



Investment & Insurance Products

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I&I: Significant and growing part of ANZ's wealth business

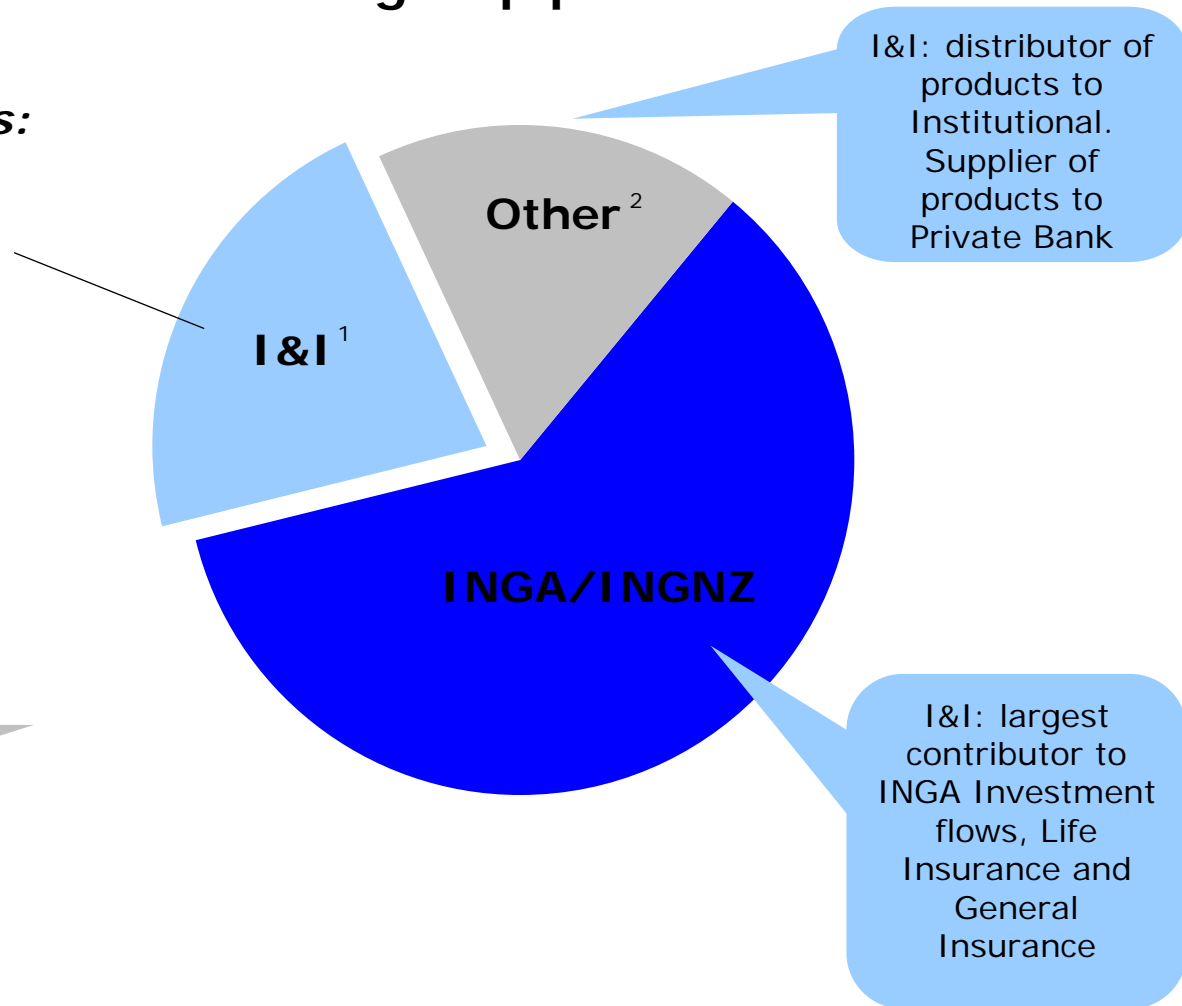
Investment and Insurance

Over 1.2m customers:

- Financial Planning
- Margin Lending
- E*Trade
- Trustees
- Insurance
- Emerging Channels

