## ANZ Capital Notes 3 Offer

AUSTRALIA AND NEW ZEALAND BANKING GROUP LIMITED 23 January 2015



## **Offer Summary**

Offer	<ul> <li>Offer by Australia and New Zealand Banking Group Limited ("ANZ") acting through its New Zealand branch of ANZ Capital Notes 3 ("Notes") – Mandatorily Convertible into ANZ Ordinary Shares</li> </ul>					
Term	<ul> <li>Perpetual unless Redeemed or Converted</li> <li>Mandatory Conversion on 24 March 2025 or following a Trigger Event or a Change of Control Event</li> <li>ANZ Optional Exchange on 24 March 2023, or following a Tax Event or Regulatory Event</li> </ul>					
Offer size	• \$750 million with the ability to raise more or less					
Face Value	• \$100 per Note					
Purpose	<ul> <li>The Notes are offered as part of ANZ's ongoing capital management strategy and for general corporate purposes</li> <li>APRA has confirmed that the Notes will constitute Additional Tier 1 Capital for the purposes of ANZ's regulatory capital requirements</li> </ul>					
Offer structure	<ul> <li>The Offer is being made to: <ul> <li>eligible ANZ Securityholders;</li> <li>members of the general public who are Australian residents;</li> <li>retail clients of syndicate brokers; and</li> <li>institutional investors</li> </ul> </li> <li>ANZ Securityholders are holders of ANZ Ordinary Shares, ANZ Capital Securities (being CPS2, CPS3, CN1 and CN2) or ANZ Subordinated Notes, shown on the register at 7:00pm AEDT on 31 December 2014 with a registered address in Australia</li> </ul>					
Listing	<ul> <li>ANZ will apply to have the Notes listed on ASX and the Notes are expected to trade under ASX code 'ANZPF'</li> </ul>					
Ranking <sup>1</sup>	<ul> <li>In a Winding-Up of ANZ, the Notes rank for payment:         <ul> <li>ahead of ANZ Ordinary Shares;</li> <li>equally with ANZ Capital Securities and any other equal ranking instruments; and</li> <li>behind depositors, senior ranking securities, ANZ Subordinated Notes and other creditors of ANZ</li> </ul> </li> </ul>					

1. The ranking of the Notes in a winding-up will be adversely affected if a Trigger Event occurs. Following Conversion, Holders will have a claim as an Ordinary Shareholder. If a Note is Written-Off, all rights in respect of a Note will be terminated and the Holder will not have their capital repaid.  $\frac{2}{2}$ 



#### **Distributions**

Distributions	<ul> <li>Non-cumulative based on a floating rate (180 Day BBSW)</li> <li>Expected to be fully or substantially franked</li> <li>If a Distribution is not fully franked, the cash amount of the Distribution will be increased to compensate holders for the unfranked portion of the Distribution, subject to certain Payment Conditions</li> <li>Distributions are payable on 24 March and 24 September, subject to complying with applicable law, ANZ's absolute discretion and no Payment Condition existing. A Payment Condition exists where: <ul> <li>payment results in ANZ or the Group breaching its APRA capital adequacy requirements;</li> <li>payment results in ANZ becoming, or being likely to become, insolvent; or</li> <li>APRA objects to the payment of the Distribution</li> </ul> </li> </ul>
Distribution Rate	<ul> <li>Distribution Rate = (180 day BBSW + Margin) x (1 - Australian corporate tax rate)</li> <li>Margin expected to be in the range of 3.60% to 3.80% per annum</li> </ul>
Dividends and Capital Restrictions	<ul> <li>If a Distribution is not paid in full within 3 Business Days after a Distribution Payment Date, ANZ cannot, without approval of a Special Resolution of Holders, until and including the next Distribution Payment Date (i.e. for the next 6 months): <ul> <li>resolve to pay or pay a dividend on ANZ Ordinary Shares; or</li> <li>buy back or reduce capital on ANZ Ordinary Shares</li> </ul> </li> <li>Limited exceptions apply, including not applying to dividends for an approved NOHC</li> </ul>



