



2019 FULL YEAR RESULTS

FULL YEAR ENDED 30 SEPTEMBER 2019

RESULTS PRESENTATION &
INVESTOR DISCUSSION PACK



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2019 FULL YEAR RESULTS

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All figures within this investor discussion pack are presented on Cash Profit (Continuing operations) basis in Australian Dollars unless otherwise noted. In arriving at Cash Profit, Statutory Profit has been adjusted to exclude non-core items, further information is set out on page 77-81 of the 2019 Full Year Consolidated Financial Report.



2019 FULL YEAR RESULTS

SHAYNE ELLIOTT
CHIEF EXECUTIVE OFFICER

FINANCIAL SNAPSHOT

	FY19	FY19 v FY18
Statutory Profit (\$m)	5,953	-7%
Cash Profit (continuing operations)¹ (\$m)	6,470	0%
Return on Equity	10.9%	-10bps
Earnings Per Share (cents)	228	+2%
Dividend Per Share (cents)	160	flat
Franking (FY19 avg)	85%	-15%
CET1 Ratio (APRA)	11.4%	stable
Total Capital (CET1) (\$m)	47,355	+6%
Net Tangible Assets Per Share (\$)	19.59	+6%
Shares on issue (end of period #m)	2,835	-1%
Risk Weighted Assets (\$b)	417	+7%
<ul style="list-style-type: none"> • Solid result in a challenging environment • Disciplined approach to balance sheet growth • Capital management driving real benefits to shareholders 		

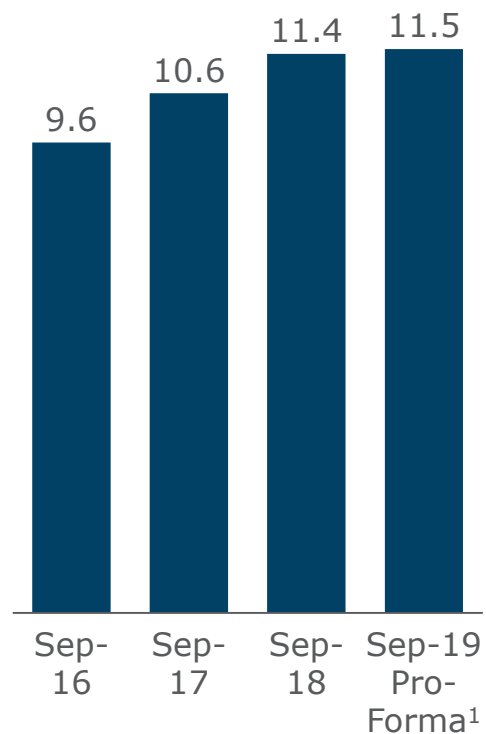
1. Includes the impact of large / notable items

BALANCE SHEET STRENGTH

CAPITAL & CREDIT QUALITY

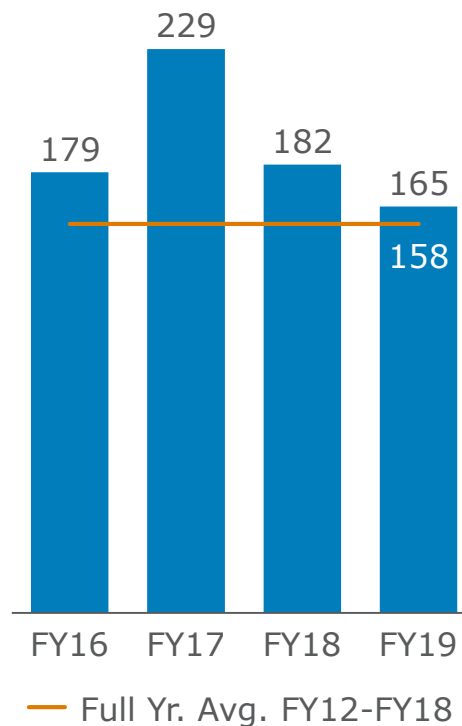
CET1 RATIO (LEVEL 2)

%



NET ORGANIC CAPITAL GENERATION

bps



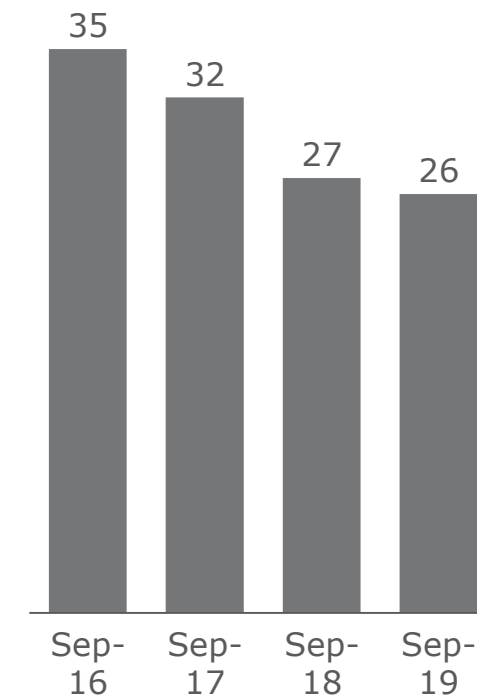
NTA PER SHARE

\$



CREDIT QUALITY

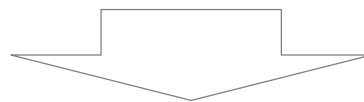
IEL² bps



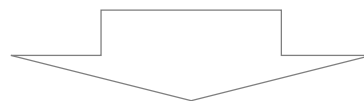
1. Pro-Forma includes benefits from P&I settlement of ~20bps, partially offset by reduction from AASB16 impacts (~7bps)
2. IEL = Internal Expected Loss, long run loss rate as a % of GLA

OUR PURPOSE & STRATEGY

Our Purpose is to shape a world where people and communities thrive



Our strategy is to generate decent returns by **improving the financial well-being of our customers**, having the **right people who listen, learn and adapt**; putting the **best tools and insights** into their hands, and **focusing on those few things that add value** to customers and **doing them right the first time**



- Targeted growth
- Lower cost
- Lower risk
- Capital efficient

6 POINT PLAN

FOCUSING RESOURCES TO DELIVER FOR CUSTOMERS, SHAREHOLDERS & THE COMMUNITY

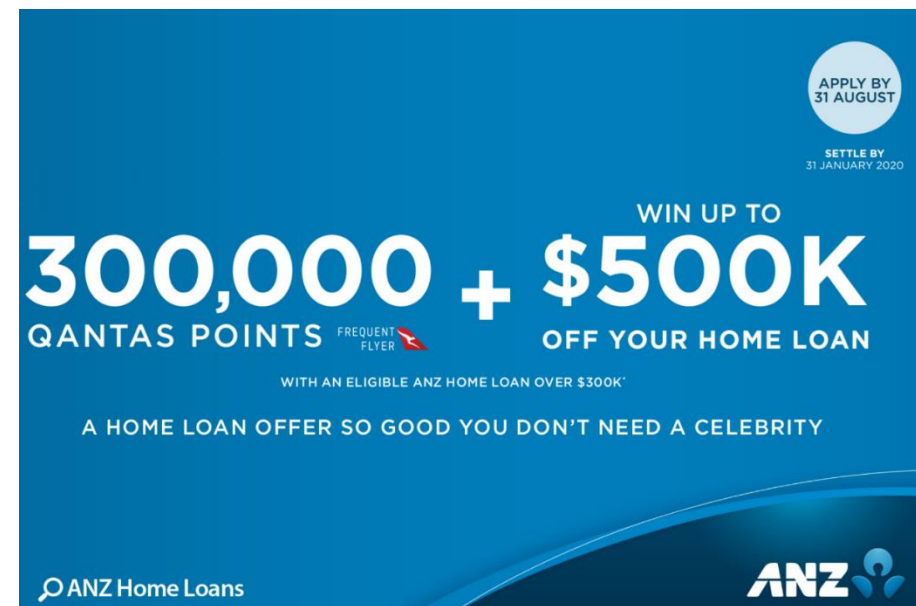
- ① Running the business well
- ② Maintaining discipline within Institutional
- ③ Resolving our challenges in NZ
- ④ Investing to prepare Australia for growth
- ⑤ Driving further simplification
- ⑥ Building the team's resilience and capability

RUN THE BUSINESS WELL

AUSTRALIA RETAIL AND COMMERCIAL

- ❑ Changed our management structure & team
- ❑ Continuing to invest in process redesign
- ❑ Refining credit policies within a prudent risk appetite
- ❑ Delegating more decisions to front line
- ❑ Monitoring key operational metrics
- ❑ Focusing on improving operational capacity and approval turnaround time

LAUNCHED A MAJOR HOUSING MARKETING CAMPAIGN

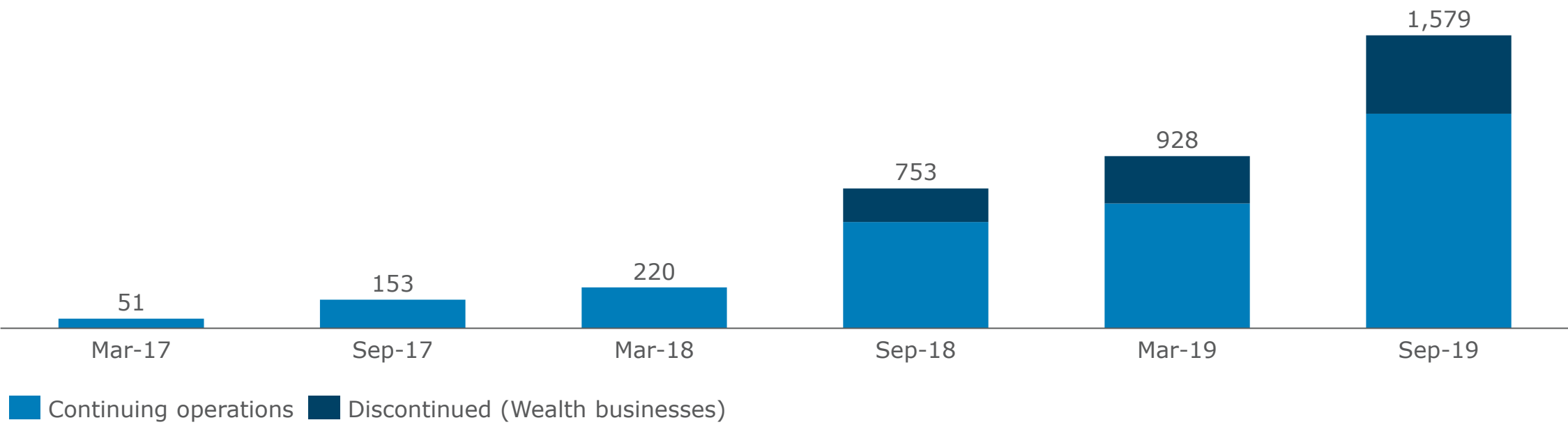


RUN THE BUSINESS WELL

CUSTOMER REMEDIATION

CUMULATIVE CUSTOMER REMEDIATION CHARGE

Pre tax \$m

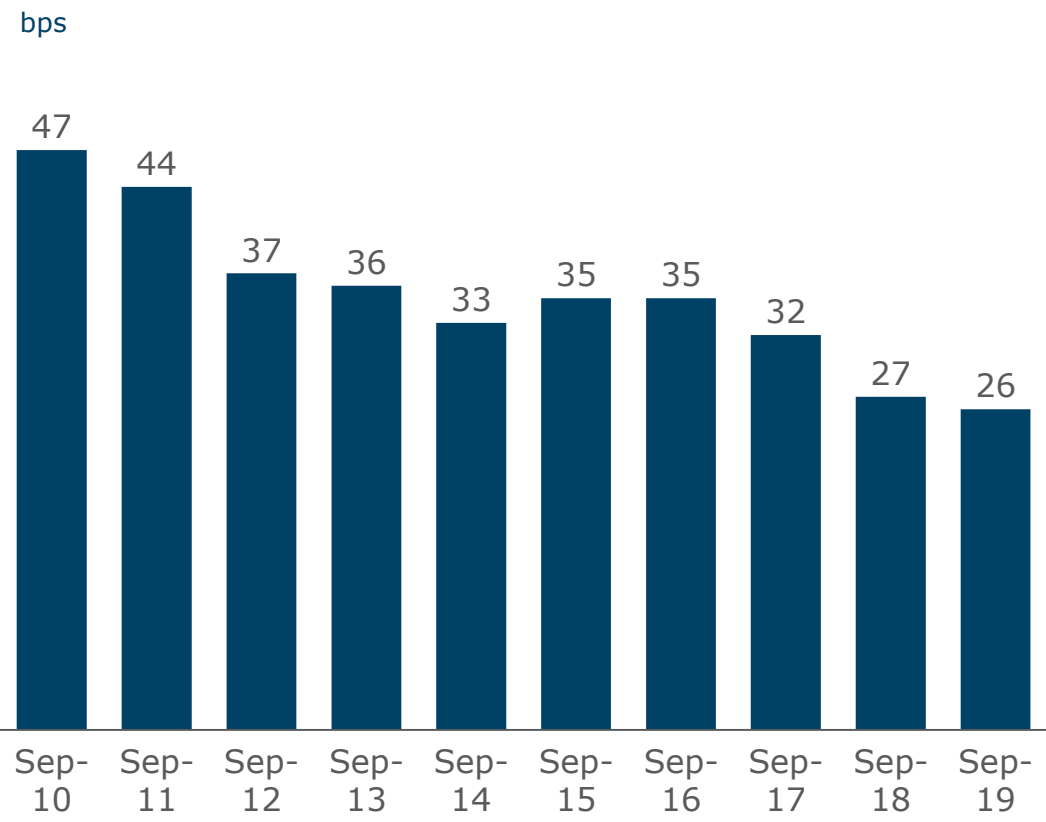


>1,000 people progressing remediation activities

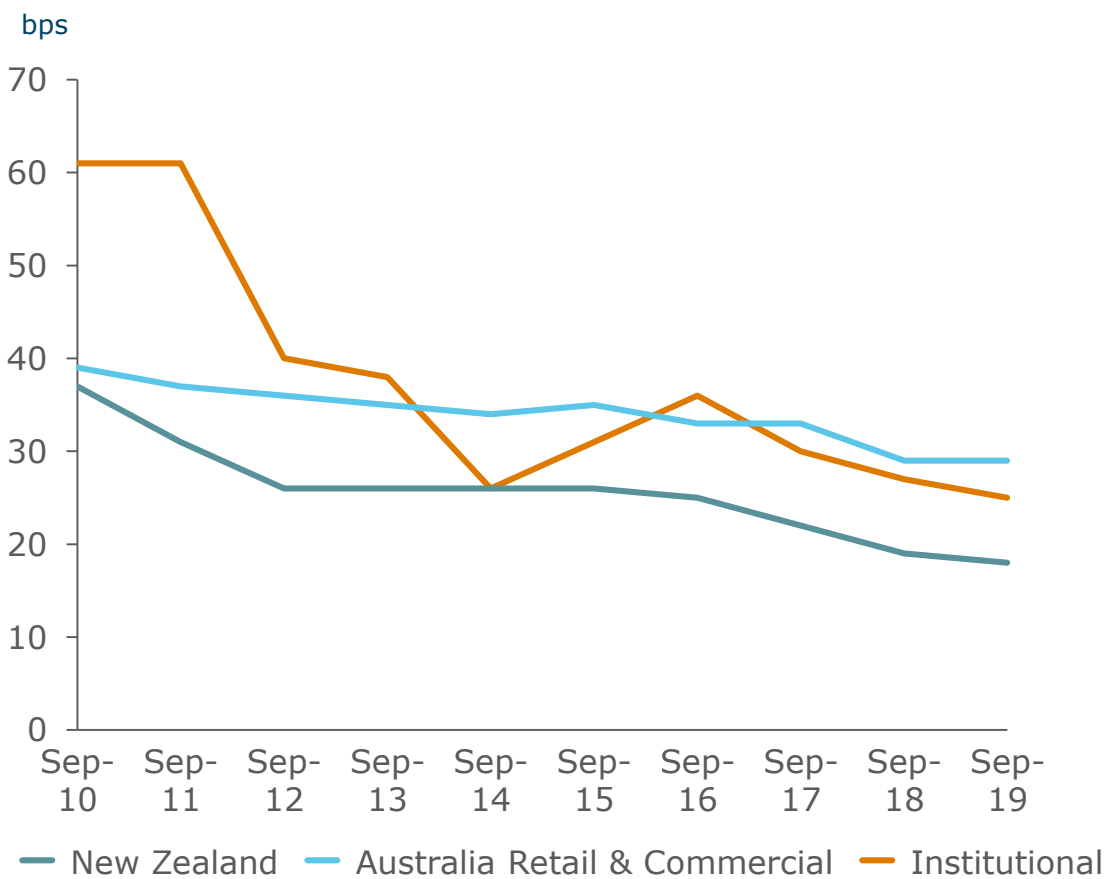
RUN THE BUSINESS WELL

IMPROVED RISK PROFILE

GROUP INTERNAL EXPECTED LOSS¹



DIVISIONAL INTERNAL EXPECTED LOSS¹

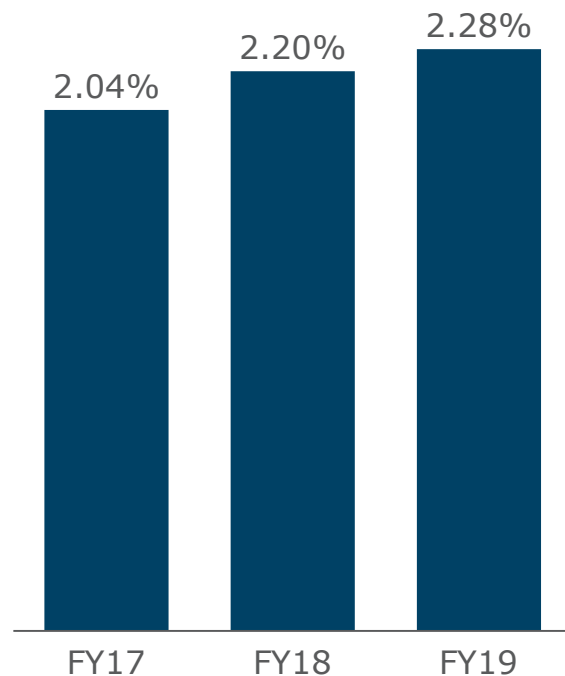


1. IEL = Internal Expected Loss, long run loss rate as a % of GLA

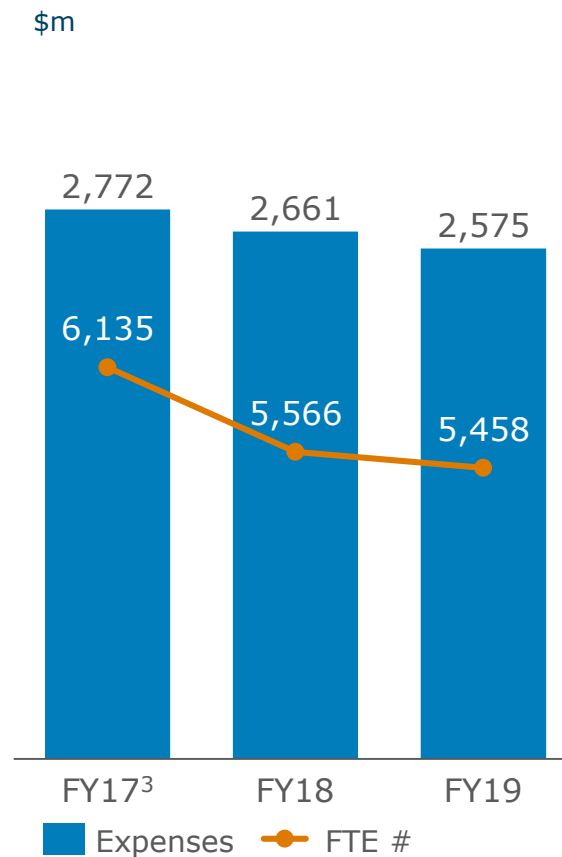
RUN THE BUSINESS WELL

MAINTAIN DISCIPLINE WITHIN INSTITUTIONAL

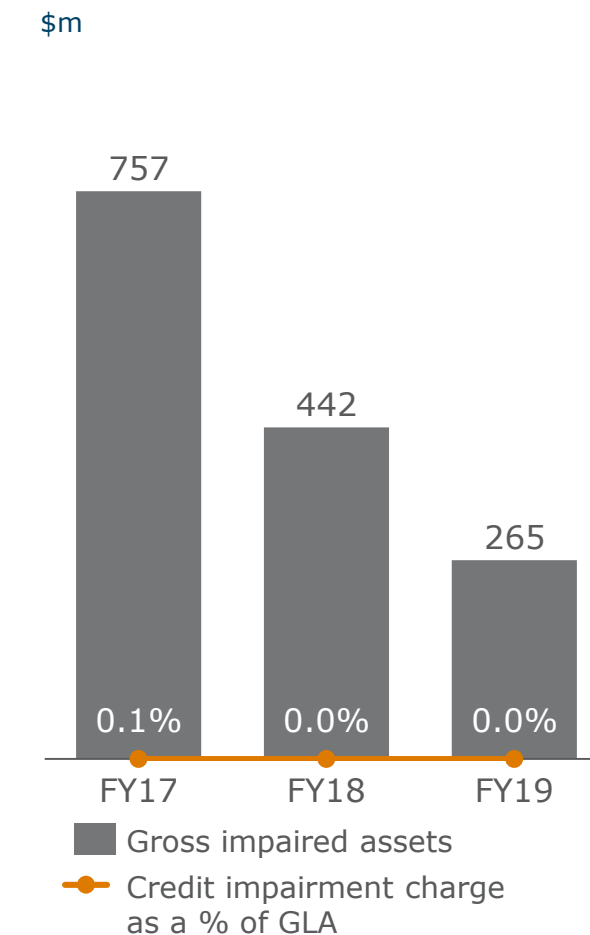
RISK ADJUSTED MARGINS^{1,2}



EXPENSE MANAGEMENT²



CREDIT QUALITY



1. Institutional (ex. Markets) net interest income divided by average credit risk weighted assets
2. Continuing operations excluding large / notable items
3. FY17 has not been restated for AASB 15 impacts

RUN THE BUSINESS WELL

NEW ZEALAND

BS11 (Outsourcing Policy)

Requires all large banks in New Zealand to have compliant outsourcing arrangements by 2022

To ensure banks can continue to run, manage, and provide banking services to NZ customers on a standalone basis if required

RBNZ Capital Review Paper 4

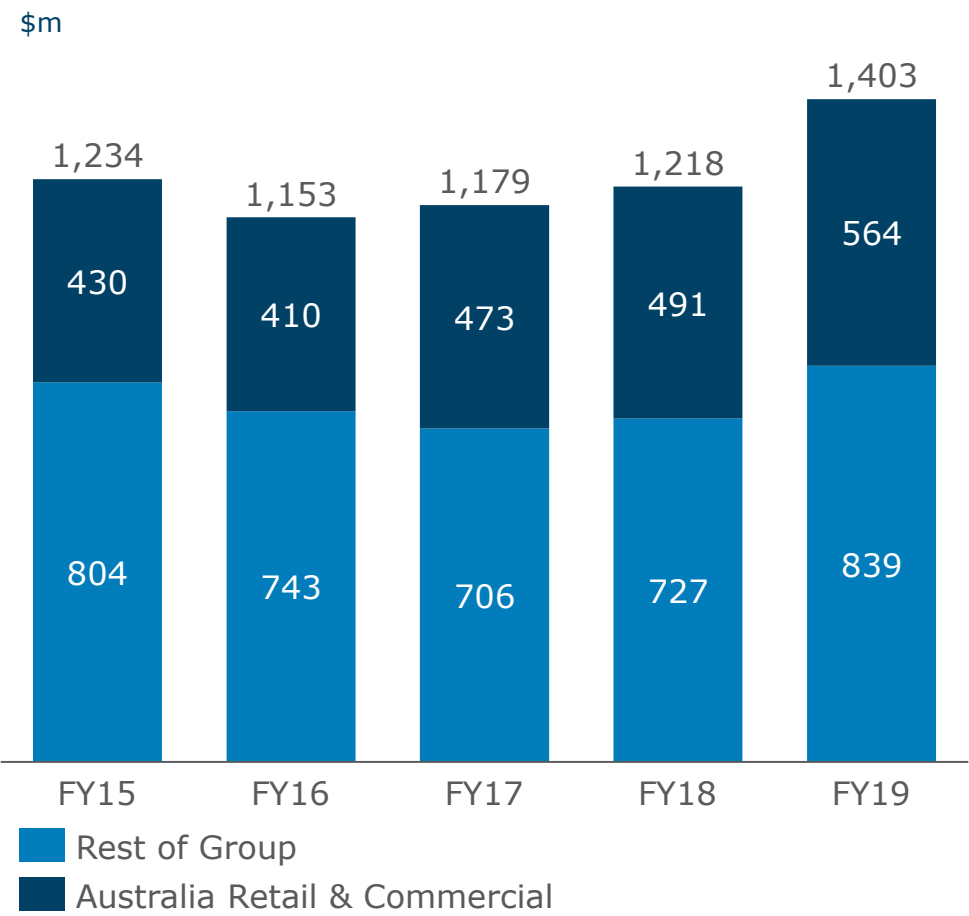
Expected to be finalised in Dec 2019

Relates to the amount of regulatory capital required of locally incorporated banks

Impacts Group capital requirements as New Zealand is required to retain earnings & reduce dividends paid to ANZ parent entity to meet higher capital requirements

INVESTING FOR GROWTH

GROUP INVESTMENT SPEND¹



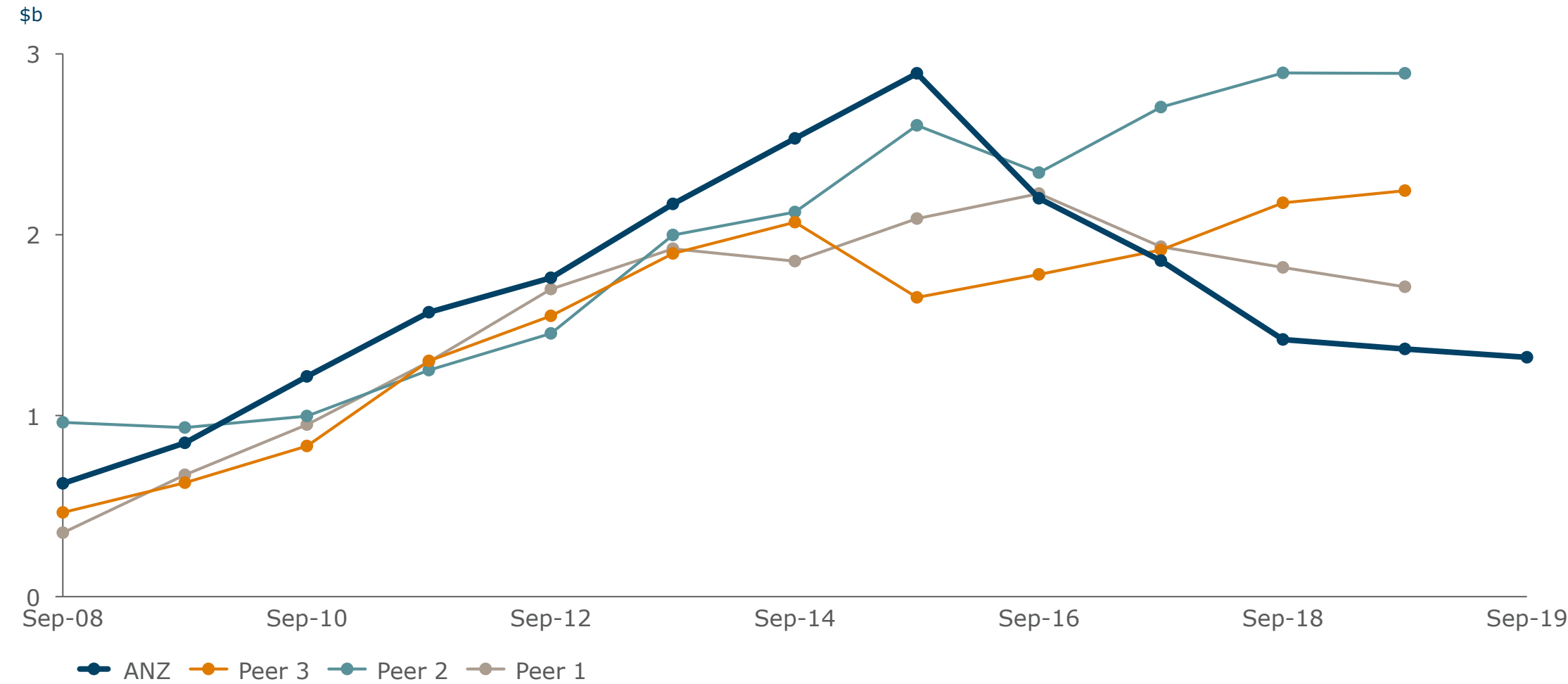
1. Prior periods restated from previously reported information to include technology infrastructure spend, property projects and scaled agile delivery

PREPARING FOR CHANGE

LAST DECADE	NEXT DECADE?
Universal services	Specialisation
Mass share	Targeted share
One price for all	Risk based pricing
Transactions	Discussions
Value from branches	Value from data
High system growth	Low system growth
Bank competition	Experience competition
Hardware	Software
Waterfall	Agile
More capital	More compliance
Enforceable undertakings	Court action
Falling credit costs	Rising credit costs
Globalisation	Protectionism
Financial risk	Non-financial risk

CAPITALISED SOFTWARE BALANCE¹

For personal use only



1. Source: Capitalised software balances sourced from publicly available company financials; 2019 numbers are based on the most recently disclosure financial statements

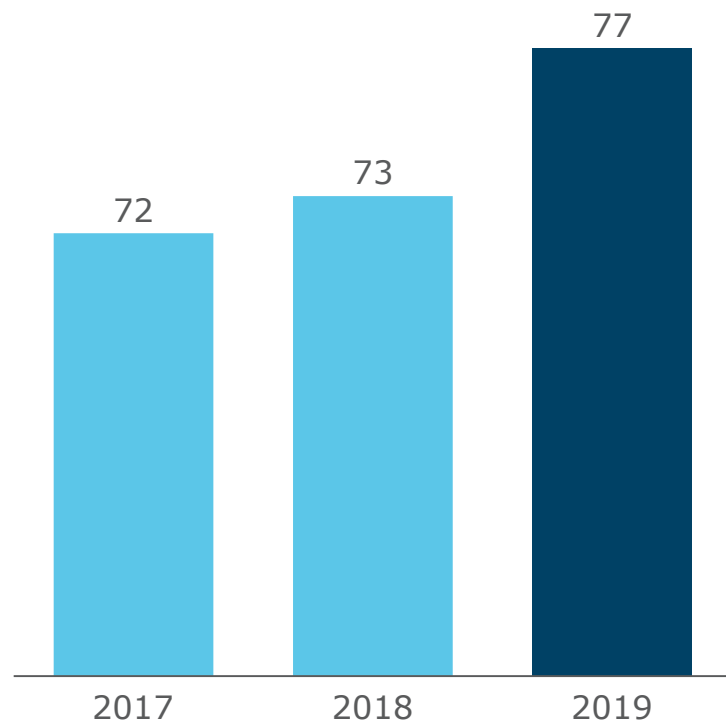
SIMPLIFICATION

- ❑ \$8.6b cost base, lowest since 2013
- ❑ Revenue \$450m higher than 2013, despite selling 23 businesses
- ❑ Focused on simplifying key customer & enablement processes that represent 70% of our cost base
- ❑ Improving franchise strength

CAPABILITY

EMPLOYEE ENGAGEMENT¹

%



- ❑ 93% consider ANZ's purpose when making decisions
- ❑ 86% are confident ANZ treats customers fairly
- ❑ 86% say ANZ demonstrates respect for our employees
- ❑ 73% say they have access to opportunities to help them grow

1. ANZ 'My Voice' Staff Surveys



2019 FULL YEAR RESULTS

MICHELLE JABLKO
CHIEF FINANCIAL OFFICER

OVERVIEW

CASH PROFIT^{1,2}



CASH EPS^{1,2}



ROE^{1,2}



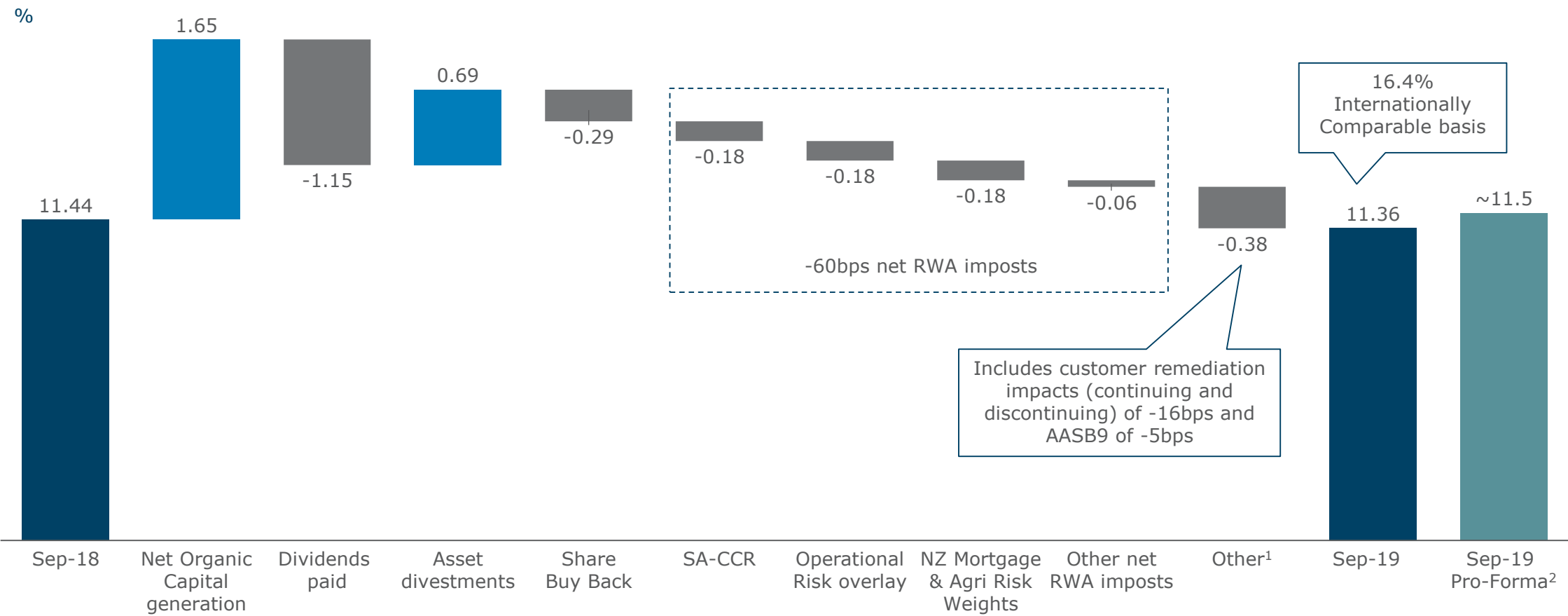
CET1 RATIO (LEVEL 2)



1. Cash Profit from continuing operations
2. FY17 has not been restated for AASB15 impacts

CAPITAL

APRA LEVEL 2 CET1 RATIO – CAPITAL MOVEMENT



1. Includes large / notable items affecting the FY19 cash earnings, movements in non-cash earnings, AASB9, net foreign currency translation and other items
 2. Pro-Forma includes benefits from P&I settlement of ~20bps, partially offset by reduction from AASB16 impacts (~7bps)

REGULATORY DEVELOPMENTS

IN CONSULTATION STAGE

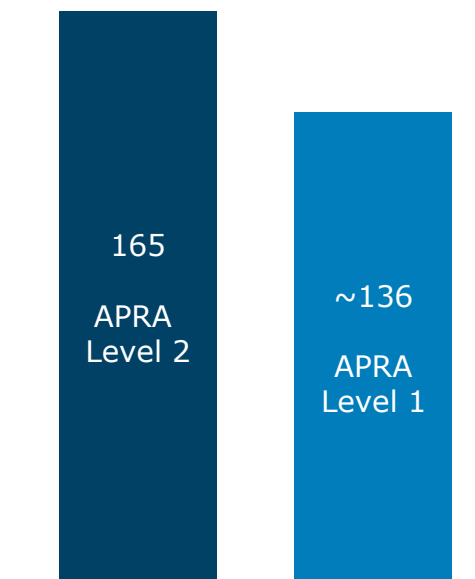
- ❑ APRA - Investments in subsidiaries (APS111)
- ❑ RBNZ - Capital proposals
- ❑ APRA - Ongoing APRA regulatory reviews¹

RECENTLY FINALISED (IMPLEMENTING)

- ❑ APRA - Limits on related party exposures (APS222)
- ❑ APRA - Loss absorbing capacity (TLAC)

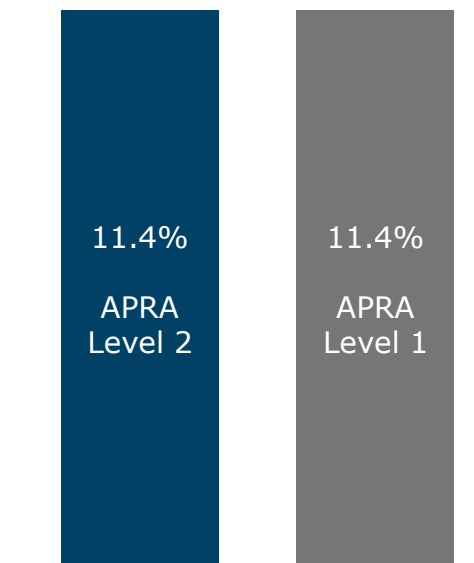
APRA LEVEL 1 & LEVEL 2

FY19 NET ORGANIC CAPITAL
GENERATION
bps



Level 1 lower than Level 2
due to ~\$1.5b lower NZ
dividends in 2019

SEP-19 CET1 RATIOS

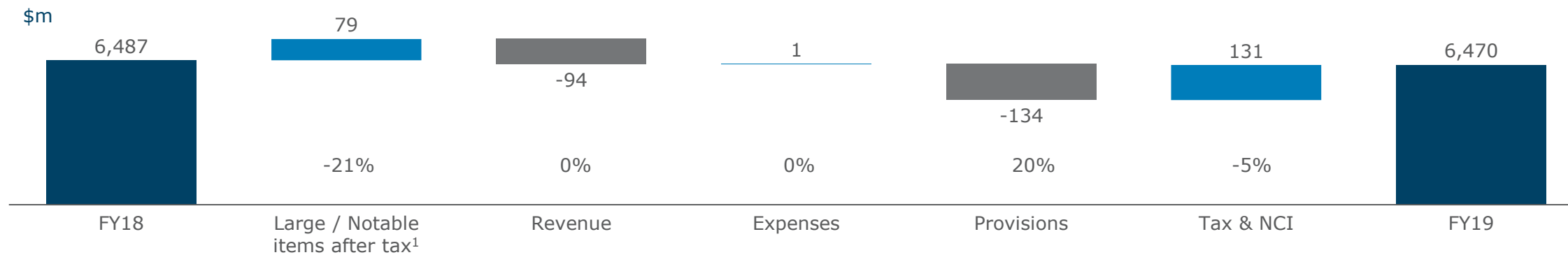


1. Other ongoing APRA regulatory reviews potentially impacting the future capital position include: Revisions to capital framework (RWA) and Unquestionably Strong capital calibration, Transparency, Comparability and Flexibility proposals, revisions to Interest Rate Risk to the Banking Book and Market Risk.

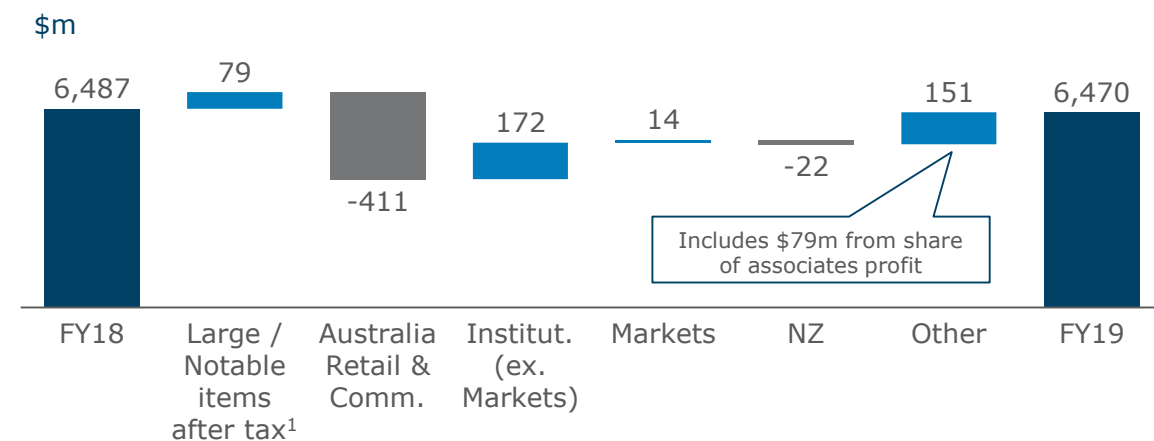
FINANCIAL PERFORMANCE

CASH PROFIT CONTINUING OPERATIONS

CASH PROFIT DRIVERS



CASH PROFIT DIVISIONAL PERFORMANCE



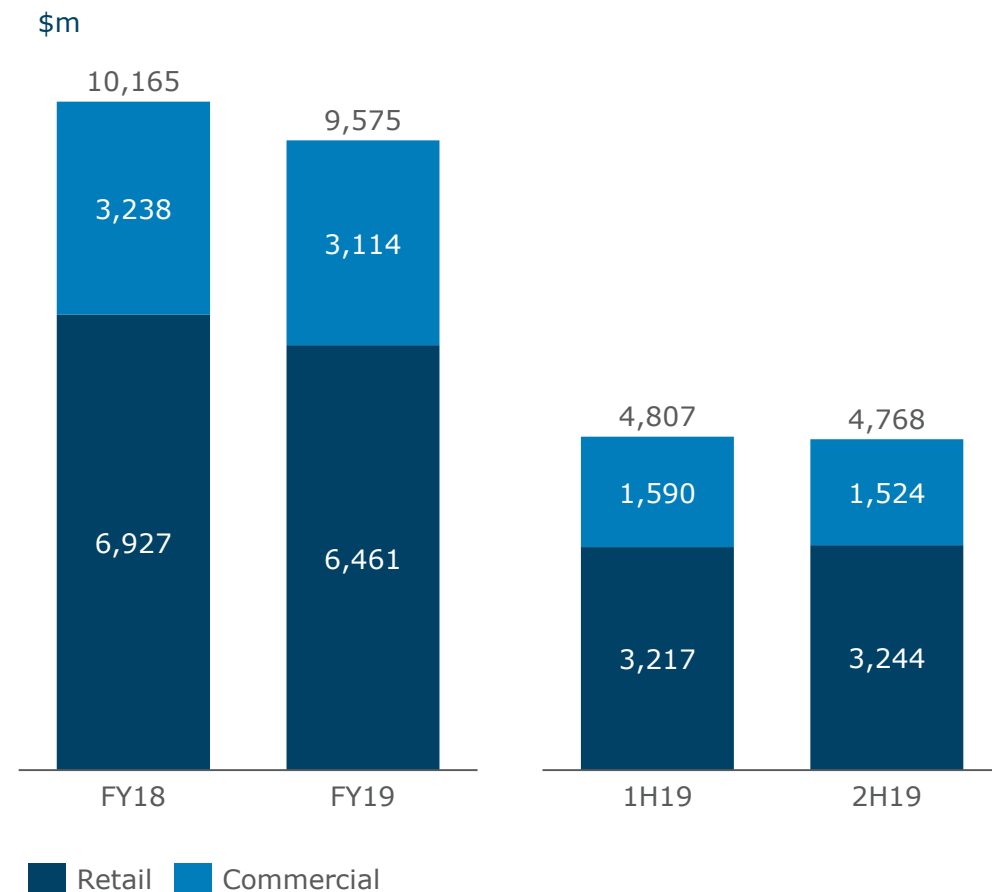
FY19 v FY18	Australia Retail & Commercial	Institutional	NZ (NZD)
Income	-6%	5%	2%
Expenses	0%	-3%	5%
Cash Profit	-10%	11%	-4%

1. Details of large / notable items provided in the investor discussion pack – additional financials section

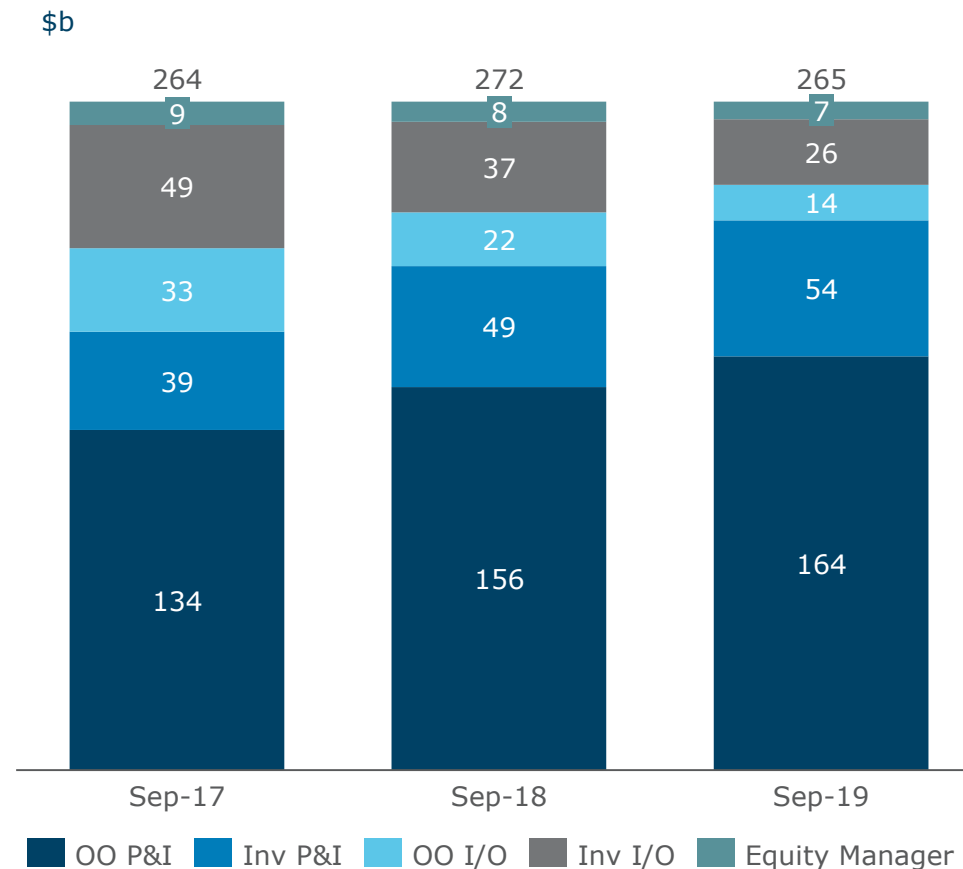
AUSTRALIA RETAIL & COMMERCIAL

INCOME EXCLUDING LARGE / NOTABLE ITEMS AND HOUSING PORTFOLIO

INCOME COMPOSITION



HOUSING PORTFOLIO^{1,2}



1. Includes Non Performing Loans

2. The current classification of Investor vs Owner Occupier is based on ANZ's product category, determined at origination as advised by the customer and the ongoing precision relies primarily on the customer's obligation to advise ANZ of any change in circumstances

AUSTRALIA RETAIL & COMMERCIAL - HOUSING MOMENTUM

IMPROVING MOMENTUM

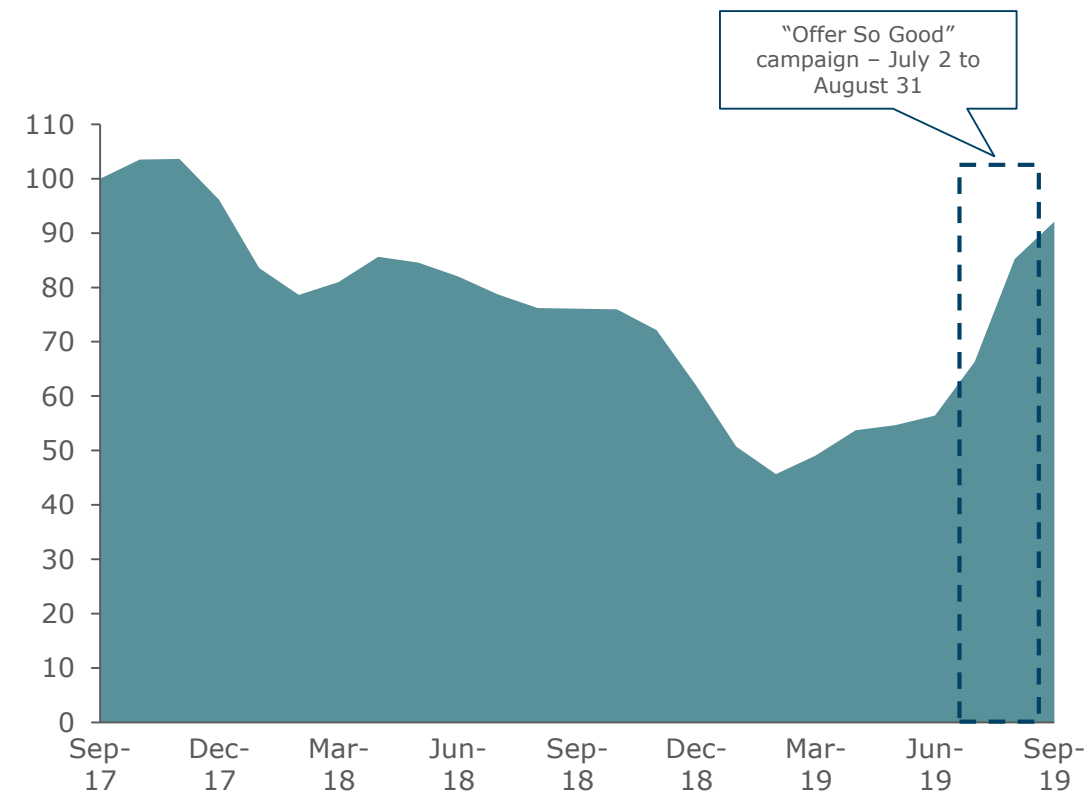
- ❑ Clarity and consistency on policy and risk settings
- ❑ Approval turnaround times
- ❑ Industry conditions

OUTLOOK

- ❑ Pick up in application volumes in 4Q19
- ❑ Improved momentum into 1Q20
- ❑ Faster loan amortisation in a low rate environment

HOME LOAN APPLICATION TREND

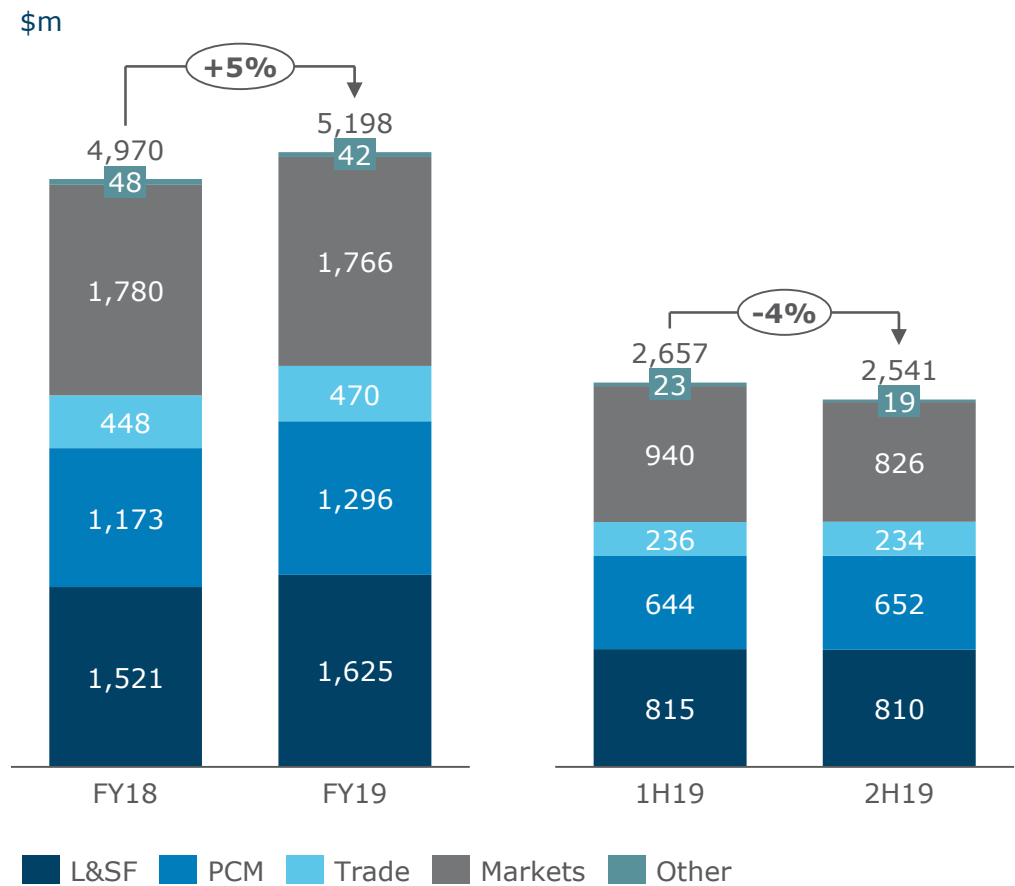
3 month rolling average (Index Sep 2017 = 100)



