



5 May 2021

Market Announcements Office
ASX Limited
Level 4
20 Bridge Street
SYDNEY NSW 2000

ANZ 1H 2021 Results Presentation & Investor Discussion Pack

Australia and New Zealand Banking Group Limited (ANZ) today released its 1H 2021 Results Presentation & Investor Discussion Pack.

It has been approved for distribution by ANZ's Continuous Disclosure Committee.

Yours faithfully

Simon Pordage

Company Secretary

Australia and New Zealand Banking Group Limited

2021 HALF YEAR RESULTS

HALF YEAR ENDED 31 MARCH 2021

**RESULTS PRESENTATION &
INVESTOR DISCUSSION PACK**



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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 in the 2021 Half Year Consolidated Financial Report.

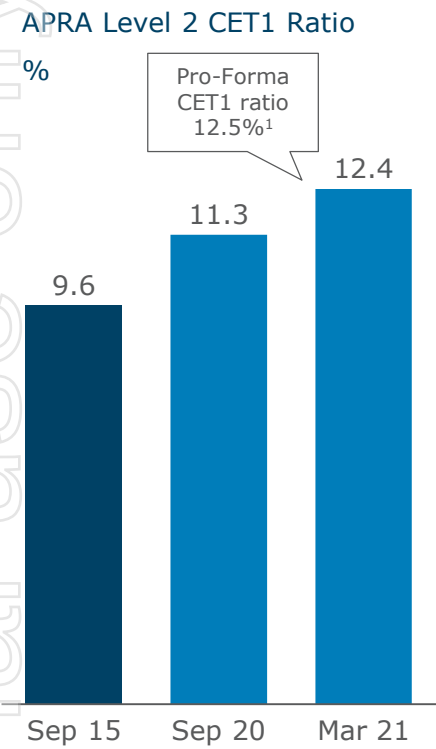
2021 HALF YEAR RESULTS

SHAYNE ELLIOTT
CHIEF EXECUTIVE OFFICER

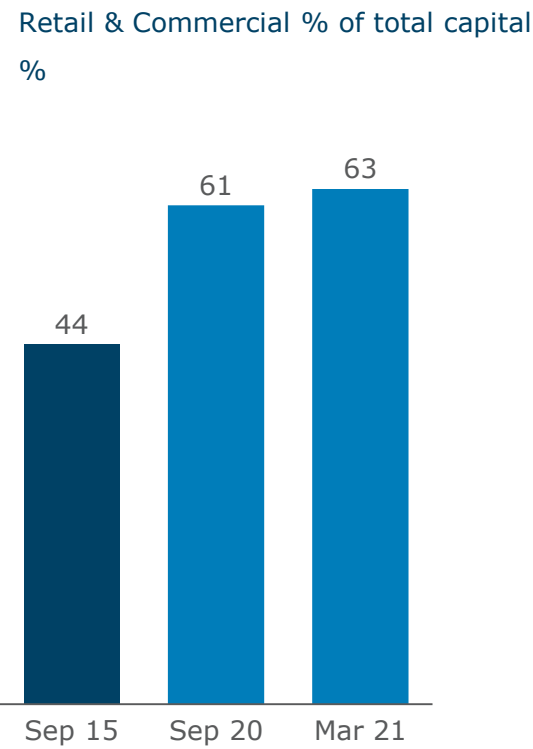


SIMPLER, BETTER BALANCED, STRONGER

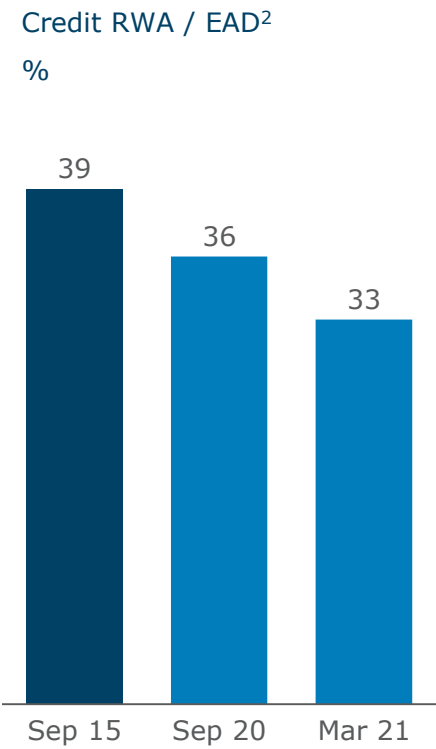
CAPITAL STRENGTH



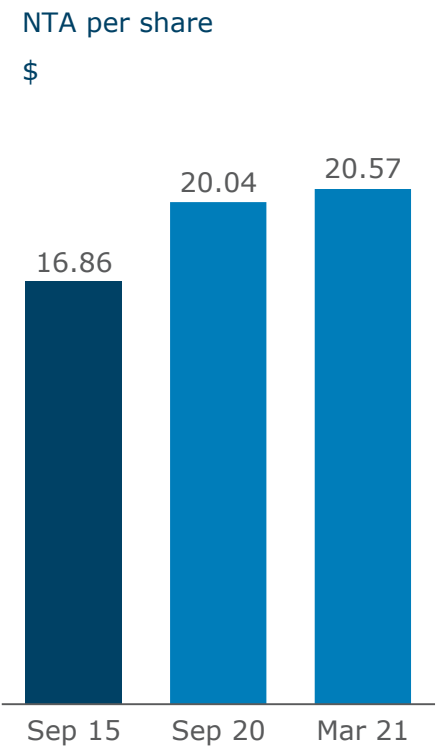
CAPITAL ALLOCATION



RISK INTENSITY



NET TANGIBLE ASSETS



1. With conversion of NZD500m Capital Notes
2. Credit Risk Weighted Assets (RWA) as a % of Exposure at Default (EAD)

FINANCIAL OVERVIEW

	1H21	1H21 v 2H20
Statutory Profit (\$m)	2,943	+45%
Cash Profit (continuing operations)¹ (\$m)	2,990	+28%
Return on Equity (%)	9.7	+206bps
Earnings Per Share (cents)	105.3	+27%
Cash Profit (continuing operations) ex large / notable items (\$m)	3,807	+33%
Dividend Per Share (cents)	70	+35
Franking (%)	100	
APRA Level 2 CET1 Ratio (%)	12.4	+110bps
Net Tangible Assets Per Share (\$)	20.57	+0.53

1. Includes the impact of Large / Notable items, excludes discontinued operations

OUR PURPOSE & STRATEGY



STRATEGY

To improve the financial wellbeing & sustainability of customers

By providing relevant, efficient and connected services; tools and insights that engage & retain customers better and in doing so increase the lifetime value for shareholders



HELP PEOPLE SAVE FOR, BUY & OWN A LIVEABLE HOUSE



HELP PEOPLE START OR BUY AND GROW THEIR BUSINESS & ADOPT SUSTAINABLE BUSINESS PRACTICES



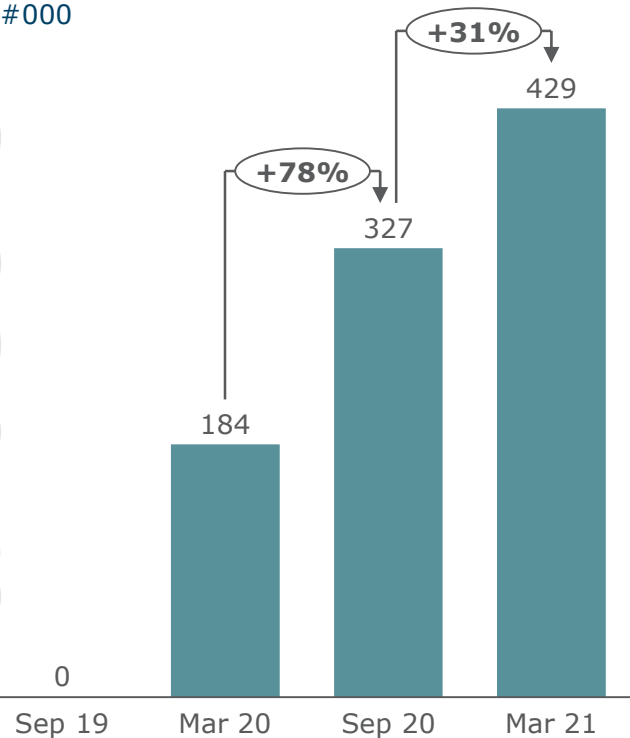
HELP COMPANIES MOVE GOODS & CAPITAL AROUND THE REGION & ADOPT SUSTAINABLE BUSINESS PRACTICES

DELIVERING ON OUR STRATEGY

HELP PEOPLE SAVE FOR, BUY AND OWN A LIVEABLE HOUSE

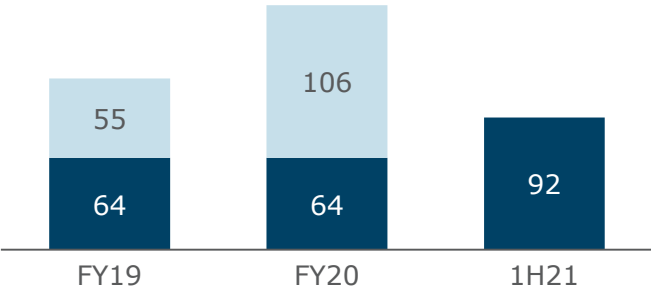
SAVINGS GOALS

SET A SAVINGS GOAL¹
#000

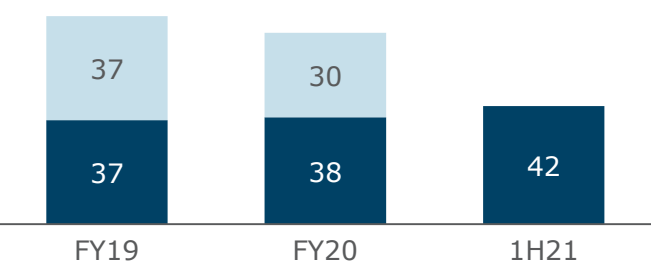


NEW HOME LOANS ACCOUNTS²

AUSTRALIA
#000



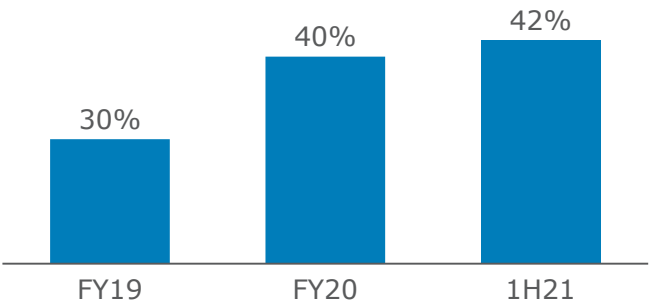
NEW ZEALAND
#000



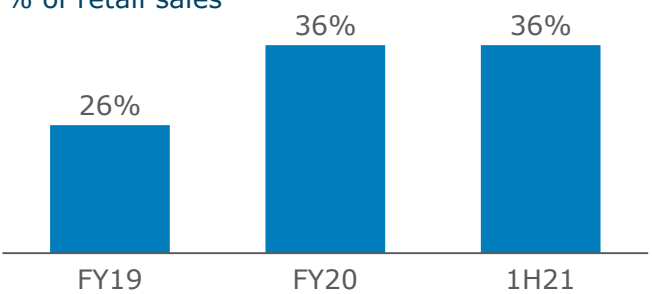
1H 2H

DIGITAL SALES

AUSTRALIA
% of retail sales



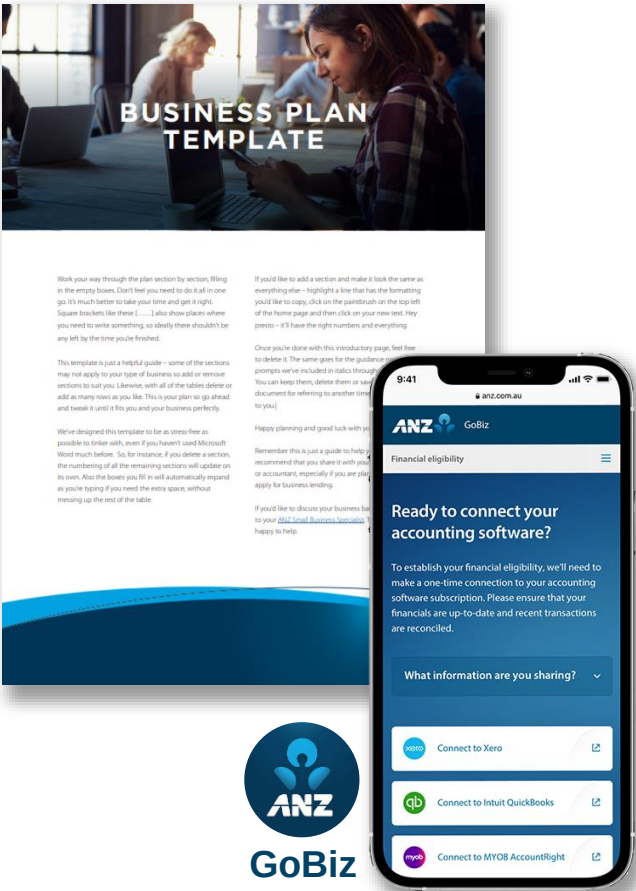
NEW ZEALAND
% of retail sales



1. Launched end of October 2019, represents total savings goals ever set through the ANZ App (Australia)
2. New accounts includes increases to existing accounts and split loans (fixed and variable components of the same loan)

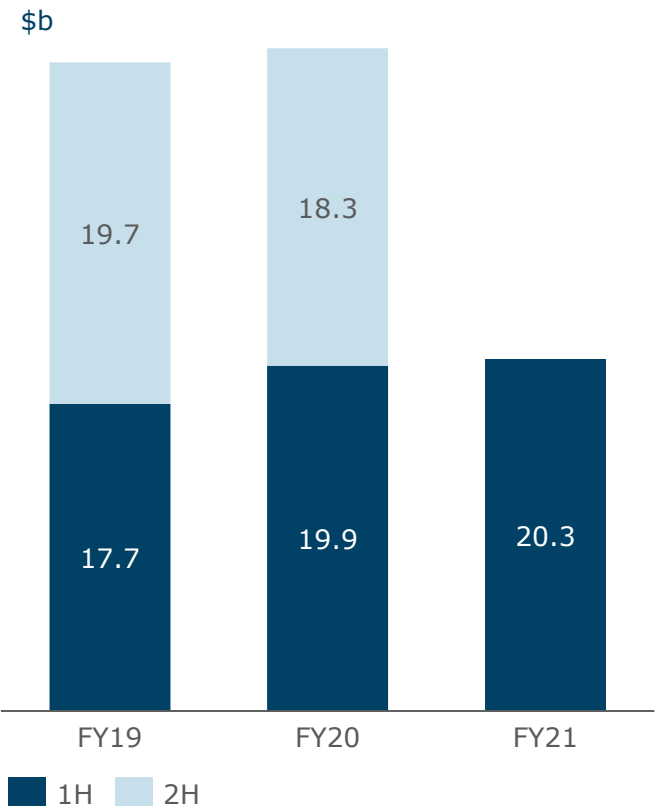
DELIVERING ON OUR STRATEGY

HELP PEOPLE START OR BUY AND GROW THEIR BUSINESS AND ADOPT SUSTAINABLE BUSINESS PRACTICES

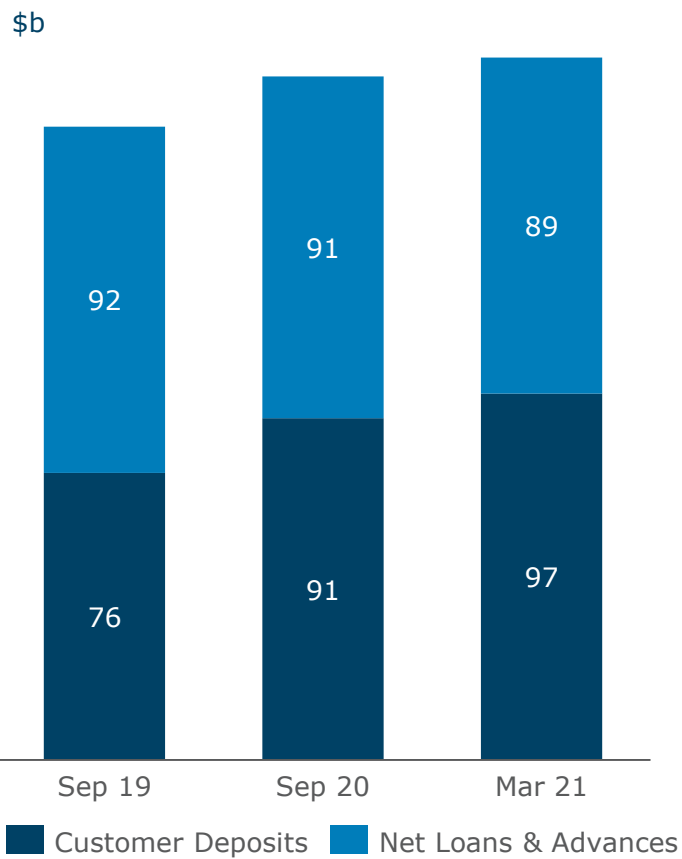


CUSTOMER PAYMENTS

COMMERCIAL BANKING¹ MERCHANT PAYMENTS



COMMERCIAL LOANS & DEPOSITS²



1. Value of transactions within Australia Retail & Commercial division
2. Includes Small Business Banking and Business Banking in Australia and Commercial in New Zealand (ex UDC). FX adjusted

DELIVERING ON OUR STRATEGY

HELP COMPANIES MOVE GOODS AND CAPITAL AROUND THE REGION AND ADOPT SUSTAINABLE BUSINESS PRACTICES

DEBT CAPITAL MARKETS

#1 Mandated Lead Manager and Bookrunner in Australian Dollars in 2020; **#1** for the past 10 years¹

#1 Mandated Lead Manager and Bookrunner in New Zealand Dollars in 2020, **#1** for the past 15 years¹

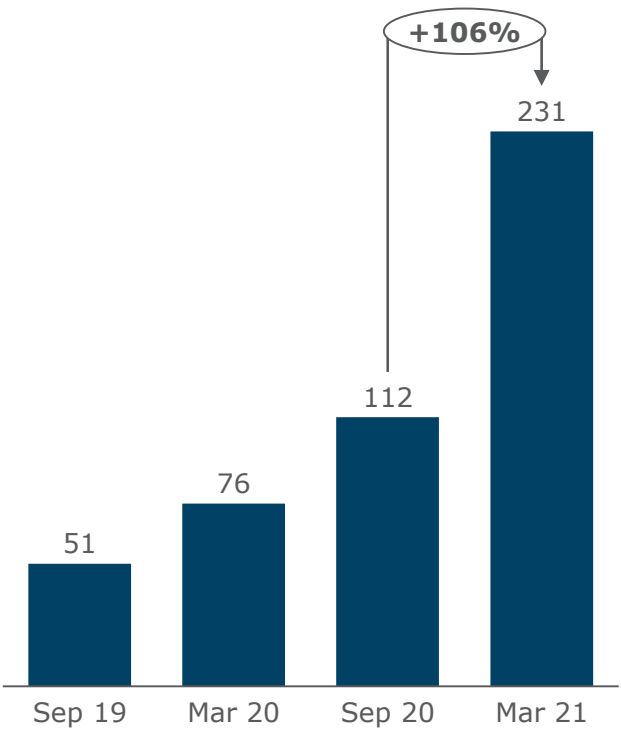
LOAN SYNDICATION

#1 Mandated Arranger and Bookrunner in Australia/NZ in 2020; **#1** in 8 of the past 10 years¹

Leading International Bank as Mandated Arranger and Bookrunner in Asia Pacific (ex Japan) in 2020¹

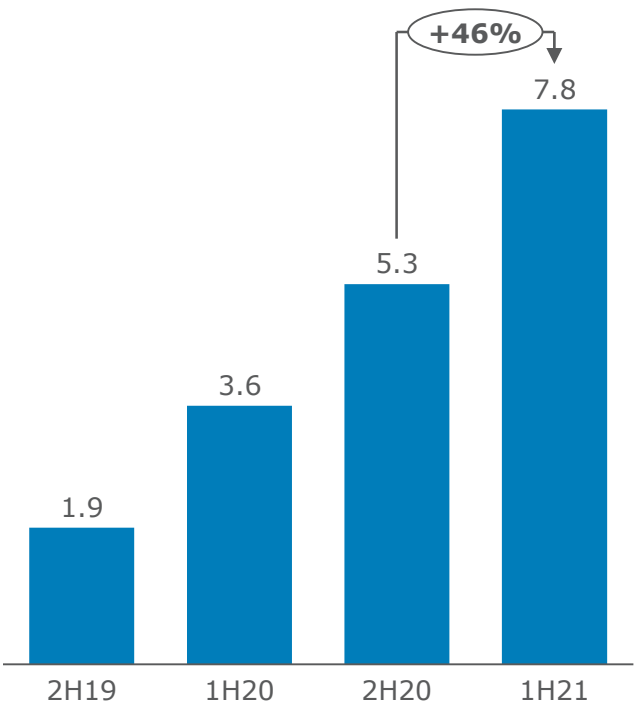
PLATFORM CASH MGT ACCOUNTS²

ACCOUNTS #000



NPP³ AGENCY PAYMENTS

TRANSACTIONS #m



1. Bloomberg's AUD Domestic Ex Self led League table results
2. Platform Cash Management Accounts: The new Cash Management Accounts on the platform provide the ability to support deposit management for entities holding funds on behalf of others. The new accounts on the platform are able to deal with complex business structures in line with evolving customer requirements
3. New Payments Platform (NPP) Agency payments: A service whereby ANZ clears and settles real-time payments for customers of appointer banks on their behalf. Allows Appointers to access Australia's real-time payments network without investing in a direct connection themselves

1. $\frac{1}{2}$
2. $\frac{1}{3}$
3. $\frac{1}{4}$

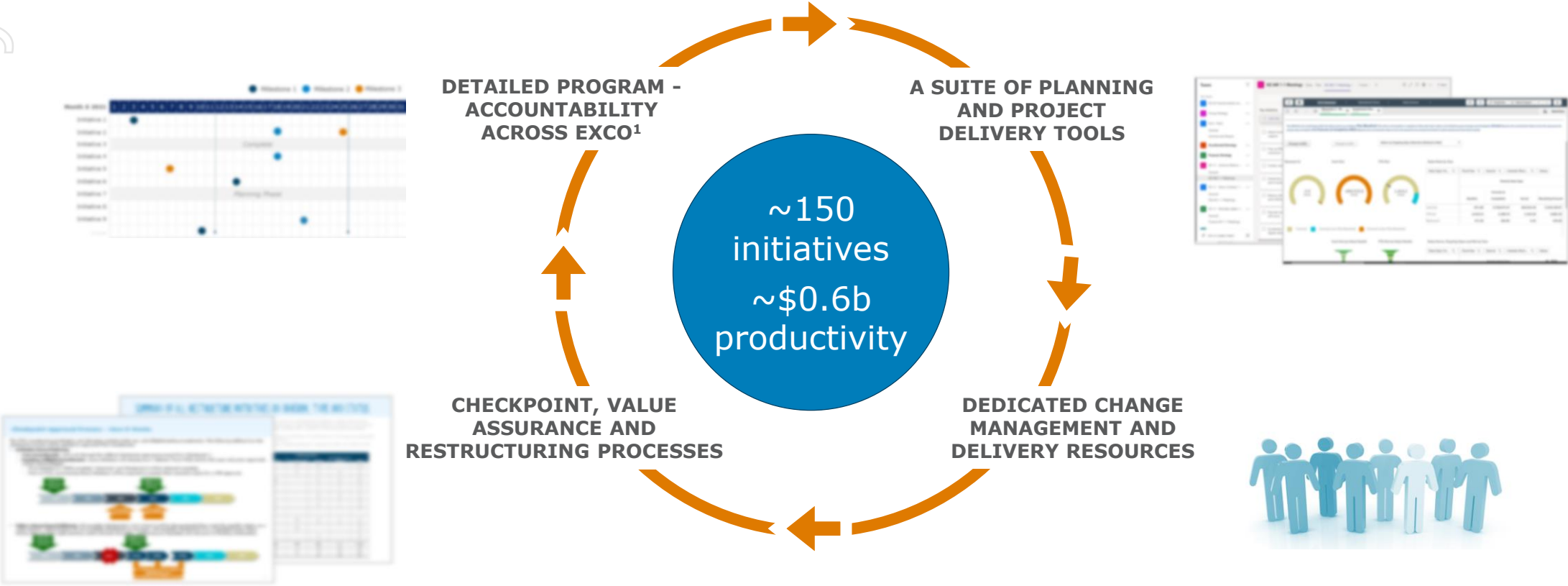
- 1.
- 2.
- 3.

Our continuous transformation to grow & simplify the business has created a more efficient and resilient bank

- 

DRIVEN BY A WELL ESTABLISHED AND DISCIPLINED DELIVERY APPROACH

ersonal use only

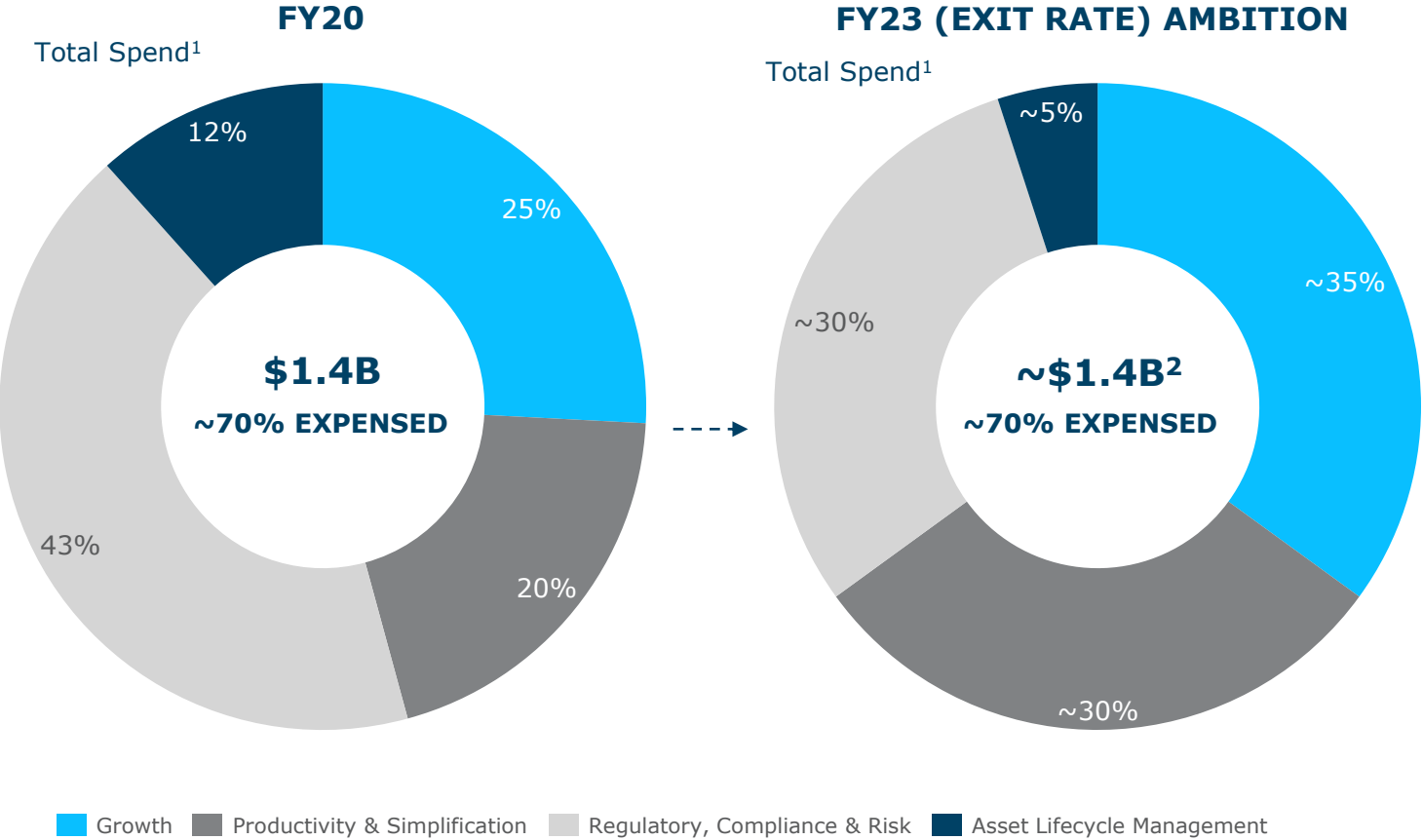
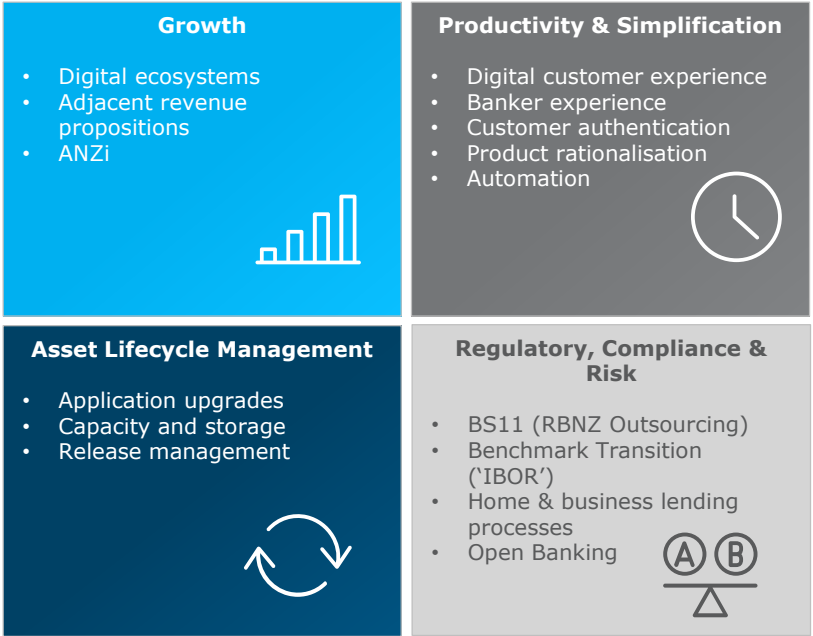


Our focused approach ensures a systematic cadence that adds velocity to benefit realisation

1. Executive Committee

CHANGE THE BANK INVESTMENTS REORIENT BACK TOWARDS GROWTH

Investment Priorities



Completion of major regulatory programs (e.g. BS11), along with our Cloud migration, create greater Growth and Productivity capacity

1. Continuing operations excluding Large / Notable items
2. Current hypothesis only – limited committed spend

SUBSTANTIAL ACCELERATED STRATEGY INITIATIVES IN-FLIGHT

Our goal is to drive:



Better customer experience



Better employee experience



Lower operational risk



Lower absolute costs

RUN THE BANK PRODUCTIVITY AMBITION

FY23 (EXIT RATE) AMBITION
(CHANGE FROM FY20)

~\$0.9b

INITIATIVES IN-FLIGHT

- Delivering digital and remote sales options
 - Refining customer coverage models
 - Optimising investment in physical network
-
- Enabling more requests to be conducted digitally
 - Approval, opening and onboarding process automation
 - Establishing Worldline JV, transition of offsite ATMs
 - Further automation of key operational processes
-
- Automating self service internal reporting
 - Scaled agile work practices
 - Standardisation of like activities across businesses
 - Further product decommissioning
-
- Optimising software, telco and managed services contracts to better align with business needs
 - Building data governance, data management and analytical tools
 - Streamlining internal and external interfaces and 'wiring' through APIs
 - Cloud enabled simplification and SaaS-based approach
-
- Vendor contract optimisation
 - Right-sizing Enablement models
 - Optimising corporate property space
 - Automation opportunities across many areas

~\$0.9b

~\$0.3b

Initiatives to be developed

~\$0.6b

Initiatives in-flight

EVOLVING CUSTOMER ACQUISITION AND DISTRIBUTION MODELS		~\$0.3b	↓ ~15%
OPTIMISED CUSTOMER SERVICING AND TRANSACTION PROCESSING		~\$0.1b	↓ ~12%
MODERNISED PRODUCT MANAGEMENT		~\$0.1b	↓ ~10%
TECHNOLOGY MODERNISATION		~\$0.2b	↓ ~12%
PROPERTY AND ENABLEMENT SIMPLIFICATION		~\$0.2b	↓ ~12%

KEY MESSAGES

- Track record of delivery
- Purpose led transformation
- Strengthening customer relationships in target segments
- Continuing to reshape the portfolio
- Momentum on cost and simplification
- Delivering new capabilities - execution excellence, future ready
- Well positioned for opportunities

2021 HALF YEAR RESULTS

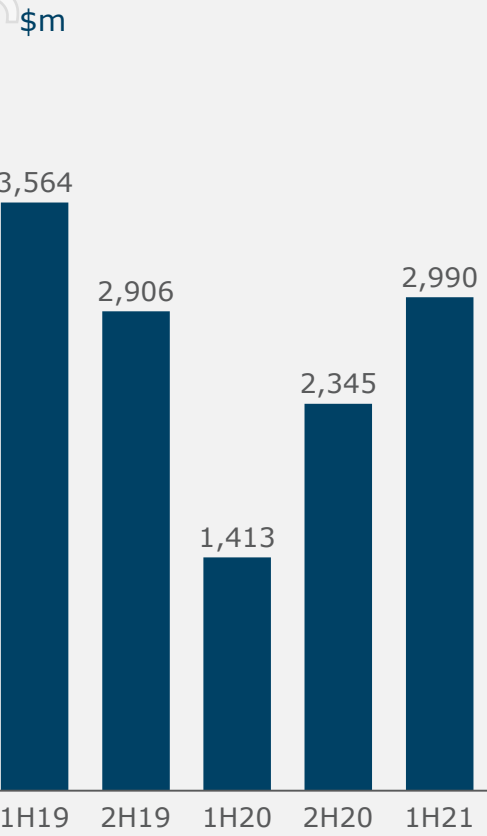
SHANE BUGGLE
CHIEF FINANCIAL OFFICER (ACTING)



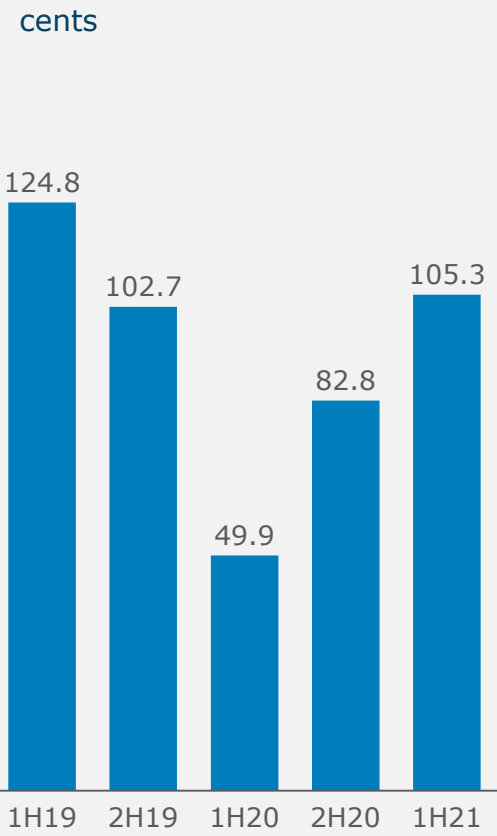
OVERVIEW

CONTINUING OPERATIONS

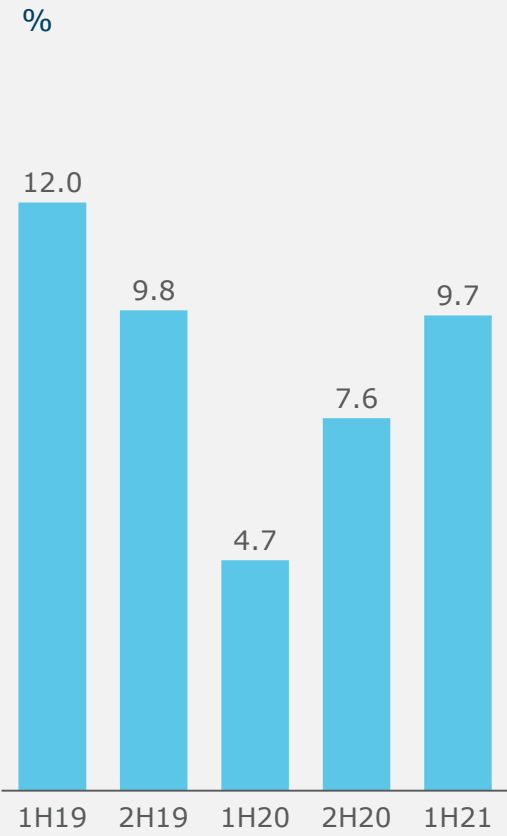
CASH PROFIT



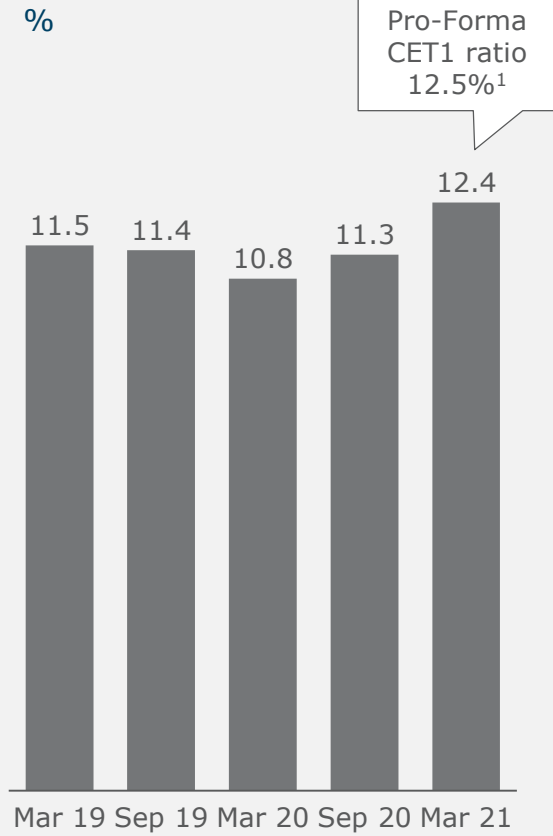
CASH EPS



ROE



APRA LEVEL 2 CET1 RATIO



1. With conversion of NZD500m Capital Notes

AGENDA

1.

Business performance

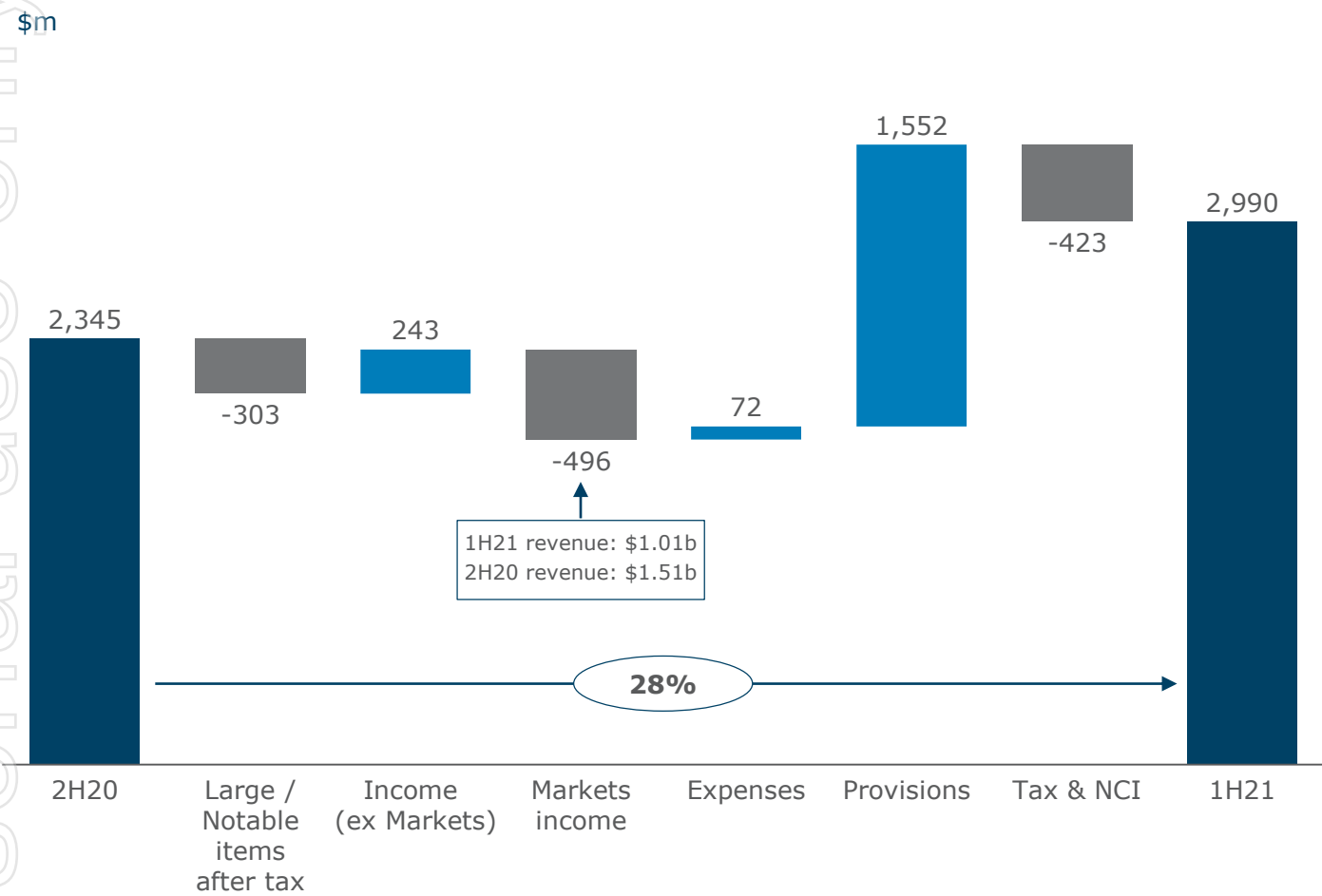
2.

Balance sheet and capital

FINANCIAL PERFORMANCE

CONTINUING OPERATIONS

GROUP PROFIT DRIVERS



CONTINUING OPERATIONS	1H21 v 2H20		
	Income	PBP	NPAT
Total Group ex Large / Notable	-3%	-4%	33%
Australia Retail & Commercial	2%	5%	72%
Institutional	-18%	-29%	-25%
<i>Institutional (ex Markets)</i>	-3%	-3%	6%
New Zealand division (NZD)	8%	15%	50%

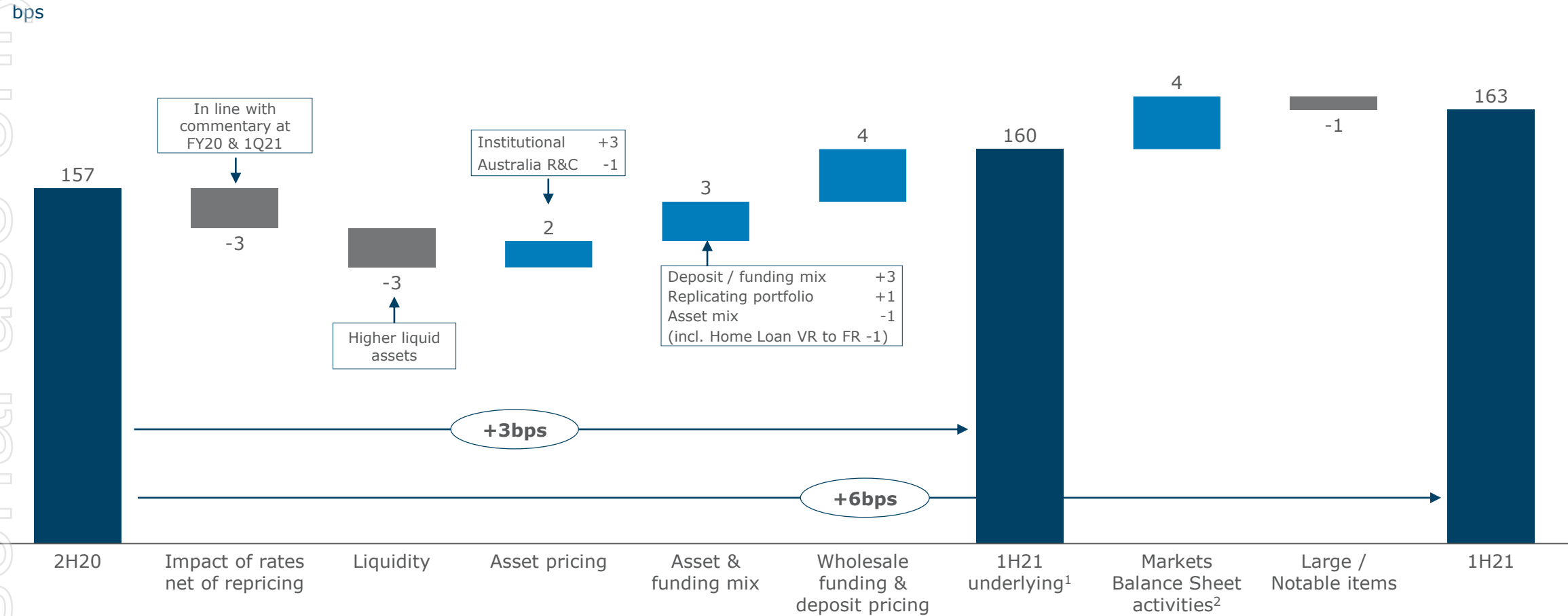
LARGE / NOTABLE ITEMS ¹ \$m	2H20	1H21
Total (after tax)	-514	-817
Divestments incl. Gain/(Loss) on sale	-4	-238
Customer remediation	-188	-108
Litigation settlements	-	-48
Restructuring	-41	-76
Asian associate items	-66	-347
Goodwill write-off	-77	-
Accelerated software amortisation	-138	-

1. Further detail on Large / Notable items is included within the Overview and Additional Financials section of the Investor Discussion pack

NET INTEREST MARGIN

CONTINUING OPERATIONS

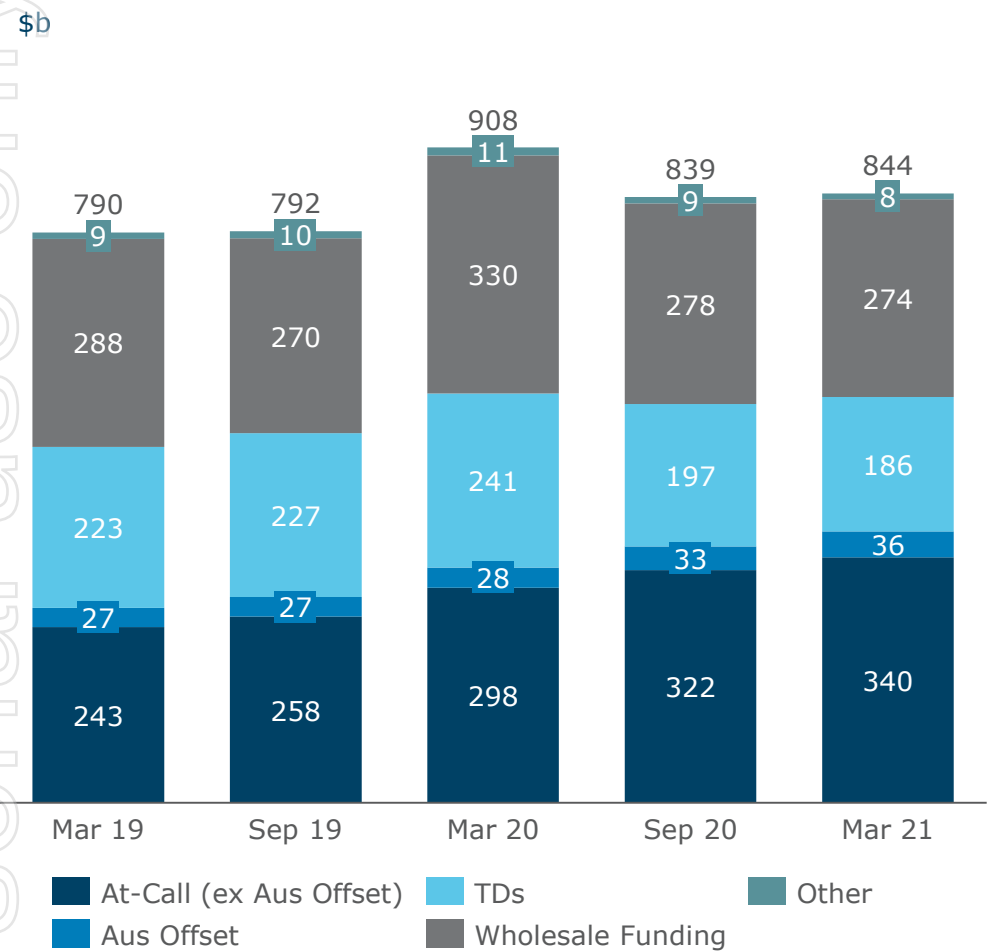
GROUP NET INTEREST MARGIN (NIM)



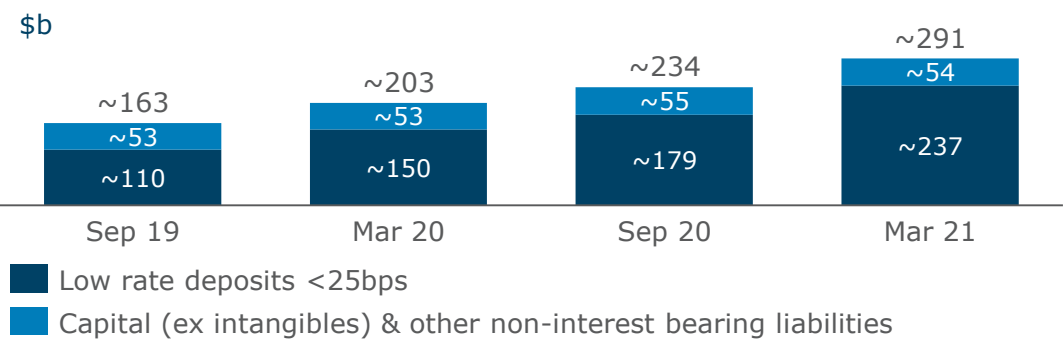
1. Excluding Large / Notable items and Markets Balance Sheet activities
2. Includes the impact of discretionary liquid assets and other Balance Sheet activities

MARGIN CONSIDERATIONS

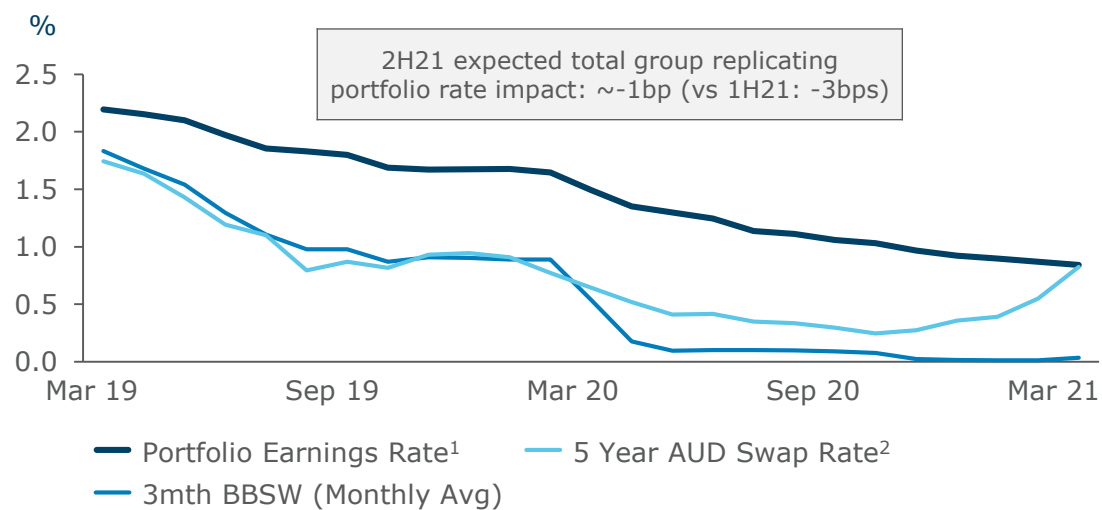
FUNDING COMPOSITION



LOW RATE DEPOSITS & CAPITAL



CAPITAL & REPLICATING DEPOSIT PORTFOLIO (AUSTRALIA)