## **Mandatory Conversion on a Mandatory Conversion Date**

Mandatory Conversion	<ul> <li>On 24 March 2025 ("Mandatory Conversion Date"), subject to satisfaction of the Mandatory Conversion Conditions, the Notes will mandatorily Convert into a variable number of ANZ Ordinary Shares at a 1% discount to the 20 day VWAP<sup>1</sup>, unless Exchanged prior or Converted following a Trigger Event</li> <li>The number of ANZ Ordinary Shares issued following Conversion on the Mandatory Conversion Date is subject to the Maximum Conversion Number which is set to reflect a VWAP of 50% of the Issue Date VWAP (i.e. the average ANZ Ordinary Share price over 20 business days prior to the issue date of the Notes)</li> </ul>
Mandatory Conversion Conditions	<ol> <li>The VWAP on the 25th business day before (but not including) a possible Mandatory Conversion Date is greater than 56.00% of the Issue Date VWAP</li> <li>The VWAP during the 20 business days before (but not including) a possible Mandatory Conversion Date is greater than 50.51% of the Issue Date VWAP</li> <li>ANZ Ordinary Shares remain listed and admitted to trading and trading has not been suspended for 5 consecutive Business Days before, and the suspension is not continuing on, the Mandatory Conversion Date and no Inability Event exists (ie. ANZ is not prevented by applicable law or court order (such as insolvency, winding-up or external administration of ANZ) from converting the Notes or another reason)</li> </ol>
Intention of Mandatory Conversion Conditions	<ul> <li>The Mandatory Conversion Conditions are intended to provide protection on Conversion (other than following a Trigger Event) to Holders from receiving less than approximately \$101 worth of ANZ Ordinary Shares per Note on the Mandatory Conversion Date and that those ANZ Ordinary Shares are capable of being sold on the ASX</li> </ul>
Deferral of Conversion	<ul> <li>If any of the Mandatory Conversion Conditions are not satisfied, the Mandatory Conversion Date will be deferred until the next Distribution Payment Date on which all of those conditions are satisfied</li> <li>Notes may remain on issue indefinitely if those conditions are not satisfied</li> </ul>

1. The VWAP during the 20 business days on which trading in Ordinary Shares took place immediately preceding (but not including) the Mandatory Conversion Date that is used to calculate the number of ANZ Ordinary Shares that Holders receive may differ from the ANZ Ordinary Share price on or after the Mandatory Conversion Date. This means that the value of ANZ Ordinary Shares received may be more or less than anticipated when they are issued or thereafter. 4



## **Mandatory Conversion on a Trigger Event**

Trigger Event	<ul> <li>Includes a Common Equity Capital Trigger Event or Non-Viability Trigger Event</li> </ul>
Common Equity Capital Trigger Event	<ul> <li>ANZ determines, or APRA has notified ANZ in writing that it believes, that ANZ's Common Equity Capital Ratio is equal to or less than 5.125%</li> </ul>
Non-Viability Trigger Event	<ul> <li>APRA notifies ANZ in writing that:         <ul> <li>Conversion or Write-Off of Relevant Securities is necessary because without it ANZ would become non-viable; or</li> <li>without a public sector injection of capital ANZ would become non-viable</li> </ul> </li> </ul>
Conversion following a Trigger Event	<ul> <li>ANZ may be required to immediately Convert all or some of the Notes into a variable number of ANZ Ordinary Shares at a 1% discount to the 5 day VWAP prior to the Conversion date, subject to the Maximum Conversion Number</li> <li>If a Non-Viability Trigger Event occurs because APRA determines that ANZ would become non-viable without a public sector injection of capital, all of the Notes will Convert</li> <li>There are no conditions to Conversion following a Trigger Event</li> <li>The application of the Maximum Conversion Number means that, depending on the price of ANZ Ordinary Shares at the time of Conversion, Holders may suffer a loss as a consequence</li> </ul>
Maximum Conversion Number	<ul> <li>The number of ANZ Ordinary Shares per Note that Holders are issued on Conversion may not be greater than the Maximum Conversion Number. The Maximum Conversion Number is the Face Value of the Notes (\$100) divided by 20% of the Issue Date VWAP (as adjusted in limited circumstances)</li> </ul>
Write-Off	<ul> <li>If the Notes are not Converted within 5 Business Days of a Trigger Event for any reason (including an Inability Event) they will be Written Off (which means all rights in relation to those Notes will be terminated and Holders will not have their capital repaid and will have no rights to any Distributions)</li> </ul>



# **Optional Exchange & Mandatory Conversion on a Change of Control Event**

Optional Exchange Date	• ANZ may choose to Exchange all or some Notes on issue on 24 March 2023					
Regulatory or Tax Event	<ul> <li>ANZ <u>may</u> choose to Exchange all or some Notes if a Regulatory Event or a Tax Event occurs</li> </ul>					
Change of Control Event	<ul> <li>All Notes will mandatorily Convert into ANZ Ordinary Shares if a Change of Control Event occurs, subject to satisfaction of certain conditions</li> </ul>					
Exchange	<ul> <li>Subject to APRA's prior written approval and provided certain conditions are satisfied, ANZ may Exchange Notes via any or a combination of: <ul> <li>Conversion into ANZ Ordinary Shares worth approximately \$101 per Note;</li> <li>Redemption for \$100 per Note; or</li> <li>Reselling the Notes to a nominated purchaser for \$100 per Note</li> </ul> </li> <li>Key conditions to Redemption are: <ul> <li>the Notes being replaced concurrently or beforehand with Tier 1 Capital of the same or better quality as the Notes and the replacement of the Notes is done under conditions that are sustainable for ANZ's income capacity; or</li> <li>APRA is satisfied that ANZ's capital position is well above its minimum capital requirements after ANZ elects to Redeem the Notes</li> </ul> </li> <li>Conversion into ANZ Ordinary Shares is subject to the Maximum Conversion Number which is calculated by reference to 20% of the ANZ Ordinary Share price at issue of the Notes</li> <li>Holders should not expect that APRA will approve any Exchange</li> </ul>					
Holder Exchange	<ul> <li>Holders do not have the right to request Exchange</li> </ul>					