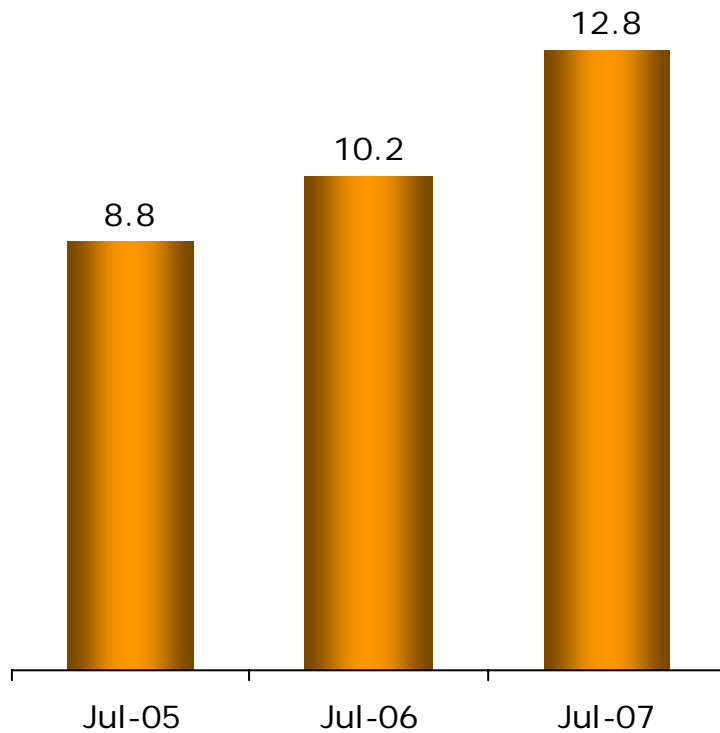
NPAT growth (pcp)	
1H07	47%
FY06	48%

Wealth contributes ~ 7% to group profits

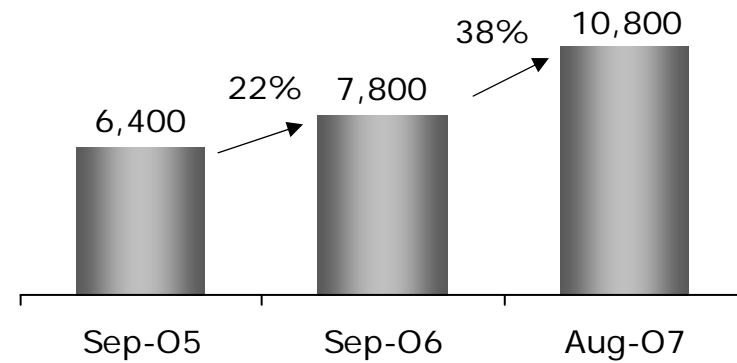


We have been growing quickly across the board

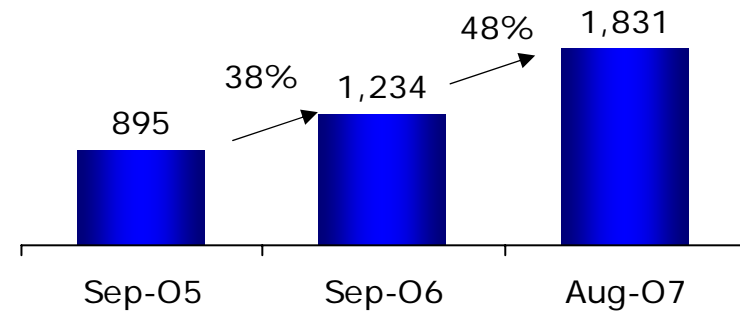
Financial Planning driving strong growth
(FUM \$b)



Growth in Margin Lending customers...
(customer numbers)



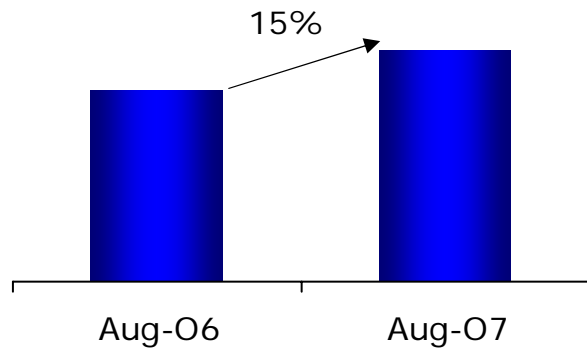
... accelerating Margin Lending Retail FUM growth
(\$m)