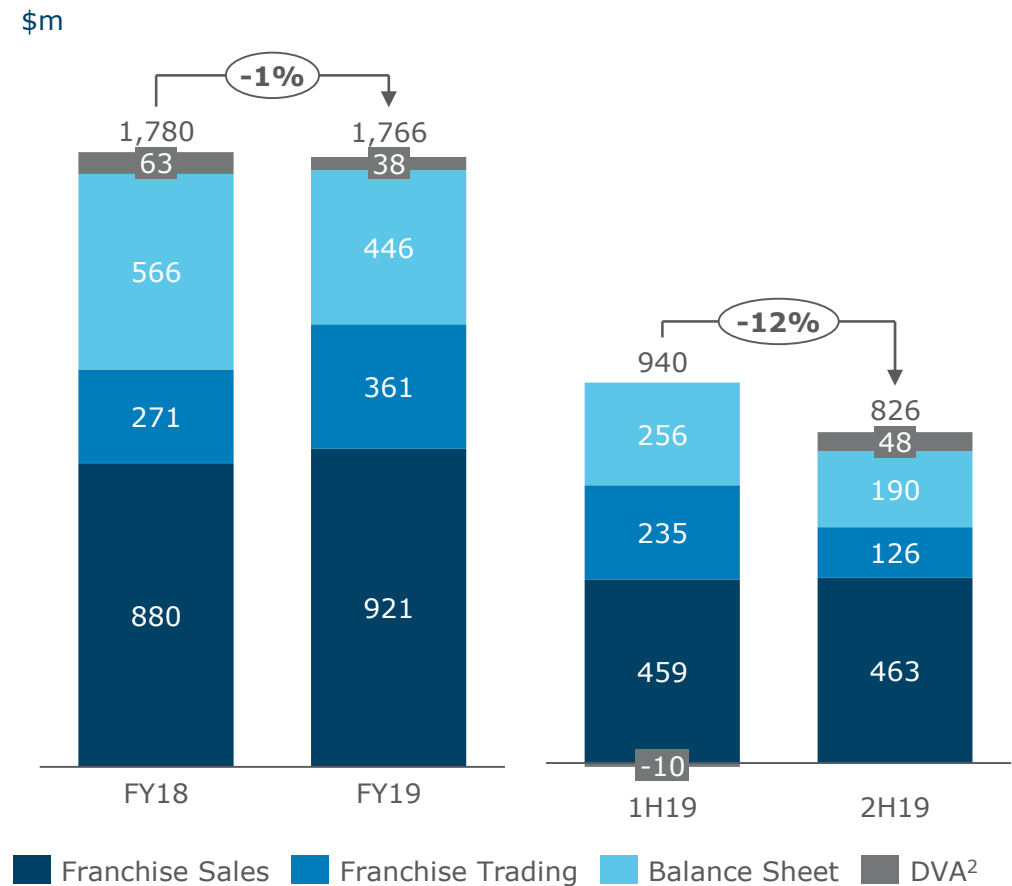
INSTITUTIONAL

INCOME CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

INSTITUTIONAL INCOME COMPOSITION¹



MARKETS INCOME COMPOSITION

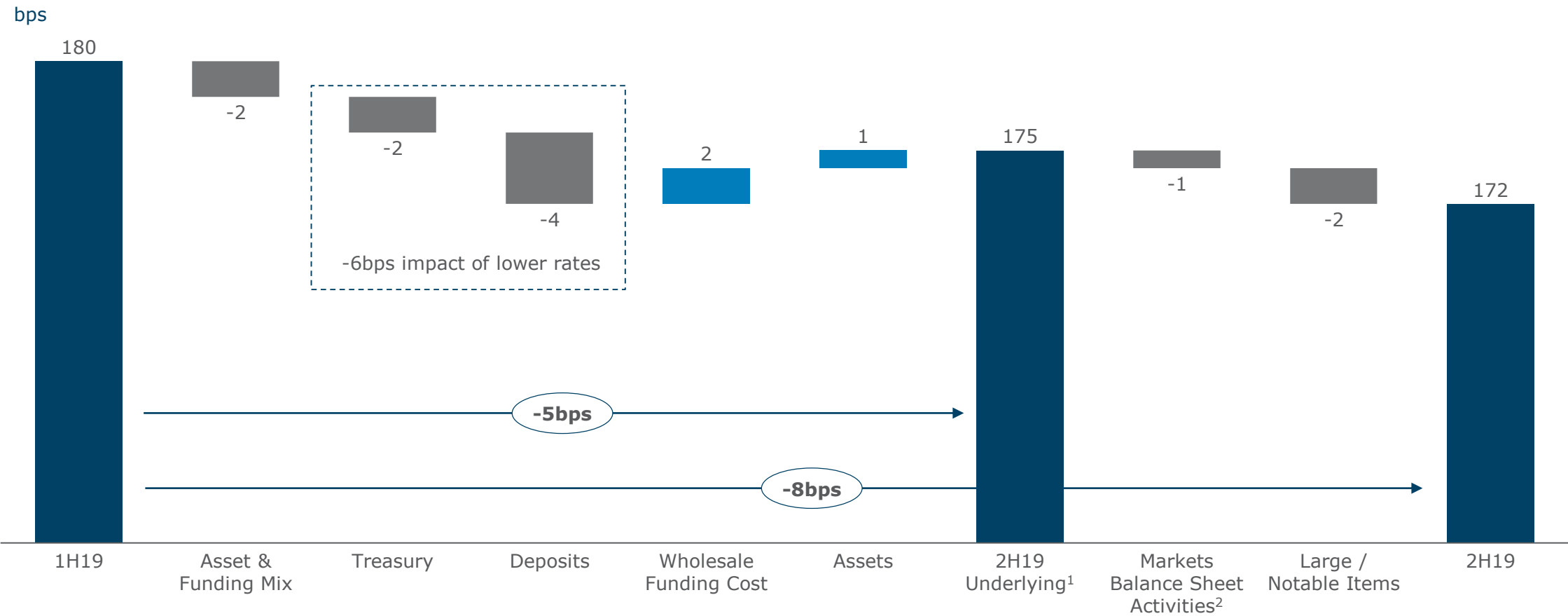


1. L&SF: Loans & Specialised Finance; PCM: Payments & Cash Management; Trade: Trade & Supply Chain
 2. Derivative valuation adjustments

NET INTEREST MARGIN

CONTINUING OPERATIONS

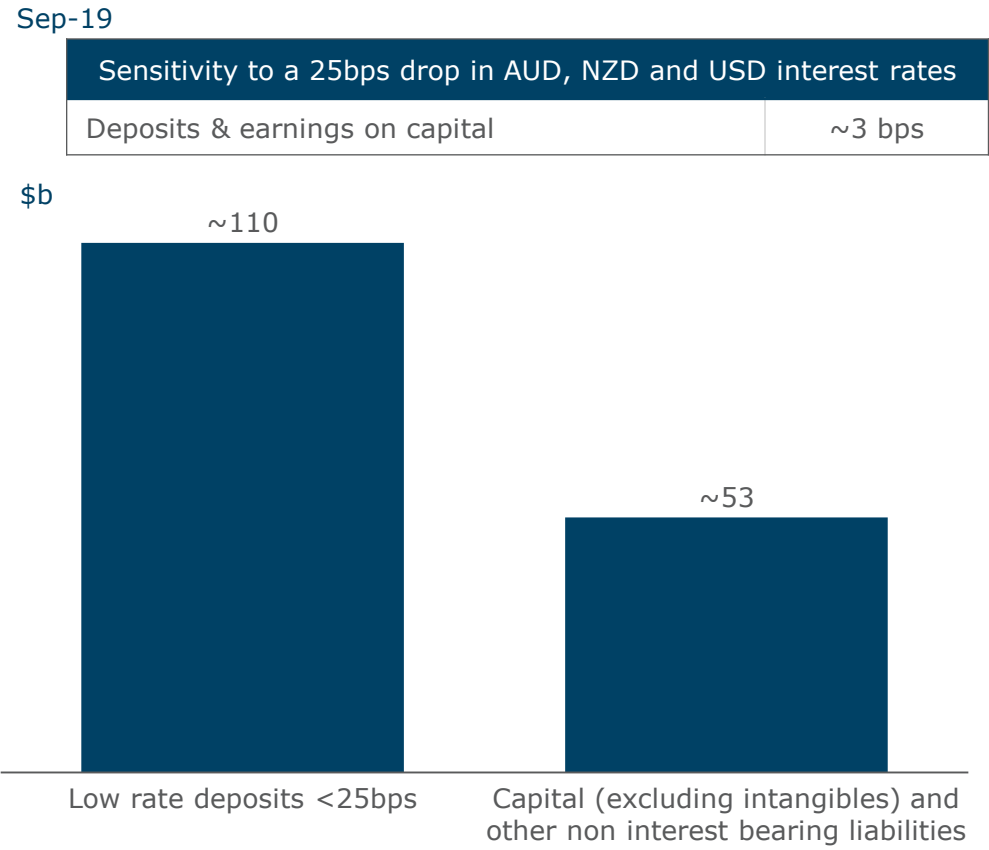
GROUP NET INTEREST MARGIN (NIM)



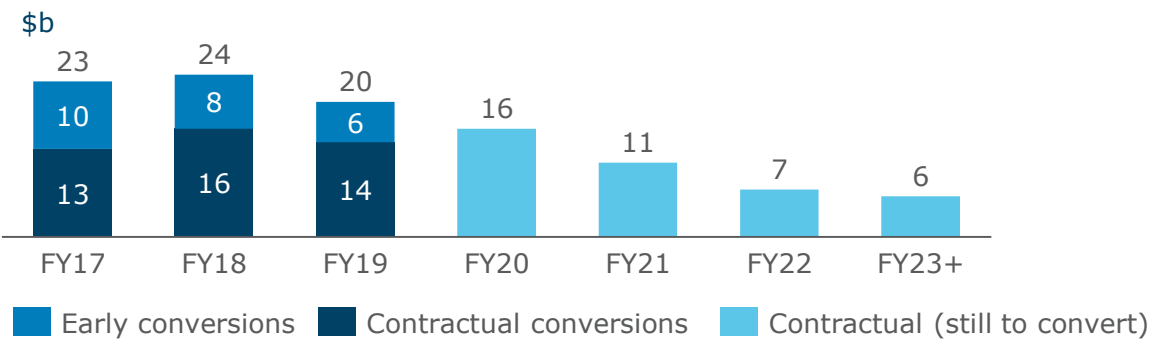
1. Excluding large / notable items and Markets Balance Sheet activities
 2. Includes the impact of growth in discretionary liquid assets and other balance sheet activities

MARGIN ENVIRONMENT

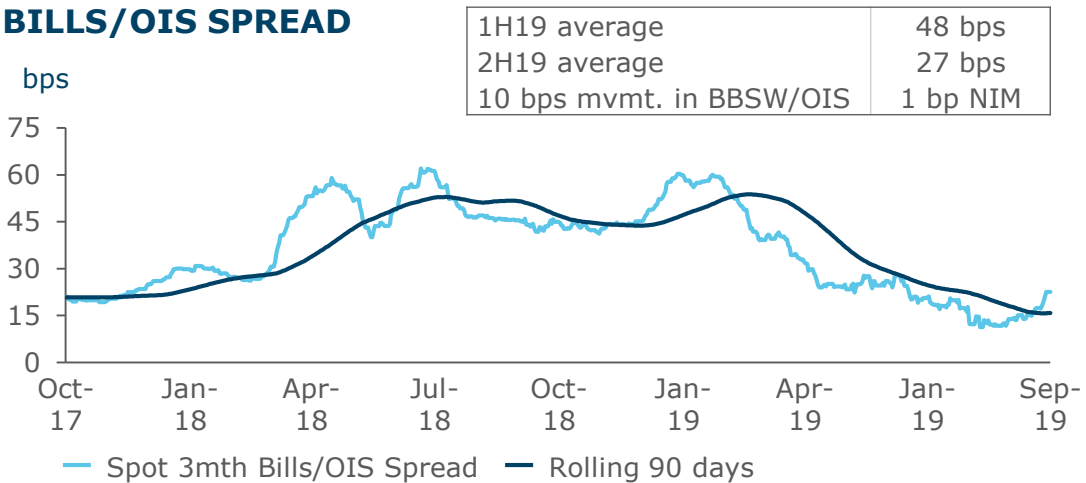
LOW RATE ENVIRONMENT



SWITCHING FROM INTEREST ONLY TO PRINCIPAL & INTEREST



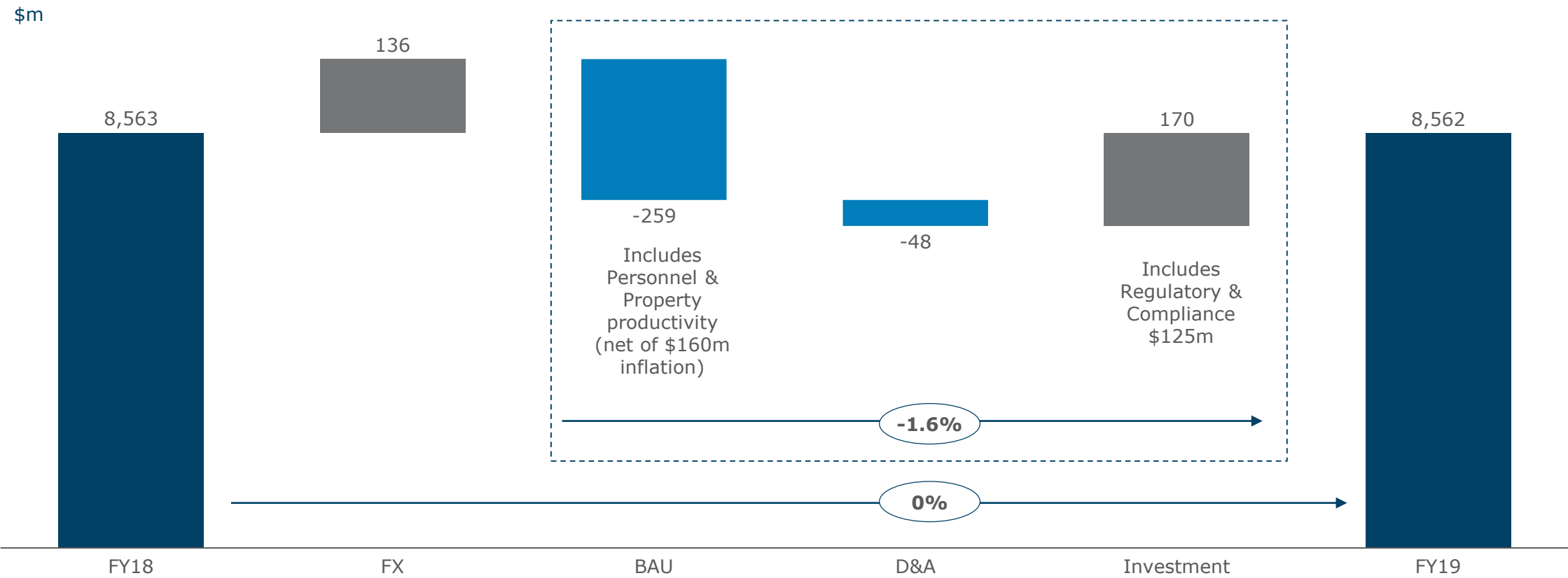
BILLS/OIS SPREAD



EXPENSES

CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

FY19 EXPENSE DRIVERS

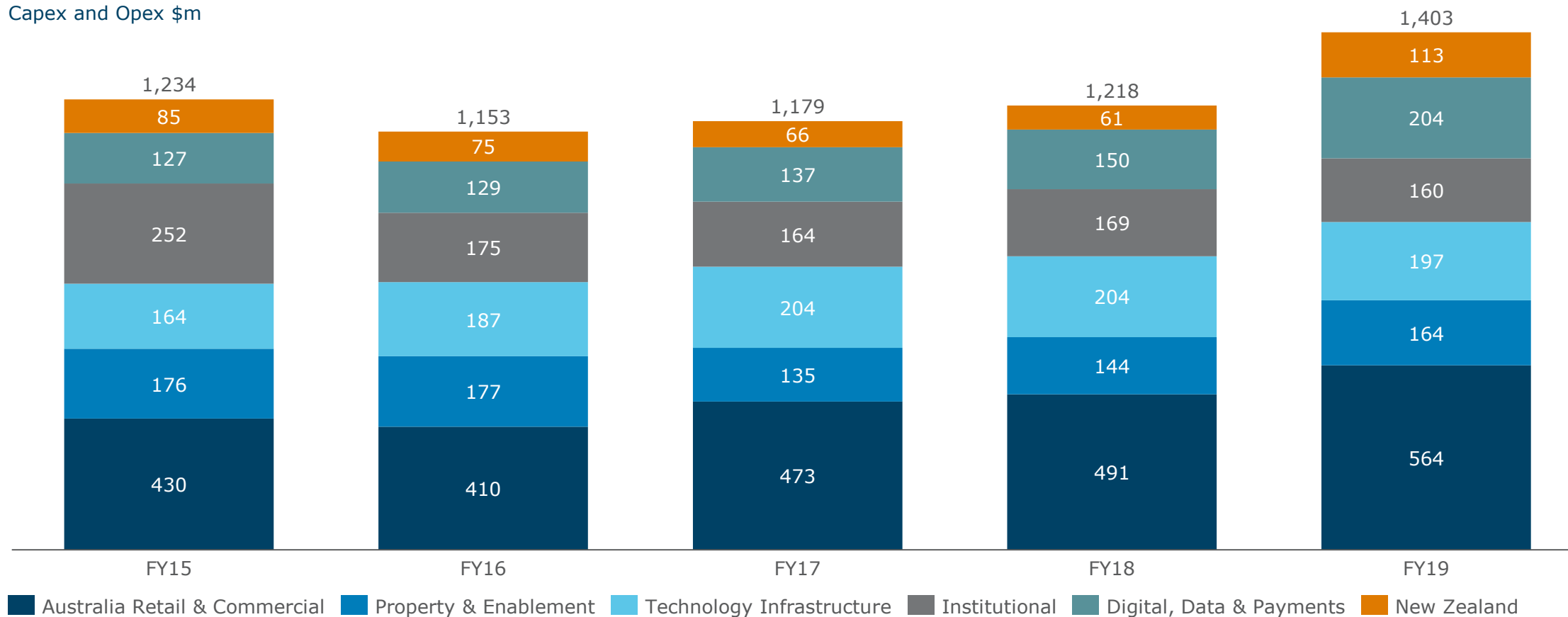


INVESTMENT SPEND

CONTINUING OPERATIONS

TOTAL INVESTMENT SPEND BY DIVISION¹

Capex and Opex \$m



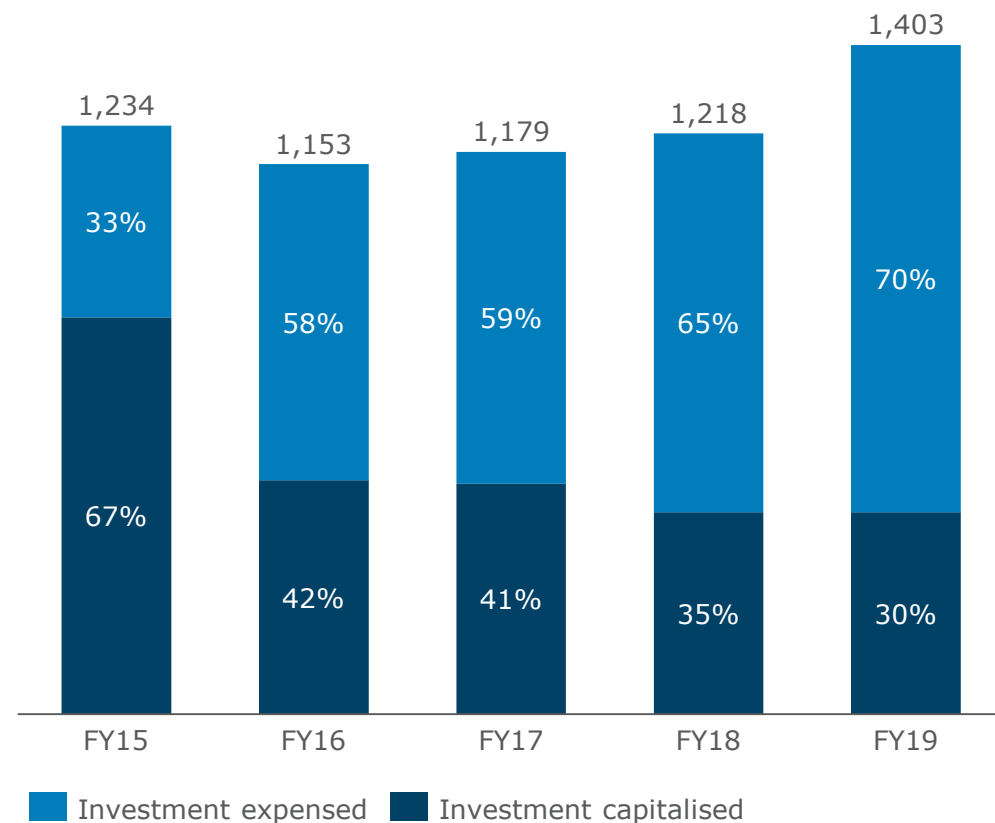
1. Prior periods restated from previously reported information to include technology infrastructure spend, property projects and scaled agile delivery

INVESTMENT SPEND

CONTINUING OPERATIONS

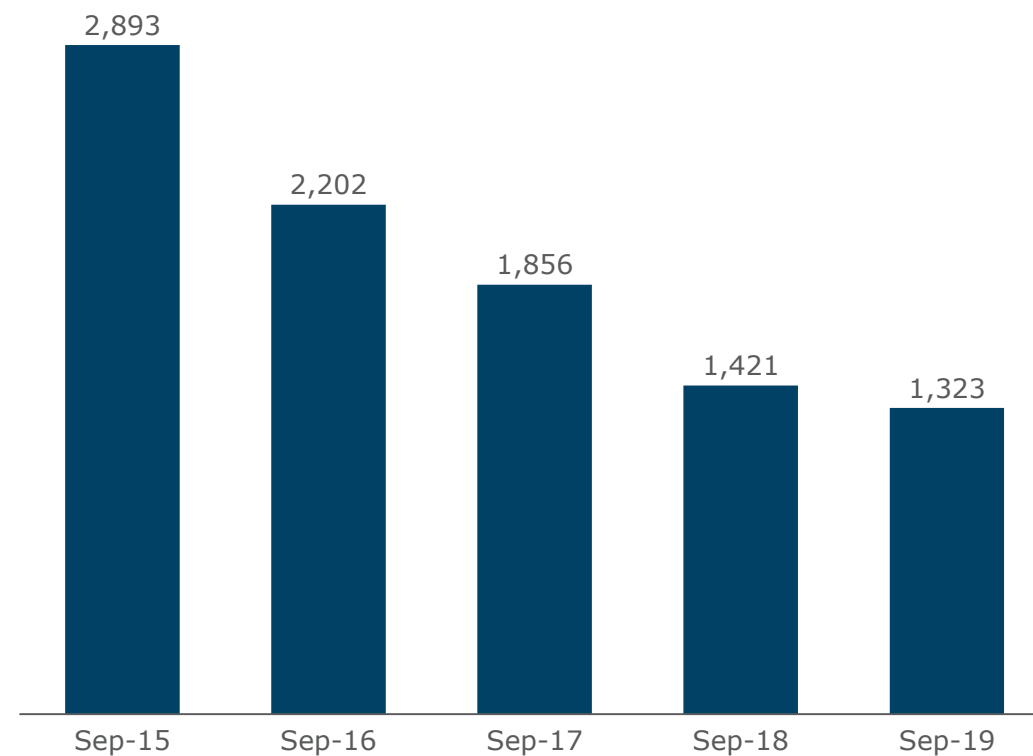
TOTAL INVESTMENT SPEND¹

Capex and Opex \$m



CAPITALISED SOFTWARE BALANCE

\$m

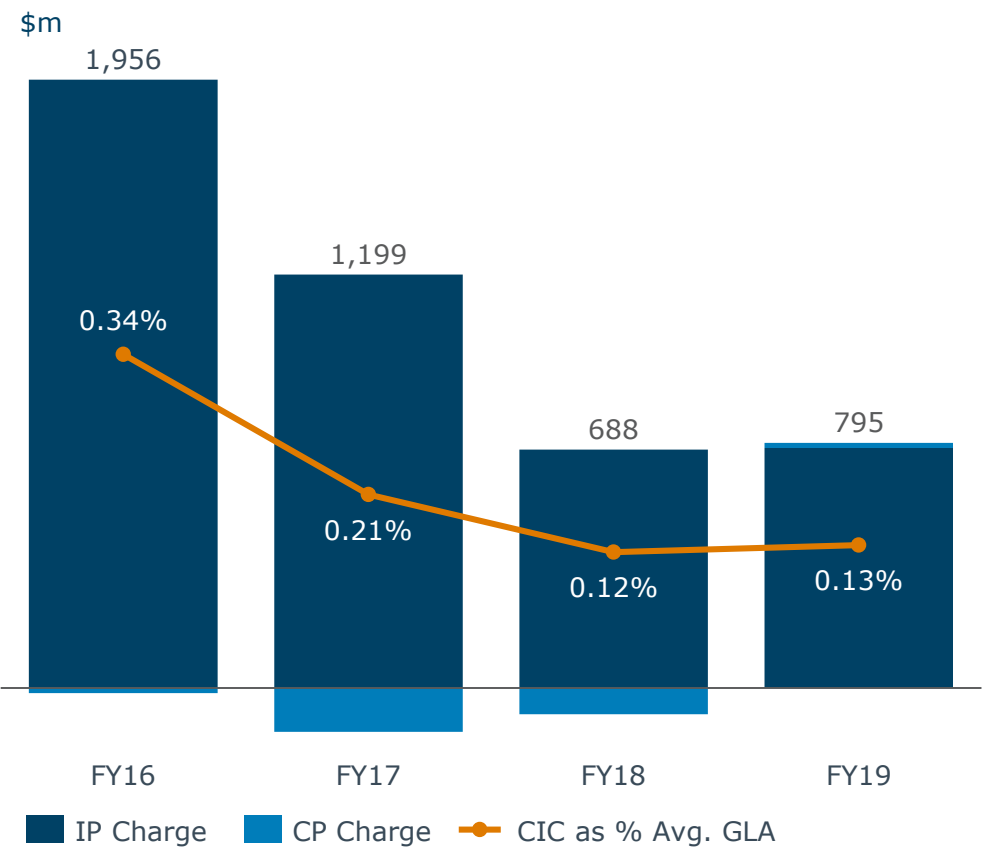


1. Prior periods restated from previously reported information to include technology infrastructure spend, property projects and scaled agile delivery

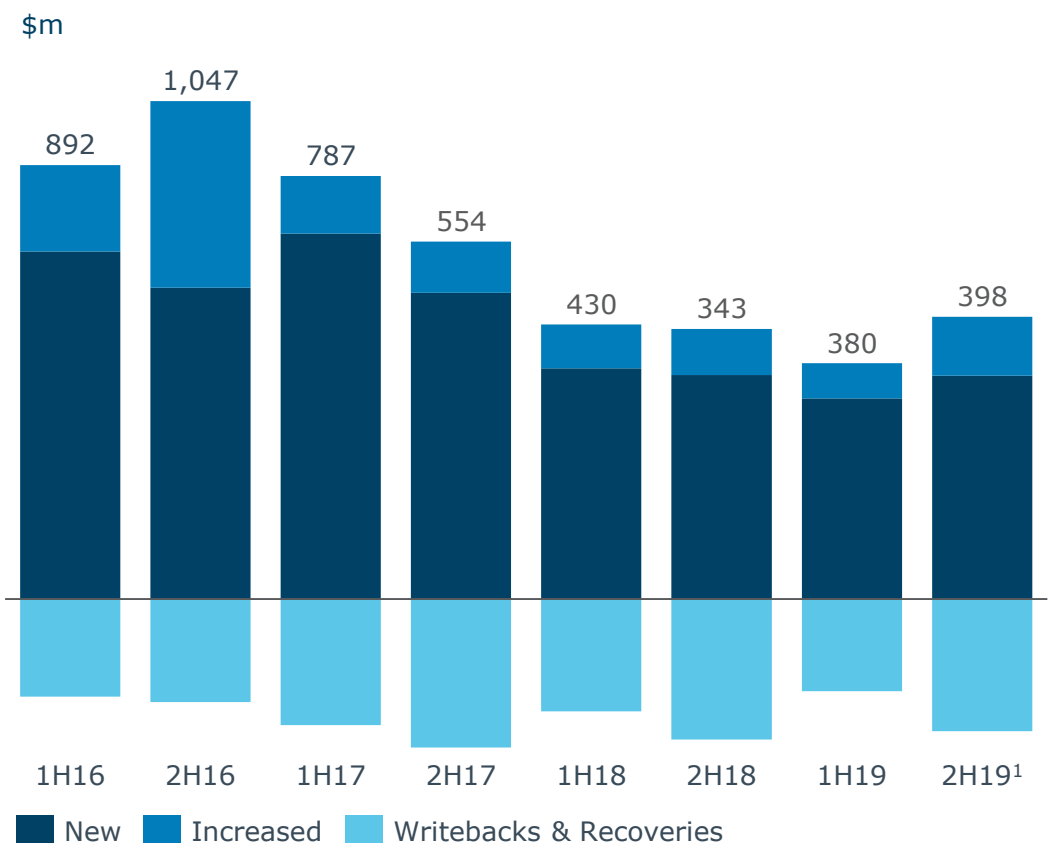
CREDIT QUALITY

PROVISION CHARGE

CREDIT IMPAIRMENT CHARGE



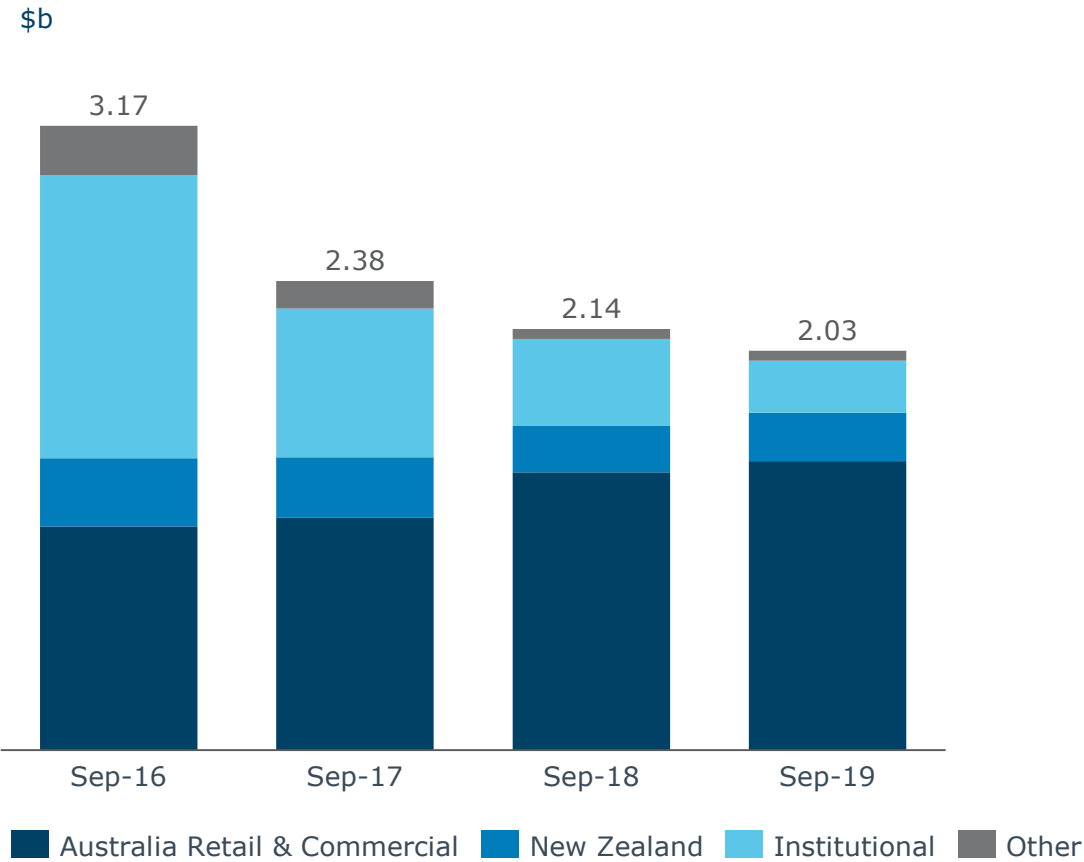
INDIVIDUAL PROVISION CHARGE



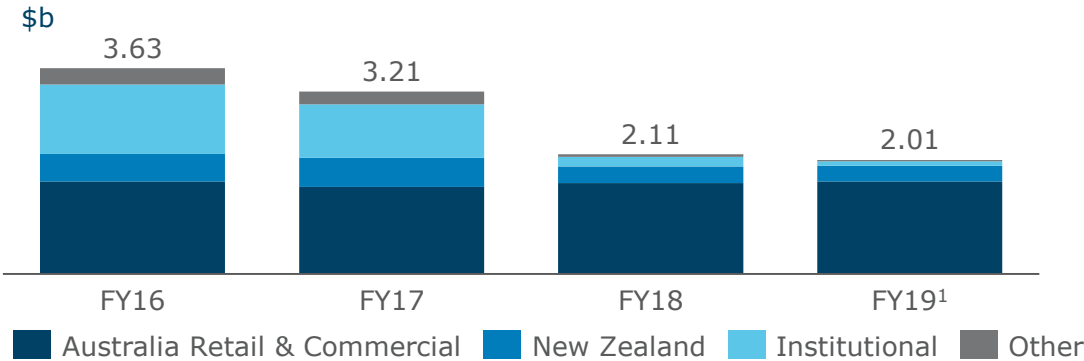
1. Increase to New and Increased Individual Provisions and Writebacks & Recoveries compared to prior half is largely related to the home loan portfolio in Australia Retail and Commercial following the implementation of a more market responsive collateral valuation methodology

CREDIT QUALITY

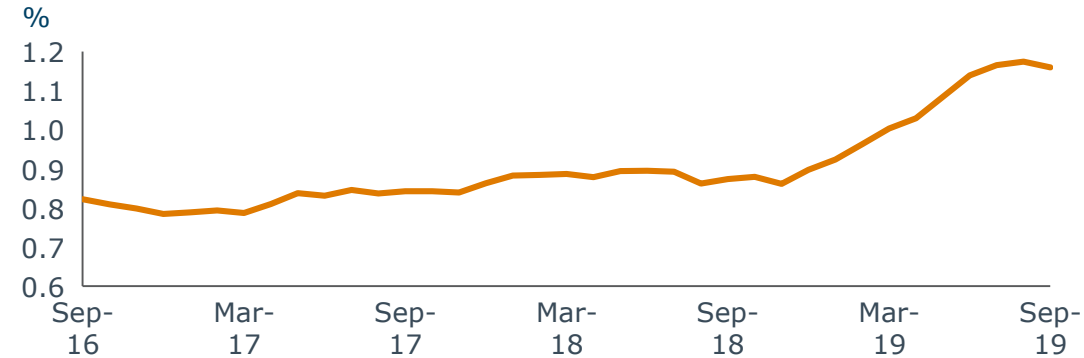
GROSS IMPAIRED ASSETS



NEW IMPAIRED ASSETS



AUSTRALIAN HOUSING 90+ DAYS PAST DUE²

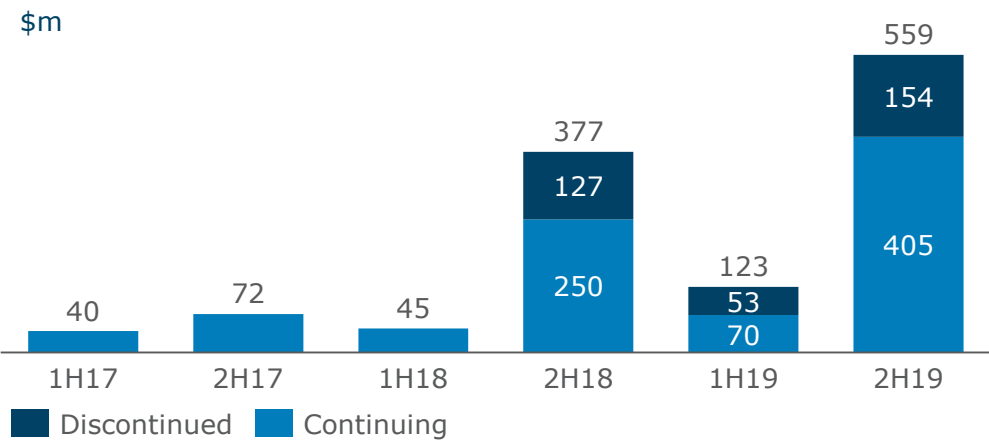


1. New Impaired Assets in 2H19 includes a \$167m uplift on 1H19 in Australia home loans following the implementation of revised provisioning and impairment processes (including a more market responsive collateral valuation methodology). The increase in new impairments was largely offset by the return of previously impaired Home Loan assets to a past due but not impaired status

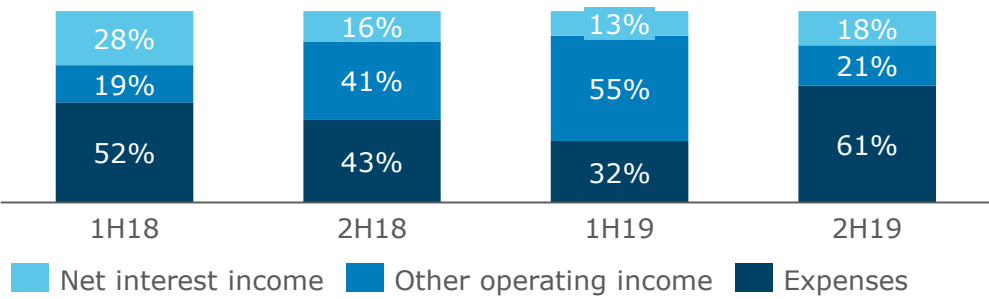
2. As a % of Gross Loans and Advances. Includes Non Performing Loans. ANZ 90+ days past due calculated on a missed payment basis

CUSTOMER REMEDIATION

TOTAL REMEDIATION - POST TAX IMPACT



TOTAL REMEDIATION - P&L IMPACT



Financial impact

- ❑ \$826m (\$682m post tax) charge in FY19
- ❑ \$1,579m (\$1,216m post tax) charges since 1H17
- ❑ \$1,139m provisions on balance sheet at 30 Sep 2019

Progress to date¹

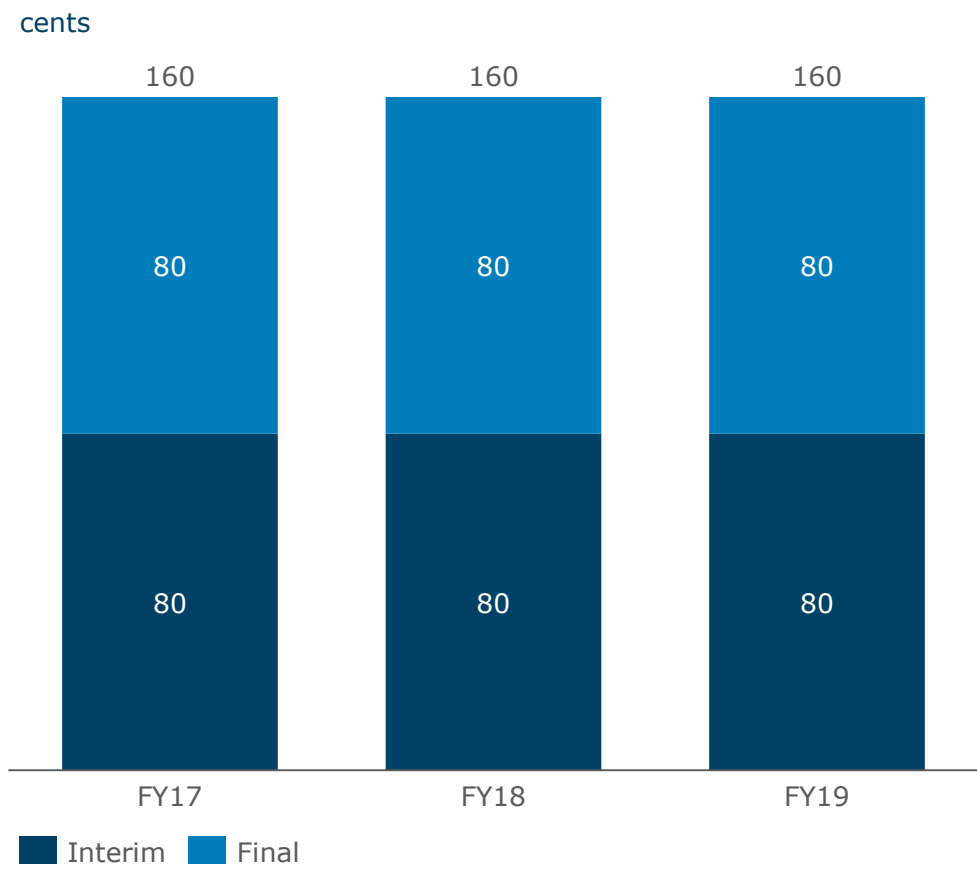
- ❑ Banking product & service review well progressed
- ❑ Remediation of advice & other wealth products continue
- ❑ Over 1,000 staff progressing remediation activities

1. Salaried Financial Planner fee for no service addressed in prior years (>\$150m cumulative pre-tax charges).

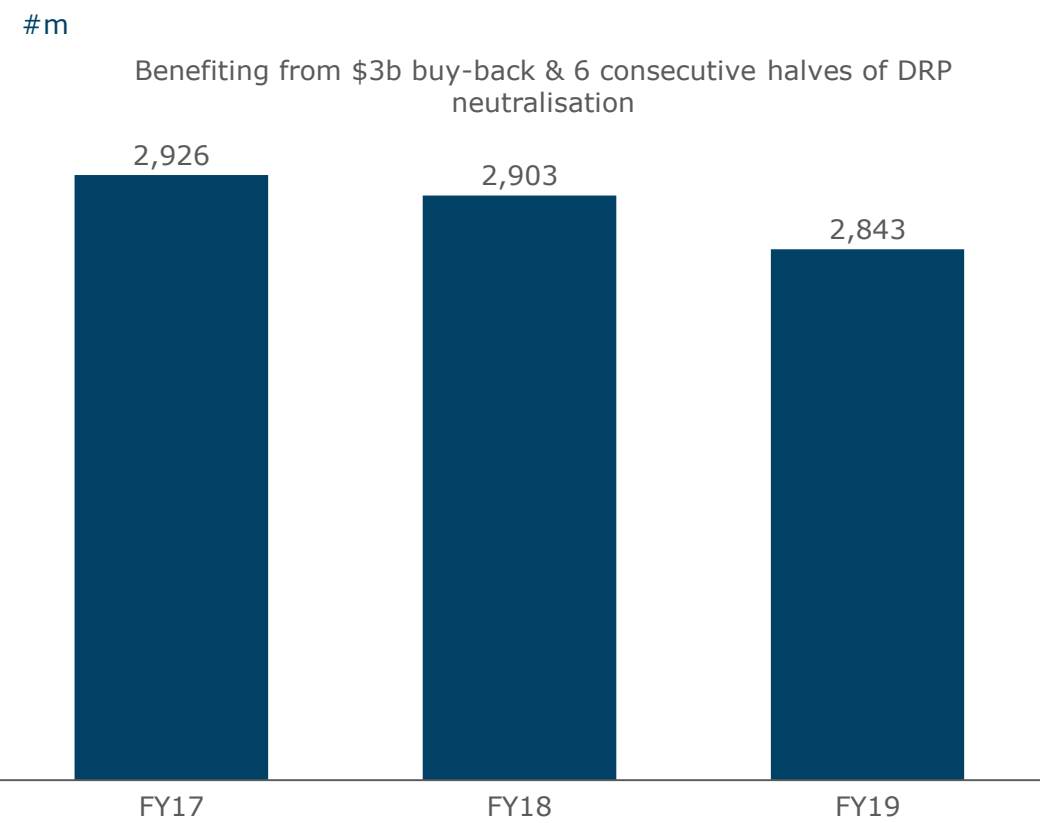
DIVIDEND

PROPOSED 2019 FINAL DIVIDEND 80 CPS, 70% FRANKED

DIVIDEND PER SHARE



SHARES ON ISSUE¹

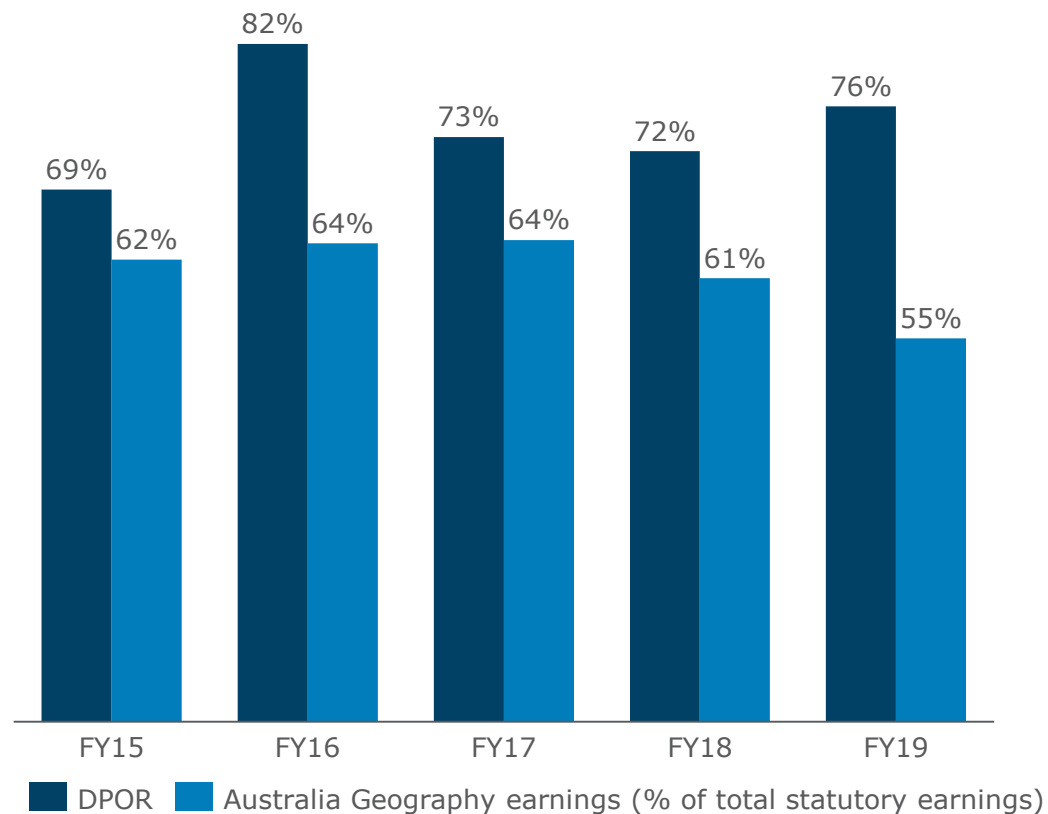


1. Cash Continuing weighted average number of ordinary shares

DIVIDEND

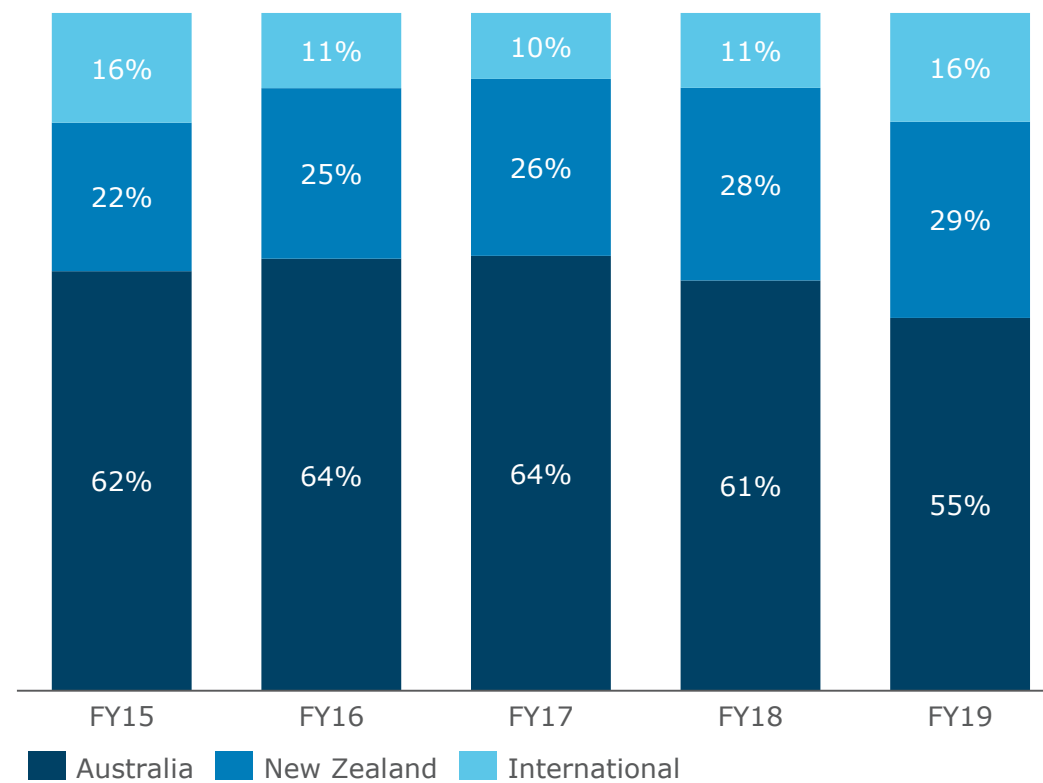
GEOGRAPHIC EARNINGS

AUSTRALIA GEOGRAPHY EARNINGS & DPOR¹



GEOGRAPHIC EARNINGS¹

% of total Group Statutory Profit



1. Statutory Profit basis
2. DPOR: Dividend payout ratio

1H20 CONTEXT

- ❑ Home loan momentum
- ❑ Low interest rate environment
- ❑ Markets
- ❑ Costs
- ❑ Regulatory capital

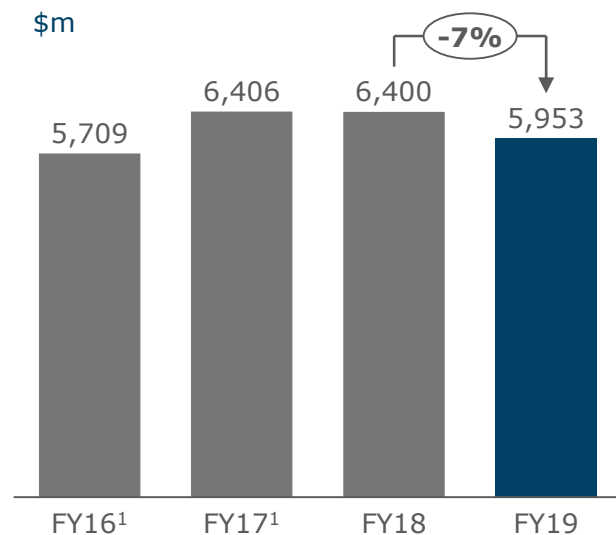


2019 FULL YEAR RESULTS

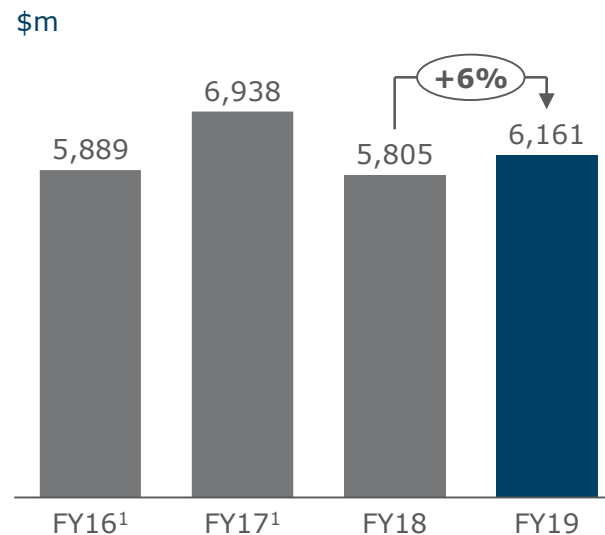
INVESTOR DISCUSSION PACK
GROUP & DIVISIONAL PERFORMANCE

FINANCIAL PERFORMANCE – STATUTORY TO CASH PROFIT

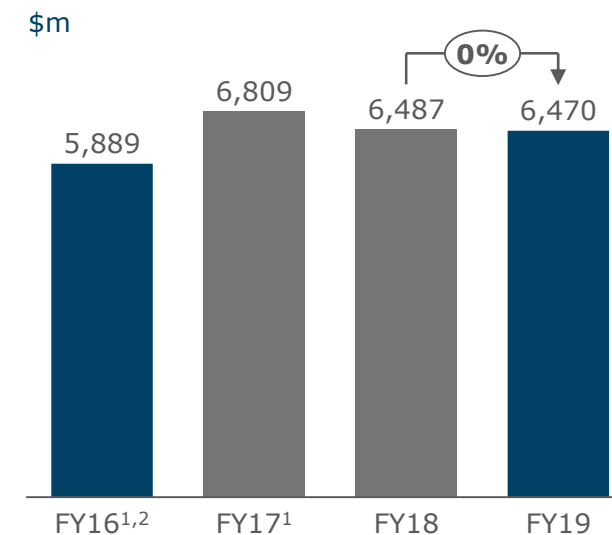
STATUTORY PROFIT



CASH PROFIT REPORTED



CASH PROFIT CONTINUING OPERATIONS



STATUTORY TO CASH ADJUSTMENTS

Cash profit represents ANZ's preferred measure of the result of the ongoing business activities of the Group, enabling readers to assess Group and Divisional performance against prior periods and against peer institutions.