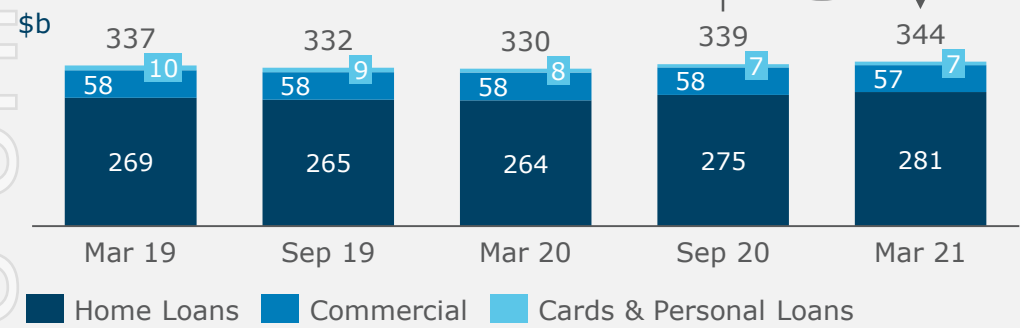


1. Portfolio Earnings Rate is a combination of term swap rates (hedged component) and 3mth BBSW (unhedged)
2. Proxy for hedged investment rate

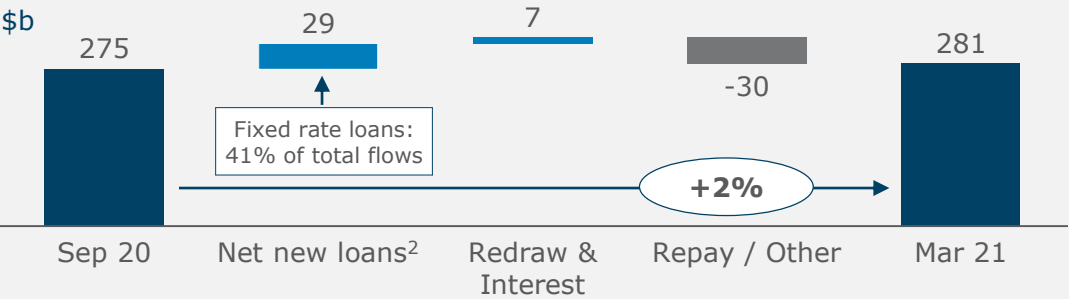
RETAIL & COMMERCIAL

AUSTRALIA

Net Loans and Advances

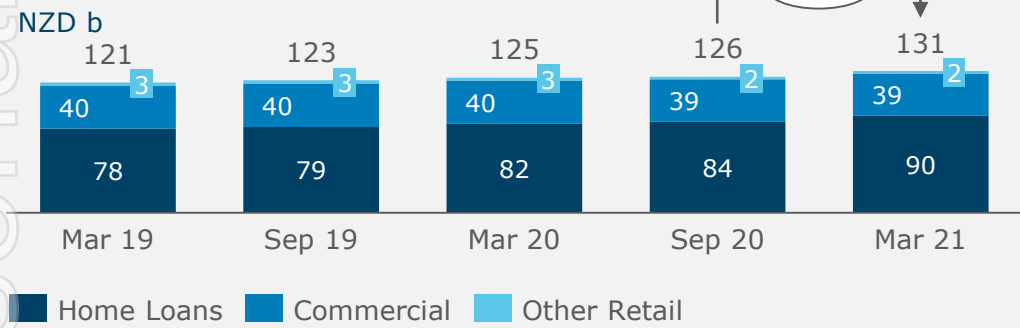


Home loan balance and flows

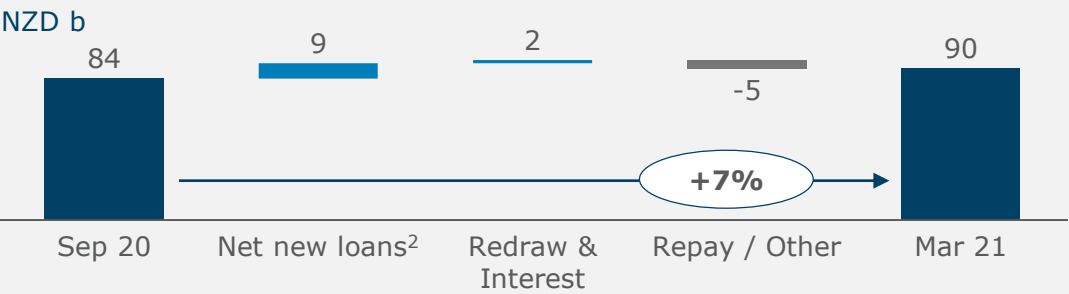


NEW ZEALAND

Net Loans and Advances¹



Home loan balance and flows

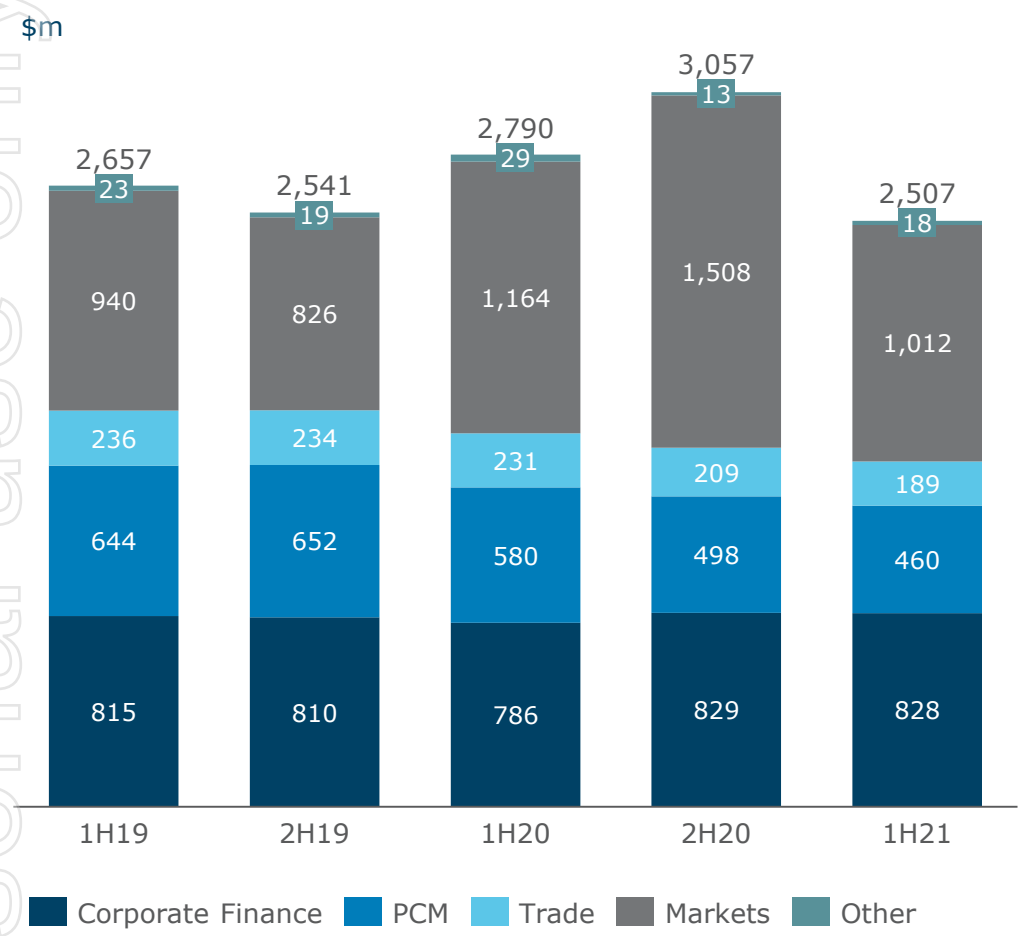


1. Commercial prior periods restated to exclude UDC
2. New sales and net OFI refinance

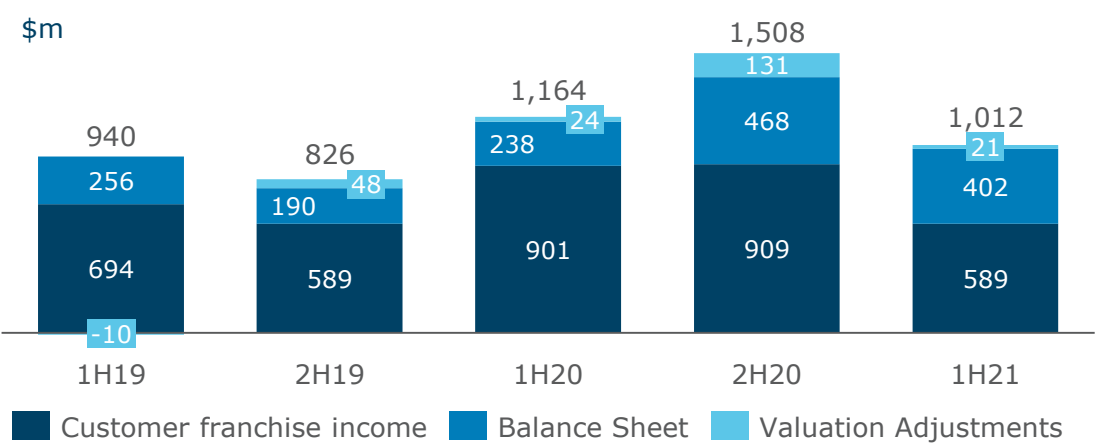
INSTITUTIONAL

CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

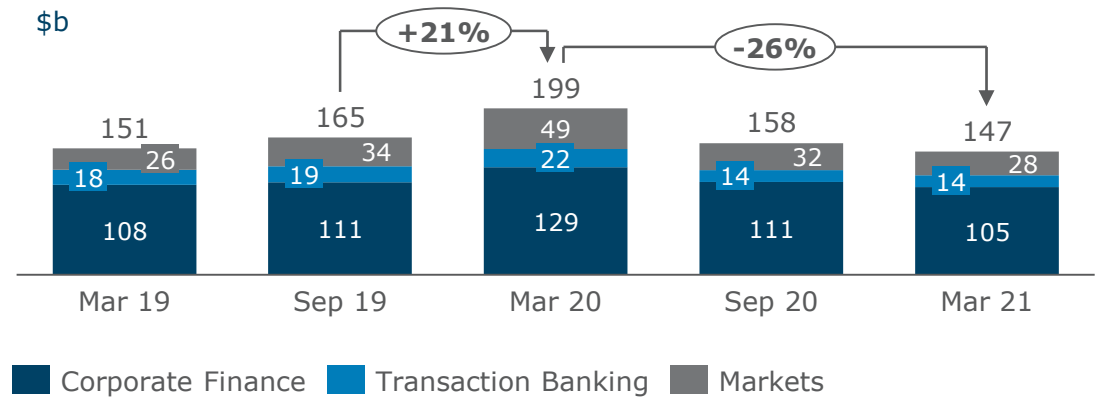
INSTITUTIONAL INCOME COMPOSITION¹



MARKETS INCOME COMPOSITION²



NET LOANS AND ADVANCES

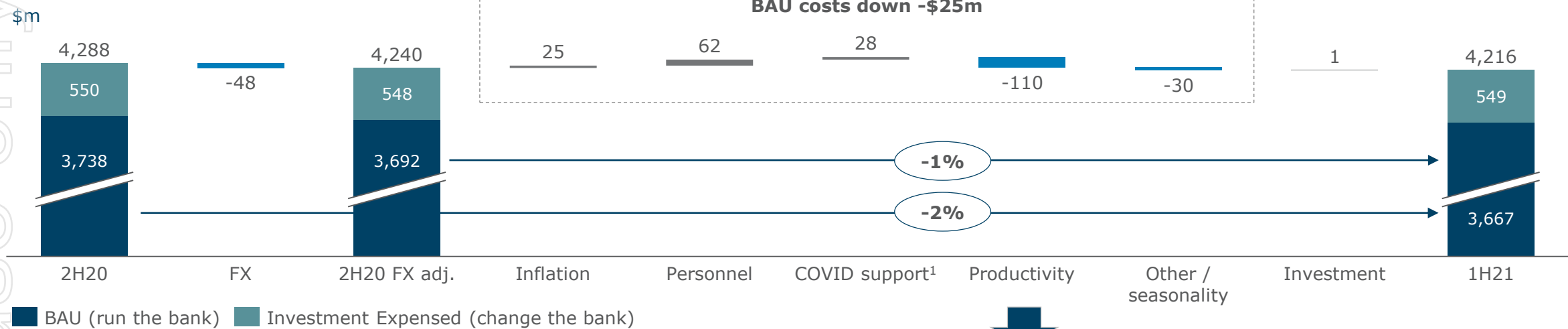


1. Trade: Trade & Supply Chain; PCM: Payments & Cash Management
 2. Composition of Customer franchise income is provided in the 'Additional financial information' section of the Investor Discussion pack

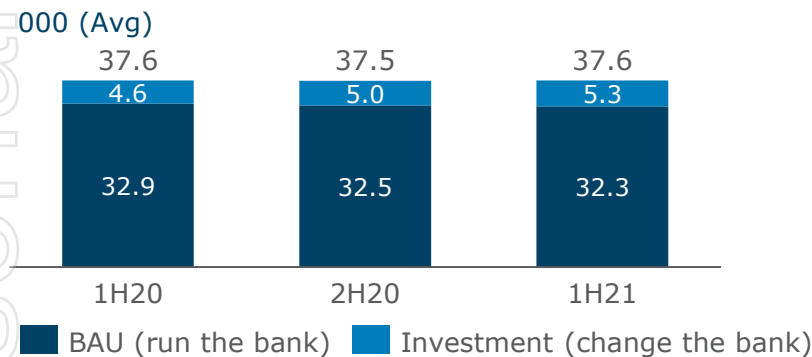
EXPENSES

CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

EXPENSE DRIVERS



FULL TIME EQUIVALENT STAFF (FTE)



ACCELERATED STRATEGY (PRODUCTIVITY SAVINGS \$110M)

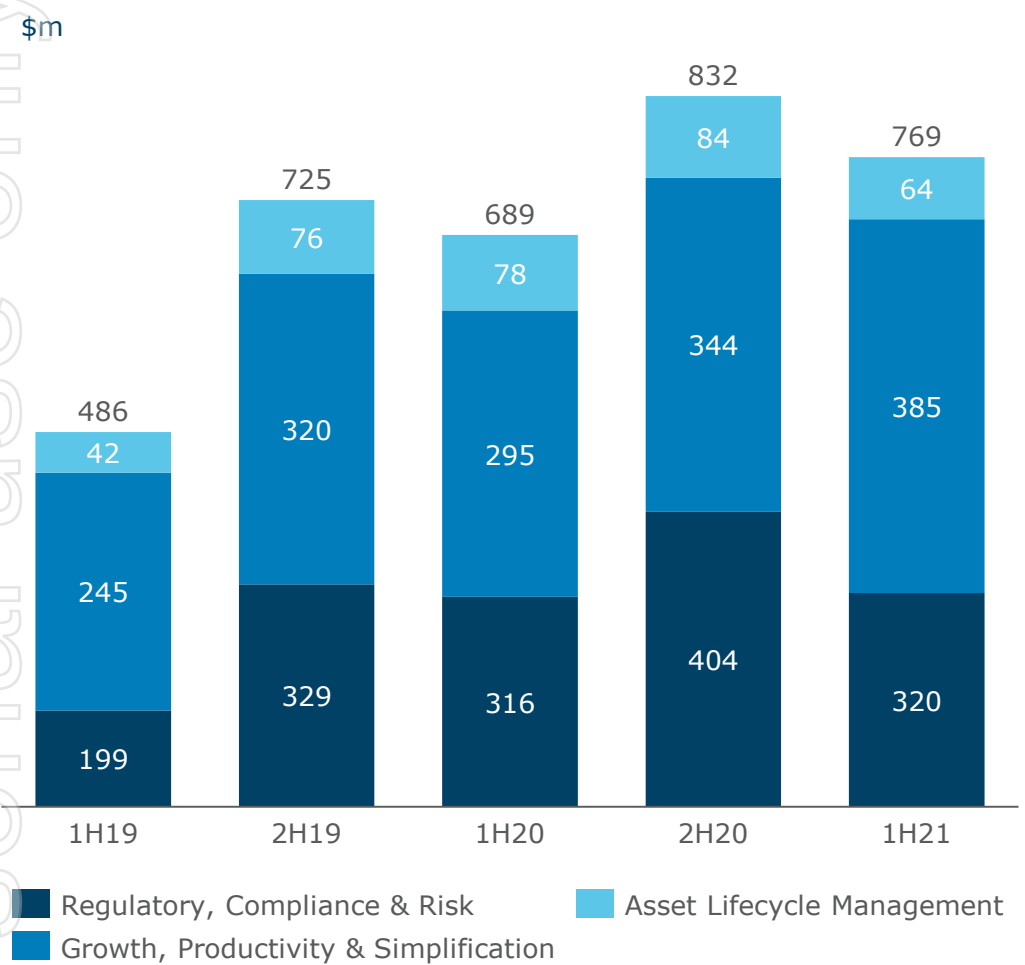
CUSTOMER ACQUISITION & DISTRIBUTION	- Refinement of coverage models - Investment in digital channels, reduced physical presence
CUSTOMER SERVICING & TRANSACTION PROCESSING	Back-office process automation & simplification
PRODUCT MANAGEMENT & INNOVATION	Middle office consolidation
TECHNOLOGY	- Network & software contract review & optimisation - Embedding agile practices in Technology
PROPERTY & ENABLEMENT	- Reduced property footprint - Operating model enhancements

1. Combination of temporary resources to respond to COVID hardship and granting staff extra leave as recognition of their efforts during COVID

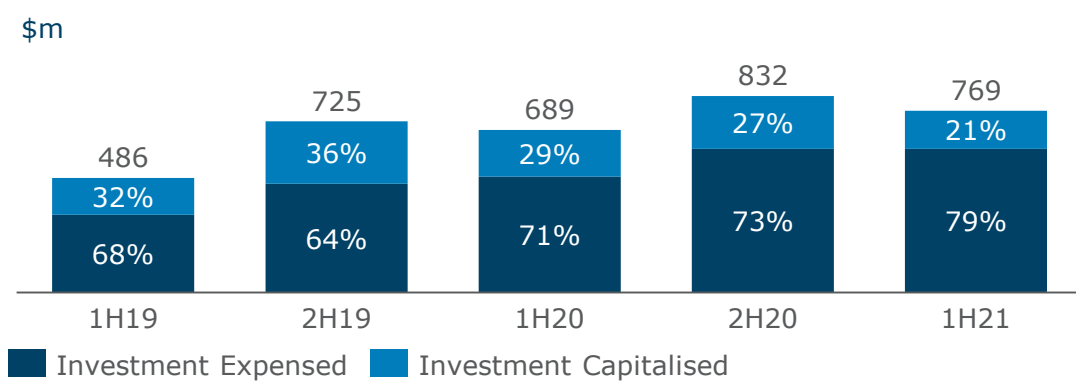
INVESTMENT SPEND

CONTINUING OPERATIONS

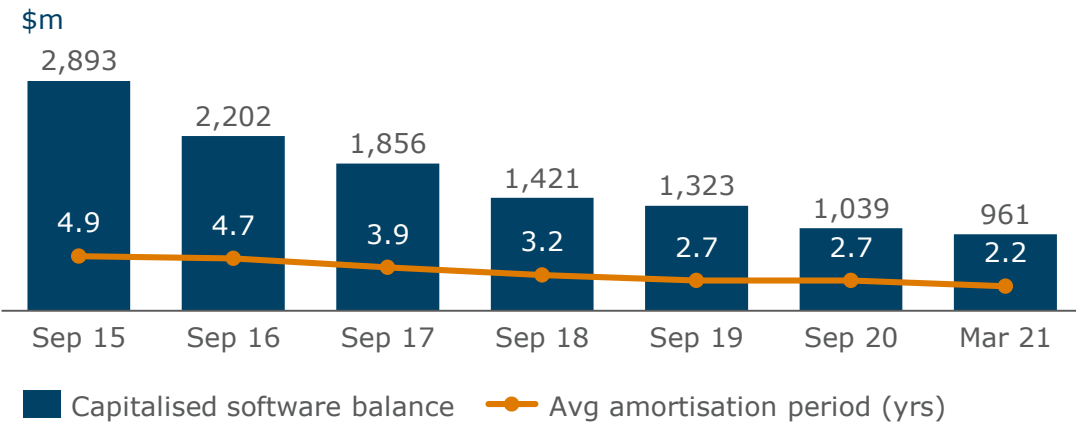
INVESTMENT BY CATEGORY¹



EXPENSED & CAPITALISED¹



CAPITALISED SOFTWARE



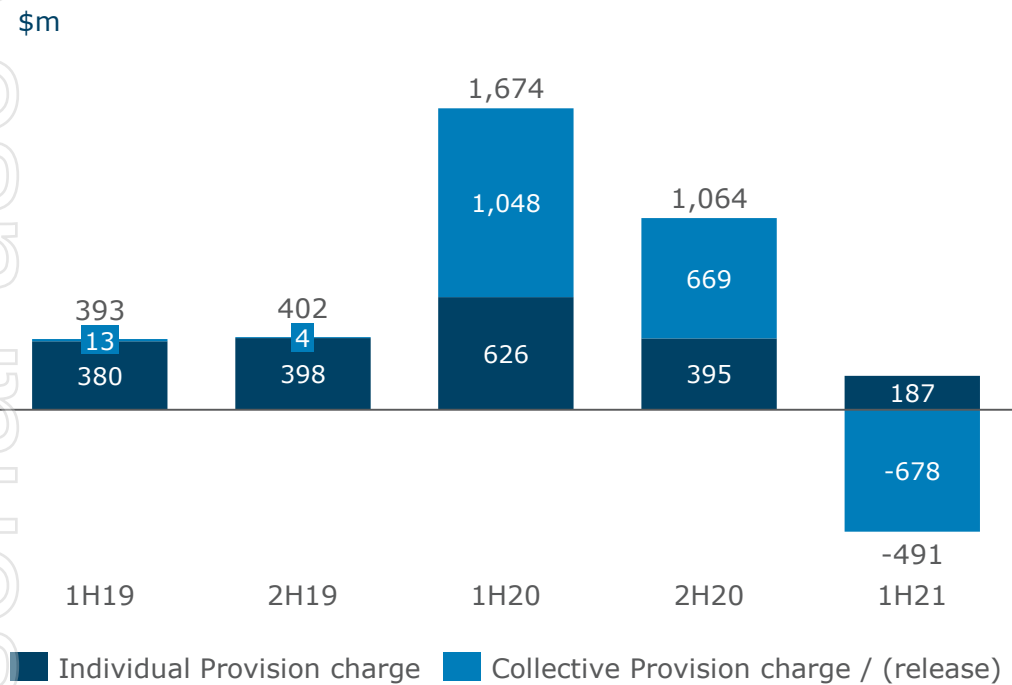
1. Prior periods restated to reflect current management classification

PROVISION CHARGE & BALANCE

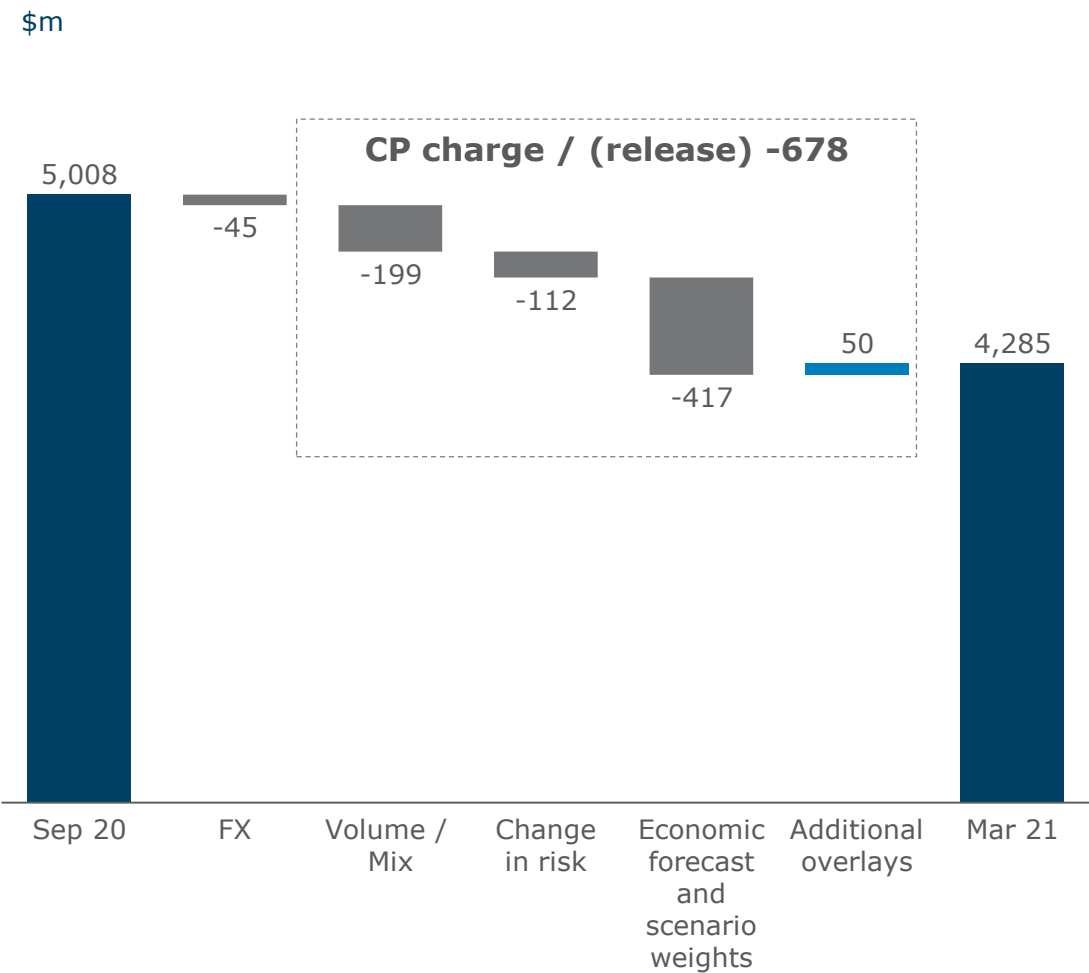
CONTINUING OPERATIONS

TOTAL PROVISION CHARGE

Loss rates (%)	1H19	2H19	1H20	2H20	1H21
IP / Avg GLA ¹	0.12	0.13	0.20	0.12	0.06
Total charge/(release) / Avg GLA ²	0.13	0.13	0.53	0.33	-0.16



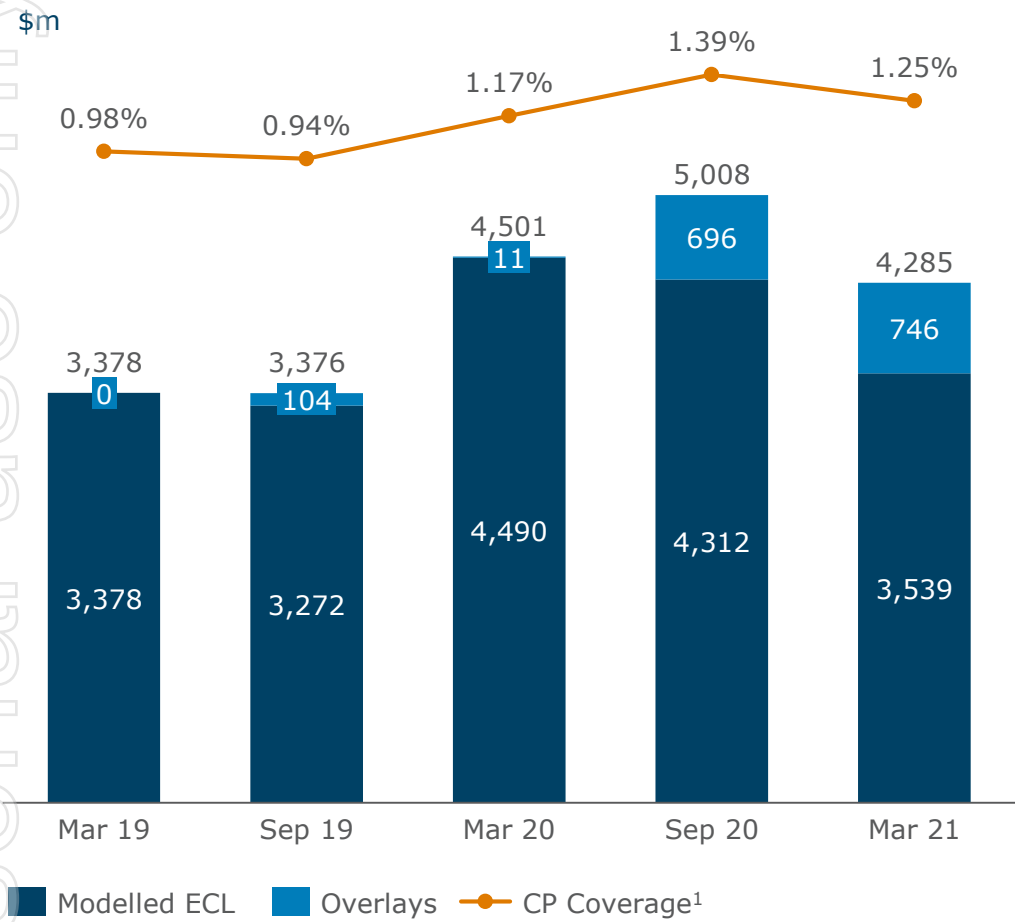
COLLECTIVE PROVISION BALANCE MOVEMENT



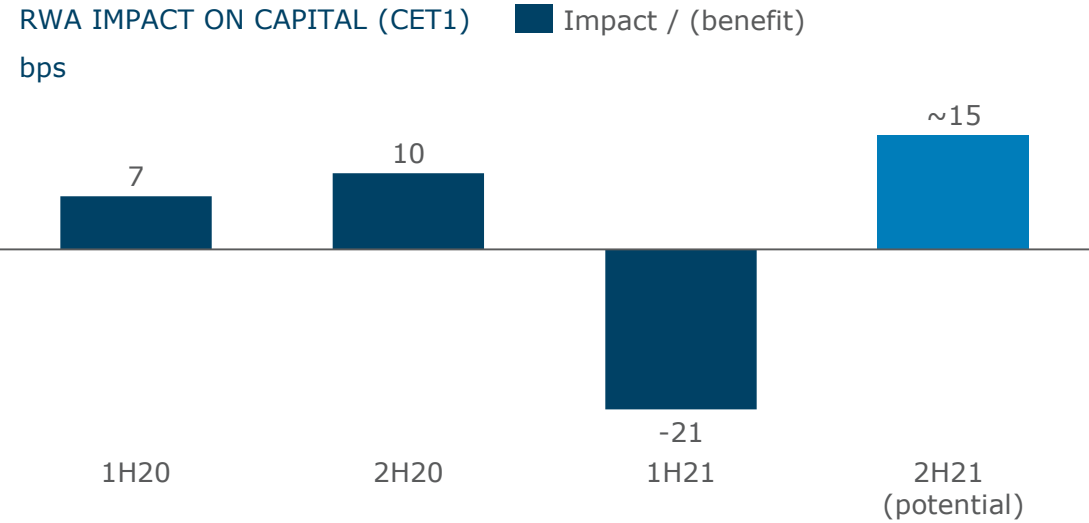
1. Individual Provision charge as a % of average Gross Loans and Advances
2. Total credit impairment charge / (release) as a % of average Gross Loans and Advances

PROVISIONING AND RISK MIGRATION

COLLECTIVE PROVISION BALANCE



IMPACT OF CREDIT PORTFOLIO RISK MIGRATION



Total potential RWA impact on capital	Base case expectation at:		
	31 Mar 20	30 Sep 20	31 Mar 21
Potential 2 year CET1 impact (bps) (cumulative FY20 & FY21)	~110	~65	~10

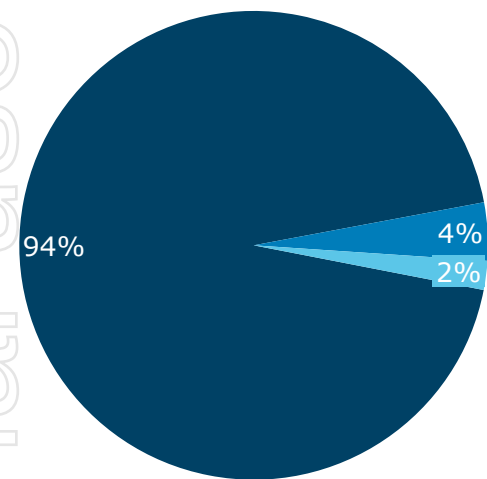
1. Collective Provision balance as a % of Credit Risk Weighted Assets

RETAIL & COMMERCIAL CREDIT QUALITY

LOAN DEFERRALS¹

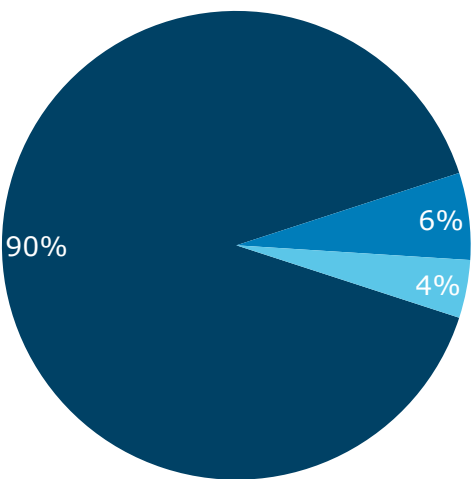
AUS & NZ HOUSING

~121k loans provided with loan repayment deferrals

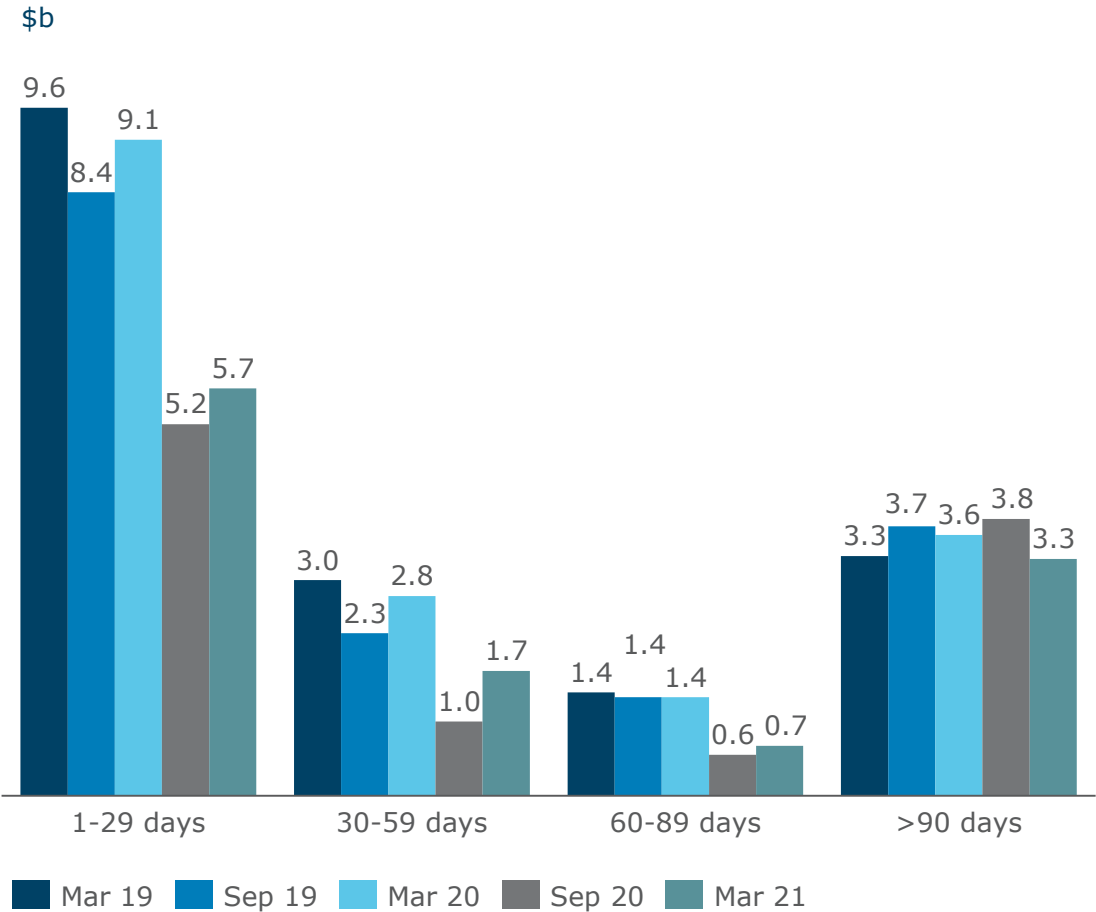


AUS BUSINESS

~24k loans provided with loan repayment deferrals



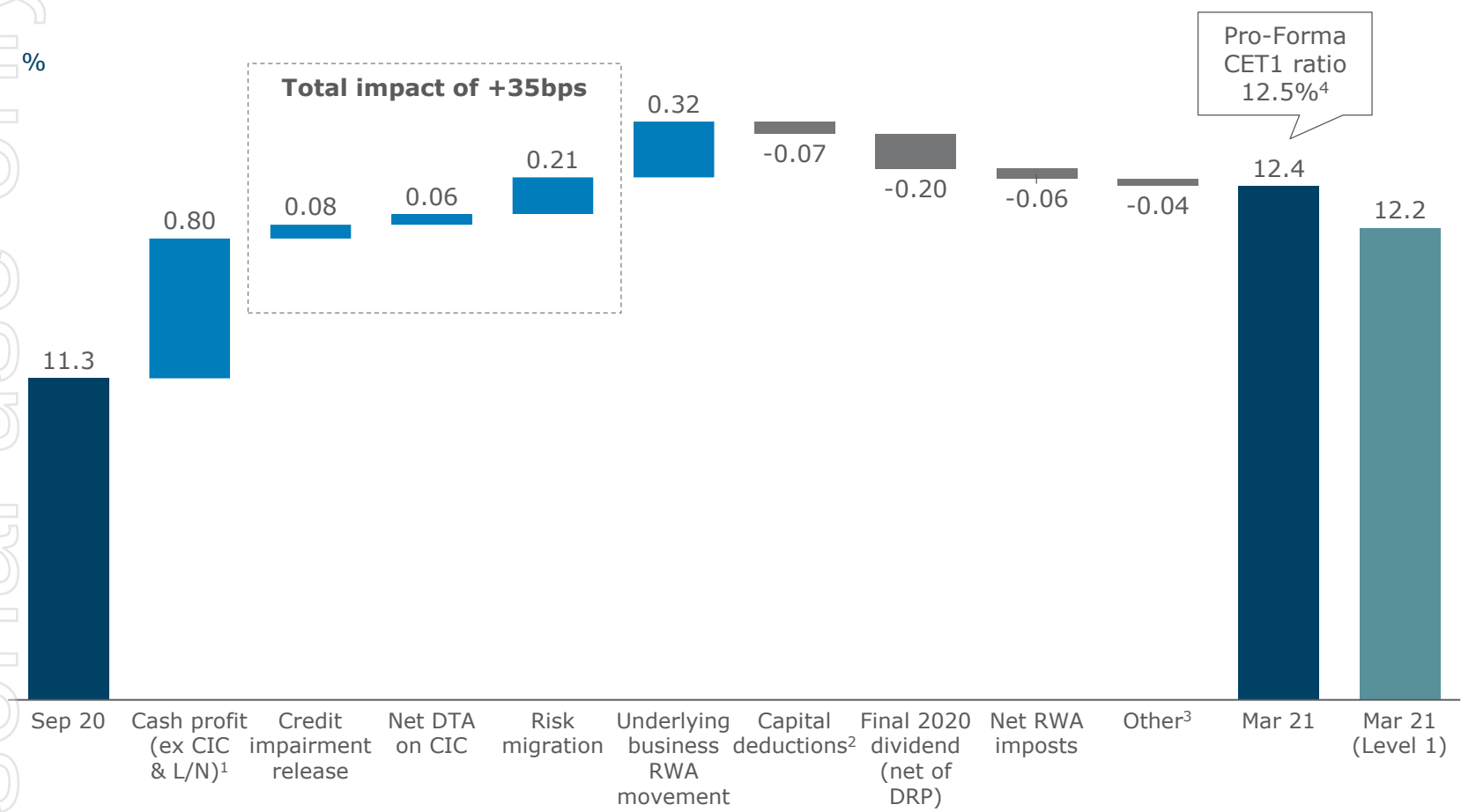
LOANS & ADVANCES PAST DUE²



1. Total loan deferrals: March 2020 to March 2021. All loans completed their deferral period on or before 31 March 2021
2. Excluding impaired assets

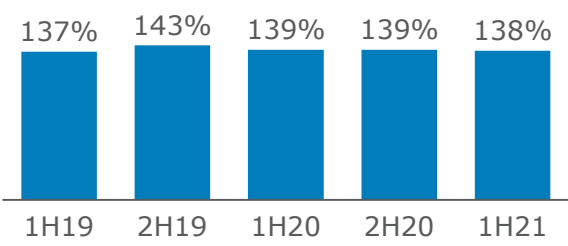
CAPITAL & LIQUIDITY

APRA LEVEL 2 CET1 RATIO

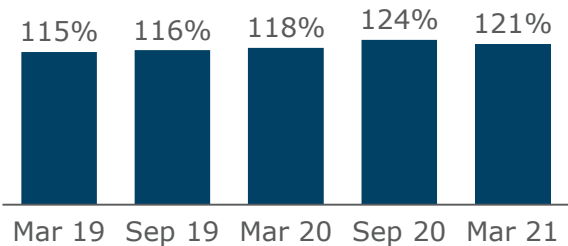


LIQUIDITY

LIQUIDITY COVERAGE RATIO (Avg)



NET STABLE FUNDING RATIO (EOP)



1. CIC: Credit impairment charge / (release); L/N: Large / Notable items
2. Mainly comprises the movement in retained earnings in deconsolidated entities and expected losses in excess of eligible provision shortfall
3. Other impacts include movements in non-cash earnings, net foreign currency translation and impacts from Large / Notable items (non-capital deduction related)
4. With conversion of NZD500m Capital Notes

2021 HALF YEAR RESULTS

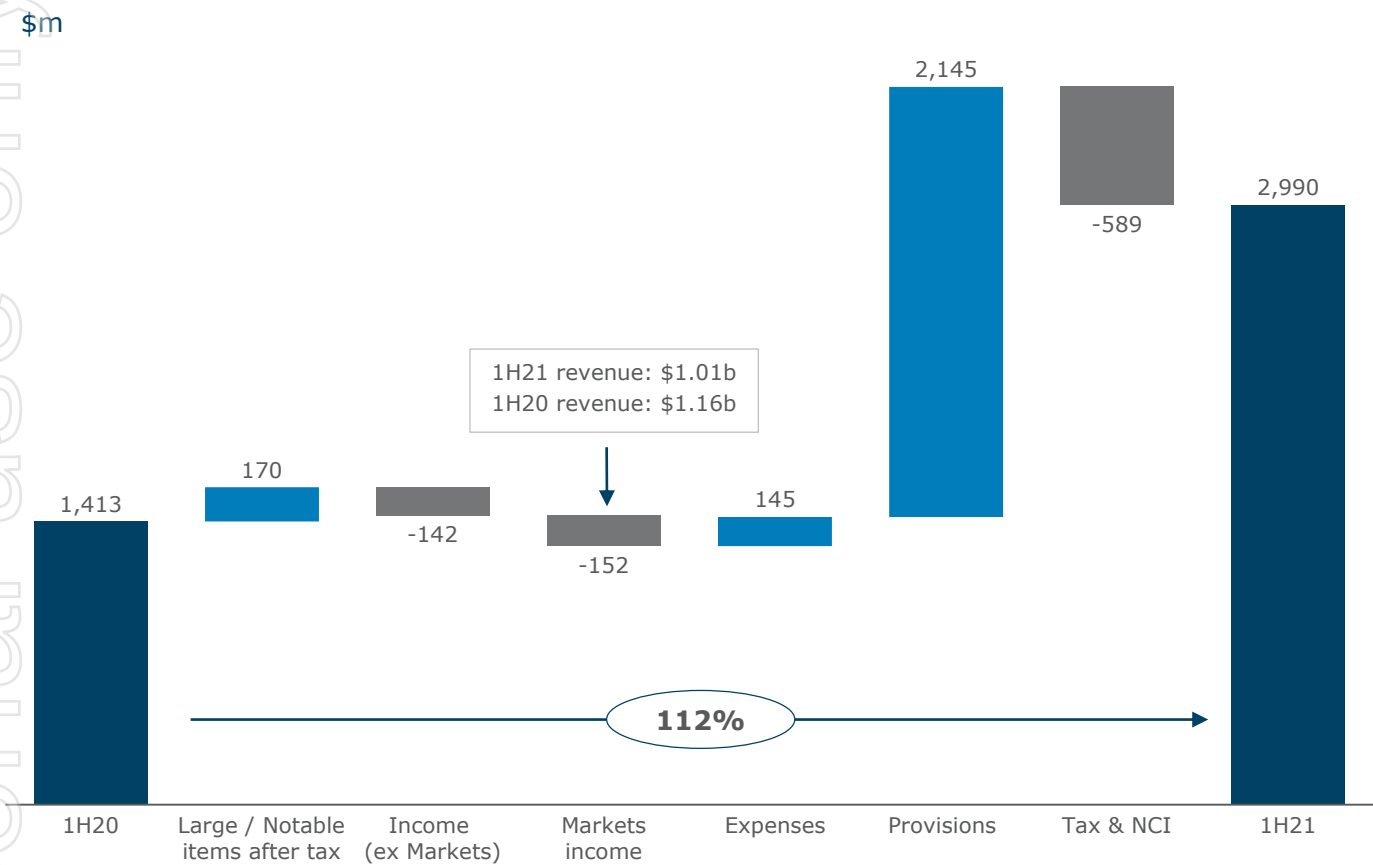
INVESTOR DISCUSSION PACK
ADDITIONAL INFORMATION - GROUP PERFORMANCE



FINANCIAL PERFORMANCE

CONTINUING OPERATIONS

GROUP PROFIT DRIVERS



CONTINUING OPERATIONS	1H21 v 1H20		
	Income	PBP	NPAT
Total Group ex Large / Notable	-3%	-3%	59%
Australia Retail & Commercial	-1%	-1%	62%
Institutional	-10%	-13%	59%
<i>Institutional (ex Markets)</i>	-8%	-9%	297%
New Zealand division (NZD)	3%	8%	38%

LARGE / NOTABLE ITEMS \$m	1H20	1H21
Total (after tax)	-987	-817
Divestments incl. Gain/(Loss) on sale	27	-238
Customer remediation	-91	-108
Litigation settlements	-	-48
Restructuring	-74	-76
Asian associate items	-	-347
Asian associate impairments	-815	-
Other ¹	-34	-

1. Other for 1H20 includes Lease-related items

RISK ADJUSTED PERFORMANCE

CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

GROUP^{1,2}

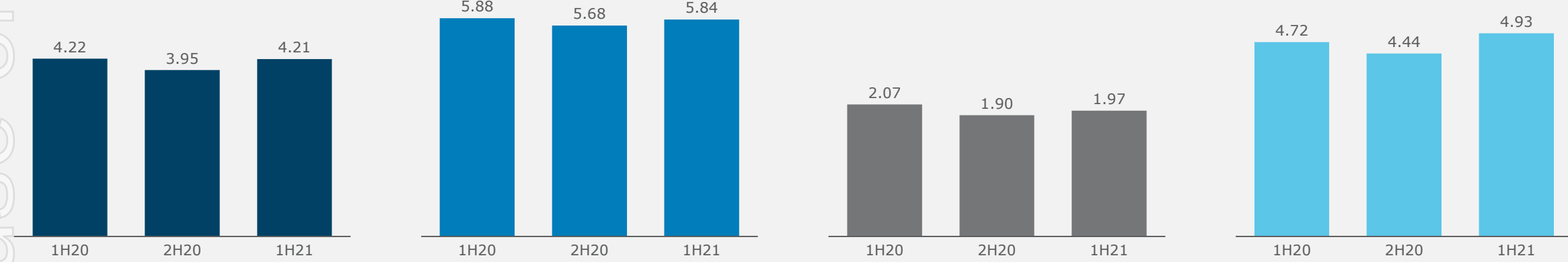
AUSTRALIA R&C

INSTITUTIONAL¹

NEW ZEALAND²

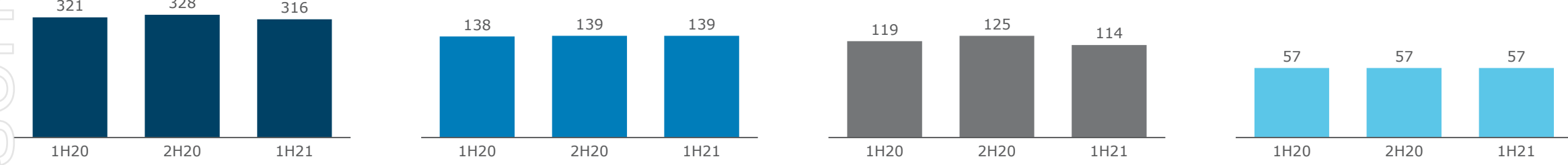
NET INTEREST INCOME / AVERAGE CREDIT RISK WEIGHTED ASSETS

%



AVERAGE CREDIT RISK WEIGHTED ASSETS

\$b



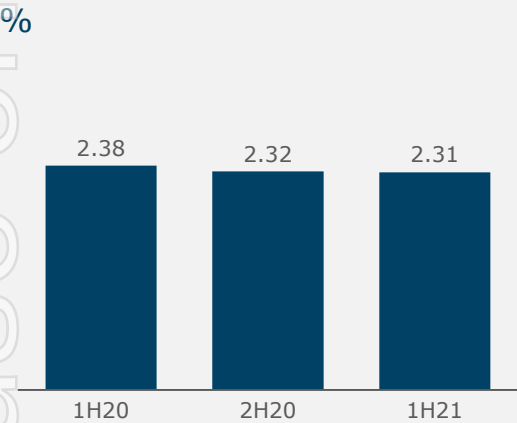
1. Ex Markets business unit
2. Adjusted for Balance Sheet impacts of divestments

RISK ADJUSTED RETURN

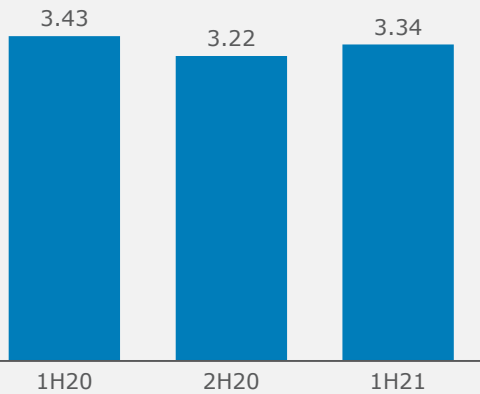
CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