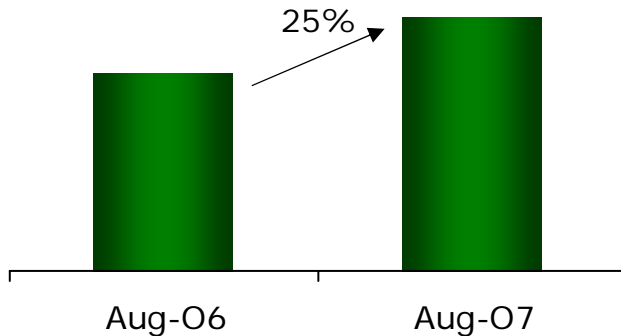
We have been growing quickly across the board (cont'd)

Insurance sales continue to grow strongly

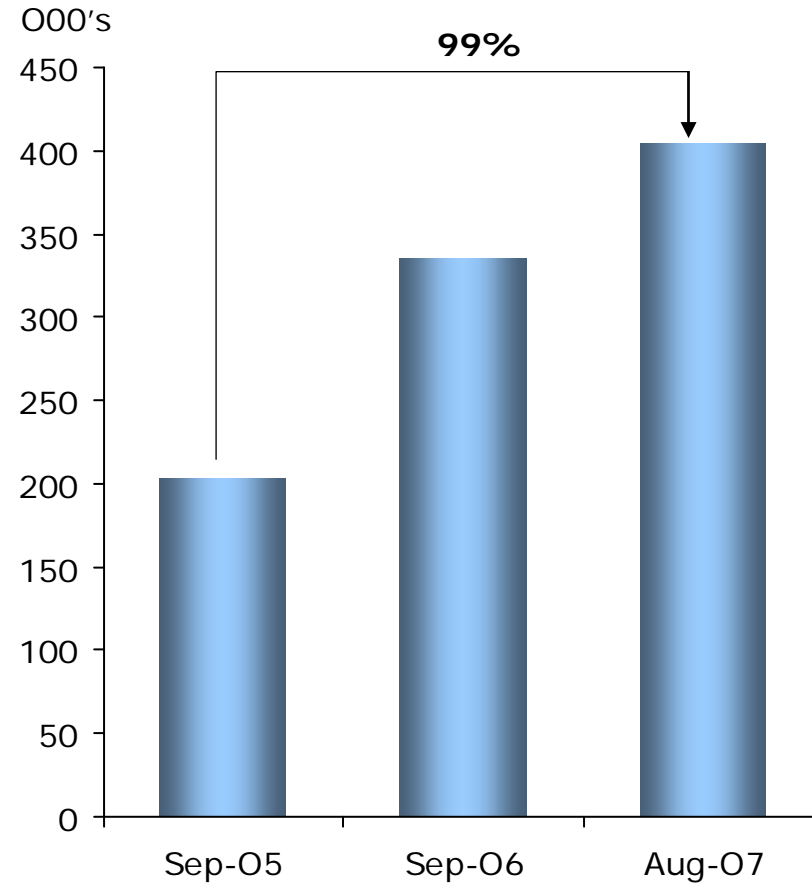
Life Risk Insurance
(Growth % Aug 06 – Aug 07)



General Insurance
(Growth % Aug 06 – Aug 07)