To calculate cash profit, the Group excludes non-core items from statutory profit. Cash Profit continuing operations excludes the financial results of the Wealth Australia businesses being divested and associated Group reclassification and consolidation impacts treated as discontinued operations from a financial reporting perspective.

1. FY16 and FY17 have not been restated for AASB15 impacts
2. FY16 has not been restated to reflect discontinued operations

LARGE / NOTABLE (L/N) ITEMS¹

	1H17	2H17	1H18	2H18	1H19	2H19
Cash Profit Continuing Operations (\$m)	3,355	3,454	3,493	2,994	3,564	2,906
Gain / (Loss) on sale from divestments	-284	14	138	53	187	18
Divested business results	274	187	70	56	25	7
Customer remediation	-40	-72	-45	-250	-70	-405
Restructuring	-25	-18	-55	-104	-36	-18
Royal Commission legal costs	0	0	-11	-27	-9	-1
Gain on sale of 100 Queen St. Melbourne	112	0	0	0	0	0
Accelerated software amortisation	0	0	0	-206	0	0
Total L/N within Cash Continuing Profit	37	111	97	-478	97	-399
Cash Profit ex L/N	3,318	3,343	3,396	3,472	3,467	3,305
<i>Cash Profit ex L/N Growth HOH</i>		0.75%	1.59%	2.24%	-0.14%	-4.67%
<i>Cash Profit ex L/N Growth PCP</i>			2.35%	3.86%	2.09%	-4.81%

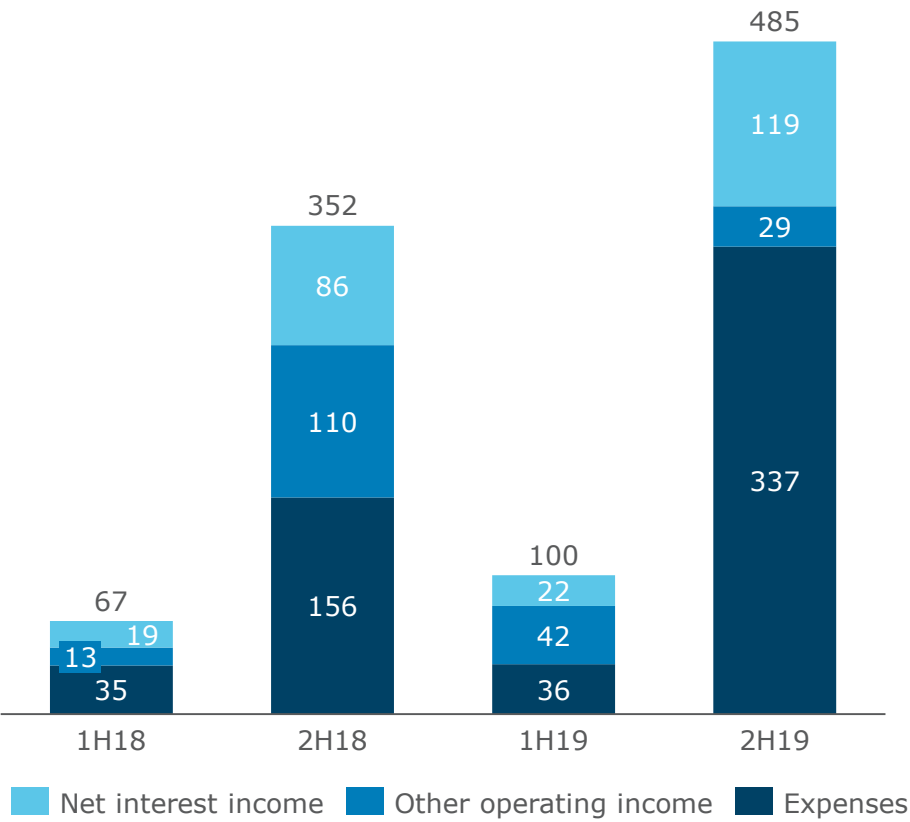
	1H17	2H17	1H18	2H18	1H19	2H19
Gain / (Loss) on Sale from divestments (\$m)						
Asia Retail	✓	✓	✓			
MCC			✓	✓		
SRCB			✓			
UDC			✓	✓		
Cambodia JV				✓		✓
OPL NZ				✓	✓	✓
PNG Retail, Com, SME				✓		✓
Paymark					✓	
Divested Business Results (\$m)						
SRCB	✓					
Asia Retail	✓	✓	✓			
MCC	✓	✓		✓		
OPL NZ	✓	✓	✓	✓	✓	
Paymark	✓	✓	✓	✓	✓	
Cambodia JV	✓	✓	✓	✓	✓	✓
PNG Retail, Com, SME	✓	✓	✓	✓	✓	✓

1. Large / notable items exclude the gain / (loss) on sale and divested business results of OnePath Life and One Path P&I, both accounted for as discontinued businesses.

CUSTOMER REMEDIATION

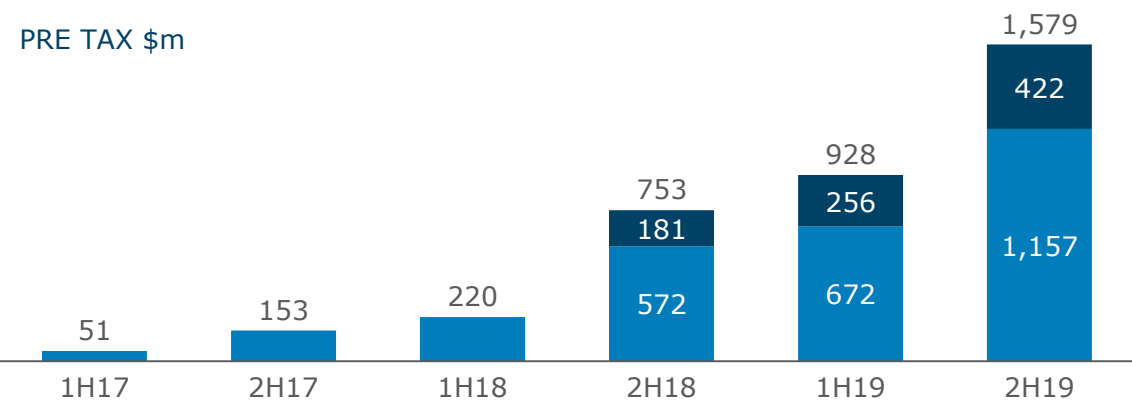
CUSTOMER REMEDIATION CONTINUING OPERATIONS

PRE TAX \$m

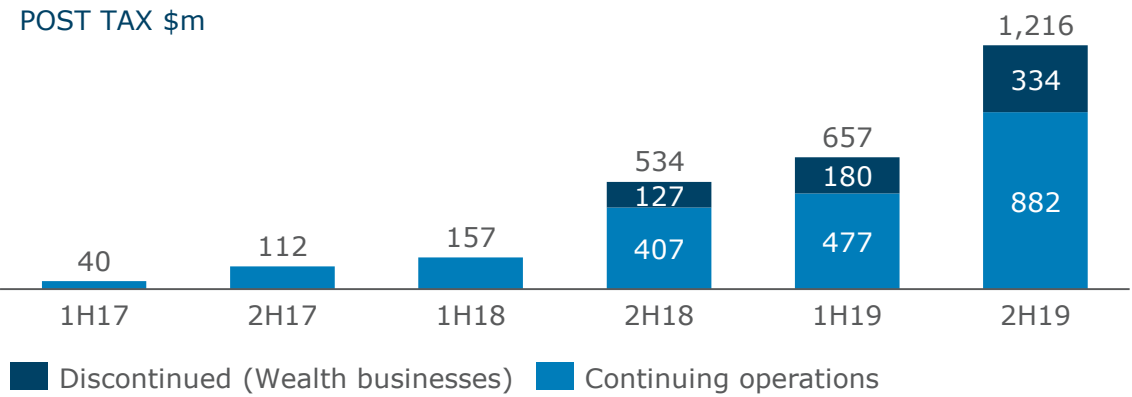


CUMULATIVE CUSTOMER REMEDIATION

PRE TAX \$m



POST TAX \$m



FINANCIAL PERFORMANCE

CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

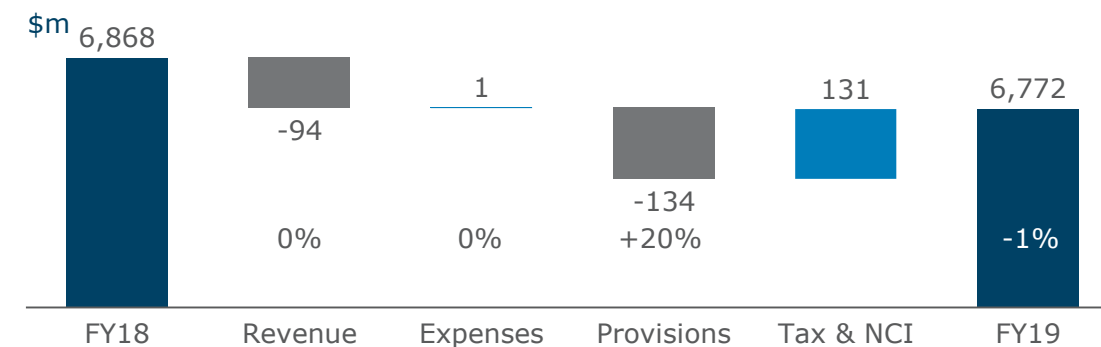
FY19

\$m	FY18	FY19	FY19 v FY18
Cash Profit	6,487	6,470	0%
Large/Notable items (L/N)	-381	-302	
Cash Profit ex L/N	6,868	6,772	-1%
Australia Retail & Commercial	3,992	3,581	-10%
Institutional	1,666	1,852	+11%
New Zealand (NZD)	1,597	1,526	-4%

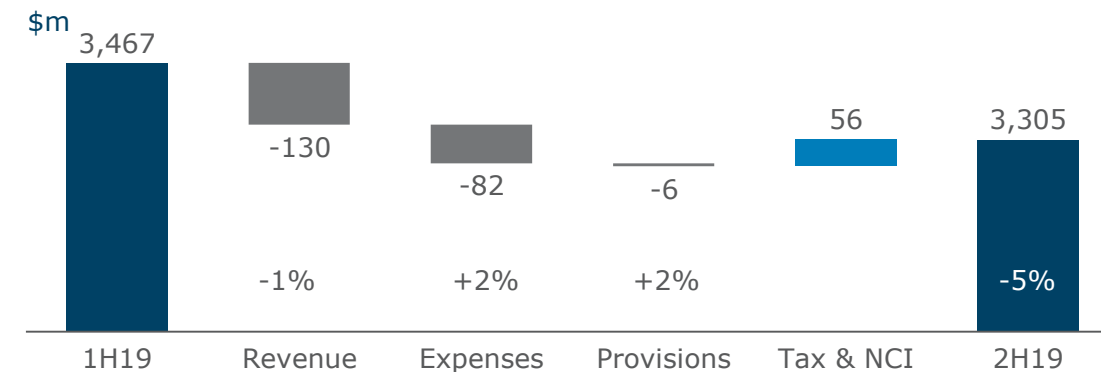
2H19

\$m	2H18	1H19	2H19	2H19 v 1H19
Cash Profit	2,994	3,564	2,906	-18%
Large/Notable items (L/N)	-478	97	-399	
Cash Profit ex L/N	3,472	3,467	3,305	-5%
Australia Retail & Commercial	1,959	1,786	1,795	1%
Institutional	911	1,004	848	-16%
New Zealand (NZD)	817	782	744	-5%

FY19 CASH PROFIT DRIVERS



2H19 CASH PROFIT DRIVERS



BALANCE SHEET STRENGTH

CAPITAL REALLOCATION & FLEXIBILITY

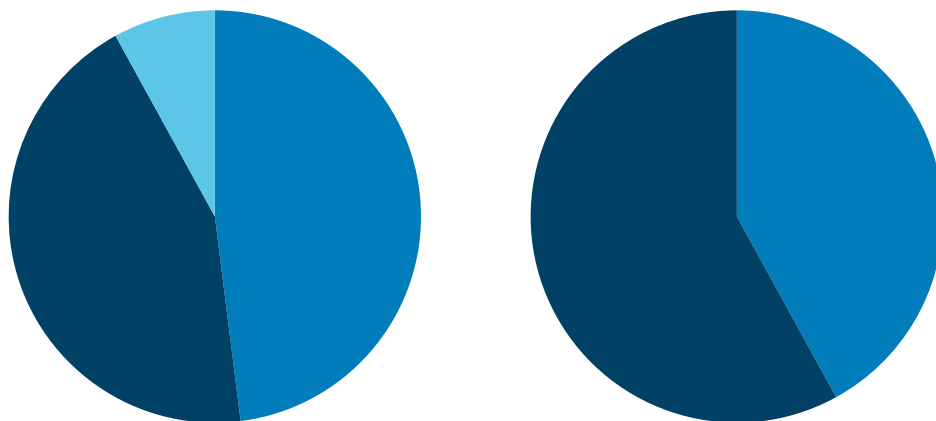
CAPITAL REALLOCATION¹

%

SEPTEMBER 2015

PRO-FORMA SEPTEMBER 2019^{2,3}

INCLUDING ANNOUNCED ASSET DISPOSALS

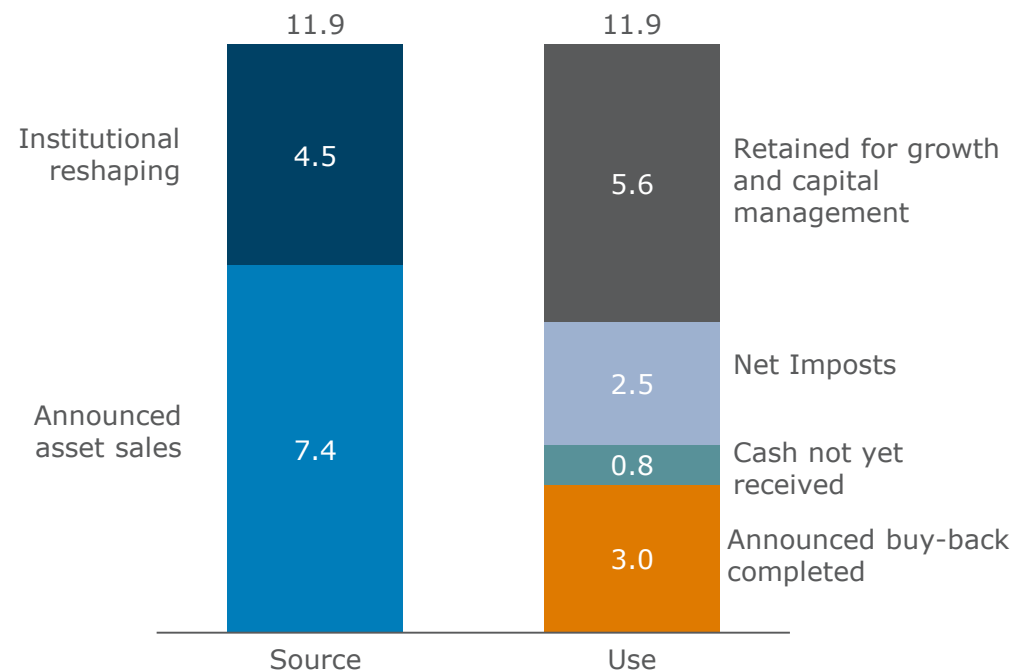


■ Institutional¹ ■ Retail & Commercial ■ Wealth

CAPITAL FLEXIBILITY

CET1 CAPITAL FREED UP FROM TRANSFORMATION

\$b



1. Allocation based on Regulatory Capital. Institutional shown under 2015 IIB Structure, including Institutional, Asia Partnerships and Asia Retail & Pacific

2. Pro-Forma adjusted for all announced Asset disposals – OnePath P&I.

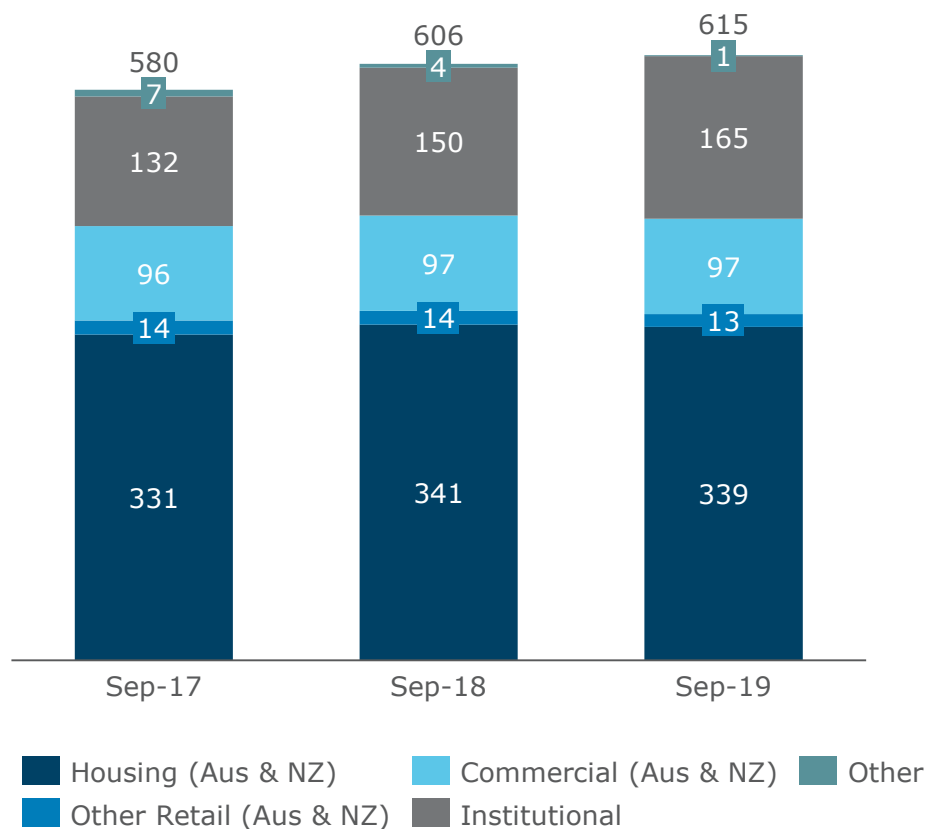
3. ANZ lenders mortgage insurance, ANZ share investing, general insurance distribution and Wealth continuing operations (collectively ~1% of Group Capital) included in Retail and Commercial

BALANCE SHEET COMPOSITION

BY SEGMENT

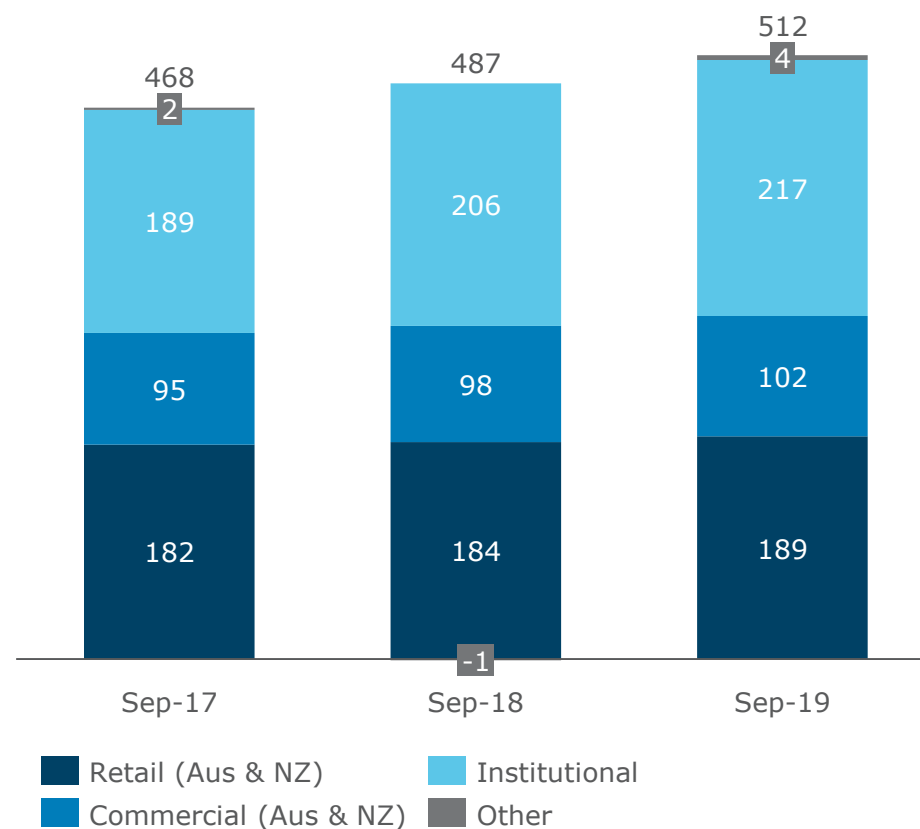
NET LOANS & ADVANCES

\$b



CUSTOMER DEPOSITS

\$b



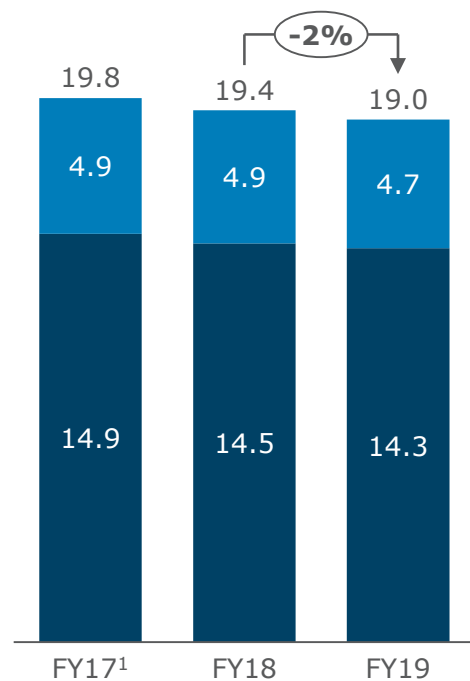
REVENUE PERFORMANCE

CONTINUING OPERATIONS

TOTAL REVENUE

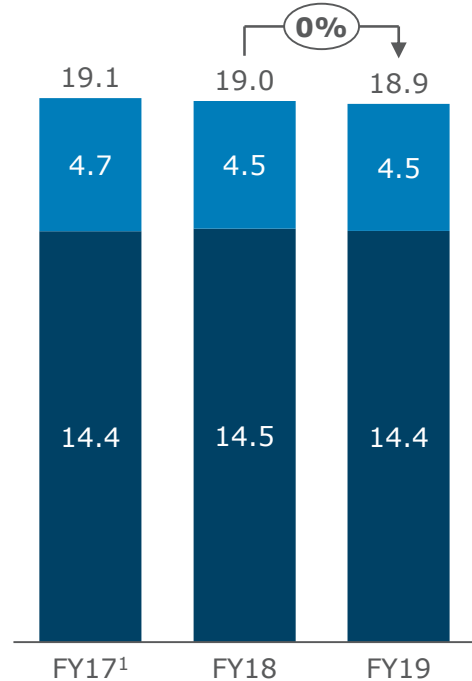
CONTINUING OPERATIONS

\$b



EX LARGE / NOTABLE ITEMS

\$b

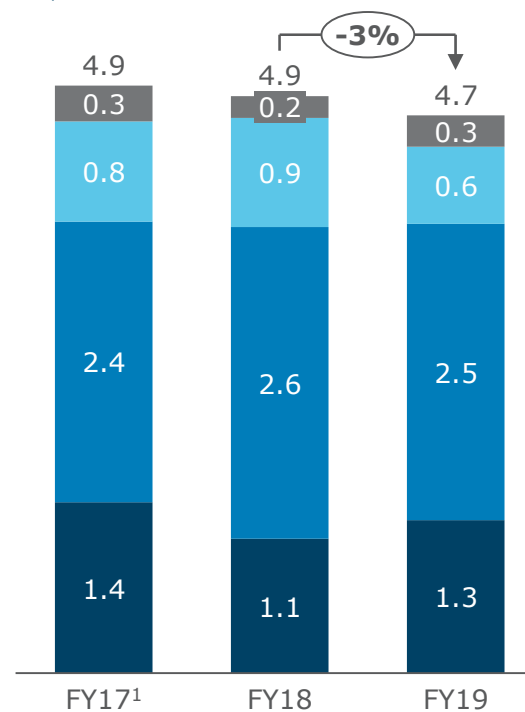


■ Net interest income ■ Other operating income

OTHER OPERATING INCOME

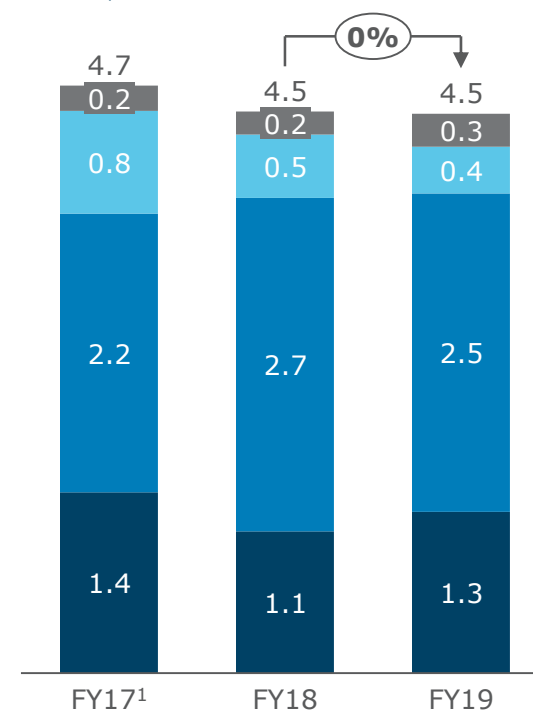
CONTINUING OPERATIONS

\$b



EX LARGE / NOTABLE ITEMS

\$b



■ Markets ■ Fee & comm. ■ Other ■ Assoc. profit

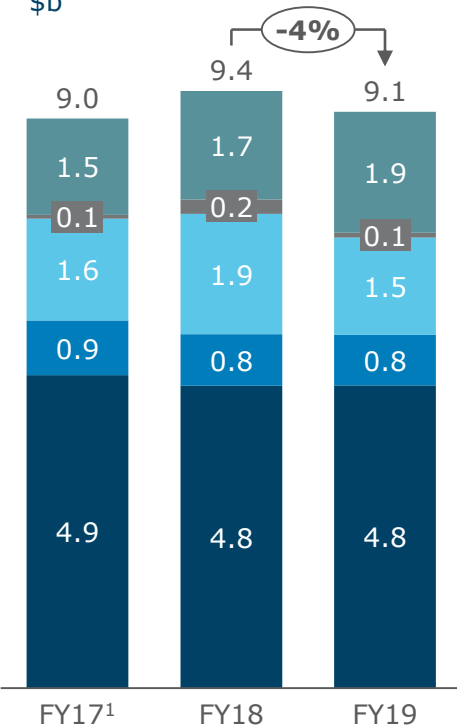
1. FY17 has not been restated for AASB15 impacts

EXPENSE MANAGEMENT

CONTINUING OPERATIONS

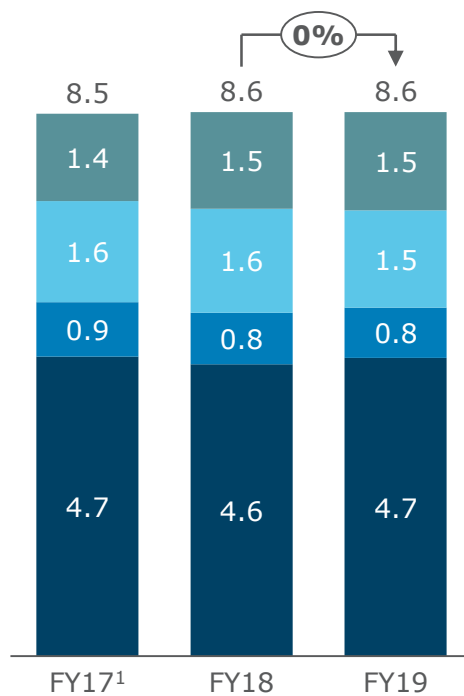
TOTAL EXPENSES

CONTINUING OPERATIONS
\$b



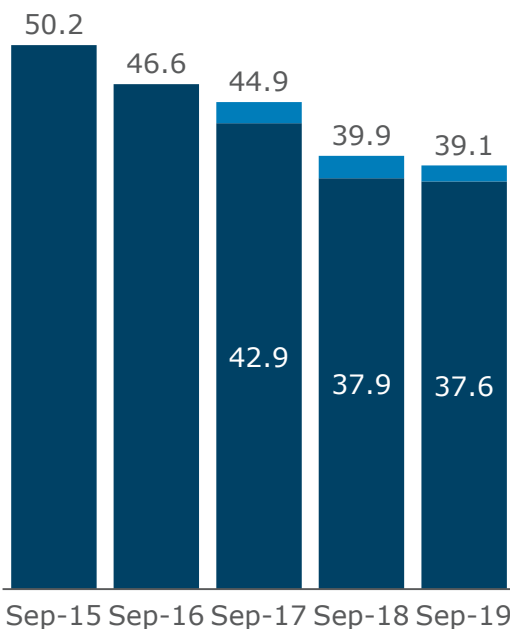
■ Personnel ■ Premises ■ Technology ■ Restructuring ■ Other

EX LARGE / NOTABLE ITEMS
\$b



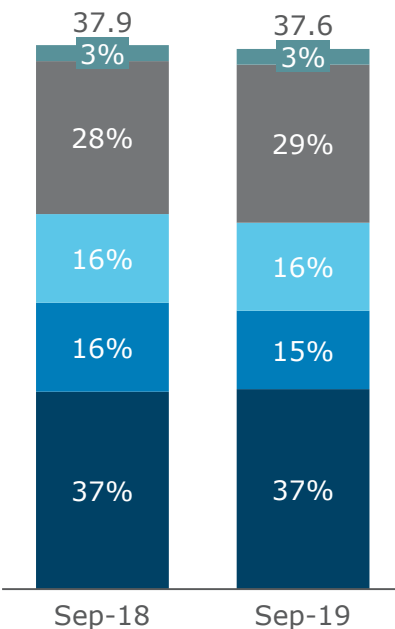
FULL TIME EQUIVALENT STAFF

#'000s



■ Discontinued Business
■ Continuing Business

CONTINUING OPERATIONS
#'000s



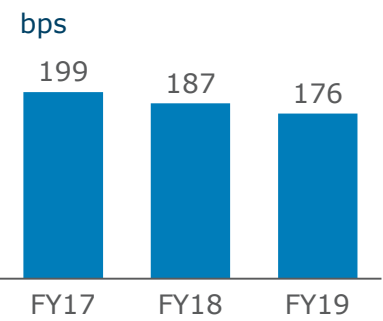
■ Australia R&C ■ Institutional ■ NZ
■ TSO & Group Centre ■ Pacific

1. FY17 has not been restated for AASB15 impacts

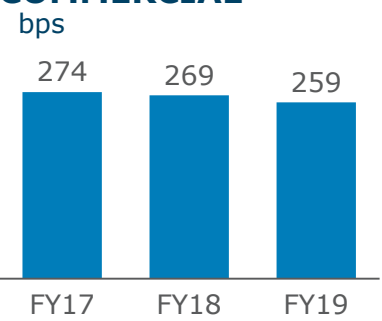
NET INTEREST MARGINS

GROUP & DIVISIONAL MARGIN PERFORMANCE CONTINUING OPERATIONS

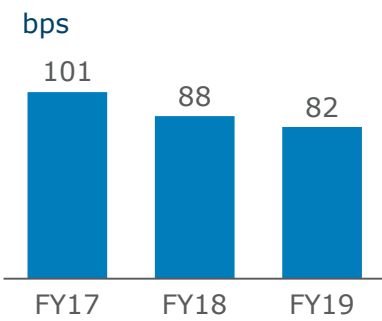
FULL YEAR GROUP



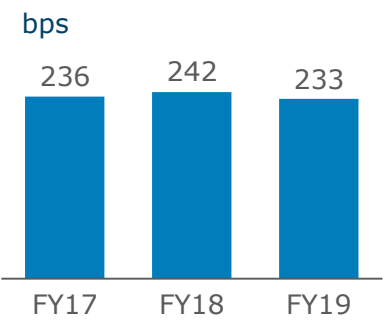
AUSTRALIA RETAIL & COMMERCIAL



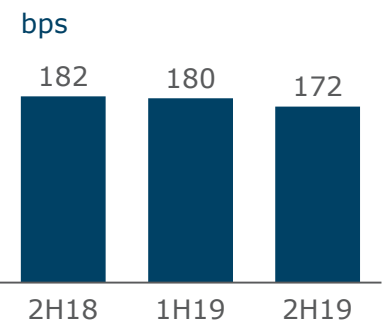
INSTITUTIONAL



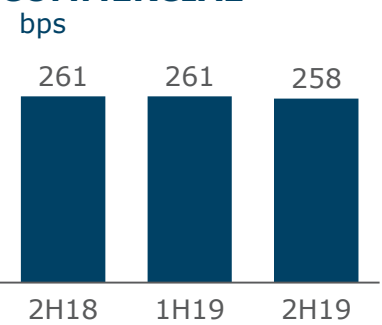
NEW ZEALAND



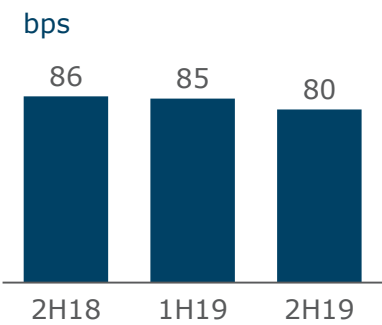
HALF YEAR GROUP



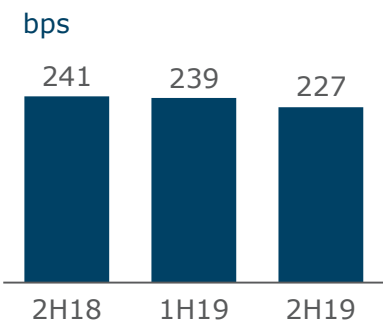
AUSTRALIA RETAIL & COMMERCIAL



INSTITUTIONAL



NEW ZEALAND



RISK ADJUSTED PERFORMANCE

CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

GROUP¹

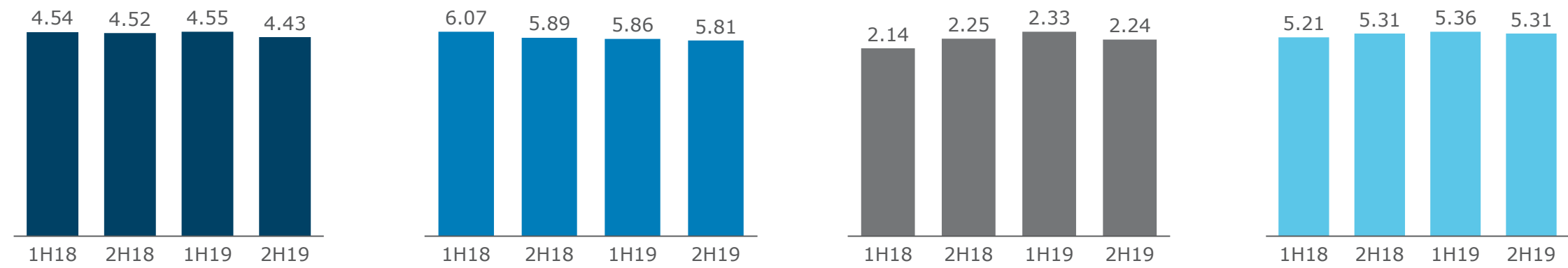
AUSTRALIA RETAIL & COMMERCIAL

INSTITUTIONAL¹

NEW ZEALAND

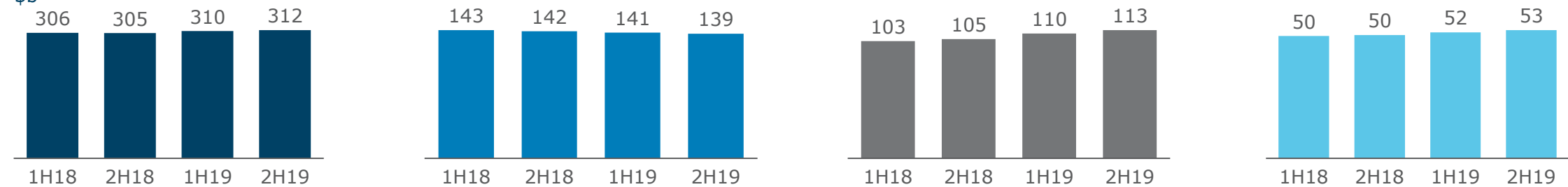
NET INTEREST INCOME / AVERAGE CREDIT RISK WEIGHTED ASSETS

%



AVERAGE CREDIT RISK WEIGHTED ASSETS

\$b

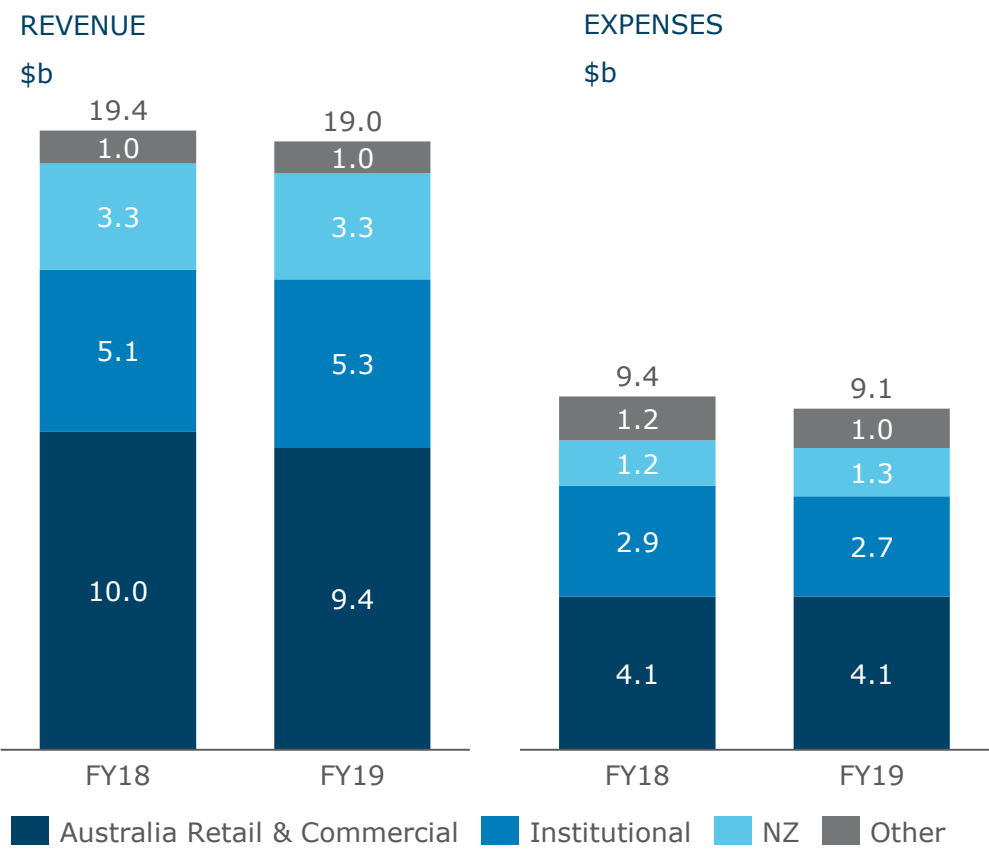


1. Excluding Markets business unit and balance sheet impacts of divestments

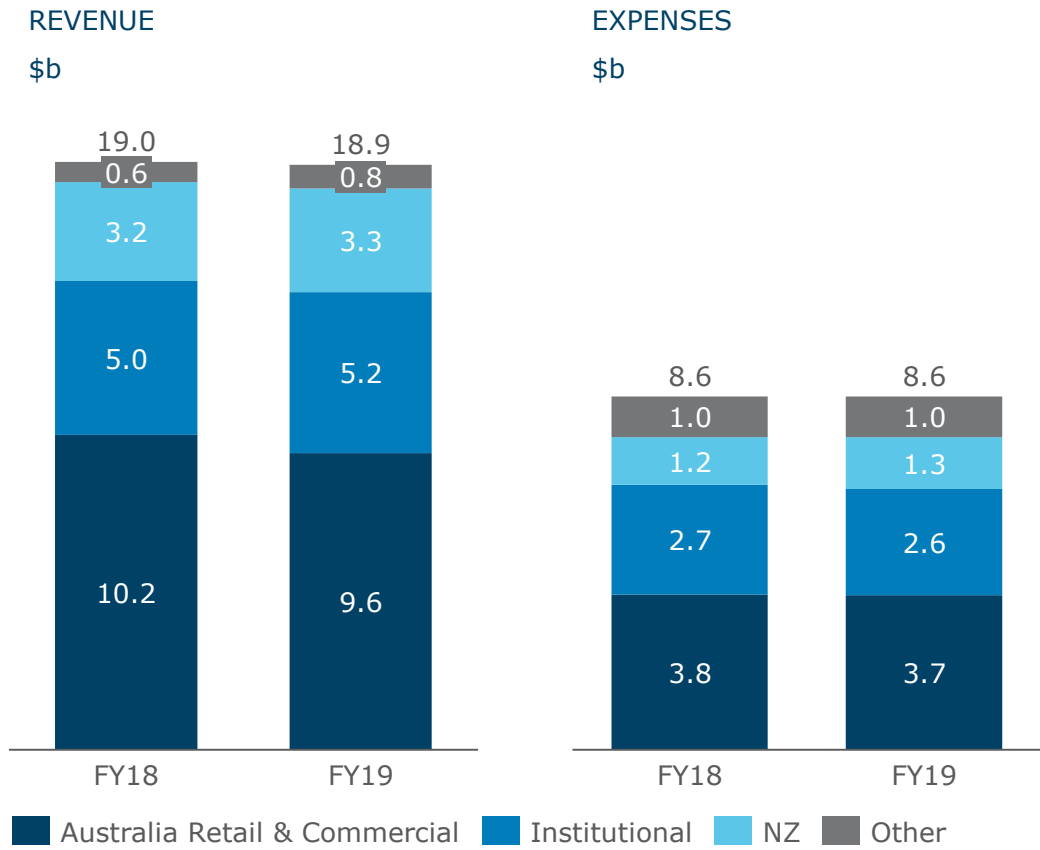
DIVISIONAL PERFORMANCE

CASH PROFIT

CONTINUING OPERATIONS



CONTINUING OPERATIONS EX LARGE / NOTABLE ITEMS



DIVISIONAL GROWTH RATES

CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

FY19 v FY18	Revenue	Expenses	Pre Provision Profit	Cash Profit	FY19 Cash Profit (\$m)
Australia Retail & Commercial	-6%	0%	-9%	-10%	3,581
Institutional	5%	-3%	14%	11%	1,852
New Zealand (NZD)	2%	5%	-1%	-4%	1,526
Other	19%	0%	-35%	-59%	-104

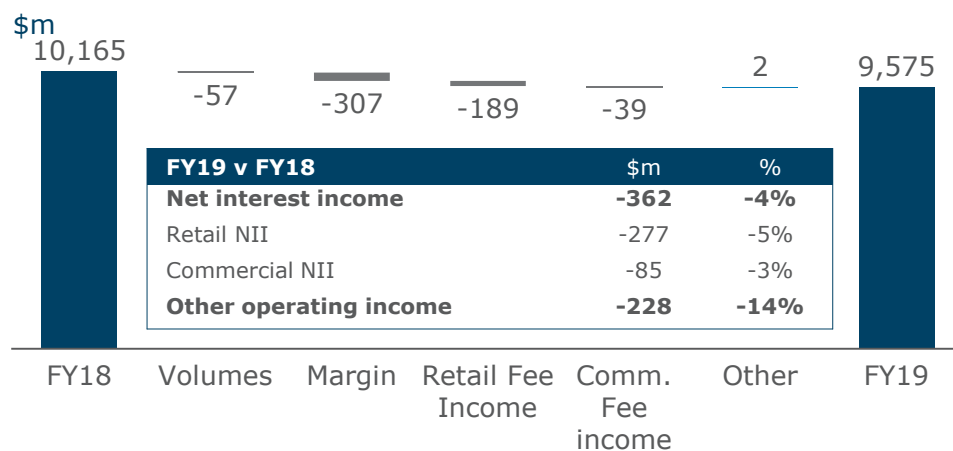
2H19 v 1H19	Revenue	Expenses	Pre Provision Profit	Cash Profit	2H19 Cash Profit (\$m)
Australia Retail & Commercial	-1%	1%	-2%	1%	1,795
Institutional	-4%	-1%	-8%	-16%	848
New Zealand (NZD)	1%	8%	-2%	-5%	744
Other	0%	4%	20%	-32%	-42

AUSTRALIA RETAIL & COMMERCIAL

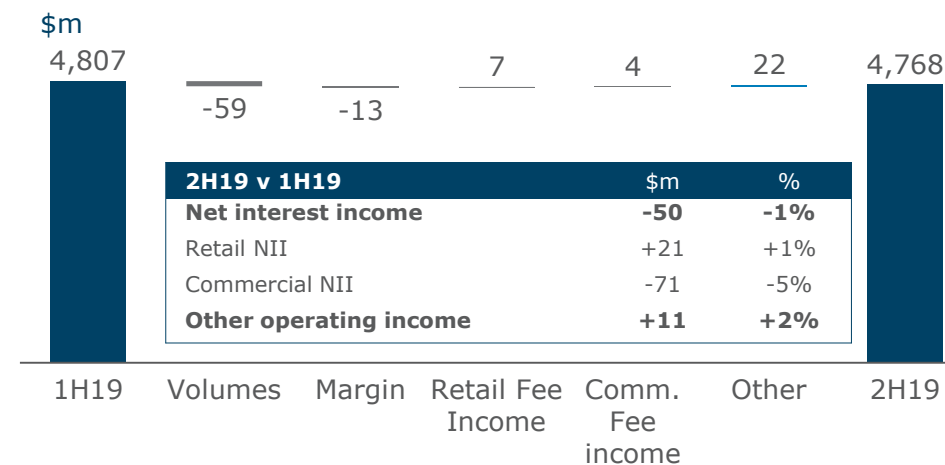
FINANCIAL PERFORMANCE: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

\$m	FY18	FY19	FY19 v FY18	1H19	2H19	2H19 v 1H19
Income	10,165	9,575	-6%	4,807	4,768	-1%
Net interest income	8,540	8,178	-4%	4,114	4,064	-1%
Other operating income	1,625	1,397	-14%	693	704	2%
Expenses	3,756	3,743	-0%	1,858	1,885	1%
Profit before provisions	6,409	5,832	-9%	2,949	2,883	-2%
Provisions	698	712	2%	396	316	-20%
Cash profit continuing	3,992	3,581	-10%	1,786	1,795	1%
Return on Avg RWAs	2.48%	2.25%	-23bps	2.24%	2.26%	+2bps
Operating expense to operating income	37.0%	39.1%	+214bps	38.7%	39.5%	+88bps
Total credit impairment charge/Avg GLAs	0.21%	0.21%	0bps	0.23%	0.19%	-4bps

INCOME DRIVERS FY19 V FY18 (YOY)

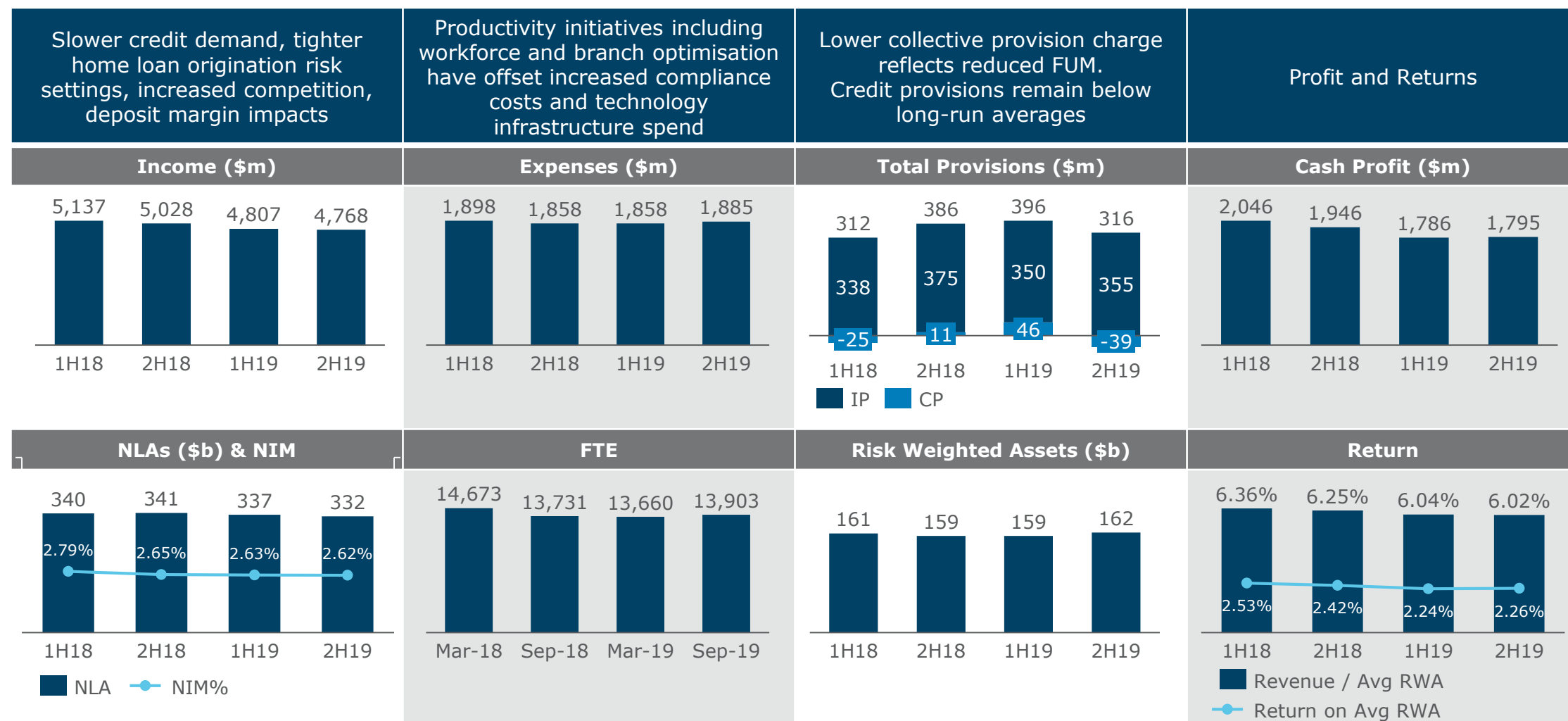


INCOME DRIVERS 2H19 V 1H19 (HOH)



AUSTRALIA RETAIL & COMMERCIAL

FINANCIAL PERFORMANCE: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS



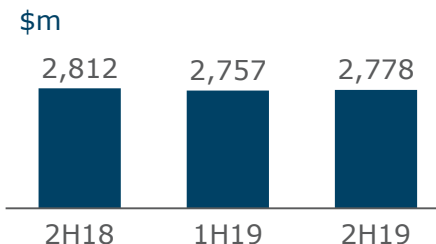
AUSTRALIA - RETAIL

CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

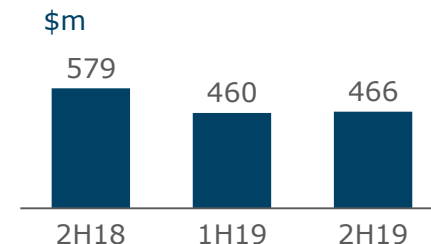
Financial performance (\$m)	2H18	1H19	2H19	2H19 v 1H19
Revenue	3,391	3,217	3,244	1%
Expenses	1,287	1,250	1,312	5%
Profit Before Provisions	2,104	1,967	1,932	-2%
Provisions	201	230	162	-30%
NPAT	1,330	1,215	1,238	2%

Operational metrics	2H18	1H19	2H19	2H19 v 1H19
FTE	11,320	11,150	11,287	2%
Branches	629	593	577	-3%
Digital Branches	114	128	142	11%
Total Retail customers (#m)	5.74	5.80	5.87	1%
Retail customers > 1 product (#m)	4.81	4.87	4.90	1%
Digitally active customers (#m) ¹	3.50	3.56	3.60	1%
Digital sales (% of sales) ¹	25.2	27.3	30.0	268bps
Supported wallet transactions (#m)	38.2	51.0	69.0	35%

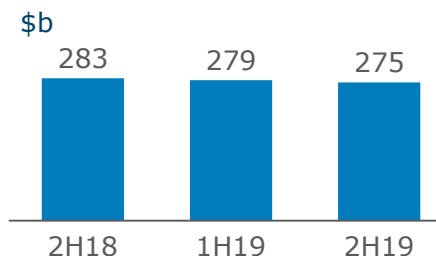
NET INTEREST INCOME



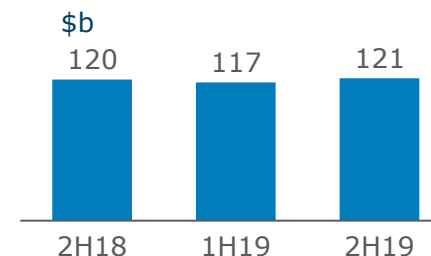
OTHER OPERATING INCOME



NET LOANS & ADVANCES



CUSTOMER DEPOSITS



- Lower lending volumes with slower system credit growth, competition and tighter home loan origination risk settings
- NIM impacted by home loan mix changes and higher discounting, the impact of deposit rates and regulatory impact on credit card pricing. This was partially offset by home loans re-pricing
- Other operating income impacted by removal of fees and lower volumes
- Significant progress in 2H19 on lifting momentum in home loans with applications up half-on-half