1. Based on the VWAP during a period, usually 20 business days, before the date that the Conversion occurs. If Conversion occurs as a result of a Change of Control Event, the period for calculating the VWAP may be less than 20 business days before the relevant Conversion Date. The VWAP used to calculate the number of ANZ Ordinary Shares that Holders may receive may differ from the ANZ Ordinary Share price on or after the relevant Conversion Date. This means that the value of the ANZ Ordinary Shares received may be more or less than anticipated when they are issued or thereafter



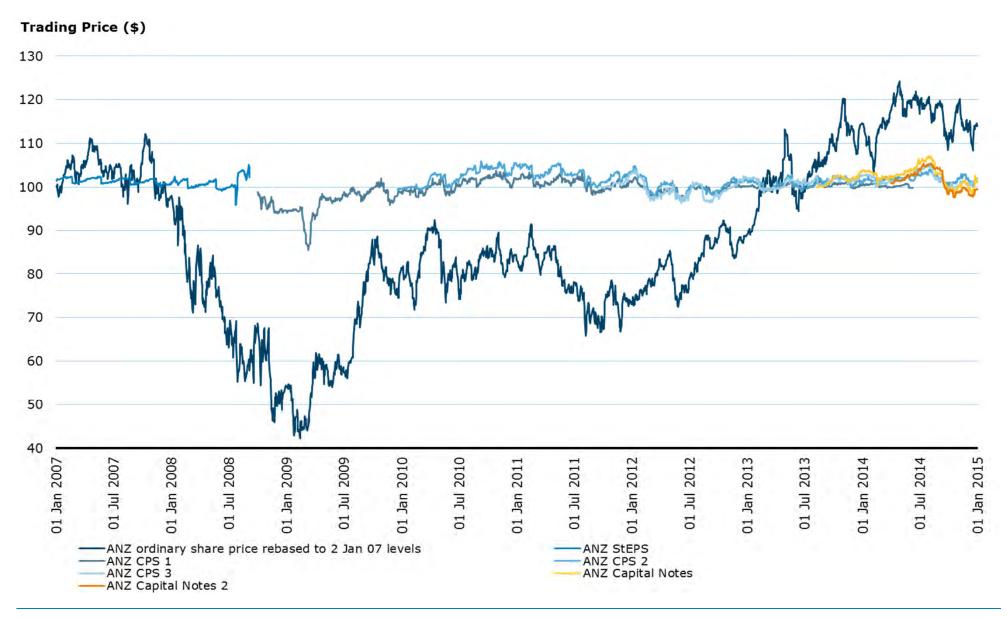
#### **Ranking of Notes on Winding-Up**

		Examples	Examples of existing ANZ obligations and securities <sup>1</sup>
Higher ranking/ earlier priority		Liabilities preferred by law and secured debt	Liabilities in Australia in relation to protected accounts under the Banking Act (generally, savings accounts and term deposits) and other liabilities preferred by law including employee entitlements and secured creditors
	Senior creditors	Unsubordinated unsecured debt	Bonds and notes, trade and general creditors. This includes covered bonds which are an unsecured claim on ANZ, though they are secured over assets that form part of the Group
		Subordinated unsecured debt	ANZ Subordinated Notes and other subordinated unsecured debt obligations ranking senior to preference shares
	Equal	Preference shares &	
1	ranking obligations	other equally ranked instruments	ANZ Capital Notes 3 <sup>1</sup> , ANZ Capital Securities
Lower ranking/ later priority	Lower ranking obligations	Ordinary Shares	Ordinary Shares

1. This is the ranking prior to Conversion (if the securities are on issue at the time). If a Note is Written-Off, all rights (including to Distributions) in respect of that Note will be terminated and the Holder will not have their money repaid. If a Note is Converted, the Ordinary Shares that a Holder receives on Conversion will rank equally with other Ordinary Shares in a winding-up of ANZ.