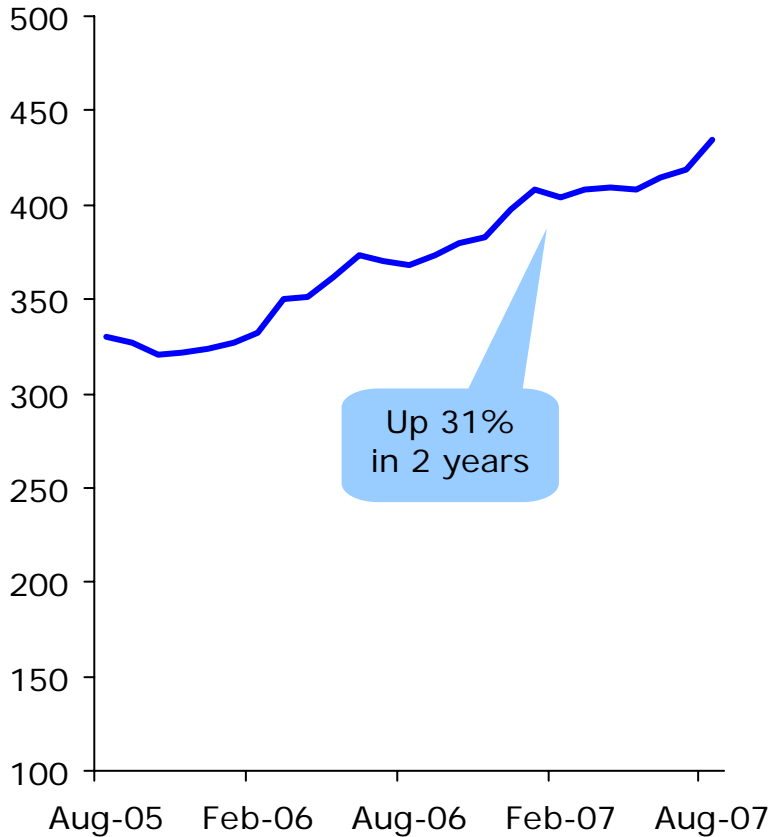


E*Trade customers on track to double in two years

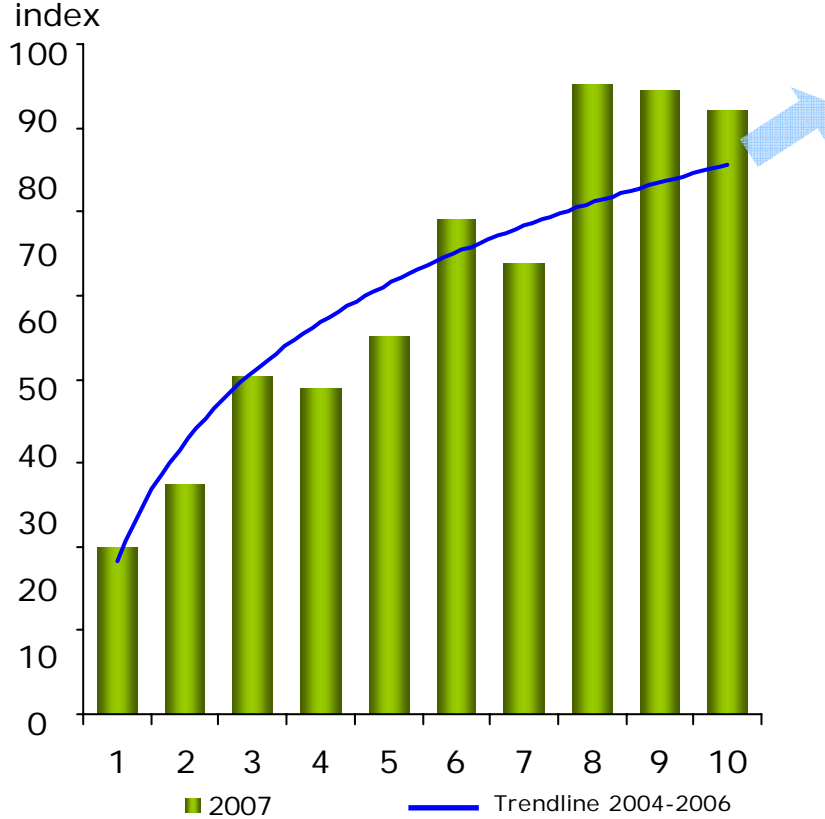


Sustained planner productivity while growing planner #'s

Planner numbers



Planner productivity in first 12 months



Now focusing on internal cross-sell and external opportunities

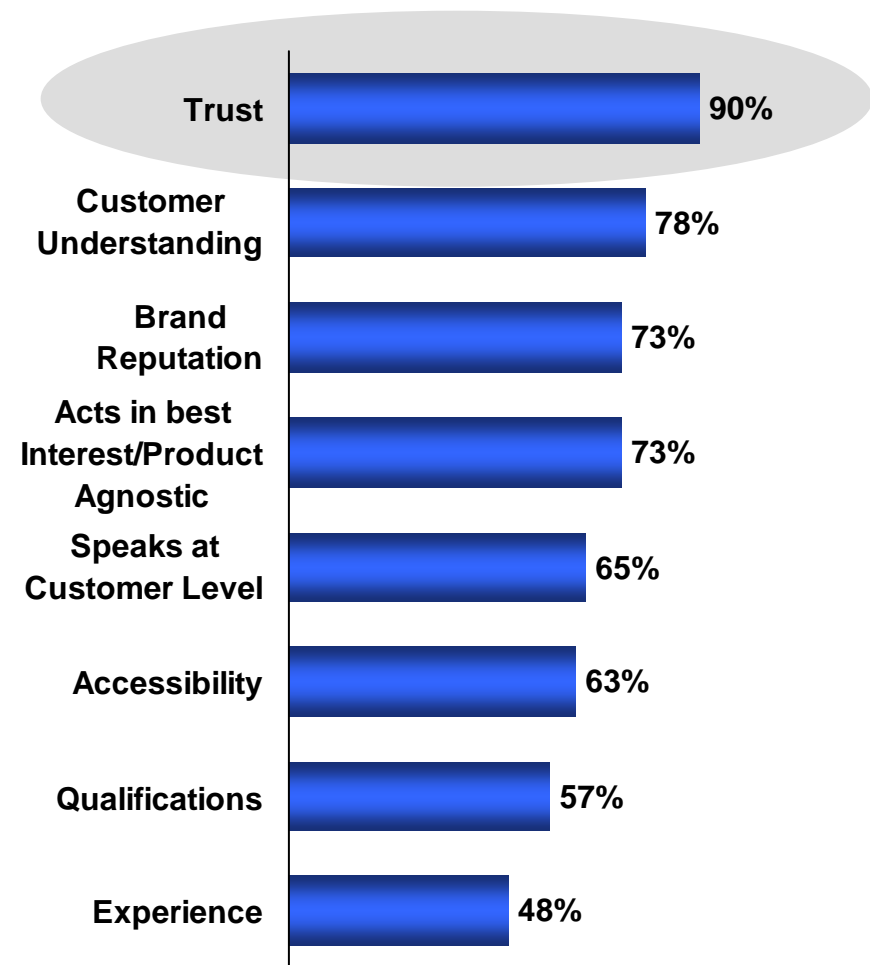
Existing customers: Lifting cross sell