1. Digitally active customers & Digital Sales are inclusive of both Retail and Commercial customers

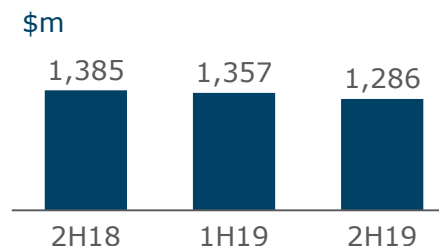
AUSTRALIA – COMMERCIAL

CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

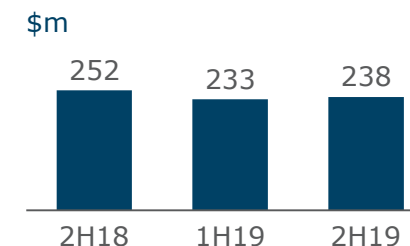
Financial performance (\$m)	2H18	1H19	2H19	2H19 v 1H19
Revenue	1,637	1,590	1,524	-4%
Expenses	571	608	573	-6%
Profit Before Provisions	1,066	982	951	-3%
Provisions	185	166	154	-7%
NPAT	616	571	557	-2%

Operational metrics	2H18	1H19	2H19	2H19 v 1H19
FTE	2,411	2,510	2,616	4%
Total Commercial customers (#k)	490.9	490.2	495.6	1%
Comm Customers > 1 product (#k)	218.8	217.9	218.9	0%
RWA Intensity (Avg RWA / Avg GLA)	104%	102%	99%	-270bps
Credit impairment / Avg GLA (%)	0.71	0.64	0.59	-5bps
Growth in specialist channels ¹	6%	3%	4%	116bps

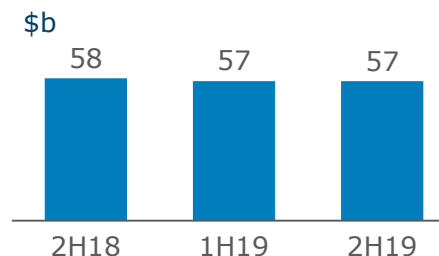
NET INTEREST INCOME



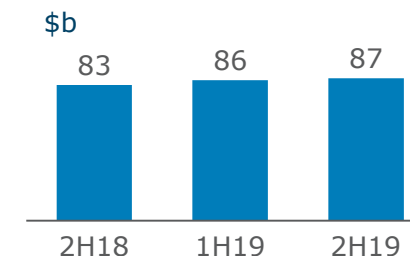
OTHER OPERATING INCOME



NET LOANS & ADVANCES



CUSTOMER DEPOSITS



- Revenue performance impacted by subdued credit growth, volume reductions, competition and deposit margin compression
- Commercial lending volumes flat half-on-half, down 2% year-on-year, with reduction in Small Business Banking volumes, subdued Business Banking growth and Asset Finance run off
- Commercial deposit growth up 5% year-on-year, driven by Small Business Banking (+5%), Business Banking (+3%) and Private Bank (+8%). Commercial Deposit to Loan ratio now above 1.5:1

1. NLA FUM growth in specialised businesses (Health, Property, Agribusiness & Emerging Corporate)

AUSTRALIA RETAIL & COMMERCIAL

BALANCE SHEET

NET LOANS & ADVANCES¹

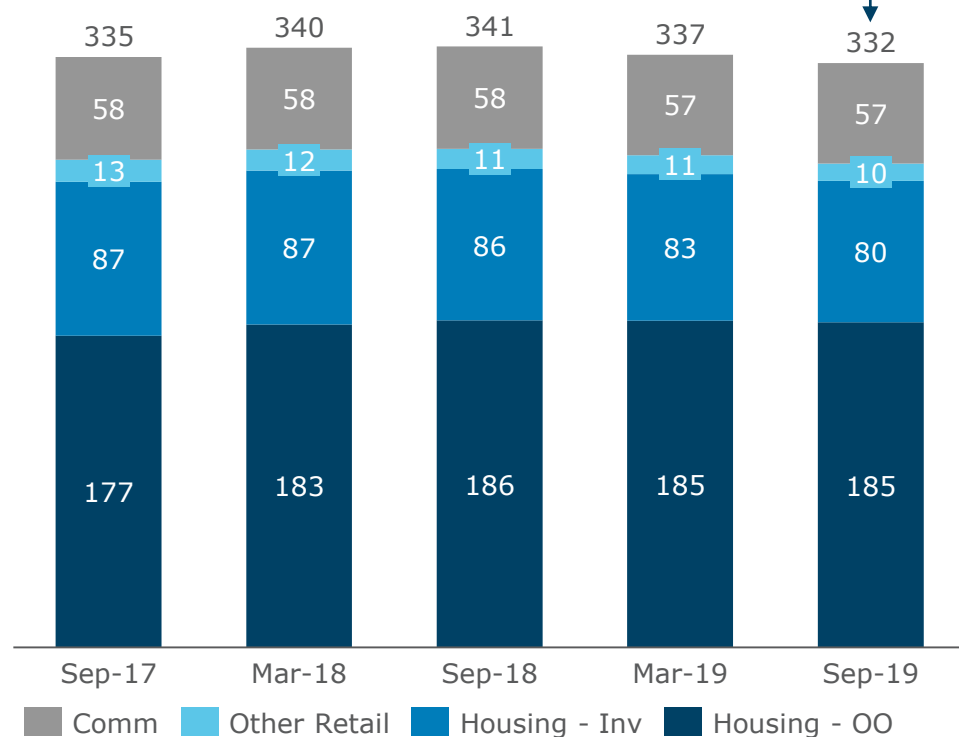
\$b

Commercial

Subdued system growth & increased competition
offset by specialist segment growth

Retail - Housing

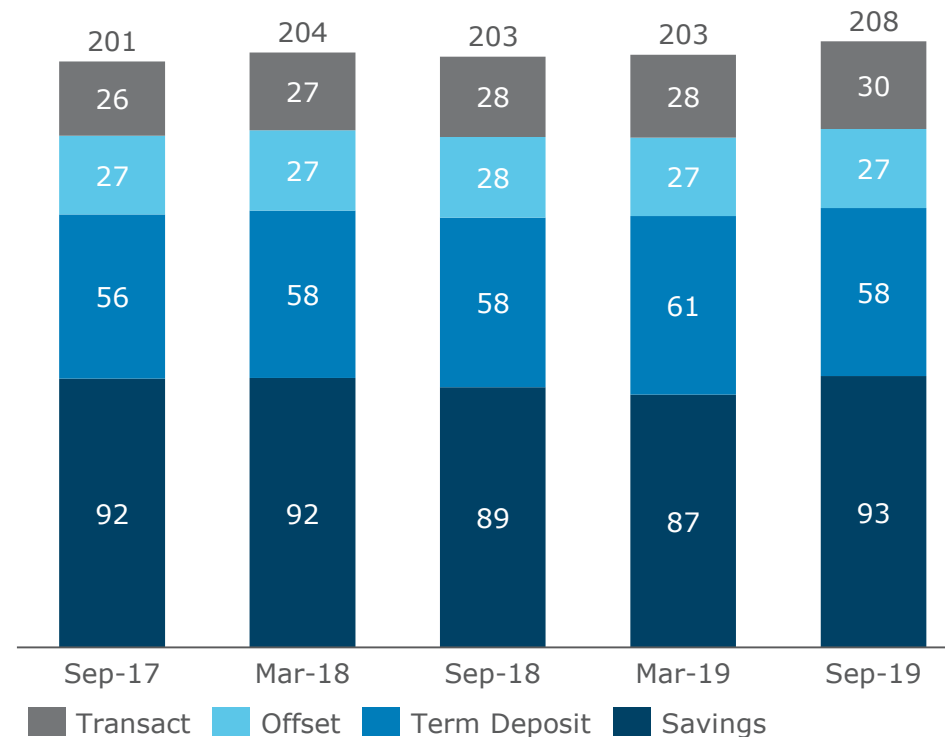
Refer 'Housing section' for further detail



CUSTOMER DEPOSITS

\$b

Customer preferences favouring saving
products in low rate environment and
transactional digital payments offering



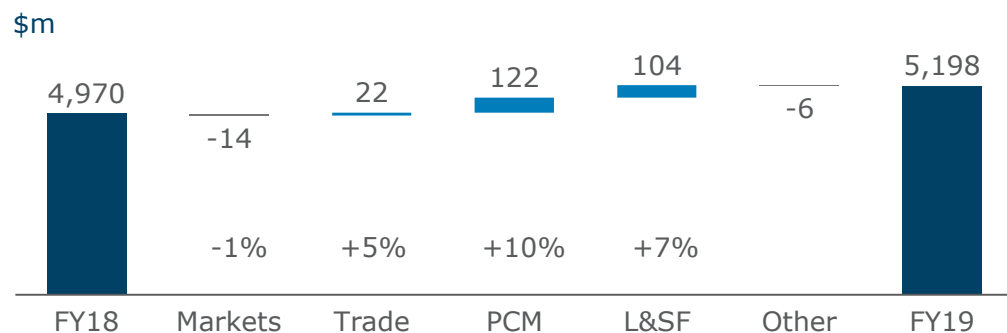
1. Housing - OO includes Equity Manager; Other retail includes Australia Wealth retained

INSTITUTIONAL

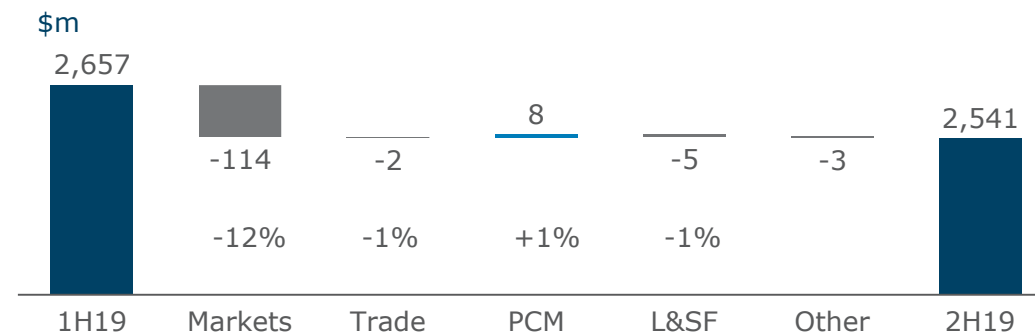
FINANCIAL PERFORMANCE: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

\$m	FY18	FY19	FY19 v FY18	1H19	2H19	2H19 v 1H19
Income	4,970	5,198	5%	2,657	2,541	-4%
Net interest income	2,934	3,025	3%	1,548	1,477	-5%
Other operating income	2,036	2,173	7%	1,109	1,064	-4%
Expenses	2,661	2,575	-3%	1,293	1,282	-1%
Profit before provisions	2,309	2,623	14%	1,364	1,259	-8%
Provisions	-46	-3	Large	-34	31	Large
Cash profit continuing	1,666	1,852	11%	1,004	848	-16%
Return on Avg RWAs	1.03%	1.10%	+7 bps	1.22%	0.99%	-23 bps
Operating expense to operating income	53.5%	49.5%	-402 bps	48.7%	50.4%	+178 bps
Total credit impairment charge / Avg GLAs	-0.03%	0.00%	+3 bps	-0.04%	0.04%	+8 bps

INCOME DRIVERS FY19 V FY18 (YOY)¹



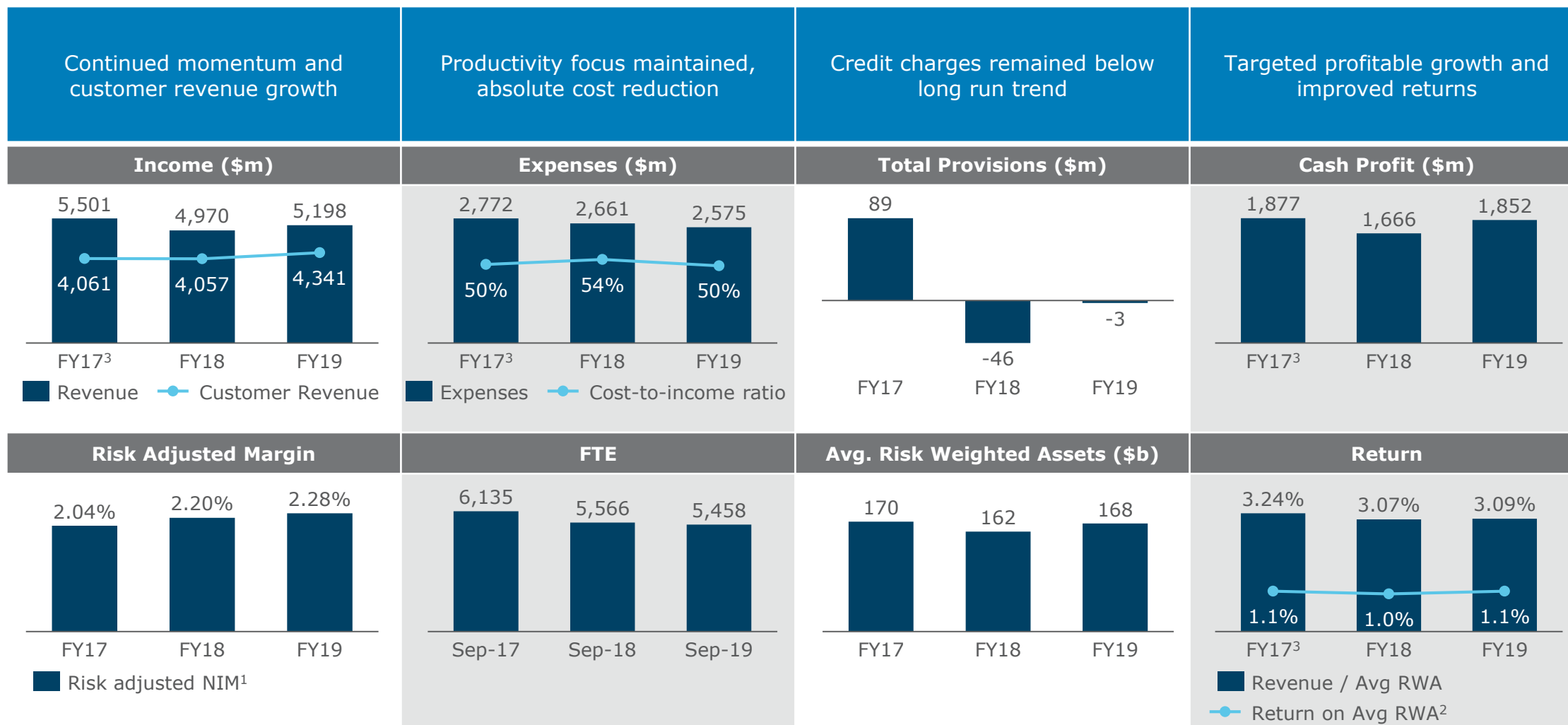
INCOME DRIVERS 2H19 V 1H19 (HOH)¹



1. L&SF = Loans and Specialised Finance; Trade = Trade and Supply Chain; PCM = Payments and Cash Management

INSTITUTIONAL

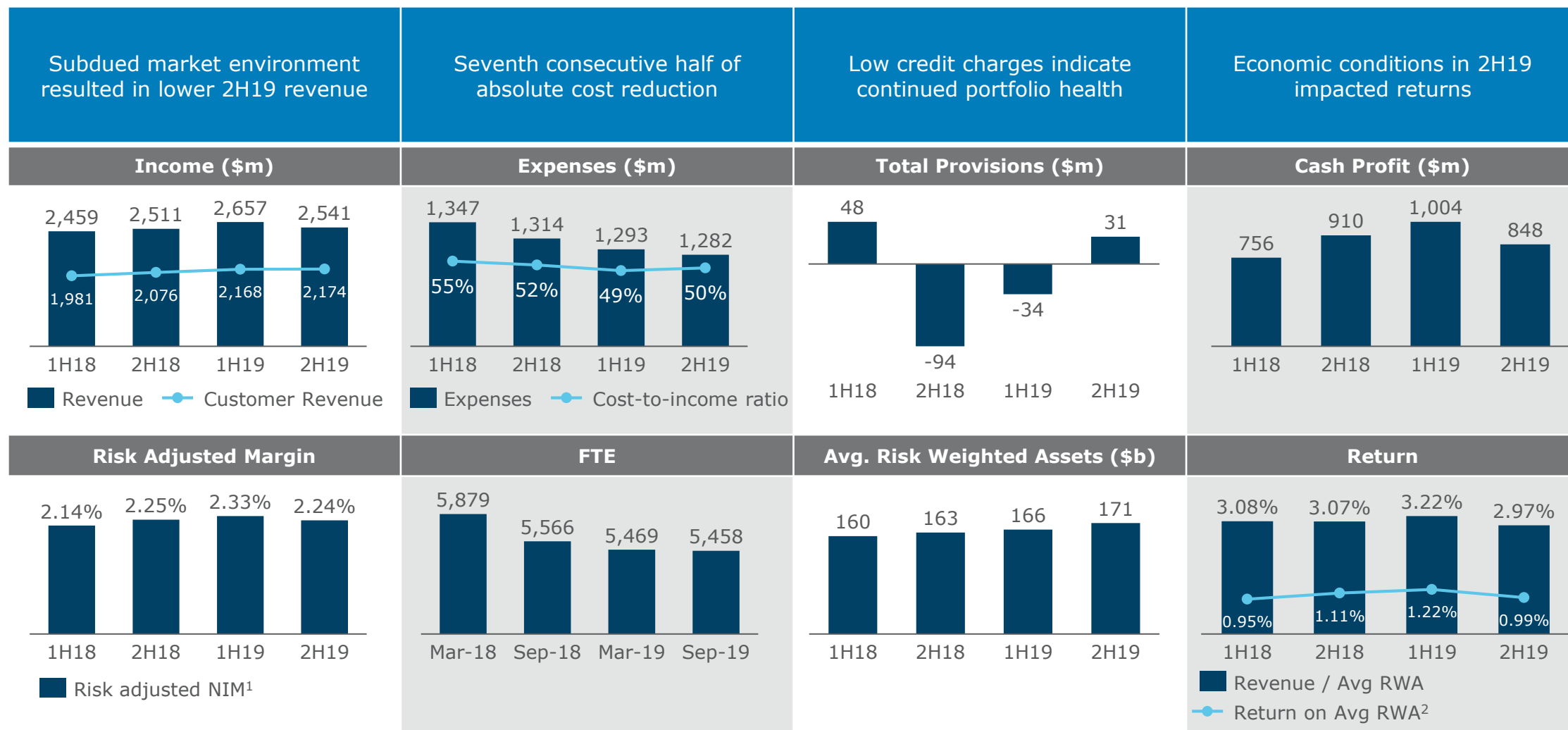
FY19 FINANCIAL PERFORMANCE: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS



1. Institutional ex-Markets net interest income divided by average credit risk weighted assets
2. Cash profit divided by average risk weighted assets
3. FY17 has not been restated for AASB15 impacts

INSTITUTIONAL

2H19 FINANCIAL PERFORMANCE: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

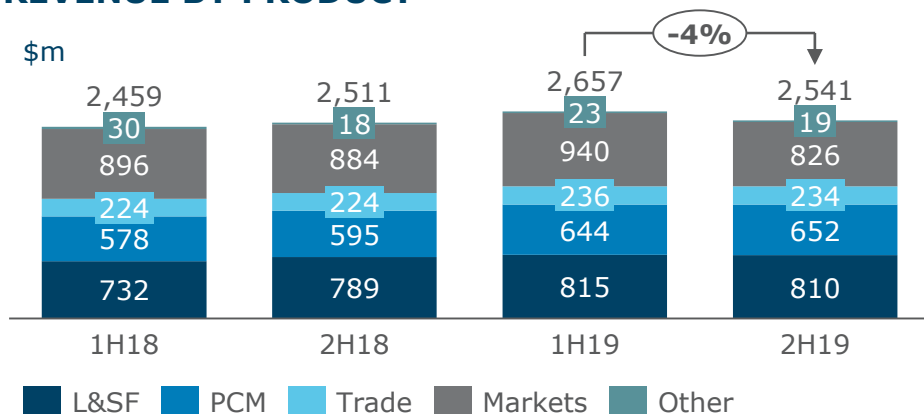


1. Institutional ex-Markets net interest income divided by average credit risk weighted assets
 2. Cash profit divided by average risk weighted assets

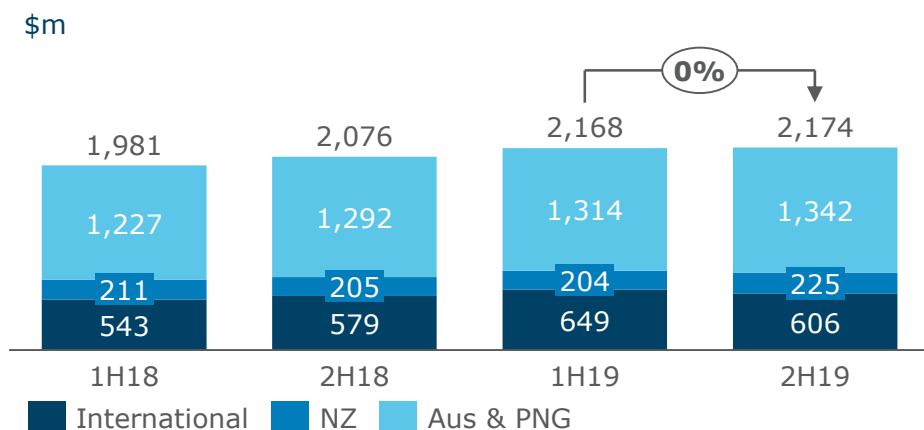
INSTITUTIONAL

TOTAL REVENUE REDUCED IN 2H19 IN MARKETS AND INTERNATIONAL, CUSTOMER REVENUE REMAINED STABLE

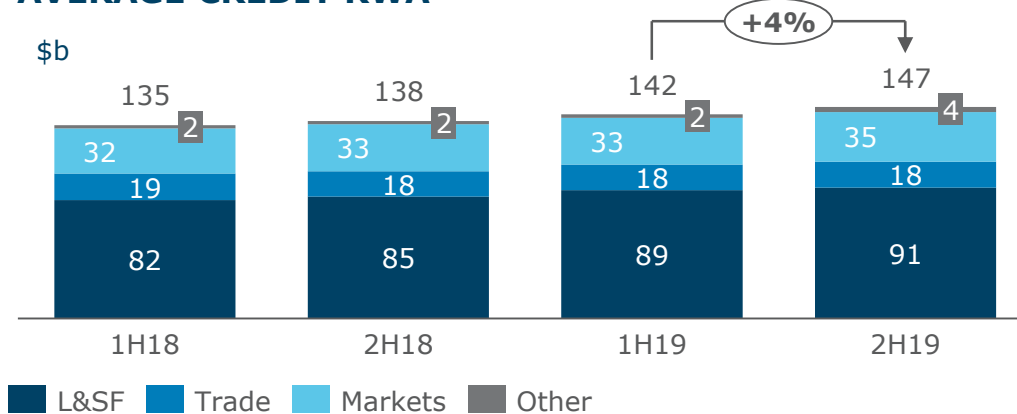
REVENUE BY PRODUCT^{1,2}



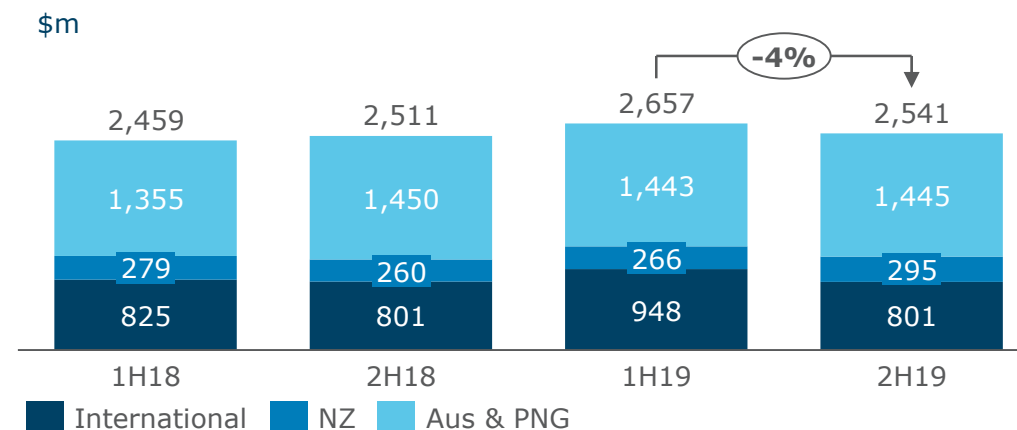
CUSTOMER REVENUE¹



AVERAGE CREDIT RWA^{1,2}



REVENUE BY REGION¹



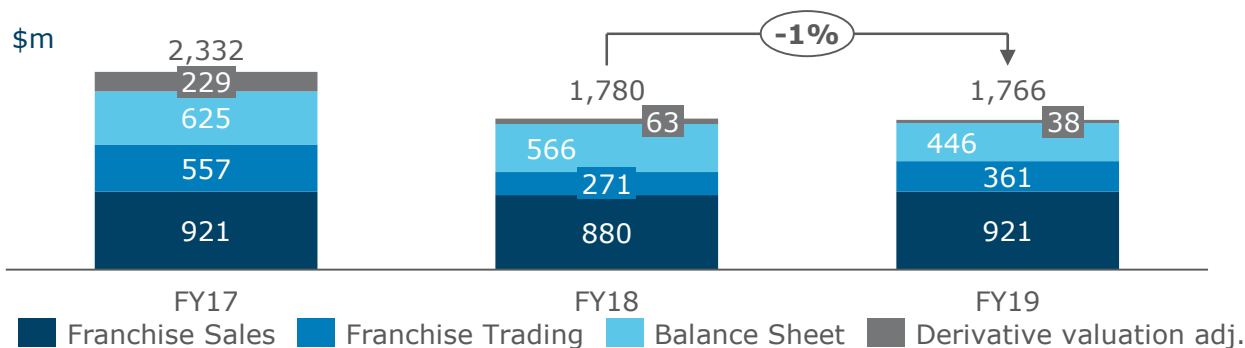
1. All numbers are excluding large / notable items

2. L&SF = Loans and Specialised Finance; Trade = Trade and Supply Chain; PCM = Payments and Cash Management

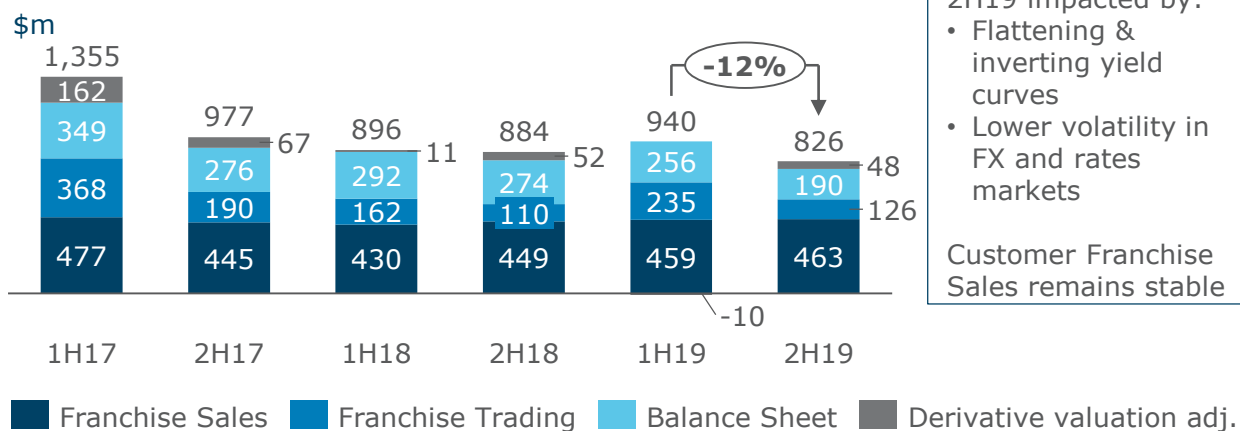
INSTITUTIONAL MARKETS INCOME

LOWER INCOME FROM BALANCE SHEET TRADING PARTLY OFFSET BY STRENGTH IN THE FRANCHISE BUSINESS

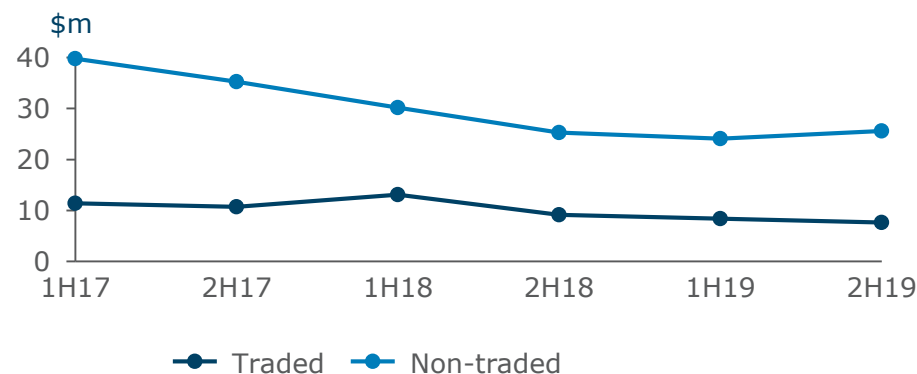
MARKETS INCOME COMPOSITION¹ YOY



MARKETS INCOME COMPOSITION¹ HOH

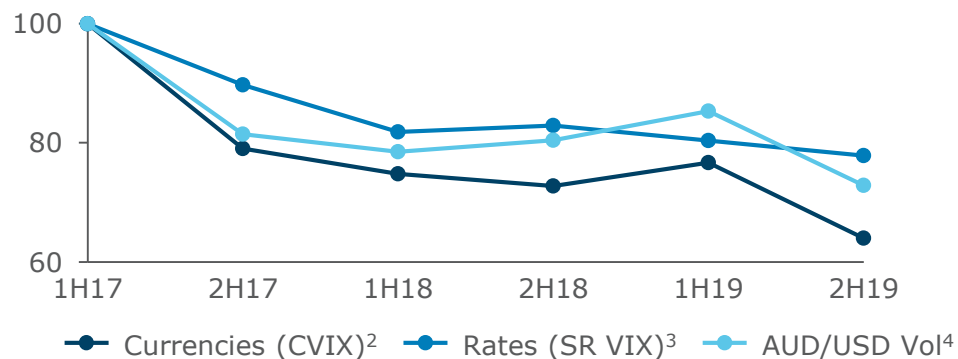


MARKETS AVERAGE VALUE AT RISK (99% VAR)



VOLATILITY

Indexed: rebased to 100 (1H17)

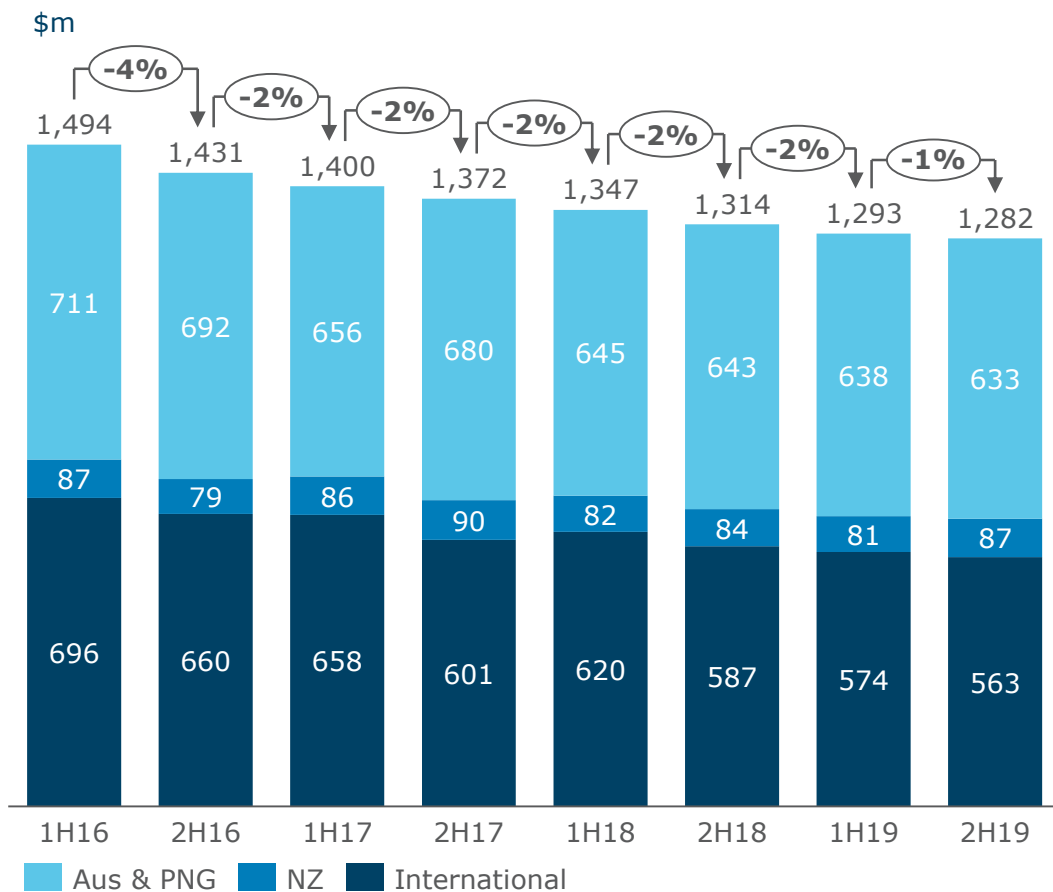


1. All numbers are excluding large / notable items 2. Deutsche Bank Currency Volatility Index – avg for each period shown 3. CBOE Interest Rate Volatility Index – avg for each period shown 4. AUD vs. USD 3 month at-the-money implied volatility – average for each period shown

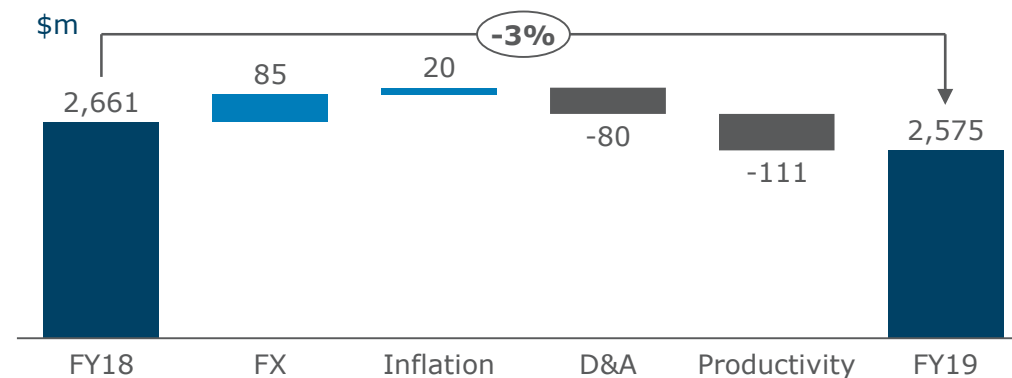
INSTITUTIONAL

SEVENTH CONSECUTIVE HALF OF ABSOLUTE COST REDUCTION

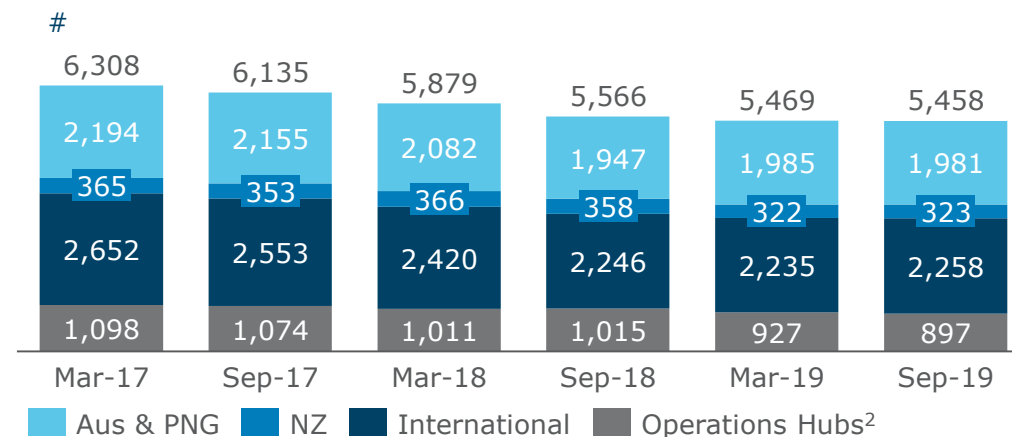
EXPENSE CONTRIBUTION¹



FY19 EXPENSE DRIVERS¹



FTE¹

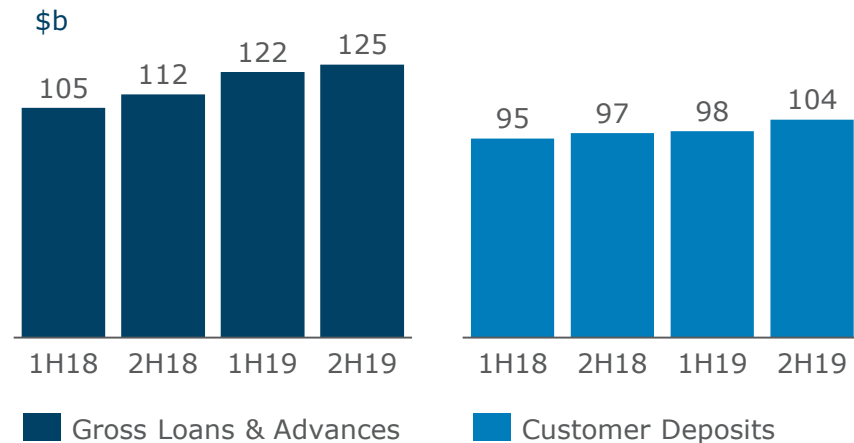


1. All numbers are excluding large / notable items
2. The costs associated with Operations hubs are allocated to all geographies

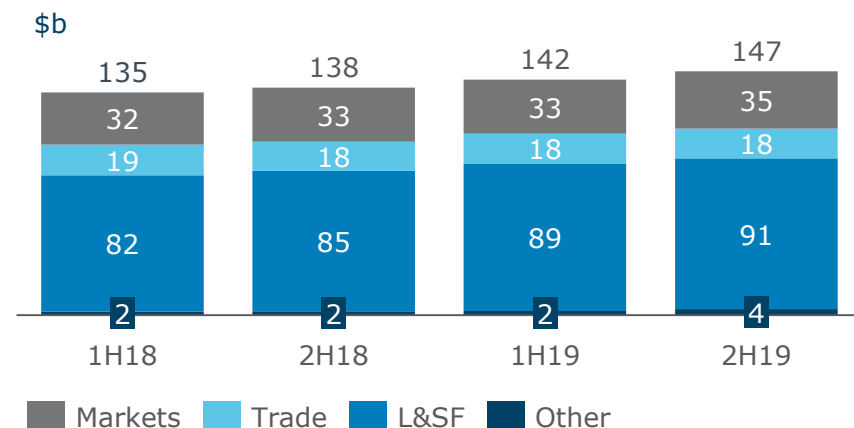
INSTITUTIONAL

VOLUME & MARGINS: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

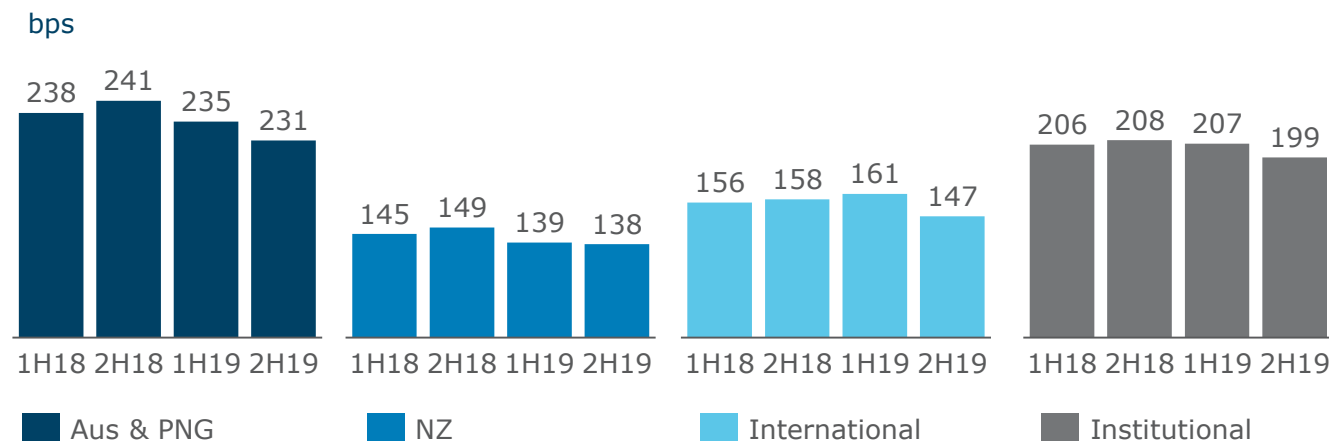
VOLUMES¹



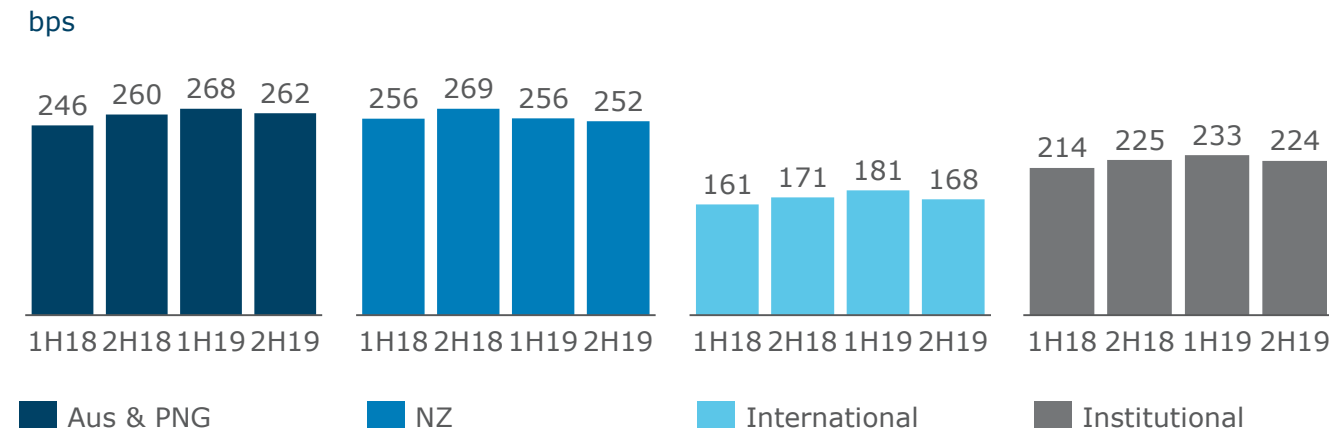
AVERAGE CREDIT RWA²



NIM BY REGION³



RISK ADJUSTED NIM⁴



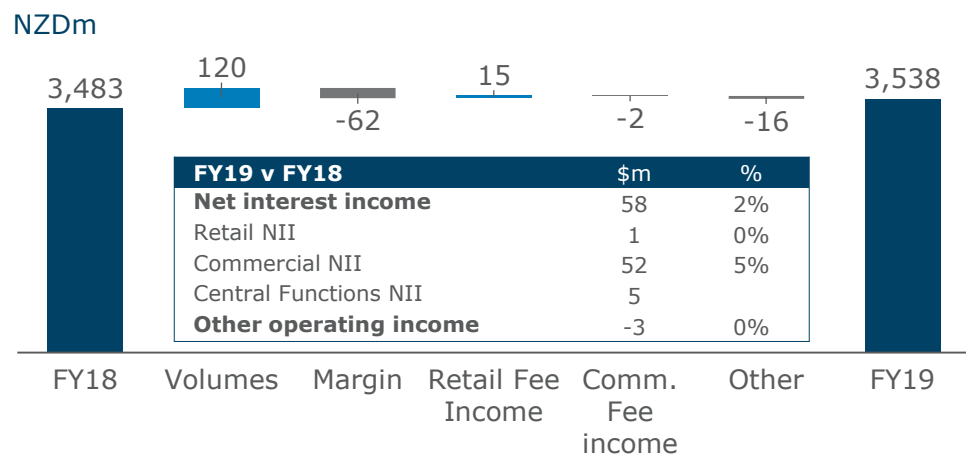
1. Average Gross Loans & Advances for L&SF and Trade; average customer deposits for Payments and Cash Management 2. Trade = Trade and Supply Chain L&SF = Loans and Specialised Finance 3. Institutional ex-Markets net interest margin 4. Institutional ex-Markets net interest income divided by average credit risk weighted assets

NEW ZEALAND DIVISION

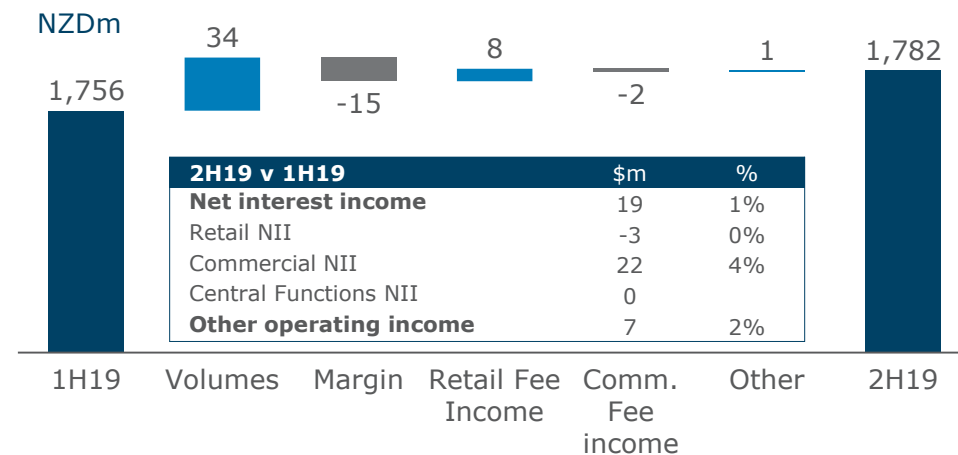
FINANCIAL PERFORMANCE: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

NZDm	FY18	FY19	FY19 v FY18	1H19	2H19	2H19 v 1H19
Income	3,483	3,538	2%	1,756	1,782	1%
Net interest income	2,881	2,939	2%	1,460	1,479	1%
Other operating income	602	599	0%	296	303	2%
Expenses	1,257	1,326	5%	638	688	8%
Profit before provisions	2,226	2,212	-1%	1,118	1,094	-2%
Provisions	6	92	large	31	61	97%
Cash profit continuing	1,597	1,526	-4%	782	744	-5%
Return on Avg RWAs	2.61%	2.47%	-14 bps	2.54%	2.40%	-14 bps
Operating expense to operating income	36.1%	37.5%	139 bps	36.3%	38.6%	228 bps
Total credit impairment charge / Avg GLAs	0.01%	0.07%	6 bps	0.05%	0.10%	5 bps

INCOME DRIVERS FY19 V FY18 (YOY)

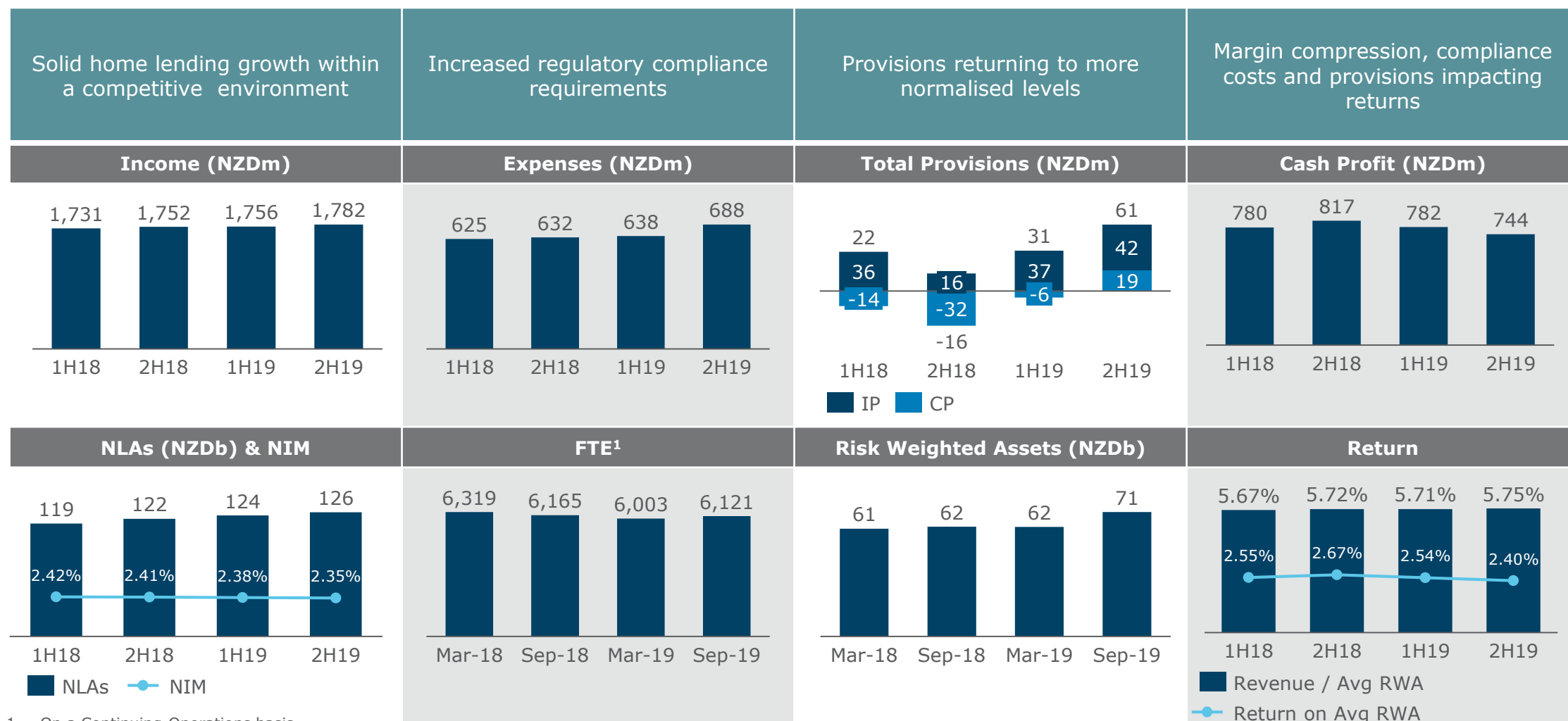


INCOME DRIVERS 2H19 V 1H19 (HOH)



NEW ZEALAND DIVISION

FINANCIAL PERFORMANCE: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS



1. On a Continuing Operations basis

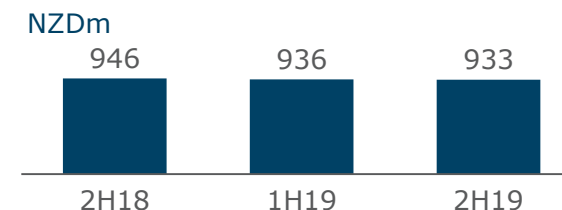
NEW ZEALAND DIVISION – RETAIL

FINANCIAL PERFORMANCE: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

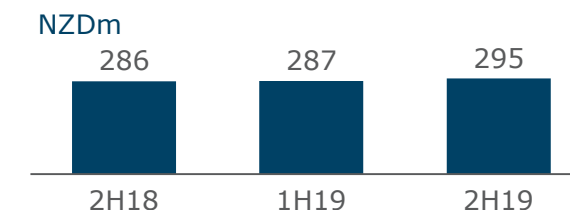
Financial performance (NZDm)	2H18	1H19	2H19	2H19 v 1H19
Revenue	1,232	1,223	1,228	0%
Expenses	493	507	546	8%
Profit before provisions	739	716	682	-5%
Provisions	17	29	16	-45%
NPAT	520	495	480	-3%

Operational metrics	2H18	1H19	2H19	2H19 v 1H19
FTE	3,751	3,700	3,686	0%
Branches	179	170	164	-6
Total retail customers (#m)	2.10	2.12	2.12	0%
Retail customers > 1 product	67%	67%	67%	0%
Digitally active customers (#m)	1.43	1.47	1.50	2%
Digital sales (% of retail sales)	23	25	29	360 bps

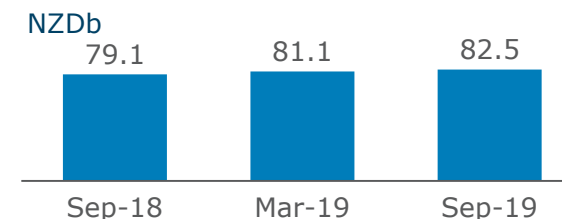
NET INTEREST INCOME



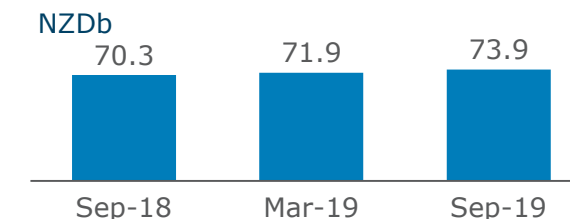
OTHER OPERATING INCOME



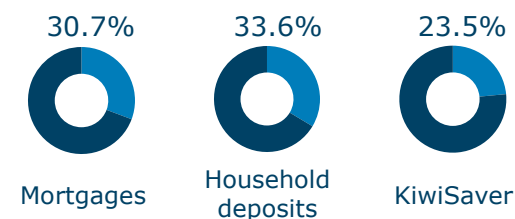
NET LOANS & ADVANCES



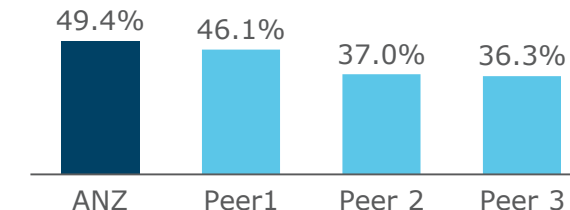
CUSTOMER DEPOSITS



MARKET SHARE¹



BRAND CONSIDERATION²



1. Source: RBNZ, Mortgage and Household deposits market share as at August 2019, KiwiSaver FUM market share as at June 2019