#### **Trading prices of selected ANZ Hybrids compared to an adjusted ANZ Ordinary Share Price**





## **Comparison of ANZ Capital Notes 3 to other ANZ securities**

	ANZ Capital Notes 3	ANZ Capital Notes 1 & 2			
ASX Code	ANZPF	CN1: ANZPD CN2: ANZPE			
Term	Perpetual, subject to Mandatory Conversion after ${\sim}10~{\rm years}$	Perpetual, subject to mandatory conversion after ${\sim}10~{\rm years}$			
Margin	Expected to be between 3.60% and 3.80%	CN1: 3.40% CN2: 3.25%			
Distribution Payment Dates	Half-yearly	Half-yearly			
Franking	Franked, subject to gross-up for unfranked Franked, subject to gross-up for unfranked				
Payment Conditions	Yes, subject to ANZ's discretion and Payment Conditions Yes, subject to ANZ's discretion and conditions				
Distribution Restrictions for non-payment	Yes, applies to Ordinary Shares until the next Distribution Payment Date	Yes, applies to Ordinary Shares until the next distribution payment date			
Mandatory Conversion	Yes on 24 March 2025 and a Change of Control	CN1: Yes, on 1 September 2023 and a change of control CN2: Yes on 24 March 2024 and a change of control			
ANZ Early Redemption Option <sup>1</sup>	Yes, on 24 March 2023 and for Tax Event or Regulatory Event	CN1: Yes, on 1 September 2021 and for tax or regulatory events CN2: Yes, on 24 March 2022 and for tax or regulatory events			
Conversion on Trigger Event	Yes, on a Common Equity Capital Trigger Event for the ANZ Level 1 and 2 Groups and Non- Viability Trigger Event	Yes, on a common equity capital trigger event for the ANZ Level 1 and 2 Groups and non-viability trigger event			
Capital Classification	Additional Tier 1	Additional Tier 1			

1. Only with APRA's prior written approval



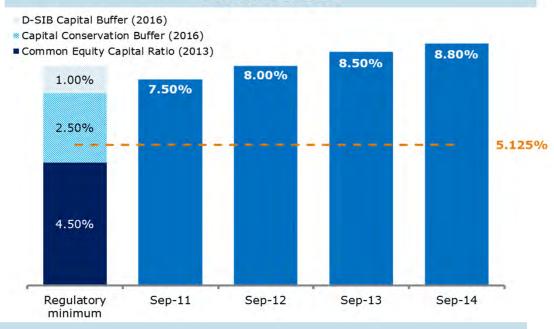
#### Summary of certain events that may occur during the term of ANZ Capital Notes 31

	When?	Is APRA approval needed? <sup>2</sup>	Do conditions apply?	What value will a Holder receive for each Note?	In what form will the value be provided to Holders?
Mandatory Conversion	On 24 March 2025 or the first Distribution Payment Date after that date on which the Mandatory Conversion Conditions are satisfied	No	Yes	~\$101 <sup>3</sup>	Variable number of Ordinary Shares
Optional Conversion	24 March 2023	Yes	Yes	~\$101 <sup>3</sup>	Variable number of Ordinary Shares
Optional Redemption	24 March 2023	Yes	Yes	\$100	Cash
Optional Resale	24 March 2023	Yes	No	\$100	Cash
	If a Tax Event or Regulatory Event occurs	Yes	Yes	~\$101 <sup>3</sup>	Variable number of Ordinary Shares
	If a Change of Control Event occurs	No	Yes	~\$101 <sup>3</sup>	Variable number of Ordinary Shares
Other Conversions	If a Trigger Event occurs	No	No	Depending on market price of the Ordinary Shares, Holders are likely to receive significantly less than ~\$101 <sup>3</sup>	Variable number of Ordinary Shares, capped at the Maximum Conversion Number. However, if the Notes are not Converted within 5 Business Days, the Notes will be Written Off <sup>4</sup>
Other Redemption	If a Tax Event or Regulatory Event occurs	Yes	Yes	\$100	Cash
Other Resale	If a Tax Event or Regulatory Event occurs	Yes	No	\$100	Cash

1. The table above summarises certain events that may occur during the term of the Notes, and what Holders may receive if those events occur. The events depend on a number of factors including ANZ's Ordinary Share price, the occurrence of contingencies and in some cases election by ANZ. As a result, the events may not occur. 2. Holders should not expect that APRA's approval will be given if requested. 3. On the basis of the Conversion calculations, the value of the Ordinary Shares received on Conversion may be worth more or less than approximately \$101. The number of Ordinary Shares that Holders receive will not be greater than the Maximum Conversion Number. 4. If a Note is Written Off, all rights (including to Distributions) in respect of the Note will be terminated, and the Holder will not have their capital repaid

### **ANZ's Common Equity Capital Ratio<sup>1</sup>**

#### APRA Common Equity Capital (CET1) Ratio on a Level 2 basis<sup>2</sup>



#### **APRA CET1** Ratio on a Level 1 and Level 2 basis

	Level 1	Level 2
Sep 13	8.5%	8.5%
Sep 14	9.1%	8.8%
Surplus over 5.125% CET1 Trigger at Sep 14	~\$12.5bn	~\$13.2bn