GROUP¹

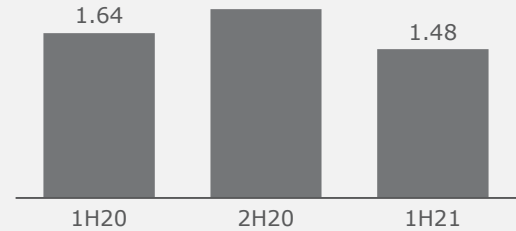
PROFIT BEFORE PROVISIONS / AVERAGE TOTAL RISK WEIGHTED ASSETS



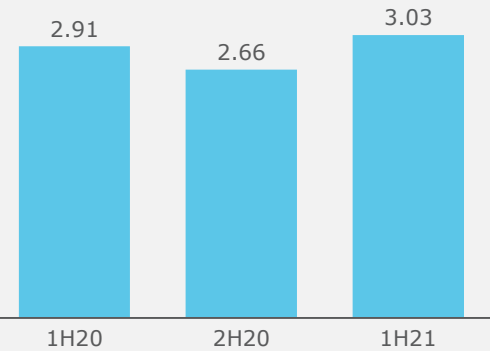
AUSTRALIA R&C



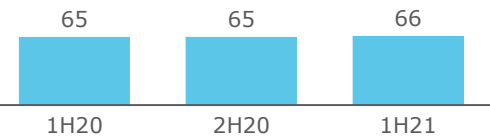
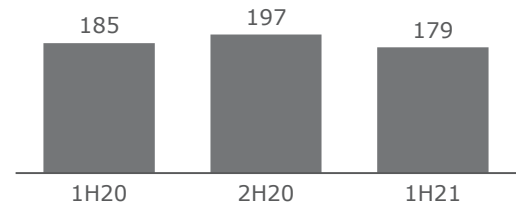
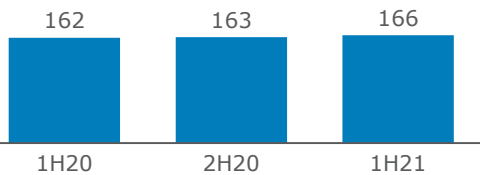
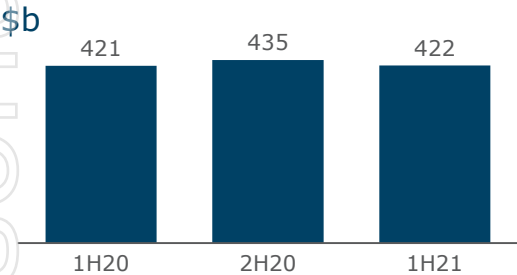
INSTITUTIONAL



NEW ZEALAND¹



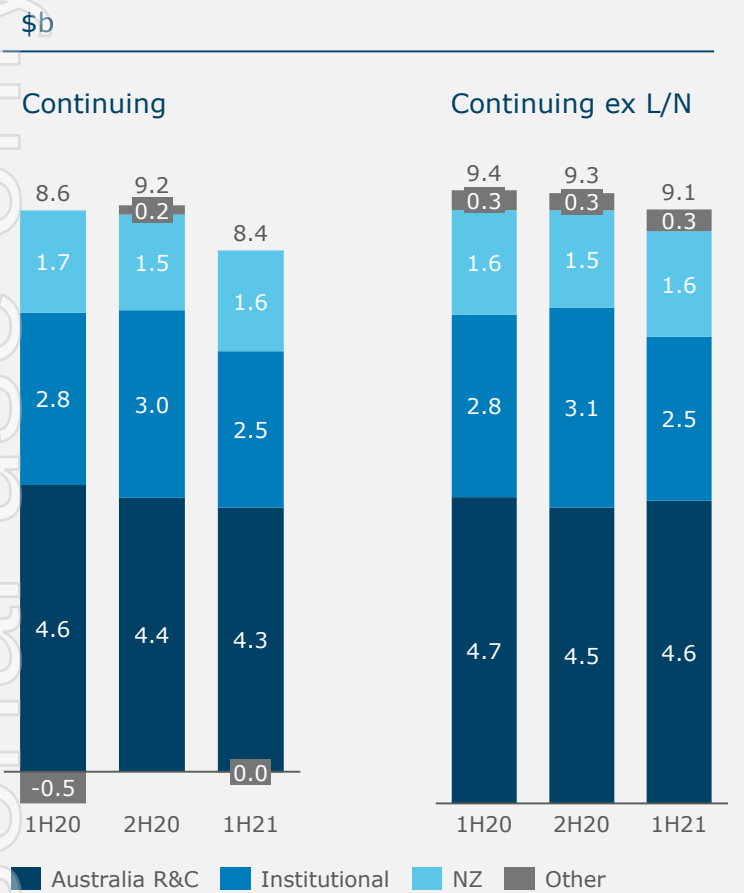
AVERAGE TOTAL RISK WEIGHTED ASSETS



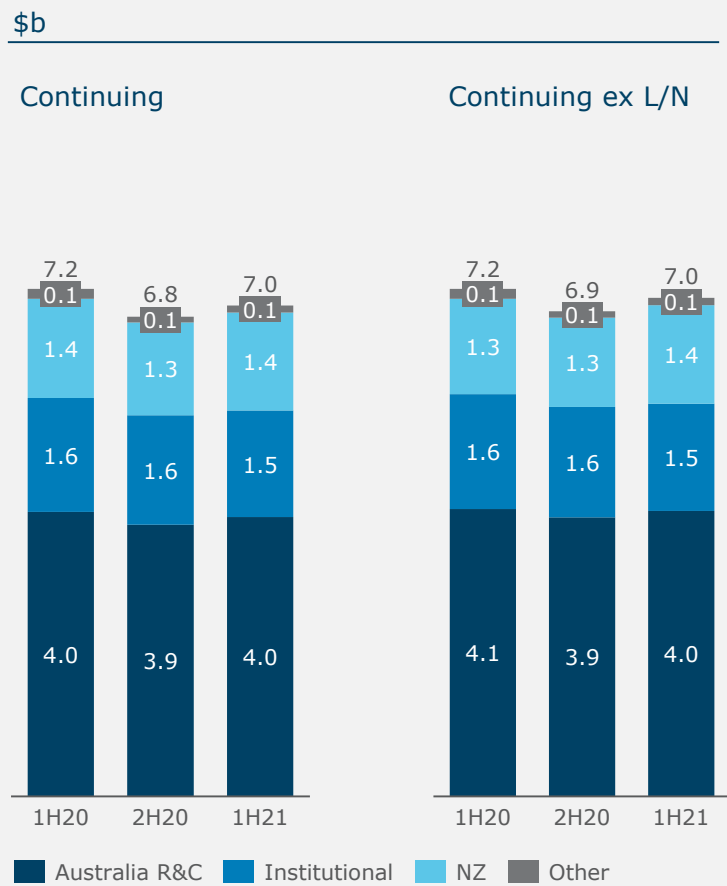
1. Adjusted for Balance Sheet impacts of divestments

TOTAL OPERATING INCOME

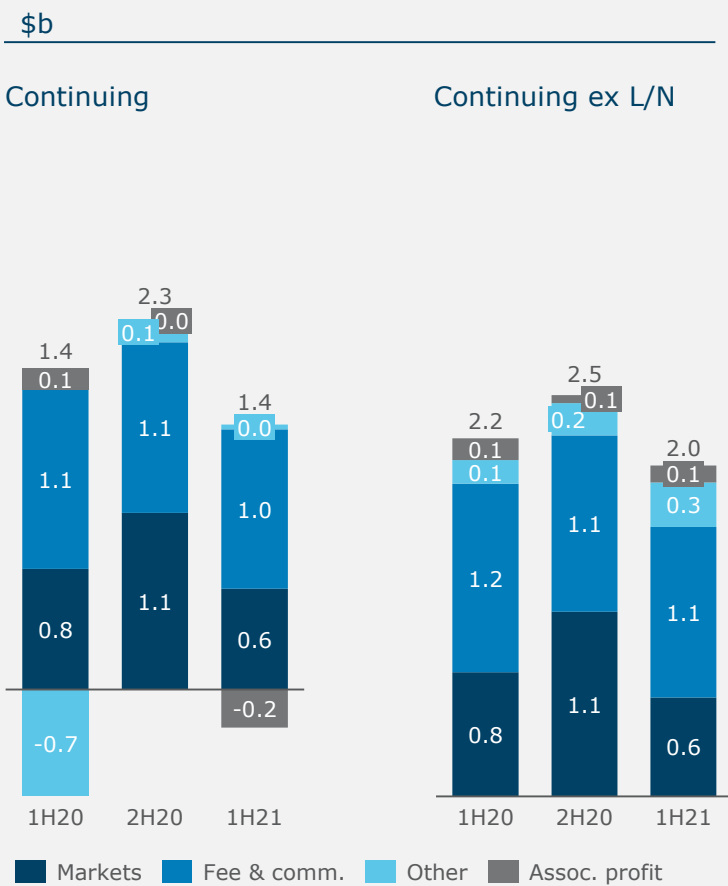
TOTAL INCOME BY DIVISION



NET INTEREST INCOME BY DIVISION

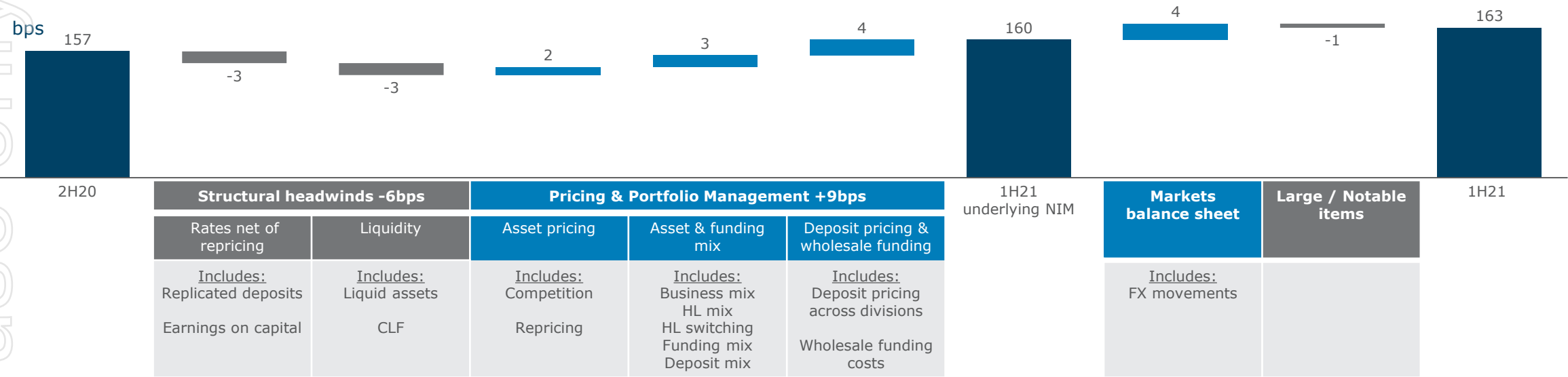


OTHER OPERATING INCOME

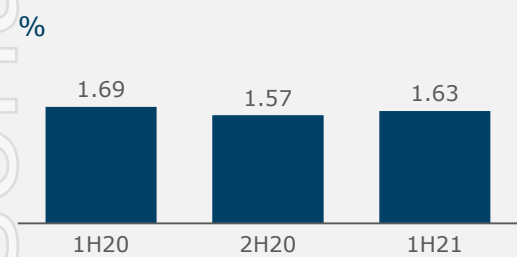


NET INTEREST MARGIN

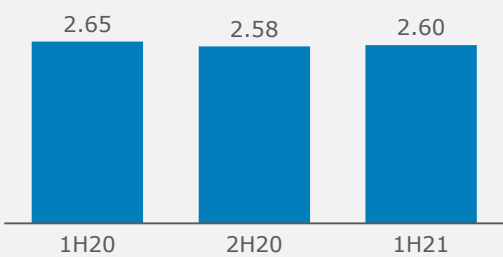
GROUP NIM



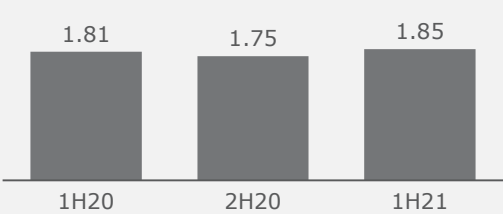
GROUP



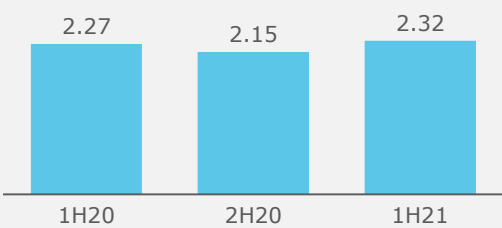
AUSTRALIA R&C¹



INSTITUTIONAL (EX MARKETS)¹



NEW ZEALAND¹

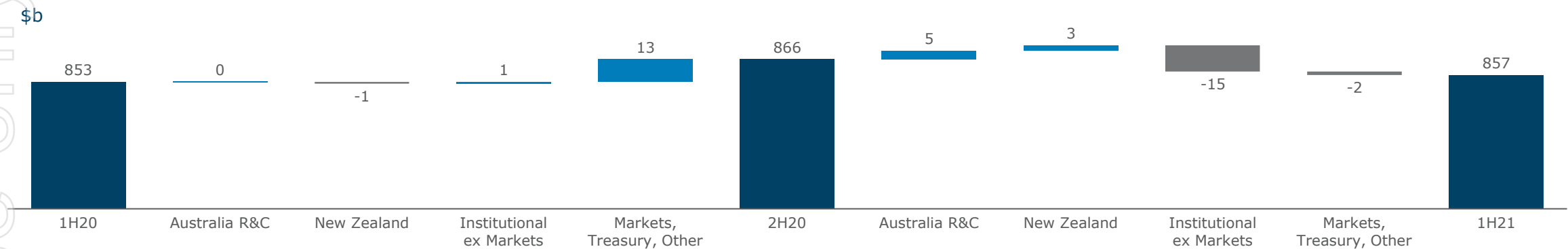


1. Cash continuing excluding Large / Notable items

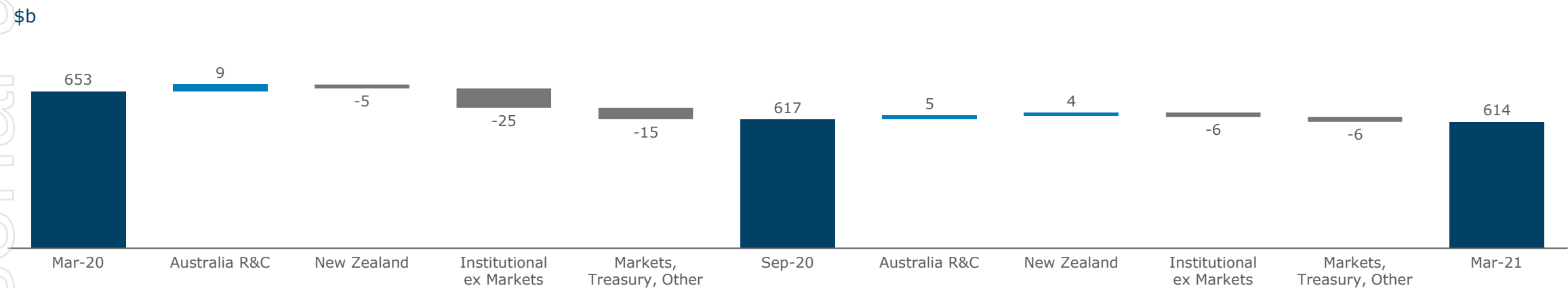
LENDING ASSETS

CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

AVERAGE INTEREST EARNING ASSETS



NET LOANS AND ADVANCES (EOP)

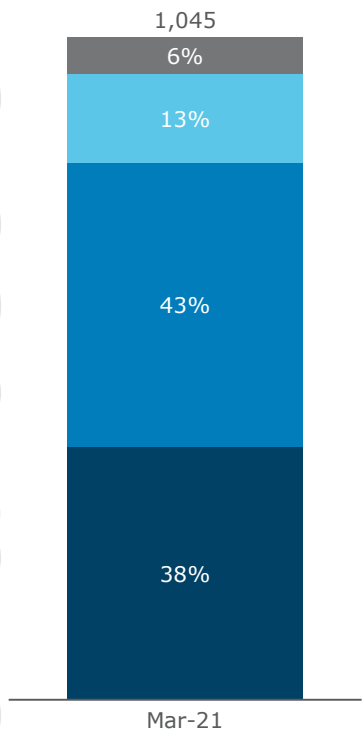


BALANCE SHEET COMPOSITION

CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

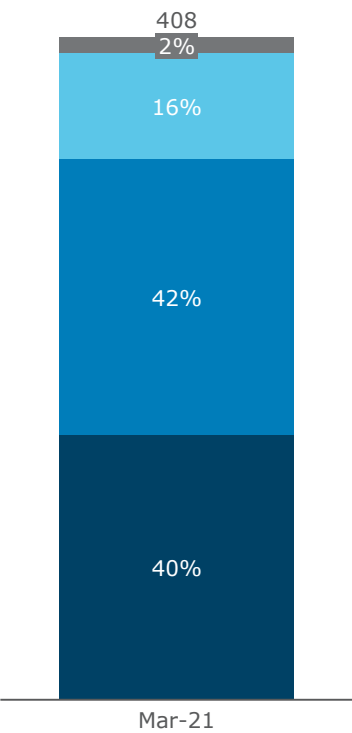
EXPOSURE AT DEFAULT¹

\$b



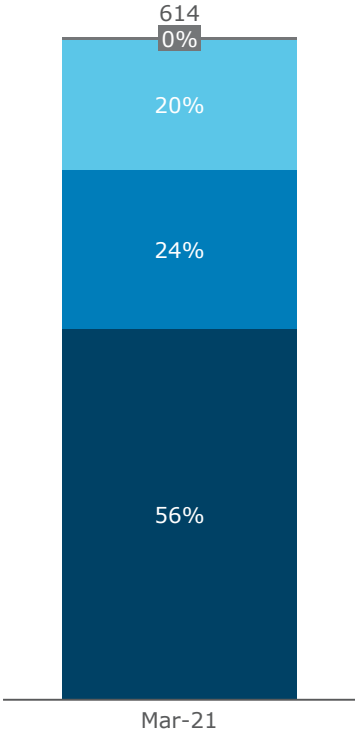
RISK WEIGHTED ASSETS

\$b (EOP)



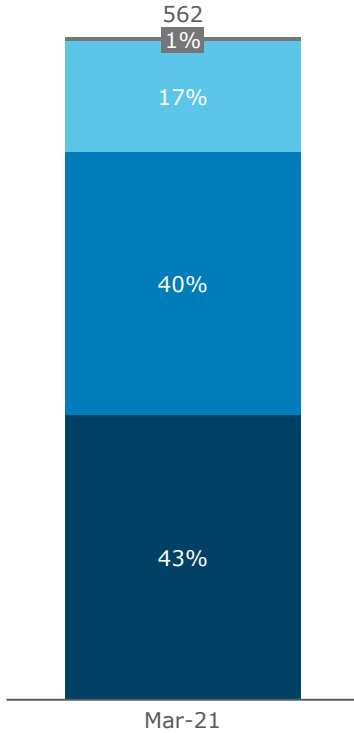
NET LOANS & ADVANCES

\$b (EOP)



CUSTOMER DEPOSITS

\$b (EOP)

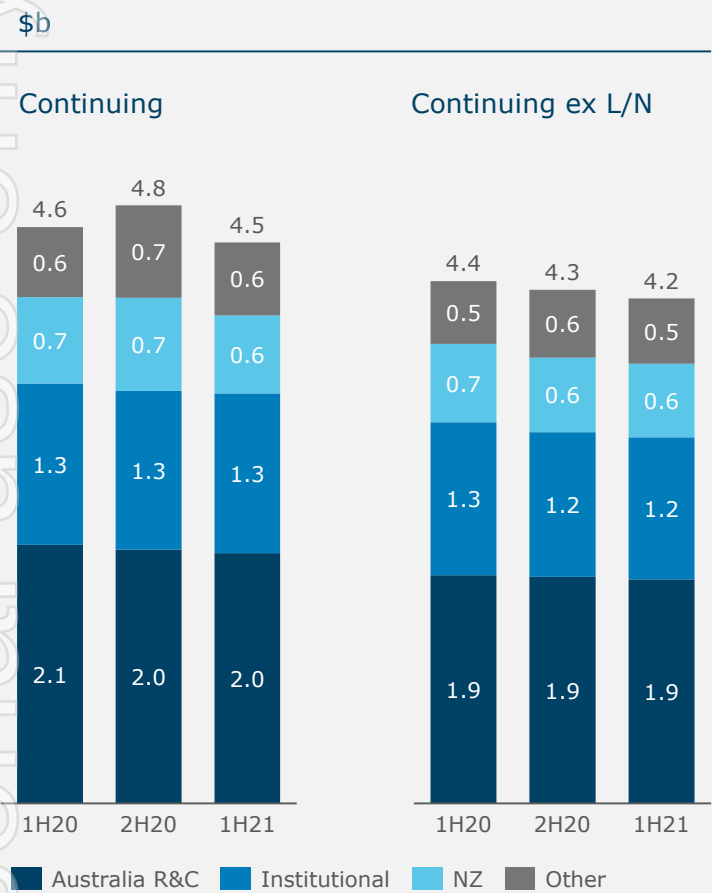


Australia R&C Institutional New Zealand Other

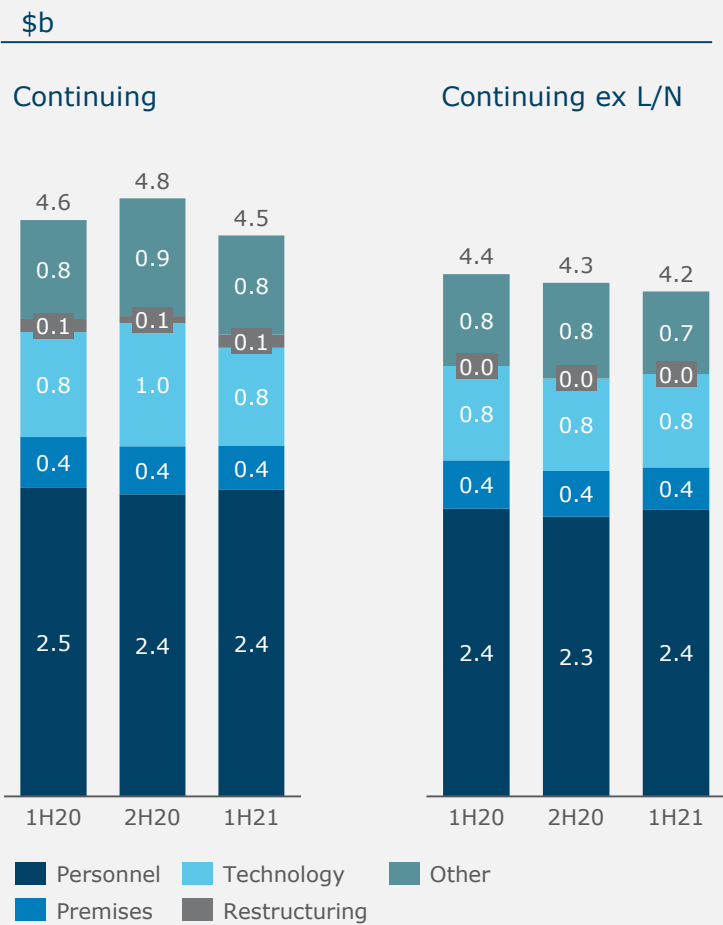
1. EAD excludes amounts for 'Securitisation' and 'Other Assets' Basel classes, as per APS330. Data provided is on a Post CRM basis, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral

EXPENSE MANAGEMENT

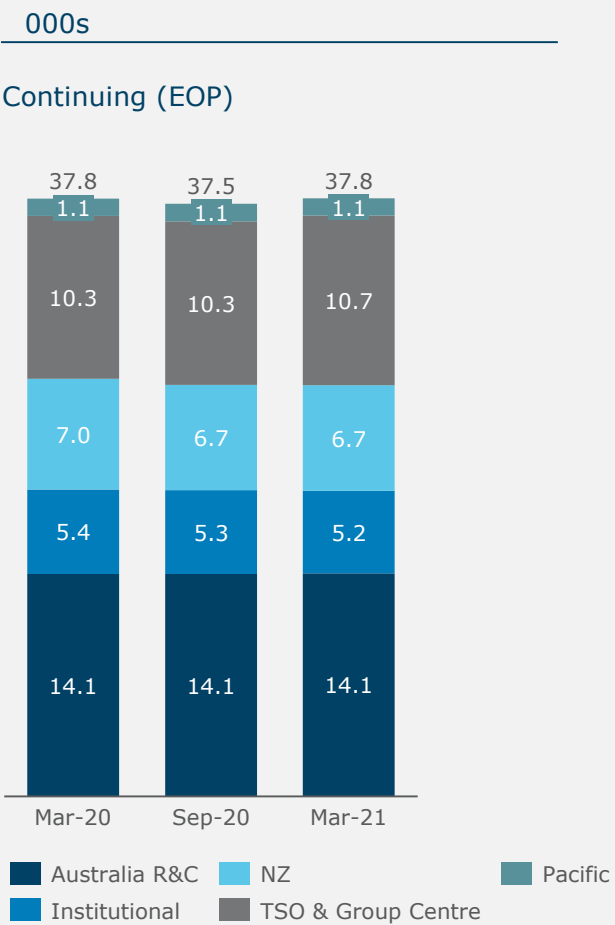
TOTAL EXPENSES BY DIVISION



TOTAL EXPENSES BY CATEGORY



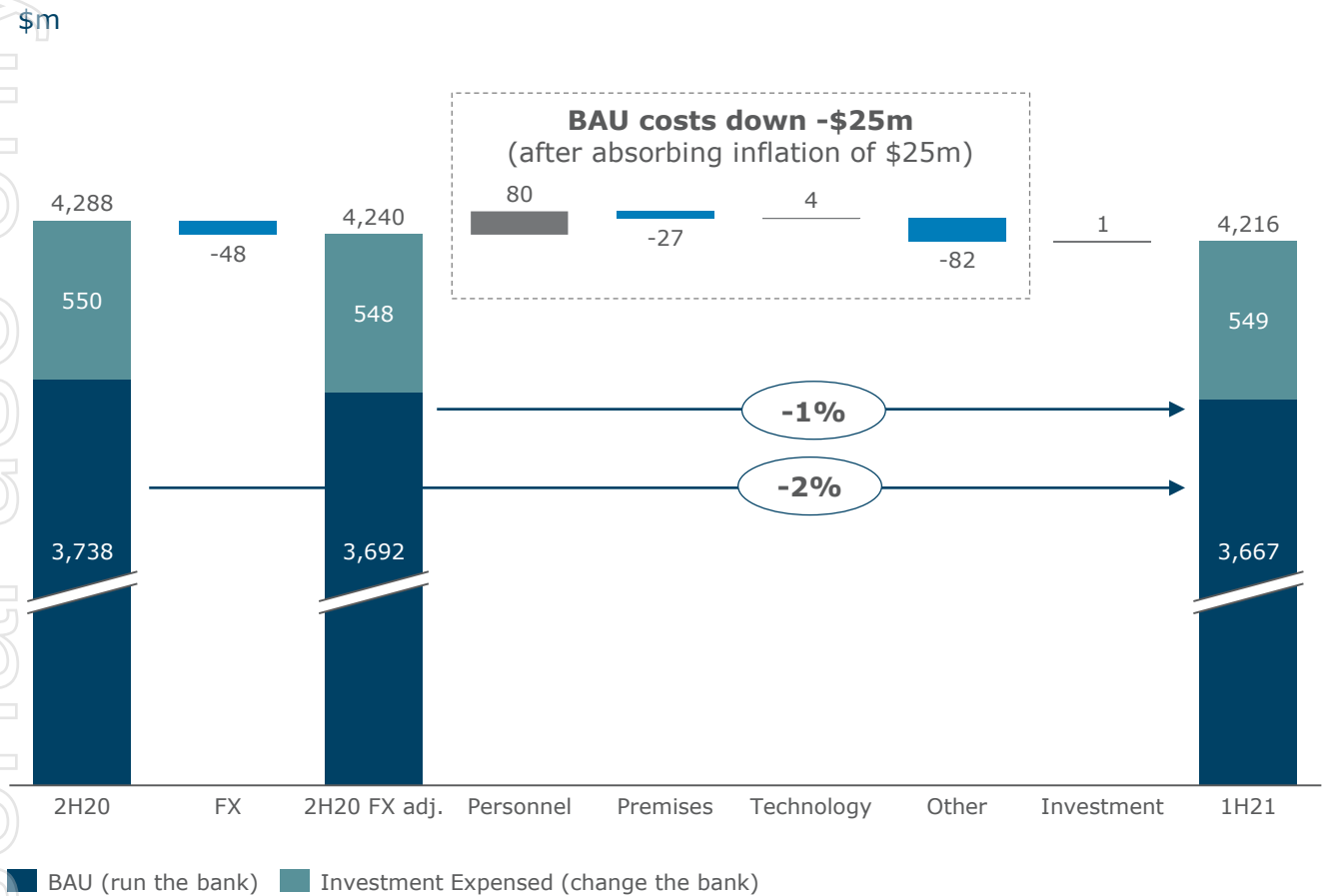
FULL TIME EQUIVALENT STAFF



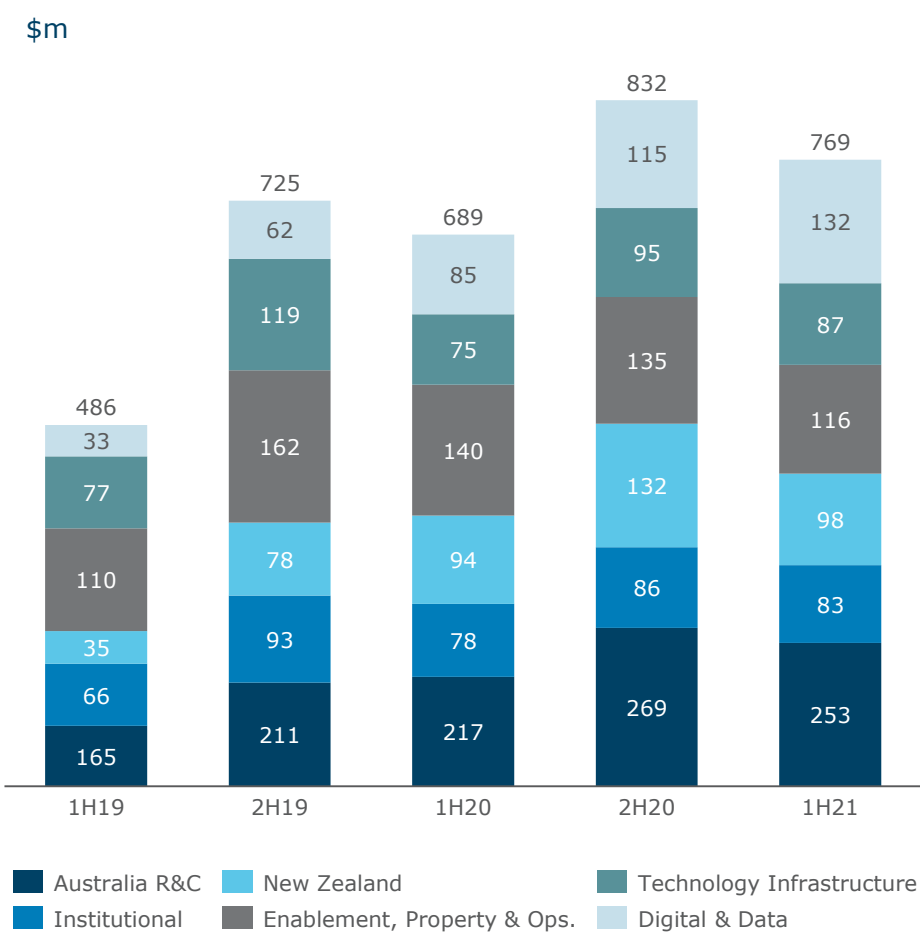
EXPENSES & INVESTMENT

CONTINUING OPERATIONS

EXPENSE DRIVERS¹



INVESTMENT SPEND²



1. Excluding Large / Notable items
2. Prior periods restated to reflect current management classification

1. **EX**
2. \$
3.

109bps ----- **EXPENSES / AVG ASSETS** -----> 82bps

Our continuous transformation to grow & simplify the business has created a more efficient and resilient bank

1. Direct impact of divestments occurring post FY15 – primarily Asia Retail; OnePath Life; OnePath P&I; the Cambodia JV; PNG Retail, Commercial & SME businesses; NZ OPL & UDC
2. Reflects financial impact to FY15 cost base from the adoption of new accounting standards and retrospective application of the Group's software capitalisation policy
3. Pro-Forma view adjusts the original metric reported in FY15 to reflect comparable accounting policies and continuing organisational structure as the FY20 relative results

ACCELERATED STRATEGY PROGRAM - BUILDING A SIMPLER, BETTER BANK

RUN THE BANK EXPENSES

Our goal is to drive:



Better customer experience



Better employee experience

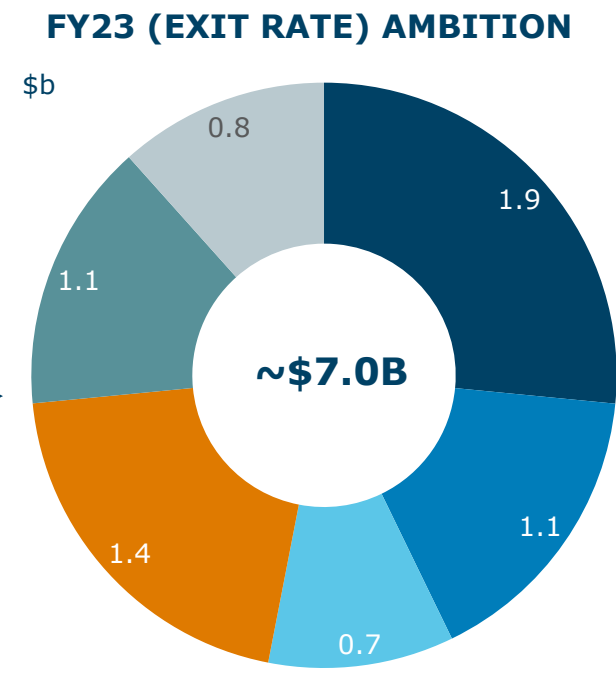
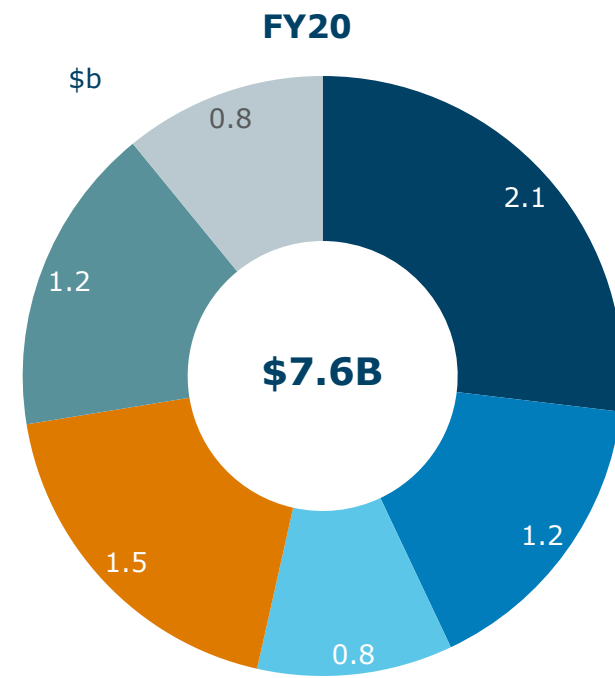
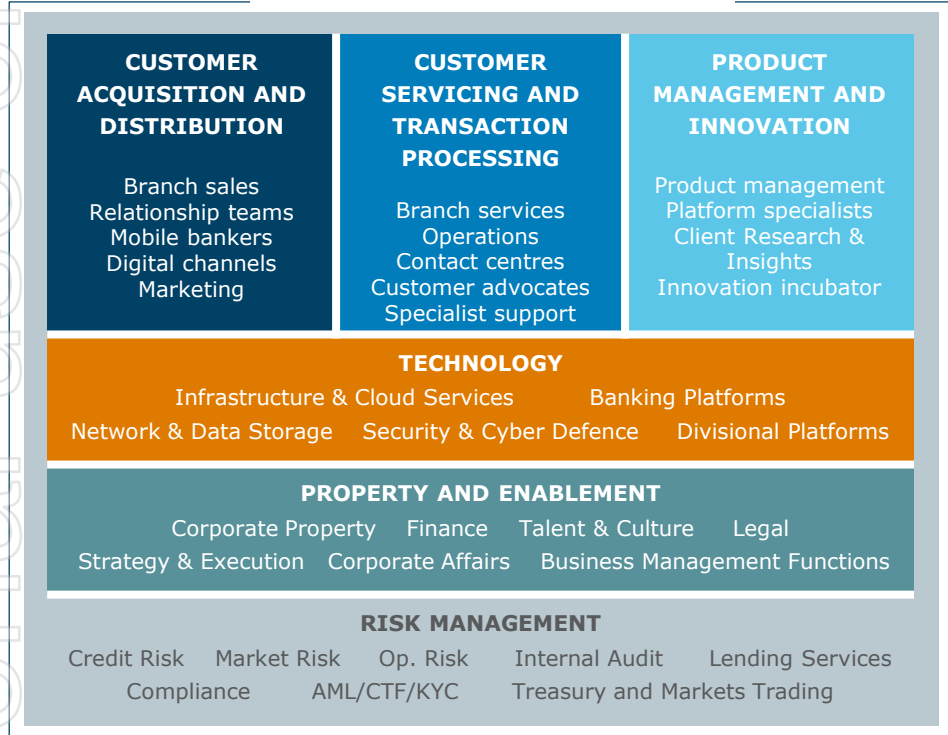


Lower operational risk



Lower absolute costs

Value Chain



Customer Acquisition and Distribution Customer Servicing and Transaction Processing Product Management and Innovation Technology Property and Enablement Risk Management

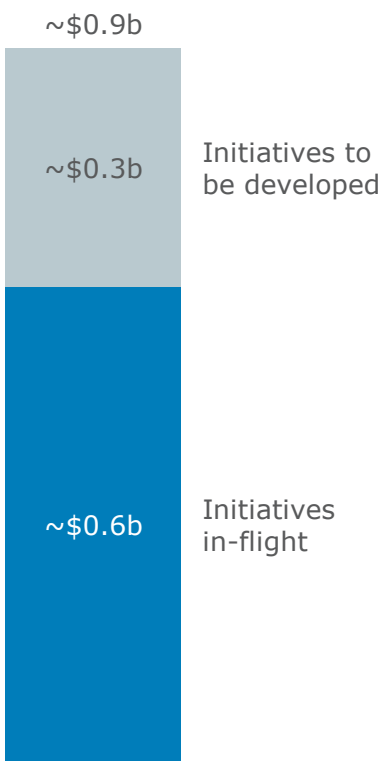
SUBSTANTIAL ACCELERATED STRATEGY INITIATIVES IN-FLIGHT

RUN THE BANK PRODUCTIVITY AMBITION

FY23 (EXIT RATE) AMBITION
(CHANGE FROM FY20)

~\$0.9b

INITIATIVES IN-FLIGHT



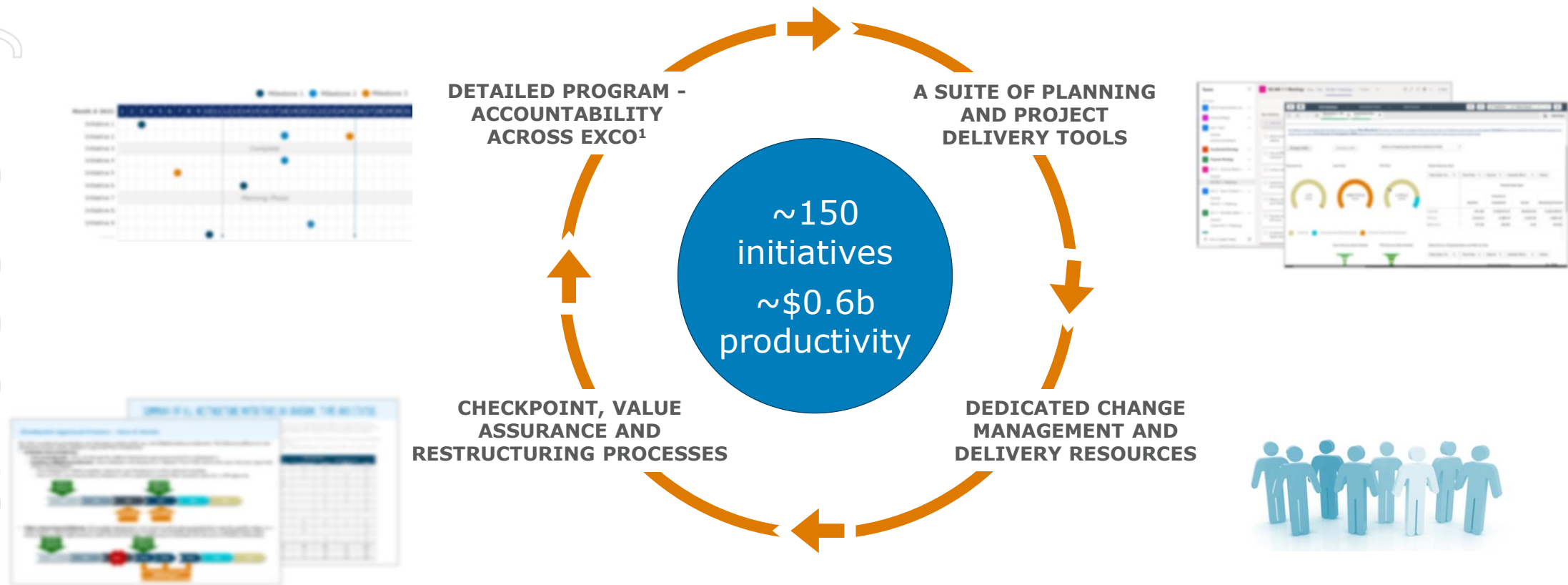
EVOLVING CUSTOMER ACQUISITION AND DISTRIBUTION MODELS		~\$0.3b	↓ ~15%
OPTIMISED CUSTOMER SERVICING AND TRANSACTION PROCESSING		~\$0.1b	↓ ~12%
MODERNISED PRODUCT MANAGEMENT		~\$0.1b	↓ ~10%
TECHNOLOGY MODERNISATION		~\$0.2b	↓ ~12%
PROPERTY AND ENABLEMENT SIMPLIFICATION		~\$0.2b	↓ ~12%

- Delivering digital and remote sales options
 - Refining customer coverage models
 - Optimising investment in physical network
-
- Enabling more requests to be conducted digitally
 - Approval, opening and onboarding process automation
 - Establishing Worldline JV, transition of offsite ATMs
 - Further automation of key operational processes
-
- Automating self service internal reporting
 - Scaled agile work practices
 - Standardisation of like activities across businesses
 - Further product decommissioning
-
- Optimising software, telco and managed services contracts to better align with business needs
 - Building data governance, data management and analytical tools
 - Streamlining internal and external interfaces and 'wiring' through APIs
 - Cloud enabled simplification and SaaS-based approach
-
- Vendor contract optimisation
 - Right-sizing Enablement models
 - Optimising corporate property space
 - Automation opportunities across many areas

Continuous improvement and disciplined execution has become part of our DNA

DRIVEN BY A WELL ESTABLISHED AND DISCIPLINED DELIVERY APPROACH

ersonal use only

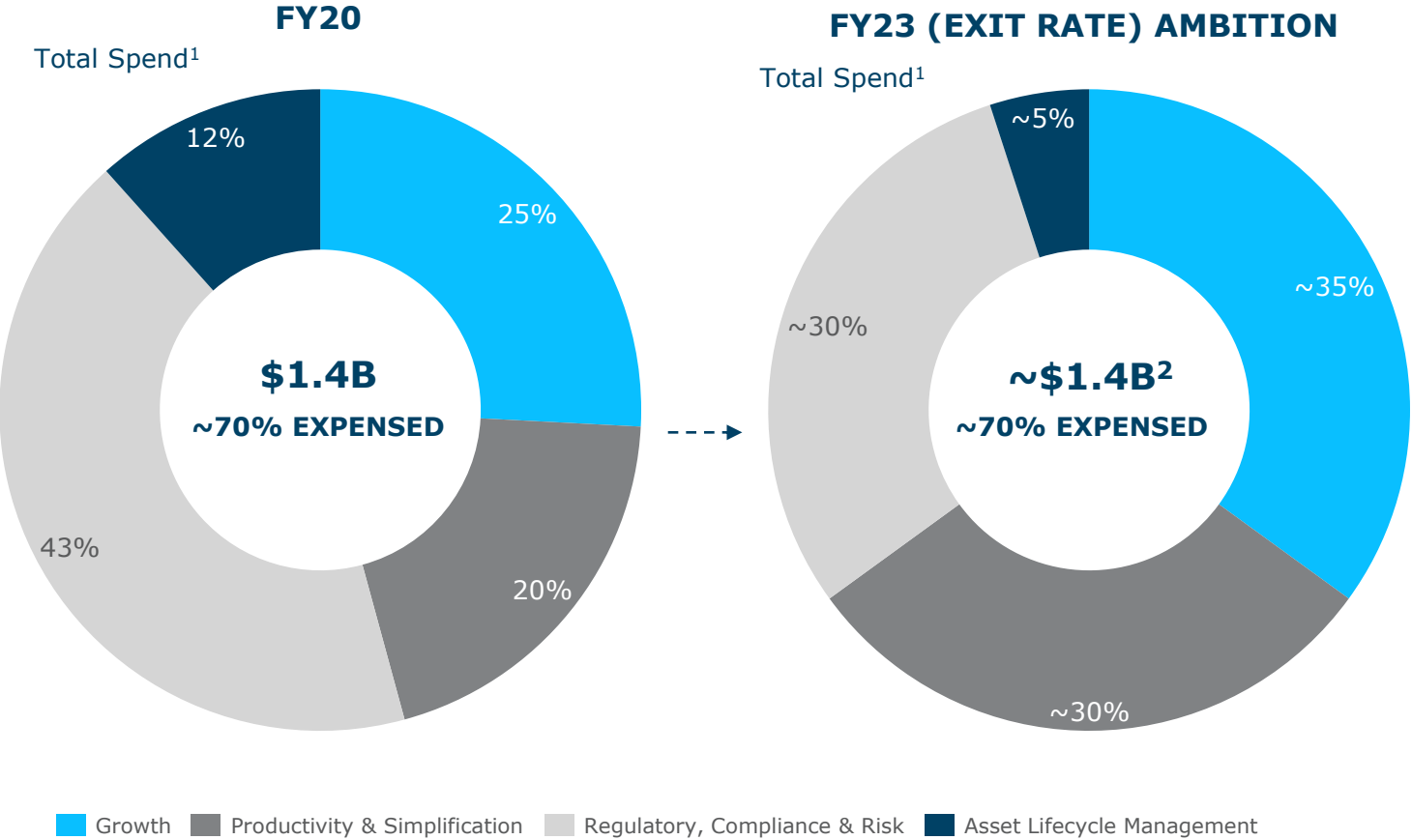
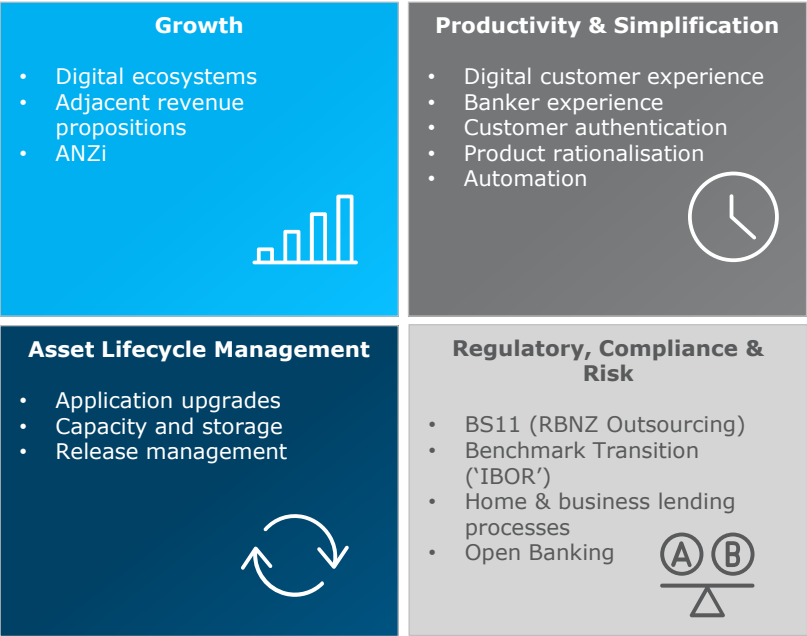


Our focused approach ensures a systematic cadence that adds velocity to benefit realisation

1. Executive Committee

CHANGE THE BANK INVESTMENTS REORIENT BACK TOWARDS GROWTH

Investment Priorities



Completion of major regulatory programs (e.g. BS11), along with our Cloud migration, create greater Growth and Productivity capacity

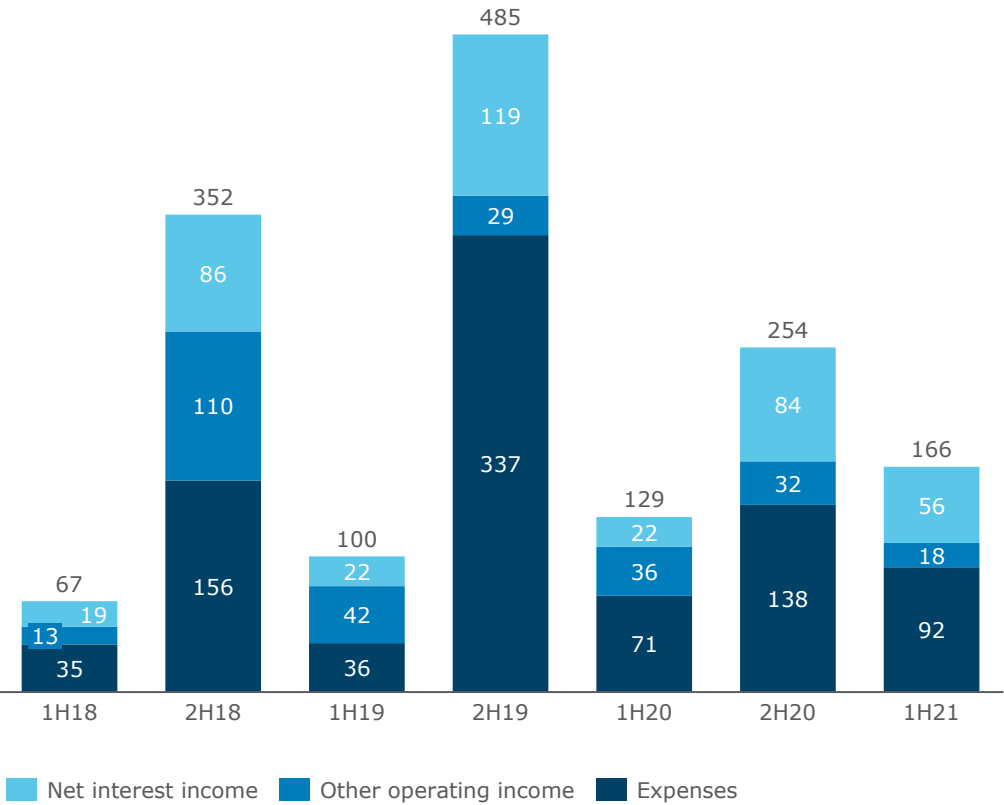
1. Continuing operations excluding Large / Notable items
2. Current hypothesis only – limited committed spend