- Continued growth in new planners
- Improve sales processes
 - eg mortgage protection “write & refer”
- Align internal remuneration (KRAs)
- Ensure product set is competitive

External Opportunities

- Increasing market presence
- Market leading products
- Product innovation
- Acquisition of E*Trade

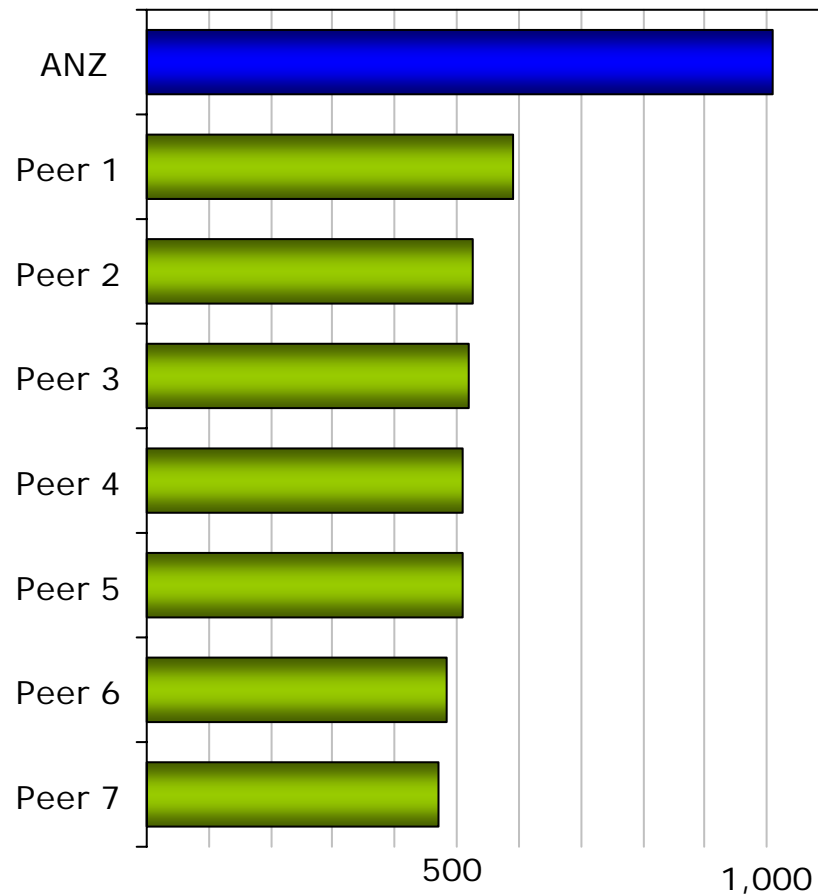
Customers' level of importance when selecting financial planning advice*