- ANZ's Common Equity Capital Ratio at Level 1 and Level 2 is determined under APRA's Basel 3 capital adequacy standards
- The Notes mandatorily Convert into ANZ Ordinary Shares (subject to a Maximum Conversion Number) following:
  - a Common Equity Capital Trigger Event if ANZ's Common Equity Capital Ratio (at Level 1 or Level 2) equals or is less than 5.125%; or
  - a Non-Viability Trigger Event if APRA notifies ANZ that, without conversion or a public sector injection of capital, ANZ would be non-viable
- From 1 January 2016, APRA requires ADIs to maintain a 2.5% Capital Conservation Buffer and a further 1% D-SIB capital requirement (for ANZ) in excess of APRA's minimum requirement of 4.5%<sup>2</sup>. Post implementation in January 2016, ANZ will target a CET1 ratio in the high 8% range during normal conditions
  - Failure to maintain the full capital buffers limits ANZ's ability to pay discretionary bonuses and dividends and interest payment on Ordinary Shares and Tier 1 Instruments
- The CET1 ratio can be expected to increase reflecting the build-up of current year earnings and decrease reflecting the subsequent payment of dividend (generally in July and December of each year)

1. ANZ gives no assurance as to what its capital ratios will be at any time as they may be significantly impacted by unexpected events affecting its business, operations and financial condition.

2. APRA may set higher targets for individual ADIs.

## **Basel III Additional Tier 1**

#### Management actions and CCB key to preventing conversion

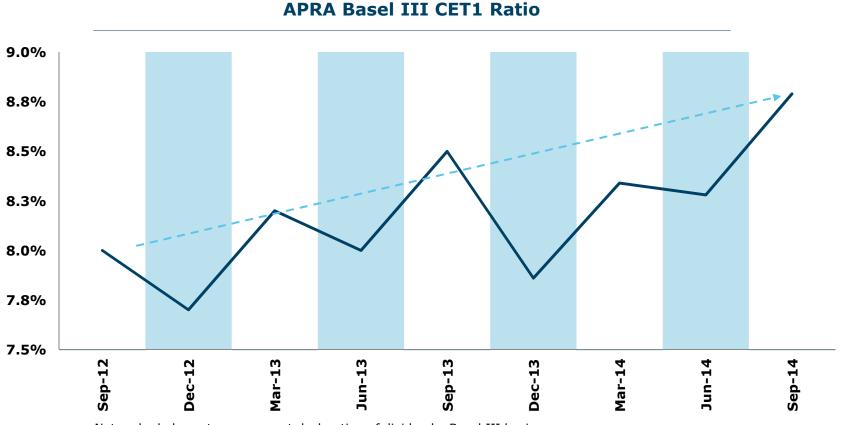
**Actions Available to** 

#### **Basel 3 CET1 Capital & Capital Conservation Strengthen Capital** buffers (FY14) Management Maximum Annual pre-**Buffer** Distribution 8.0% Possible actions to be provision invoked if CET1 ratio declines 4th 60% cash profit below management target include: \$10.8bn Reducing dividend payout 40% 3rd CCB Management DRP discount and Ouartiles underwrite Actions 2nd 20% New share issuance CET1 Expense management (above 5.125%) 0% 1st Restricting RWA growth \$13.2bn 4.5% Asset sales Regulatory restrictions on ordinary share dividends, Additional ССВ discretionary bonuses and Minimum Restrictions Tier 1 AT1 coupon payments as **Distribution of** CET1 CCB buffer is breached. earnings is increasingly restricted as **CET1** level falls into CCB



**Indicative AT1** 

#### **Common Equity Tier 1 generation and dividend payments**



Note: shaded quarters represent declaration of dividends. Basel III basis.

- Under Basel III (from January 2013), dividends are only deducted from regulatory capital in the quarter in which they are declared. This results in volatility in quarterly reported capital ratios
- To assess the underlying regulatory capital position, dividend payments should be adjusted to accrue evenly over the year, aligned with profit generation

## Key dates for the Offer<sup>1</sup>

Lodgement of the Prospectus with ASIC	23 January 2015
Bookbuild to determine the Margin	4 February 2015
Announcement of the Margin and lodgement of the replacement prospectus with ASIC	5 February 2015
Opening Date	5 February 2015
Closing Date for ANZ Securityholder Offer and General Offer	5:00pm AEDT on 26 February 2015
Closing Date for Broker Firm Offer and Institutional Offer	10:00am AEDT on 4 March 2015
Issue Date	5 March 2015
ANZ Capital Notes 3 commence trading on ASX (deferred settlement basis)	6 March 2015
Confirmation Statements despatched by	10 March 2015
ANZ Capital Notes 3 commence trading on ASX (normal settlement basis)	11 March 2015
First half-yearly Distribution Payment Date	24 September 2015
Optional Exchange Date	24 March 2023
Mandatory Conversion Date <sup>2</sup>	24 March 2025

1. The key dates for the Offer are indicative only and may change without notice

2. The Mandatory Conversion Date may be later than 24 March 2025 or may not occur at all if the Mandatory Conversion Conditions are not satisfied



