 500 companies
- Voted equal most liveable city in China²
- 4th largest port with 19% p.a. trade growth, second only to Shanghai
- Principal gateway to Bohai Bay region:
 - key national development region
 - 300 million people
 - 27% of China's total GDP, 19% of trade, 27% of foreign direct investment
- Beijing's satellite city - bullet train will reduce travel time to 30 mins by 2008

2004 Statistics	Size	Rank ¹
GDP growth	15.7%	1
GDP per capita growth	18.5%	2
GDP (US\$b at PPP)	36	5
Population (m)	10	5
GDP per capita (US\$ at PPP)	3,629	8

Strong economic and banking FUM growth
(index: Year 2000 = 100)



1. Amongst cities in China
 2. Economist Intelligence Unit 2005 Annual Survey
 Sources: Bloomberg, JP Morgan, Goldman Sachs, China National Statistics Bureau, Tianjin Basic Facts Book 2004

China's current five-year plan places high priority on the Bohai Bay area, including Tianjin



Deposits + Loans

- over US\$170B
- from US\$94B to US\$170B
- from US\$50B to US\$94B
- below US\$50B

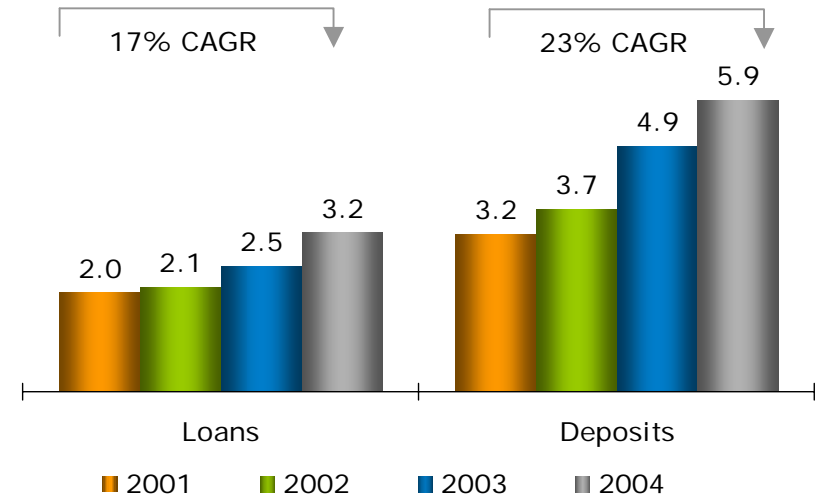
PROVINCE/CITY (2004)	Tianjin	Shanghai	Beijing
Population (m)	10.2	16.7	13.9
GDP (US\$b)	36.3	92.0	53.0
- Growth (%)	+15.7	+13.6	+13.2
- per Capita (US\$'000)	3.6	5.5	3.8
Loans (US\$b)	51	186	156
- Growth (%)	+16.1	+15.1	+13.1
Deposits (US\$b)	89	247	268
- Growth (%)	+16.0	+15.3	+18.2

TCCB has strong prospects, driven by a renewed focus on retail and small business banking

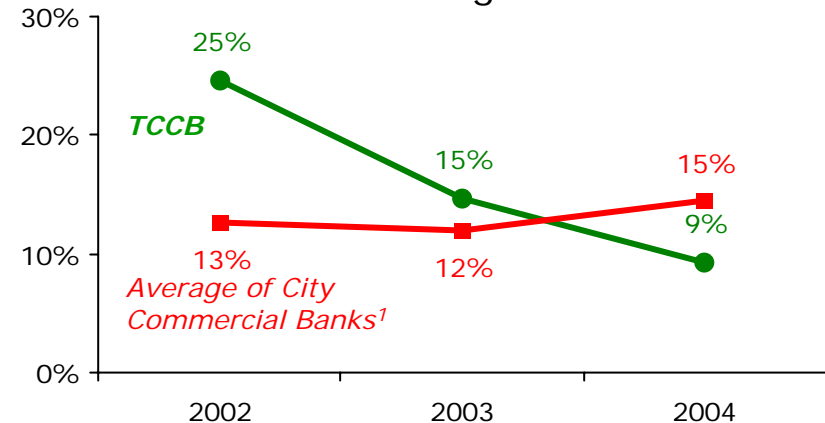


- 4th largest city commercial bank by assets
- Refocussing on growth in retail banking
- Deposits growing 19% in line with local GDP/capita growth
- 2004 loan growth at 27%, significantly higher than 17.5% market growth
- NPLs down from 24.6% in 2002 to 8.5%, through write-offs, restructuring, growth
- 180 branches, sub-branches and savings offices, 90 ATM's within an area equivalent to Greater Melbourne
- Loans: # 7 in Tianjin, (6.4% share)
- Deposits: #6 in Tianjin, (9.3% share)
- Strong linkages to local communities
- 3,641 employees
- 5 million customer accounts

Strong FUM growth (US\$b)



Significant reduction in Non Performing Loans



The partnership between TCCB and ANZ brings together two strong banks



- Attractive growth economy
- Transforming business mix, towards consumer
- Good local branch distribution
- Strong local relationships
- Experienced local management
- Large transaction account base
- Seeking foreign partner
- Ranked no. 2 amongst China's 112 city commercial banks

&



- Successful transformation of domestic retail banking business
- Award winning Products
- Strong Risk Management capabilities
- World leading efficiency
- Leading customer satisfaction
- Successful cultural transformation
- Long standing success in Asia, including partnerships
- Strong credit rating

*long term growth opportunity for
ANZ and TCCB shareholders*

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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