2. Source: McCulley Research (first choice or seriously considered); six month rolling average, September 2019 (major four banks)

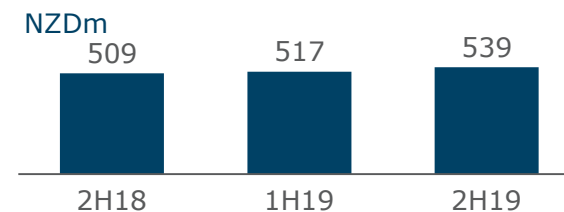
NEW ZEALAND DIVISION - COMMERCIAL

FINANCIAL PERFORMANCE: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

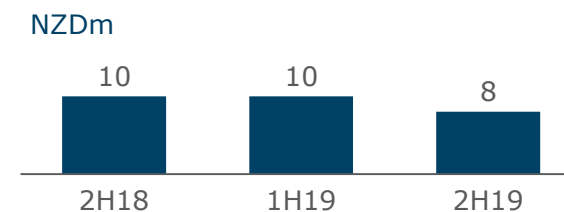
Financial performance (NZDm)	2H18	1H19	2H19	2H19 v 1H19
Revenue	519	527	547	4%
Expenses	130	127	141	11%
Profit before provisions	389	400	406	1%
Provisions	-33	2	45	Large
NPAT	303	287	260	-9%

Operational metrics	2H18	1H19	2H19	2H19 v 1H19
FTE	957	910	905	-1%
Return on Avg RWA	1.97%	1.86%	1.66%	-20 bps
Revenue per Avg RWA	3.38%	3.42%	3.50%	8 bps
Total loss rate	-0.16%	0.01%	0.21%	20 bps
Individual provision loss rate	-0.05%	0.06%	0.09%	3 bps

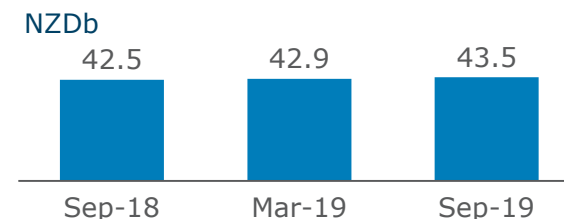
NET INTEREST INCOME



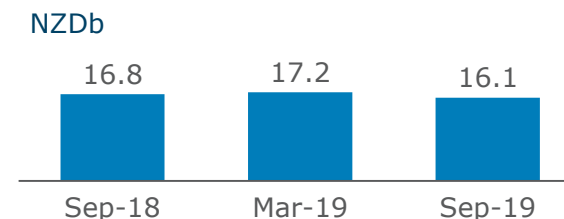
OTHER OPERATING INCOME



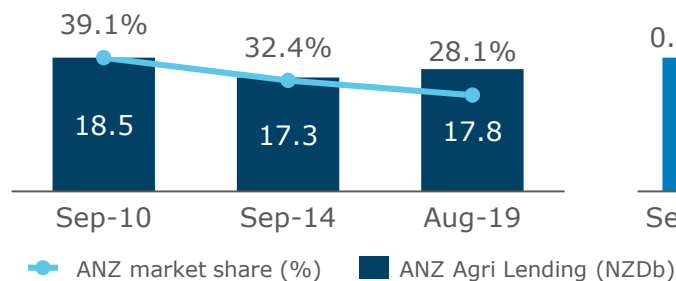
NET LOANS & ADVANCES



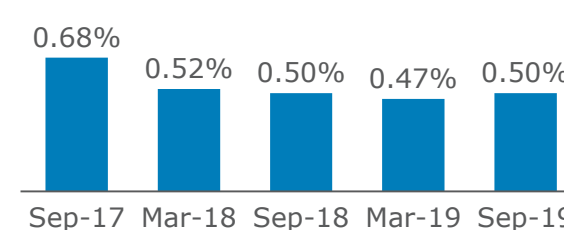
CUSTOMER DEPOSITS



AGRI LENDING MARKET SHARE¹



STABLE RISK PROFILE²



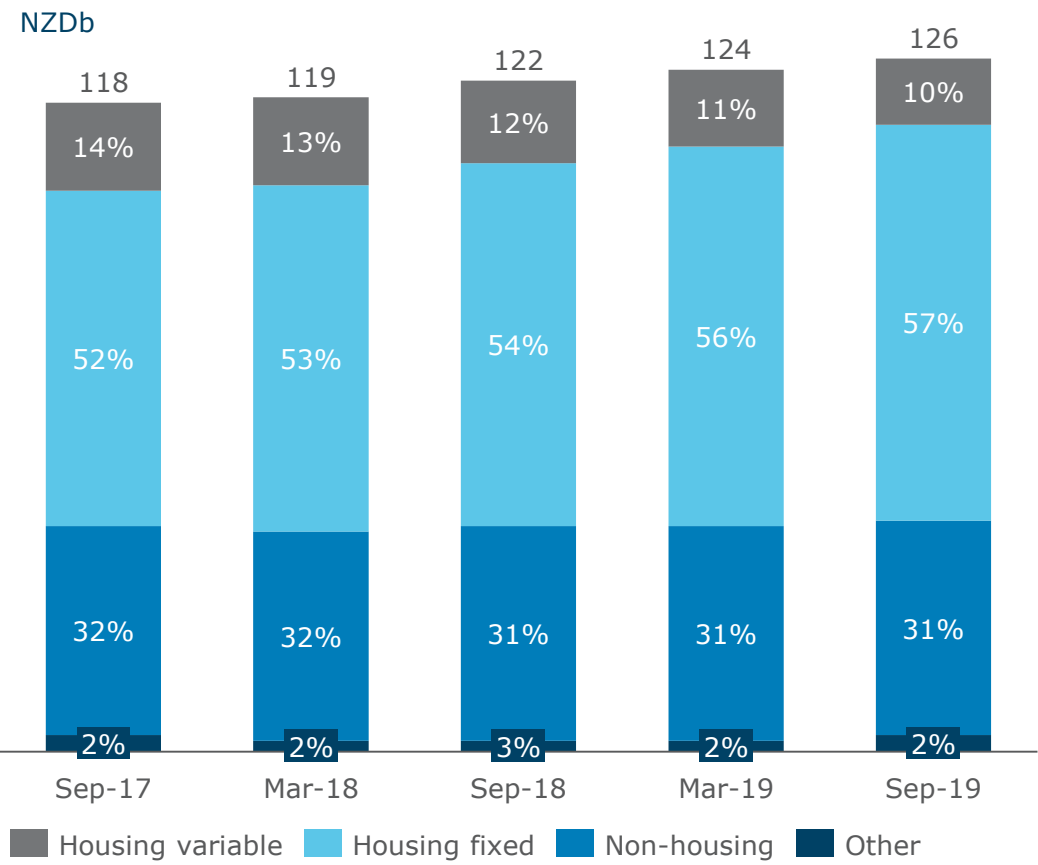
¹ Source: RBNZ

² Gross impaired assets as a % of gross loans and advances

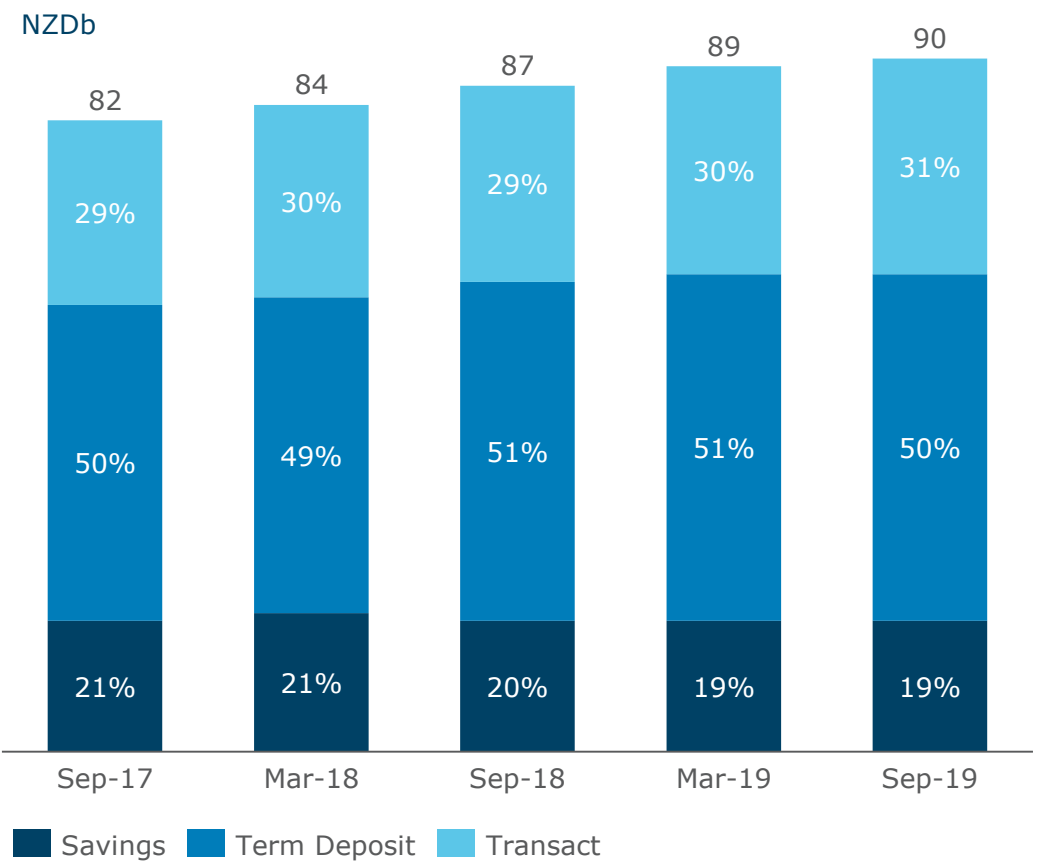
NEW ZEALAND DIVISION

BALANCE SHEET

GROSS LOANS & ADVANCES



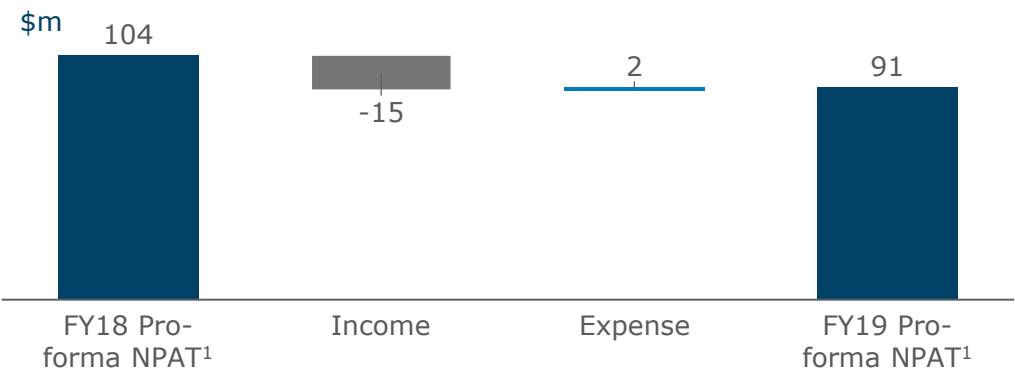
CUSTOMER DEPOSITS



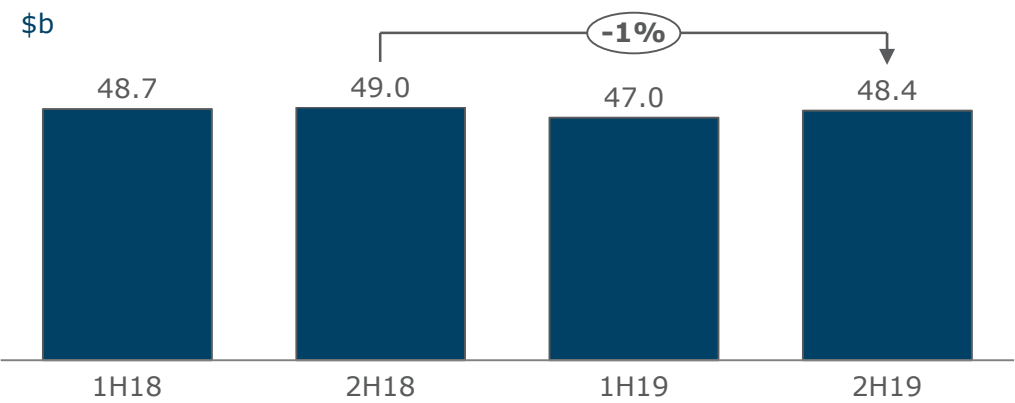
WEALTH AUSTRALIA

DIVESTED BUSINESSES - PENSIONS AND INVESTMENTS (P&I)

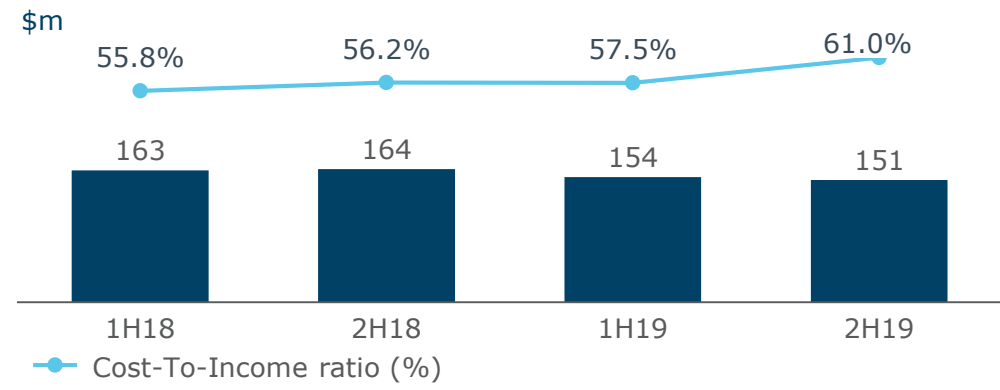
FINANCIAL PERFORMANCE



AVERAGE FUM³



GROSS MARGIN²



GUIDE TO FINANCIAL PERFORMANCE

- Prepared on a standalone pro forma basis¹ and excludes ANZ Group consolidation adjustments
- Is not comparable with financial performance as reported within ANZ discontinued operations
- The sale of Aligned Dealer Groups completed on 1 October 2018 and is excluded from the above results

1. Pro forma NPAT is prepared on a consistent basis as the Underlying Profit After Tax Pre-amortisation (UNPAT) disclosed by IOOF on 17 October 2017 transaction announcement. This excludes DAC/DEF related net charges, ANZ consolidation adjustments and amortisation of acquisition related intangibles. This includes normalisation and market pricing adjustments

2. Gross margin excludes DAC/DEF related net charges and includes normalisation

3. Average Funds Under Management (FUM) excludes legacy run-off portfolio of P&I products acquired by Zurich and FUM related to ANZ Private Bank trusts (Average FUM 1H18 : \$1.1b, 2H18 : \$1.4b, 1H19 : \$1.6b, 2H19 : \$1.8b)

WEALTH AUSTRALIA

DIVESTED BUSINESSES – P&I FUM AND FLOWS

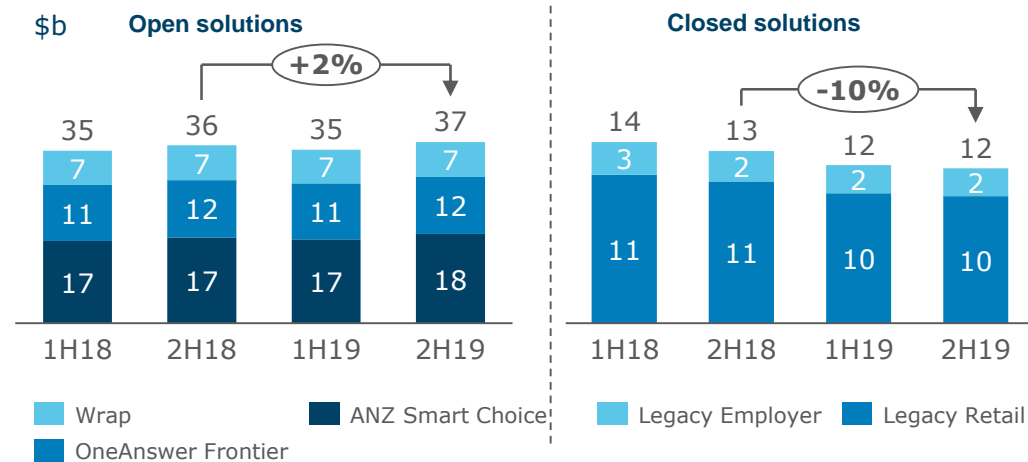
INFLOWS AND OUTFLOWS BY SOLUTION

\$b

	FY18		FY19	
	Inflows	Outflows	Inflows	Outflows
Open solutions	4.2	-4.5	3.4	-5.1
ANZ Smart Choice	2.2	-2.1	2.0	-2.2
Wrap	0.8	-1.0	0.7	-1.0
One Answer Frontier	1.3	-1.4	0.8	-1.9
Closed solutions	0.4	-1.9	0.4	-2.2
Legacy Retail	0.3	-1.6	0.4	-1.8
Legacy Employer	0.1	-0.4	0.1	-0.4
Total	4.6	-6.4	3.9	-7.3

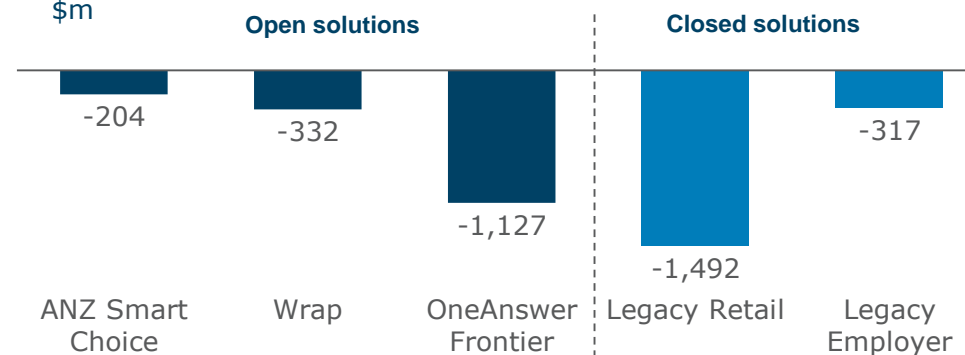
AVERAGE FUM BY SOLUTION¹

\$b



FY19 NET FLOWS BY SOLUTION

\$m



GUIDE TO FUM AND FLOW DISCLOSURES

- Definition of open and closed solutions is consistent with the classification disclosed by IOOF on 17 October 2017 ASX announcement and it is not comparable with Funds Management cash flows by product historically published in ANZ results
- FUM and flows information presented herein is not comparable with industry data as it excludes products not acquired by IOOF
- FUM outflows include pension payments
- This analysis has been prepared on a standalone pro forma basis

1. Average FUM excludes legacy run-off portfolio of Pension and Investment products acquired by Zurich and FUM related to ANZ Private Bank trusts (Average FUM 1H18 : \$1.1b, 2H18 : \$1.4b, 1H19 : \$1.6b, 2H19 : \$1.8b). NOTE: The sum of inflows and outflows by solution may not align to total due to rounding.

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2019 FULL YEAR RESULTS

INVESTOR DISCUSSION PACK
TREASURY



REGULATORY CAPITAL

CAPITAL UPDATE

- APRA Level 2 CET1 ratio of 11.4% (16.4% on an Internationally Comparable basis¹), which is in excess of APRA's 'unquestionably strong' benchmark².
- APRA Level 1 CET1 ratio of 11.4%. Level 1 consolidation primarily comprises ANZ BGL (the Parent including offshore branches) but excludes offshore banking subsidiaries³.
- APRA Leverage ratio of 5.6% (or 6.2% on an Internationally Comparable basis).
- Asset divestments contributed ~\$2b in 2H19 (mainly divestment of OPL Australia)
- Pro-forma adjusted CET1 ratio of ~11.5%, including benefits from P&I divestment (~20bps), partially offset by IFRS16 impacts (~-7bps)

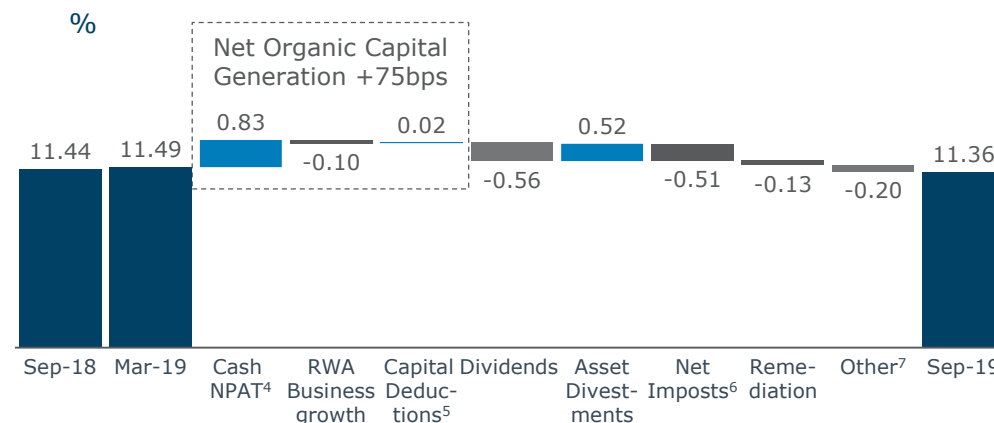
Organic Capital Generation

- Net organic capital generation of 75bps for 2H19 – in line with historical averages of ~80bps (excluding Institutional rebalancing)

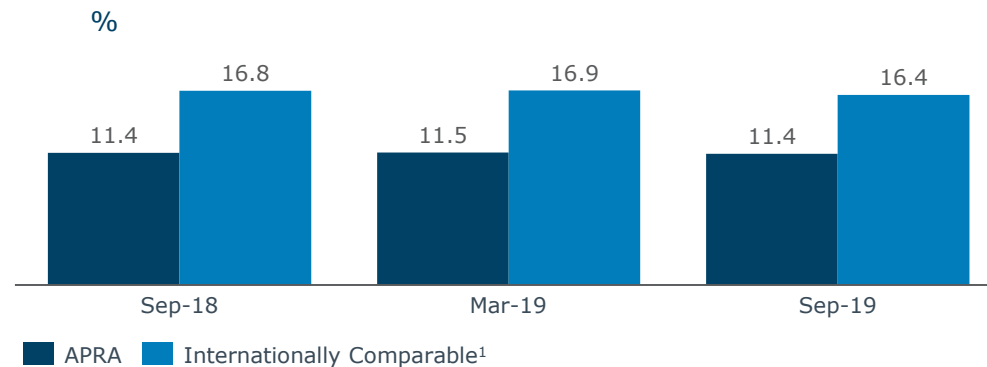
Capital Outlook – Regulatory Development

- RBNZ capital proposal – Potential impact of NZ\$6b to NZ\$8b for ANZ NZ (from Sep-18). Final impact depends on the outcome of the RBNZ consultation.
- APRA loss absorbing capacity (TLAC) – Total Capital requirements increased by 3% of RWA (~\$12b in Tier 2 based on Sep-19 position) by January 2024.
- Revisions to treatment of equity investments in subsidiaries - in the absence of any offsetting management actions, this implies a reduction in ANZ's Level 1 CET1 capital ratio of up to approximately \$2.5b (75bps). However, ANZ believes that this outcome is unlikely and, post implementation of management actions, the net capital impact could be minimal.
- Other ongoing APRA regulatory reviews potentially impacting the future capital position include: Revisions to capital framework (RWA), Unquestionably Strong capital calibration, and the Transparency, Comparability and Flexibility proposals.

APRA LEVEL 2 COMMON EQUITY TIER 1 (CET1)



LEVEL 2 BASEL III CET1



1. Internationally Comparable methodology aligns with APRA's information paper entitled International Capital Comparison Study (13 July 2015). Basel III Internationally Comparable ratios do not include an estimate of the Basel I capital floor 2. Based on APRA information paper "Strengthening banking system resilience – establishing unquestionably strong capital ratios" released in July 2017 3. Refer to ANZ Basel III APS330 Pillar 3 disclosures 4. Cash NPAT excludes 'Large/notable' items' and one-off items 5. Mainly comprises the movement in retained earnings in deconsolidated entities and capitalised software 6. Includes SA-CCR (-18bps); APRA Operational Risk overlay (-18bps); and RWA floors for NZ housing/farm exposures (-18bps) 7. Other impacts include movements in non-cash earnings and net foreign currency translation

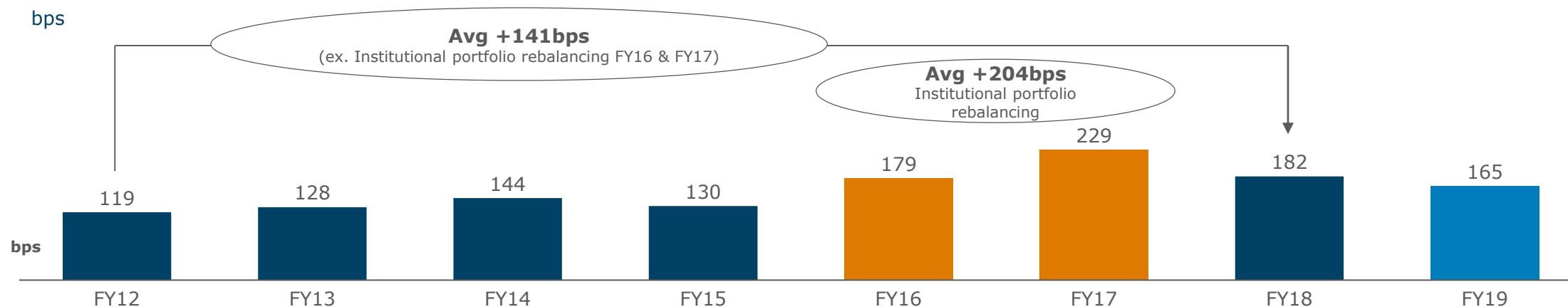
REGULATORY CAPITAL GENERATION

COMMON EQUITY TIER 1 GENERATION (bps)	2H averages 2H12-2H18	2H19	Full Year average FY12-FY18	FY19
Cash NPAT ¹	95	83	189	172
RWA movement	1	(10)	(13)	(7)
Capital Deductions ²	(6)	2	(18)	-
Net capital generation	90	75	158	165
Gross dividend	(61)	(57)	(128)	(117)
Dividend Reinvestment Plan ³	10	1	19	2
Core change in CET1 capital ratio	39	19	49	50
Other non-core and non-recurring items	(2)	(32)	7	(58)
Net change in CET1 capital ratio	37	(13)	56	(8)

Organic Capital Generation

- Net organic capital generation of +165bps for FY19 and +75bps for 2H19
- Excluding Institutional portfolio rebalancing period, FY19 net organic capital generation is stronger by +24bps

HISTORICAL NET ORGANIC CAPITAL GENERATION



1. Cash NPAT excludes 'large/notable items' & one off items (which are included as "other non-core and non-recurring items")

2. Represents movement in retained earnings in deconsolidated entities, capitalised software, expected losses in excess of eligible provisions shortfall and other intangibles

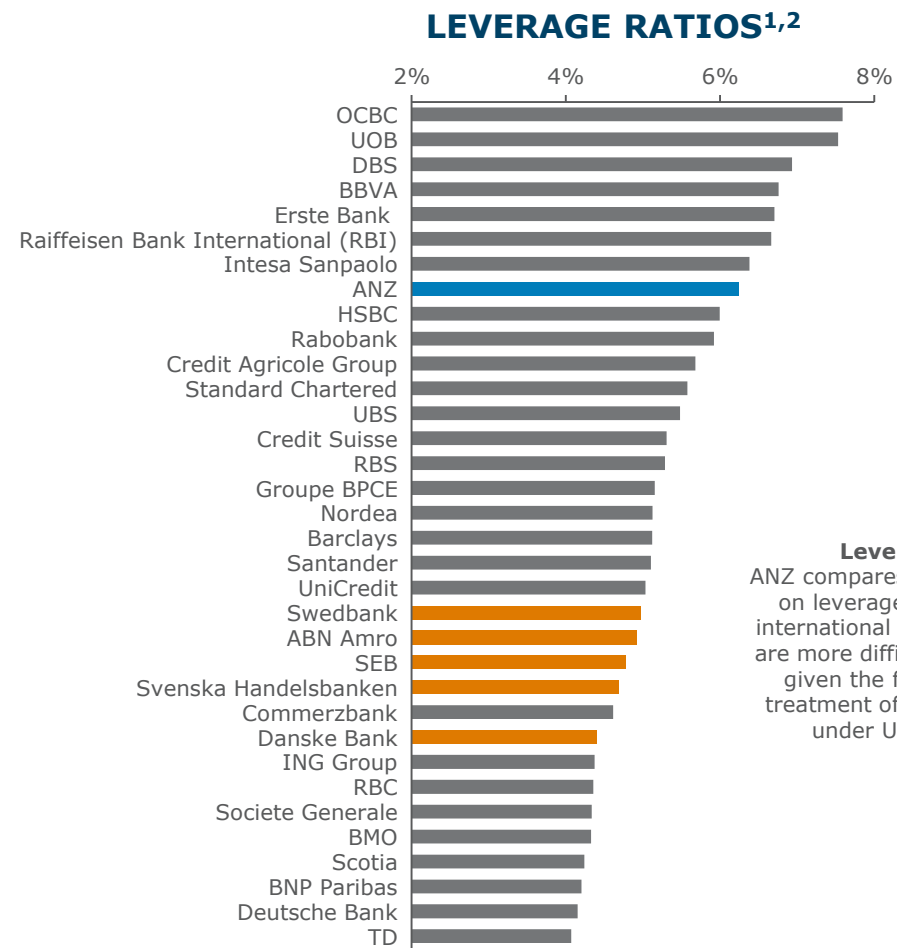
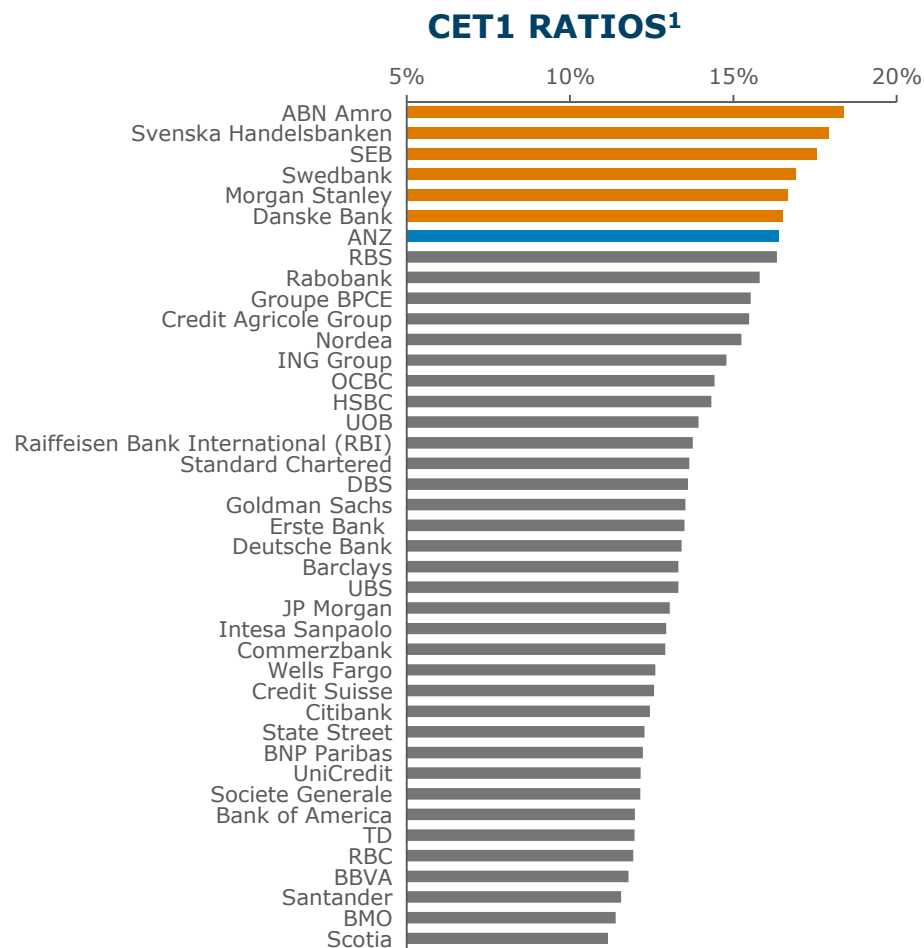
3. Includes Bonus Option Plan

INTERNATIONALLY COMPARABLE¹ REGULATORY CAPITAL POSITION

APRA Level 2 CET1 – 30 September 2019		11.4%
Corporate undrawn EAD and unsecured LGD adjustments	Australian ADI unsecured corporate lending LGDs and undrawn CCFs exceed those applied in many jurisdictions	1.6%
Equity Investments & DTA	APRA requires 100% deduction from CET1 vs. Basel framework which allows concessional threshold prior to deduction	0.9%
Mortgages	APRA requires use of 20% mortgage LGD floor vs. 10% under Basel framework. Additionally, APRA also requires a higher correlation factor vs 15% under Basel framework.	1.2%
Specialised Lending	APRA requires supervisory slotting approach which results in more conservative risk weights than under Basel framework	0.7%
IRRBB RWA	APRA includes in Pillar 1 RWA. This is not required under the Basel framework	0.2%
Other	Includes impact of deductions from CET1 for capitalised expenses and deferred fee income required by APRA, currency conversion threshold and other retail standardised exposures	0.4%
Basel III Internationally Comparable CET1		16.4%
Basel III Internationally Comparable Tier 1 Ratio		18.8%
Basel III Internationally Comparable Total Capital Ratio		21.4%

1. Internationally Comparable methodology aligns with APRA's information paper entitled International Capital Comparison Study (13 July 2015). Basel III Internationally Comparable ratios do not include an estimate of the Basel I capital floor

CET1 AND LEVERAGE IN A GLOBAL CONTEXT

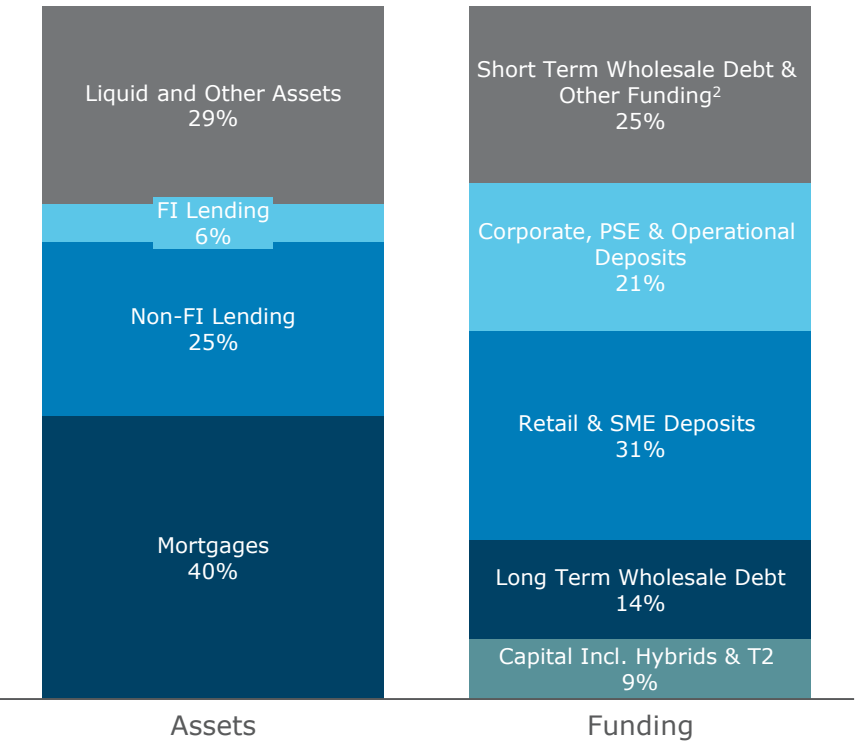


Leverage
ANZ compares equally well on leverage, however international comparisons are more difficult to make given the favourable treatment of derivatives under US GAAP

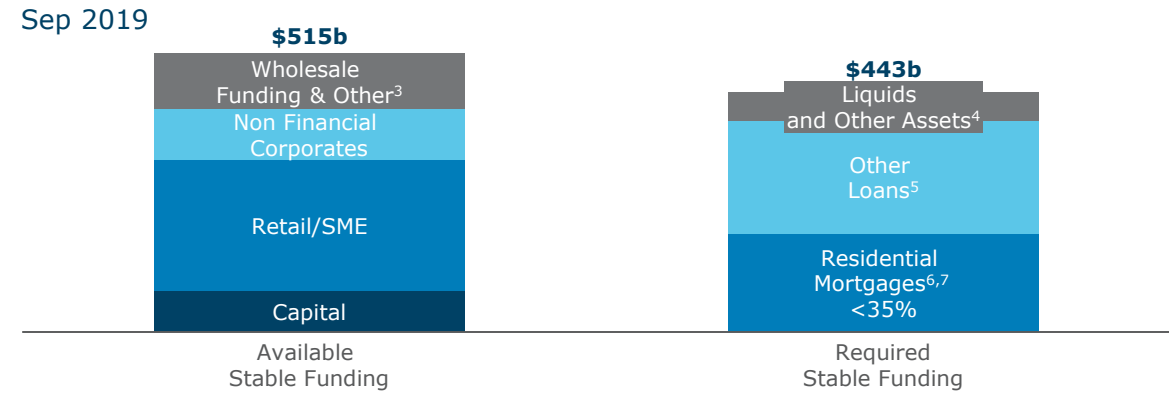
1. CET1 and leverage ratios are based on ANZ estimated adjustment for accrued expected future dividends where applicable. ANZ ratios are on an Internationally Comparable basis. All data sourced from company reports and ANZ estimates based on last reported half/full year results assuming Basel III capital reforms fully implemented 2. Includes adjustments for transitional AT1 where applicable. Exclude US banks as leverage ratio exposures are based on US GAAP accounting and therefore incomparable with other jurisdictions which are based on IFRS.

BALANCE SHEET STRUCTURE¹

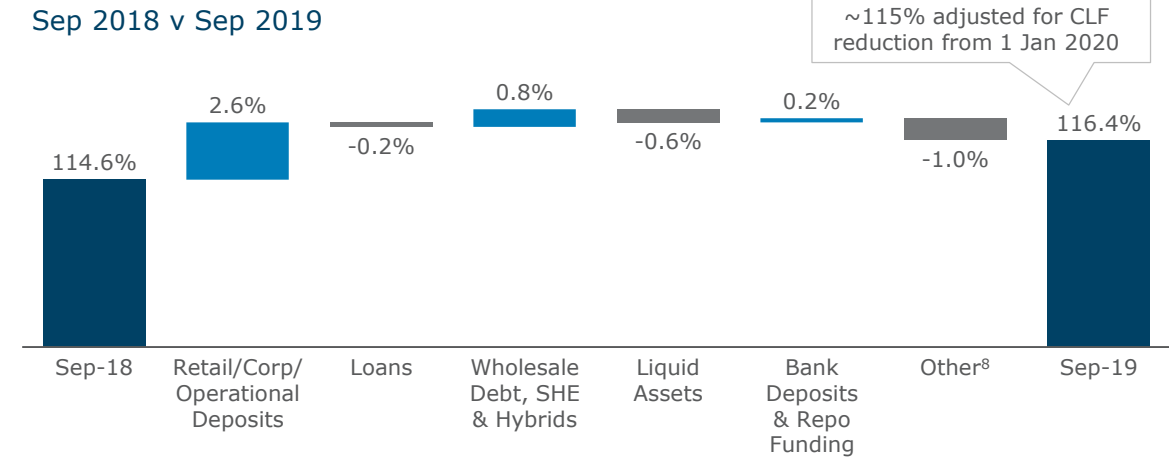
BALANCE SHEET COMPOSITION



NSFR COMPOSITION



NSFR MOVEMENT

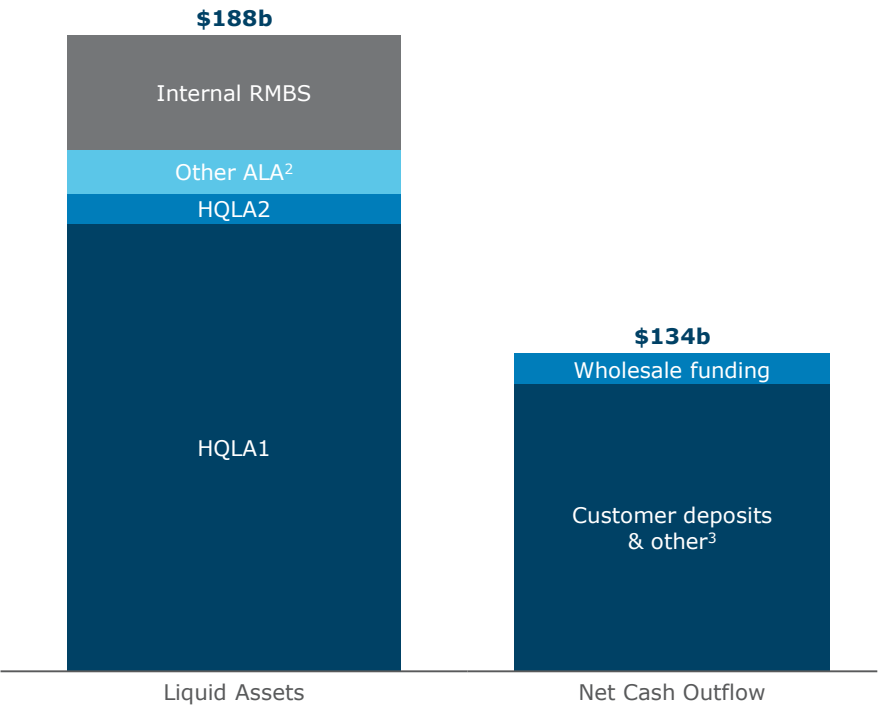


1. NSFR Required Stable Funding (RSF) and Available Stable Funding (ASF) categories and all figures shown are on a Level 2 basis per APRA prudential standard APS210 2. Includes FI/Bank deposits, Repo funding and other short dated liabilities 3. 'Other' includes Sovereign, and non-operational FI Deposits 4. 'Other Assets' include Off Balance Sheet, Derivatives, Fixed Assets and Other Assets 5. All lending >35% Risk weight 6. Includes NSFR impact of self-securitised assets backing the Committed Liquidity Facility (CLF) 7. <35% Risk weighting as per APS 112 Capital Adequacy: Standardised Approach to Credit Risk 8. Net of other ASF and other RSF

LIQUIDITY COVERAGE RATIO (LCR) SUMMARY¹

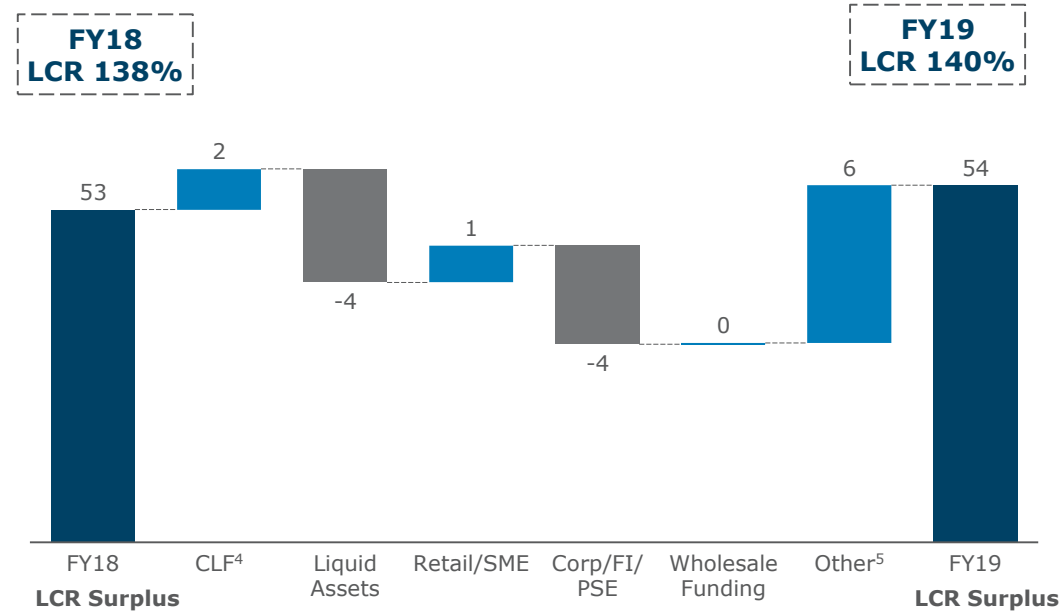
LCR COMPOSITION (AVERAGE)

FY19



MOVEMENT IN AVERAGE LCR SURPLUS (\$b)

FY18 v FY19

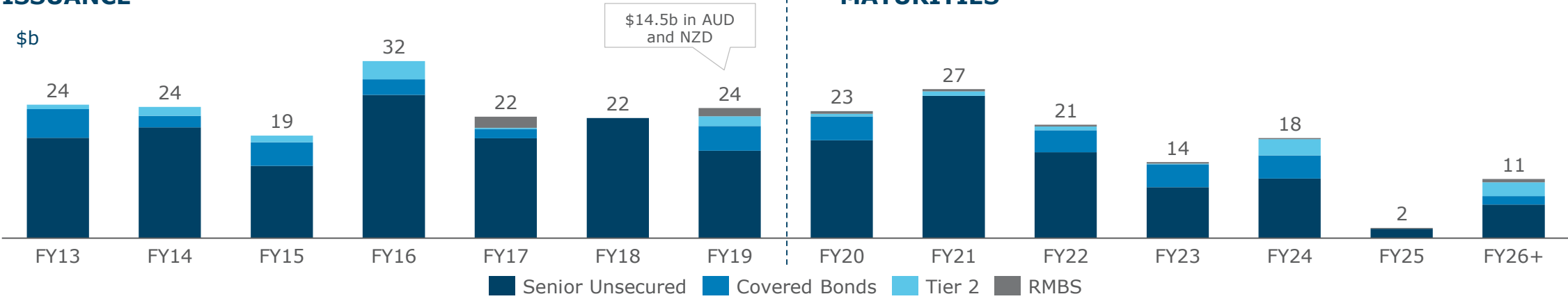


1. All figures shown on a Level 2 basis as per APRA Prudential Standard APS210 2. Comprised of assets qualifying as collateral for the Committed Liquidity Facility (CLF), excluding internal RMBS, up to approved facility limit; and any assets contained in the RBNZ's liquidity Policy – Annex: Liquidity Assets – Prudential Supervision Department Document BS13A 3. 'Other' includes off-balance sheet and cash inflows 4. RBA CLF increased by \$1.1b from 1 January 2019 to \$48.0b (2018: \$46.9b, 2017: \$43.8b) 5. 'Other' includes off-balance sheet and cash inflows

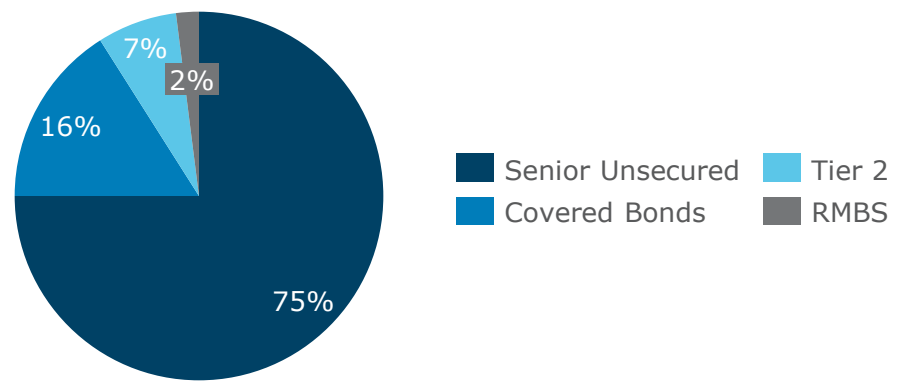
TERM WHOLESALE FUNDING PORTFOLIO¹

- ANZ’s term funding requirements depend on market conditions, balance sheet needs and exchange rates, amongst other factors
- ANZ estimates an FY20 funding requirement broadly consistent with previous years at ~\$25b

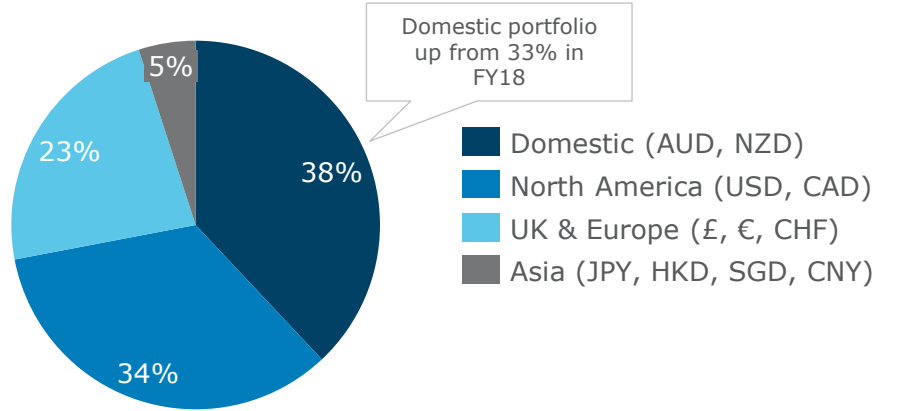
ISSUANCE



PORTFOLIO



PORTFOLIO BY CURRENCY



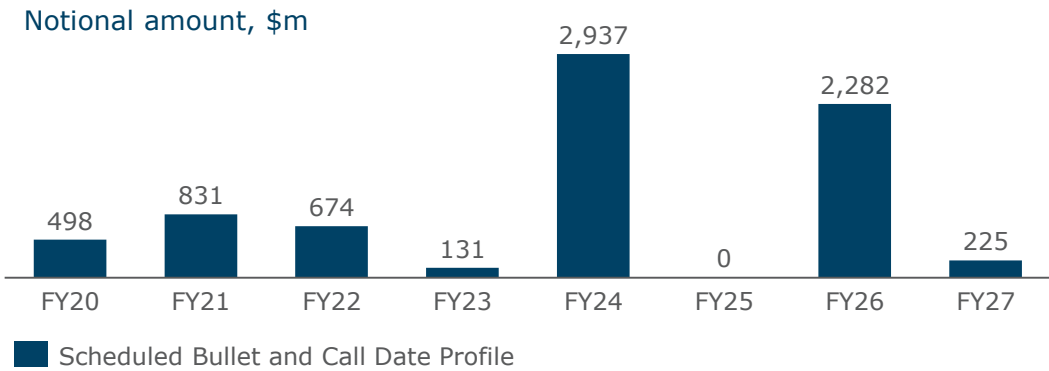
1. All figures based on historical FX and exclude AT1. Includes transactions with an original call or maturity date greater than 12 months as at the respective reporting date. Tier 2 maturity profile is based on the next callable date

ANZ'S TIER 2 CAPITAL PROFILE¹

ANZ'S TIER 2 CAPITAL REQUIREMENT TO PROGRESSIVELY INCREASE POST TLAC ANNOUNCEMENT

- Issued AUD \$1.75b in July 2019
- Current portfolio includes 38% in AUD (32% domestic AUD) – strong capacity remaining in AUD
- Annual total T2 issuance expected to be ~\$4b
- Required portfolio increase from \$7.6b to ~\$20b by January 2024
- Planned issuance in multiple currencies in both callable and bullet format
- Capacity in EUR T2 with no current outstandings following recent Sep-19 maturity
- No AUD retail T2 outstanding
- Extensive global USD T2 investor base
- ANZ has historically had strong support from Asian local currency markets, both in benchmark and Private Placement format
- Increased T2 issuance expected to be offset by reduction in other senior unsecured funding
- Well managed amortisation profile provides flexibility regarding issuance tenor