## ANZ Capital Notes 3 Offer

Financial Results 30 September 2014



#### **Full year result overview**

	FY1	FY14		14	
	\$m	v FY13	\$m	v 1H14 Annualised	
Revenue	19,578	6.5%	9,910	5.1%	
Expenses	(8,760)	6.1%	(4,474)	9.0%	
Pre-provision Profit	10,818	6.7%	5,436	2.0%	
Provisions	(989)	-17%	(461)	-24%	
Тах	(2,700)	11%	(1,367)	5%	
Cash Profit	7,117	10%	3,602	5%	
Stat. adjustments	154		277		
Statutory Profit	7,271	15%	3,879	31%	
Earnings per share (cents)	260.3	+9%			
Dividend per share (cents)	178	+9%			
Return on equity	15.4%	+10bps			
Net interest margin	2.13%	-9bps			
Cost to income ratio	44.7%	-20bps			

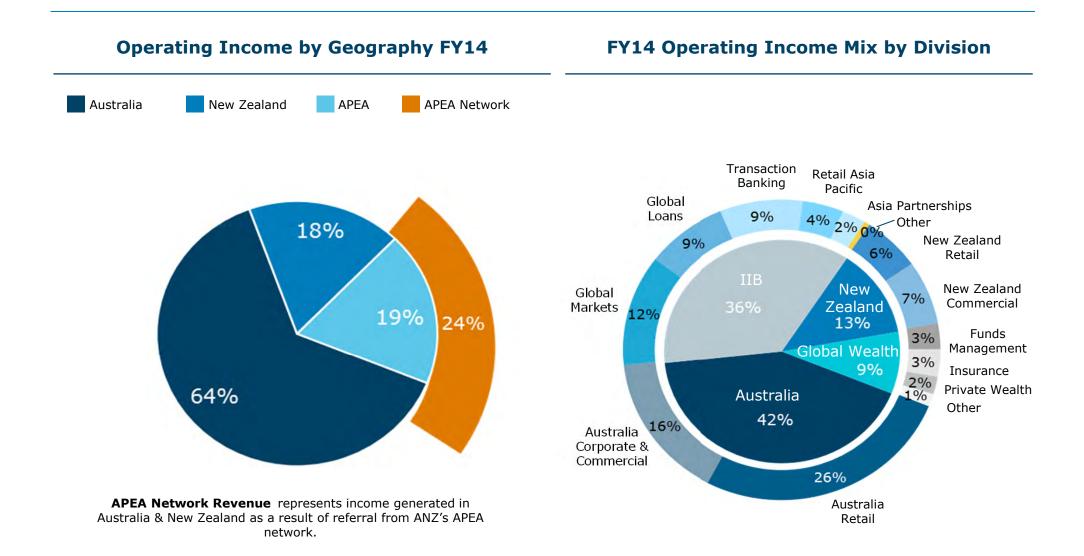
All figures are presented on Cash basis in Australian Dollars unless otherwise noted. In arriving at Cash Profit, Statutory Profit is adjusted to exclude noncore items, further information is set out on page 90 of the 2014 Full Year Consolidated Financial Report

### **2014 Result by operating division**

	FY14	v FY13		FY14	v FY13
Australia			New Zealand	(NZD)	
Operating Income	8,228	+5%	Operating Income	2,744	+2%
Operating Expenses	3,057	+3%	Operating Expenses	1,129	-3%
Cost to Income Ratio	37.2%	-50 bps	Cost to Income Ratio	41.1%	-240 bps
Net Interest Margin	2.51%	-1 bp	Net Interest Margin	2.48%	-1 bp
International & Institu	International & Institutional Banking			alth	
Operating Income	7,015	+7%	Operating Income	1,744	+14%
Operating Expenses	3,215	+8%	Operating Expenses	1,026	+7%
Cost to Income Ratio	45.8%	+40 bps	Cost to Income Ratio	58.8%	-380 bps
Net Interest Margin ex Global Markets	2.43%	-29 bps			



### **Operating income by Geography and Division**

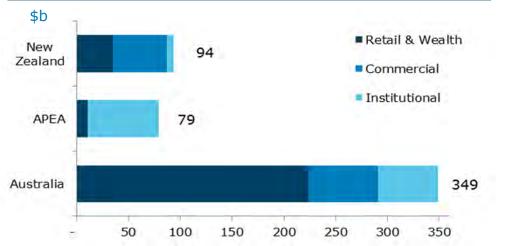


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#### **Customer loans and deposits by Geography and Division**

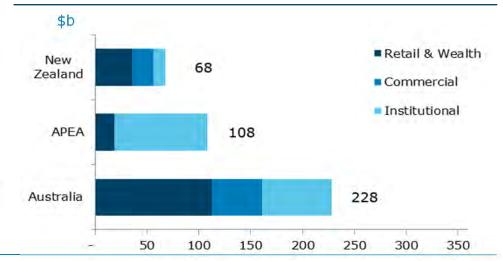
Customer Lending<sup>1</sup> by Geography of FY14 **Customer Deposits by Geography of FY14 APEA** APEA 15% 27% New New Zealand Zealand 18% 17% Australia Australia 56% 67%