CUSTOMER REMEDIATION

CUSTOMER REMEDIATION

CONTINUING OPERATIONS

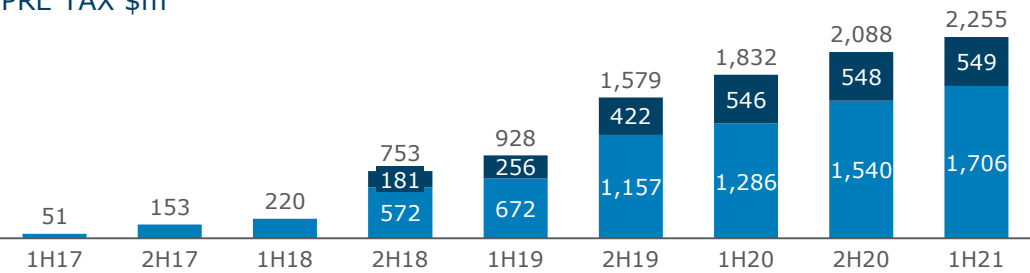
PRE TAX \$m



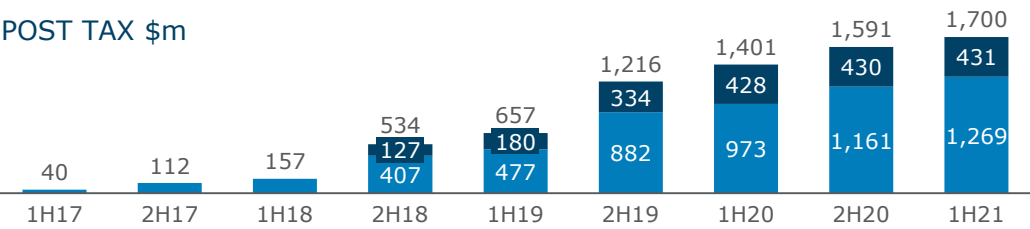
CUMULATIVE CUSTOMER REMEDIATION

CONTINUING & DISCONTINUED OPERATIONS

PRE TAX \$m



POST TAX \$m



Discontinued (Wealth businesses) Continuing operations

Balance Sheet¹

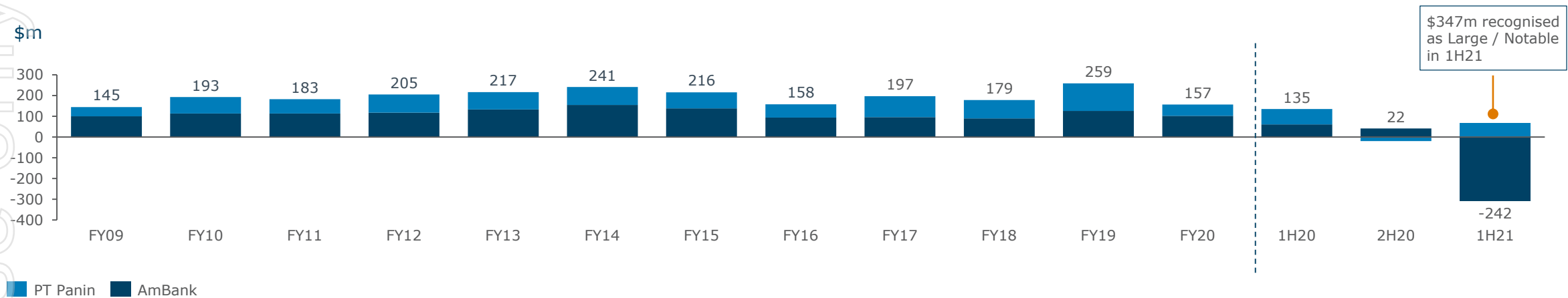
\$1,003m provisions on Balance Sheet at Mar-21 (\$1,109m at Sep-20)

1. Includes provisions for expected refunds to customers, remediation project costs and related customer and regulatory claims, penalties and litigation outcomes

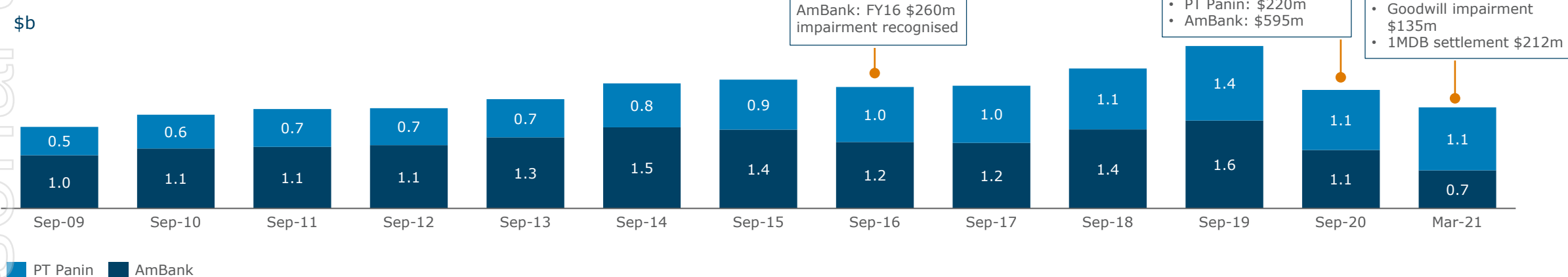
INVESTMENTS IN ASSOCIATES

P.T. BANK PAN INDONESIA (PT PANIN) AND AMMB HOLDINGS BERHAD (AMBank)

SHARE OF ASSOCIATES' PROFIT



CARRYING VALUE OF ASSOCIATES¹



1. Investment in banking associates is treated as a deduction from Common Equity Tier 1 Capital as noted in Table 2 of ANZ's capital management disclosures
2. Information on the impairment of AmBank and PT Panin is contained within ANZ's Consolidated Financial Report and Dividend Announcement and Appendix 4D – Note 1

2021 HALF YEAR RESULTS

INVESTOR DISCUSSION PACK
DIVISIONAL PERFORMANCE

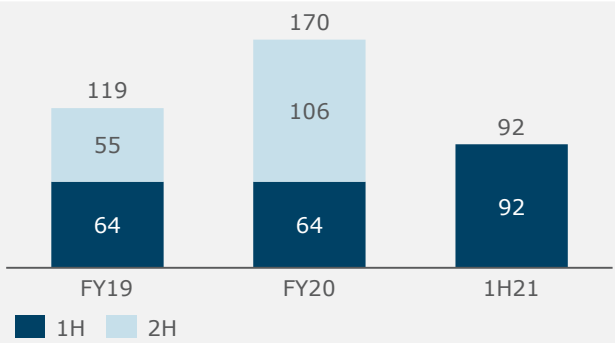


OPERATIONAL HIGHLIGHTS – RETAIL & COMMERCIAL

AUSTRALIA & NEW ZEALAND

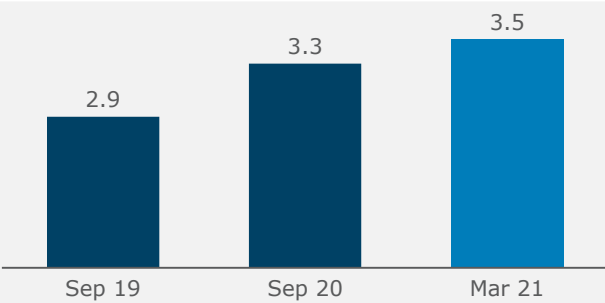
GROSS NEW HOME LOAN ACCOUNTS - AUS¹

#000



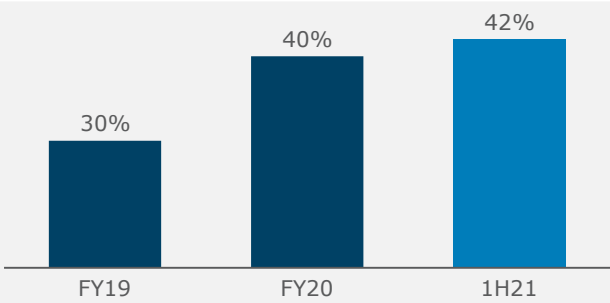
REGISTERED ANZ APP CUSTOMERS

#m



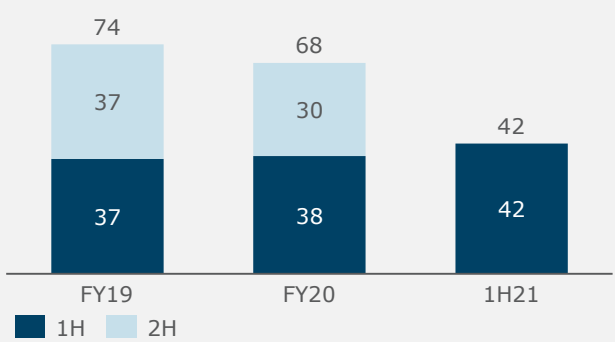
DIGITAL SALES – AUS

% of total retail sales



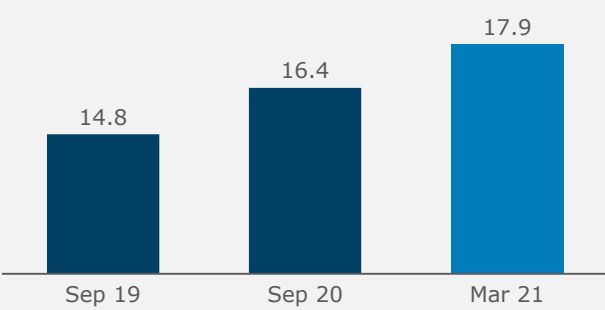
GROSS NEW HOME LOAN ACCOUNTS - NZ¹

#000



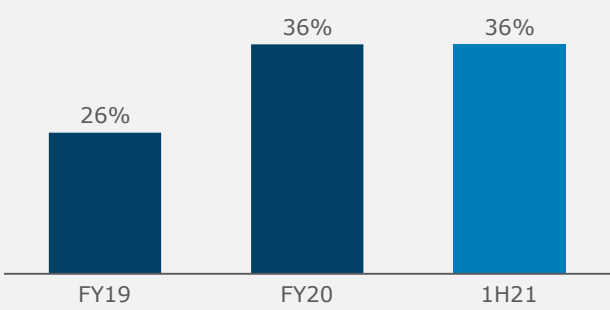
KIWISAVER SUPERANNUATION

FUM NZDb



DIGITAL SALES – NZ

% of total retail sales



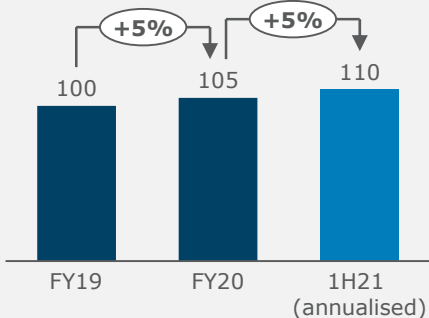
1. Includes increases to existing accounts and split loans (fixed and variable components of the same loan)

OPERATIONAL HIGHLIGHTS - INSTITUTIONAL

DIGITAL PLATFORMS DELIVERING VALUE TO STAKEHOLDERS

PAYMENTS¹

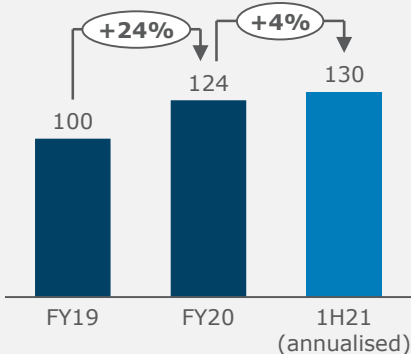
Indexed data



- Payments made by customers to their suppliers and employees through our digital channels
- Covers payments initiated via Web & Mobile, direct integration with ANZ or via agency agreements whereby ANZ clears payments on behalf of other banks

RECEIVABLES DATA¹

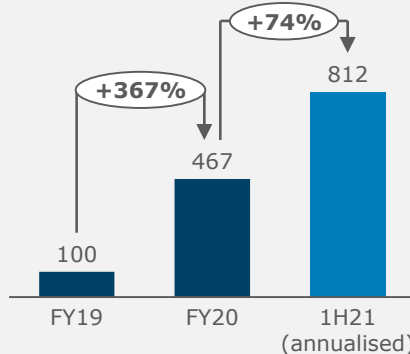
Indexed data



- Used by customers to automatically reconcile incoming payments, allowing them to receive funds and have them ready to use as quickly as possible
- Improves customer cash flow efficiency, Liquidity and Treasury management

NPP AGENCY PAYMENTS¹

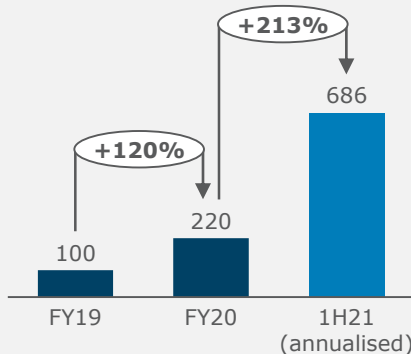
Indexed data



- A service whereby ANZ clears and settles real-time payments for customers of Appointer banks on their behalf
- Powering other banks' customers with real-time payments

PLATFORM CASH MGT ACCOUNTS¹

Indexed data



- Deposit management for entities holding funds on behalf of others or with complex business structures
- Supporting CX in provision of client money accounts to activate services/ transactions

DIGITAL SELF SERVICE

- Digitised 85% of all customer requests with over 35,000 minutes of customer effort saved in the first week of International Payments Tracking

TRADE STP

- Over 99% of Trade payments processed without the need for human intervention

API CALLS

- Modern integration, delivering real-time event-driven analytics for improved decision-making, and fast payments for improved cash flow efficiency

INCIDENTS PER MILLION PAYMENTS

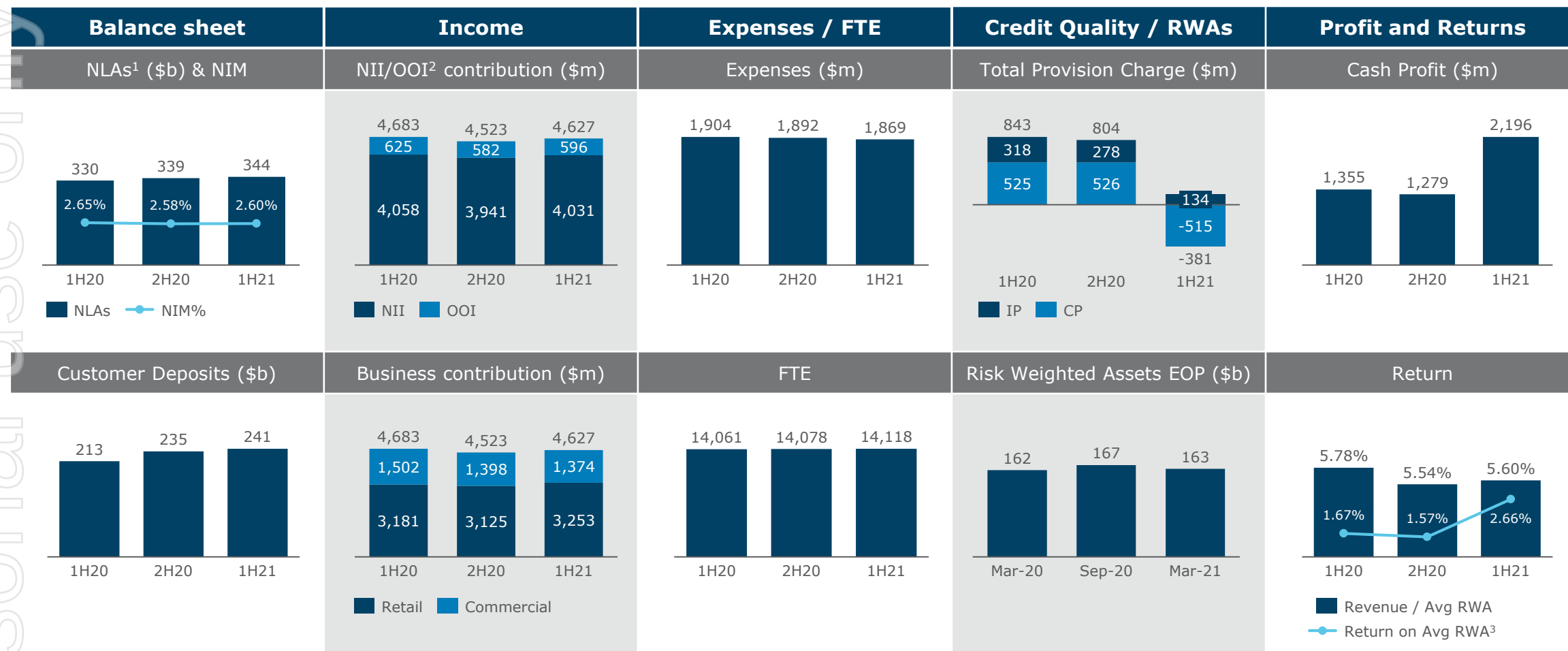
- 0 incidents per million payments for 1H21, delivering quality and resilient payment platforms for customers

PLATFORM INITIATIVES ARE ENABLING ADDITIONAL REVENUE OPPORTUNITIES WITHIN ANZ PAYMENTS & CASH MANAGEMENT

1. Indexed to FY19 (at 100)

AUSTRALIA RETAIL & COMMERCIAL

FINANCIAL PERFORMANCE: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS



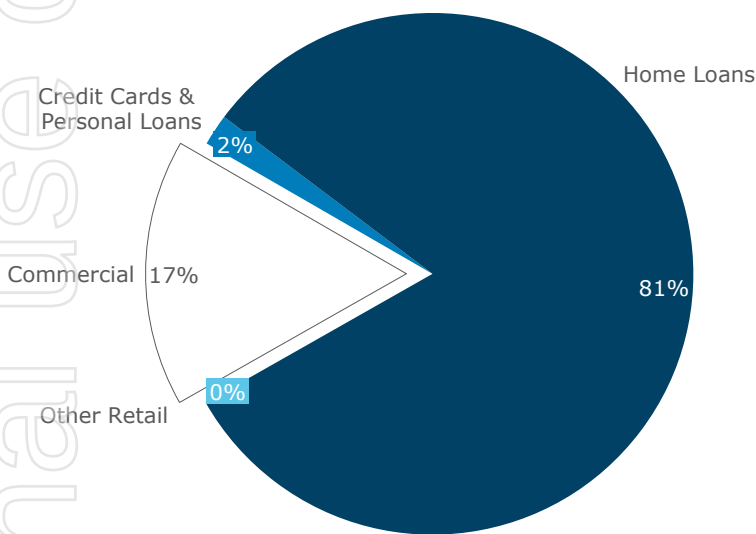
1. NLAs: Net Loans & Advances
2. NII: Net Interest Income; OOI: Other Operating Income
3. Cash profit divided by average Risk Weighted Assets

AUSTRALIA RETAIL & COMMERCIAL

RETAIL OVERVIEW: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

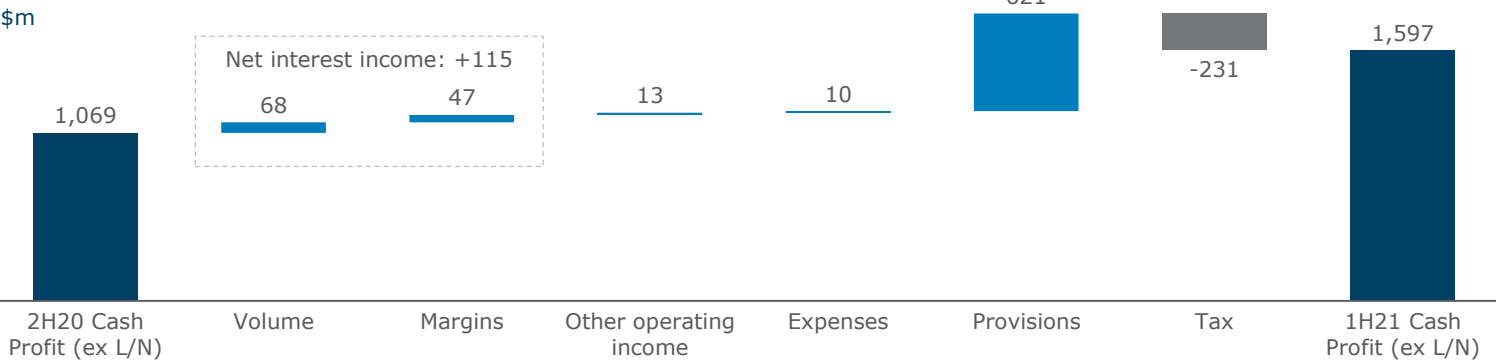
NET LOANS AND ADVANCES

\$287.5b



TOTAL RETAIL		1H21 v 2H20	
Income	+4%	Net int. income +4%	Other op. income +4%
Expenses	-1%		
Profit before provisions	+7%		
Net Profit after tax	+49%		
Net Loans and Advances	+2%	Home Loans +2%	CC & PL 0%
Customer Deposits	+1%	Term Deposits -17%	Transact/Savings ¹ +5%
Total Customers	+38k	Total retail customers 6.0m (Mar-21)	

CASH PROFIT DRIVERS – RETAIL

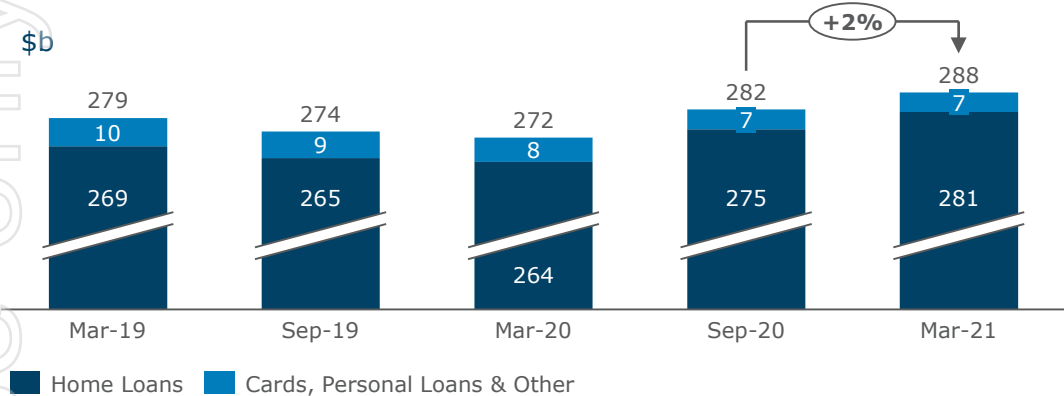


1. Includes Home Loans offset accounts

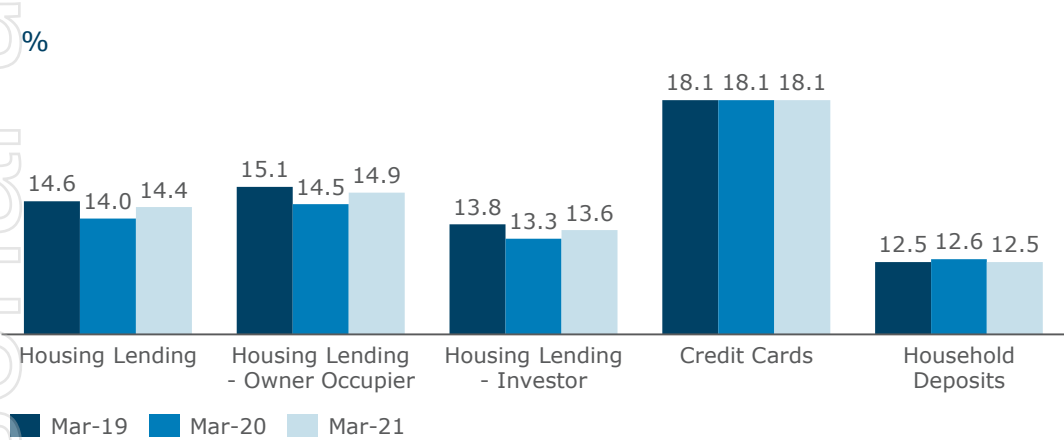
AUSTRALIA RETAIL & COMMERCIAL

RETAIL: LOANS & DEPOSITS

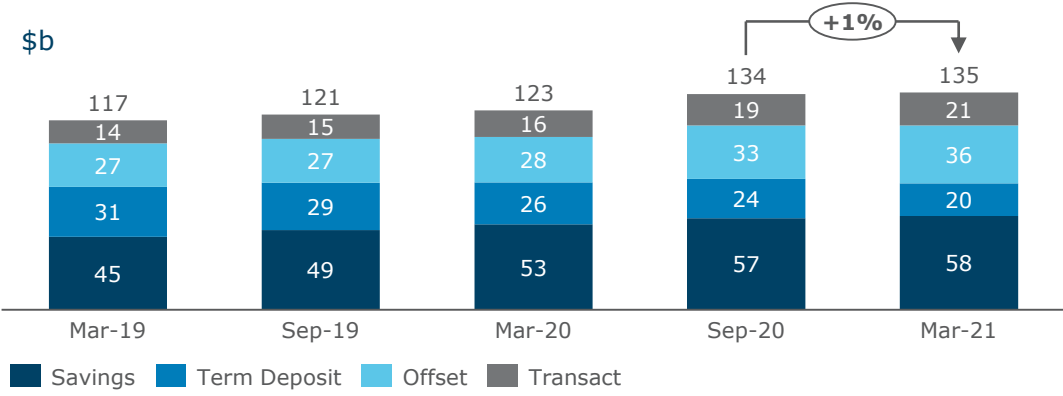
LENDING COMPOSITION



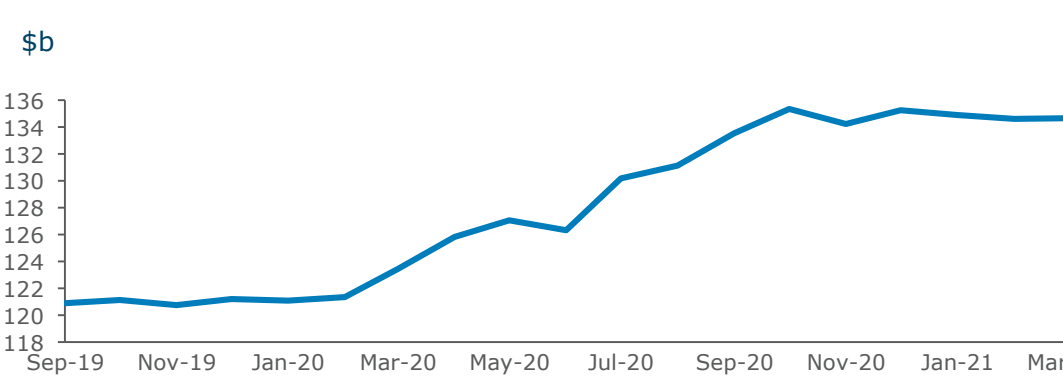
MARKET SHARE¹



DEPOSIT COMPOSITION



MONTHLY DEPOSIT TREND



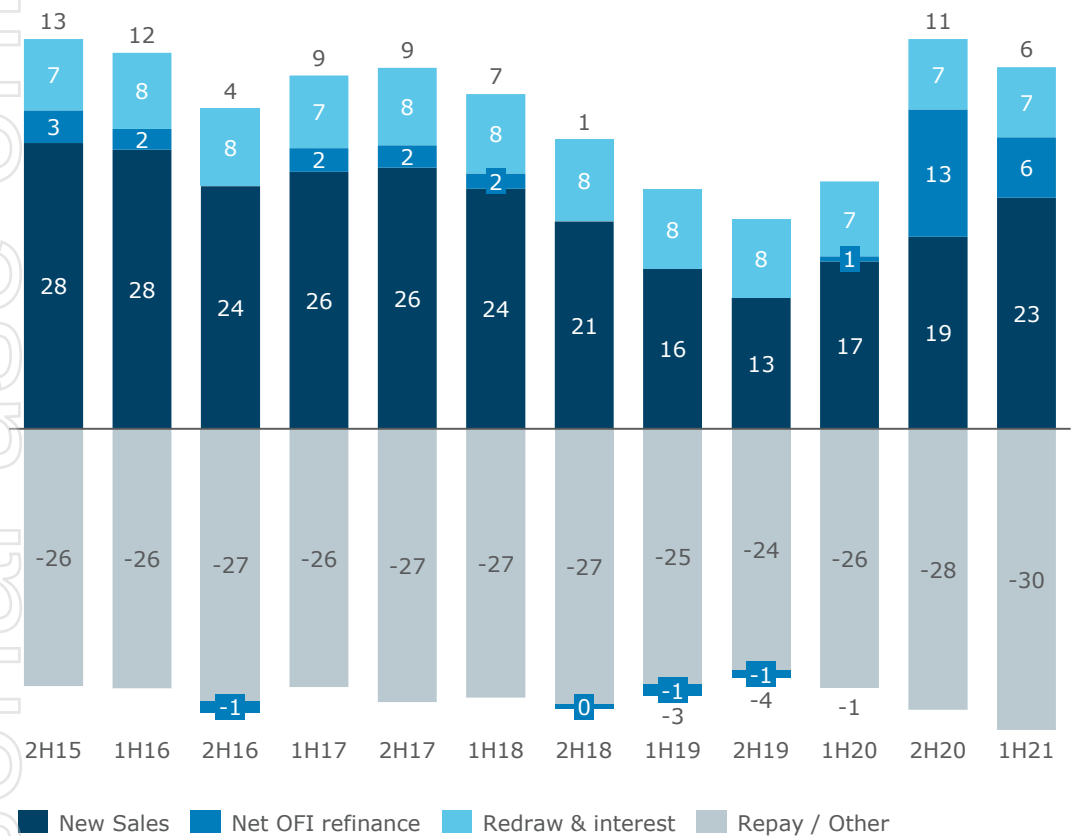
1. Source: APRA Monthly Authorised Deposit-taking Institution Statistics (MADIS)

AUSTRALIA RETAIL & COMMERCIAL

RETAIL: HOME LOANS AND CREDIT CARDS TRENDS

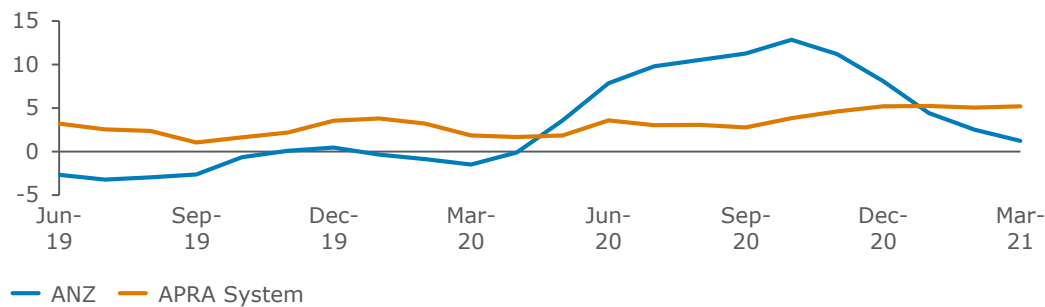
HOME LOANS FLOWS

GROSS LOANS & ADVANCES¹ (\$b)



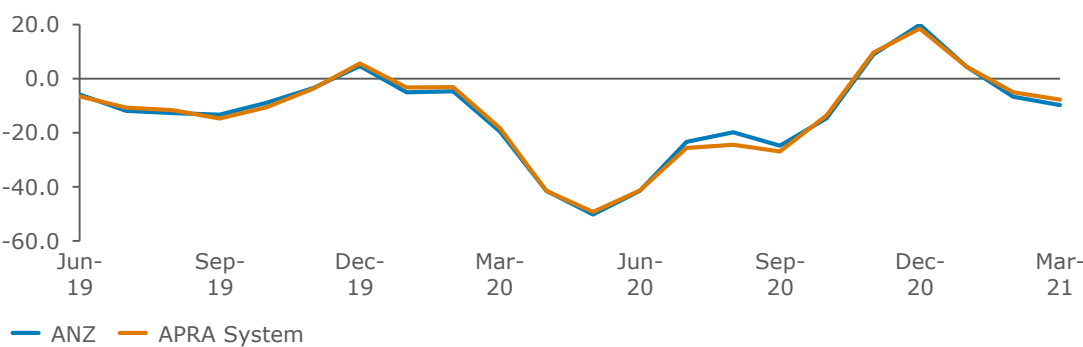
HOME LOANS GROWTH²

% 3-MONTH ANNUALISED



CREDIT CARDS GROWTH²

% 3-MONTH ANNUALISED

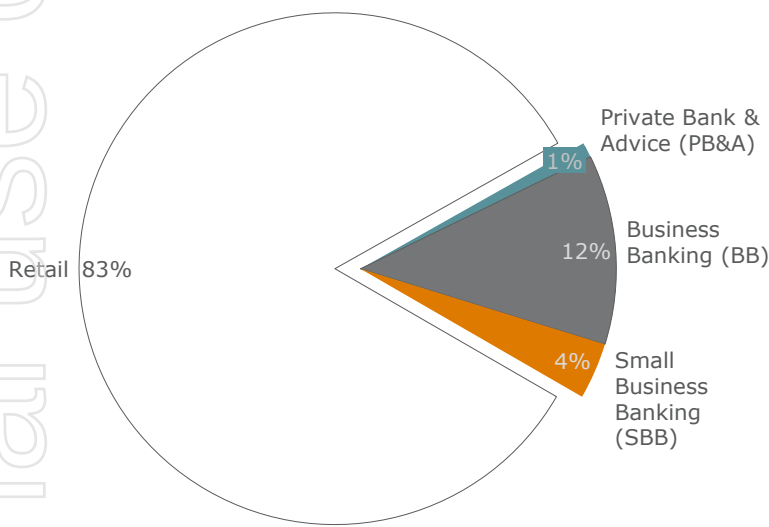


1. Including non performing loans
2. Source: APRA Monthly Authorised Deposit-taking Institution Statistics (MADIS)

AUSTRALIA RETAIL & COMMERCIAL

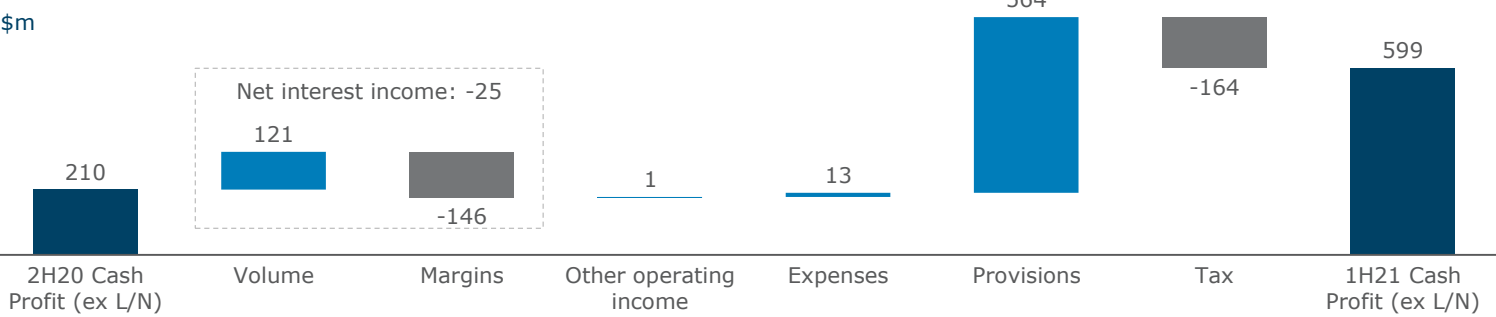
COMMERCIAL OVERVIEW: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

NET LOANS AND ADVANCES \$56.8b



TOTAL COMMERCIAL	1H21 v 2H20		
Income	-2%	Net int. income -2%	Other op. income +1%
Expenses	-2%		
Profit before provisions	-1%		
Net Profit after tax	+185%		
Net Loans and Advances	-2%	PB&A +1%	BB -2% SBB 0%
Customer Deposits	+6%	Term deposits -4%	Transact/Savings +9%
Return on average RWA	+146bps	2.24% (1H21) vs 0.78% (2H20)	
Individual Provision loss rate	-21bps	0.20% (1H21) vs 0.41% (2H20)	

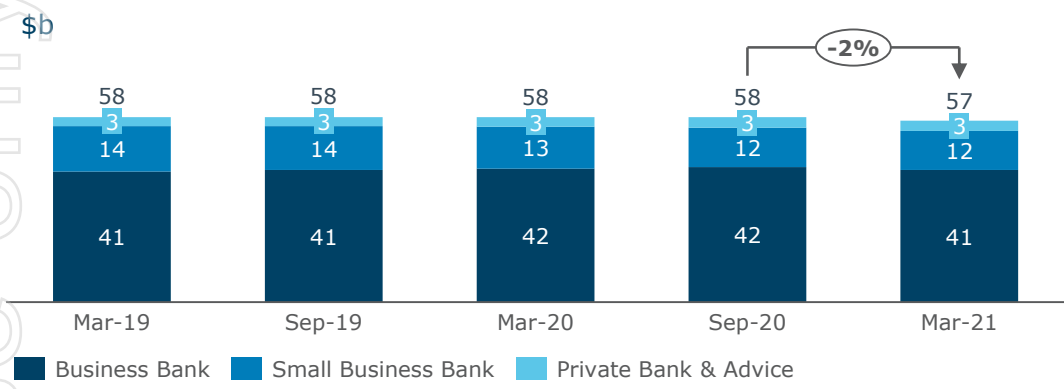
CASH PROFIT DRIVERS – COMMERCIAL



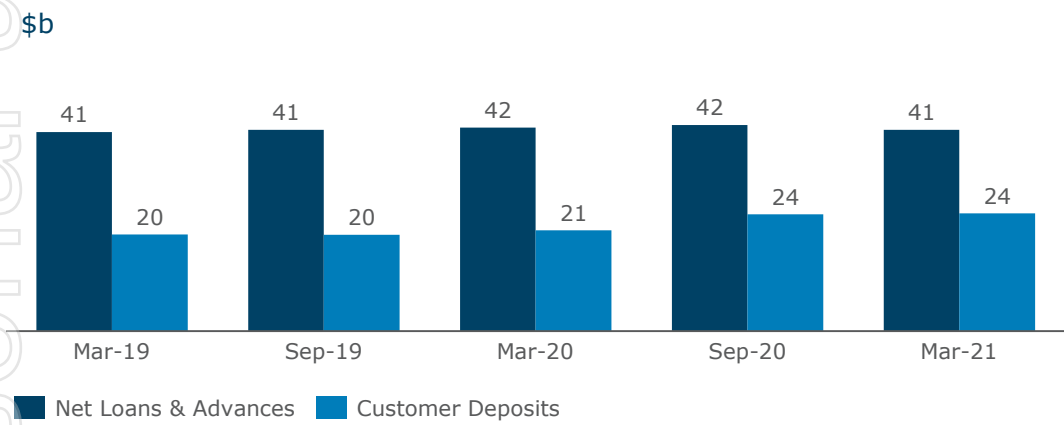
AUSTRALIA RETAIL & COMMERCIAL

COMMERCIAL: LOANS & DEPOSITS

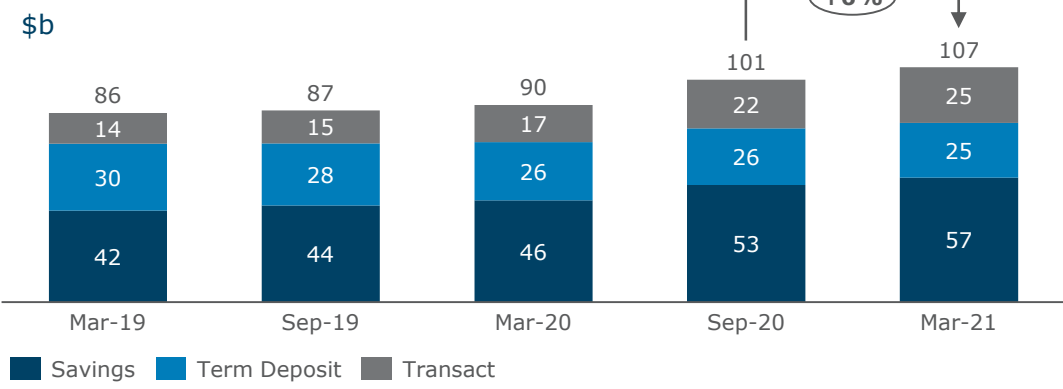
LENDING COMPOSITION



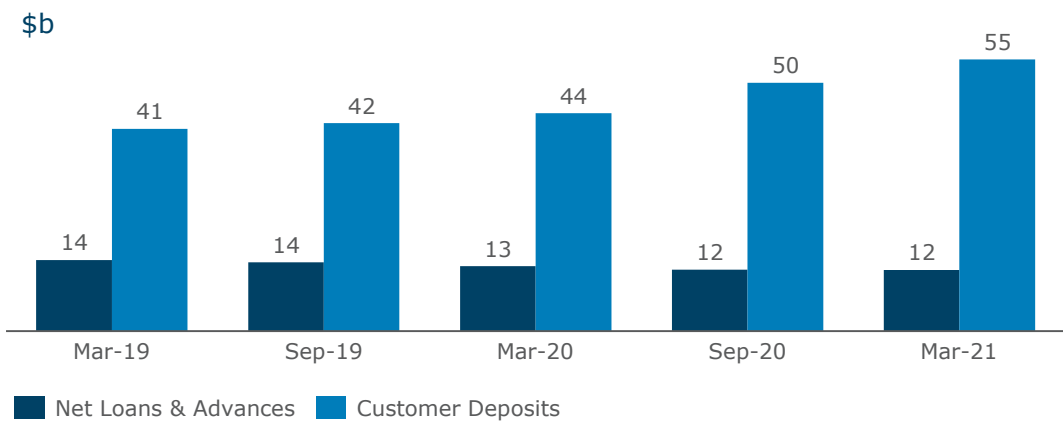
BUSINESS BANKING



DEPOSIT COMPOSITION



SMALL BUSINESS BANKING

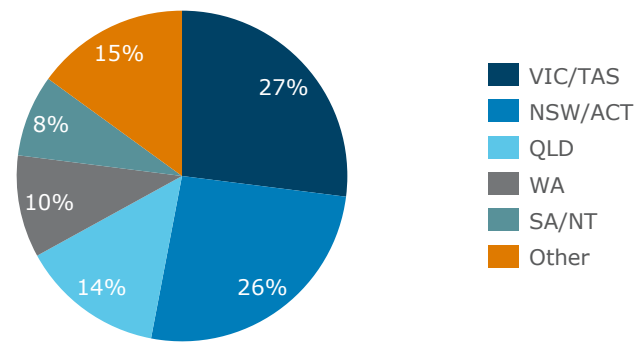


AUSTRALIA COMMERCIAL & PRIVATE BANK

BOOK COMPOSITION & RISK WEIGHT INTENSITY

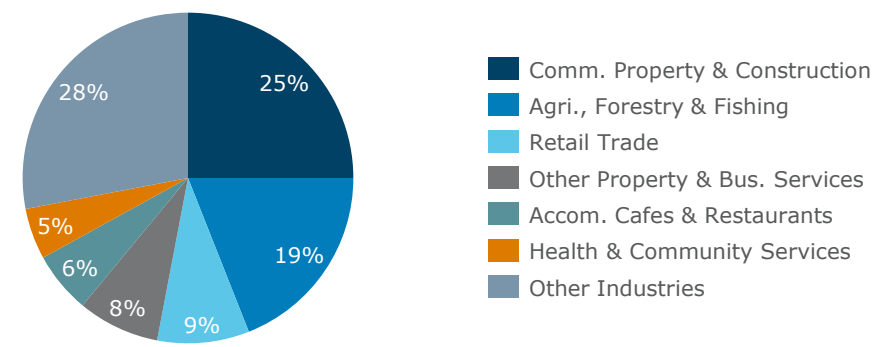
DIVERSIFIED PORTFOLIO – GEOGRAPHICAL VIEW

% OF EXPOSURE AT DEFAULT (EAD)¹



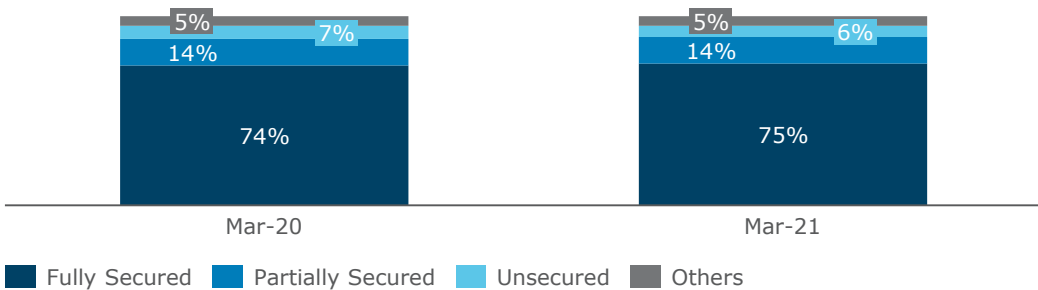
DIVERSIFIED PORTFOLIO – INDUSTRY VIEW

% OF EXPOSURE AT DEFAULT (EAD)



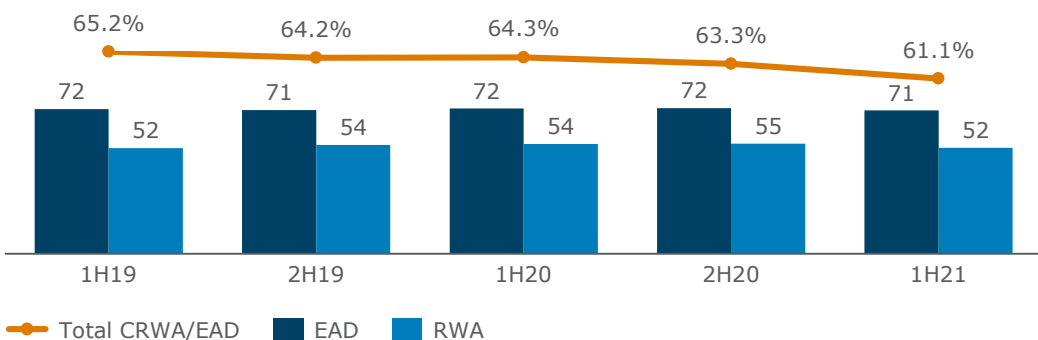
SECURITY PROFILE

% OF EXPOSURE AT DEFAULT (EAD)²



RISK WEIGHT INTENSITY

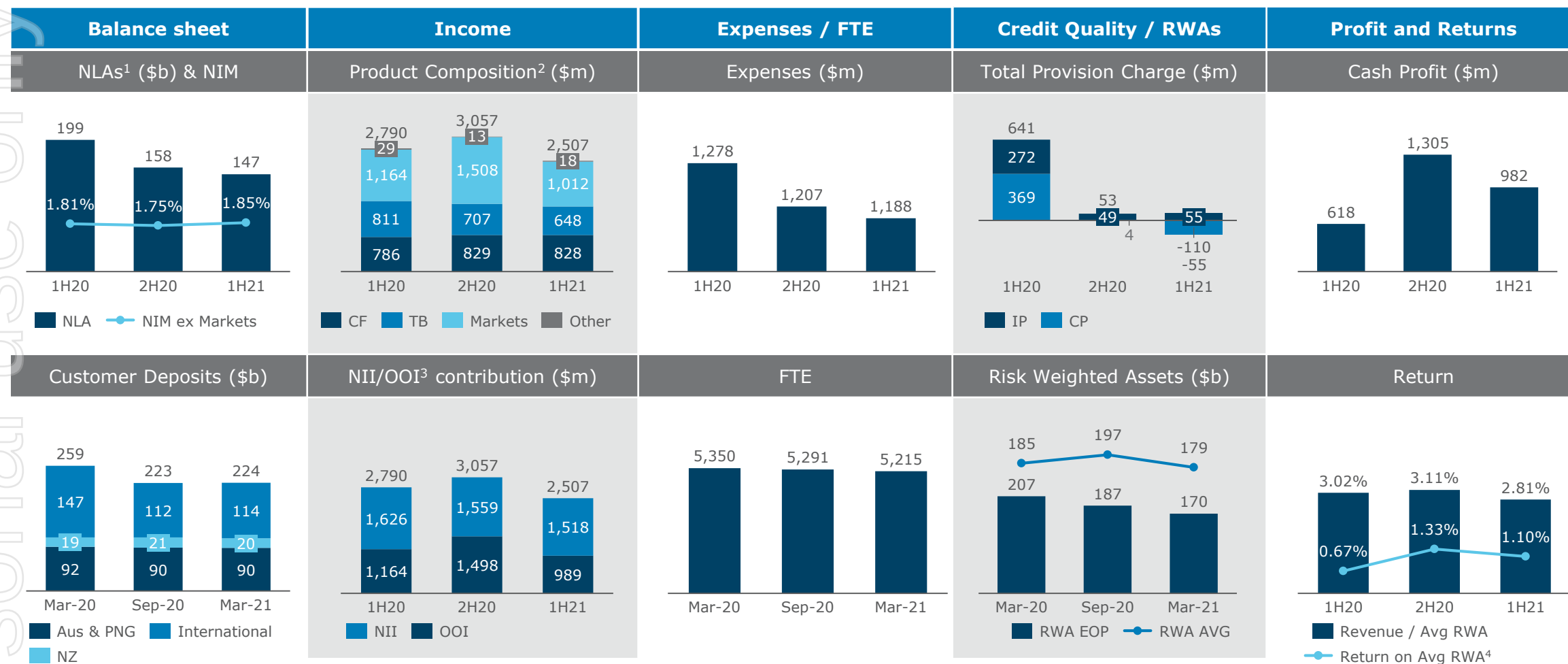
\$b



1. States based on primary postcode. 'Other' refers to exposures not reported against a specific state. Some postcodes occur across two states
2. Fully Secured on a market value basis. Other includes loans secured by cash or via sovereign backing

INSTITUTIONAL

FINANCIAL PERFORMANCE: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS



1. NLAs: Net Loans & Advances
2. TB: Transaction Banking; CF: Corporate Finance
3. NII: Net Interest Income; OOI: Other Operating Income
4. Cash profit divided by average risk weighted assets

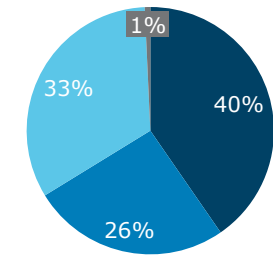
INSTITUTIONAL

BUSINESS UNIT OVERVIEW

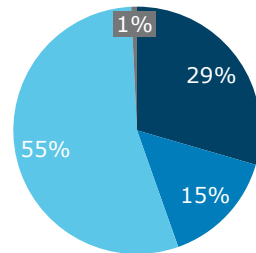
TOTAL INSTITUTIONAL

INCOME (1H21) \$2,507m

RISK WEIGHTED ASSETS (Mar-21) \$170b

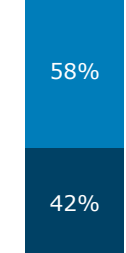


Markets Transaction Banking Corporate Finance Other



MARKETS INCOME

\$1,012m



1H21

Franchise

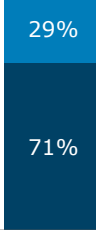
- Provide financial markets products and structured solutions that enable ANZ customers to manage their risks across Foreign Exchange, Rates, Credit and Capital Markets, and Commodities

Balance Sheet & Derivative Valuation Adjustments

- Undertake liquidity and balance sheet risk management activities on behalf of ANZ; includes managing a portfolio of high quality liquid assets to meet ANZ's liquidity needs, and managing the net interest rate risk position generated by customer transactions across the ANZ balance sheet

TRANSACTION BANKING INCOME

\$648m



1H21

Trade and Supply Chain

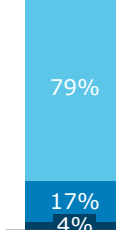
- Provide cross-border trade finance, bank guarantees and supply chain finance solutions that help our customers manage risk and deliver a cost-effective method of funding cash flows and working capital

Payments and Cash Management

- Help customers manage their working capital needs by offering a comprehensive suite of services including payments and collections, information management, account and clearing services and liquidity management

CORPORATE FINANCE INCOME

\$828m



1H21

Help our customers grow their business and diversify their funding base via provision of a full-service Institutional lending business that supports customers with financing decisions, origination, structuring and execution.