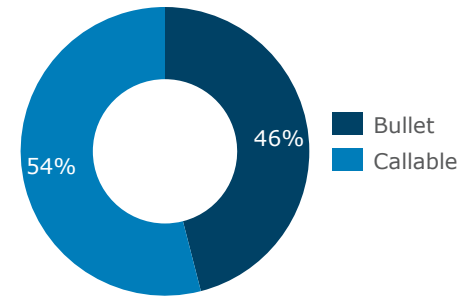
FUNDING PROFILE



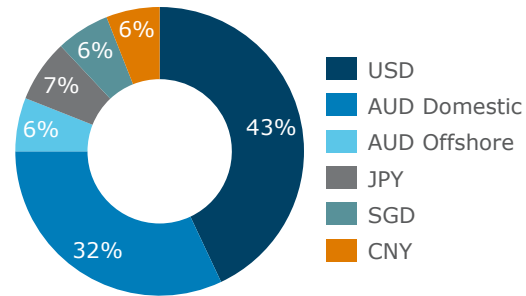
TIER 2 CAPITAL

Notional amount

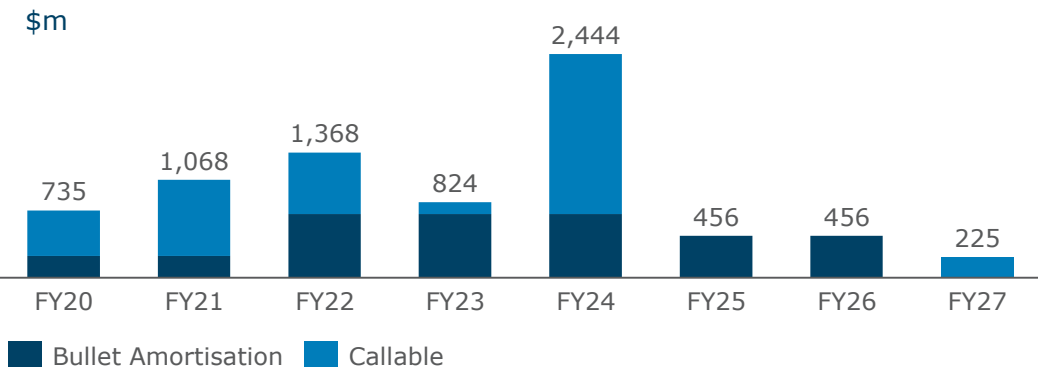
By Format



By Currency



CAPITAL AMORTISATION PROFILE²

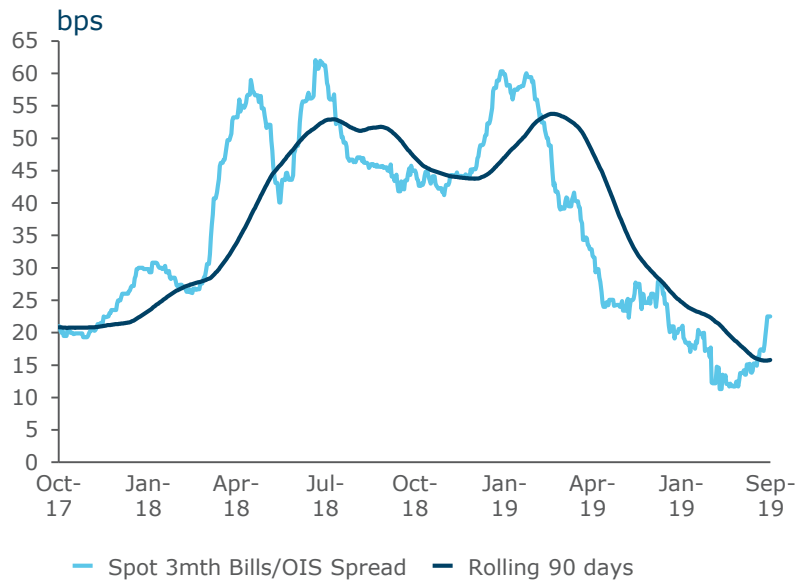


1. Profile is AUD equivalent based on historical FX, excluding Perpetual Floating rate notes issued 30 October 1986 (which loses Basel III transitional relief in 2021). Any call is subject to APRA's prior written approval and note holders should not expect approval to be given

2. Amortisation profile is modelled based on scheduled first call date for callable structures and in line with APRA's amortisation requirements for bullet structures

IMPACTS OF RATE MOVEMENTS

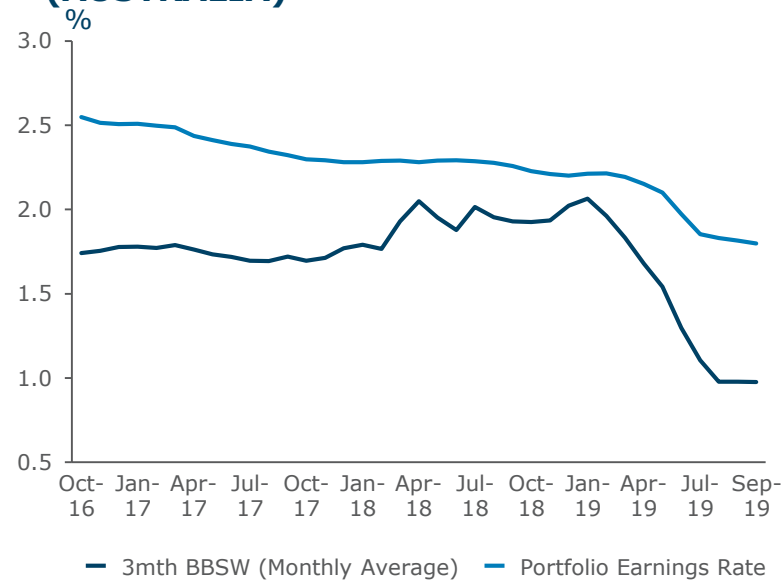
BILLS/OIS SPREAD



FY18 Ave ¹ : 36.3bps	
1H18 Ave: 24.4bps	2H18 Ave: 48.1bps
FY19 Ave ¹ : 37.5bps	
1H19 Ave: 48.0bps	2H19 Ave: 27.0bps

1. 90 day rolling average of spot 3mth Bills/OIS spread
2. Includes other Non-Interest Bearing Assets & Liabilities

CAPITAL & REPLICATING DEPOSITS PORTFOLIO (AUSTRALIA)



FY18 Ave: 2.29%	
1H18 Ave: 2.29%	2H18 Ave: 2.28%
FY19 YTD Ave: 2.08%	
1H19 Ave: 2.21%	2H19 Ave: 1.95%

CAPITAL² & REPLICATING DEPOSITS PORTFOLIO

	AUST	NZ	APEA
Volume (\$A)	~60bn	~20bn	~10bn
Target Duration	Rolling 3 to 5 years		Various
Proportion Hedged	~70%	~75%	Various

CAPITAL FRAMEWORK

CURRENT REGULATORY PROPOSALS AND RECENT FINALISATION¹

	1H19	2H19	2020	2021	2022	2023	2024
RBNZ capital framework	Consultation	Finalise ²	Transition				Implementation
Counterparty Credit Risk³		Implementation					
Leverage ratio	Consultation		Finalise			Implementation	
Advanced approach to credit risk		Consultation				Implementation	
Standardised approach to credit risk	Consultation		Finalise			Implementation	
Operational risk	Consultation		Finalise	Implementation			
Interest rate risk in the banking book		Consultation				Implementation	
Loss absorbing capacity (LAC)⁴	Consultation	Finalise	Transition				Implementation
Related party exposures	Consultation	Finalise		Implementation			
Capital treatment for Investments in subsidiaries (Level 1)			Consultation	Implementation			

1. Timeline is based on APRA's 2019 Policy Agenda (published February 2019) 2. RBNZ is expected to finalise reforms towards the end of 2019 calendar year 3. Implementation 1 July 2019

4. Only in relation to the 3% of RWA increase in Total Capital requirements announced in July 2019

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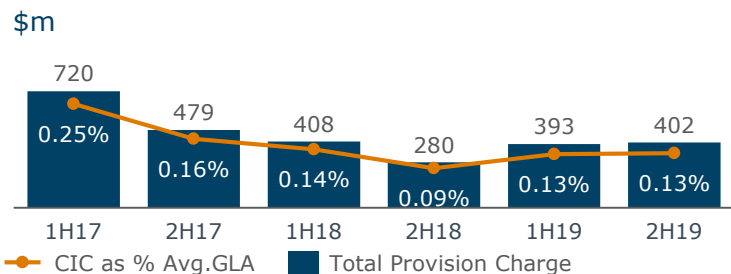
2019 FULL YEAR RESULTS

INVESTOR DISCUSSION PACK
RISK MANAGEMENT

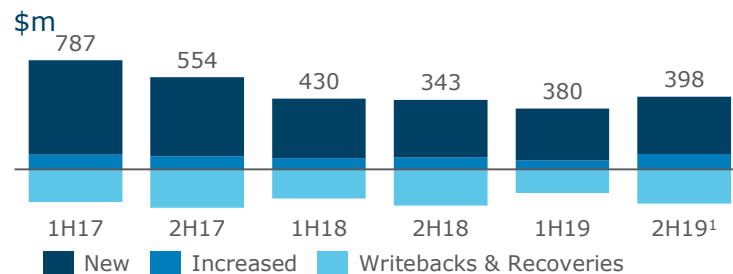


KEY RISK METRICS

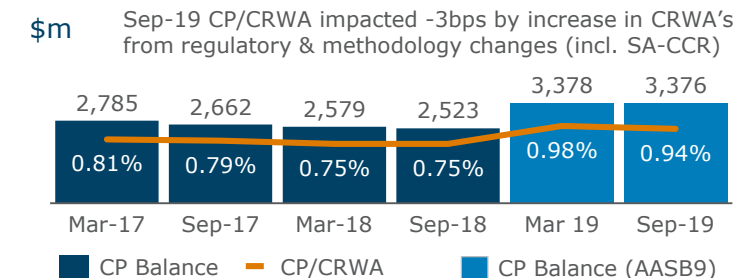
CREDIT IMPAIRMENT CHARGE



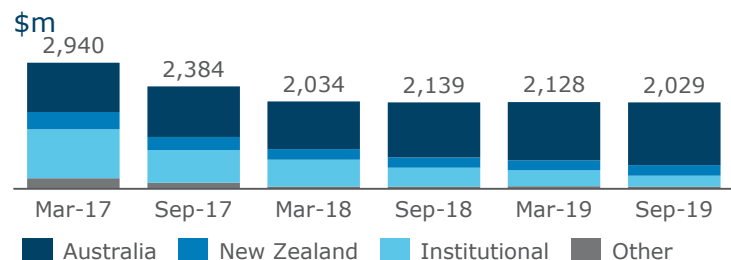
INDIVIDUAL PROVISION (IP) CHARGE



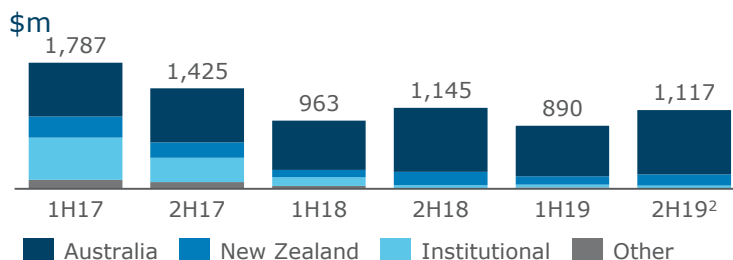
COLLECTIVE PROVISION (CP) BALANCE & COVERAGE



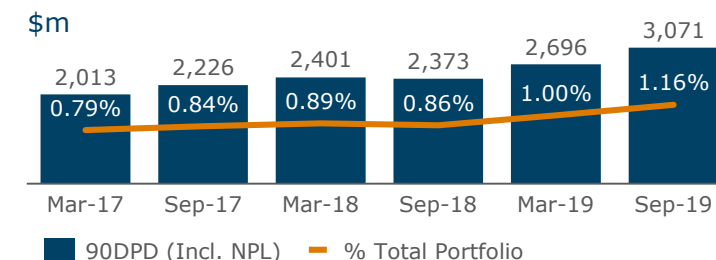
GROSS IMPAIRED ASSETS



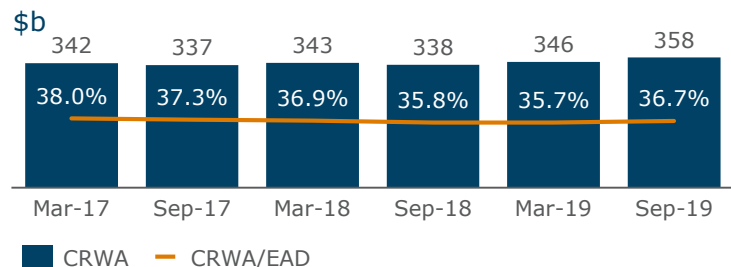
NEW IMPAIRED ASSETS



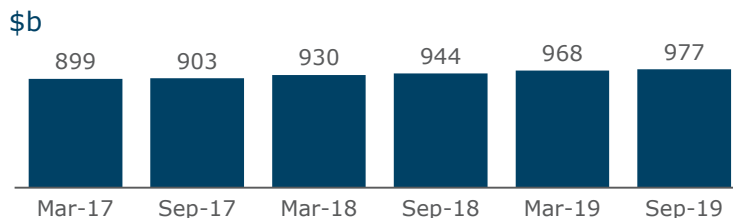
AUSTRALIA MORTGAGES 90DPD (INCL NPL)



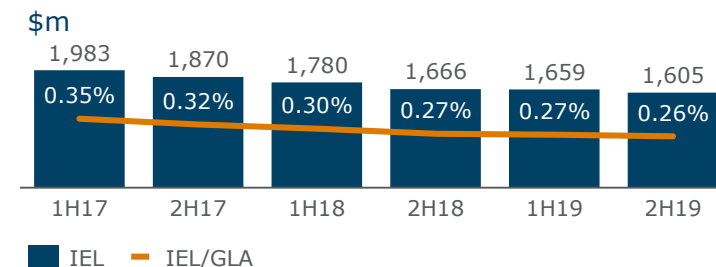
CREDIT RWA



EXPOSURE AT DEFAULT (EAD)



INTERNAL EXPECTED LOSS (IEL)

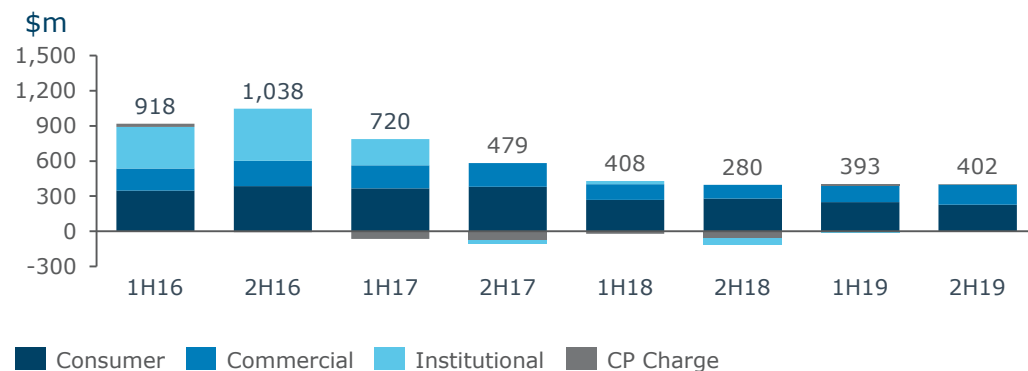


1. Increase to New and Increased Individual Provisions and Writebacks & Recoveries compared to prior half is largely related to the home loan portfolio in Australia Retail and Commercial following the implementation of a more market responsive collateral valuation methodology
2. New Impaired Assets in 2H19 includes a \$167m uplift on 1H19 in Australia home loans following the implementation of revised provisioning and impairment processes (including a more market responsive collateral valuation methodology)

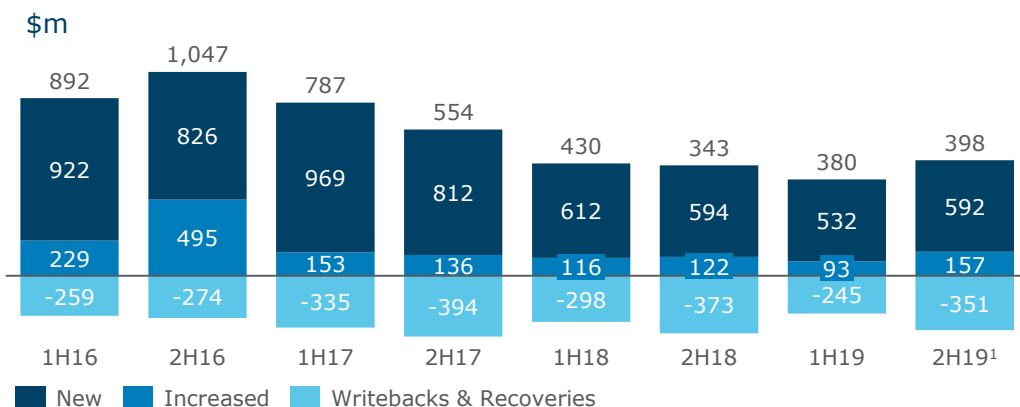
RISK MANAGEMENT

PROVISIONS

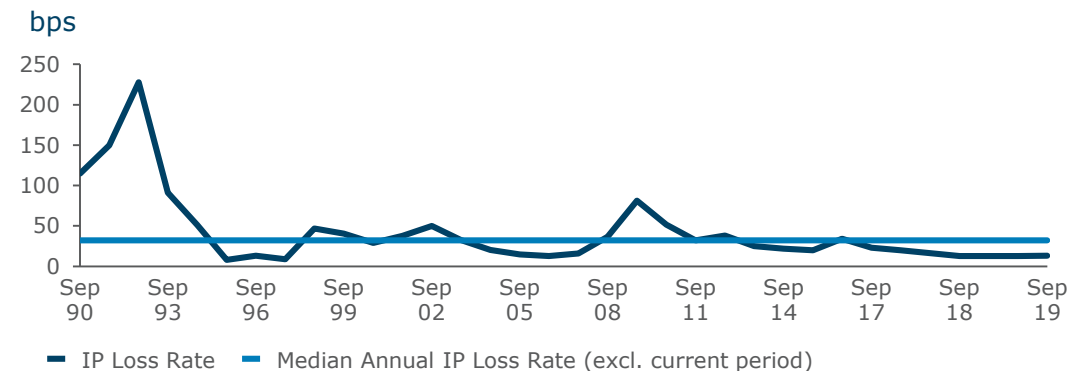
CREDIT IMPAIRMENT CHARGE



INDIVIDUAL PROVISION CHARGE



ANZ HISTORICAL LOSS RATES



LONG RUN LOSS RATE (INTERNAL EXPECTED LOSS)

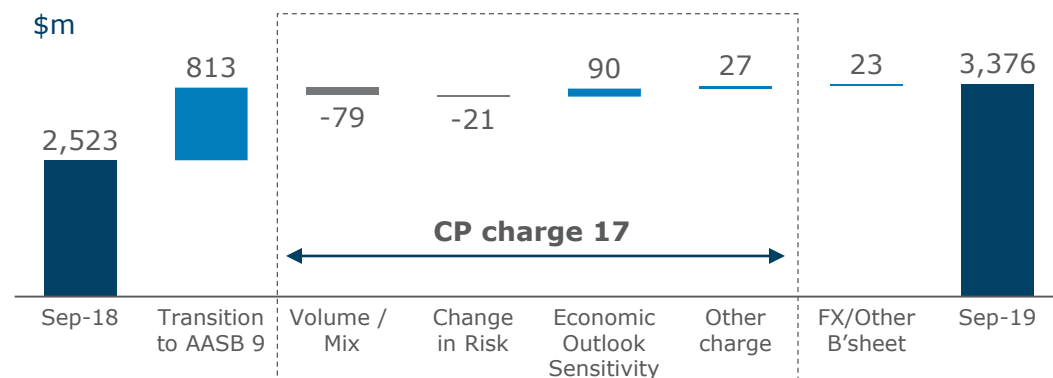
Division	Mar-16	Sep-16	Mar-17	Sep-17	Mar-18	Sep-18	Mar-19	Sep-19
Australia	0.35	0.33	0.33	0.33	0.31	0.29	0.29	0.29
New Zealand	0.25	0.26	0.26	0.22	0.21	0.19	0.19	0.18
Institutional	0.37	0.36	0.35	0.30	0.32	0.27	0.27	0.25
Other	1.47	1.79	1.60	1.69	1.95	1.78	1.60	1.40
Subtotal	0.34	0.33	0.33	0.30	0.30	0.27	0.27	0.26
Asia Retail	1.50	1.51	1.51	2.75	0	0	0	0
Total	0.37	0.35	0.35	0.32	0.30	0.27	0.27	0.26

IP: Individual Provision charge; CP: Collective Provision charge; CIC: Total Credit Impairment charge

1. Increase to New and Increased Individual Provisions and Writebacks & Recoveries compared to prior half is largely related to the home loan portfolio in Australia Retail and Commercial following the implementation of a more market responsive collateral valuation methodology

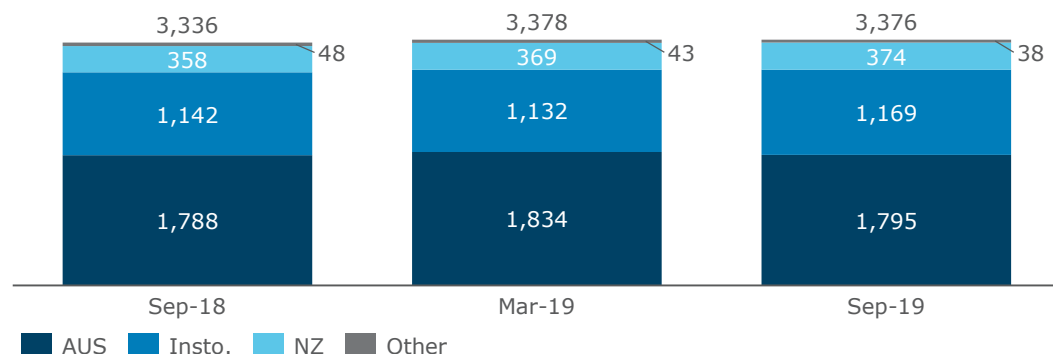
COLLECTIVE PROVISION

COLLECTIVE PROVISION BALANCE



COLLECTIVE PROVISION BALANCE

BY DIVISION (\$m) AASB9



1. Change in methodology introduced in 2H19 to measure components of CP charge

2. Coverage ratio calculated as Provision Balance to Gross Loans & Advances for on-balance sheet exposures. Reduction in 2H19 stage 2 coverage ratio is a result of (a) Denominator effect: increased stage 2 GLA in Australian home loans due to implementation of a revised provisioning model plus higher delinquency levels, and (b) Numerator effect: stable stage 2 ECL with the home loan ECL increase offset by decreases for other Australian portfolios and Institutional

COLLECTIVE PROVISION CHARGE¹

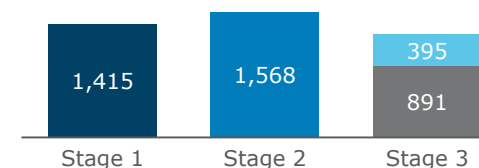
AASB9			
\$m	1H19	2H19	FY19
CP charge	13	4	17
Volume/Mix	-28	-51	-79
Change in Risk	-40	19	-21
Economic outlook sensitivity	73	17	90
Other	8	19	27

PROVISION BALANCE/COVERAGE RATIO

BY STAGES (\$m) AASB9

31 Mar-19

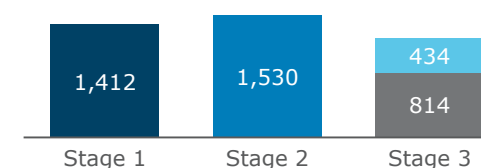
Coverage ratio by stage ²		
1	2	3
0.19%	3.31%	20.76%



Stage 1 CP Stage 2 CP Stage 3 CP Stage 3 IP

30 Sep-19

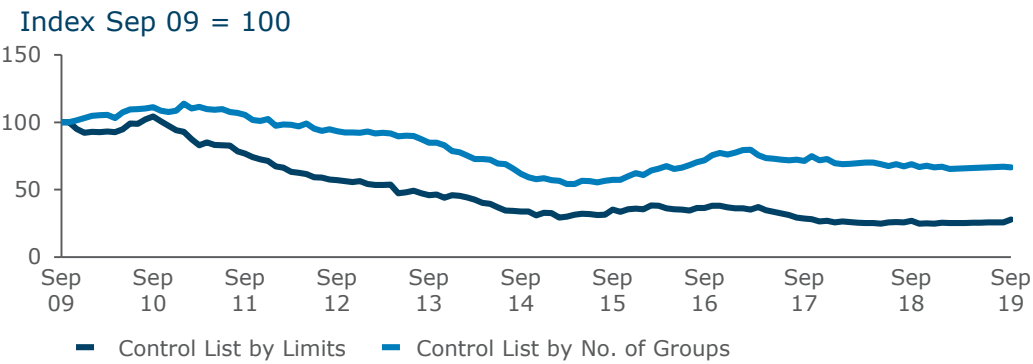
Coverage ratio by stage ²		
1	2	3
0.17%	2.40%	18.03%



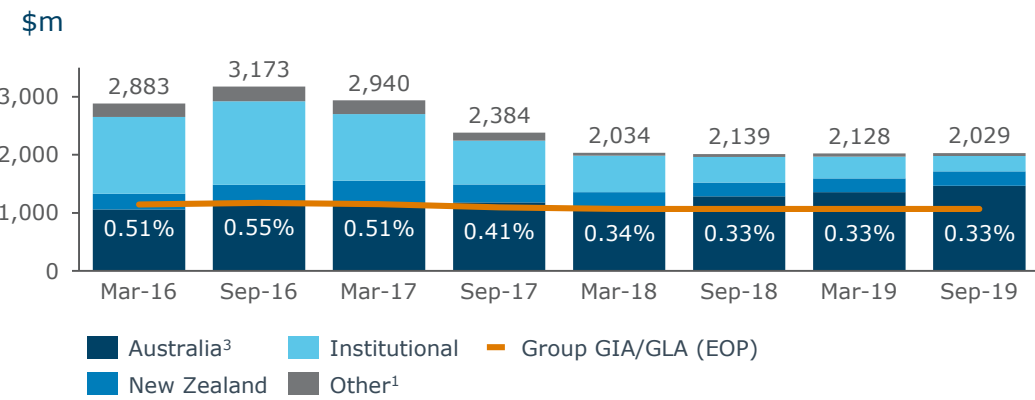
RISK MANAGEMENT

IMPAIRED ASSETS

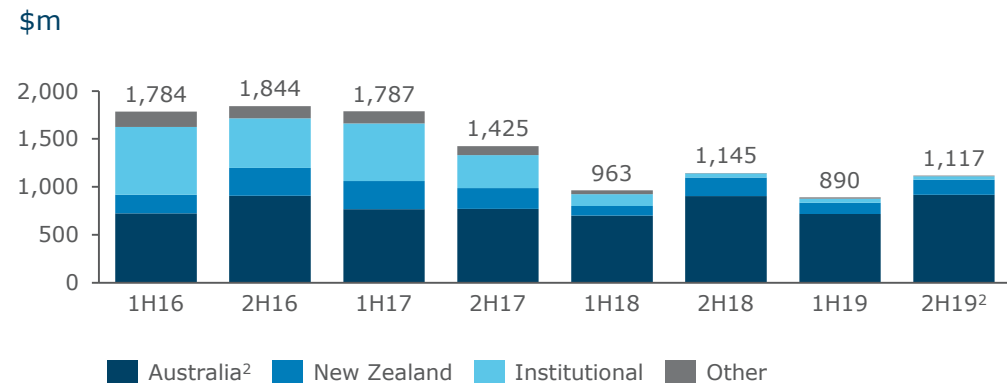
CONTROL LIST



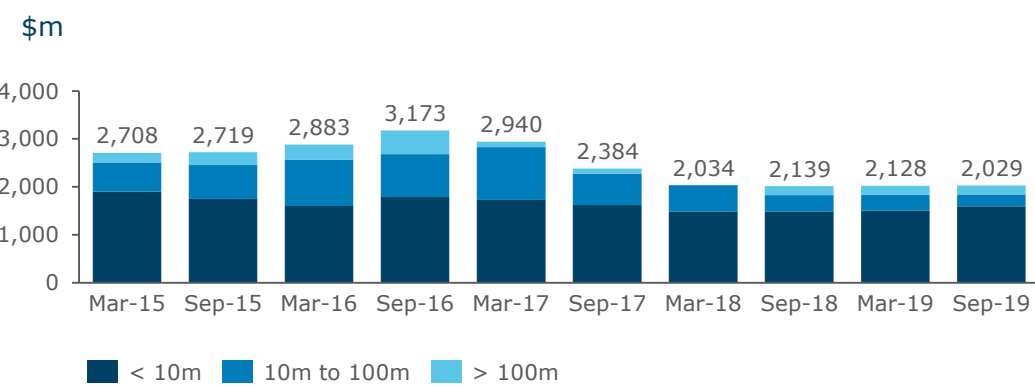
GROSS IMPAIRED ASSETS BY DIVISION



NEW IMPAIRED ASSETS BY DIVISION



GROSS IMPAIRED ASSETS BY EXPOSURE SIZE³



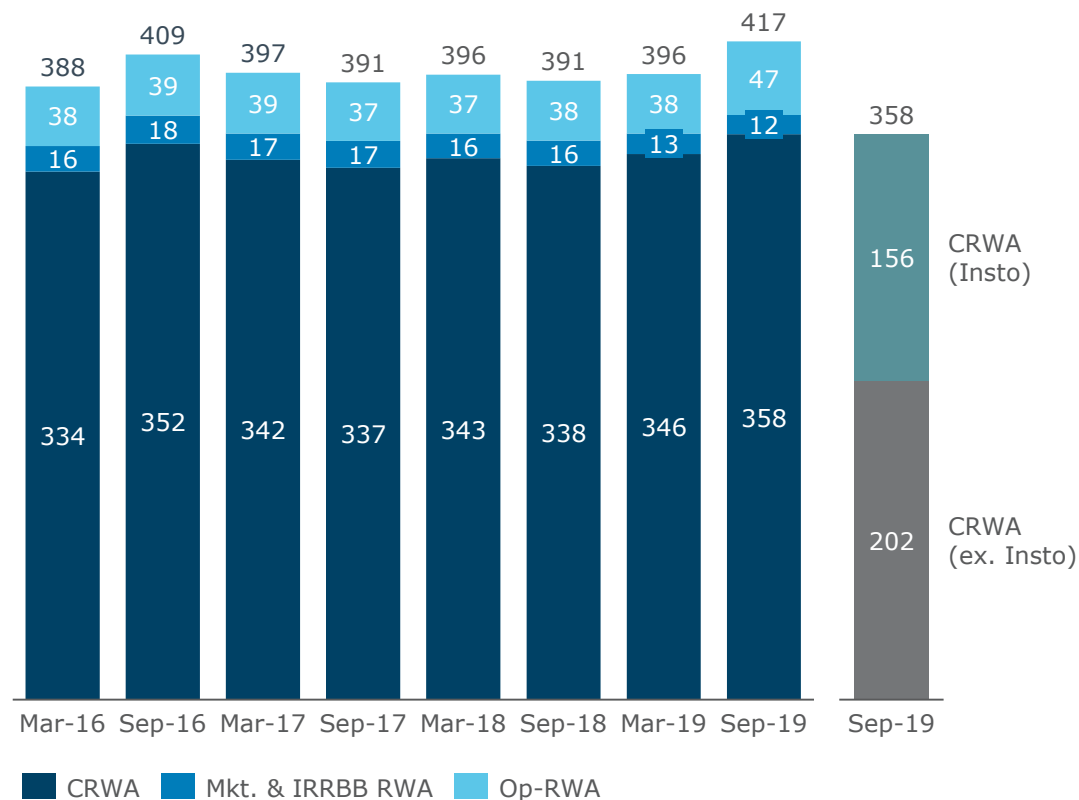
1. Other includes Retail Asia & Pacific and Australian Wealth
 2. New Impaired Assets in 2H19 includes a \$167m uplift on 1H19 in Australia home loans following the implementation of revised provisioning and impairment processes (including a more market responsive collateral valuation methodology)
 3. The increase referred to in footnote 2 has been largely offset in Gross Impaired Assets by the return of previously impaired home loans to a past due but not impaired status

RISK MANAGEMENT

RISK WEIGHTED ASSETS

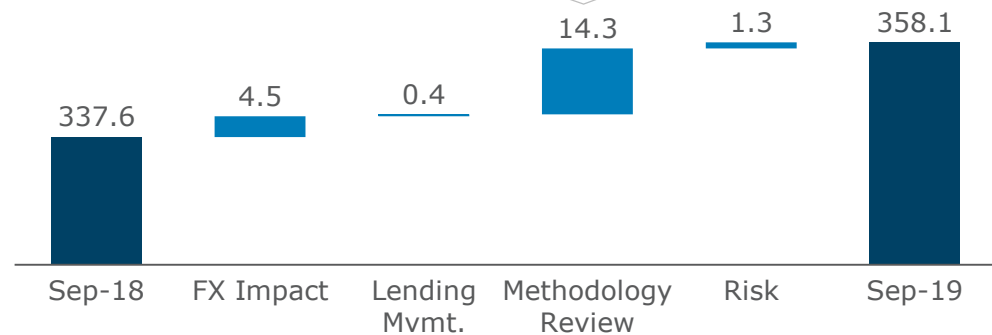
TOTAL RISK WEIGHTED ASSETS

\$b



CRWA MOVEMENT

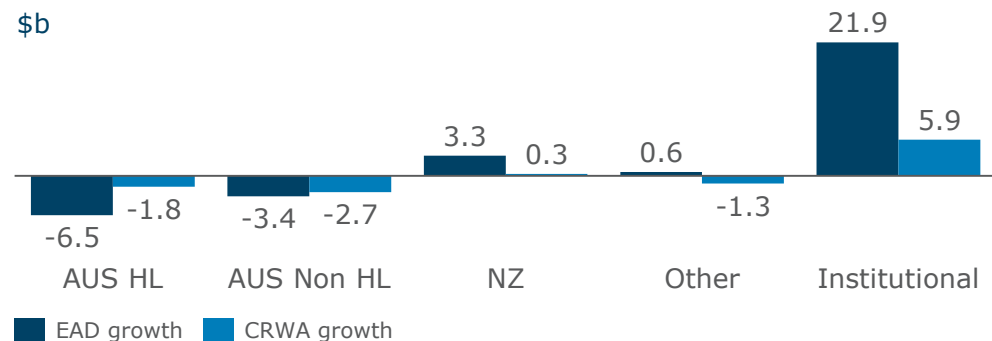
\$b



GROUP EAD & CRWA GROWTH MOVEMENT^{1,2}

Sep-19 v Sep-18

\$b

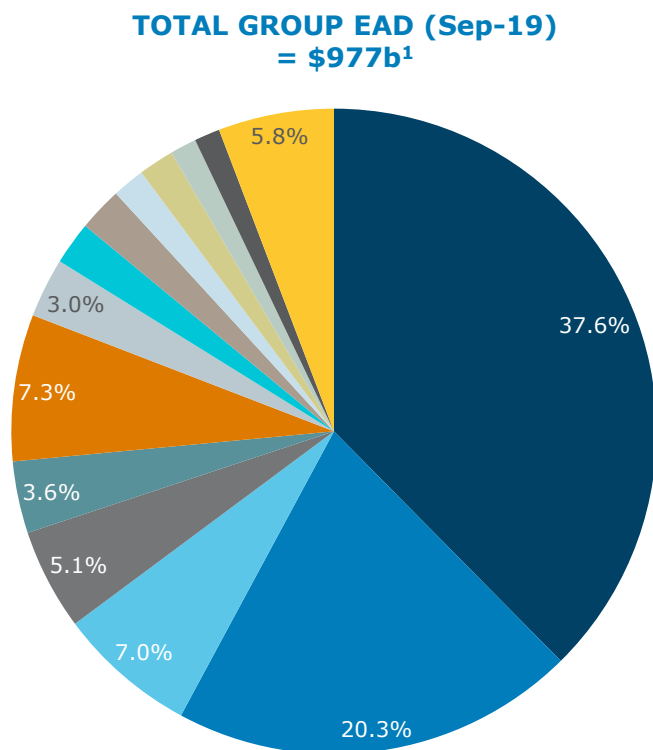


1. Post CRM EAD, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral. Excludes amounts for 'Securitisation' and 'Other Assets' Basel asset classes
 2. Refers to FX adjusted lending movement, excluding Methodology Review and Risk

RISK MANAGEMENT

PORTFOLIO COMPOSITION

EXPOSURE AT DEFAULT (EAD) DISTRIBUTION



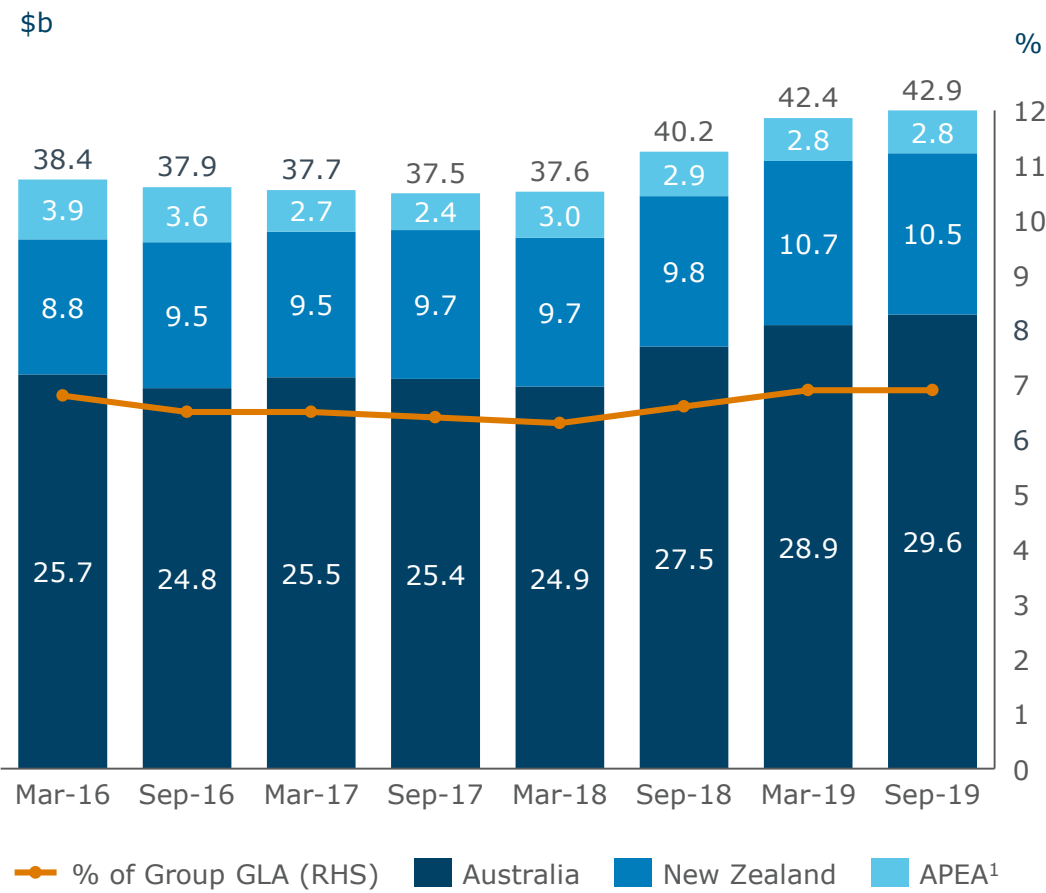
Category	% of Group EAD			% of Portfolio in Non Performing			Portfolio Balance in Non Performing
	Sep-18	Mar-19	Sep-19	Sep-18	Mar-19	Sep-19	Sep-19
Consumer Lending	39.7%	38.8%	37.6%	0.2%	0.2%	0.1%	\$549m
Finance, Investment & Insurance	19.6%	20.2%	20.3%	0.0%	0.1%	0.0%	\$73m
Property Services	6.8%	7.0%	7.0%	0.3%	0.3%	0.2%	\$158m
Manufacturing	4.6%	4.7%	5.1%	0.4%	0.3%	0.3%	\$138m
Agriculture, Forestry, Fishing	3.7%	3.7%	3.6%	1.1%	1.1%	1.1%	\$373m
Government & Official Institutions	6.9%	6.8%	7.3%	0.0%	0.0%	0.0%	\$0m
Wholesale trade	3.0%	3.0%	3.0%	0.3%	0.3%	0.3%	\$78m
Retail Trade	2.2%	2.2%	2.2%	0.9%	0.7%	0.7%	\$157m
Transport & Storage	2.0%	2.1%	2.2%	0.2%	0.2%	0.3%	\$75m
Business Services	1.6%	1.6%	1.6%	0.9%	1.0%	1.0%	\$166m
Resources (Mining)	1.6%	1.6%	1.8%	0.3%	0.3%	0.2%	\$40m
Electricity, Gas & Water Supply	1.2%	1.2%	1.3%	0.1%	0.1%	0.1%	\$17m
Construction	1.4%	1.3%	1.3%	1.7%	1.8%	1.7%	\$218m
Other	5.7%	5.7%	5.8%	0.4%	0.4%	0.4%	\$224m
Total	100%	100%	100%				\$2,267m
Total Group EAD¹	\$944b	\$968b	\$977b				

1. EAD excludes amounts for 'Securitisation' and 'Other Assets' Basel classes. Data provided is on a Post CRM basis, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral

RISK MANAGEMENT

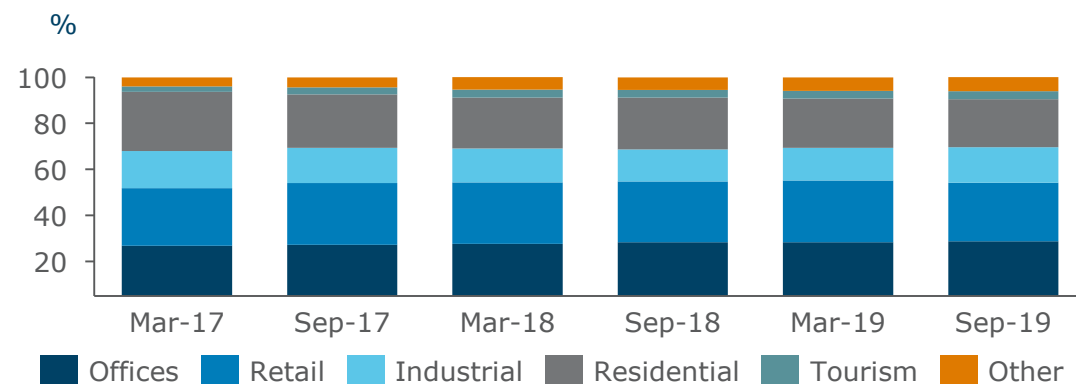
COMMERCIAL PROPERTY PORTFOLIO

COMMERCIAL PROPERTY OUTSTANDINGS BY REGION



1. APEA = Asia Pacific, Europe & America

COMMERCIAL PROPERTY OUSTANDINGS BY SECTOR



PROPERTY PORTFOLIO MANAGEMENT

- Australian exposure increased by 2% HOH driven by higher lending to Funds and REITs in the Industrial sector partly offset by a decline in Residential lending given the slowdown in the residential property market. Retail exposure declined over the half and the Retail portfolio continues to be closely monitored owing to the weak operating environment
- Slight decline in New Zealand exposure was driven by exchange rate movements and some significant repayments occurring during 2H FY19
- APEA exposure remained stable for 2H19 with the portfolio concentrated on large well rated names in Singapore and Hong Kong. The Hong Kong Property market has seen a 1% index decline given current unrest. Market consensus estimates a decline as high of 10-20% if the protests continue through the year. The Hong Kong property portfolio remains subject to close monitoring of internal and external metrics

RESIDENTIAL DEVELOPMENT

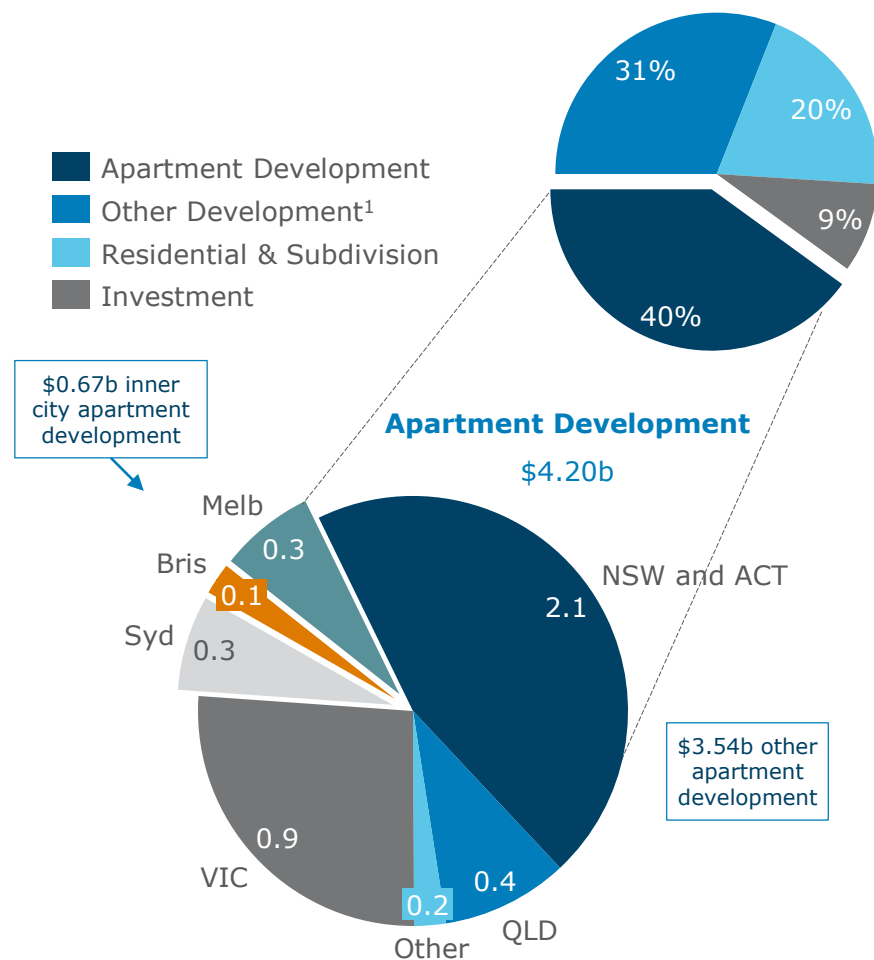
OVERVIEW

- Average qualifying pre-sales for Inner City Apartment Development loans and corresponding LVRs were 101% and 52%, respectively as at Sep 19 (as compared to presales of 101% and LVR of 49% in Mar 19). These loans remain subject to tight parameters around LVR, presale debt cover and quantum of foreign purchaser presales. Overall appetite for Apartment Development has remained unchanged over the last half. The quality and experience of developers and builders remains a key selection criterion.
- Outside of Inner City locations, development exposures are predominantly in the suburbs of the capital cities of the above listed states.
- Residential Development projects continue to be closely monitored with level of oversight driven by progress of the project vs. plan, industry trends and emerging risks.

	Sep-18 (\$b)	Sep-19 (\$b)
Total Exposure	10.28	10.60
Apartments (>3 levels)	3.97	4.20
Inner City	0.56	0.70

PROFILE (SEP-19)

Total Residential Limits: **\$10.6b**

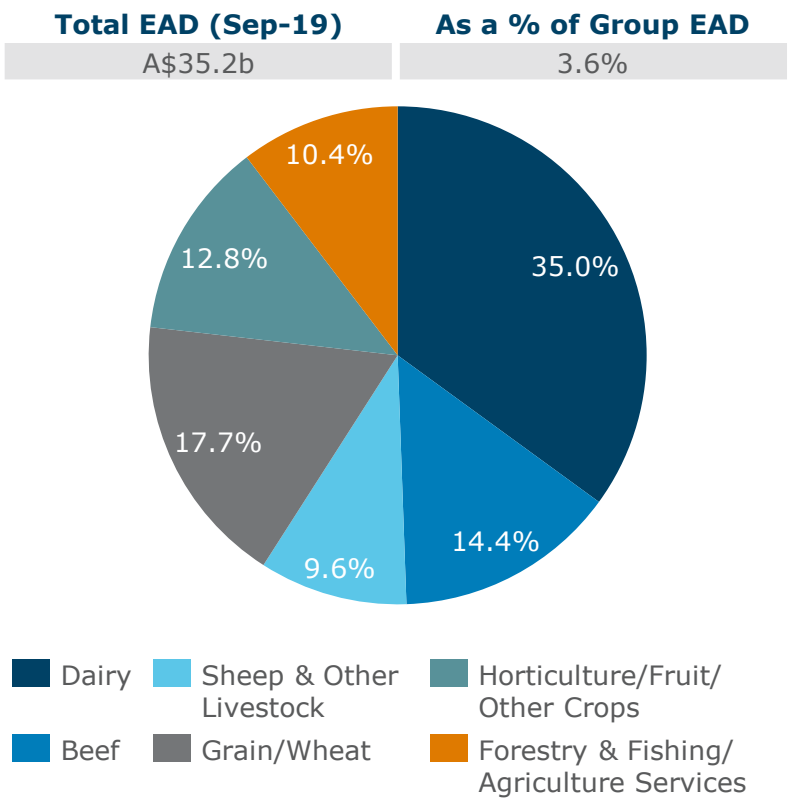


1. Other Development primarily comprises Low Rise & Prestige Residential and Multi Project Development

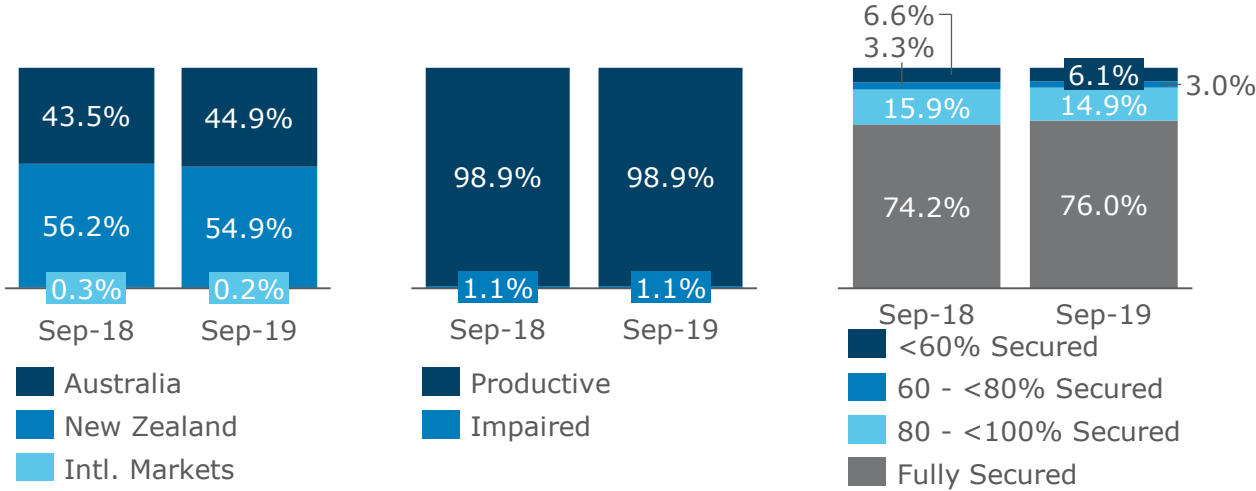
RISK MANAGEMENT

GROUP AGRICULTURE PORTFOLIO

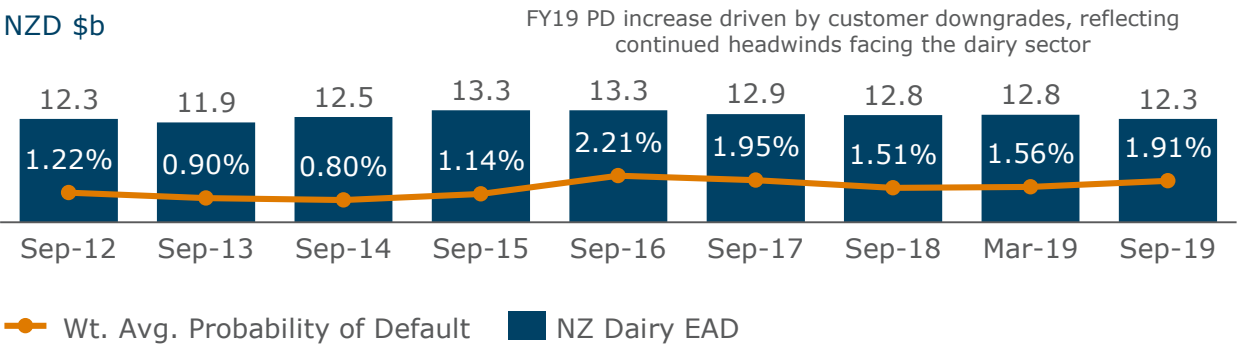
AGRICULTURE EXPOSURE BY SECTOR (% EAD)



GROUP AGRICULTURE EAD SPLITS¹



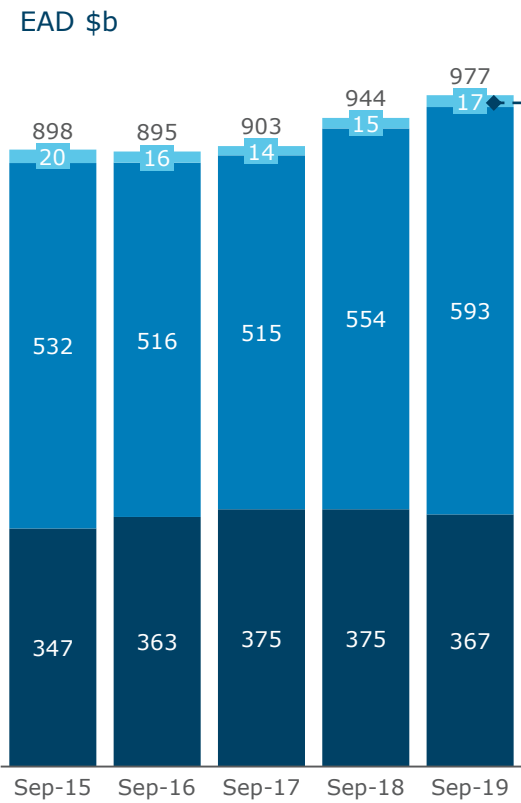
NEW ZEALAND² DAIRY CREDIT QUALITY



1. Security indicator is based on ANZ extended security valuations
 2. Dairy exposures for all of ANZ New Zealand (includes Commercial and Agriculture, Institutional and Business Banking portfolios)

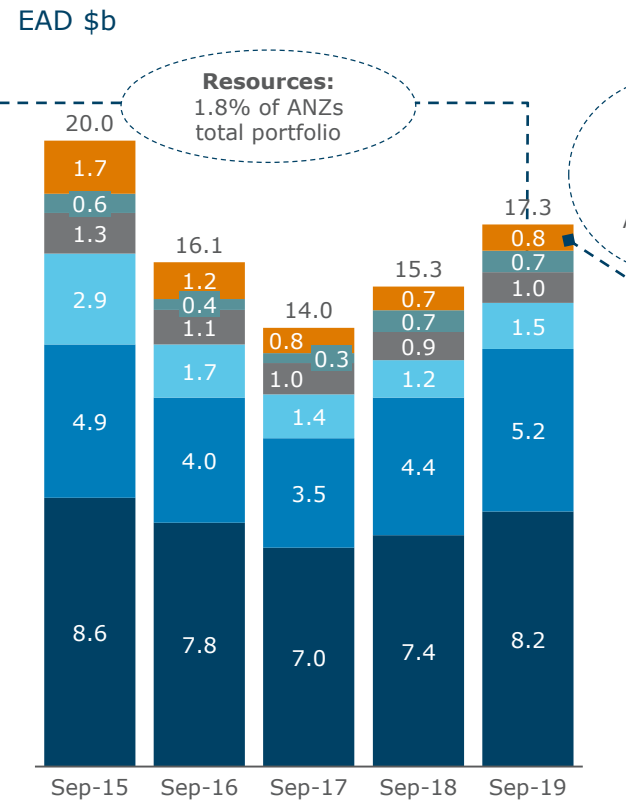
GROUP RESOURCES PORTFOLIO

TOTAL ANZ PORTFOLIO



■ Consumer Lending
 ■ Resources
 ■ Other

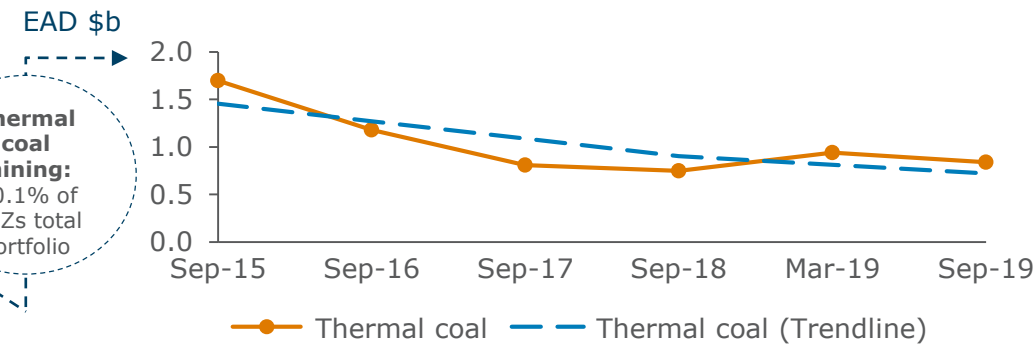
RESOURCES PORTFOLIO



■ Oil & Gas Extraction
 ■ Metal Ore Mining
 ■ Services to mining
 ■ Other Mining
 ■ Metallurgical Coal Mining
 ■ Thermal Coal Mining

Resources:
1.8% of ANZs
total portfolio

THERMAL COAL EXPOSURE



Thermal coal
mining:
<0.1% of
ANZs total
portfolio

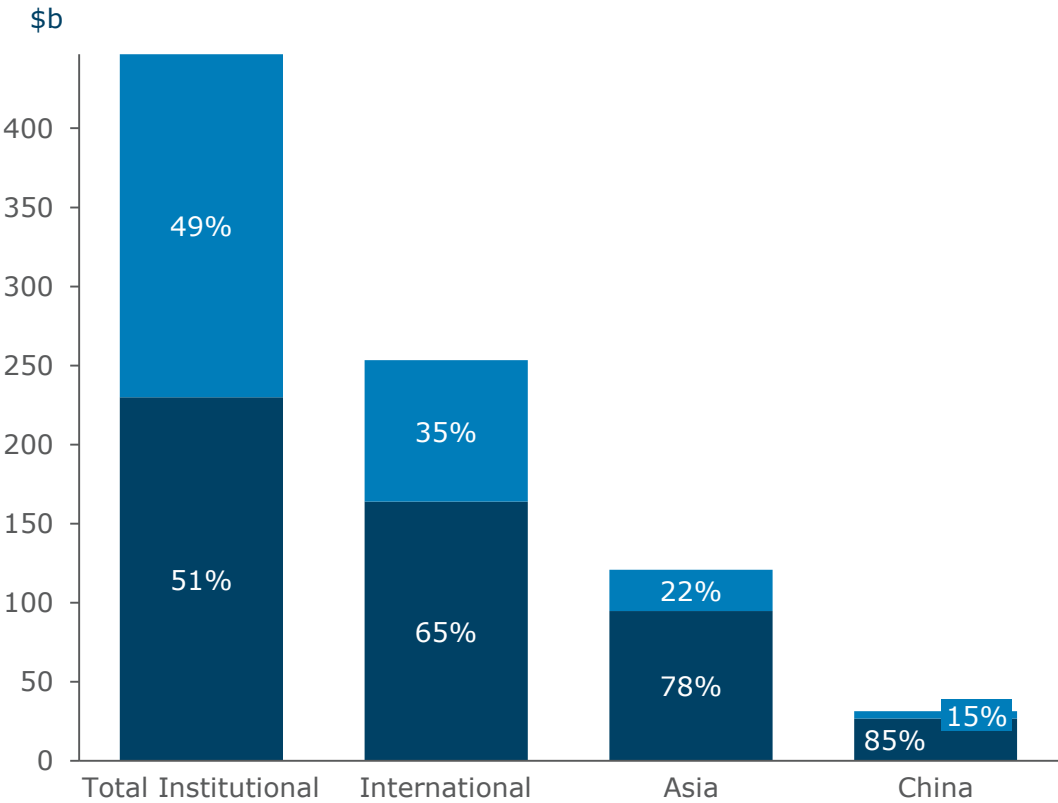
RESOURCES PORTFOLIO MANAGEMENT

- Portfolio is skewed towards well capitalised and lower cost resource producers.
- 32% of the book is less than one year duration.
- Investment grade exposures represent 79% of the portfolio vs. 68% at Sep 18.
- Increase in total coal mining exposure in FY19 primarily reflects mergers and acquisitions activity related to existing mines in 1H19, ie predominantly metallurgical coal assets sold by diversified miners to existing customers along with foreign currency exchange movements. Financing is mainly used to support continuing operations, and not mine expansions.
- Thermal coal exposure is currently \$838m. We expect our thermal coal exposure to decline over time, as it has since 2015 (reducing by 50% between FY15-FY19). Decreased exposure in 2H19 compared to 1H19 reflects ongoing portfolio management and application of ANZ policies. Our exposures to thermal coal are primarily concentrated in a small number of Australian-based miners.
- Exposure to metallurgical coal mining (used for steel making) is currently \$686m.