#### Customer Lending<sup>1</sup> by Geographic Segment



1. Customer lending represents Net Loans & Advances including acceptances

#### **Customer Deposits by Geographic Segment**



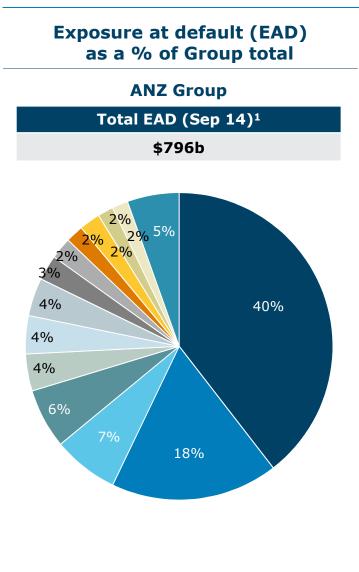
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## **Credit quality overview**

Credit quality		Provision charge				
<b>+</b> 32%	Gross impaired assets \$2,889m	<ul> <li>Individual Provision (IP) Charge (LHS)</li> <li>Collective Provision (CP) Charge (LHS)</li> <li>Total Provision Charge as % Avg. Net Advances</li> <li>2,500</li> <li>R5%</li> </ul>				
<b>+17%</b>	Credit impairment charge \$989m	1,500 - 500 - -500 -				
<b><b>↑7</b>%</b>	Total risk weighted assets \$362b	FY09       FY10       FY11       FY12       FY13       FY14         Impaired assets         \$m       Gross Impaired Assets       New Impaired Assets				
<b>↑10%</b>	Credit exposure (EAD) \$813b <sup>1</sup>	7,000 6,000 5,000 4,000				
89bps	CP coverage ratio (CP/CRWA)	$\begin{array}{c} 3,000 \\ 2,000 \\ 1,000 \\ 0 \\ \end{array}$				



#### **Credit portfolio composition**



Category	EAD		% in non- performing	
	Sep-13	Sep-14	Sep-13	Sep-14
Consumer Lending	40.8%	39.5%	0.2%	0.2%
Finance, Investment & Insurance	15.9%	17.6%	0.1%	0.0%
Property Services	7.1%	6.9%	1.1%	1.3%
Manufacturing	6.0%	6.3%	0.7%	0.5%
Agriculture, Forestry, Fishing	4.3%	3.9%	4.1%	2.5%
Government & Official Institutions	4.0%	4.0%	0.0%	0.0%
Wholesale trade	3.9%	4.0%	0.8%	0.5%
Retail Trade	2.9%	2.7%	0.9%	0.5%
Transport & Storage	2.2%	2.3%	1.6%	2.1%
Business Services	2.0%	1.9%	0.5%	1.2%
Resources (Mining)	1.9%	2.2%	1.2%	0.8%
Electricity, Gas & Water Supply	1.7%	1.6%	0.1%	0.1%
Construction	1.7%	1.7%	1.1%	1.8%
Other	5.7%	5.5%	0.9%	0.4%

1. EAD excludes amounts for 'Securitisation' and 'Other Assets' Basel asset classes



## ANZ Capital Notes 3 Offer

Capital, Funding & Liquidity



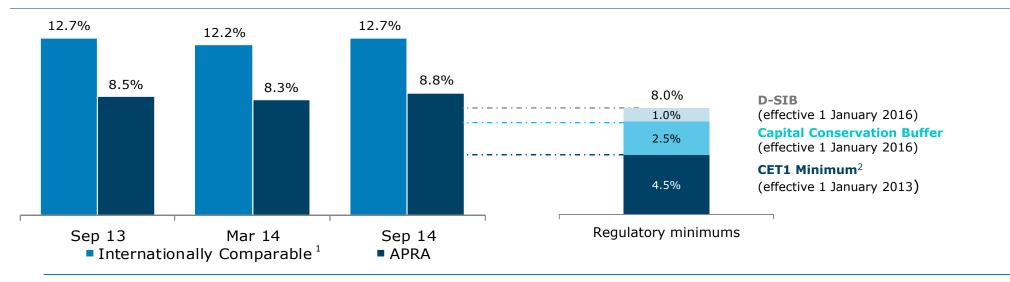
### **ANZ is well capitalised**

#### Capital Update – FY14

- Strong organic capital generation in 2H14 of 84bps. Growth in CET1 of 47bps in 2H14 to 8.8% largely reflects an ongoing focus on capital efficiency
- 1% CET1 D-SIB capital build largely complete (D-SIB implementation in January 2016)
- Internationally Comparable<sup>1</sup> CET1 ratio is ~3.9% higher than under APRA basis. Reflects variances between Basel III under APRA and Basel standards
- Dividend payout to remain towards upper end of 65-70% range. Consistent with 1H14, no DRP neutralisation or discount applied