Loan Product Standard lending solutions

Specialised Finance

- Bespoke lending products, where cash flows from specific assets are structured to support customers' capital requirements

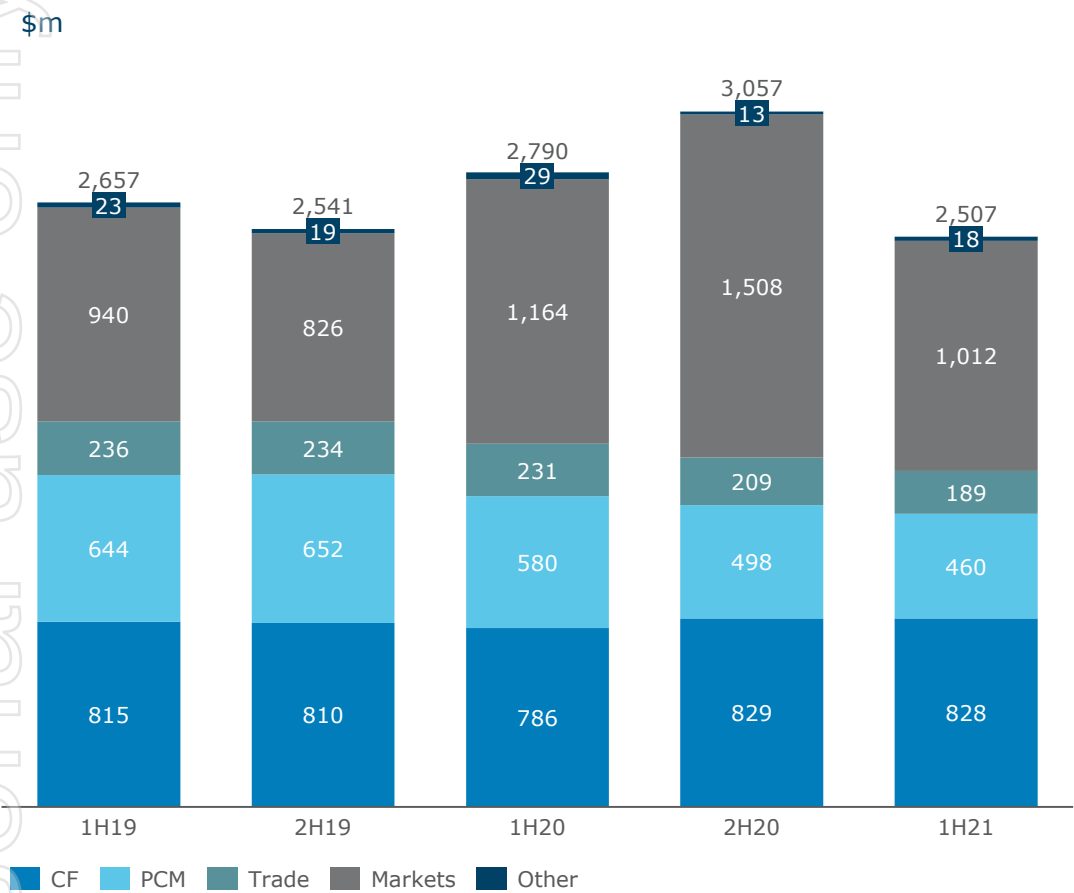
Corporate Advisory and Syndication

- Specialisation in structuring, underwriting & distributing syndicated loans to global investors to support customers seeking to raise capital. Also support customers with financing decisions via provision of corporate advisory services

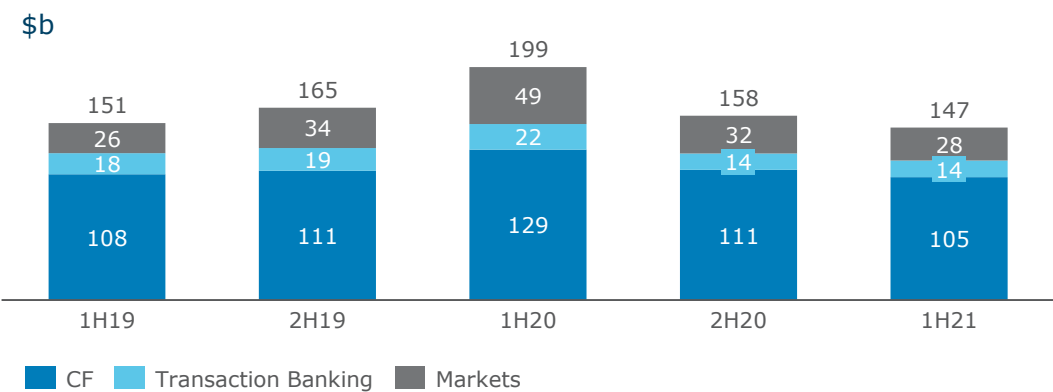
INSTITUTIONAL

INCOME & ASSET COMPOSITION: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

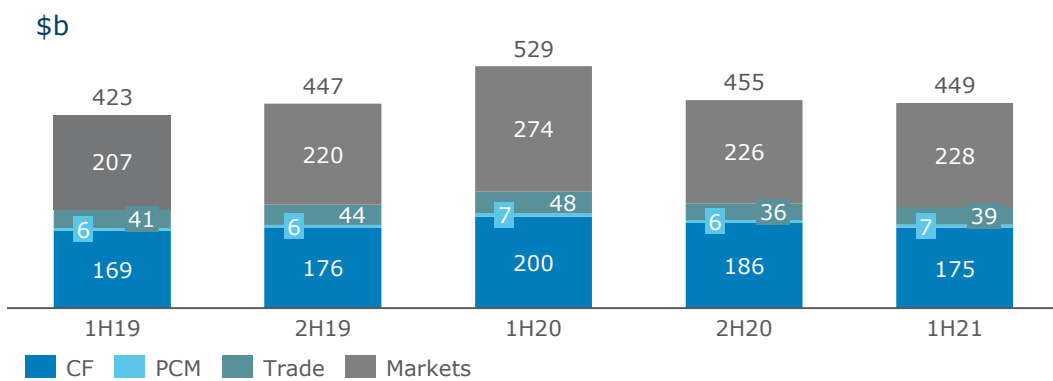
INSTITUTIONAL INCOME COMPOSITION¹



NET LOANS & ADVANCES



EXPOSURE AT DEFAULT¹

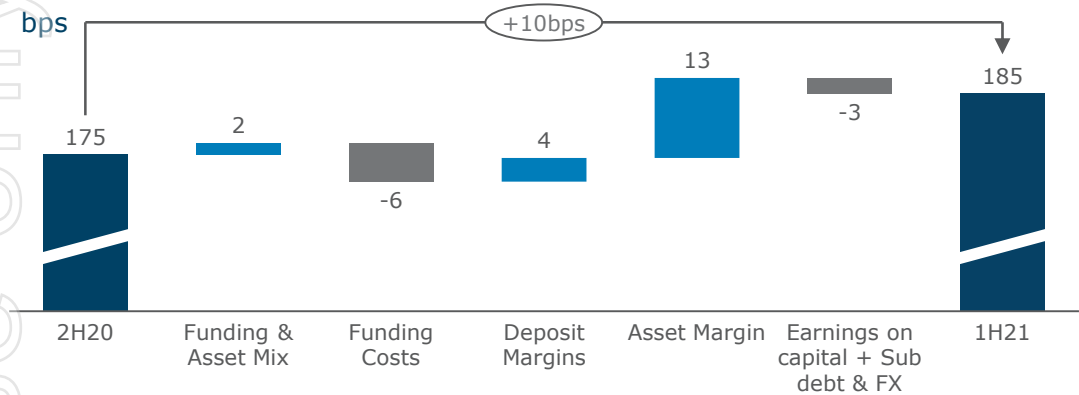


1. Trade: Trade & Supply Chain; PCM: Payments & Cash Management; CF: Corporate Finance

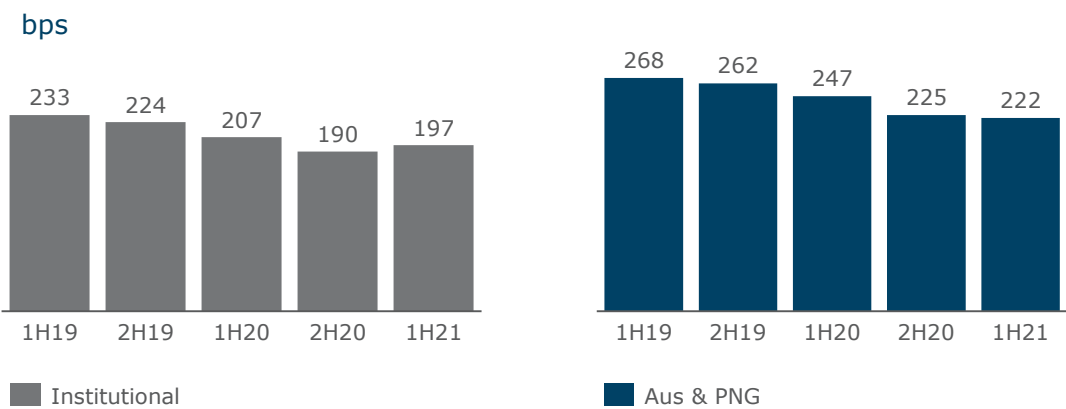
INSTITUTIONAL

RISK WEIGHTED ASSETS & RISK ADJUSTED RETURNS: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

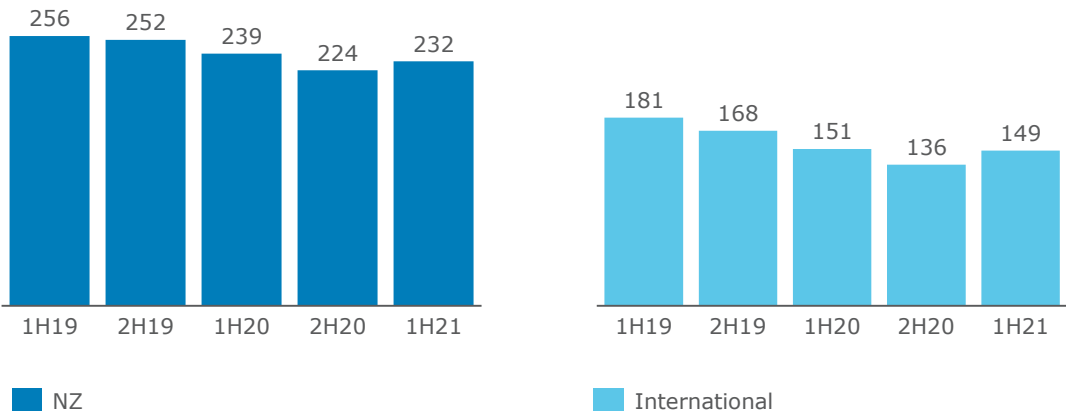
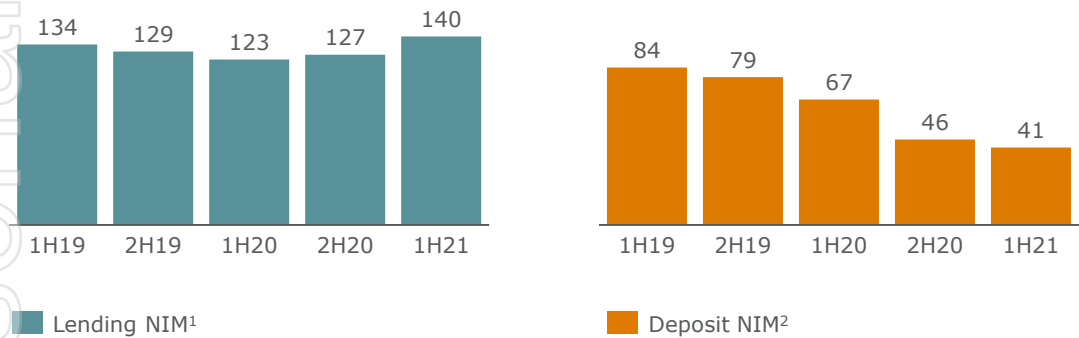
NIM EX MARKETS (NII/AIEA)



RISK ADJUSTED NIM EX MARKETS ³



NIM
bps

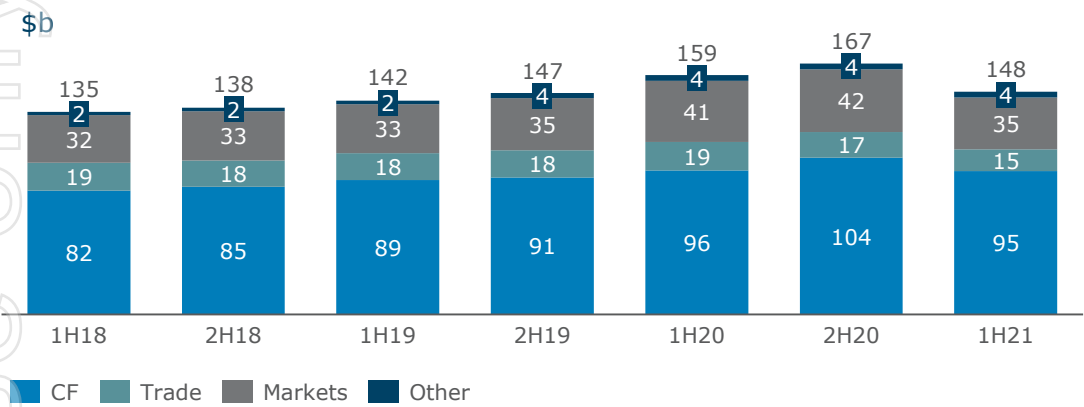


1. Lending NIM represents Corporate Finance and Trade
2. Deposit NIM represents Payments & Cash Management (PCM)
3. Institutional ex-Markets Net Interest Income divided by average Credit Risk Weighted Assets

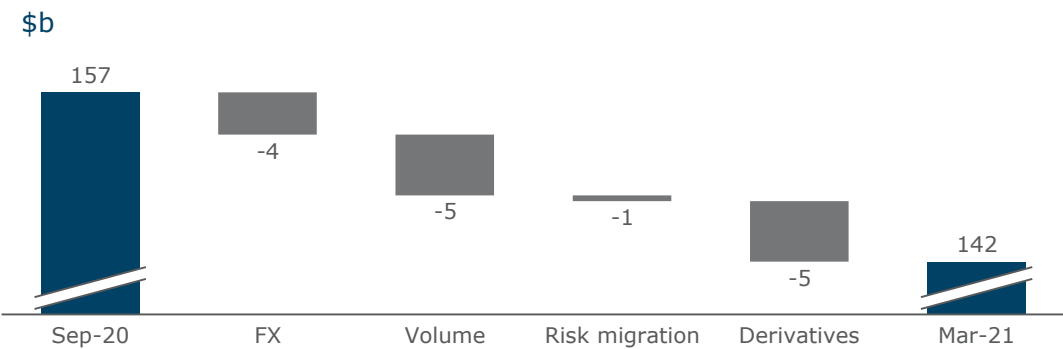
INSTITUTIONAL

CREDIT RWA: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

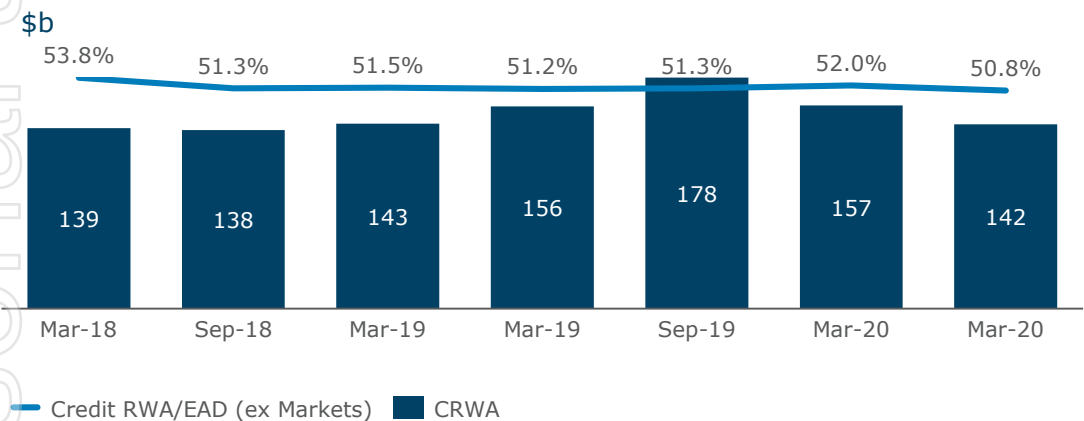
CREDIT RWA (AVG)¹



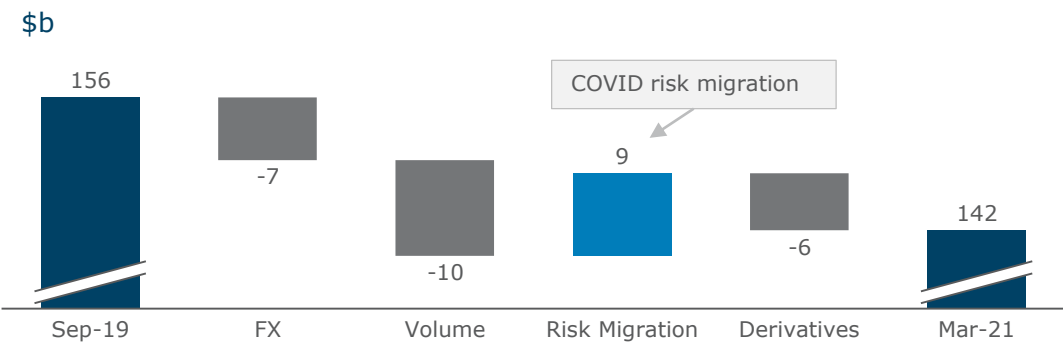
CREDIT RWA MOVEMENT – 1H21 (EOP)



CREDIT RWA INTENSITY (EOP)



CREDIT RWA MOVEMENT - FROM SEPTEMBER 2019 (EOP)

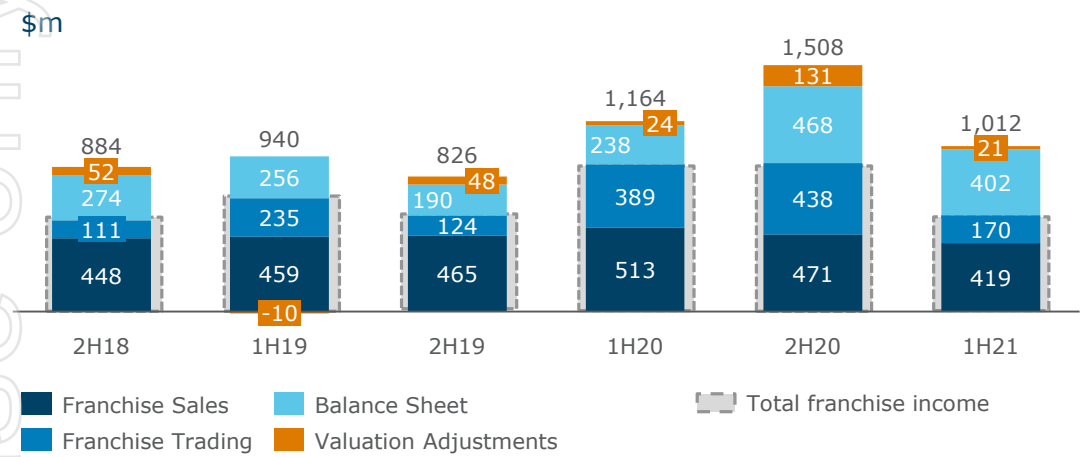


1. Trade: Trade & Supply Chain; CF: Corporate Finance

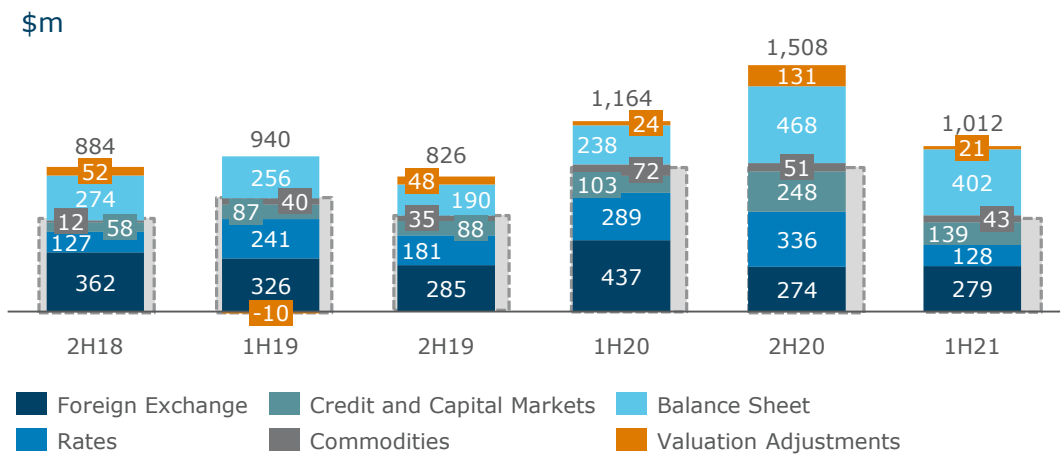
INSTITUTIONAL

MARKETS INCOME COMPOSITION: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

MARKETS INCOME COMPOSITION – SALES / TRADING VIEW



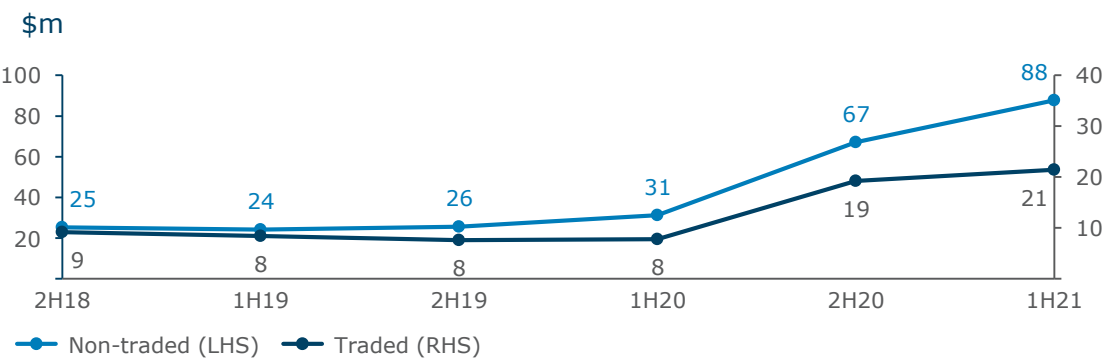
MARKETS INCOME COMPOSITION – BUSINESS VIEW



CHANGES IN PRESENTING MARKETS INCOME COMPOSITION

- Markets customer franchise income is now presented across four business lines: FX, Rates, Credit & Capital Markets, and Commodities
- There are no changes to the presentation of Balance Sheet, Derivative Valuation Adjustments or VaR
- This revised presentation better reflects the underlying nature of ANZ's Markets business as a customer franchise, particularly as sales and risk management activities have become more integrated
- Both new and the previously disclosed format of Markets' disclosure has also been included

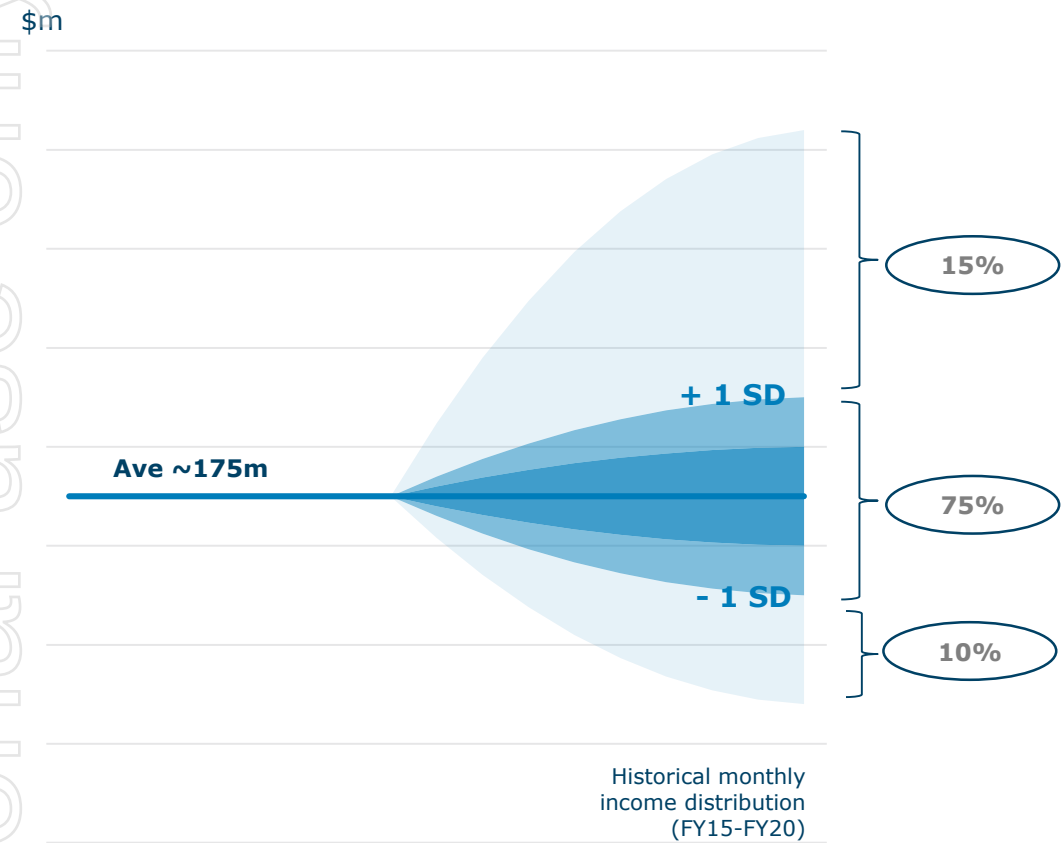
MARKETS AVG VALUE AT RISK (99% VAR)



CONSISTENCY OF MARKETS INCOME

MARKETS INCOME HAS HISTORICALLY FOLLOWED CLOSE TO A NORMAL DISTRIBUTION, WITH A POSITIVE SKEW

MARKETS HISTORICAL MONTHLY INCOME



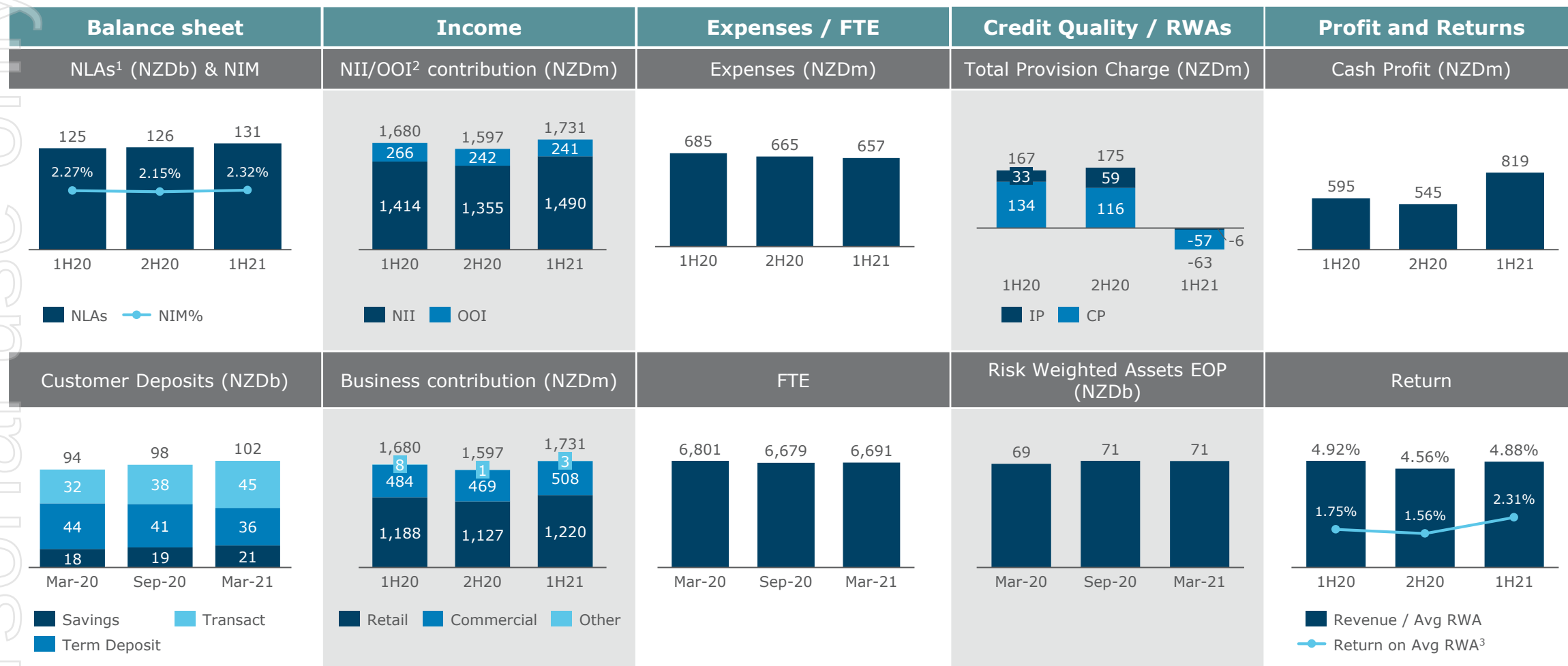
CHARACTERISTICS OF MONTHLY INCOME DISTRIBUTION

- Over the last 6 years, monthly Markets income has followed close to a normal distribution, but with positive skew:
 - Average monthly income ~\$175m with a standard deviation of ~\$50m. Stability is driven by a set of “core” customers who deal with ANZ Markets on a regular basis and across multiple geographies & products
 - Under the risk and governance framework implemented by the current management team (since March 2016), approx. 3 in 4 months have delivered income >\$150m and every month has been >\$100m
- Franchise income tends to be higher during a “risk-off¹” environment in financial markets and/or when “bid-offer spreads” widen. This income is generated mainly on the back of increased customer activity and from providing continued liquidity support to customers during market dislocations
- The historical tendency for Markets to outperform in these environments has provided important diversification benefits to group revenues

1. A risk off environment is broadly defined as one in which one in which credit spreads widen, risk free bond yields fall, equities sell off, volatility increases and USD strengthens

NEW ZEALAND DIVISION

FINANCIAL PERFORMANCE: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS



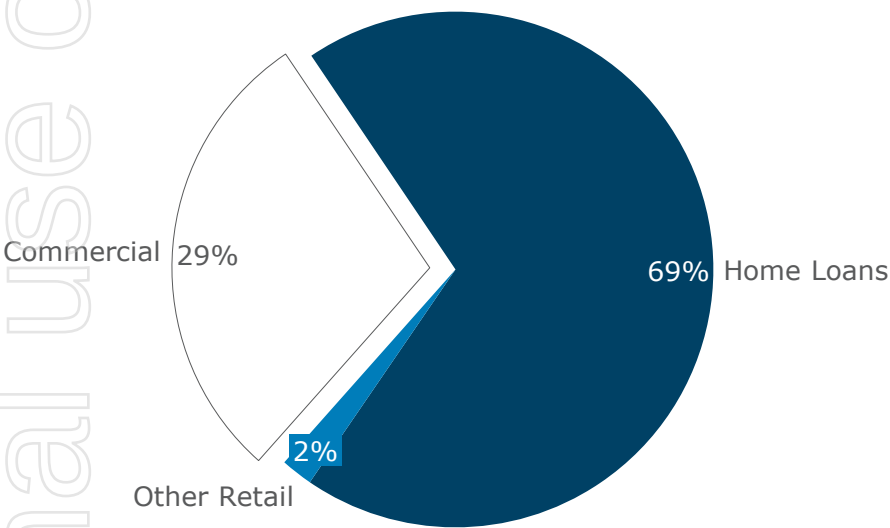
1. NLAs: Net Loans & Advances
2. NII: Net Interest Income; OOI: Other Operating Income
3. Cash profit divided by average Risk Weighted Assets

NEW ZEALAND RETAIL & COMMERCIAL

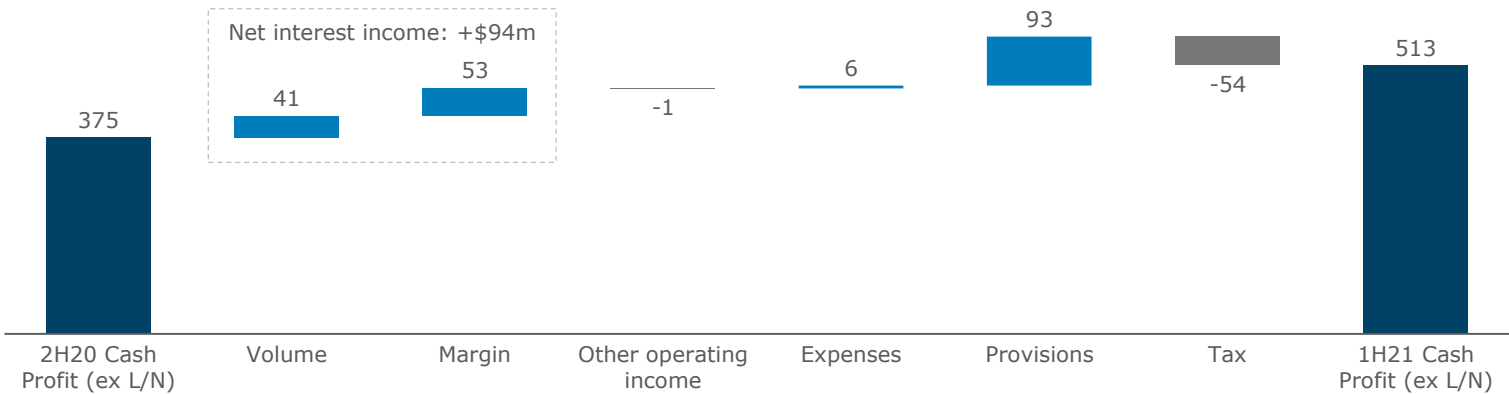
RETAIL OVERVIEW: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

Personal use only

NZ DIVISION NET LOANS AND ADVANCES
NZD 131.3b



TOTAL RETAIL	1H21 v 2H20		
Income	+8%		
Net interest income	+11%	Lending volume +\$5.8b	
Other operating income	+0%		
Net Loans and Advances	+7%	Home Loans +7%	
Customer Deposits	+2%	Term deposits -14%	Transact/Savings +14%
Total Customers (as at Mar-21)	2.25m		

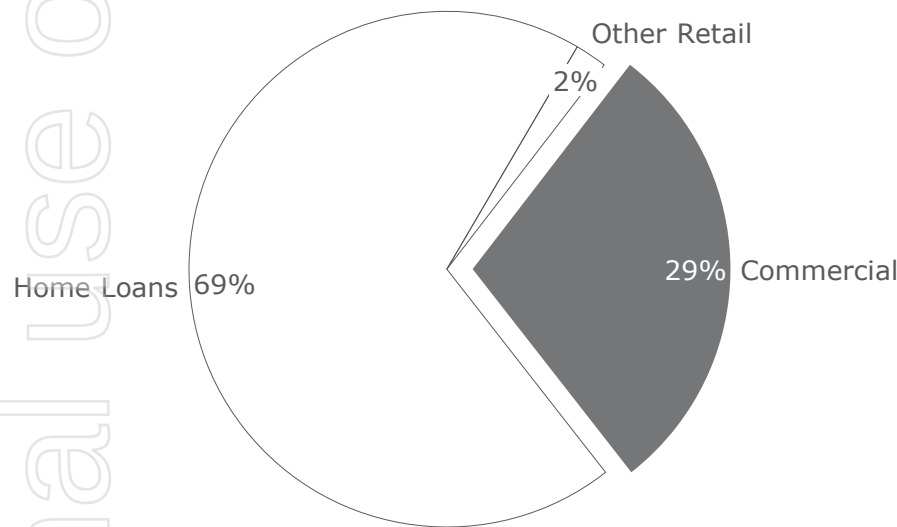


NEW ZEALAND RETAIL & COMMERCIAL

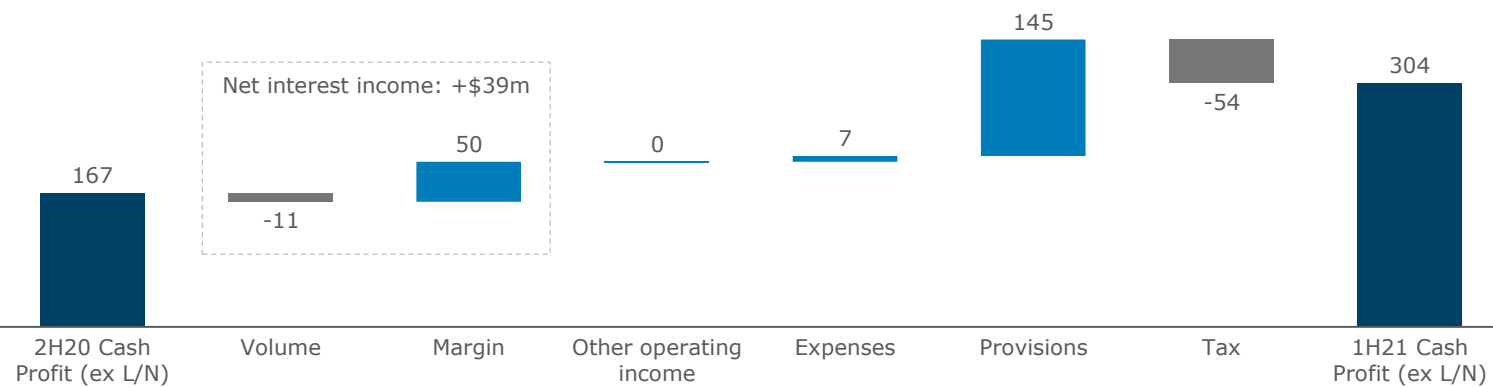
COMMERCIAL OVERVIEW: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

Personal use only

NZ DIVISION NET LOANS AND ADVANCES
NZD131.3b



TOTAL COMMERCIAL	1H21 v 2H20		
Income	+8%		
Net interest income	+8%	Lending volume -\$0.5b	
Other operating income	+0%		
Net Loans and Advances	-1%		
Customer Deposits	+9%	Term deposits -2%	Transact/Savings +16%
Return on average RWAs	+94 bps	NPAT +\$137m	RWA -\$0.9b
Individual Provision loss rate	-27 bps	Due to write-backs and asset realisation	



2021 HALF YEAR RESULTS

INVESTOR DISCUSSION PACK
TREASURY



REGULATORY CAPITAL

CAPITAL UPDATE

- Level 2 CET1 ratio of 12.4% (~12.5% pro forma) and 18.1% on an Internationally Comparable basis¹, which is well in excess of 'Unquestionably Strong' benchmark²
 - Benefits from credit impairment charge of +14bps, following \$678m of CP release, partly offset by \$187m of IP charge
 - CRWA migration benefit of \$7.2b (+21bps) mainly from Australia mortgages portfolio – associated with lower RWA intensity in part due to changes in household saving and spending patterns through the COVID period
 - Lower underlying RWA of \$11.2b (+32bps) predominantly in the Institutional business
- APRA Level 1 CET1 ratio of 12.2%. Level 1 primarily comprises ANZ BGL (the Parent including offshore branches) but excludes offshore banking subsidiaries³
- Leverage ratio of 5.5% (or 6.2% on an Internationally Comparable basis)

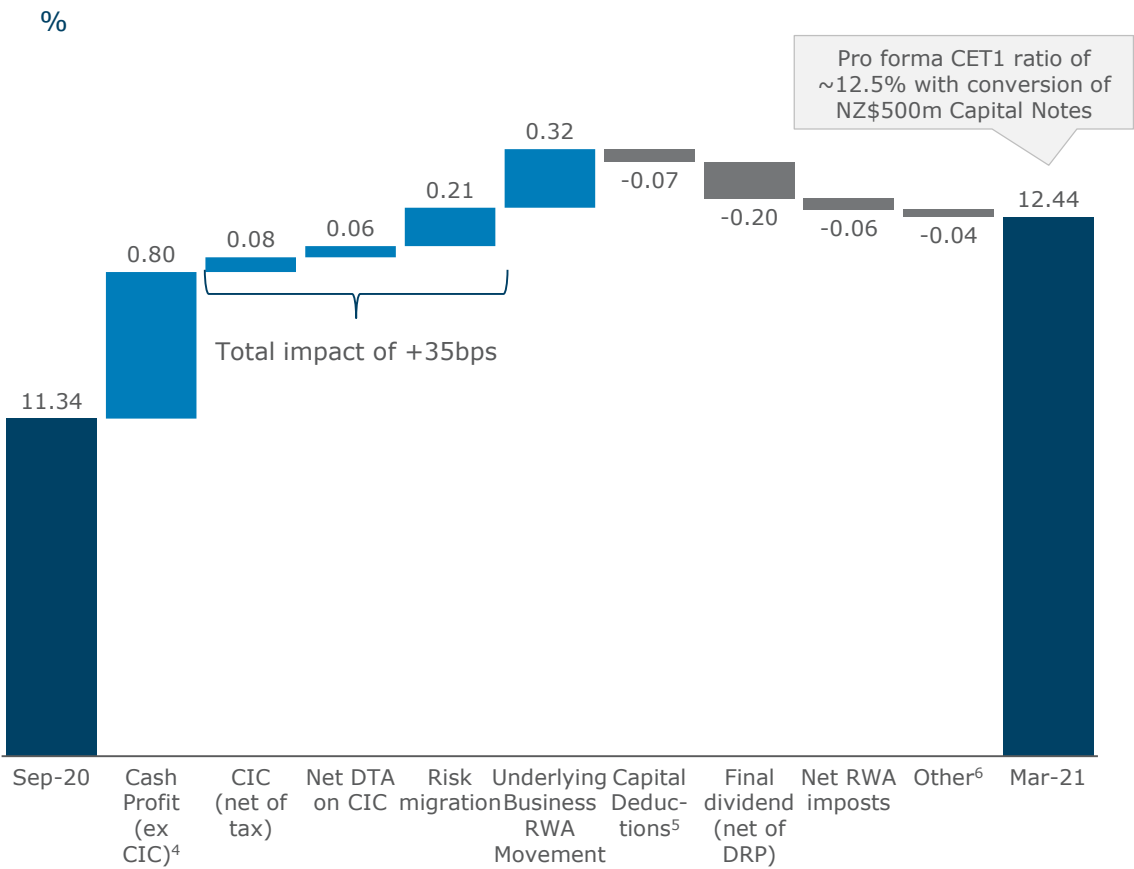
Dividend

- Interim Dividend of 70 cents fully franked, representing 52% DPOR on a 1H21 cash ex. LNI basis
- The effect of the DRP to be neutralised by acquiring these shares on market

Regulatory Update

- Industry (via ABA) feedback to APRA on their capital reform proposals provided. Final impacts still to be determined. Further calibration of the proposals is expected
- The RBNZ has eased dividend restrictions

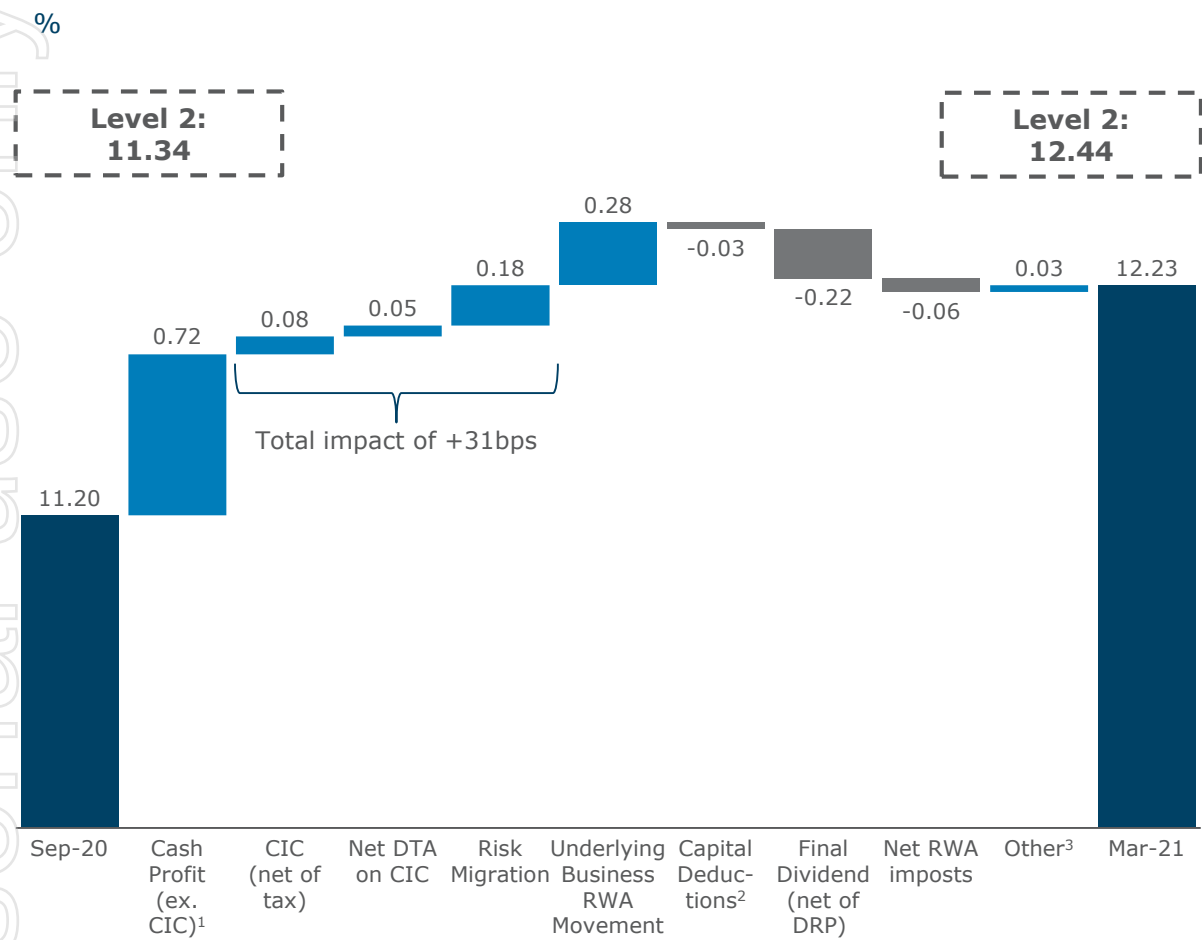
APRA LEVEL 2 COMMON EQUITY TIER 1 RATIO (CET1)



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. Excludes Large / Notable items & one-off items. 5. Mainly comprises the movement in retained earnings in deconsolidated entities and expected losses in excess of eligible provision shortfall. 6. Other impacts include movements in non-cash earnings, net foreign currency translation and impacts from Large / Notable items (non-capital deduction related).

REGULATORY CAPITAL

APRA LEVEL 1 CET1 RATIO



APRA LEVEL 2 VS LEVEL 1 CET1 RATIOS	Bps
Level 2 HoH mvmt	110
Level 1 HoH mvmt	103
Level 2 vs Level 1 mvmt	7
Explained by	
Cash Profit ¹	8
Other	-1

- Level 2 includes Cash Profit and RWA movement from ANZ subsidiaries (e.g. ANZ Bank New Zealand) that are outside of Level 1.
- Level 2 CET1 ratio HoH increase is +7bps higher than Level 1, largely due to the retention of earnings in ANZ NZ due to RBNZ restrictions on dividends. This is partly offset by dividend repatriations from other Group subsidiaries outside of the Level 1 entity.