RISK MANAGEMENT

ANZ INSTITUTIONAL PORTFOLIO (COUNTRY OF INCORPORATION¹)

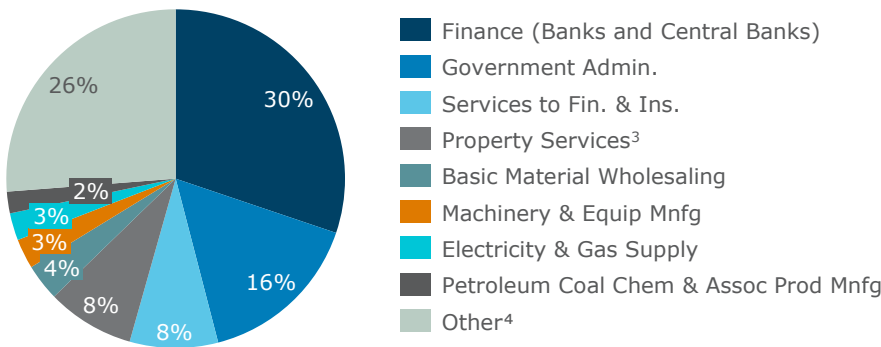
INSTITUTIONAL PORTFOLIO SIZE & TENOR (EAD²)



■ Tenor < 1 Yr ■ Tenor 1 Yr+

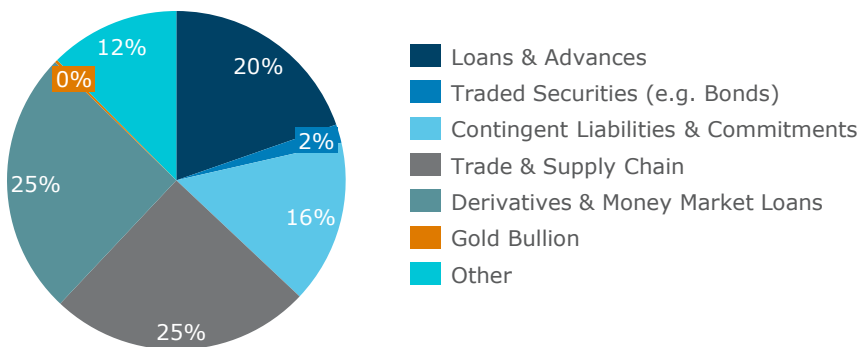
ANZ INSTITUTIONAL INDUSTRY COMPOSITION

EAD (Sep-19): A\$447b²



ANZ INSTITUTIONAL PRODUCT COMPOSITION

EAD (Sep-19) A\$447b²



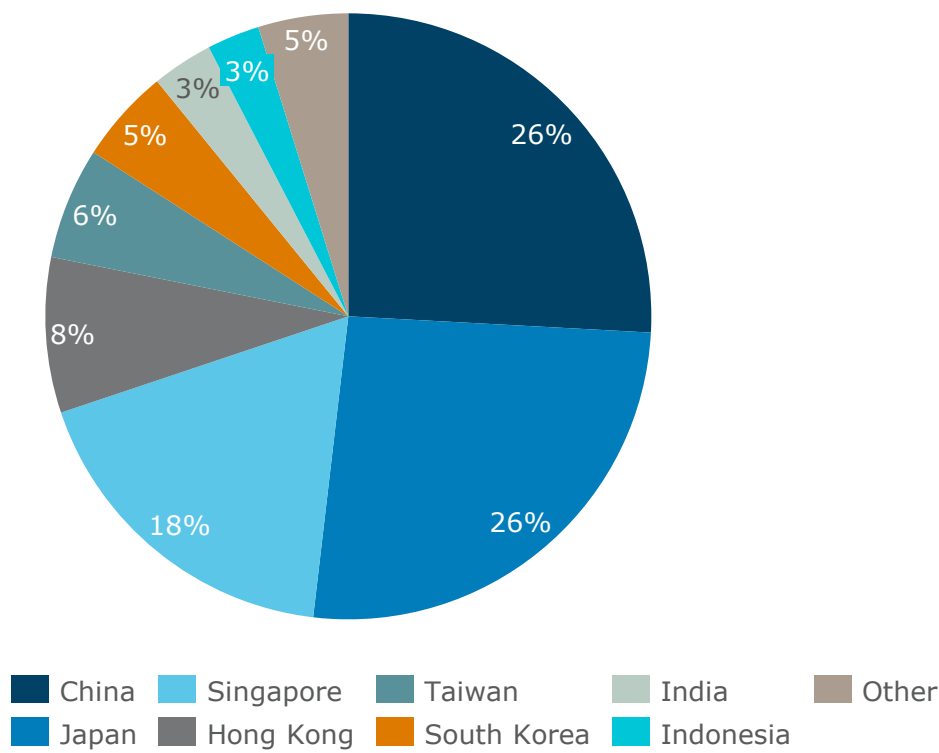
1. Country is defined by the counterparty's Country of Incorporation 2. Data provided is as at Sep-19 on a Post CRM basis, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral. Position excludes Basel Asset Class 'Securitisation', 'Other Assets', 'Retail' and manual adjustments 3. ~90% of the ANZ Institutional "Property Services" portfolio is to entities incorporated in either Australia or New Zealand 4. Other is comprised of 47 different industries with none comprising more than 2.1% of the Institutional portfolio.

RISK MANAGEMENT

ANZ ASIAN INSTITUTIONAL PORTFOLIO (COUNTRY OF INCORPORATION¹)

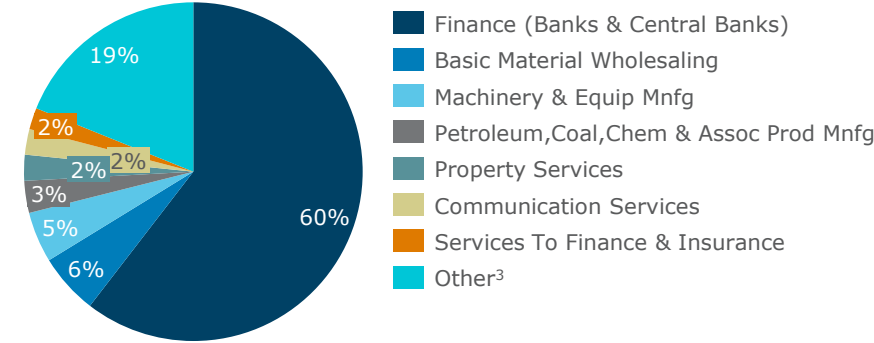
COUNTRY OF INCORPORATION¹

EAD (Sep-19): A\$121b²



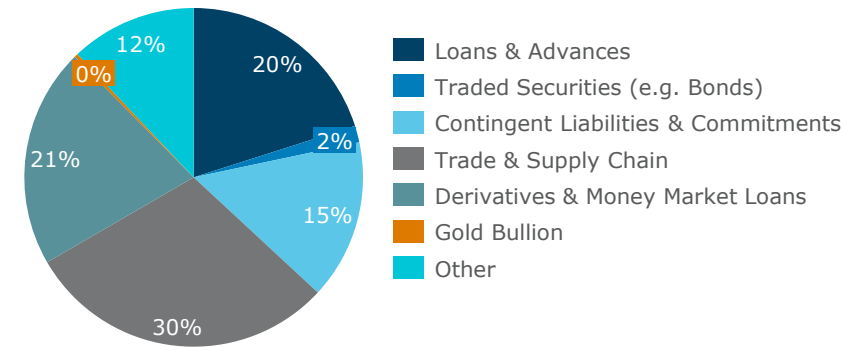
ANZ ASIA INDUSTRY COMPOSITION

EAD (Sep-19): A\$121b²



ANZ ASIA PRODUCT COMPOSITION

EAD (Sep-19): A\$121b²



1. Country is defined by the counterparty's Country of Incorporation 2. Data provided is as at Sep-19 on a Post CRM basis, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral. Position excludes Basel Asset Class 'Securitisation', 'Other Assets', 'Retail' and manual adjustments 3. "Other" within industry is comprised of 43 different industries with none comprising more than 2.2% of the Asian Institutional portfolio; Other product category is predominantly exposure due from other financial institutions

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2019 FULL YEAR RESULTS

INVESTOR DISCUSSION PACK
HOUSING PORTFOLIO



AUSTRALIA HOME LOANS

PORTFOLIO OVERVIEW

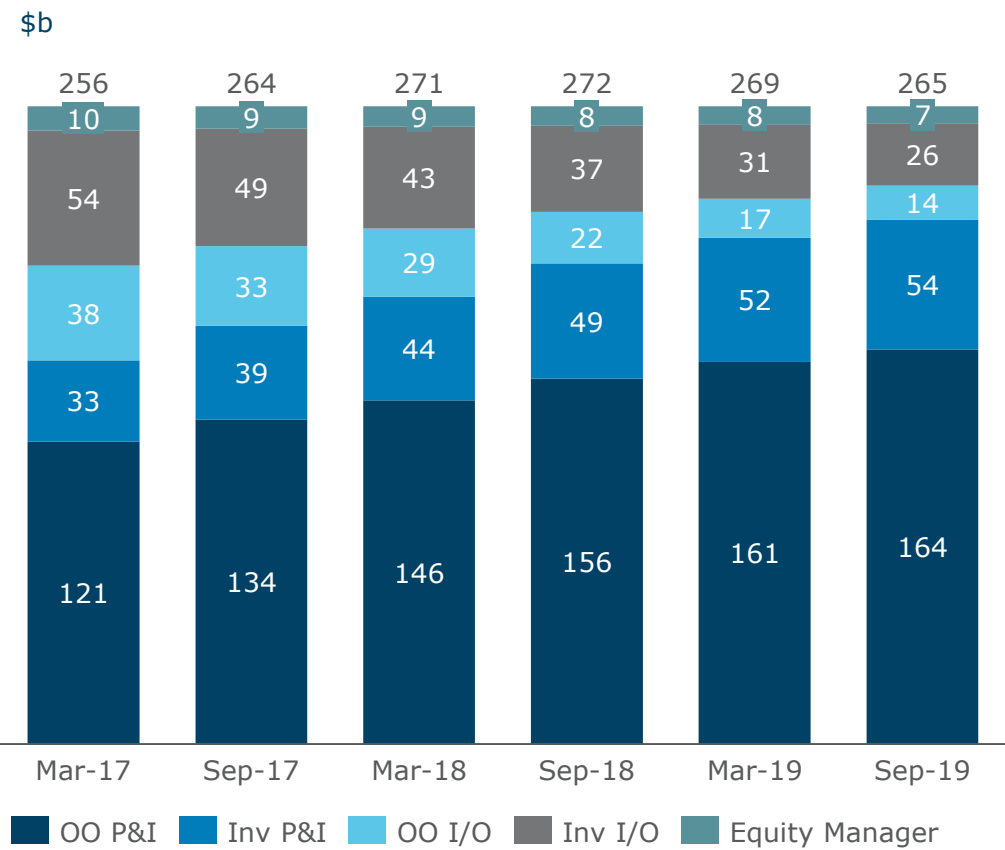
	Portfolio ¹			Flow ²			Portfolio ¹		
	FY17	FY18	FY19	FY18	FY19		FY17	FY18	FY19
Number of Home Loan accounts ¹	1,009k	1,011k	983k	170k ³	119k ³	Average LVR at Origination ^{7,8,9}	69%	67%	67%
Total FUM ¹	\$264b	\$272b	\$265b	\$57b	\$40b	Average Dynamic LVR (excl offset) ^{8,9,10,11,12}	55%	55%	57%
Average Loan Size ⁴	\$262k	\$269k	\$270k	\$382k	\$378k	Average Dynamic LVR (incl offset) ^{8,9,10,11,12}	50%	50%	52%
% Owner Occupied ⁵	63%	65%	67%	70%	73%	Market Share (MBS publication) ¹³	15.7%	15.5%	n/a
% Investor ⁵	33%	32%	30%	29%	26%	Market share (MADIS publication)	n/a	n/a	14.3%
% Equity Line of Credit	4%	3%	3%	1%	1%	% Ahead of Repayments ¹⁴	71%	72%	76%
% Paying Variable Rate Loan ⁶	83%	84%	84%	84%	78%	Offset Balances ¹⁵	\$27b	\$28b	\$27b
% Paying Fixed Rate Loan ⁶	17%	16%	16%	16%	22%	% First Home Buyer	7%	7%	8%
% Paying Interest Only	31%	22%	15%	13%	11%	% Low Doc ¹⁶	4%	4%	4%
% Broker originated	51%	52%	52%	55%	53%	Loss Rate ¹⁷	0.02%	0.02%	0.04%
						% of Australia Geography Lending ^{18,19}	64%	63%	61%
						% of Group Lending ¹⁸	45%	45%	43%

1. Home Loans portfolio (includes Non Performing Loans, excludes Offset balances) 2. YTD unless noted 3. New accounts includes increases to existing accounts and split loans (fixed and variable components of the same loan) 4. Average loan size for Flow excludes increases to existing accounts (note the average loan size previously reported in 1H18 and prior included increases to existing accounts) 5. The current classification of Investor vs Owner Occupier is based on ANZ's product category, determined at origination as advised by the customer and the ongoing precision relies primarily on the customer's obligation to advise ANZ of any change in circumstances. 6. Excludes Equity Manager 7. Originated in the respective year 8. Unweighted 9. Includes capitalised LMI premiums 10. Valuations updated to Aug-19 where available 11. Includes Non Performing Loans and excludes accounts with a security guarantee 12. Historical DLVR has been restated as a result of enhancements to methodology 13. APRA Monthly ADI Statistics to Aug-19 – Note APRA changed the underlying market share definition in Jul-19 and historical periods (FY17 & FY18) are not comparable to FY19 14. % of Owner Occupied and Investment Loans that have any amount ahead of repayments. Includes Offset balances. Excludes Equity Manager. Includes Non Performing Loans 15. Balances of Offset accounts connected to existing Instalment Loans 16. Low Doc is comprised of less than or equal to 60% LVR mortgages primarily for self-employed without scheduled PAYG income. However, it also has ~0.1% of less than or equal to 80% LVR mortgages, primarily booked pre-2008 17. Annualised write-off net of recoveries 18. Based on Gross Loans and Advances 19. Australia Geography includes Australia Division, Wealth Australia and Institutional Australia

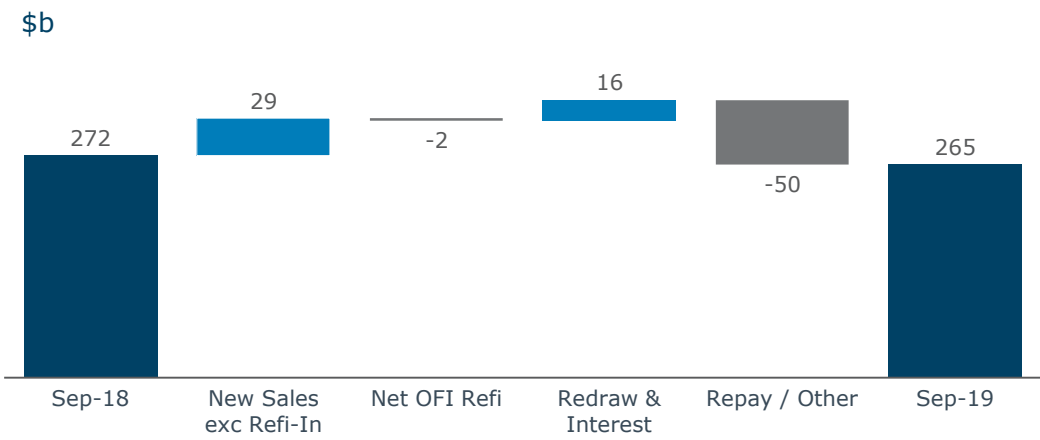
AUSTRALIA HOME LOANS

PORTFOLIO GROWTH

HOME LOAN COMPOSITION^{1,2}



LOAN BALANCE & LENDING FLOWS¹



ANZ MORTGAGE LENDING PORTFOLIO CHANGE

FY19 v FY18	Owner Occupied ³	Investor
Housing Portfolio	-1%	-7%

FY19 v FY18	Principal & interest ³	Interest only
Housing Portfolio	6%	-33%

1. Includes Non Performing Loans

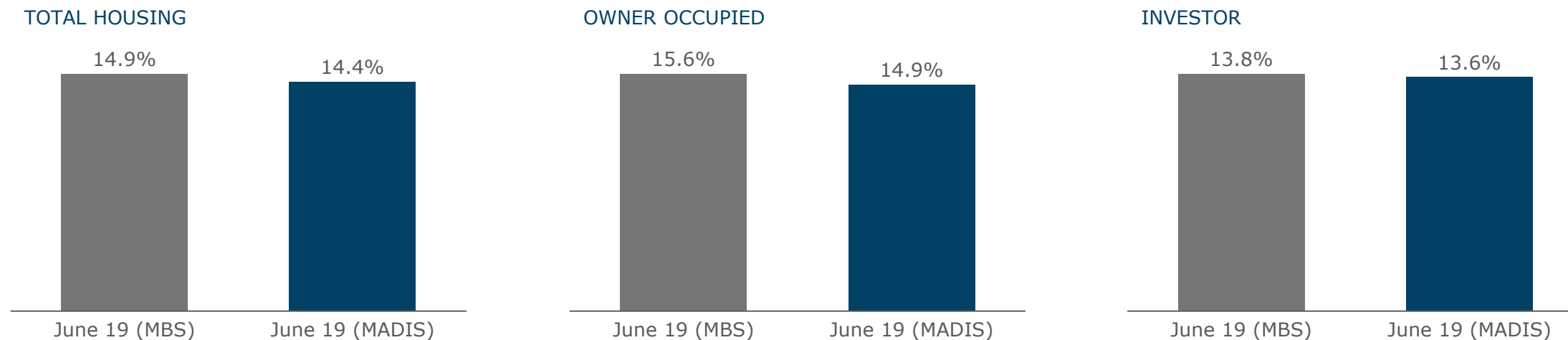
2. The current classification of Investor vs Owner Occupier is based on ANZ's product category, determined at origination as advised by the customer and the ongoing precision relies primarily on the customer's obligation to advise ANZ of any change in circumstances

3. Includes Equity Manager

AUSTRALIA HOME LOANS

MARKET SHARE

MARKET SHARE



In July 2019 the APRA Monthly Authorised Deposit Institution Statistics (MADIS) publication replaced the APRA Monthly Banking Statistics (MBS) publication. Under the new publication, changes in the market cohort and changes in definitions impacted housing market share for ADIs when compared with the previous MBS publication. With respect to the housing categories, three noteworthy changes included:

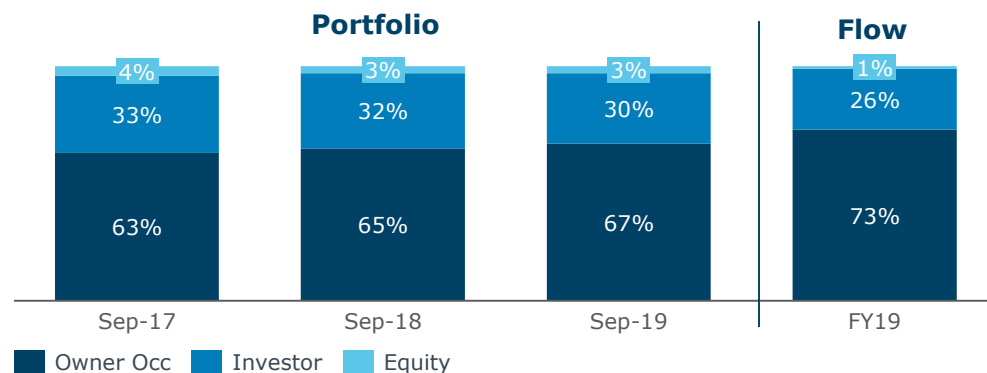
- Inclusion of building societies, credit unions and other ADIs, resulting in an increase in FUM within the total system, consequently reducing market share of ADIs relative to market share under the MBS publication
- Change in the definition of what is included within the housing categories (for ANZ total housing reduced by \$8.2b (June 2019) within the MADIS publication compared with the MBS publication)
- Changes to definition of Owner-Occupied and Investment housing based on housing purpose¹

1. APRA MADIS definition: **Loans to households: Housing: Owner-occupied** are loans to resident households for the purpose of housing, where the funds are used for a residential property that is occupied or to be occupied by the borrower(s) as their principal place of residence. The principal place of residence means the residential property at which an individual resides for the majority of the year. **Loans to households: Housing: Investment** are loans to resident households for the purpose of housing, where the funds are used for a residential property that is not owner-occupied.

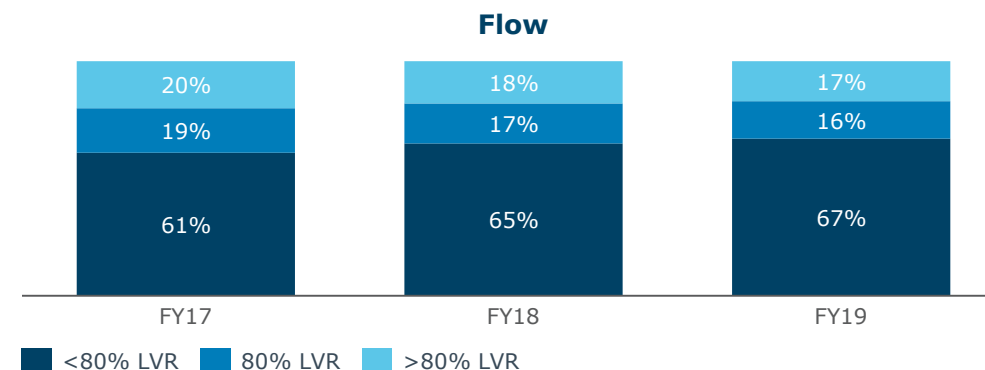
AUSTRALIA HOME LOANS

PORTFOLIO^{1,2} & FLOW³ COMPOSITION

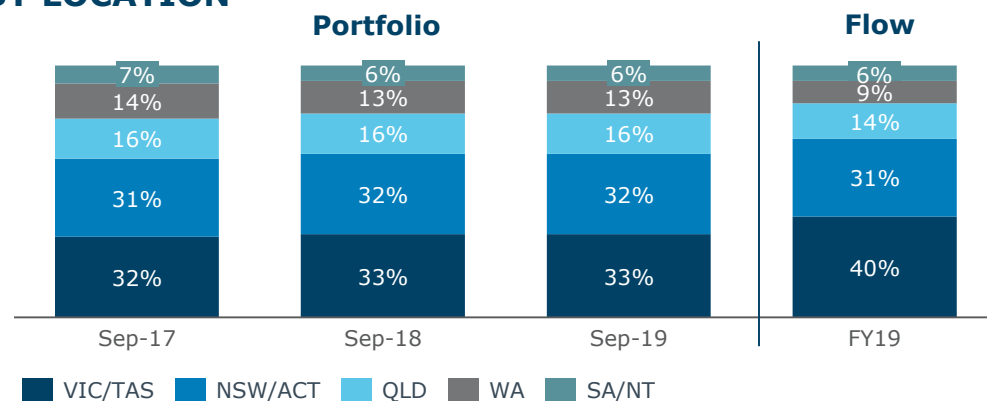
BY PURPOSE



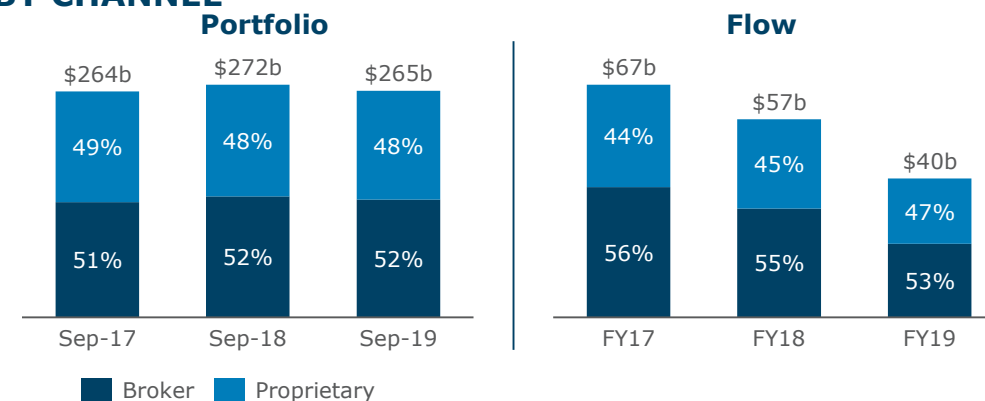
BY ORIGINATION LVR⁴



BY LOCATION



BY CHANNEL



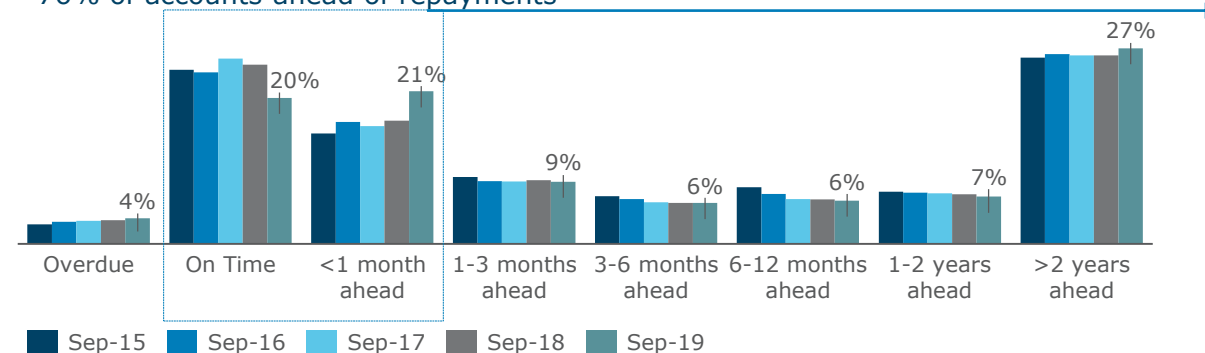
1. Includes Non Performing Loans. 2. The current classification of Investor vs Owner Occupier is based on ANZ's product category, determined at origination as advised by the customer and the ongoing precision relies primarily on the customer's obligation to advise ANZ of any change in circumstances 3. YTD unless noted 4. Includes capitalised LMI premiums

AUSTRALIA HOME LOANS

PORTFOLIO DYNAMICS

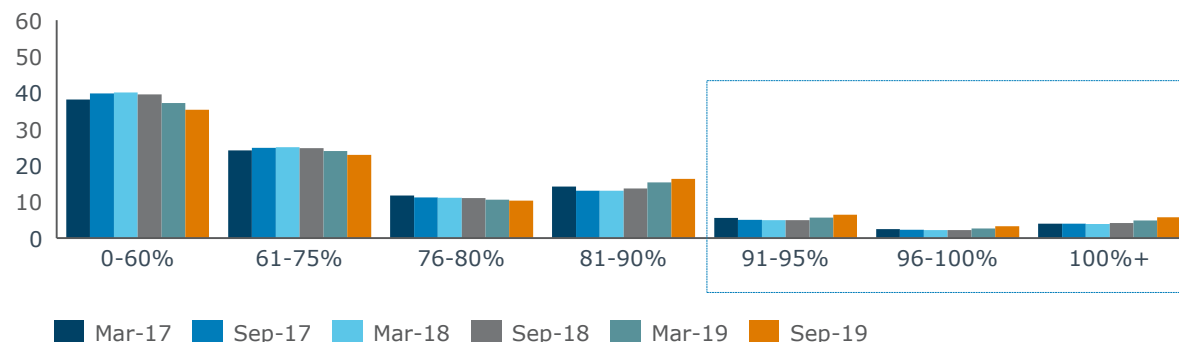
HOME LOANS REPAYMENT PROFILE^{1,2}

76% of accounts ahead of repayments



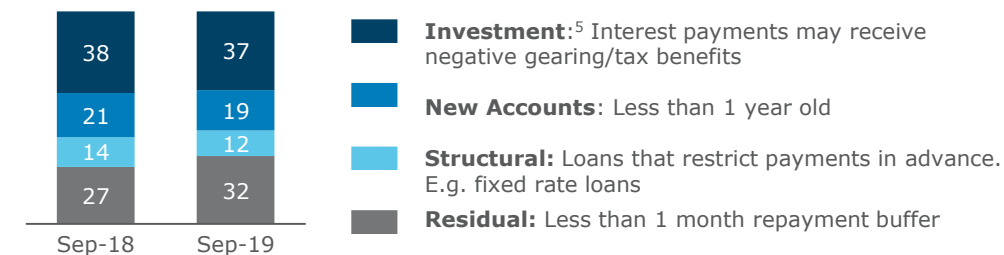
DYNAMIC LOAN TO VALUE RATIO^{3,4,6,7}

% of portfolio



HOME LOANS ON TIME & <1 MONTH AHEAD PROFILE^{1,2}

% composition of accounts (September 19)

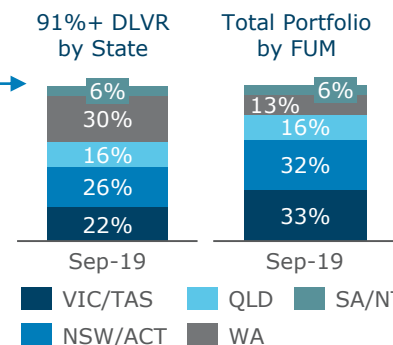


- Investment:**⁵ Interest payments may receive negative gearing/tax benefits
- New Accounts:** Less than 1 year old
- Structural:** Loans that restrict payments in advance. E.g. fixed rate loans
- Residual:** Less than 1 month repayment buffer

NEGATIVE EQUITY

Net of offset balances

- Represents 4.8% of portfolio
- Skew to mining states – WA, QLD & NT represent 65% of negative equity
- 59% ahead of repayments
- 47% with LMI

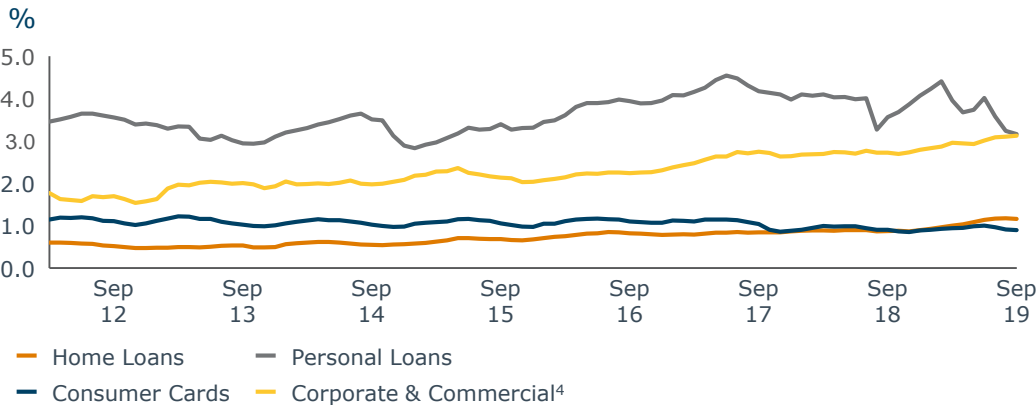


1. Includes Non Performing Loans 2. % of Owner Occupied and Investment Loans that have any amount ahead of repayments. Includes Offset balances. Excludes Equity Manager. Includes Non Performing Loans 3. Includes capitalised LMI premiums 4. Valuations updated to Aug'19 where available 5. The current classification of Investor vs Owner Occupier, is based on ANZ's product category, determined at origination as advised by the customer and the ongoing precision relies primarily on the customer's obligation to advise ANZ of any change in circumstances 6. Historical DLVR has been restated as a result of enhancements to methodology 7. Includes Non Performing Loans and excludes accounts with a security guarantee

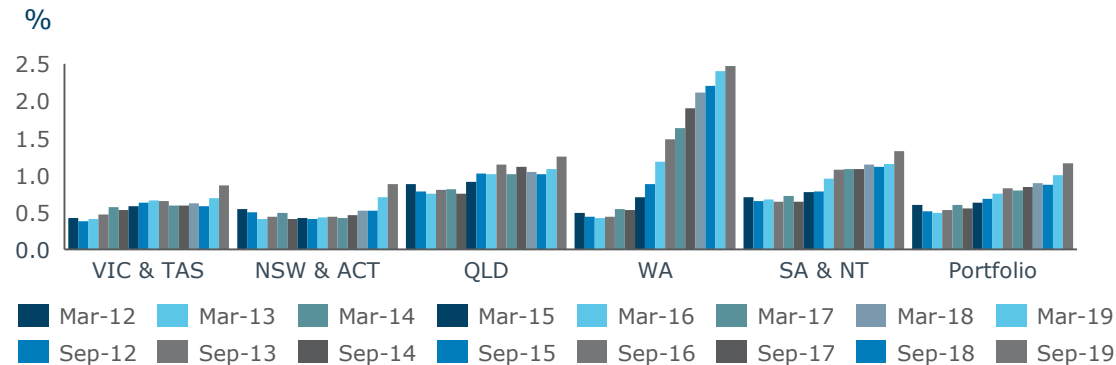
AUSTRALIA HOME LOANS

PORTFOLIO PERFORMANCE

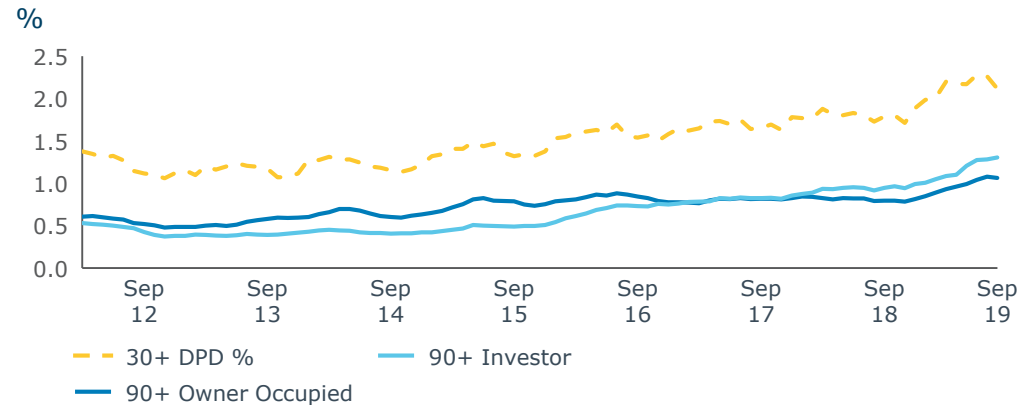
PRODUCT 90+ DAY DELINQUENCIES^{1,2,3}



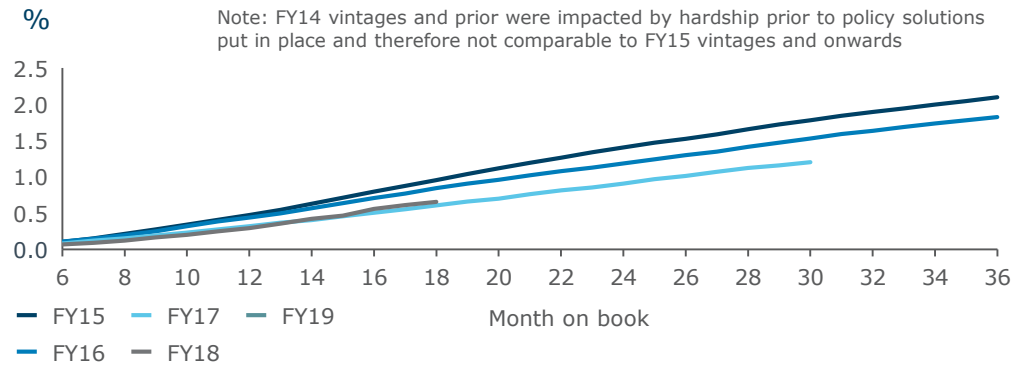
HOME LOANS 90+ DPD BY STATE^{1,2}



HOME LOAN DELINQUENCIES^{1,2,5}



HOME LOANS - 90+ DPD (BY VINTAGE)⁶



1. Includes Non Performing Loans 2. ANZ delinquencies calculated on a missed payment basis 3. For Personal Loans, a new collections platform was implemented in Aug-18 enabling automated charge-off of late stage accounts. This resulted in a step change to 90+ rates. Following this, compatibility issues between systems resulted in an accumulation of 90+ debt not being charged-off, causing the 90+ rate to increase. This issue has now been resolved and the 90+ rate has returned to expected levels in FY19 4. Retail portfolio (Small Business, Commercial Cards and Asset Finance) 5. The current classification of Investor vs Owner Occupier, is based on ANZ's product category, determined at origination as advised by the customer and the ongoing precision relies primarily on the customer's obligation to advise ANZ of any change in circumstances 6. Home loans 90+ DPD vintages represent % ratio of over 90+ delinquent (measured by # accounts), contains at least 6 application months of that fiscal year contributing to each data point

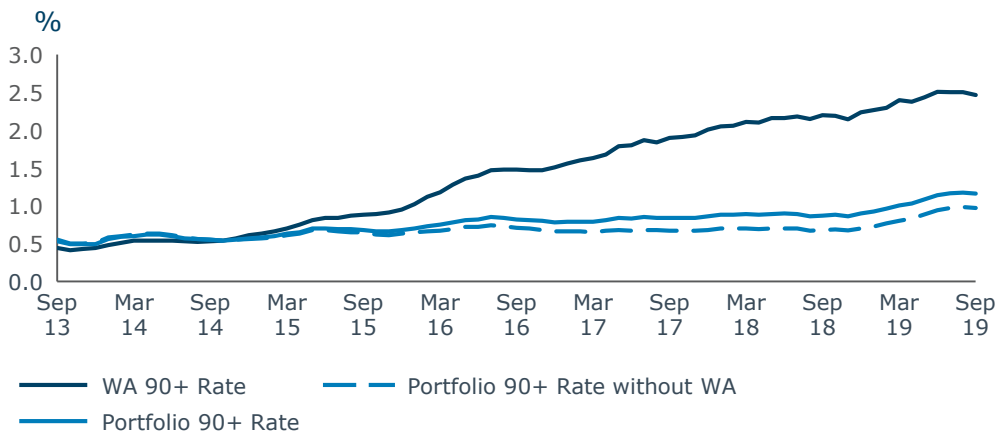
AUSTRALIA HOME LOANS

WESTERN AUSTRALIA

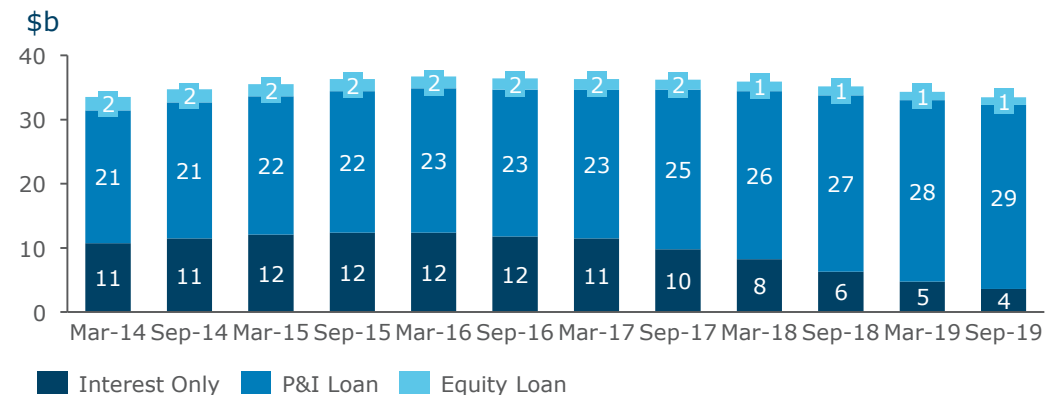
- Exposure to WA has decreased since Mar-16 driven by the economic environment and credit policy tightening (mining town lending)
- Currently WA comprises 13% of portfolio FUM (and is decreasing), however it comprises 27% of 90+ delinquencies (and one half of portfolio losses¹)
- Tailored treatment of collection and account management strategies in place

Economic indicators ²	2012	2013	2014	2015	2016	2017	2018	2019
Unemployment rate	3.9%	4.7%	5.0%	6.1%	6.3%	5.6%	6.1%	6.1%
SFD ³ growth	13.8%	1.5%	-1.8%	-1.3%	-7.3%	-3.9%	0.3%	-0.9%
Population Growth	3.1%	2.2%	1.1%	0.85%	0.63%	0.71%	0.88%	-

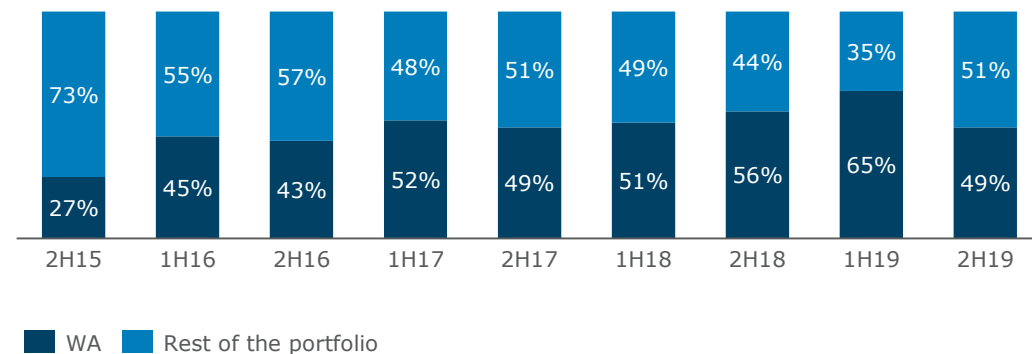
HOME LOANS AND WA 90+ DELINQUENCIES^{4,5}



WA OUTSTANDING BALANCE



HOME LOANS COMPOSITION OF LOSSES¹



1. Losses are based on New Individual Provision Charges 2. Unemployment Rate as at September 3. State Final Demand (year on year growth) 4. Includes Non Performing Loans 5. ANZ delinquencies calculated on a missed payment basis

AUSTRALIA HOME LOANS

NEW SOUTH WALES/ACT

Portfolio

- NSW/ACT makes up 32% of portfolio FUM and 25% of 90+ days past due.
- 76% in advance of repayments which is in line with the total portfolio.
- 18% of the portfolio is Interest Only & reducing.

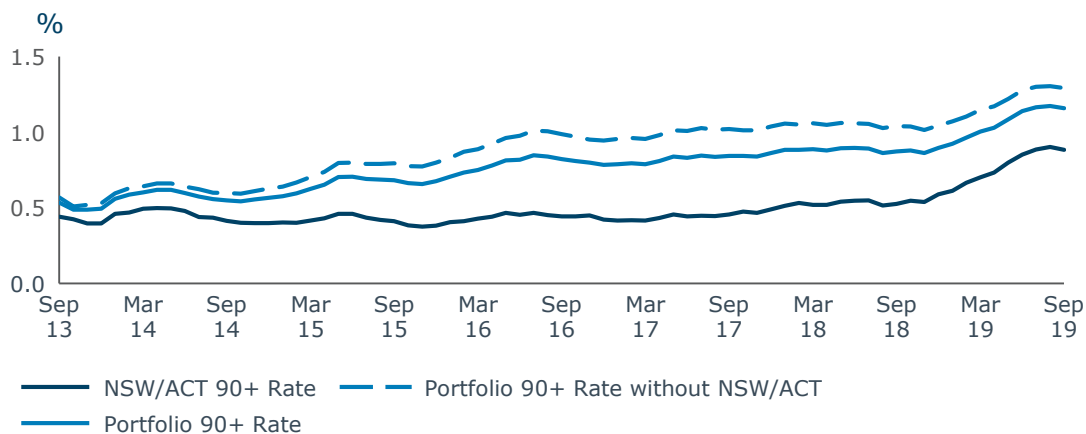
90+ days past due

- NSW/ACT at 88bps is similar to VIC/TAS at 86bps & 28bps below national level.
- Increase in the past 6 months, primarily driven by older vintages
- Since FY15, credit quality has improved year-on-year, with FY17 & FY18 vintages performing better than FY15 & FY16 vintages.