Successful product innovation around “Convenience, Simplicity, and Responsibility”

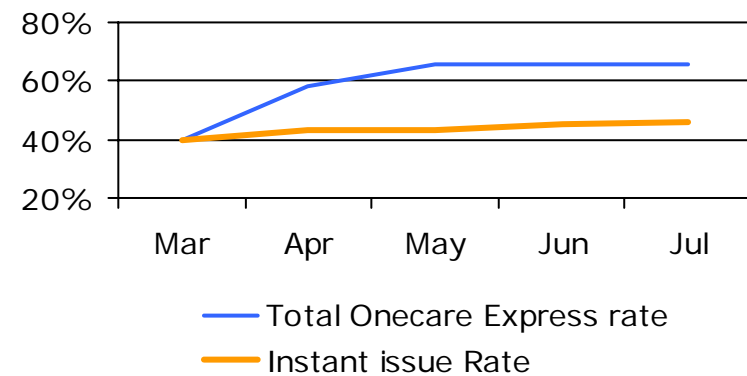
Diversified Margin Loan provides greater stock choice

of stocks on Approved Securities List*



OneCare Express risk insurance delivering fast approvals

% of INGA applications in fast approval and auto approval



First to market with Prime CMA



NEWS RELEASE

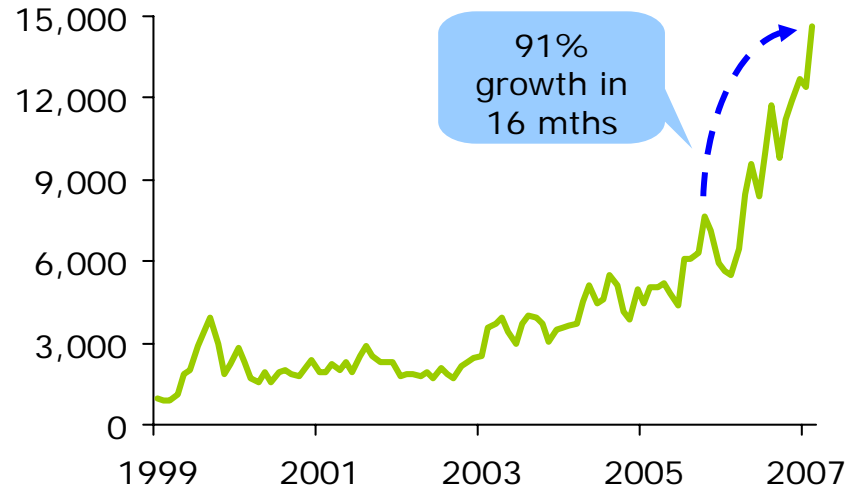
For Release: 23 May 2007

ING and ANZ launch first tax-free ATM-linked super pension

- Full transaction functionality
- ATM, EFTPOS, Phone, Internet Banking

E*Trade performing ahead of expectations

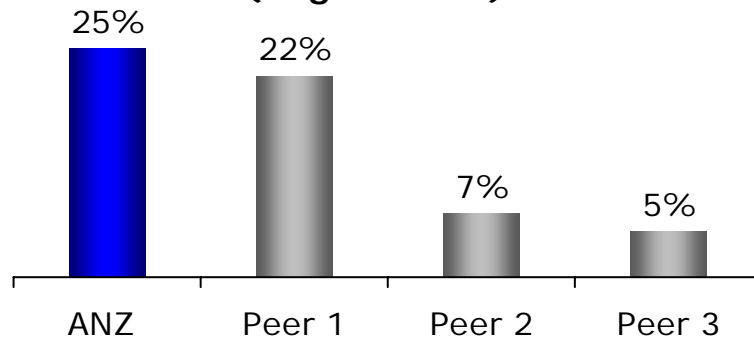
**Strong growth
from core activities ...**
(contract notes per day)



**... and a platform
for further growth**

- Great cross sell to ANZ customers
- Sale of banking products to E*Trade customer
- Equity distribution opportunities for institutional products and external parties

**Share of new on-line broking
customers***
(August 2007)



E*TRADE[®]
A U S T R A L I A

Summary

- **Important and growing part of ANZ's wealth business**
 - Now approaching 30% percent of ANZ wealth profit
 - Creating additional value in INGA as largest distributor
- **Strong growth in all key segments**
 - Taking advantage of favourable market conditions
 - Increasing planner #'s while retaining high productivity
 - E*Trade performing ahead of expectations
- **Focusing on cross sell and now also external opportunities**
 - Relentless attention on process improvement
 - Innovation around "Convenience, Simplicity and Responsibility"