1. Excludes Large / Notable items & one-off items

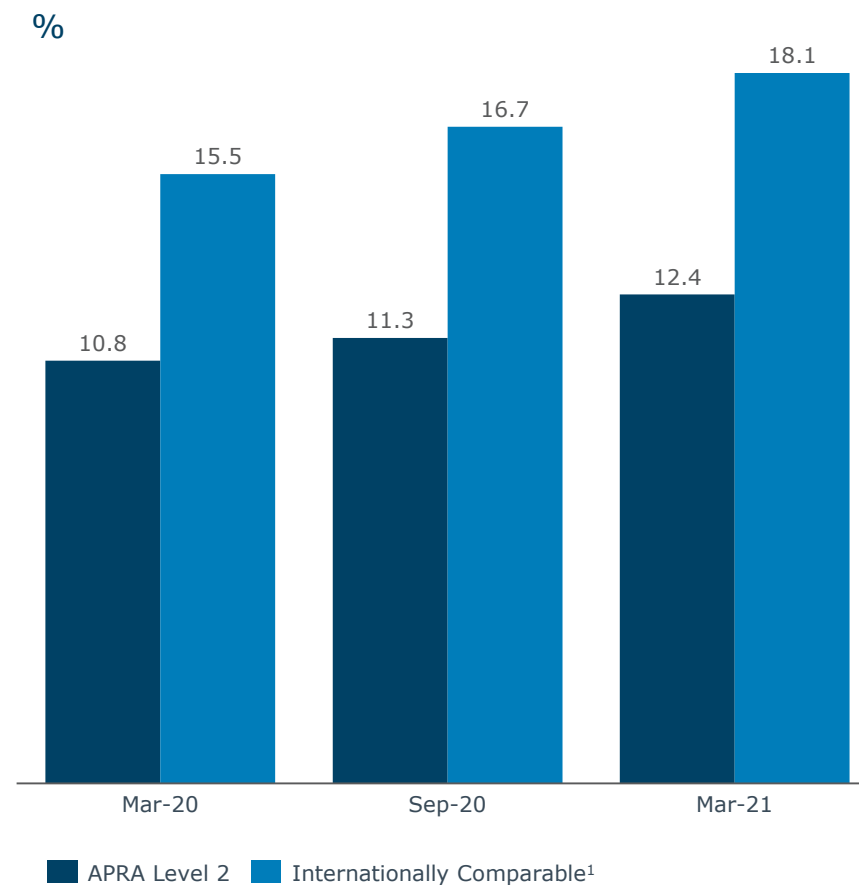
2. Mainly comprises the movement in retained earnings in deconsolidated entities and expected losses in excess of eligible provision shortfall

3. Other impacts include movements in non-cash earnings, net foreign currency translation and impacts from Large / Notable adjustments (non-capital deduction related)

INTERNATIONALLY COMPARABLE¹ REGULATORY CAPITAL POSITION

APRA Level 2 CET1 Ratio – 31 March 2021			12.4%
Corporate undrawn EAD and unsecured LGD adjustments	Australian ADI unsecured corporate lending LGDs and undrawn CCFs exceed those applied in many jurisdictions	1.7%	
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	1.5%	
Specialised Lending	APRA requires supervisory slotting approach which results in more conservative risk weights than under Basel framework	0.8%	
IRRBB RWA	APRA includes in Pillar 1 RWA. This is not required under the Basel framework	0.3%	
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	0.5%	
Basel III Internationally Comparable CET1 Ratio			18.1%
Basel III Internationally Comparable Tier 1 Ratio			20.5%
Basel III Internationally Comparable Total Capital Ratio			25.7%

Level 2 CET1 Ratio



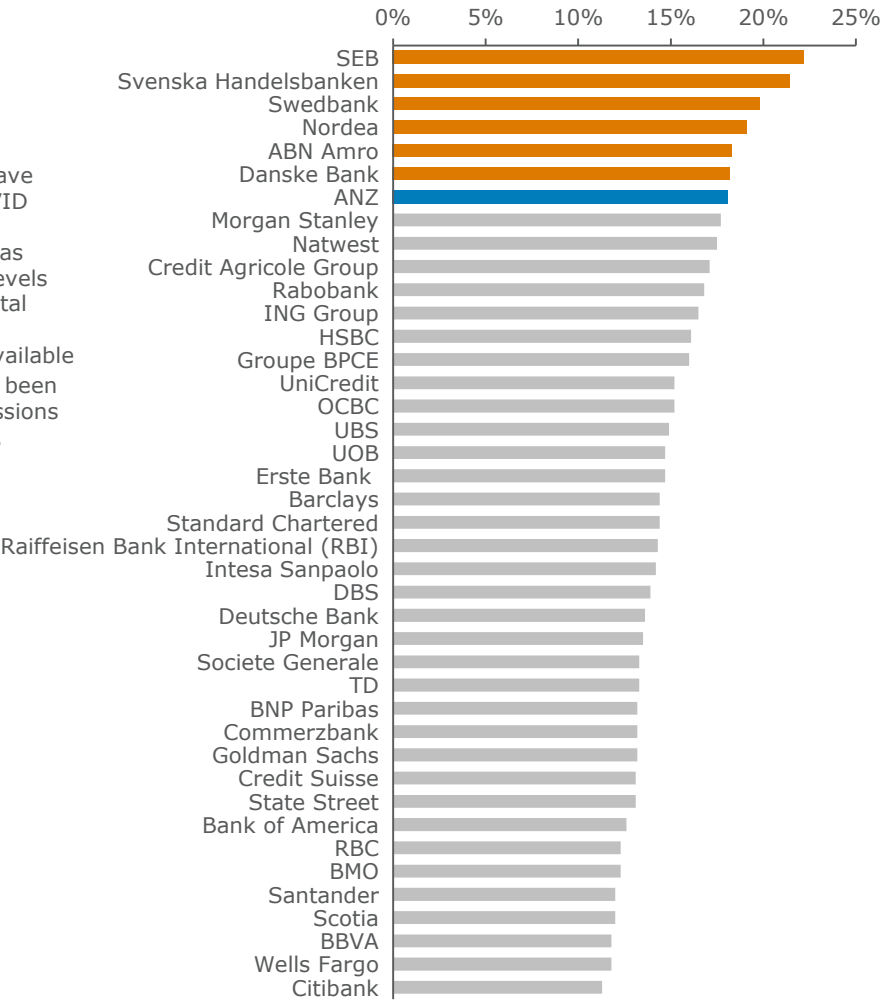
1. Internationally Comparable methodology aligns with APRA's information paper entitled International Capital Comparison Study (13 July 2015). Basel III Internationally Comparable ratios do not include an estimate of the Basel I capital floor

CET1 AND LEVERAGE IN A GLOBAL CONTEXT

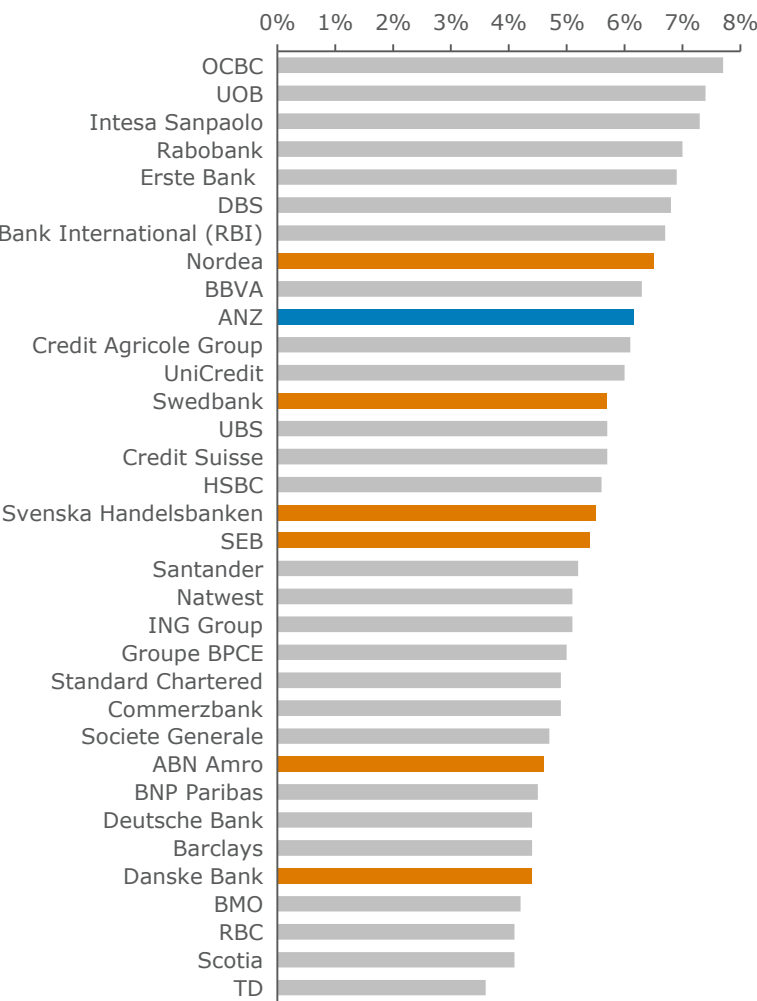
CET1

- Regulators globally have provided specific COVID related transitional arrangements, ANZ has utilised public CET1 levels and adjusted for Capital treatment of ECL provisioning where available
- No adjustments have been made for RWA concessions related to COVID (i.e. mortgage deferrals)

CET1 RATIOS^{1,2}



LEVERAGE RATIOS^{1,2,3}



Leverage

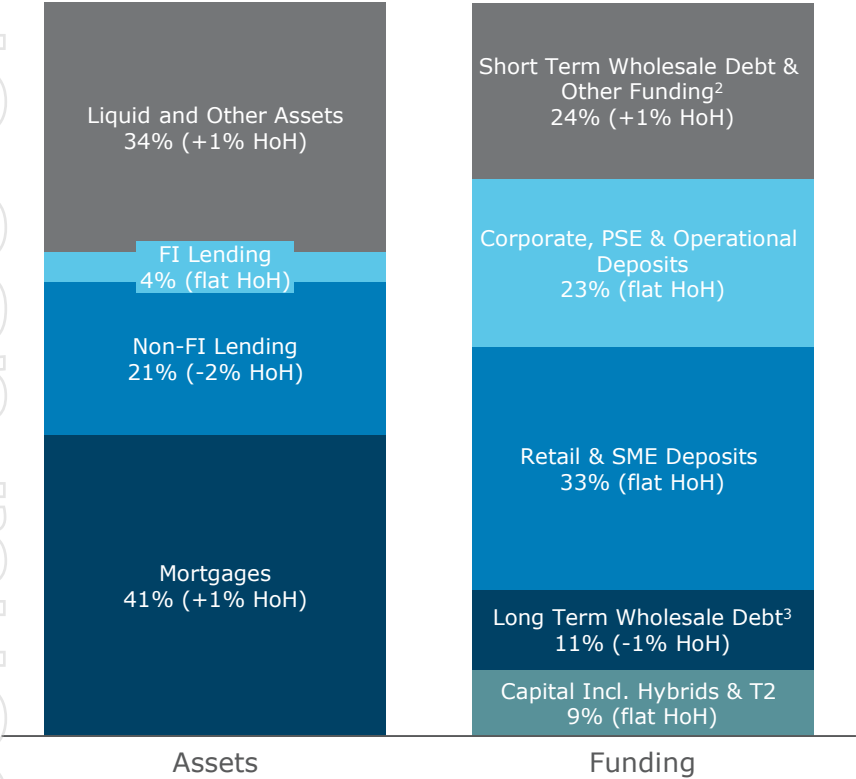
ANZ compares well on leverage, however international comparisons are more difficult to make given the favourable treatment of derivatives under US GAAP

1. CET1 and leverage ratios are based on ANZ estimated adjustment for accrued expected future dividends, COVID transitional arrangements for expected credit loss and leverage exposure concessional adjustments where details have been externally disclosed. 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. Based on Group 1 banks as identified by the BIS (internationally active banks with Tier 1 capital of more than €3 billion) 3. 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

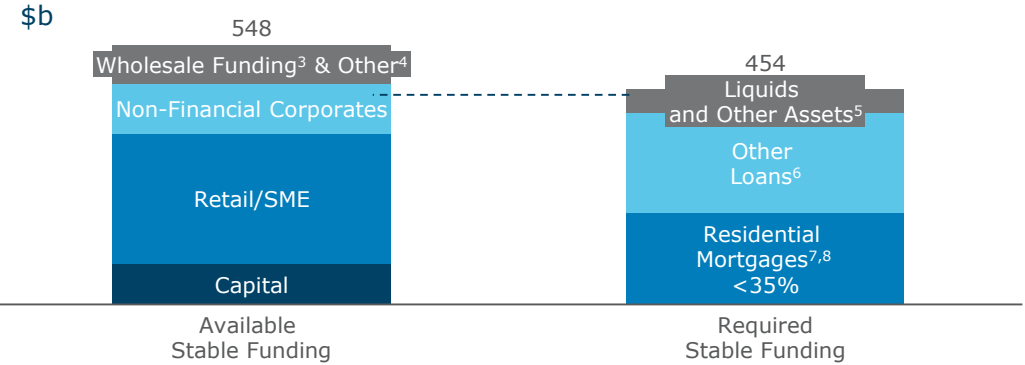
BALANCE SHEET COMPOSITION

Mar-21

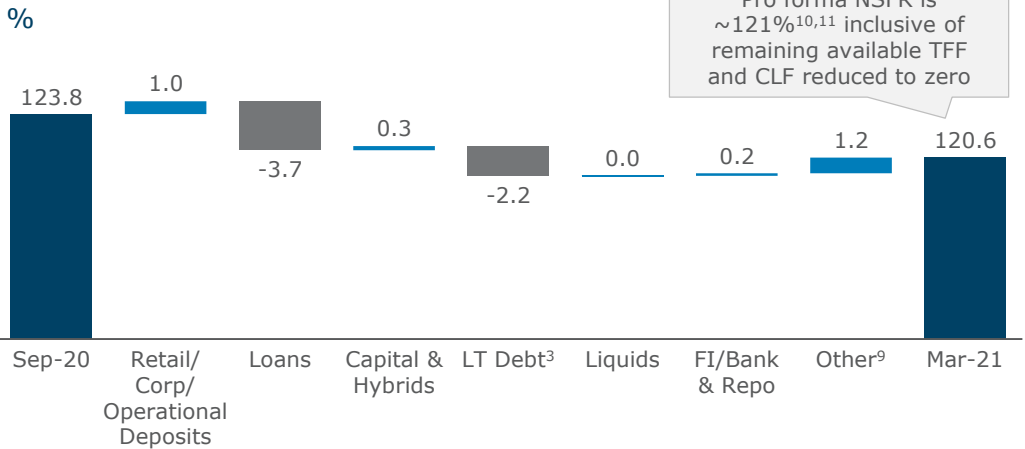


NSFR COMPOSITION

Mar-21



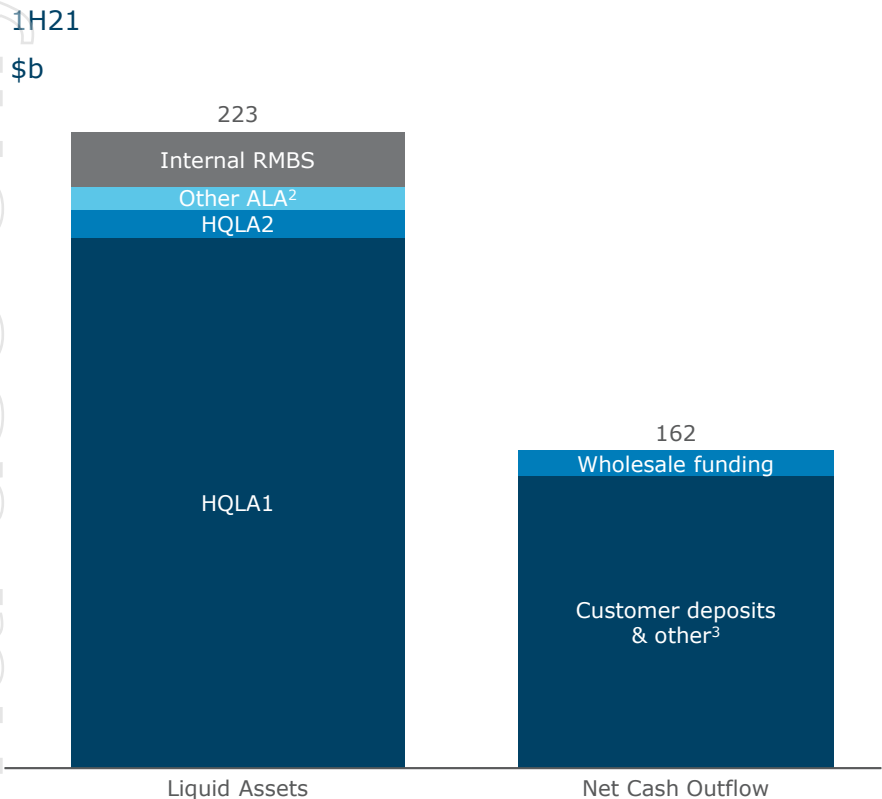
NSFR MOVEMENT



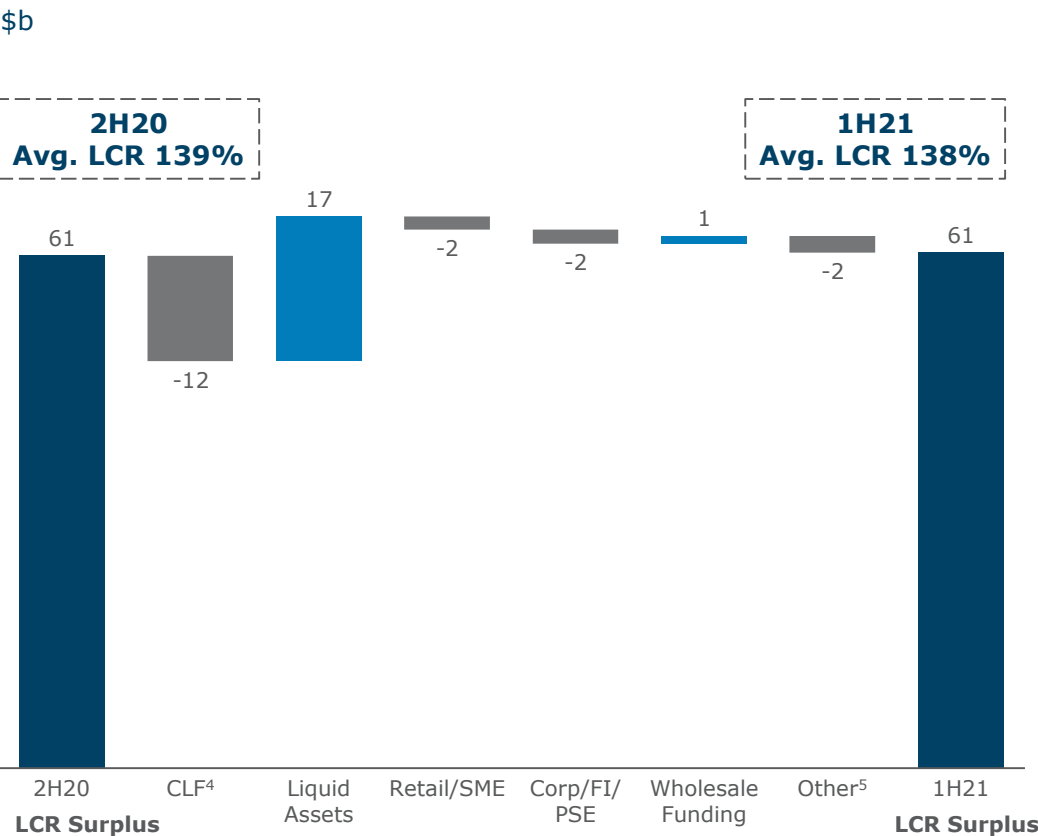
1. NSFR Required Stable Funding (RSF) and Available Stable Funding (ASF) categories and all figures shown are on a Level 2 basis per APRA prudential standard APS210 2. Includes FI/Bank deposits, Repo funding and other short dated liabilities 3. Includes drawn TFF of \$12b 4. 'Other' includes Sovereign, and non-operational FI Deposits 5. 'Other Assets' include Off Balance Sheet, Derivatives, Fixed Assets and Other Assets 6. All lending >35% Risk weight 7. Includes NSFR impact of self-securitised assets backing the Committed Liquidity Facility (CLF) 8. <35% Risk weighting as per APRA Prudential Standard 112 Capital Adequacy: Standardised Approach to Credit Risk 9. Net of other ASF and other RSF 10. Remaining TFF includes \$8b of Supplementary as at 1 April 2021 11. CLF is 10.7b as at 31 March 2021

LIQUIDITY COVERAGE RATIO (LCR) SUMMARY¹

LCR COMPOSITION (AVERAGE)



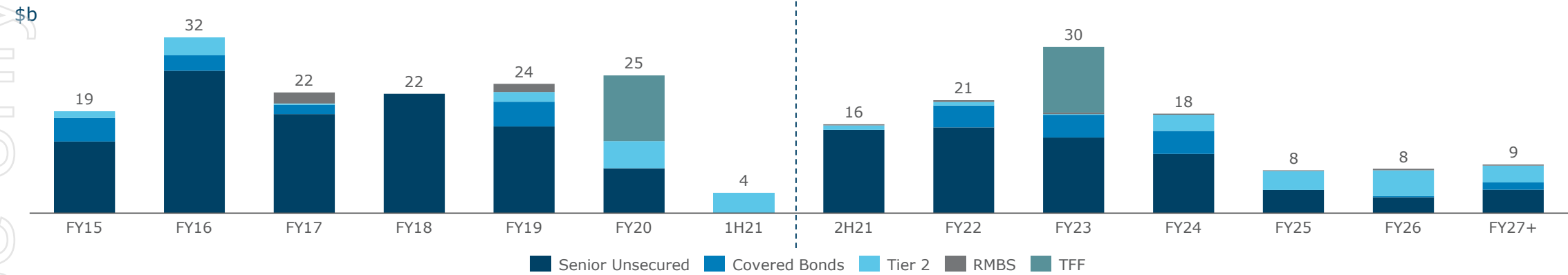
MOVEMENT IN AVERAGE LCR SURPLUS³



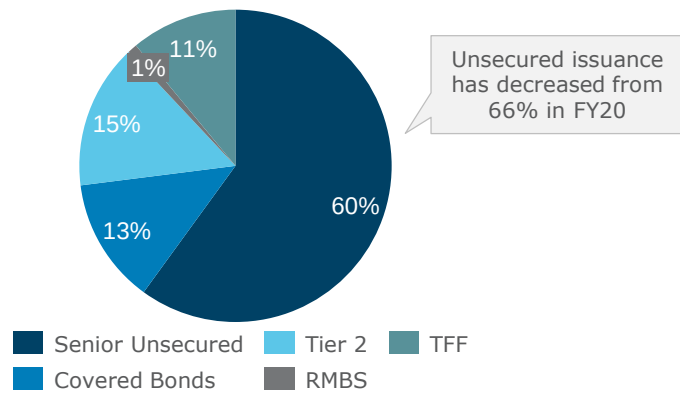
1. All figures shown on a Level 2 basis as per APRA Prudential Standard APS210 2. Comprised of assets qualifying as collateral for the Committed Liquidity Facility (CLF), excluding internal RMBS, up to approved facility limit; and any assets contained in the RBNZ's liquidity Policy – Annex: Liquidity Assets – Prudential Supervision Department Document BS13A 3. LCR surplus excludes surplus liquids considered non-transferrable across the Group. At 31 Mar 2021, this included \$12bn of surplus liquids held in NZ. 4. RBA CLF decreased by \$25.0b from 1 January 2021 to \$10.7b (2H20: \$35.7b) 5. 'Other' includes off-balance sheet and cash inflows

TERM WHOLESALE FUNDING PORTFOLIO¹

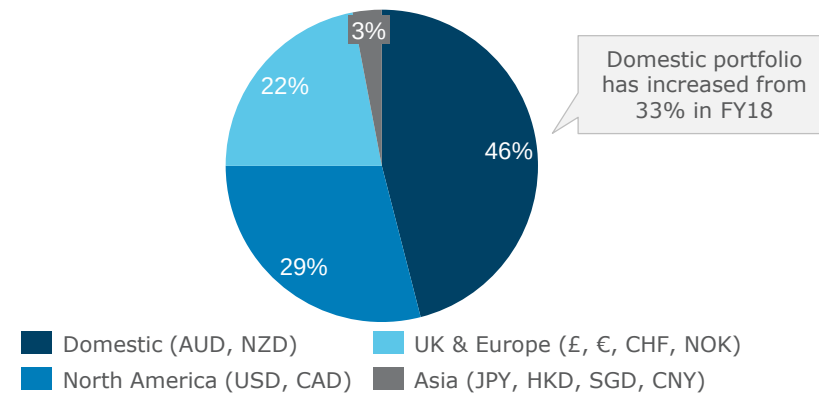
ISSUANCE



PORTFOLIO



PORTFOLIO BY CURRENCY



- ANZ's term funding requirements depend on market conditions, balance sheet needs and exchange rates, amongst other factors
- Remaining available, undrawn RBA Term Funding Facility (TFF) of \$8b²
- Subject to balance sheet dynamics, ANZ may have modest senior debt term funding requirements in 2H21

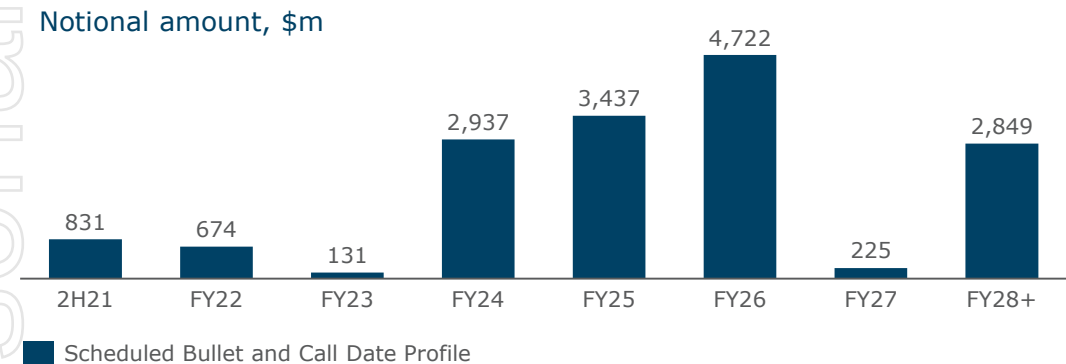
1. All figures based on historical FX and exclude AT1. Includes transactions with an original call or maturity date greater than 12 months as at the respective reporting date. Tier 2 maturity profile is based on the next callable date
2. As at 1 April 2021

ANZ'S TIER 2 CAPITAL PROFILE¹

ANZ'S TIER 2 CAPITAL REQUIREMENT TO PROGRESSIVELY INCREASE TO MEET TLAC REQUIREMENT

- Issued AUD \$10.5b since July 2019 across AUD, EUR, and USD
- FY21 T2 issuance expected to be ~\$4-5b, ~\$4b issued YTD.
- Remaining required Tier 2 capital net increase of ~\$5bn to ~\$20bn by January 2024 (Based on 5% of current RWAs²)
- Planned issuance in multiple currencies in both callable and bullet format
- Increased T2 issuance expected to be offset by reduction in other senior unsecured funding
- Well managed amortisation profile provides flexibility regarding issuance tenor

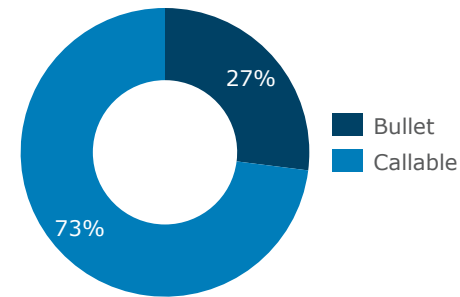
FUNDING PROFILE



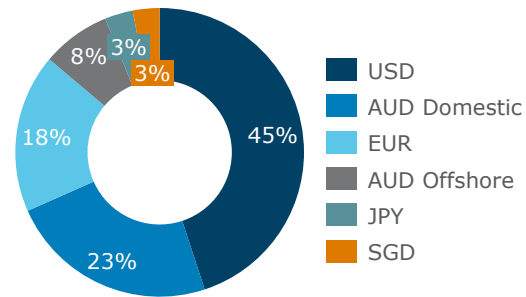
TIER 2 CAPITAL

Notional amount

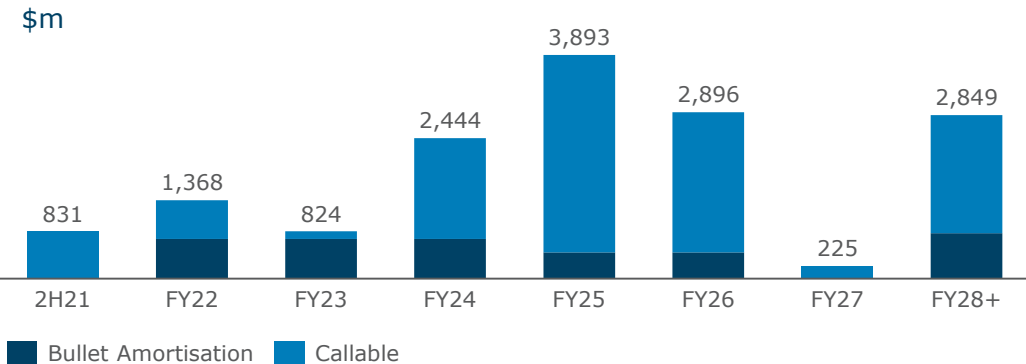
By Format



By Currency



CAPITAL AMORTISATION PROFILE³



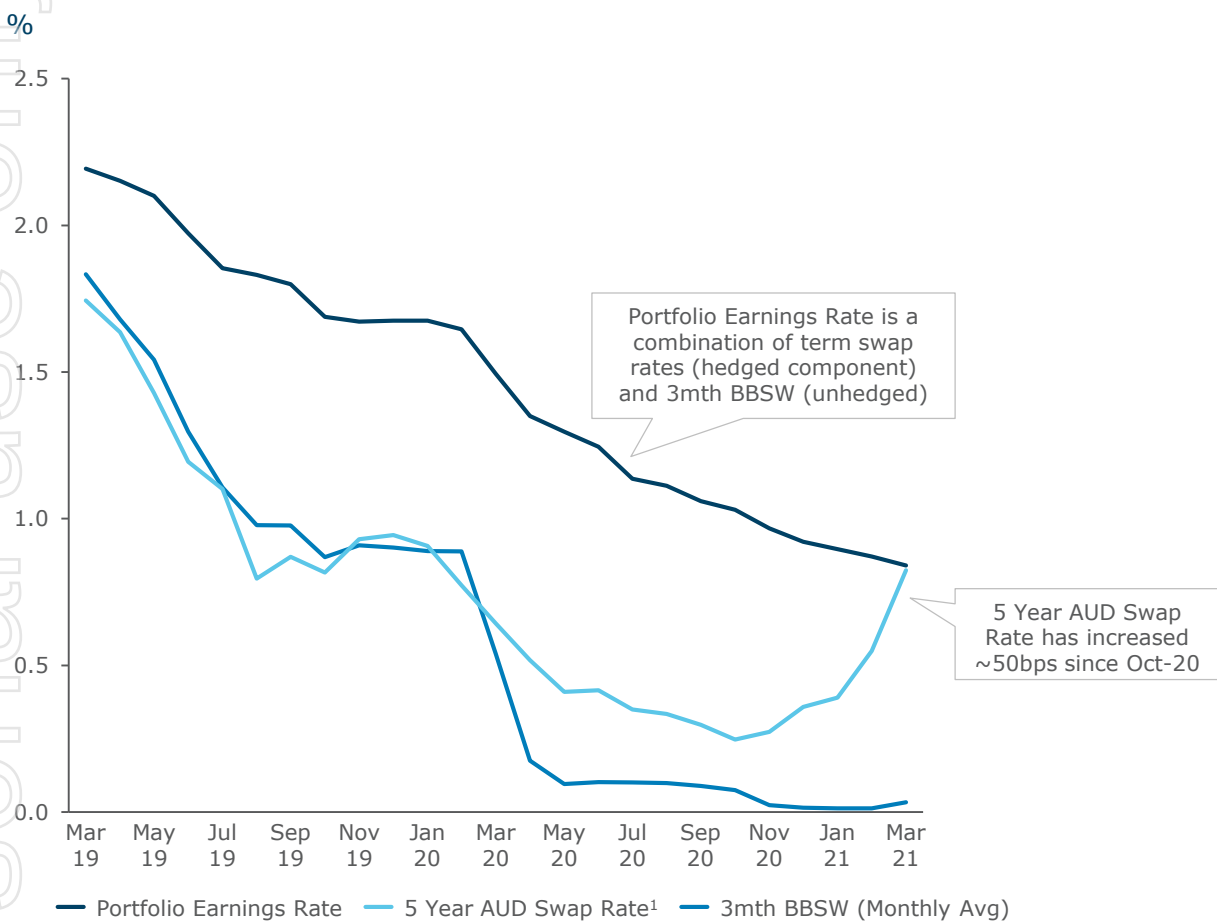
1. Profile is AUD equivalent based on historical FX, excluding Perpetual Floating rate notes issued 30 October 1986 (which loses Basel III transitional relief in 2021). Comprises Tier 2 capital in the form of Capital Securities only (i.e. does not include other Tier 2 capital such as eligible General reserve for impairment of financial assets)

2. Current RWAs \$408b as at 31 March 2021

3. 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

CAPITAL & REPLICATING DEPOSITS PORTFOLIO (AUSTRALIA)



PORTFOLIO EARNINGS RATE (HISTORICAL)

FY19 Ave: 2.08%	
1H19 Ave: 2.21%	2H19 Ave: 1.95%
FY20 Ave: 1.40%	
1H20 Ave: 1.64%	2H20 Ave: 1.20%
FY21 YTD Ave: 0.92%	
1H21 Ave: 0.92%	N/A

CAPITAL² & REPLICATING DEPOSITS PORTFOLIO

	AUST	NZ	APEA
Volume (\$A)	~87b	~32b	~9b
Volume Change (HoH)	~9bn increase	~4bn increase	~1bn decrease
Target Duration	Rolling 3 to 5 years		Various
Proportion Hedged	~55%	~83%	Various

- Strong replicating deposit growth over last 12 months was largely left unhedged (i.e. not invested to term yields)
- The 5 Year AUD Swap Rate has increased 50bps since Oct-20, providing more attractive hedging (i.e. investment) opportunities

1. Proxy for hedged investment rate
2. Includes other Non-Interest Bearing Assets & Liabilities

CAPITAL FRAMEWORK

CURRENT REGULATORY PROPOSALS AND RECENT REVISED IMPLEMENTATION DATES¹

	FY20	1H21	2H21	FY22	Implementation Date
RBNZ Capital Framework	Transition				2028
Leverage Ratio	Consultation		Finalise		2023
Standardised Approach to Credit Risk	Consultation		Finalise		2023
Internal Ratings-based Approach to Credit Risk	Consultation		Finalise		2023
Operational Risk	Consultation	Finalise			2023
Fundamental Review of the Trading Book	Consultation				TBD
Interest Rate Risk in the Banking Book			Finalise		2023
Loss Absorbing Capacity (LAC)²	Transition				2024
Capital Treatment for Investments in Subsidiaries (Level 1)	Consultation	Finalise			2022
Associations with Related Entities	Finalise				2022

1. Timeline is largely based on APRA's 2021 Policy and Supervision Priorities (published February 2021)
2. Only in relation to the 3% of RWA increase in Total Capital requirements announced in July 2019

2021 HALF YEAR RESULTS

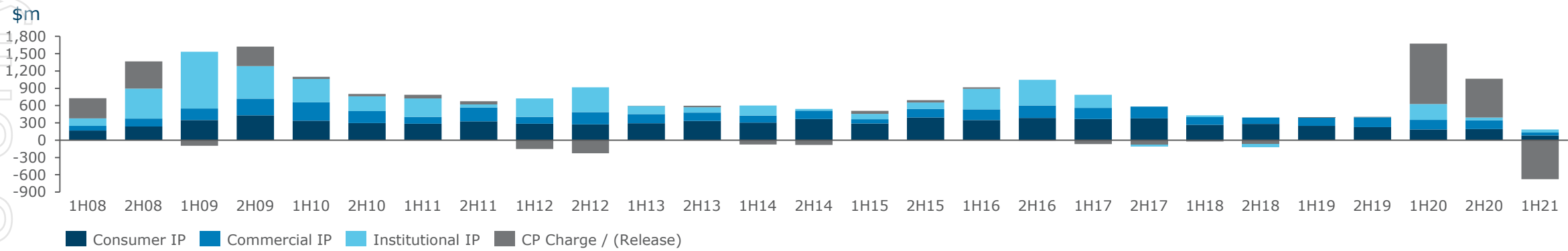
INVESTOR DISCUSSION PACK
RISK MANAGEMENT



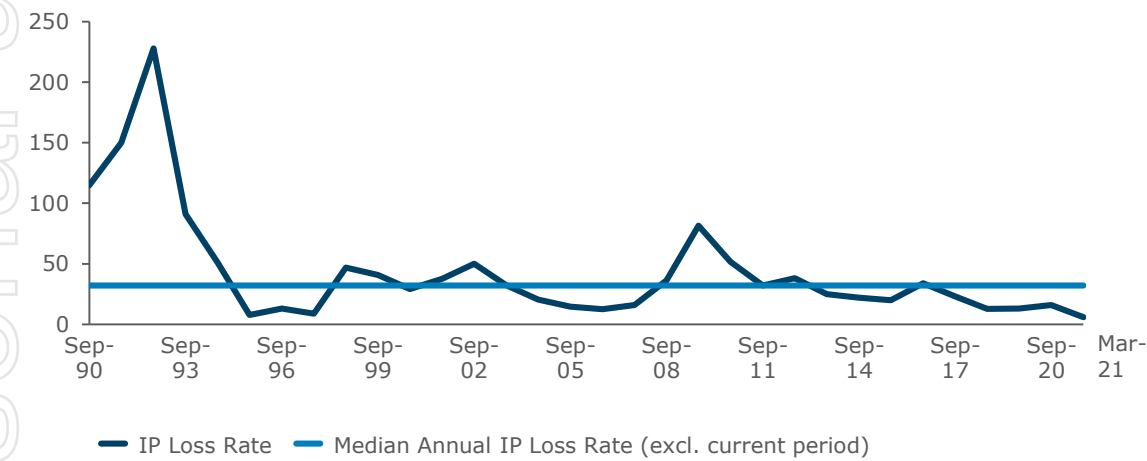
RISK MANAGEMENT

LONG RUN PROVISIONS & LOSS RATES

TOTAL CREDIT IMPAIRMENT CHARGE



ANZ HISTORICAL LOSS RATES¹ (basis points)



LONG RUN LOSS RATE (INTERNAL EXPECTED LOSS) (%)

Division	Mar-16	Sep-16	Mar-17	Sep-17	Mar-18	Sep-18	Mar-19	Sep-19	Mar-20	Sep-20	Mar-21
Aus. R&C	0.35	0.33	0.33	0.33	0.31	0.29	0.29	0.29	0.28	0.27	0.24
New Zealand	0.25	0.26	0.26	0.22	0.21	0.19	0.19	0.18	0.19	0.16	0.15
Institutional	0.37	0.36	0.35	0.30	0.32	0.27	0.27	0.25	0.25	0.30	0.25
Pacific	1.47	1.79	1.60	1.69	1.95	1.78	1.60	1.40	1.30	1.46	1.74
Subtotal	0.34	0.33	0.33	0.30	0.30	0.27	0.27	0.26	0.26	0.26	0.23
Asia Retail	1.50	1.51	1.51	2.75	0	0	0	0	0	0	0
Total	0.37	0.35	0.35	0.32	0.30	0.27	0.27	0.26	0.26	0.26	0.23

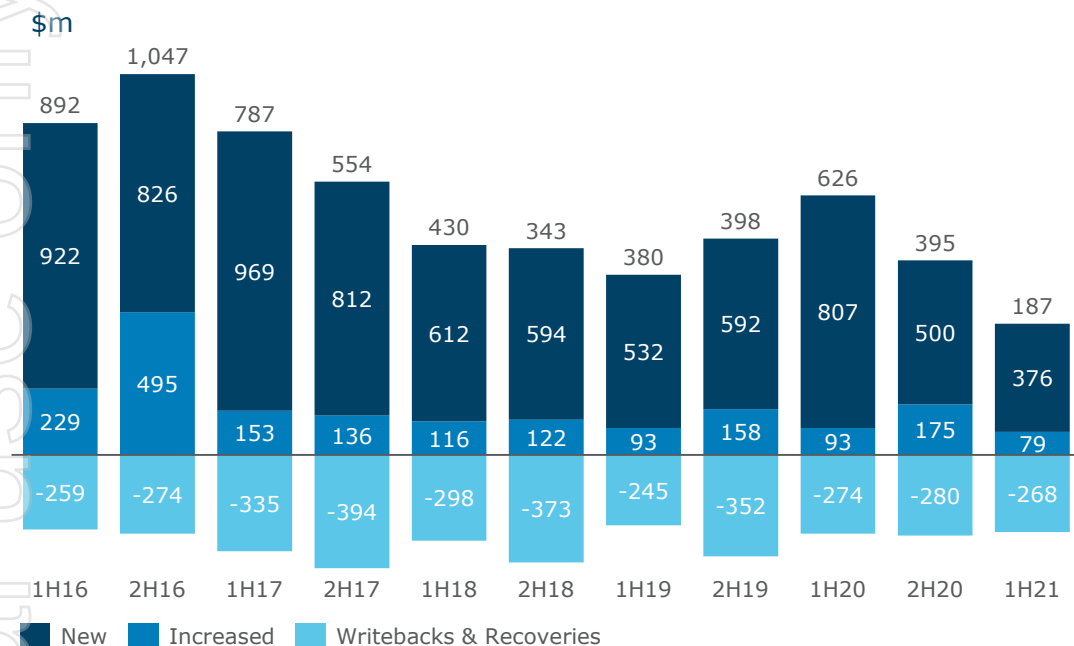
HoH improvement is a result of portfolio risk reductions, improved book mix & lower volumes in Institutional whilst in Australia Retail & Commercial (Aus. R&C) the fiscal support provided to business and the improving trading conditions across a number of sectors has reduced the assessed risk of customers with improved risk ratings & delinquency positions

1. IP as a % of average Gross Loans and Advances (GLA)

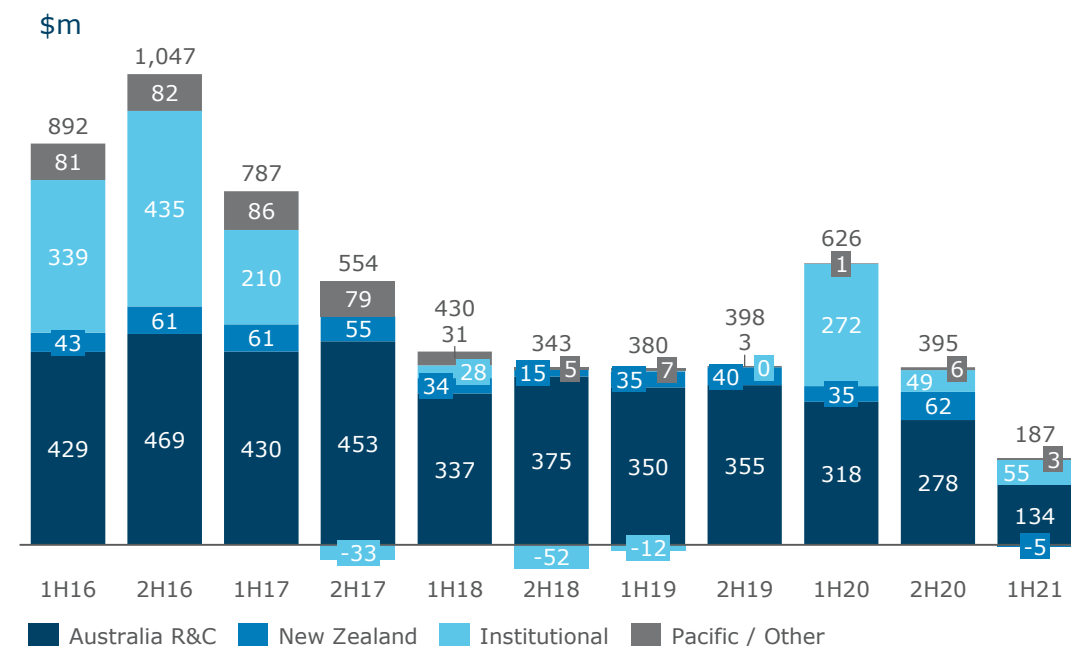
RISK MANAGEMENT

INDIVIDUAL PROVISION CHARGE

INDIVIDUAL PROVISION CHARGE



INDIVIDUAL PROVISION CHARGE BY DIVISION



Ratios	1H16	2H16	1H17	2H17	1H18	2H18	1H19	2H19	1H20	2H20	1H21
IP loss rate (bps) ¹	31	36	27	19	15	12	12	13	20	12	6
Total loss rate (bps) ¹	32	36	25	16	14	9	13	13	53	33	-16
IP balance / Gross Impaired Assets	43%	41%	43%	48%	50%	43%	42%	40%	42%	36%	33%

1. Annualised loss rate as a % of Gross Loans and Advances (GLA)

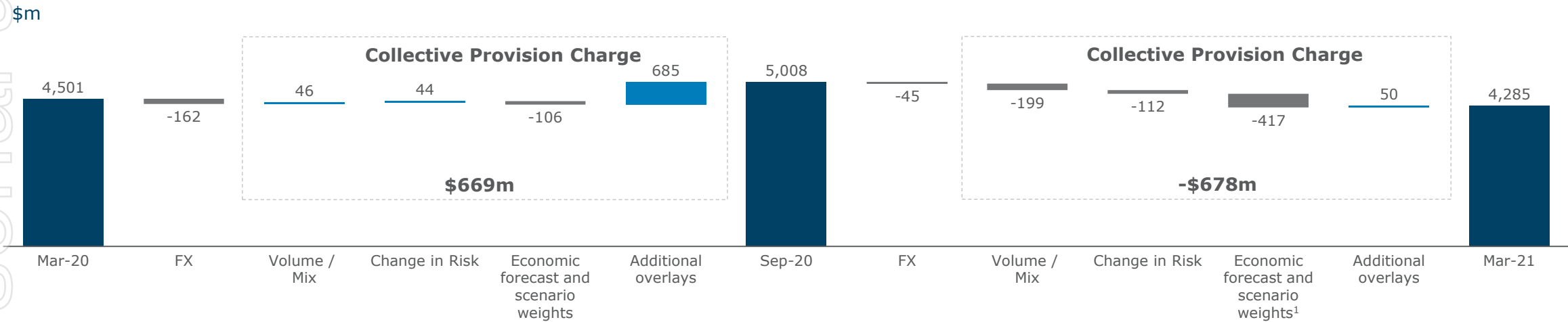
RISK MANAGEMENT

COLLECTIVE PROVISION BALANCE & CHARGE

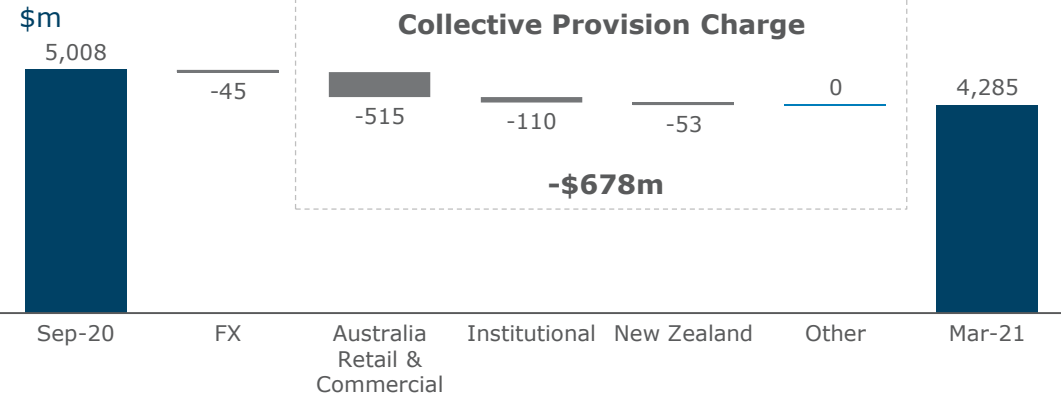
COLLECTIVE PROVISION CHARGE

\$m	1H19	2H19	1H20	2H20	1H21
CP charge	13	4	1,048	669	-678
Volume/Mix	-28	-51	0	46	-199
Change in Risk	-40	19	17	44	-112
Economic forecast scenario weights ¹	99	31	1,124	-106	-417
Additional overlays	-18	5	-93	685	50

MOVEMENT IN COLLECTIVE PROVISION BALANCE



MOVEMENT IN COLLECTIVE PROVISION BALANCE – BY DIVISION

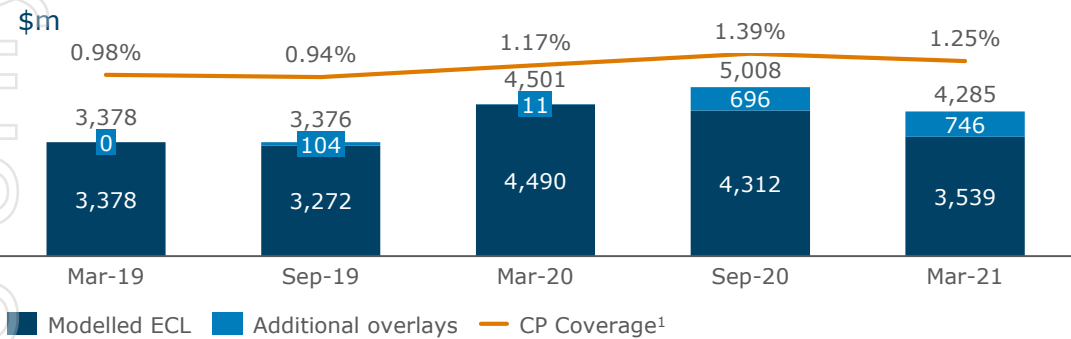


1. Reduction driven by the improving economic outlook is offset by changes to scenario weightings and an allowance for model uncertainty due to the continuing pandemic and recent wind-back of government support programs

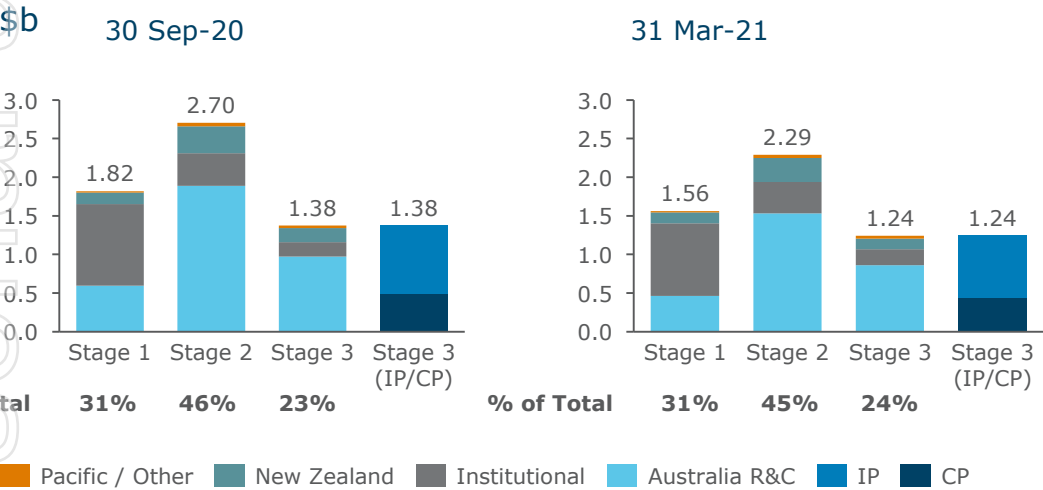
RISK MANAGEMENT

COLLECTIVE PROVISION (CP) BALANCE

CP BALANCE BY CATEGORY



PROVISION BALANCE BY STAGE



CP BALANCE BY DIVISION

\$b	Mar-19	Sep-19	Mar-20	Sep-20	Mar-21
Australia Retail & Commercial	1.83	1.80	2.32	2.85	2.33
Institutional	1.13	1.17	1.59	1.51	1.36
New Zealand	0.37	0.37	0.54	0.57	0.51
Pacific	0.04	0.04	0.05	0.08	0.08

CP BALANCE BY PORTFOLIO

\$b	Mar-19	Sep-19	Mar-20	Sep-20	Mar-21
Corporate	1.59	1.62	2.22	2.30	2.13
Specialised	0.18	0.19	0.29	0.32	0.28
Residential Mortgage	0.49	0.52	0.81	1.06	0.78
Retail (ex Mortgages)	1.05	0.97	1.10	1.25	1.04
Sovereign / Banks	0.07	0.08	0.08	0.08	0.06

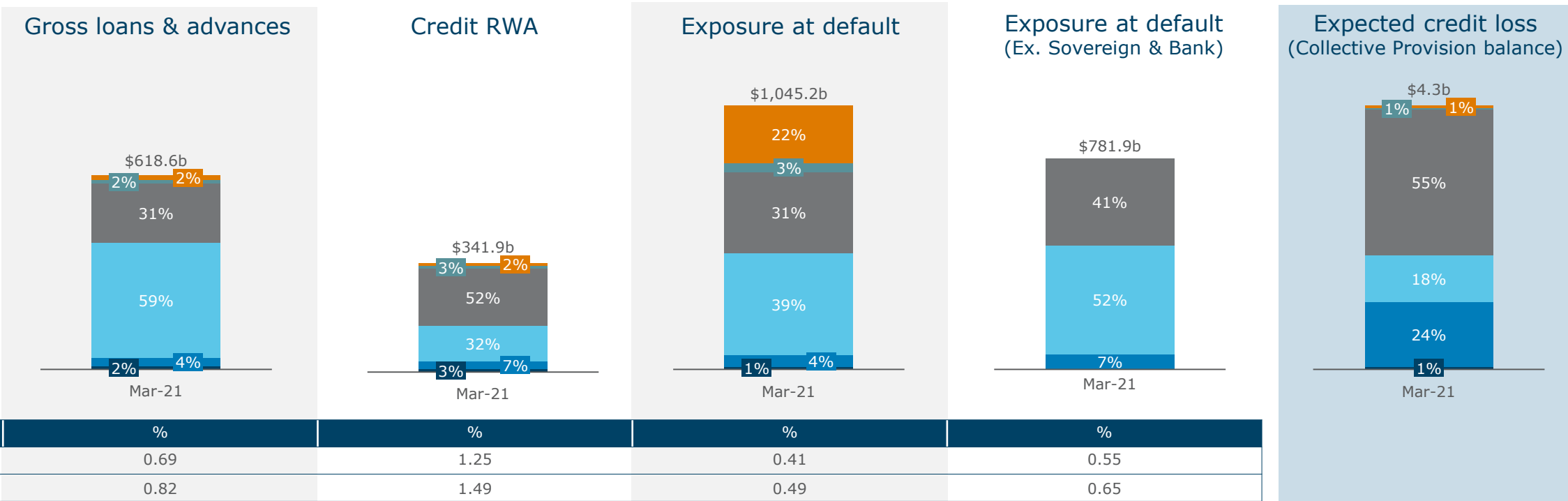
1. CP as a % of Credit Risk Weighted Assets (CRWA)

RISK MANAGEMENT

PORTFOLIO COMPOSITION AND COVERAGE RATIOS

PORTFOLIO COMPOSITION

Sovereign Bank Corporate Resi. Mortgage Retail (ex Mortgages) Other



Coverage rates by asset classes are available in the ANZ risk template available at <https://www.anz.com/shareholder/centre/reporting/results-announcement/>

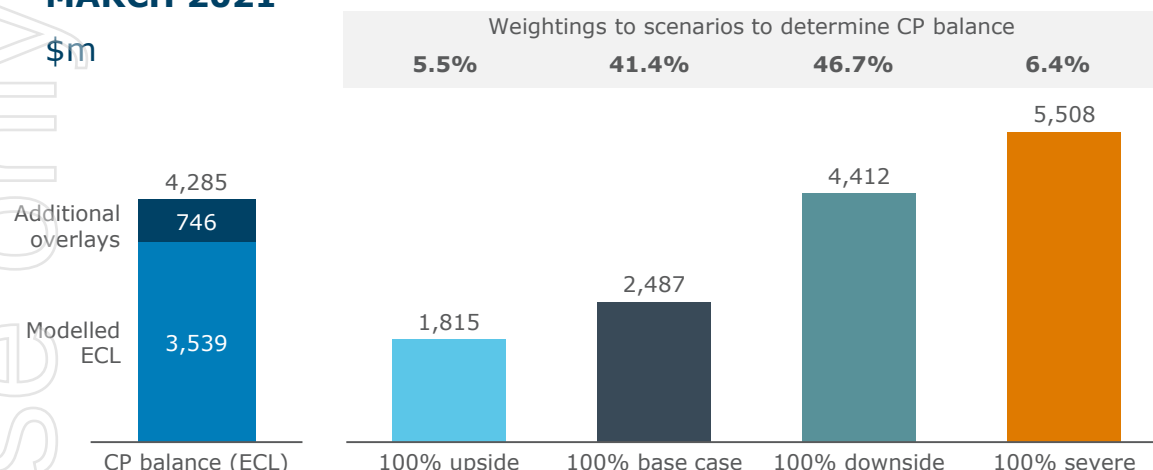
1. Individual Provision balance and Collective Provision balance