Dynamic LVR

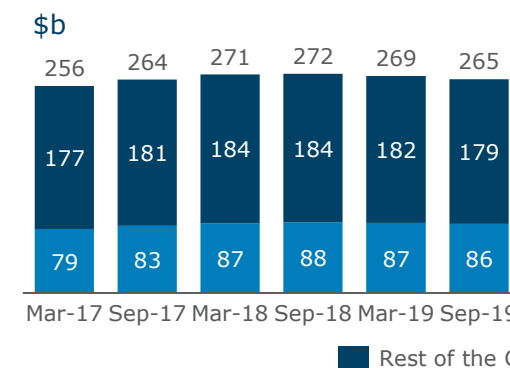
- 12.2% of NSW/ACT portfolio >90% DLVR

HOME LOANS AND NSW/ACT 90+ DELINQUENCIES^{1,2}

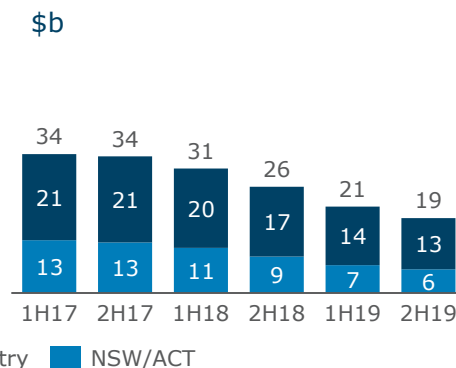


1. Includes Non Performing Loans 2. ANZ delinquencies calculated on a missed payment basis 3. Includes capitalised LMI premiums 4. Valuations updated to Aug-19 where available 5. Includes Non Performing Loans and excludes accounts with a security guarantee

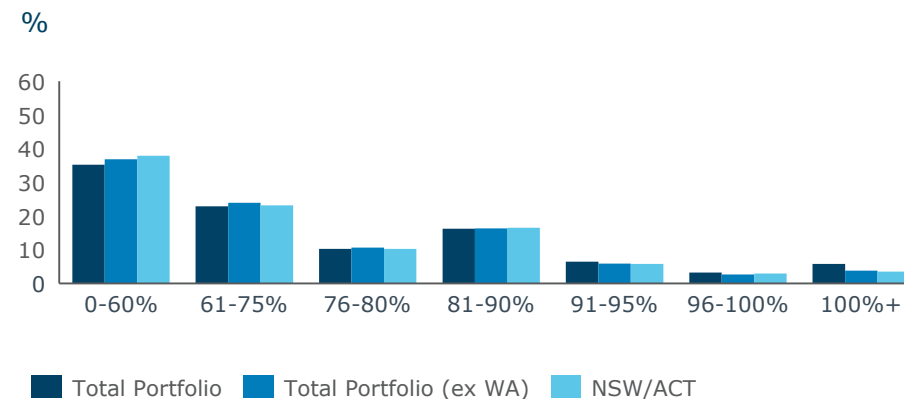
HOUSING PORTFOLIO¹



HOUSING FLOW



NSW/ACT DYNAMIC LVR PROFILE – SEPTEMBER 2019^{1,3,4,5}

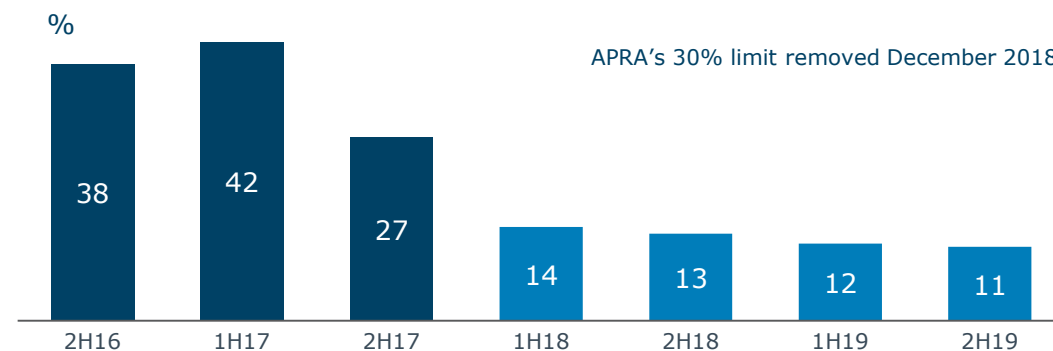


AUSTRALIA HOME LOANS

INTEREST ONLY

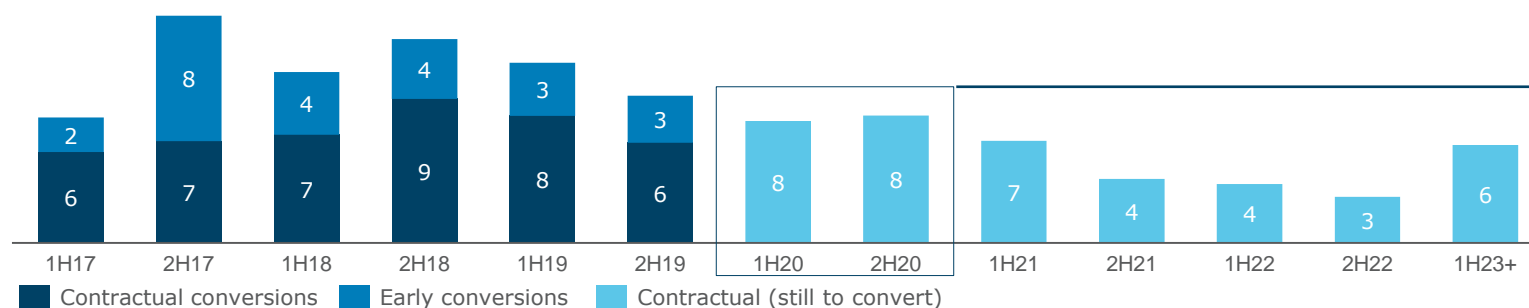
- Serviceability assessment is based on ability to repay principal & interest repayments calculated over the residual term of loan
- 86% of Interest Only customers have net income >\$100k p.a. (portfolio 66%)
- Historical policy & pricing changes have led to a reduction in Interest Only lending. ANZ's Interest Only flow composition is 11% for 2H19.
- Proactive contact strategies are in place to prepare customers for the change in their repayments ahead of Interest Only expiry

INTEREST ONLY FLOW COMPOSITION

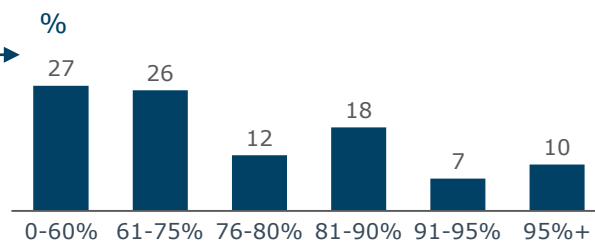


SWITCHING INTEREST ONLY TO P&I AND SCHEDULED INTEREST ONLY TERM EXPIRY^{1,2}

\$b



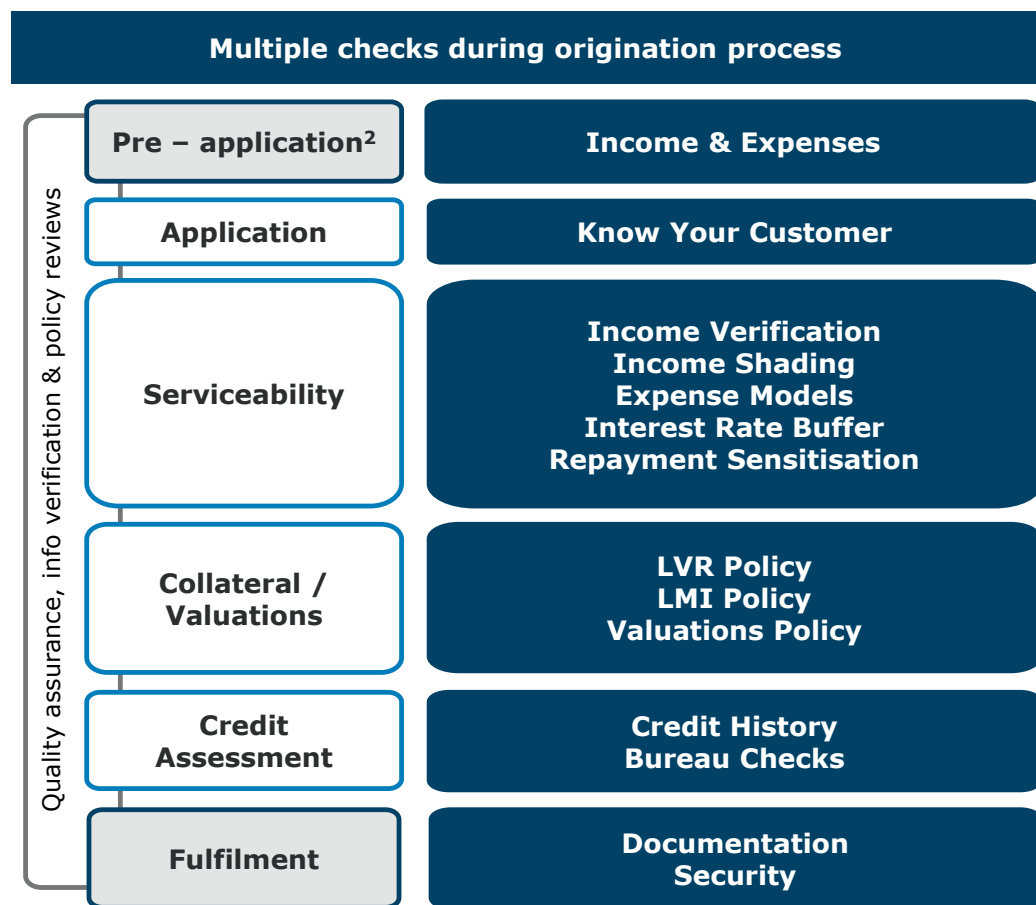
DYNAMIC LVR PROFILE OF 12 MONTH FORWARD CONVERSIONS³



1. Total portfolio including new flows 2. As at Sep-19 3. Includes Non Performing Loans and excludes accounts with a security guarantee

AUSTRALIA HOME LOANS

UNDERWRITING PRACTICES AND POLICY CHANGES¹



- End-to-end home lending responsibility managed within ANZ
- Effective hardship & collections processes
- Full recourse lending
- ANZ assessment process across all channels

Serviceability

Aug'15

Interest rate floor applied to new and existing mortgage lending introduced at 7.25%

Introduction of an income adjusted living expense floor (HEM*)

Apr'16

Introduction of a 20% haircut for overtime and commission income

Increased income discount factor for residential rental income from 20% to 25%

Nov'18

Enhanced Responsible Lending processes including additional enquiry and increase in minimum monthly credit card expense

Jul'19

Increase of interest rate buffer to 2.50% and reduction of interest rate floor to 5.50%

*The HEM benchmark is developed by the Melbourne Institute of Applied Economic and Social Research ('Melbourne Institute'), based on a survey of the spending habits of Australian families.

1. 2015 to 2019 material changes to lending standards and underwriting
2. Customers have the ability to assess their capacity to borrow on ANZ tools

AUSTRALIA HOME LOANS

UNDERWRITING PRACTICES AND POLICY CHANGES¹ - JUNE 2015 TO SEPTEMBER 2019

ANZ LVR Caps

- LVR cap reduced to 70% in high risk mining towns in June 2015; reduced to 90% for investment loans (July 2015)
- Restricted new housing lending (new security to ANZ) to max. 80% LVR for all apartments within 7 inner city Brisbane postcodes (October 2017)
- Restricted investment lending (new security to ANZ) to max 80% LVR for all apartments within 4 inner city Perth postcodes (October 2017)
- Increase maximum LVR on interest only investment loans from 80% to 90% in March 2019 (excluding Mining towns and Apartment restrictions)

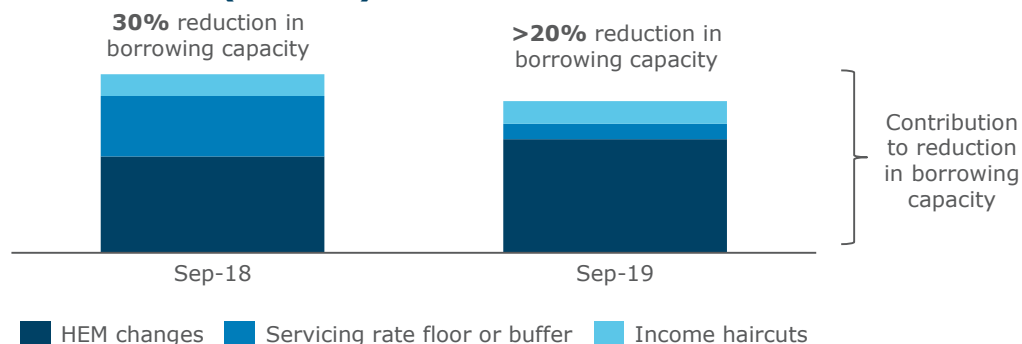
ANZ Assessment

- Interest rate floor (new & existing lending) at 7.25% (August 2015)
- Income adjusted living expense floor (HEM); 20% haircut for overtime & commission; Increased income discount factor for residential rental income from 20% to 25% (April 2016)
- Limited acceptance of foreign income to demonstrate serviceability and tightened controls on verification (September 2016)
- Minimum default housing expense (rent/board) applied to all borrowers not living in their own home & seeking RILs² or EMAs³ (July 2017)
- IO renewals became Credit Critical events (full income verification & serviceability test) including P&I to IO & converting to or extending IO term (March 2018)
- Enhanced Responsible Lending Requirements including additional enquiry and increase in minimum monthly credit card expense (November 2018)
- Interest rate floor (new & existing lending) at 5.50% and interest rate buffer of 2.50% (July 2019)

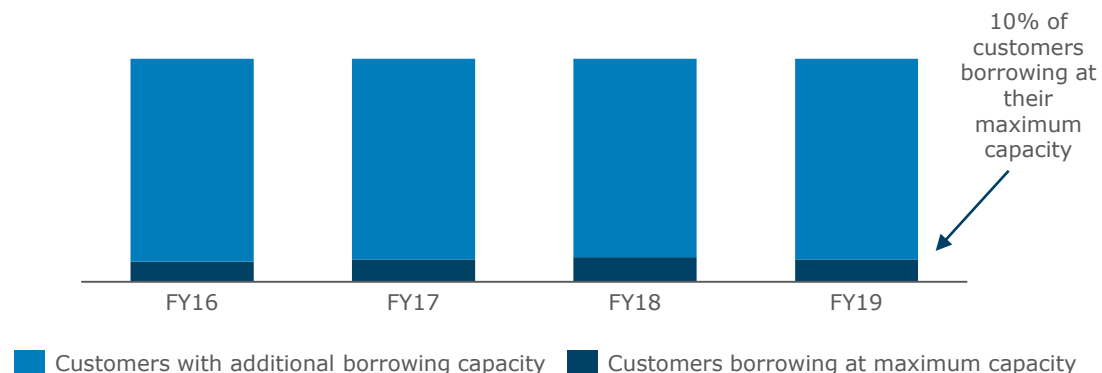
ANZ Product and Other Limitations

- Decreased max. IO term of owner occupied loans to 5 years (January 2017)
- Withdrew lending to non-residents (September 2016); tightened acceptances for guarantees (December 2016); clarified residential lending to trading companies is not acceptable (December 2017)
- Increased maximum term of interest only investment loans from 5 to 10 years (from March 2019)

DRIVERS OF REDUCTION IN CUSTOMER BORROWING CAPACITY (v 2015)⁴



ANZ PORTFOLIO BORROWING CAPACITY SUMMARY⁵



1. 2015 to 2019 material changes to lending standards and underwriting 2. Residential Investment Loans 3. Equity Manager Accounts. 4. ANZ modelled outcome of 4 borrowing scenarios indexed to 2015 and using a customer lending rate of 3.90%: i. Couple, no dependents, ii. Single, no dependents, iii. Couple 2 dependents, iv. Couple, no dependents, higher income earners, where application parameters such as income are held steady while policy components are adjusted based on 2015 and 2019 settings. 5. Based on financial years.

AUSTRALIAN HOME LOANS

STRESS TESTING THE AUSTRALIAN MORTGAGE PORTFOLIO

- ANZ conducts regular stress tests of its loan portfolios to meet risk management objectives and satisfy regulatory requirements.
- Stress tests are highly assumption-driven; results will depend on economic assumptions, on modelling assumptions, and on assumptions about actions taken in response to the economic scenario.
- This illustrative recession scenario assumes significant reductions in consumer spending and business investment, which lead to eight consecutive quarters of negative GDP growth. This results in a significant increase in unemployment and material nationwide falls in property prices.
- Estimated portfolio losses under these stressed conditions are manageable and within the Group's capital base, with cumulative total losses at \$2.7b over three years (net of LMI recoveries).
- The results have marginally improved from the stress test six months ago. Key reason for the stressed losses reduction is the improved property price outlook and the impact of the three rate cuts since May 2019, which are reflected in the underlying scenario.

Assumptions	Base ¹	Year 1	Year 2	Year 3
Unemployment rate	5.1%	5.5%	9.8%	10.5%
Cash Rate	1.5%	0.25%	0%	0%
Real GDP year ended growth	1.9%	0%	-4.7%	-0.6%
Cumulative reduction in house prices	-	-32.3%	-38.8%	-31.7%
Portfolio size (\$b)	295	294	287	278

Outcomes	Year 1	Year 2	Year 3
Net Losses (\$m)	286	1,282	1,141
Net losses (bps)	10	45	41

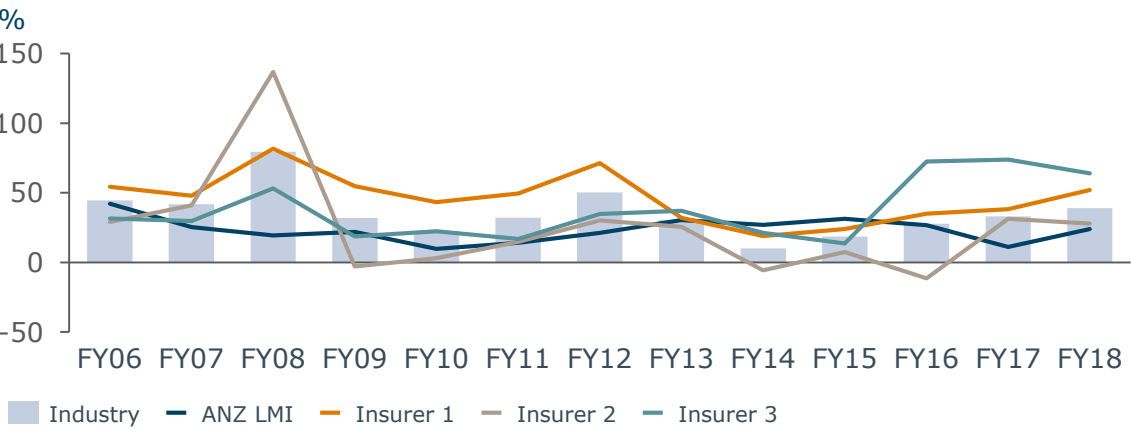
1. Based on mortgage exposure at default and conditions as at 31 March 2019

LENDERS MORTGAGE INSURANCE

SEPTEMBER FULL YEAR 2019 RESULTS

Gross Written Premium (\$m)	\$80.7m
Net Claims Paid (\$m)	\$31.4m
Loss Rate (of Exposure - annualised)	12.0bps

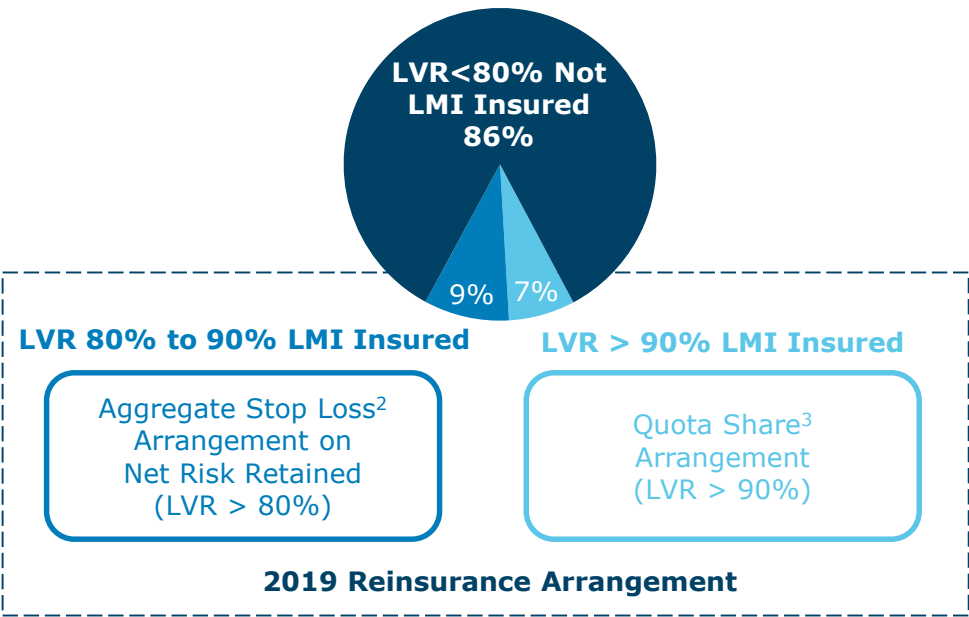
ANZLMI MAINTAINED STABLE LOSS RATIOS¹



1. Negative Loss ratios are the result of reductions in outstanding claims provisions. Source: APRA general insurance statistics (loss ratio net of reinsurance) 2. Aggregate Stop Loss arrangement – reinsurer indemnifies ANZLMI for an aggregate (or cumulative) amount of losses in excess of a specified aggregate amount. When the sum of the losses exceeds the pre-agreed amount, the reinsurer will be liable to pay the excess up to a pre-agreed upper limit 3. Quota Share arrangement - reinsurer assumes an agreed reinsured % whereby reinsurer shares all premiums and losses accordingly with ANZLMI

LMI & REINSURANCE STRUCTURE

Australian Home Loan portfolio LMI and Reinsurance Structure at 30 Sep 19
(% New Business FUM Oct-18 to Sep-19)



ANZLMI uses a **diversified panel of reinsurers** (10+) comprising a mix of APRA authorised reinsurers and reinsurers with highly rated security

Reinsurance is comprised of a **Quota Share arrangement³** with reinsurers for mortgages 90% LVR and above and in addition an **Aggregate Stop Loss arrangement²** for policies over 80% LVR

NEW ZEALAND HOME LOANS

PORTFOLIO OVERVIEW¹

	Portfolio			Flow
	FY17	FY18	FY19	FY19
Number of Home Loan Accounts	520k	526k	527k	118k
Total FUM	NZD77b	NZD81b	NZD85b	NZD19b
Average Loan Size ²	NZD148k	NZD153k	NZD161k	NZD157k
% Owner Occupied	73%	74%	75%	77%
% Investor	27%	26%	25%	23%
% Paying Variable Rate Loan ³	21%	18%	15%	14%
% Paying Fixed Rate Loan ³	79%	82%	85%	86%
% Paying Interest Only	22%	21%	19%	19%
% Paying Principal & Interest	78%	79%	81%	81%
% Broker Originated ⁴	35%	36%	38%	40%

	Portfolio		
	FY17	FY18	FY19
Average LVR at Origination ²	59%	58%	56%
Average Dynamic LVR ²	43%	41%	42%
Market Share ⁵	31.1%	30.9%	30.7%
% Low Doc ⁶	0.44%	0.38%	0.34%
Home Loan Loss Rates	(0.01%)	0.00%	0.00%
% of NZ Geography Lending	61%	62%	63%

1. New Zealand Geography

2. Average data as of September 2019

3. Flow excludes revolving credit facilities

4. Flow FY19 11 months to August 2019

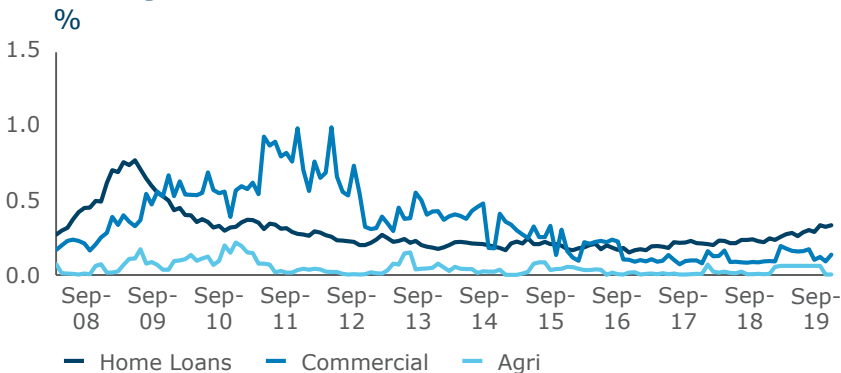
5. Source: RBNZ, FY19 share of all banks as at August 2019

6. Low documentation (low doc) lending allowed customers who met certain criteria to apply for a mortgage with reduced income confirmation requirements. New low doc lending ceased in 2007

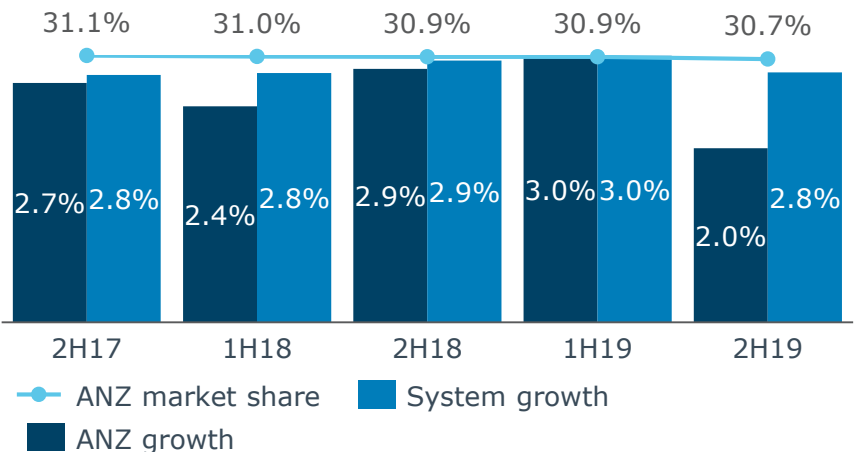
NEW ZEALAND HOME LOANS

HOME LENDING & ARREARS TRENDS¹

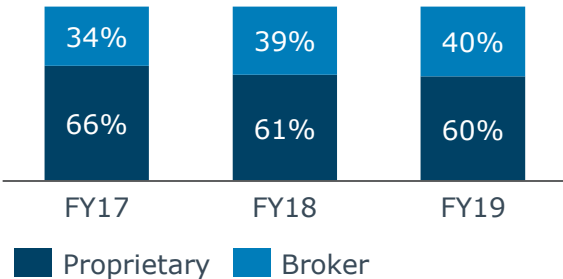
NZ DIVISION 90+DAYS DELINQUENCIES



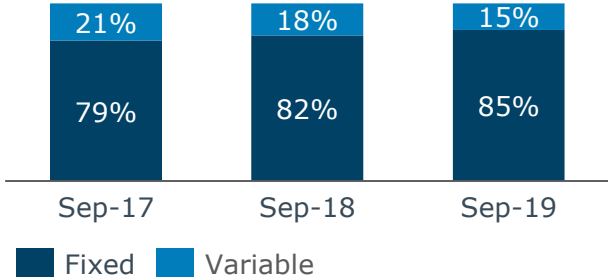
MARKET SHARE³



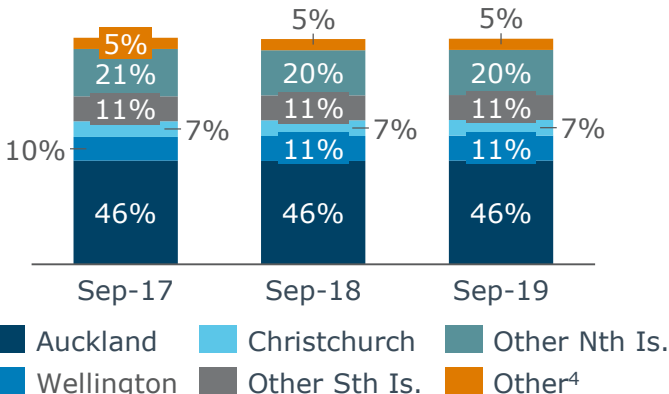
HOUSING FLOWS²



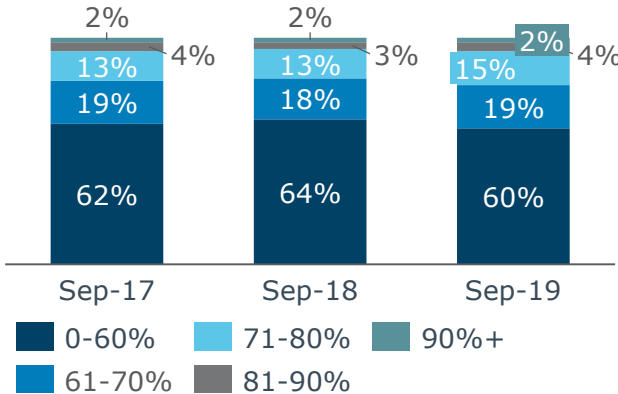
HOUSING PORTFOLIO



HOUSING PORTFOLIO BY REGION



ANZ HOME LOAN LVR PROFILE⁵



1. New Zealand Geography 2. Flow FY19 11 months to August 2019 3. Source: RBNZ, 2H19 market share as at August 2019 4. Other includes loans booked centrally (Business Direct, Contact Centre, Lending Services, Property Finance) 5. Dynamic basis

2019 FULL YEAR RESULTS

INVESTOR DISCUSSION PACK

ROYAL COMMISSION UPDATE & REGULATORY REFORMS



ROYAL COMMISSION

OUR APPROACH, OUR RESPONSE

WE ARE RESPONDING TO THE 'SPIRIT AND THE LETTER' OF THE ROYAL COMMISSION.

Initial response

- Committed in February 2019 to sixteen actions that we can take now including:
 - removing overdrawn and dishonour fees on our Pensioner Advantage account
 - improving our service to Indigenous customers in remote communities by setting up a dedicated phone service and giving them easier options to prove their identity
 - publishing principles to help family farming customers in financial distress
 - publishing principles on acting as a model litigant in disputes with our customers
 - implementing pay reforms that replace individual-based bonuses for most of our employees with an incentive based on the overall performance of the Group
- Reviewed individual cases highlighted at the Commission and taken action where appropriate to resolve the matters
- Reported to Government that we have made significant progress on the RC recommendations directed at banks, concerning distressed agricultural loans, remuneration of front line staff, the Sedgwick Review and changing culture and governance

Lessons from our experience

- Identified eight lessons from our misconduct and failures to meet community standards and expectations to inform our response to the 'spirit and letter' of the Royal Commission
- Now identifying measures that will allow us to be confident that these lessons have been acted on

Governance – aligned to the APRA self-assessment

- Established a Royal Commission and Self-Assessment Oversight Group to oversee an integrated response to the Royal Commission and Self-Assessment. The Oversight Group is chaired by the Deputy Chief Executive Officer and includes the Group Chief Risk Officer

Constructive engagement with reform

- Engaging constructively with Government and its agencies as they implement the recommendations directed at them
 - Government has indicated that majority of its reforms will be consulted on and introduced into Parliament by the end of 2020

STRENGTHENING OUR RISK CULTURE

- We have strengthened the way we deal with risk events through an enhanced Accountability and Consequence Framework, which is applicable to all of our people.
- In 2019 across the Group, 151 employees were dismissed for breaches of our Code of Conduct. A further 516 employees received a formal disciplinary outcome, with managers required to apply impacts to their performance and remuneration outcomes as part of the annual review process.
- At the senior leadership level, 30 current or former senior leaders (senior executives, executives and senior managers) received a consequence in 2019 for Code of Conduct breaches or findings of accountability for a material event, or otherwise left the bank after an investigation had been initiated.
- The 30 employees represent ~ 1% of the senior leader population. The consequences applied included warnings, impacts to performance and/or remuneration outcomes and cessation of employment.

SENIOR LEADER CONSEQUENCES IN 2019*

Remuneration consequence	23
Warning/advice	12
No longer employed	7

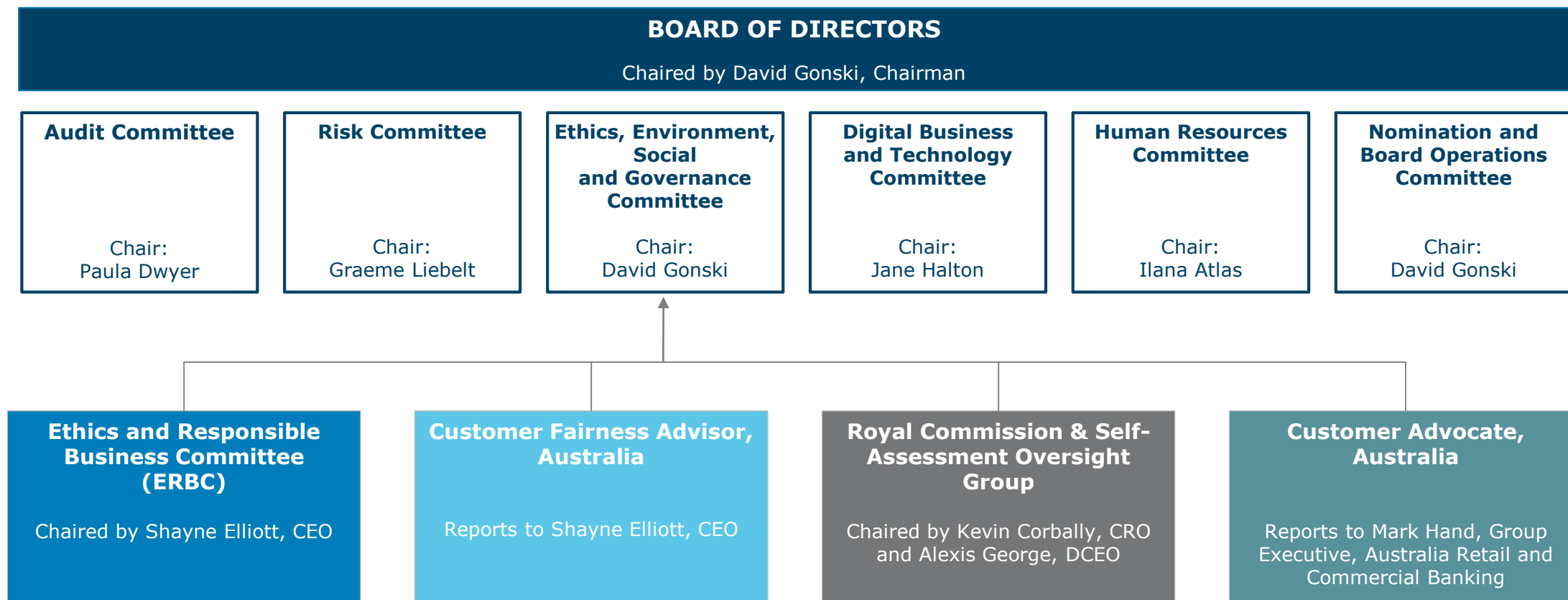
* Individuals are included under all categories that are relevant, meaning one individual may be reflected in multiple categories.



2019 FULL YEAR RESULTS

INVESTOR DISCUSSION PACK
CORPORATE OVERVIEW &
ENVIRONMENT, SOCIAL AND GOVERNANCE (ESG)

ESG – GOVERNANCE OVERVIEW



BOARD AND EXECUTIVE COMMITTEES WORK TOGETHER

INDICATIVE RESPONSIBILITIES DEMONSTRATE HOW COMMITTEES MANAGE ESG

Ethics, Environment, Social and Governance Board committee

Purpose: Establish ethical and ESG guidelines and principles

Oversight of measures to advance Purpose and the Ethics and Responsible Business Committee

Review and monitor ethical, environmental, social and governance risks and opportunities

Code of Conduct review

Review of complaints themes and potential systemic issues

Oversight and approval of ESG reporting and targets

Oversight and approval of corporate governance policies, principles, regulatory and policy responses

Ethics and Responsible Business Management committee

Purpose: Operationalise Board objectives and make decisions on issues and policies

Purpose, reputation and values review

Consider and decide on ethical, environmental, social and governance risks and opportunities

Examine complaints themes and potential systemic issues

Set Social and Environmental Risk policy and monitor implementation

Set ESG targets and monitor progress

Monitor and determine sensitive customer transactions

BRINGING OUR PURPOSE TO LIFE

CHOICES ABOUT WHO WE SERVE

- **WHO** we bank
- **HOW** we bank
- **WHAT** we care about



CHOICES ABOUT HOW WE OPERATE

- **HOW** we organise ourselves
- **HOW** we behave
- **HOW** we measure & communicate our progress

WHAT WE CARE ABOUT

Housing	
Our focus ...	Leading to ...
Homes to Buy	Home ownership
Homes to Rent	Housing choice
Access to Housing	Housing security

Environmental Sustainability	
Our focus ...	Leading to ...
Energy	Lower carbon emissions
Water	Water stewardship
Waste	Waste minimization

Financial Wellbeing	
Our focus ...	Leading to ...
Financial Access	Economic participation
Financial Fitness	Financial health

'WHAT WE CARE ABOUT MOST' – A YEAR IN REVIEW

Build leadership in key areas

More Australians and New Zealanders have access to affordable, liveable, sustainable housing	<ul style="list-style-type: none"> Joint Lead Manager on \$315m National Housing Finance and Investment Corporation bond, and NZD\$500m and NZD\$600m bonds for Housing New Zealand to provide new and upgraded social housing Provided >1,800 interest-free loans to improve the health of New Zealand households through our New Zealand 'Healthy Homes' initiative
The food, beverage and agricultural sector is more sustainable and financially resilient	<ul style="list-style-type: none"> Supported the purchase of the Great Cumbung Swamp - Australia's largest purchase of mixed-use conservation and agricultural property by dollar value Advisor and Joint Lead Manager on \$400m green bond for Woolworths Group to improve energy efficiency (solar, lighting, refrigeration systems) in its supermarkets
Australia's energy supply, transmission and distribution is more efficient, cleaner and affordable	<ul style="list-style-type: none"> Project finance commitment to renewable energy increased ~27% from FY18 \$1,076m to FY19 \$1,371m (figure quoted is project finance made on a non or limited recourse basis and excludes corporate debt facilities)

Ensure ANZ is living up to its commitments

Improve our standards and practices	<ul style="list-style-type: none"> Established a \$100m Housing 'Virtual Fund' to support the financing of more affordable, secure and sustainable homes Committed to 100% renewable electricity across our global premises by 2025
Develop products and services	<ul style="list-style-type: none"> Expanded sustainable finance offering to establish sustainability-linked loans market in Australia and New Zealand Continued expansion of Home Buyers Coach training, currently >3,300 home coaches active in Australia and New Zealand
Use insights, advocacy and partnerships	<ul style="list-style-type: none"> Delivered new housing market insights with bi-annual ANZ-Core Logic Housing Affordability Report Conducted research to assess the impact of Money Minded on financial wellbeing

Continue to improve housing, environment and financial wellbeing outcomes for the community

Alleviate homelessness	<ul style="list-style-type: none"> Supported youth employment through the opening of two social enterprise cafés: Home.Two and STREAT Raised >\$150k for the St Vincent de Paul 'CEO Sleepout' - equivalent to providing >5,000 meals for those experiencing homelessness
Connect to the environment	<ul style="list-style-type: none"> Over 18,000 hours volunteered by employees towards environmental sustainability More than 1,250 employees volunteered with Sustainable Coastlines New Zealand collecting more than 10,000 litres of rubbish
Facilitate financial inclusion	<ul style="list-style-type: none"> Through ANZ Technology 'Return to Work' program we employed 30 women who had been out of the workforce for an extended period Improved the financial literacy of >87,500 people through our Money Minded program

CREATING VALUE FOR OUR STAKEHOLDERS



CUSTOMERS

- **8.7m** total retail, commercial and Institutional customers
- **\$291b** in retail & commercial customer deposits in Australia and New Zealand
- **\$339b** in home lending in Australia and New Zealand
- **Full mobile wallet offering**, including Apple Pay™, GooglePay™, Samsung Pay™, FitBit Pay™ and Garmin Pay™
- **#1** Lead bank for trade services¹



EMPLOYEES

- **39,060** people employed (FTE)
- **734** people recruited from under-represented groups, including refugees, people with disability and Indigenous Australians since 2016
- **32.5%** of women in leadership, increase from 27.9% in Sep 2014²
- **~1.5m hours** of training undertaken



COMMUNITY

- **\$142m** contributed in community investment³
- **134,930** volunteering hours completed by employees
- **\$3.2b** in taxes incurred; money used by governments to provide public services and amenities⁴
- **>998k people** reached through our target to help enable social and economic participation⁵



SHAREHOLDERS

- **>500,000** Retail & Institutional shareholders
- **\$6.5b⁶** cash profit reported
- **227.6** cents earnings per share
- **160 cents** per share dividend for FY19⁷
- **10.9%** return on average ordinary shareholders equity

All financial metrics are as at 30 September 2019 (P&L growth metrics for the full year ended 30 September 2019) unless otherwise stated.

1. Peter Lee Associates Large Corporate and Institutional Transactional Banking Surveys, Australia 2004-2019 and New Zealand 2005-2019 2. Measures representation at the Senior Manager, Executive and Senior Executive Levels. Includes all employees regardless of leave status but not contractors (which are included in FTE) 3. Figure includes foregone revenue of \$109 million 4. Total taxes borne by the Group, includes unrecovered GST/VAT, employee related taxes and other taxes. Inclusive of discontinued operations 5. Through our initiatives to support financial wellbeing including financial inclusion, employment and community programs, and targeted banking products and services for small businesses and retail customers 6. On a cash profit continuing operations basis 7. FY19 franking average 85%

FY19 ESG TARGET PERFORMANCE

SCORECARD SNAPSHOT

We are committed to the United Nations Sustainable Development Goals (SDGs). Our ESG targets support 10 of the 17 SDGs.

✓ Achieved → In progress ✗ Not achieved

ESG target	Progress	Outcome	Relevant SDGs
FAIR AND RESPONSIBLE BANKING			
Implement new Dispute Resolution Principles in Australia	Implemented	✓	
Communicate with >700,000 of our retail and commercial customers by 2019 to help them get more value from our products and services and establish positive financial behaviours	>1 million	✓	
ENVIRONMENTAL SUSTAINABILITY			
Fund and facilitate at least \$15 billion by 2020 towards environmentally sustainable solutions for our customers including initiatives that help lower carbon emissions, improve water stewardship and minimise waste ¹	\$19.1 billion	✓	7 AFFORDABLE AND CLEAN ENERGY, 9 INDUSTRY INNOVATION AND INFRASTRUCTURE, 11 SUSTAINABLE CITIES AND COMMUNITIES
Reduce the direct impact of our business activities on the environment by reducing scope 1 & 2 emissions by 24% by 2025 and 35% by 2030 (against a 2015 baseline)	-25%	→	12 RESPONSIBLE CONSUMPTION AND PRODUCTION, 13 CLIMATE ACTION
FINANCIAL WELLBEING			
Help enable social and economic participation of 1 million people by 2020 ²	>998k	→	1 NO POVERTY, 5 GENDER EQUALITY, 8 DECENT WORK AND ECONOMIC GROWTH
Increasing women in leadership to 33.1% by 2019 (34.1% by 2020) ³	32.5%	✗	10 REDUCED INEQUALITIES, 17 PARTNERSHIPS FOR THE GOALS
Recruiting >1,000 people from under-represented groups by 2020	734	→	
HOUSING			
Provide NZ\$100 million of interest free loans to insulate homes for ANZ mortgage holders (New Zealand)	NZ\$6.3 million	→	9 INDUSTRY INNOVATION AND INFRASTRUCTURE, 10 REDUCED INEQUALITIES, 11 SUSTAINABLE CITIES AND COMMUNITIES
Offer all ANZ first home buyers access to financial coaching support	>3.3k coaches trained	→	

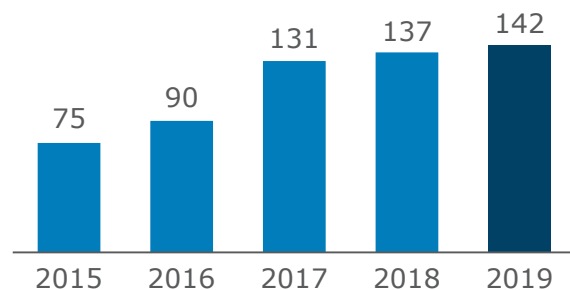
For detailed performance information refer to the 2019 ESG Supplement available in December 2019 anz.com/cs.

1. Including renewable energy generation, green buildings and less emissions intensive manufacturing and transport 2. Through our initiatives to support financial wellbeing including financial inclusion, employment and community programs, and targeted banking products and services for small businesses and retail customers 3. FY18-FY20 target is defined as Women in Leadership which measures representation at the Senior Manager, Executive and Senior Executive levels

ESG PERFORMANCE TRENDS

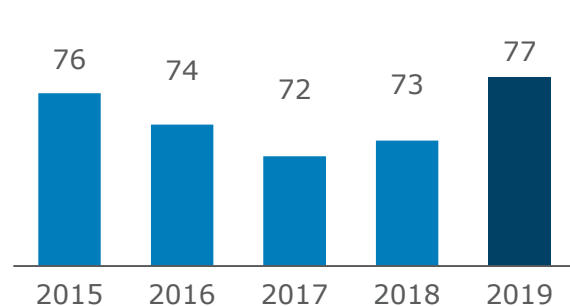
COMMUNITY INVESTMENT¹

Total community investment (\$m)



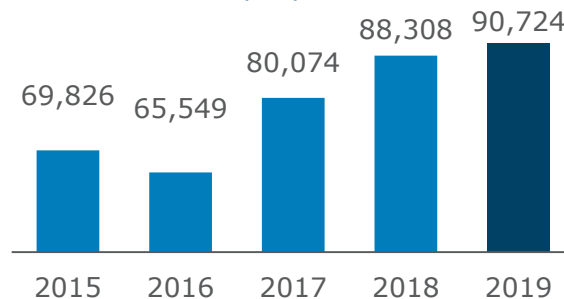
EMPLOYEE ENGAGEMENT²

Employee engagement score (%)



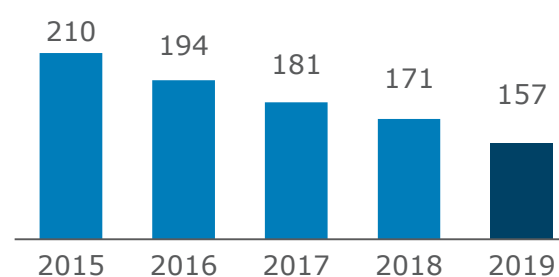
MONEYMINDED & SAVER PLUS

Estimated # of people reached



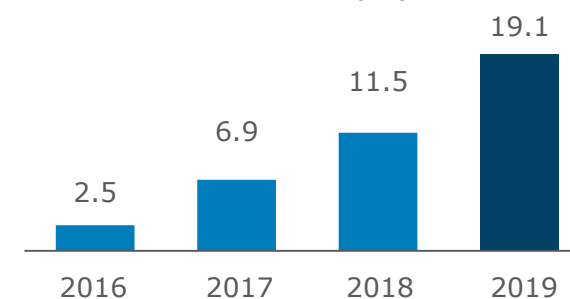
ENVIRONMENTAL FOOTPRINT TARGET

Scope 1 & 2 greenhouse gas emissions (k tonnes CO₂-e)



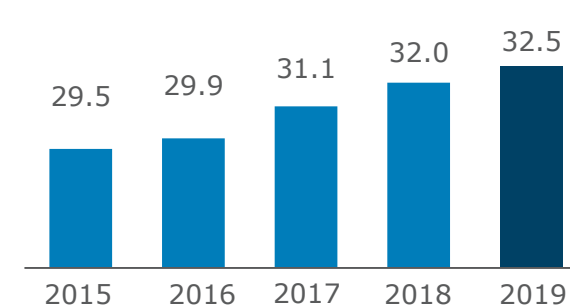
ENVIRONMENTAL FINANCING \$15B TARGET

Funded and facilitated (\$b)



WOMEN IN LEADERSHIP³

Representation (%)



1. Figure includes forgone revenue (2019 = \$109m), being the cost of providing low or fee-free accounts to a range of customers such as government benefit recipients, not-for-profit organisations and students 2. The 2017 engagement survey was run as a pulse survey sent to 10% of the bank's employees with a 57% response rate. For all other years the employee engagement survey was sent to all staff 3. Measures representation at the Senior Manager, Executive and Senior Executive Levels. Includes all employees regardless of leave status but not contractors (which are included in FTE)

EXTERNAL REPORTING

RECOGNITION

MEMBER OF
Dow Jones Sustainability Indices
 In Collaboration with RobecoSAM

Second ranked Australian bank on the Dow Jones Sustainability Index, scoring 82/100 in 2019



We achieved a CDP climate disclosure score of A- in 2018



FTSE4Good

Member of the FTSE4Good Index



2018-19 leader in workplace gender equality



Platinum Status LGBTI Employer of Choice for longevity in high performance (2015 to 2019)

FRAMEWORKS



Our sustainability reporting is prepared in accordance with the Global Reporting Initiative Standards (Comprehensive level)



We have been a signatory to the United Nations Global Compact since 2010



We report in line with using the recommendations of the Financial Stability Board's (FSB) Task Force on Climate-Related Disclosures (TCFD)



As an Equator Principles Financial Institution signatory we report on our implementation of the Principles in our Sustainability Review

Founding Signatory of:



PRINCIPLES FOR RESPONSIBLE BANKING

2019 FULL YEAR RESULTS

CLIMATE-RELATED FINANCIAL DISCLOSURES



CLIMATE-RELATED FINANCIAL DISCLOSURES (TCFD)¹

Governance	Strategy	Risk Management	Metrics & targets
<ul style="list-style-type: none"> Board Risk Committee oversees management of climate-related risks Board Ethics, Environment, Social and Governance Committee oversees and approves climate-related objectives, goals and targets Ethics and Responsible Business Committee (executive management) oversees our approach to sustainability and reviews climate-related risks 	<ul style="list-style-type: none"> Low carbon financial products and services Staff training on transition planning Reducing our own operational footprint Focus on a 'just and orderly' low carbon transition UNEP FI² TCFD group that issued recommendations on portfolio transition and physical risks Analysis of flood-related risks for home loan portfolio in a major regional location of Australia Flood-related analysis and test-pilot of socio-economic indicators for customer financial resilience 	<ul style="list-style-type: none"> Climate-related risks identified as potential credit risk Climate change risk added to Group and Institutional Risk Appetite Statements Climate change identified as a Principal Risk and Uncertainty in our UK Disclosure and Transparency Rules Submission Guidelines and training provided to 1,000 of our Institutional bankers on customer transition plans Enhanced analysis and credit terms applied to agricultural purchases in certain regions New agribusiness customers assessed for climate resilience 	<ul style="list-style-type: none"> 29 engagements with large emitting customers to establish transition plans – targeting 100 customers by 2021 \$19.1 billion funded and facilitated in environmentally sustainable solutions Declining exposure to the most carbon-intensive energy; thermal coal mining exposures halved since 2015 100% renewable electricity for our operations by 2025, with our emissions targets aligned with Paris Agreement goals

1. A Financial Stability Board TaskForce released recommendations on financial disclosures in June 2017 to help investors better understand climate-related risks and opportunities. ANZ supports the TCFD recommendations and is using them to guide its disclosures 2 United Nations Environmental Programme for Financial Institutions

SUPPORTING OUR CUSTOMERS AND TRAINING OUR STAFF ON THE DEVELOPMENT OF LOW CARBON TRANSITION PLANS

CUSTOMER MANAGEMENT AND STAFF TRAINING

ANZ customer management informed by climate-related engagement

- We have identified carbon-intensive sectors most likely to be impacted by climate change
- There are 100 of our largest emitting business customers in those sectors
- We are supporting these customers to establish, or strengthen their low carbon transition plans
- We will use the results of this engagement to inform our risk assessment of customers in these sectors

Training our staff to engage with customers on climate-risk

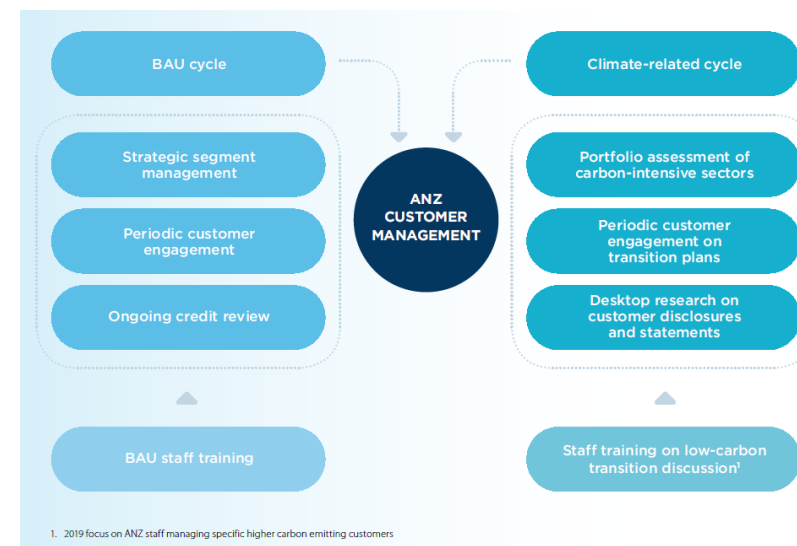
- This year we provided training to over 1,000 bankers in our Institutional and Corporate businesses. The training covered:
 - how climate-related risks and opportunities might manifest for our customers
 - what elements we would expect to see in a robust transition plan
 - market and regulatory drivers that are focusing stakeholder attention on our customers
 - whether they have plans in place to manage their climate-related risks and opportunities

CUSTOMER EXAMPLE: BHP'S TRANSITION PLANNING

BHP has an integrated strategy including:

- Targets to hold net operational emissions at or below FY2017 levels by FY2022 while continuing to grow their business.
- Active stewardship role working with customers, suppliers and other value chain participants to influence reductions in scope 3 including:
 - A commitment to spend US\$400m to develop technology to reduce emissions.

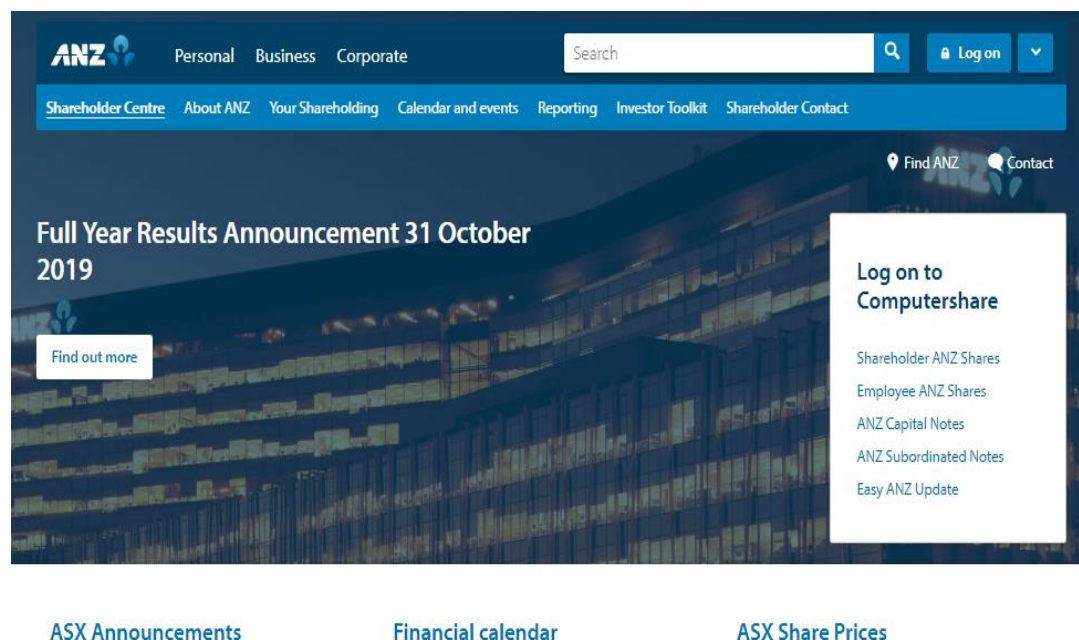
HOW WE SUPPORT OUR CUSTOMERS – INCLUDING INCORPORATION OF CLIMATE-RISK MANAGEMENT



1. 2019 focus on ANZ staff managing specific higher carbon emitting customers

1. 2019 focus on ANZ staff managing specific higher carbon emitting customers

FURTHER INFORMATION



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anz.com/shareholder/centre/

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