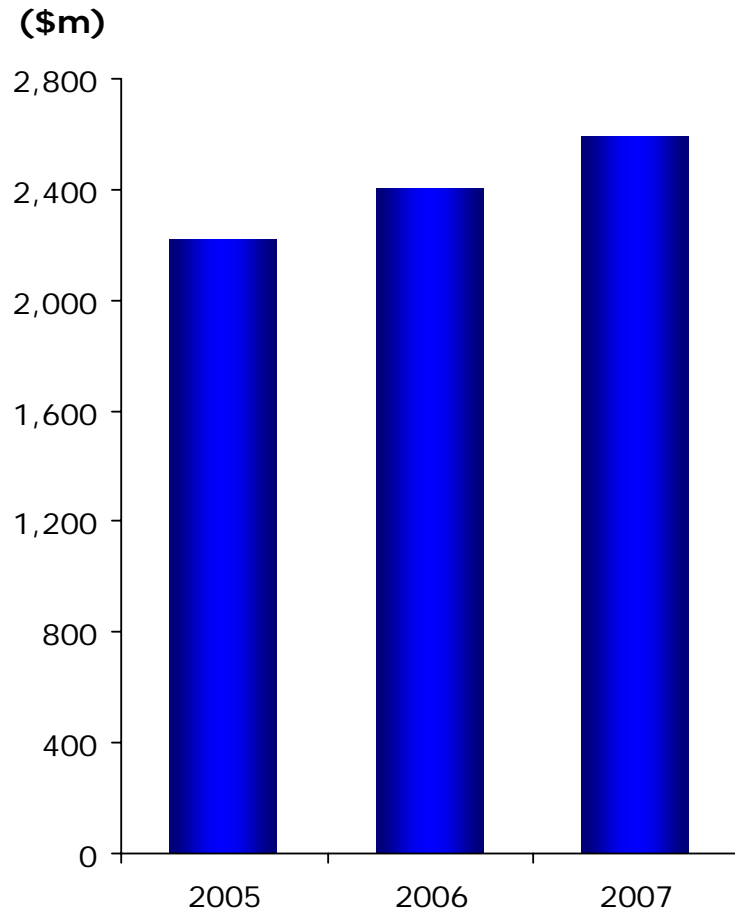


Our goal:
**Double profit
by 2010**

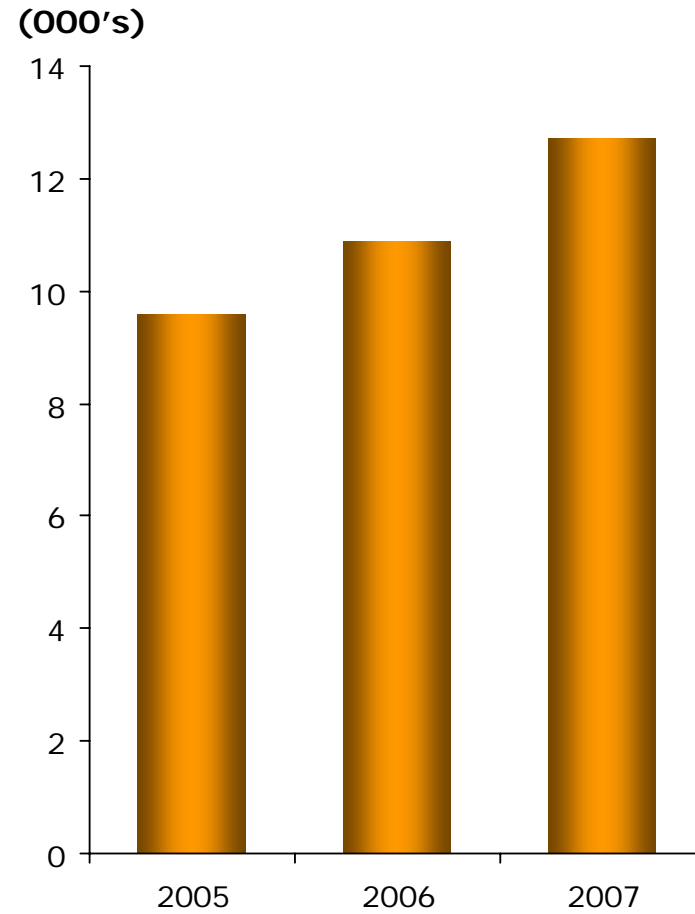
Additional information

Financial Planning

Gross Inflows*



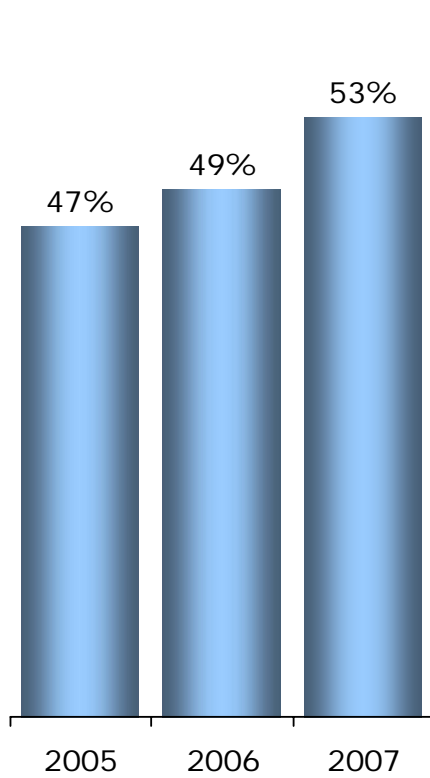
Total Risk sales*