#### **Capital Reconciliation Under Basel 3 – FY14**

	CET1	Tier 1	Total Capital
APRA	8.8%	10.7%	12.7%
10%/15% allowance for equity investments and DTA	1.0%	0.9%	0.9%
Mortgage 20% LGD floor	0.4%	0.5%	0.5%
IRRBB RWA (APRA Pillar 1 approach)	0.4%	0.4%	0.5%
Specialised Lending (Advanced treatment)	0.4%	0.4%	0.5%
Corporate undrawn EAD and unsecured LGD adjustments	1.5%	1.8%	2.1%
Other items	0.2%	0.3%	0.3%
Internationally Comparable	12.7%	15.0%	17.5%

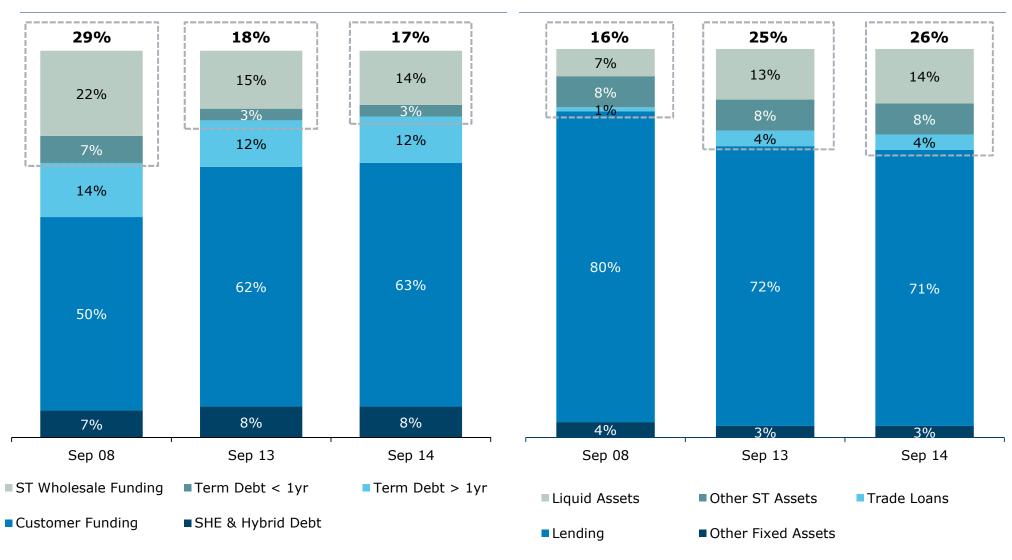


Basel 3 Common Equity Tier 1 (CET1)

1. Methodology per Australian Bankers' Association: International comparability of capital ratios of Australia's major banks (August 2014). Prior year comparatives have been restated based on current methology

2. APRA may set higher targets for individual ADIs.

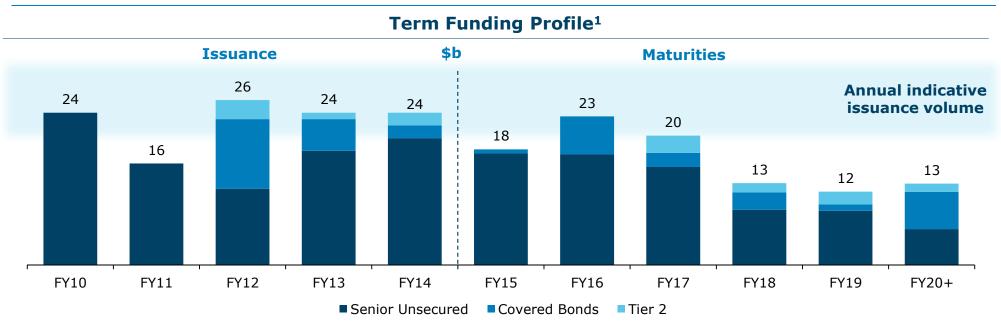
#### **Stable balance sheet composition**



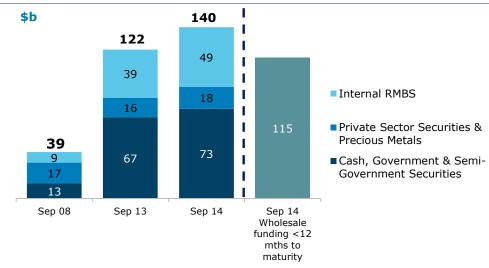
Funding mix

Asset tenor mix

# Term wholesale funding portfolio – consistent and well diversified



#### Liquid Assets<sup>2</sup>



#### **Liquidity Update**

- As a result of a shortage of HQLA including government bonds in Australia, APRA will allow banks to meet some of their Basel III Liquidity Coverage Ratio (LCR) requirement via a Committed Liquidity Facility (CLF)
- The CLF is operated by the Reserve Bank of Australia and provides banks with access to a pre-specified amount of liquidity accessible via repo agreements
- ANZ has completed preparation for the implementation of the LCR from 1 January 2015 including holding assets required as part of CLF
- Liquid assets comfortably exceed wholesale funding maturities over the next twelve months.

1. All figures based on historical FX; and excludes hybrids. Includes transactions with a call or maturity date greater than 12 months as at 30 September 2014 in the respective year of issuance. 2. Post RBA haircut



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