EXPECTED CREDIT LOSS

ECONOMIC SCENARIOS – MODELLED OUTCOMES (COLLECTIVE PROVISION BALANCE SCENARIOS)¹

MARCH 2021

\$m



- ANZ's base case economic forecasts have improved significantly since Sep-20
- Recovery trajectory however remains uncertain – immunisation timetable & effectiveness, emergence of new variants, impact of government assistance & wind-back of repayment deferral packages
- CP Balance increased by \$1.7b in FY20 in response to COVID-19 and CP/CRWA ratio increased from 0.94% (Sep-19) to 1.39% (Sep-20)
- Mar-21 coverage ratio 1.25% with a third of the coverage built-up over FY20 released

ECONOMIC SCENARIOS	BASE CASE ²			Downside scenario characterisations ⁵	
31 March 2021	CY2020A	CY2021	CY2022	CY2021	CY2022
AUSTRALIA					
GDP change ³	-2.4%	4.8%	3.3%	-1.3%	-0.1%
Unemployment rate ⁴	6.5%	6.2%	5.3%	9.0%	9.2%
Resi. property price change ³	1.9%	17.4%	6.5%	-5.9%	1.0%
NEW ZEALAND					
GDP change ³	-3.0%	3.6%	3.7%	-5.3%	0.2%
Unemployment rate ⁴	4.6%	5.4%	4.6%	10.4%	10.8%
Resi. property price change ³	15.6%	17.4%	4.1%	-8.8%	0.0%

PORTFOLIO RISK MIGRATION – RWA IMPACT ON CET1

Base case	Actual impact to date			Potential impacts
CET1 ratio (bps)	1H20	2H20	1H21	2H21
CET1 impact / (benefit)	7	10	(21)	~15
Institutional	8	16	(1)	
Aus. Retail & Commercial	(1)	(7)	(16)	
New Zealand	0	1	(4)	

1. Illustration of the impact on ANZ's modelled ECL. The Upside, Downside and Severe Scenarios are fixed economic scenarios which do not move with changes to the Base Case forecast

2. Subset of a range of economic indicators shown. Economic forecasts also undertaken for international markets

3. CY2020, CY2021 & CY2022: 12 months to December Year on Year change

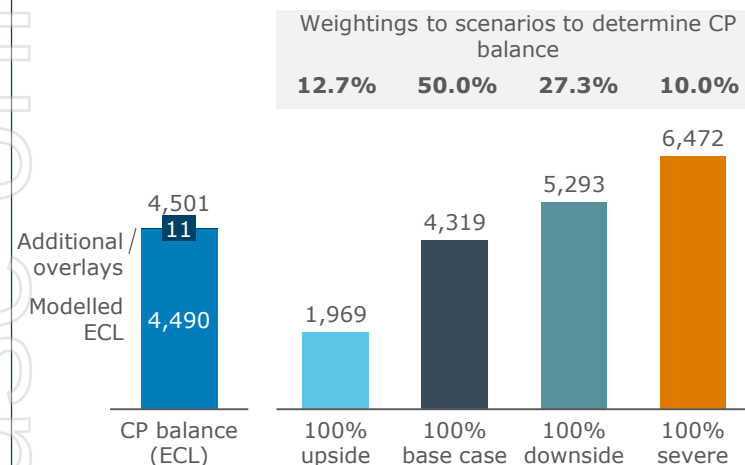
4. Annual average: 12 months to December

5. As a fixed scenario, the Downside Scenario (like the Upside and Severe Scenarios) is specified in terms of an index of economic stress. The economic variables shown represent a characterisation of the scenario to facilitate a comparison to the base case

EXPECTED CREDIT LOSS

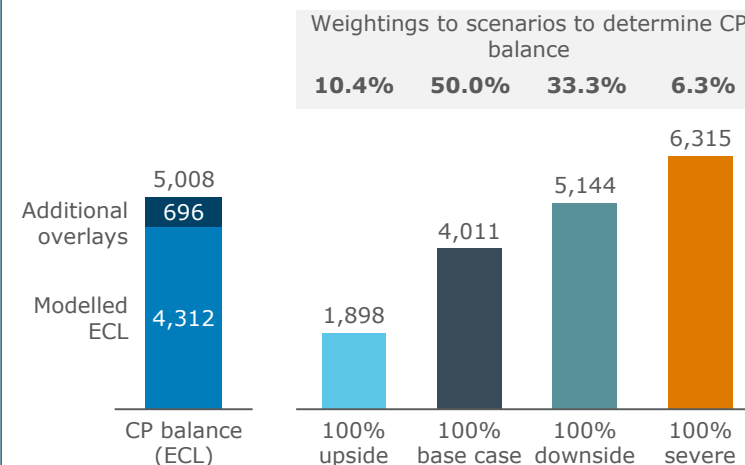
ECONOMIC SCENARIOS – MODELLED OUTCOMES (COLLECTIVE PROVISION BALANCE SCENARIOS)¹

MARCH 2020



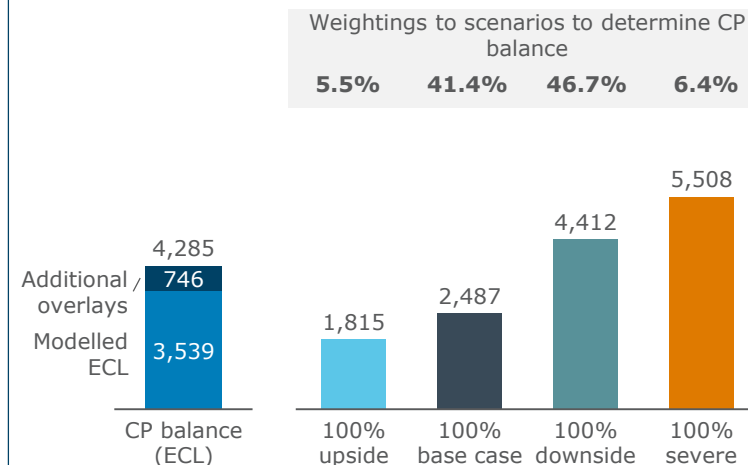
ECONOMIC SCENARIOS		BASE CASE ²	
31 March 2020 (%)	Jun-20 Qtr	CY2020	CY2021
AUSTRALIA			
GDP change ³	-13.0	-4.7	4.1
Unemployment rate ⁴	13.0	9.0	7.3
Resi. property price change ³	-1.1	-4.1	-6.3
NEW ZEALAND			
GDP change ³	-17	-6.7	4.2
Unemployment rate ⁴	8.6	7.4	7.7
Resi. property price change ³	-2.0	-1.9	6.0

SEPTEMBER 2020



ECONOMIC SCENARIOS		BASE CASE ²		
30 September 2020 (%)	CY2020	CY2021	CY2022	
AUSTRALIA				
GDP change ³	-4.3	1.6	4.0	
Unemployment rate ⁴	7.3	8.8	7.7	
Resi. property price change ³	-2.2	-4.8	2.0	
NEW ZEALAND				
GDP change ³	-5.6	2.0	5.6	
Unemployment rate ⁴	5.7	9.1	6.5	
Resi. property price change ³	-0.3	0.9	4.1	

MARCH 2021



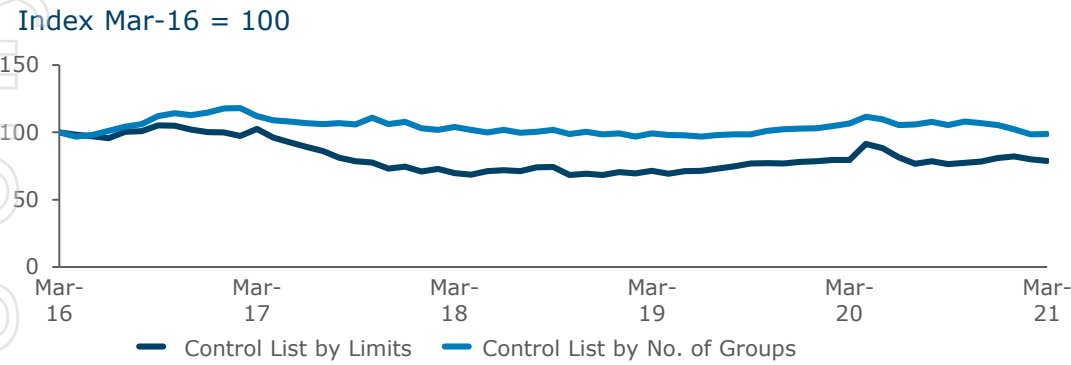
ECONOMIC SCENARIOS		BASE CASE ²		
31 March 2021 (%)	CY2020A	CY2021	CY2022	
AUSTRALIA				
GDP change ³	-2.4	4.8	3.3	
Unemployment rate ⁴	6.5	6.2	5.3	
Resi. property price change ³	1.9	17.4	6.5	
NEW ZEALAND				
GDP change ³	-3.0	3.6	3.7	
Unemployment rate ⁴	4.6	5.4	4.6	
Resi. property price change ³	15.6	17.4	4.1	

1. Illustration of the impact on ANZ's modelled ECL. The Upside, Downside and Severe Scenarios are fixed economic scenarios which do not move with changes to the Base Case forecast
2. Subset of a range of economic indicators shown. Economic forecasts also undertaken for international markets
3. CY2020, CY2021 & CY2022: 12 months to December Year on Year change (Jun-20 Qtr is quarter on quarter change)
4. Annual average: 12 months to December

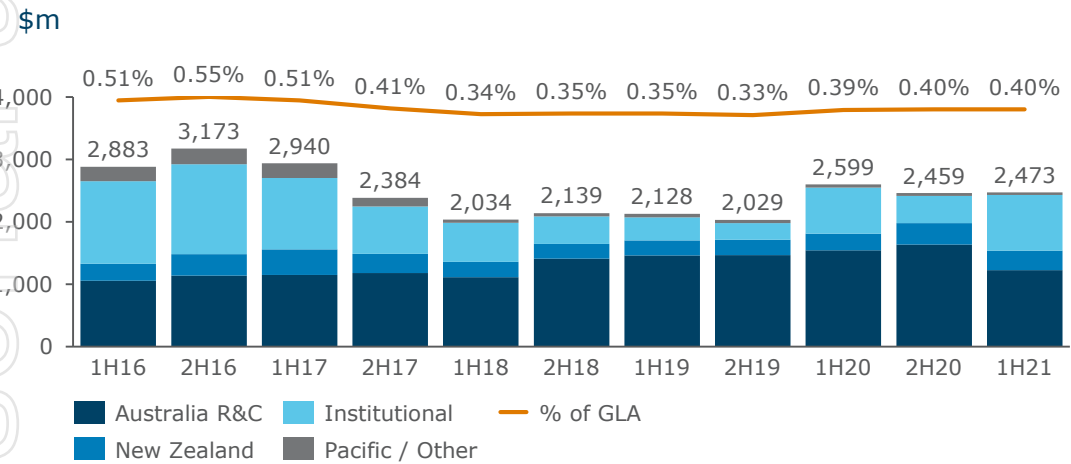
RISK MANAGEMENT

IMPAIRED ASSETS

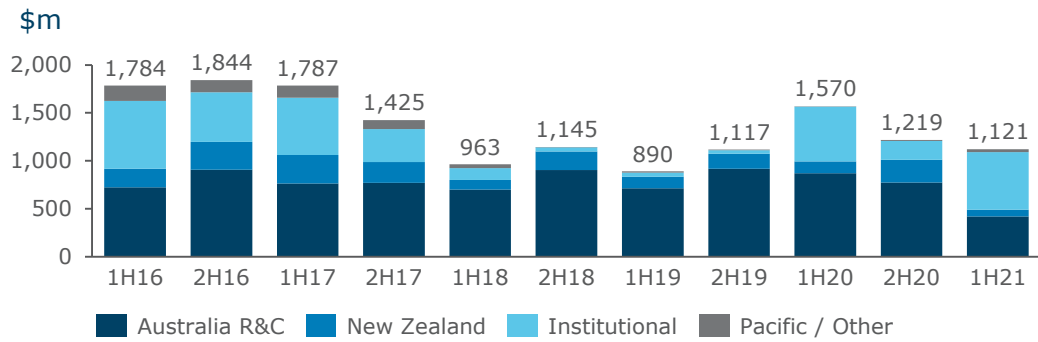
CONTROL LIST



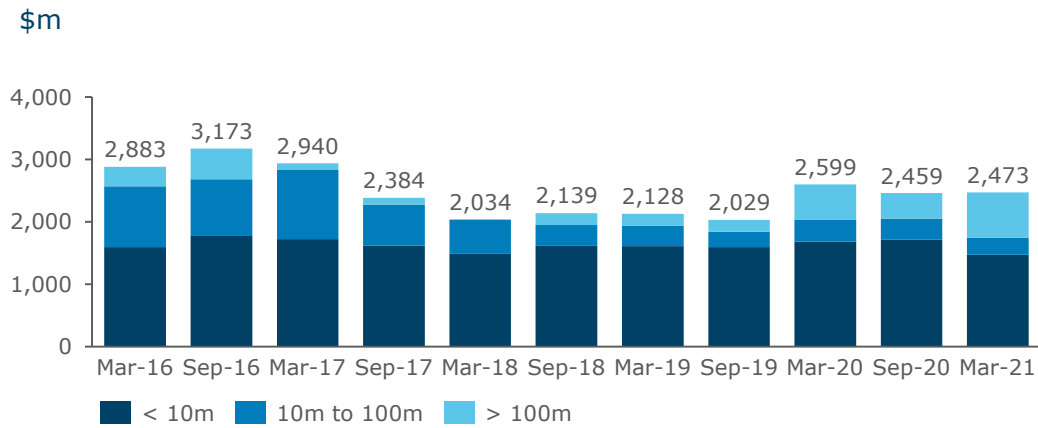
GROSS IMPAIRED ASSETS BY DIVISION



NEW IMPAIRED ASSETS BY DIVISION



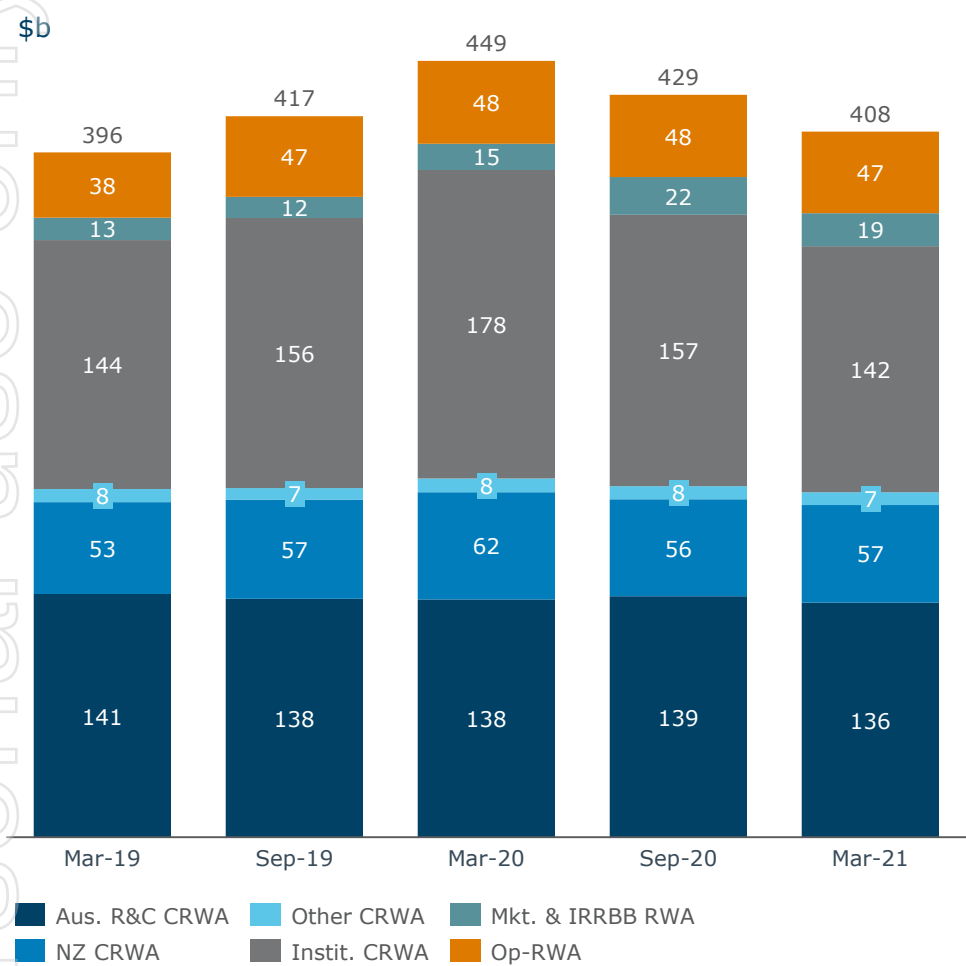
GROSS IMPAIRED ASSETS BY EXPOSURE SIZE



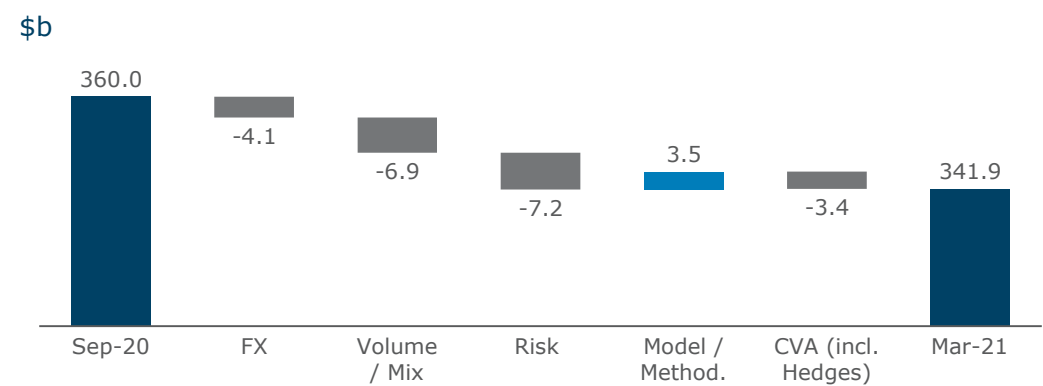
RISK MANAGEMENT

RISK WEIGHTED ASSET AND EXPOSURE AT DEFAULT – DIVISIONAL VIEW

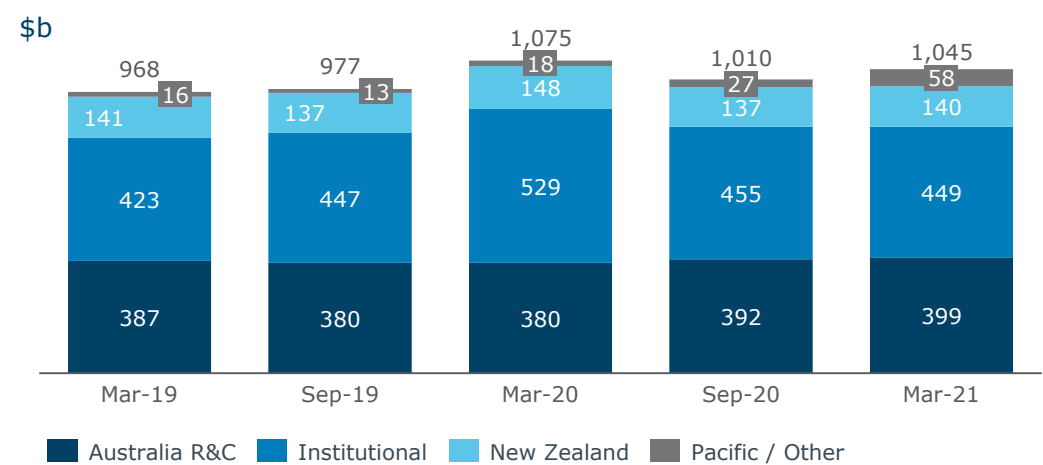
TOTAL RISK WEIGHTED ASSETS



CREDIT RWA DRIVERS



EAD BY DIVISION¹

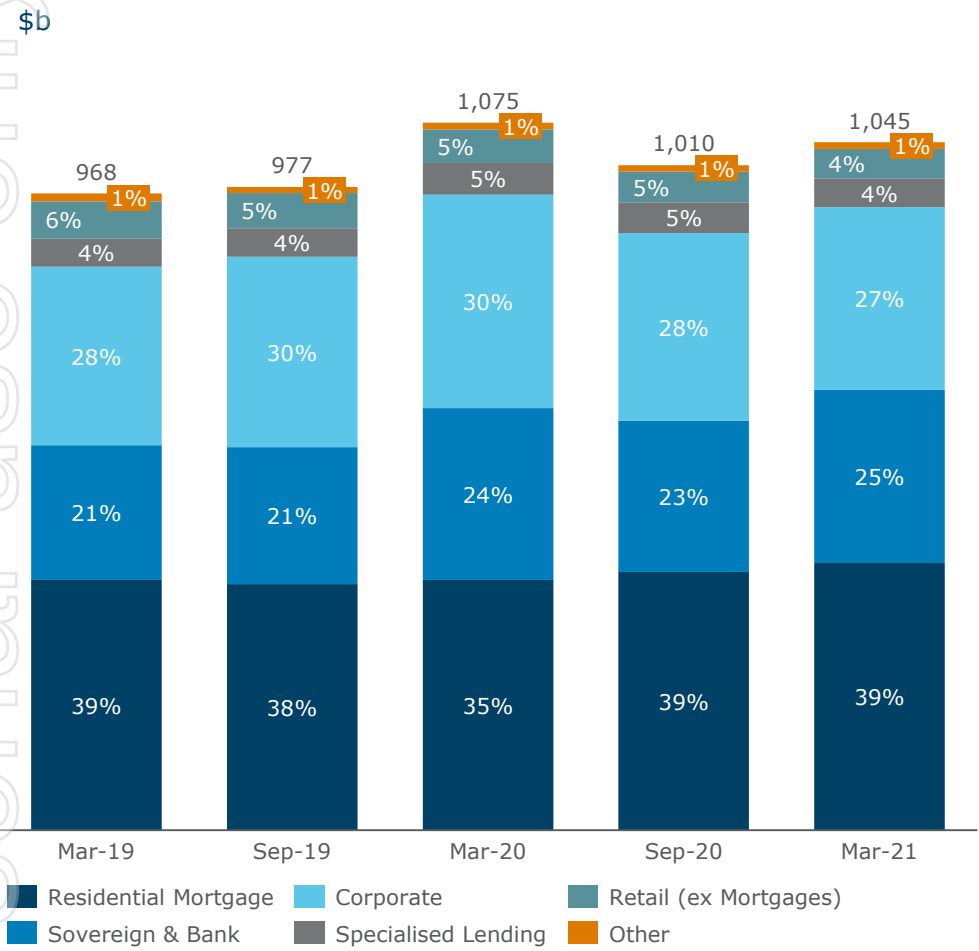


1. EAD excludes amounts for 'Securitisation' and 'Other Assets' Basel classes, as per APS330. Data provided is on a Post CRM basis, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral

RISK WEIGHTED ASSETS & EXPOSURE AT DEFAULT

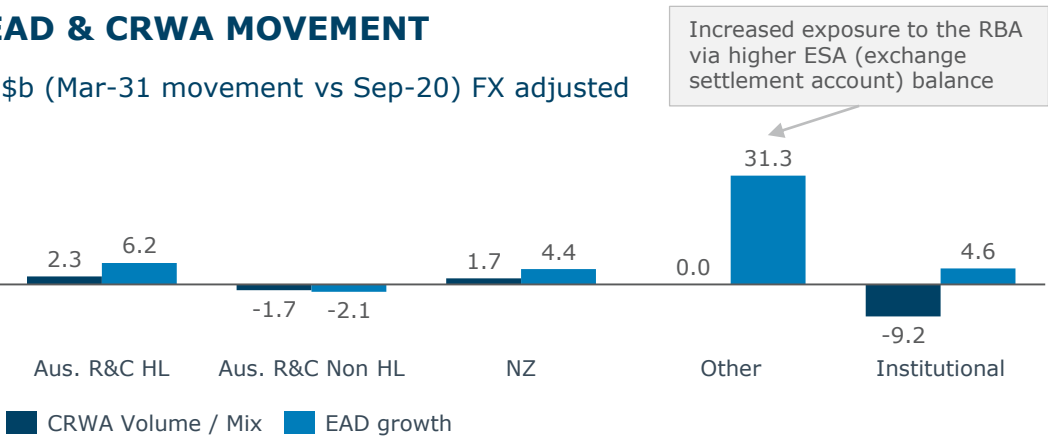
EAD COMPOSITION¹

EAD COMPOSITION

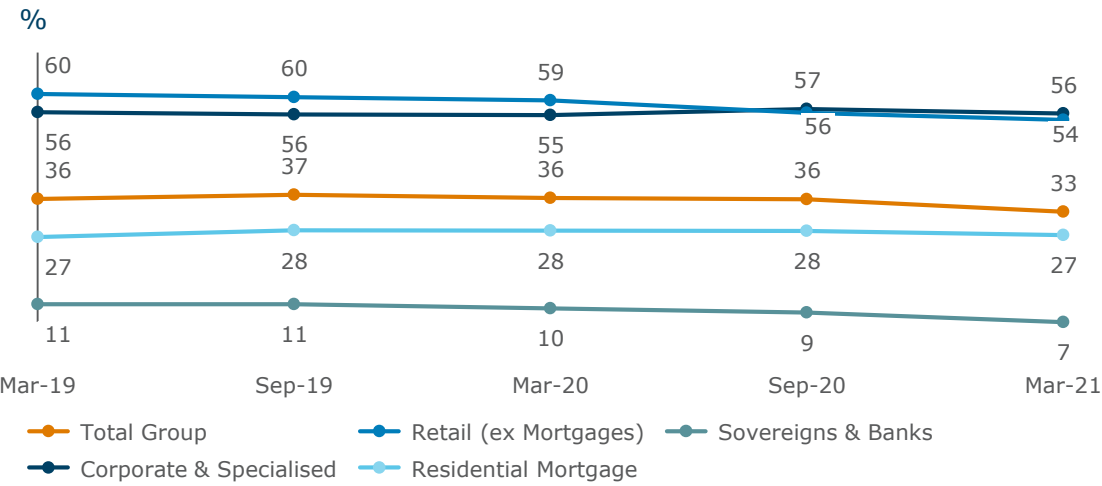


EAD & CRWA MOVEMENT

\$b (Mar-31 movement vs Sep-20) FX adjusted



CREDIT RWA / EAD BY PORTFOLIO

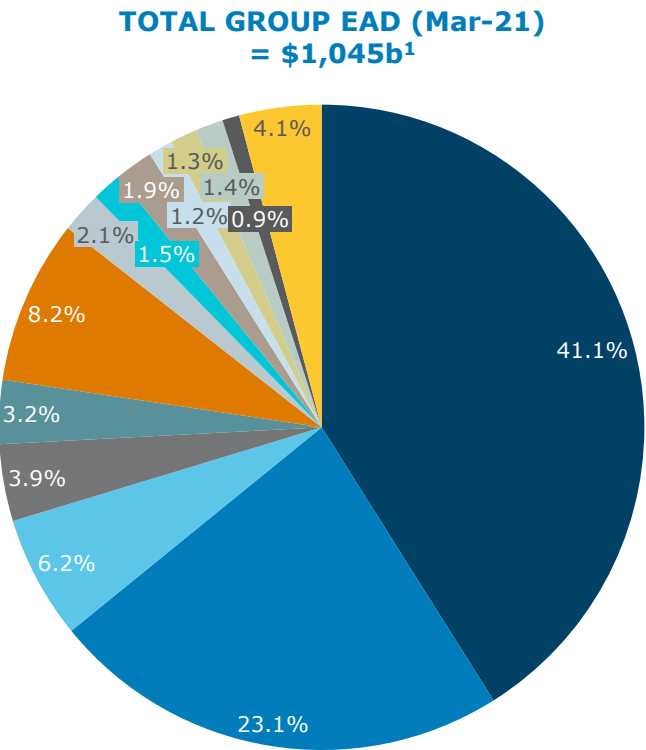


1. EAD excludes Securitisation and Other assets, whereas CRWA is inclusive of these asset classes, as per APS 330. EAD data provided is on a Post CRM basis, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral

RISK MANAGEMENT

TOTAL PORTFOLIO COMPOSITION

EXPOSURE AT DEFAULT (EAD) DISTRIBUTION



Category	% of Group EAD			% of Impaired Assets to EAD			Impaired Assets Balance ³
	Mar-20 ²	Sep-20 ²	Mar-21	Mar-20 ²	Sep-20 ²	Mar-21	Mar-21
Consumer Lending	38.0%	41.3%	41.1%	0.2%	0.2%	0.1%	\$536m
Finance, Investment & Insurance	23.6%	20.2%	23.1%	0.0%	0.0%	0.0%	\$57m
Property Services	6.4%	6.6%	6.2%	0.2%	0.2%	0.2%	\$117m
Manufacturing	5.1%	4.6%	3.9%	0.1%	0.2%	0.2%	\$96m
Agriculture, Forestry, Fishing	3.3%	3.3%	3.2%	1.4%	1.7%	1.0%	\$344m
Government & Official Institutions	7.0%	8.2%	8.2%	0.0%	0.0%	0.0%	\$0m
Wholesale trade	2.8%	2.3%	2.1%	1.1%	0.3%	1.5%	\$320m
Retail Trade	1.7%	1.7%	1.5%	1.6%	1.8%	1.7%	\$264m
Transport & Storage	2.2%	2.1%	1.9%	0.5%	0.5%	1.8%	\$360m
Business Services	1.3%	1.3%	1.2%	0.6%	0.8%	0.8%	\$102m
Resources (Mining)	1.8%	1.7%	1.3%	0.2%	0.1%	0.2%	\$22m
Electricity, Gas & Water Supply	1.4%	1.4%	1.4%	0.1%	0.1%	0.1%	\$9m
Construction	0.9%	0.9%	0.9%	0.9%	1.0%	0.9%	\$84m
Other	4.5%	4.4%	4.1%	0.4%	0.4%	0.4%	\$162m
Total	100%	100%	100%				\$2,473m
Total Group EAD ¹	\$1,075b	\$1,010b	\$1,045b				

1. EAD excludes amounts for 'Securitisation' and 'Other Assets' Basel classes, as per APS330. Data provided is on a Post CRM basis, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral

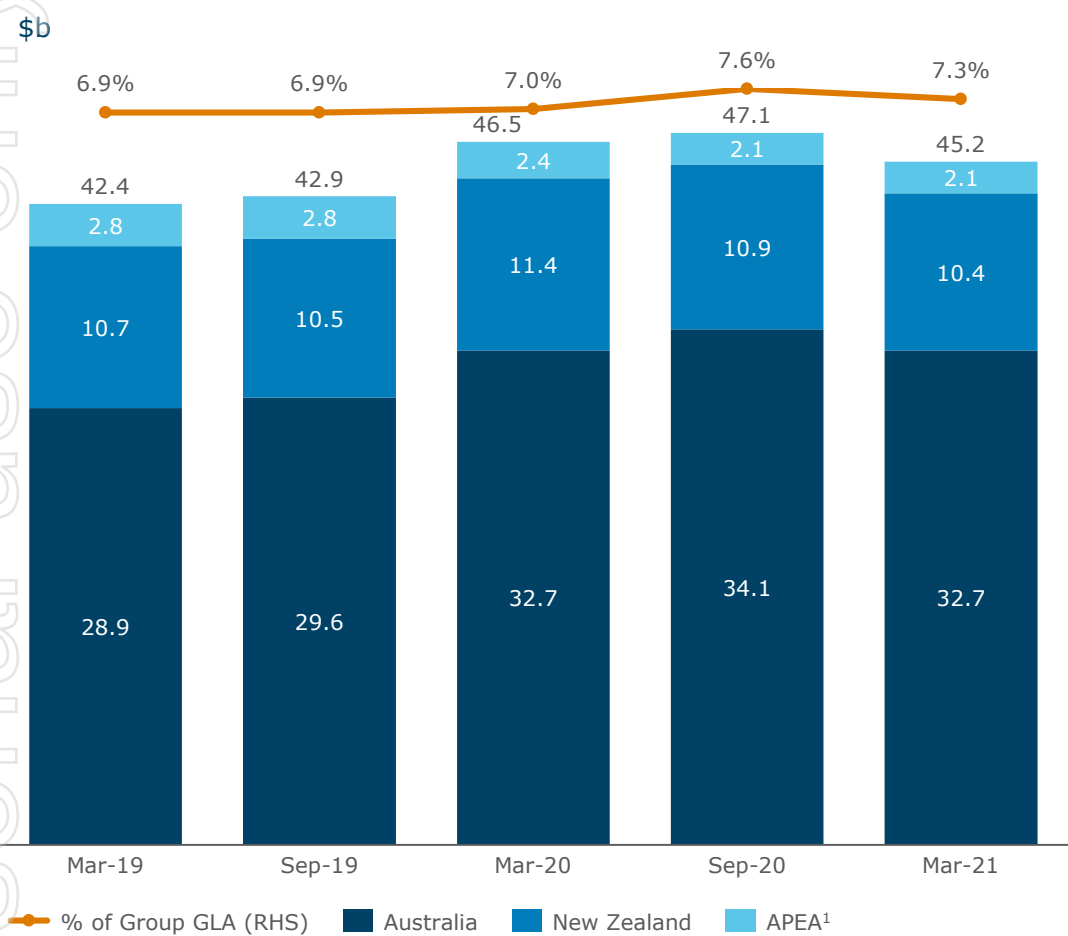
2. The industry split has been revised for September 2020 and March 2020 comparatives to align to APS330 Pillar 3 disclosure

3. Excludes unsecured retail products which are 90+ days past due and treated as Impaired for APS330 reporting

RISK MANAGEMENT

SEGMENTS OF INTEREST

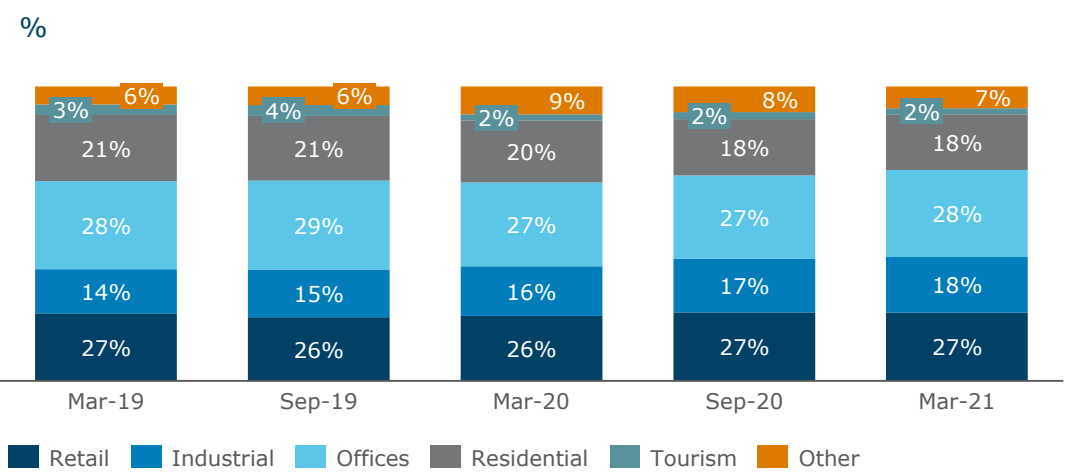
COMMERCIAL PROPERTY OUTSTANDINGS BY REGION



COMMERCIAL PROPERTY OUTSTANDINGS BY SECTOR

- Commercial lending activity was relatively subdued during 2020. Liquidity support was provided to a number of strongly rated REITs and Funds, which have been repaid leading to a reduction in outstandings across Australian clients
 - Decline in NZ volumes was primarily driven by exchange rate movements
 - The APEA portfolio remained stable in 1H FY21 with exposure predominantly to large, well rated names in Singapore and Hong Kong
- Composition of the Commercial Property book remained unchanged with a slight uptick in the Office (driven by exposure to Premium / A-grade assets with strong lease covenants) and Industrial (with e-commerce driving strong demand) sectors
- An absence of large scale CBD residential development has meant that residential development exposure has gradually declined

COMMERCIAL PROPERTY OUTSTANDINGS BY SECTOR



1. APEA = Asia Pacific, Europe & America

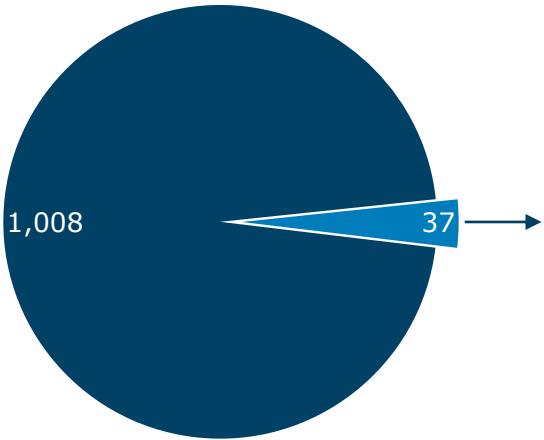
RISK MANAGEMENT

EXPOSURE TO SOME INDUSTRIES MORE IMPACTED BY DOWNGRADES DURING THE COVID-19 PANDEMIC^{1,2,3}

TOTAL GROUP EAD

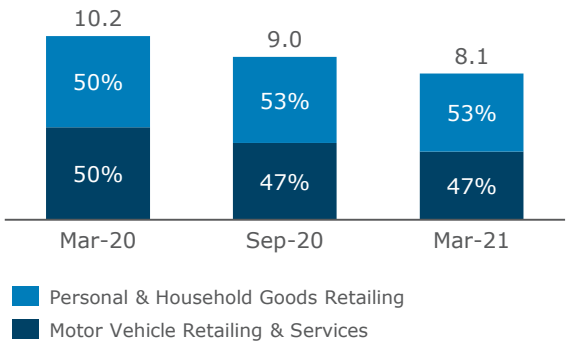
All exposures on an EAD basis in \$b

\$1,045 (Mar-21)

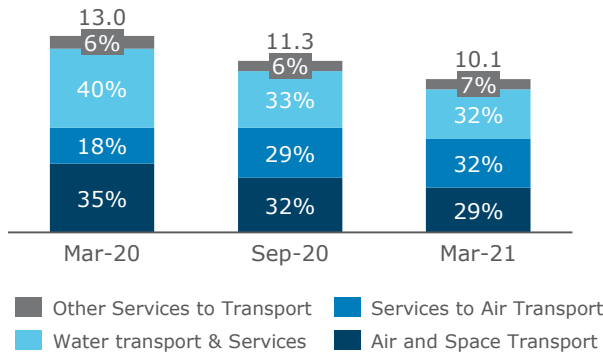


■ High risk industries
■ Balance of total ANZ portfolio

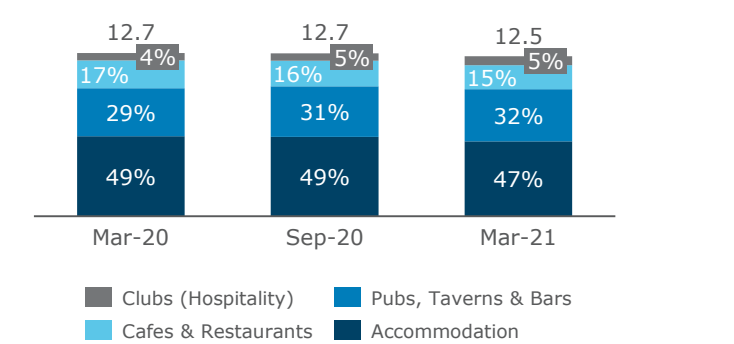
RETAIL TRADE



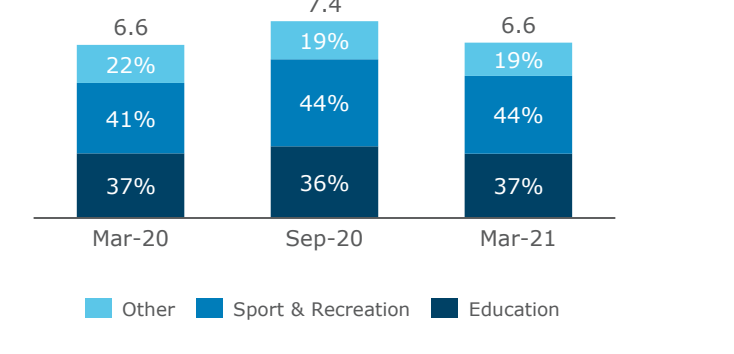
TRANSPORT & STORAGE



ACCOMMODATION, CAFES & RESTAURANTS



EDUCATION, CULTURAL & RECREATION

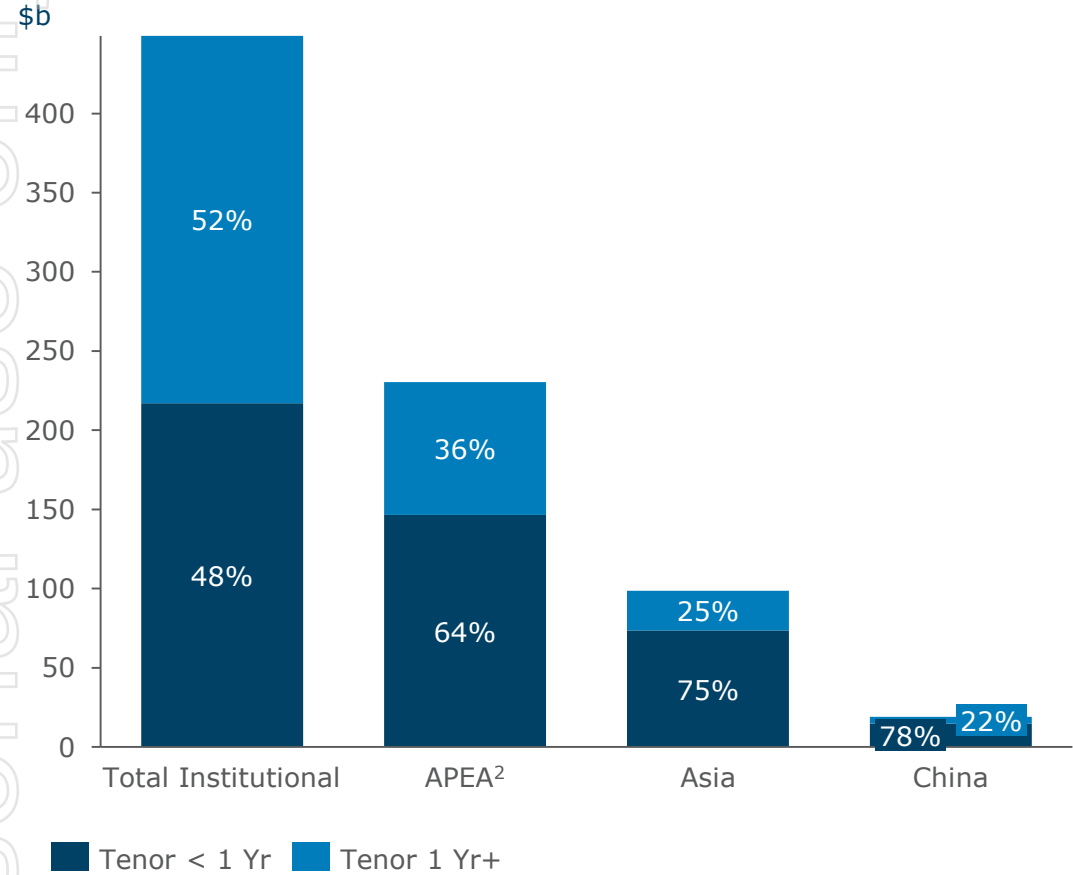


1. EAD excludes amounts for 'Securitisation' and 'Other Assets' Basel classes, as per APS330. Data provided is on a Post CRM basis, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral
2. Exposure represents a subset of sectors within the respective ANZSIC industry group
3. The industry split has been revised for September 2020 and March 2020 comparatives to align to APS330 Pillar 3 disclosure

RISK MANAGEMENT

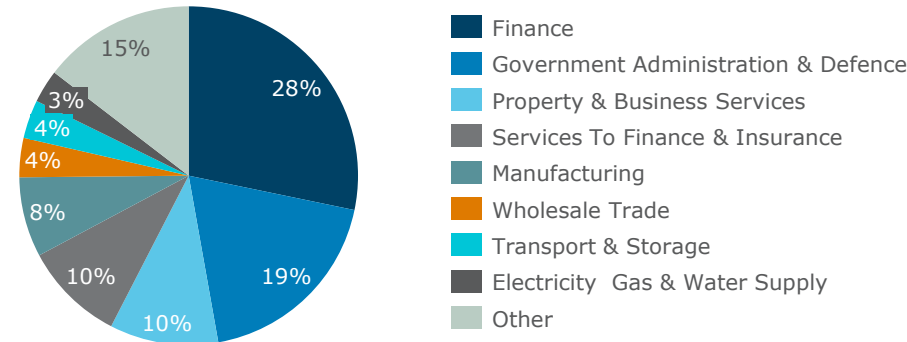
ANZ INSTITUTIONAL PORTFOLIO

INSTITUTIONAL PORTFOLIO SIZE & TENOR BY MARKET OF INCORPORATION (EAD¹)



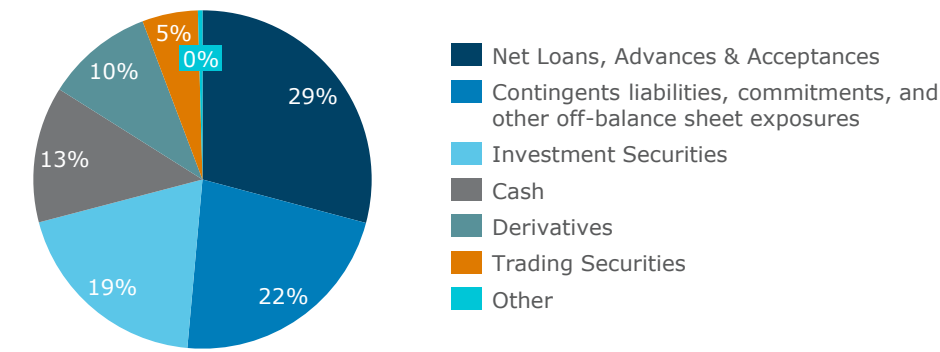
ANZ INSTITUTIONAL INDUSTRY COMPOSITION

EAD (Mar-21): A\$448.9b¹



ANZ INSTITUTIONAL PRODUCT COMPOSITION

EAD (Mar-21): A\$448.9b¹



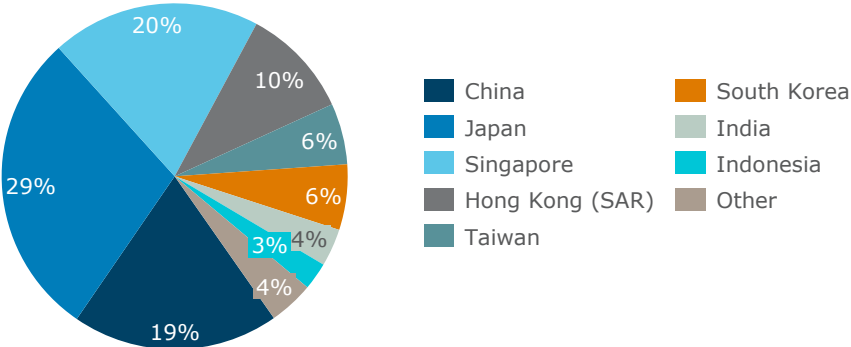
1. EAD excludes amounts for 'Securitisation' and 'Other Assets' Basel classes, as per APS330. Data provided is on a Post CRM basis, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral
2. APEA: Asia, Pacific, Europe & America

RISK MANAGEMENT

ANZ ASIAN INSTITUTIONAL PORTFOLIO (MARKET OF INCORPORATION)

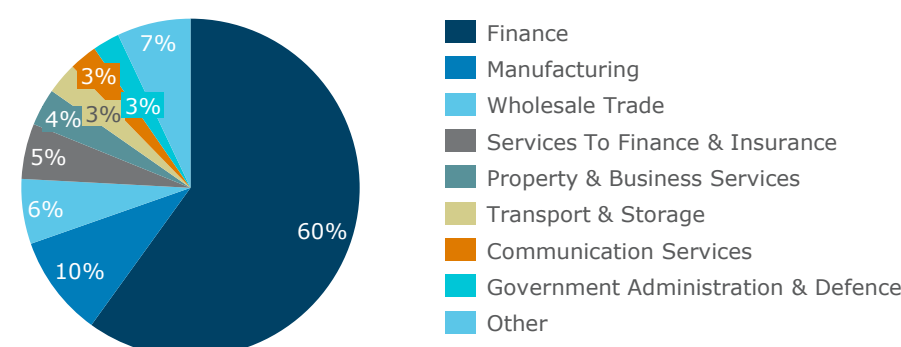
MARKET OF INCORPORATION

EAD (Mar-21): A\$99b¹



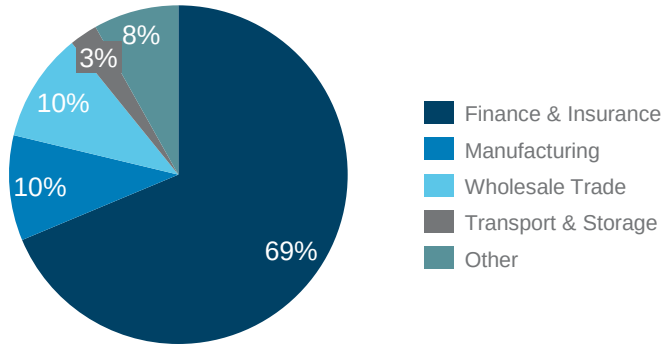
ANZ ASIA INDUSTRY COMPOSITION

EAD (Mar-21): A\$99b¹



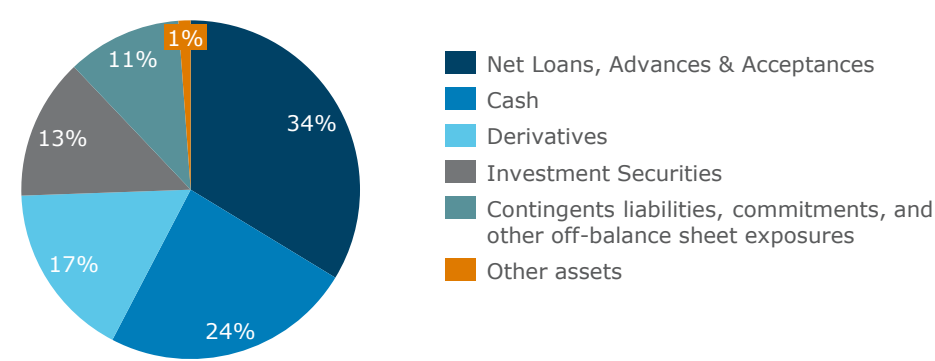
ANZ CHINA COMPOSITION

EAD (Mar-21): A\$19b¹



ANZ ASIA PRODUCT COMPOSITION

EAD (Mar-21): A\$99b¹



1. EAD excludes amounts for 'Securitisation' and 'Other Assets' Basel classes, as per APS330. Data provided is on a Post CRM basis, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral