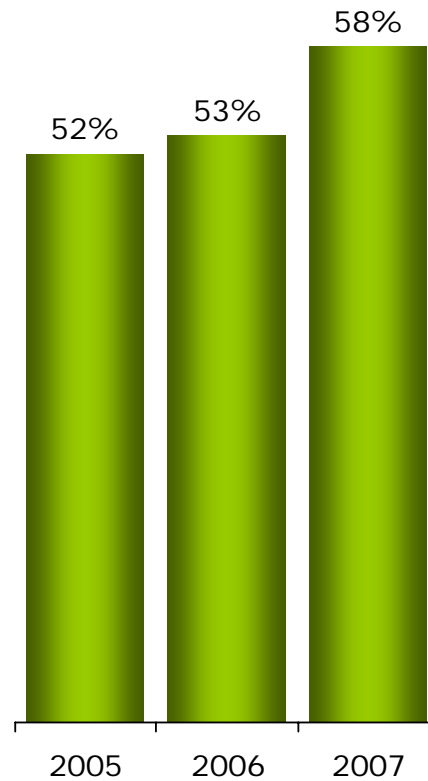
Insurance

Positive trend in insurance Cross Sell rates (Retail Branch performance for insurable loans)

Personal Loans
(% with policies written)



Home & Contents
(% with policies written)



Mortgage protection
(% with policies written)