2021 HALF YEAR RESULTS

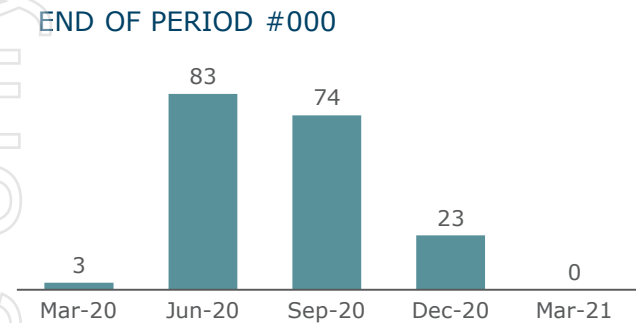
INVESTOR DISCUSSION PACK
LOAN REPAYMENT DEFERRALS & DELINQUENCIES



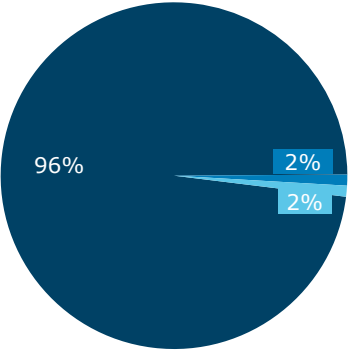
LOAN REPAYMENT DEFERRALS

TREND AND OUTCOME ANALYSIS (31 MARCH)¹

AUSTRALIA HOUSING

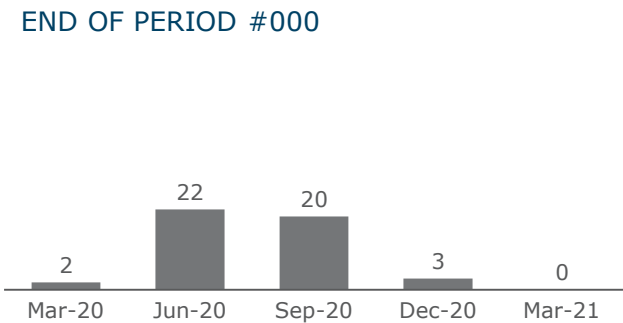


DEFERRAL ROLL OFF SUMMARY Mar-20 to Mar-21

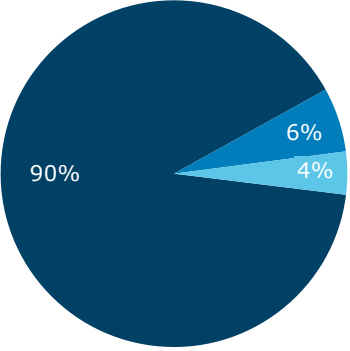


~97k loans provided with loan repayment deferrals between March 2020 and March 2021

AUSTRALIA BUSINESS²

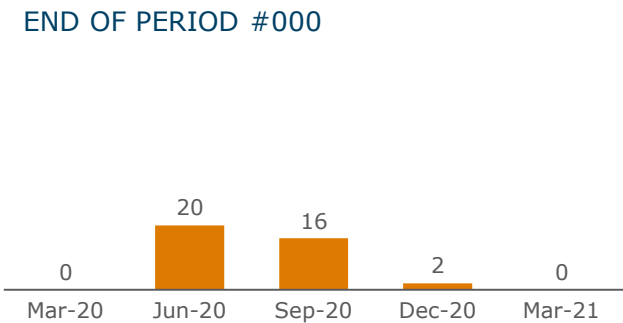


DEFERRAL ROLL OFF SUMMARY Mar-20 to Mar-21

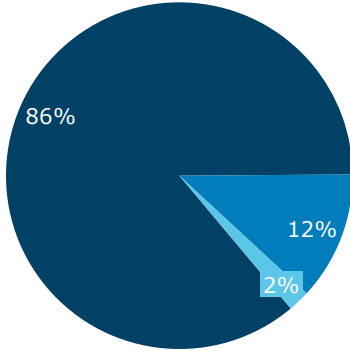


~24k loans provided with loan repayment deferrals between March 2020 and March 2021

NEW ZEALAND HOUSING



DEFERRAL ROLL OFF SUMMARY Mar-20 to Mar-21



~24k loans provided with loan repayment deferrals between March 2020 and March 2021

■ Completed and returned to repayment arrangements ■ Restructured ■ Transferred to hardship

1. ANZ loan deferrals receiving capital concessions were completed at the latest by 31 March 2021. ANZ have been reporting deferral expiry based on the first instalment date after completion of the loan deferral as opposed to the last date on which a scheduled payment is deferred. ~3k Australia home and business loans' first instalment after completion of deferral was due in April 2021

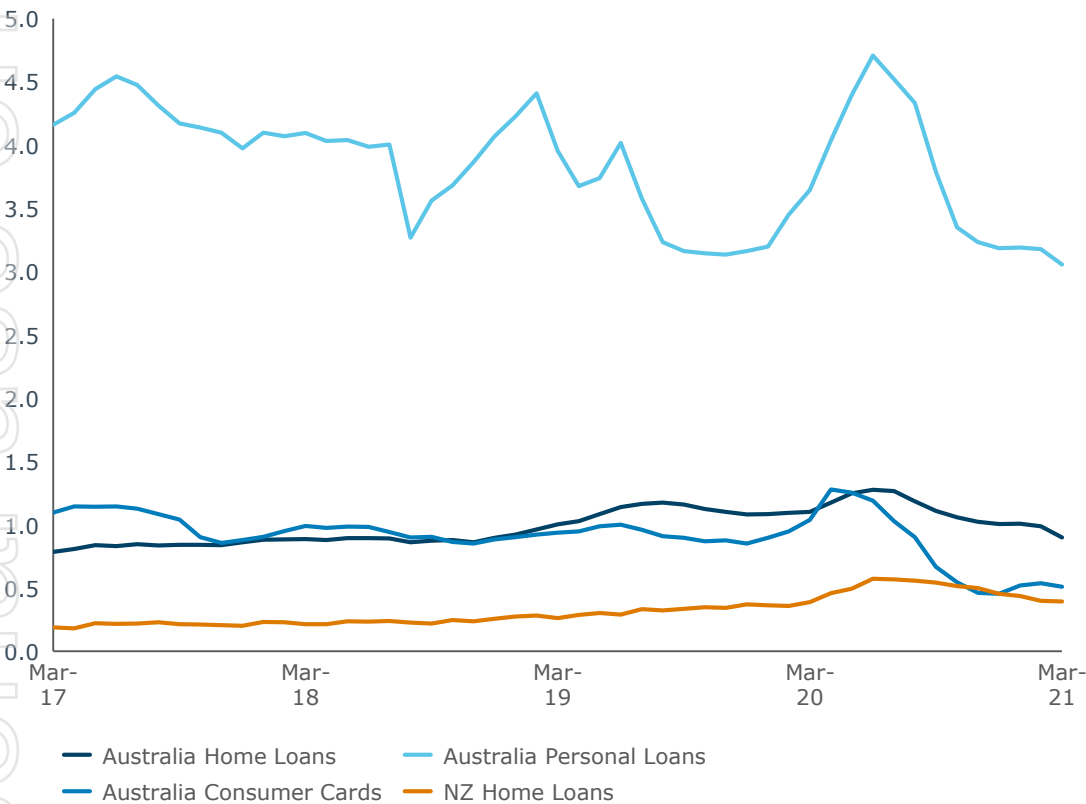
2. Excludes Commercial overdraft facilities where COVID-19 impacted customers received assistance of temporary limit increases of 10% and Asset Finance

DELINQUENCIES

90+ DAYS PAST DUE (DPD)

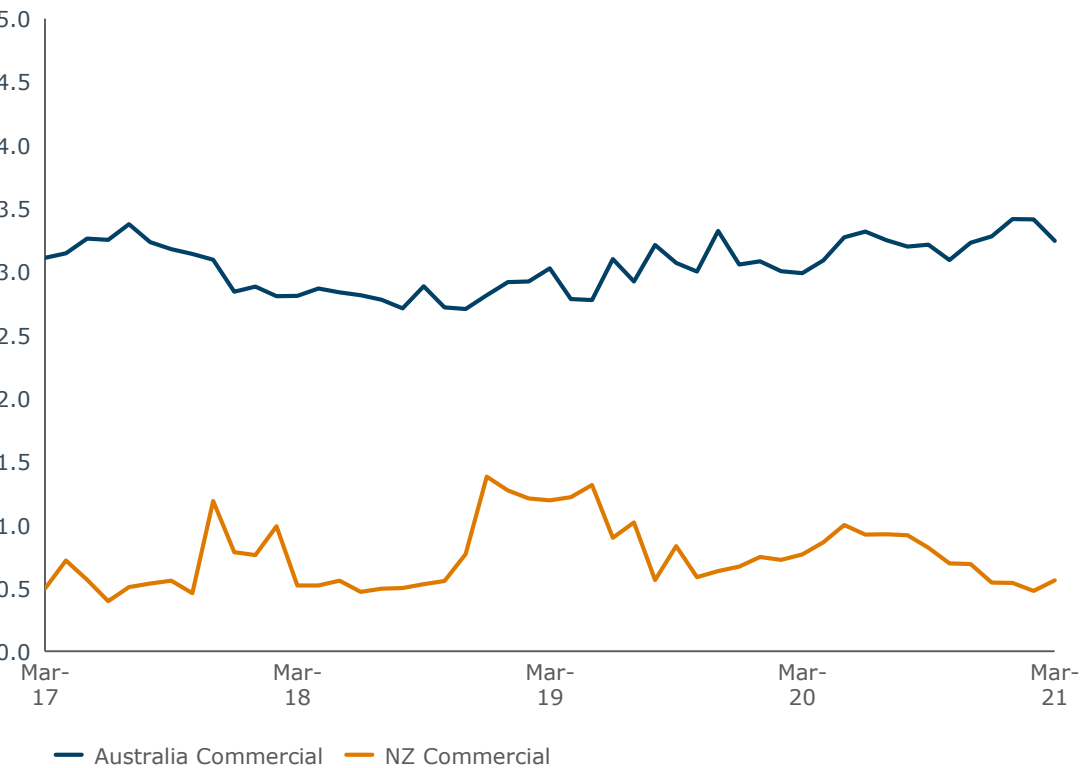
CONSUMER PORTFOLIO^{1,2,3}

% of Total Portfolio Balances



COMMERCIAL PORTFOLIO^{4,5}

% of Total Portfolio Balances



1. Includes Non Performing Loans
2. ANZ delinquencies are calculated on a missed payment basis for amortising and Interest Only loans
3. Australia Home Loans 30+ and 90+ excludes eligible Home Loans accounts that had requested COVID-19 assistance but due to delays in processing had not had the loan repayment deferral applied to the account
4. Australia Commercial includes Business Banking and Small Business Banking
5. NZ Commercial is inclusive of Agri (previously shown as a separate series)

2021 HALF YEAR RESULTS

INVESTOR DISCUSSION PACK
HOUSING PORTFOLIO



AUSTRALIA HOME LOANS

PORTFOLIO OVERVIEW (UNLESS OTHERWISE STATED METRICS ARE BASED ON BALANCES)

	Portfolio ¹			Flow ²	
	1H19	1H20	1H21	1H20	1H21
Number of Home Loan accounts ¹	1,000k	971k	1,019k	64k ³	92k ³
Total FUM ¹	\$269b	\$264b	\$281b	\$23b	\$34b
Average Loan Size ⁴	\$269k	\$272k	\$275k	\$382k	\$364k
% Owner Occupied ⁵	66%	68%	68%	69%	68%
% Investor ⁵	31%	30%	30%	30%	31%
% Equity Line of Credit	3%	2%	2%	1%	1%
% Paying Variable Rate Loan ⁶	82%	85%	73%	87%	59%
% Paying Fixed Rate Loan ⁶	18%	15%	27%	13%	41%
% Paying Interest Only	18%	12%	10%	13%	14%
% Broker originated	52%	52%	54%	49%	58%

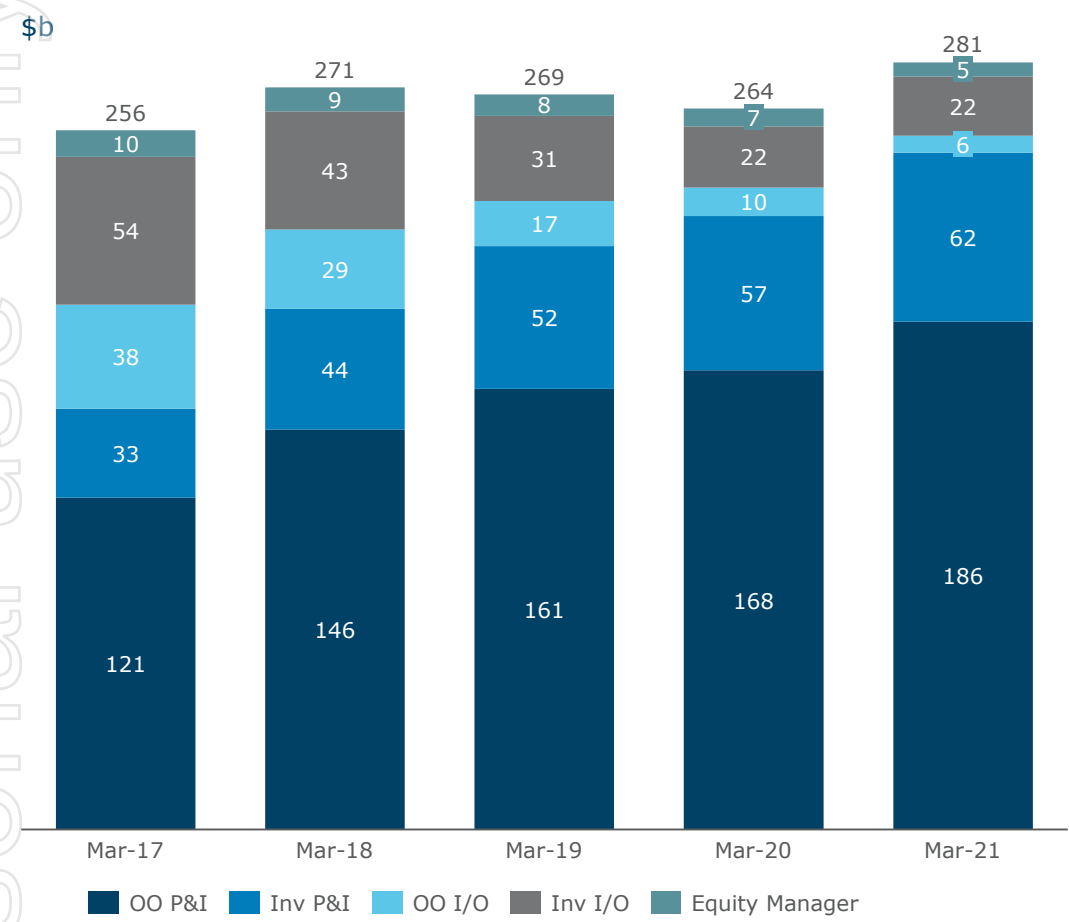
	Portfolio ¹		
	1H19	1H20	1H21
Average LVR at Origination ^{7,8,9}	67%	68%	71%
Average Dynamic LVR (excl. offset) ^{8,9,10}	56%	56%	55%
Average Dynamic LVR (incl. offset) ^{8,9,10}	51%	51%	49%
Market share (MADIS publication) ¹¹	14.6%	14.0%	14.4%
% Ahead of Repayments ¹²	71%	76%	72%
Offset Balances ¹³	\$27b	\$28b	\$36b
% First Home Buyer	7%	8%	8%
% Low Doc ¹⁴	4%	3%	2%
Loss Rate ¹⁵	0.04%	0.03%	0.05%
% of Australia Geography Lending ^{16,17}	63%	59%	64%
% of Group Lending ¹⁶	44%	40%	45%

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 5. The current classification of Investor vs Owner Occupied 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 Accounts 7. Originated in the respective year 8. Unweighted based on # accounts 9. Includes capitalised LMI premiums 10. Valuations updated to Feb-21 where available. Includes Non Performing Loans and excludes accounts with a security guarantee and unknown DLVR 11. Source: APRA Monthly Authorised Deposit-Taking Institutions Statistics (MADIS) to Mar-21 12. % of Owner Occupied and Investor Loans that have any amount ahead of repayments based on available Redraw and Offset 13. Balances of Offset accounts connected to existing Instalment Loans 14. 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 15. Annualised write-off net of recoveries 16. Based on Gross Loans and Advances 17. Australia Geography includes Australia Retail & Commercial and Institutional Australia

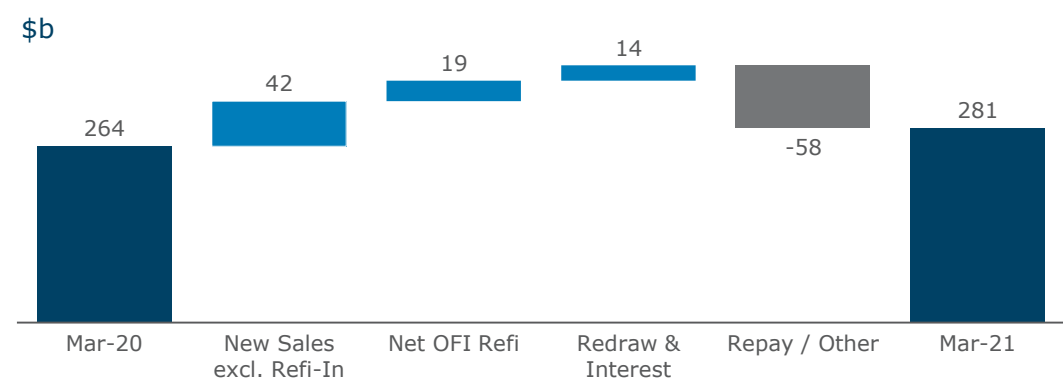
AUSTRALIA HOME LOANS

PORTFOLIO GROWTH

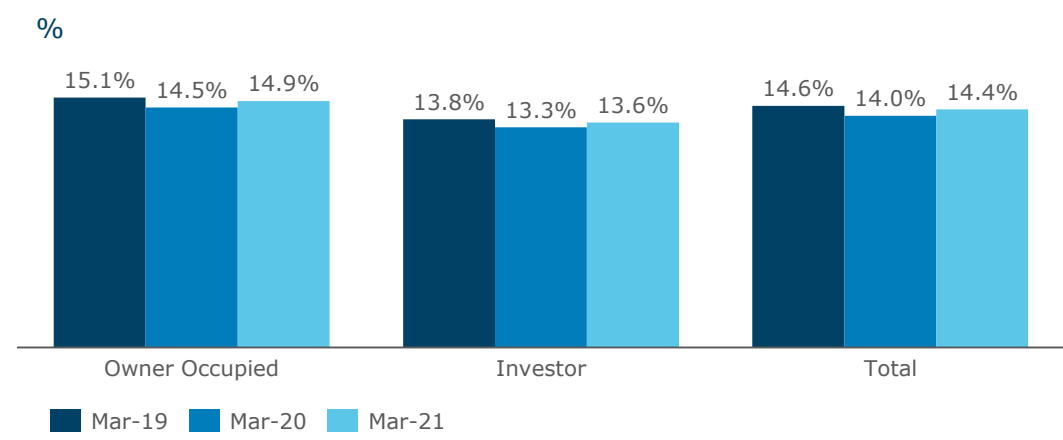
HOME LOAN FUM COMPOSITION^{1,2}



LOAN BALANCE & LENDING FLOWS¹



MARKET SHARE³

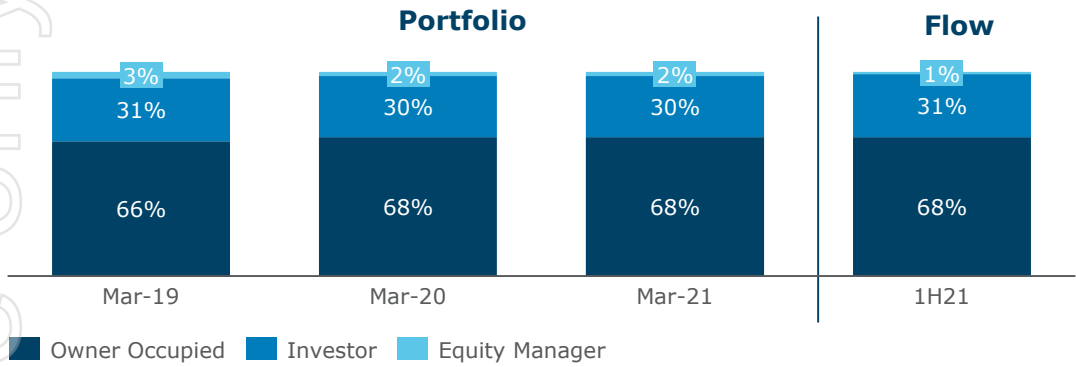


1. Based on Gross Loans and Advances. Includes Non Performing Loans
2. The current classification of Investor vs Owner Occupied is based on ANZ's product category, determined at origination as advised by the customer and the ongoing precision relies primarily on the customer's obligation to advise ANZ of any change in circumstances
3. Source: APRA Monthly Authorised Deposit-Taking Institutions Statistics (MADIS) to Mar-21

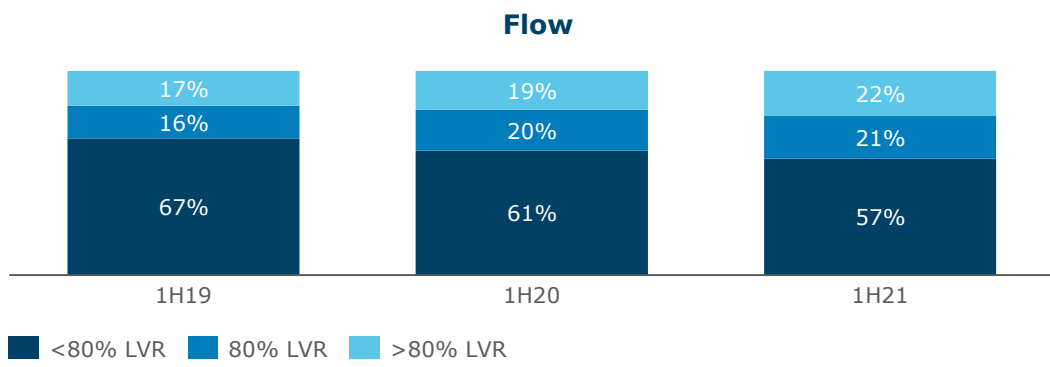
AUSTRALIA HOME LOANS

PORTFOLIO^{1,2} & FLOW^{3,5} COMPOSITION (% of TOTAL BALANCES)

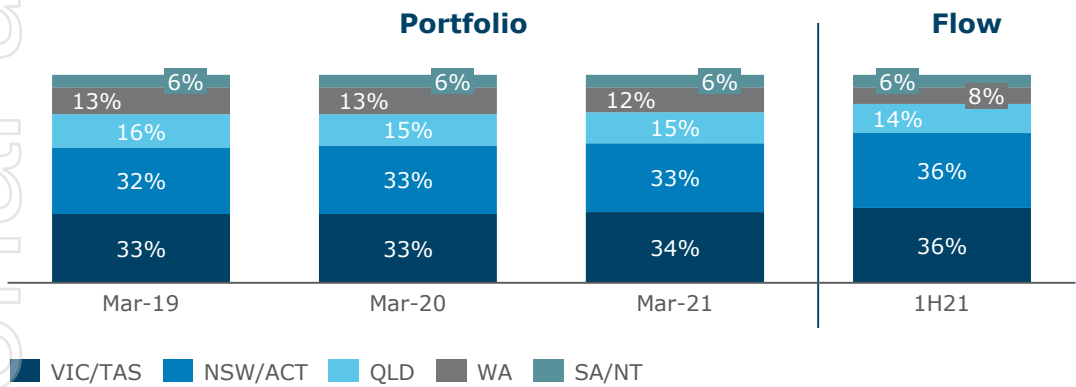
BY PURPOSE



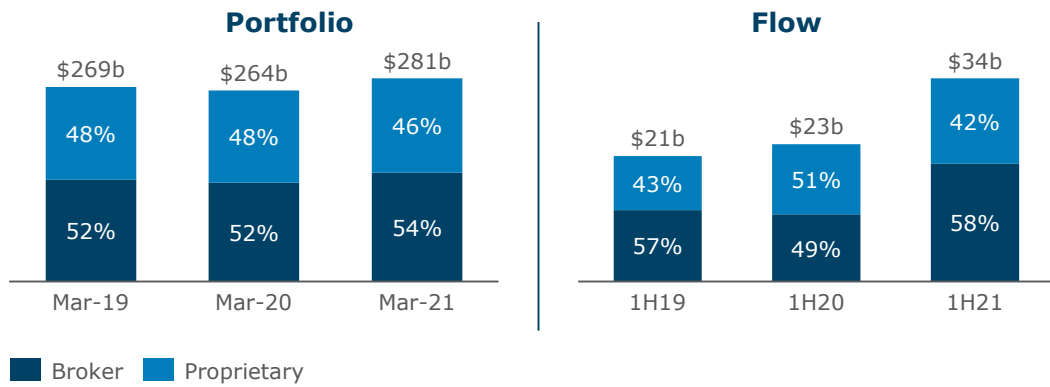
BY ORIGINATION LVR^{4,5,6}



BY LOCATION



BY CHANNEL



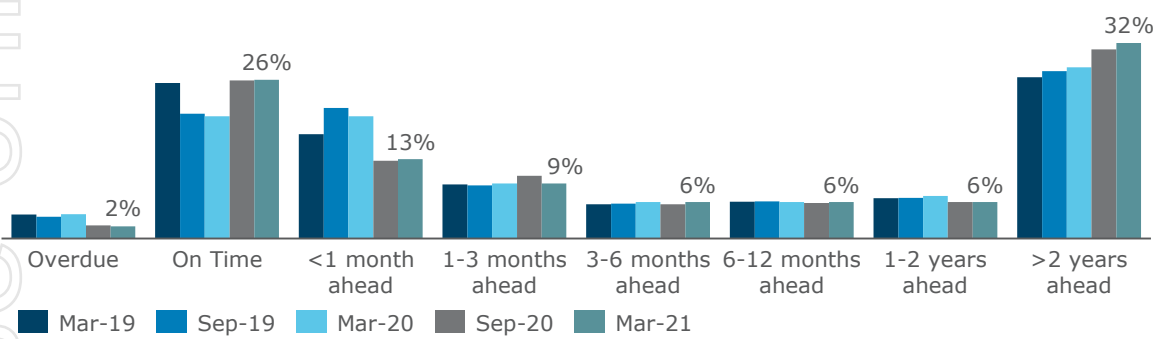
1. Includes Non Performing Loans
2. The current classification of Investor vs Owner Occupied is based on ANZ's product category, determined at origination as advised by the customer and the ongoing precision relies primarily on the customer's obligation to advise ANZ of any change in circumstances
3. YTD unless noted
4. Includes capitalised LMI premiums.
5. Based on drawn month
6. Historical 1H19 and 1H20 figures have been restated based on drawn month (previously reported based on application month)

AUSTRALIA HOME LOANS

PORTFOLIO DYNAMICS

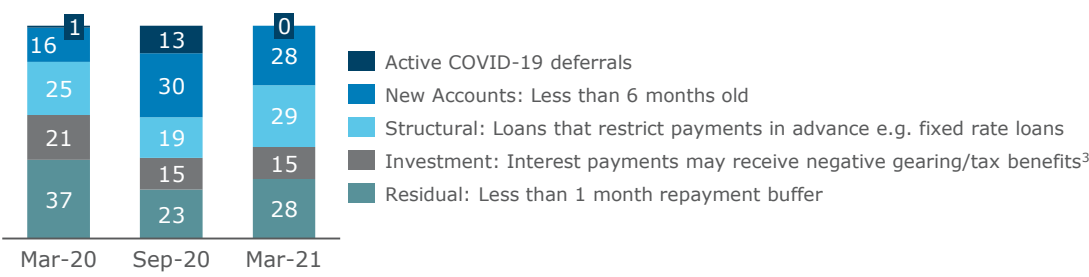
HOME LOANS REPAYMENT PROFILE^{1,2}

72% of accounts ahead of repayments



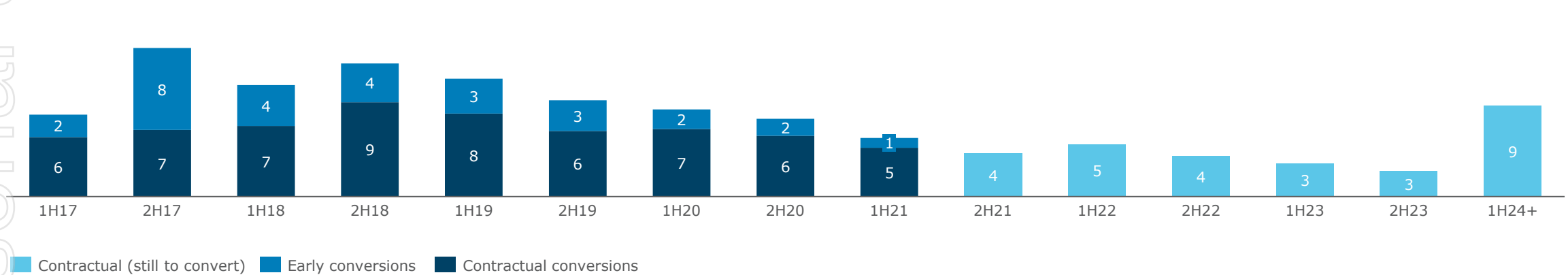
HOME LOANS ON TIME & <1 MONTH AHEAD PROFILE²

% composition of accounts (Mar-21)



SWITCHING INTEREST ONLY TO P&I AND SCHEDULED INTEREST ONLY TERM EXPIRY^{4,5}

\$b

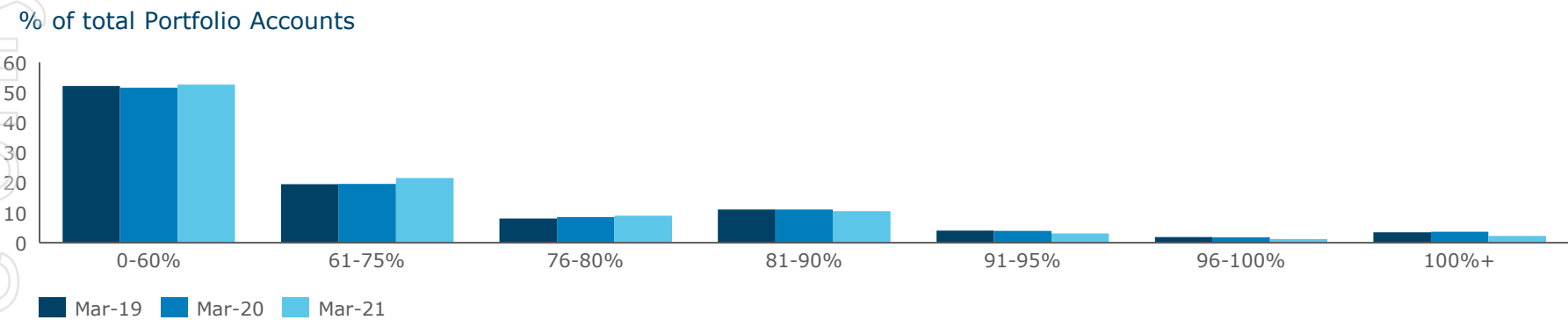


1. Includes Non Performing Loans 2. % of Owner Occupied and Investment Loans that have any amount ahead of repayments. Excess repayments based on available Redraw and Offset. Excludes Equity Manager Accounts 3. The current classification of Investor vs Owner Occupied, is based on ANZ's product category, 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 4. Total portfolio including new flows 5. As at Mar-21

AUSTRALIA HOME LOANS

PORTFOLIO DYNAMICS

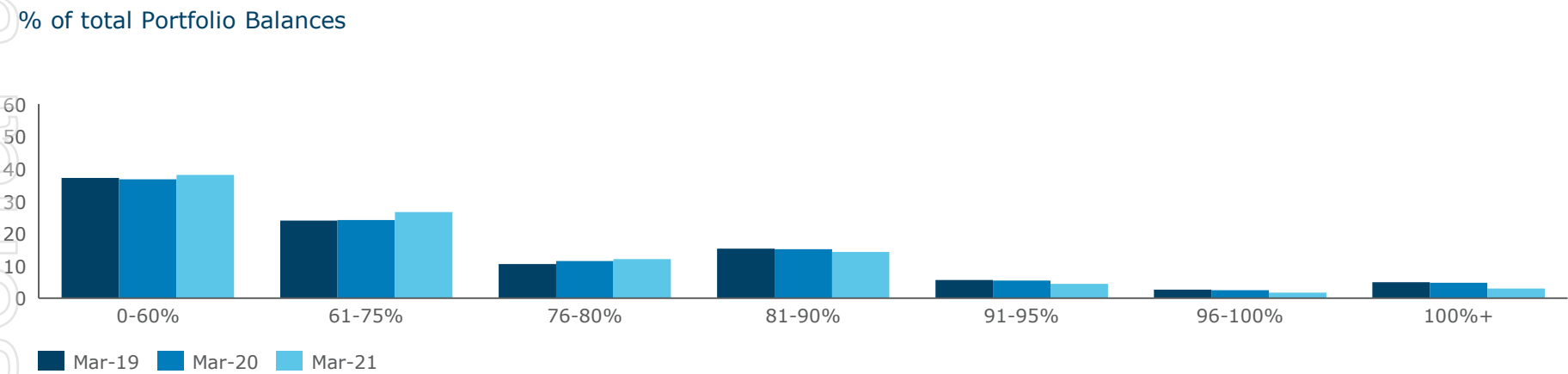
DYNAMIC LOAN TO VALUE RATIO BASED ON TOTAL PORTFOLIO ACCOUNTS ^{1,2,3,4,5}



>90%
Net of offset balances
• 5.2% of portfolio
• 54% ahead of repayments⁶
• 49% with LMI

NEGATIVE EQUITY
Net of offset balances
• 1.9% of portfolio
• 57% ahead of repayments⁶
• 47% with LMI

DYNAMIC LOAN TO VALUE RATIO BASED ON PORTFOLIO BALANCES ^{1,2,3,4}



>90%
Net of offset balances
• 7.0% of portfolio
• 50% ahead of repayments⁶
• 43% with LMI

NEGATIVE EQUITY
Net of offset balances
• 2.4% of portfolio
• 53% ahead of repayments⁶
• 42% with LMI

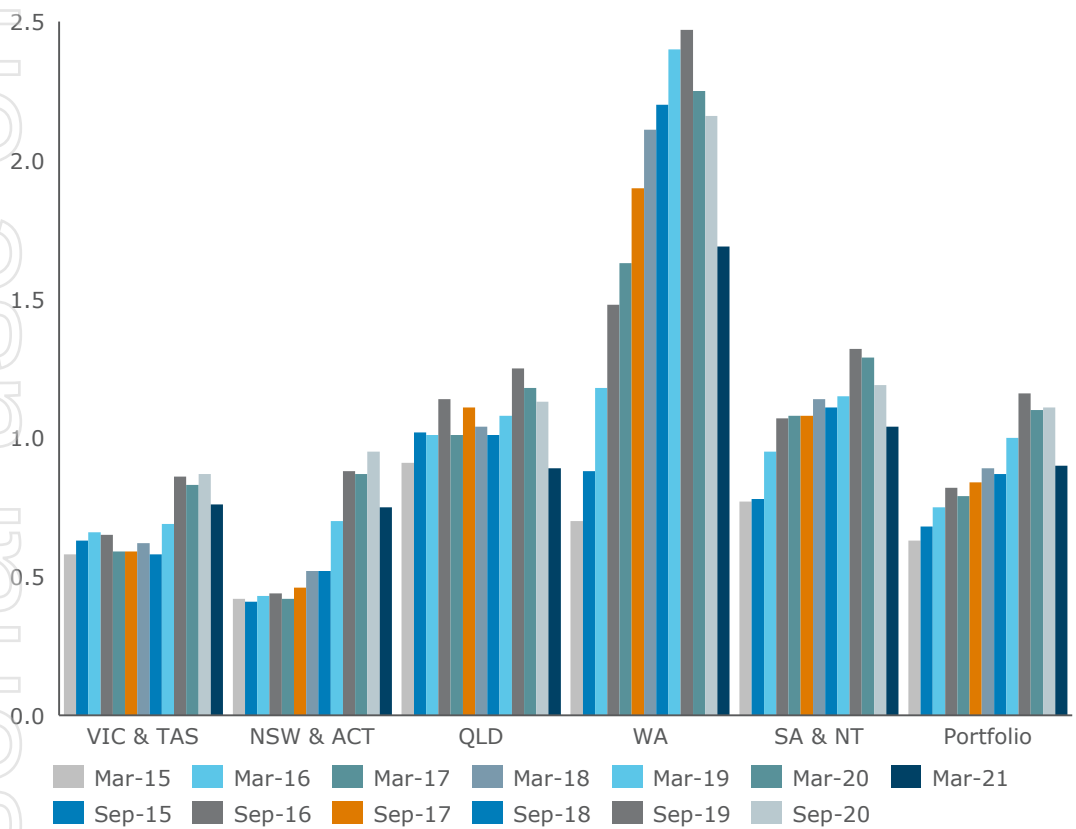
1. Includes capitalised LMI premiums 2. Valuations updated to Feb-21 where available 3. Includes Non Performing Loans and excludes accounts with a security guarantee and unknown DLVR 4. DLVR does not incorporate offset balances 5. Aligning with calculations that produce a portfolio average DLVR unweighted based on # accounts of 55% 6. % of Owner Occupied and Investment Loans that have any amount ahead of repayments. Excess repayments based on available Redraw and Offset. Excludes Equity Manager Accounts. Includes Non Performing Loans

AUSTRALIA HOME LOANS

PORTFOLIO PERFORMANCE

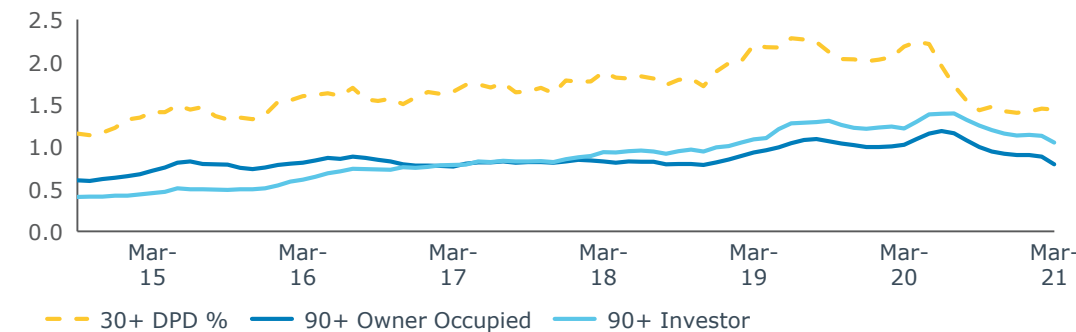
HOME LOANS 90+ DPD BY STATE^{1,2}

% of Portfolio Segment Balances

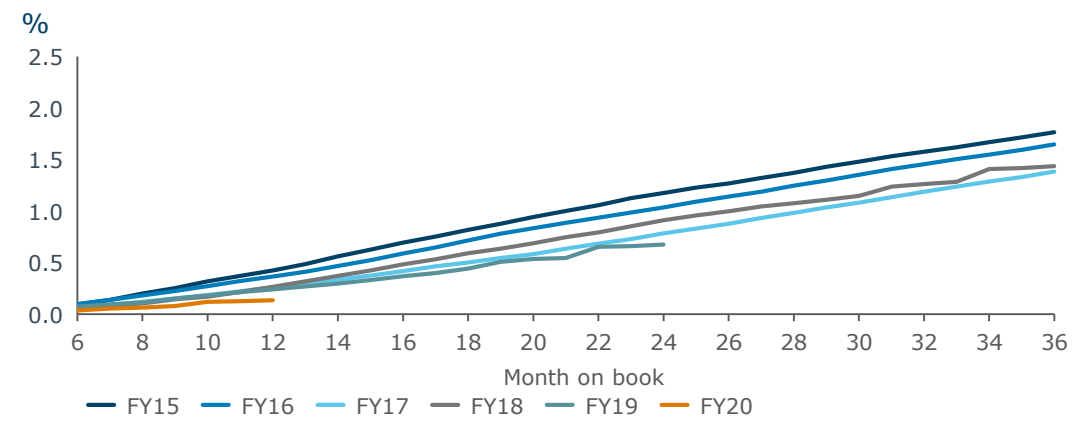


HOME LOAN DELINQUENCIES^{1,2,3,4}

% of Portfolio Segment Balances



HOME LOANS - 90+ DPD (BY VINTAGE)^{5,6}



1. Includes Non Performing Loans 2. ANZ delinquencies are calculated on a missed payment basis for amortising and Interest Only loans 3. The current classification of Investor vs Owner Occupied, 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 4. 30+ and 90+ between Mar-20 and Jun-20 excludes eligible Home Loans accounts that had requested COVID-19 assistance but due to delays in processing had not had the loan repayment deferral applied to the account. 5. 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. 6. Historical vintages have been restated as a result of enhancements to methodology

NEW ZEALAND HOME LOANS

PORTFOLIO OVERVIEW¹

	Portfolio			Flow	
	1H19	1H20	1H21	1H20	1H21
Number of Home Loan Accounts	527k	531k	533k	38k	42k
Total FUM	NZD83b	NZD88b	NZD95b	NZD10b	NZD15b
Average Loan Size	NZD157k	NZD165k	NZD179k	NZD271k	NZD358k
% Owner Occupied	75%	75%	74%	75%	69%
% Investor	25%	25%	26%	25%	31%
% Paying Variable Rate Loan ²	16%	14%	11%	13%	13%
% Paying Fixed Rate Loan ²	84%	86%	89%	87%	87%
% Paying Interest Only	20%	19%	18%	19%	19%
% Paying Principal & Interest	80%	81%	82%	81%	81%
% Broker Originated	37%	39%	42%	43%	45%

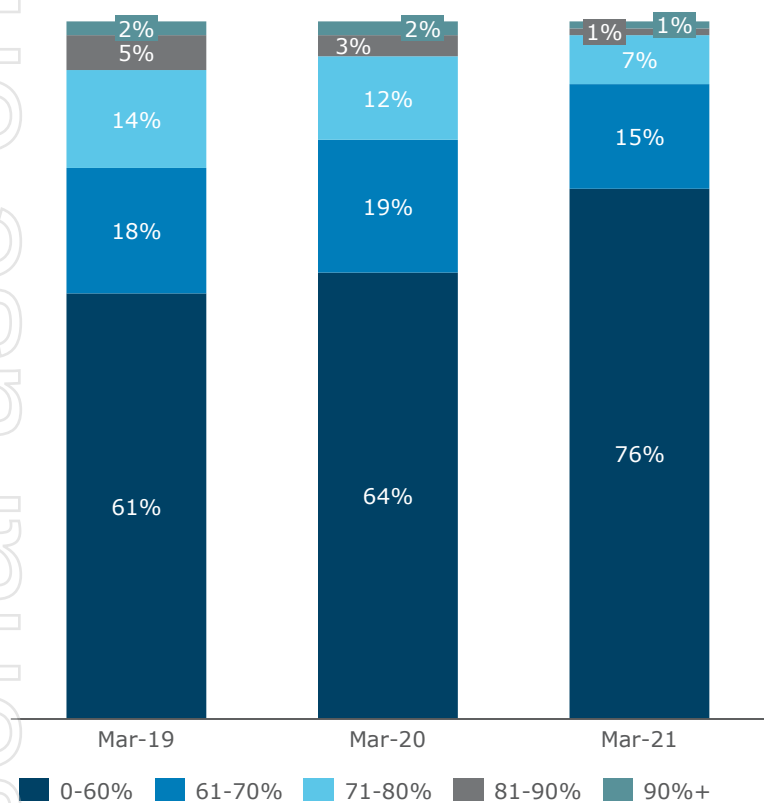
	Portfolio		
	1H19	1H20	1H21
Average LVR at Origination	57%	57%	58%
Average Dynamic LVR	42%	40%	37%
Market Share ³	30.9%	30.7%	30.6%
% Low Doc ⁴	0.35%	0.32%	0.28%
Home Loan Loss Rates	0.00%	0.01%	0.00%
% of NZ Geography Lending	63%	64%	69%

1. New Zealand Geography
2. Flow excludes revolving credit facilities
3. Source: RBNZ, 1H21 share of all banks as at March 2021
4. 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

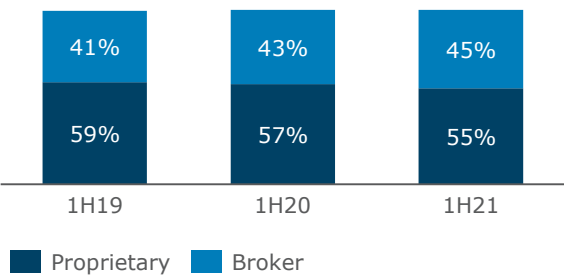
NEW ZEALAND HOME LOANS

HOME LENDING & ARREARS TRENDS¹

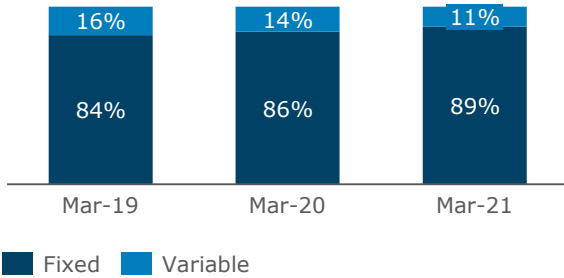
ANZ HOME LOAN LVR PROFILE²



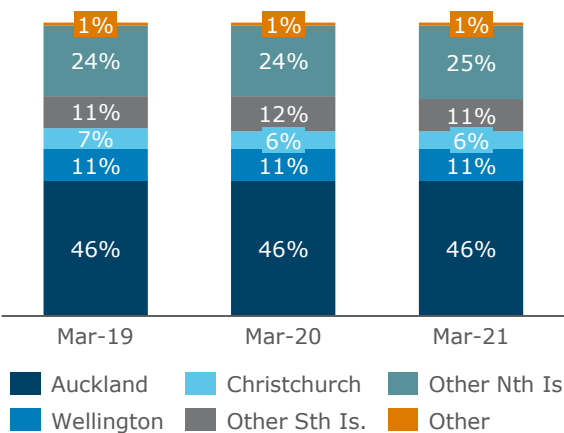
HOUSING FLOWS



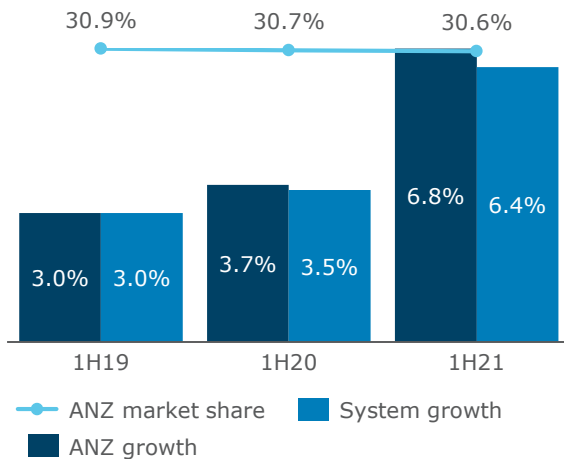
HOUSING PORTFOLIO



HOUSING PORTFOLIO BY REGION³



MARKET SHARE⁴



1. New Zealand Geography
2. Dynamic basis
3. Prior periods have been restated to reflect loans previously included in "Other" have now been allocated across regions
4. Source: RBNZ, 1H21 growth rates and market share as at March 2021

2021 HALF YEAR RESULTS

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



CORPORATE PROFILE

CORPORATE PROFILE



- Founded in **1835** and headquartered in Melbourne
- **Top 7** listed corporate in Australia and the largest bank in New Zealand by bank market share
- **Consumer** and **corporate offerings** in our core markets, and **regional trade** and **capital flows** across the region



- **Market capitalisation** of **AU\$80.2b¹**
- Total **Assets** of **AU\$1,017.1b¹**
- Credit rating

S&P	Moody's	Fitch
AA- / Negative	Aa3 / Stable	A+ / Negative



- **~38k² staff** serving over **8.7m customers** across Retail, Commercial and Institutional
- **\$2.0b in 1H21 dividends** to **~540k shareholders**

OUR LARGEST BUSINESS

HALF YEAR 2021 CASH PROFIT (\$m)²



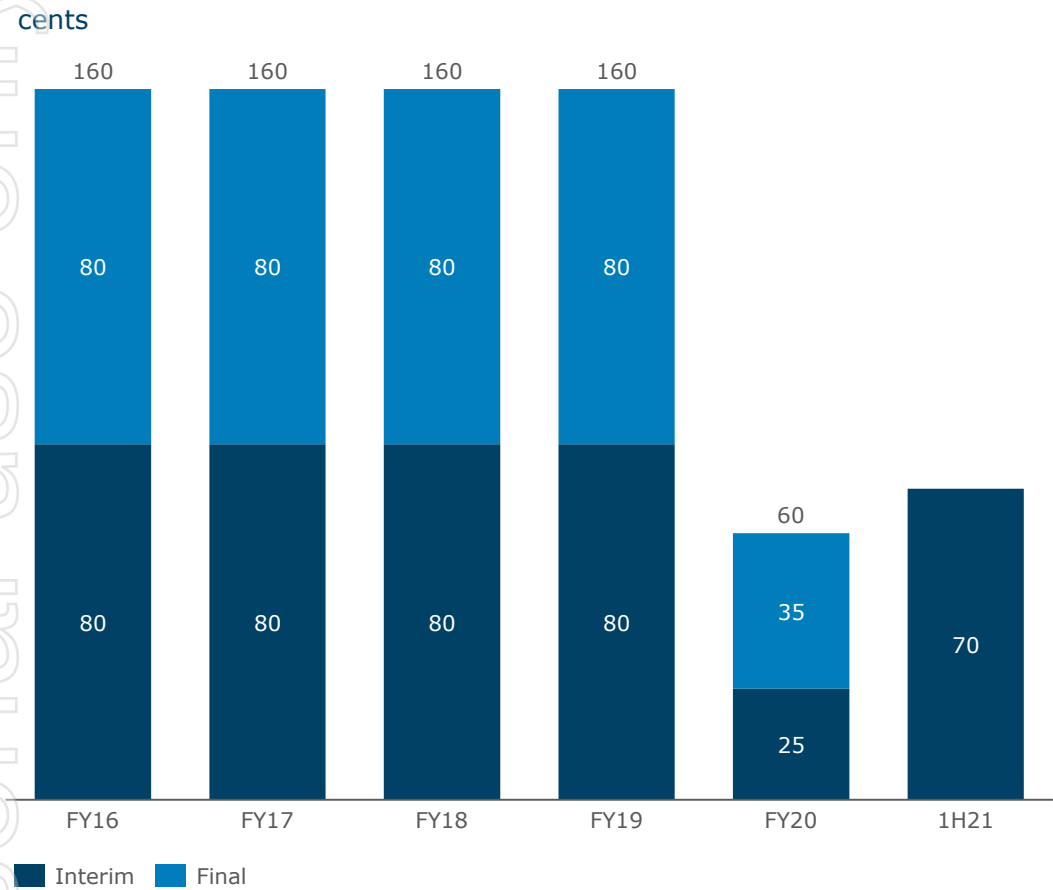
1. As at 31 March 2021
2. Cash Profit (Continuing Operations) basis

OUR PURPOSE & STRATEGY

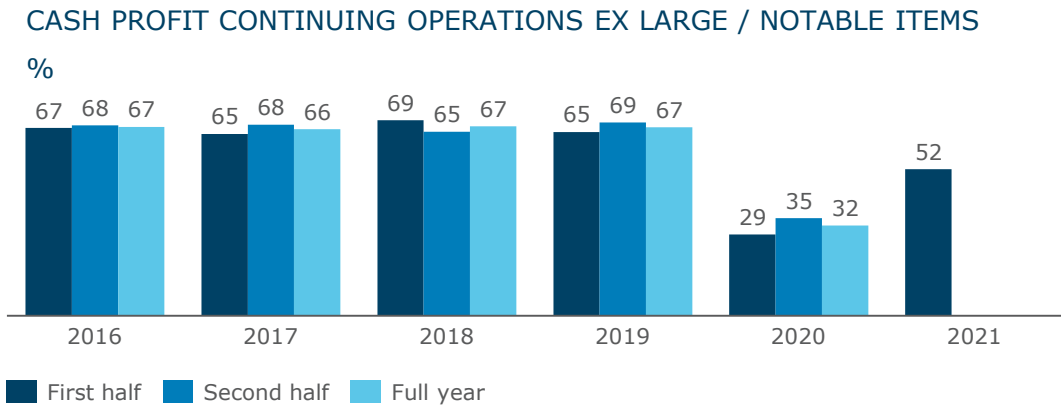
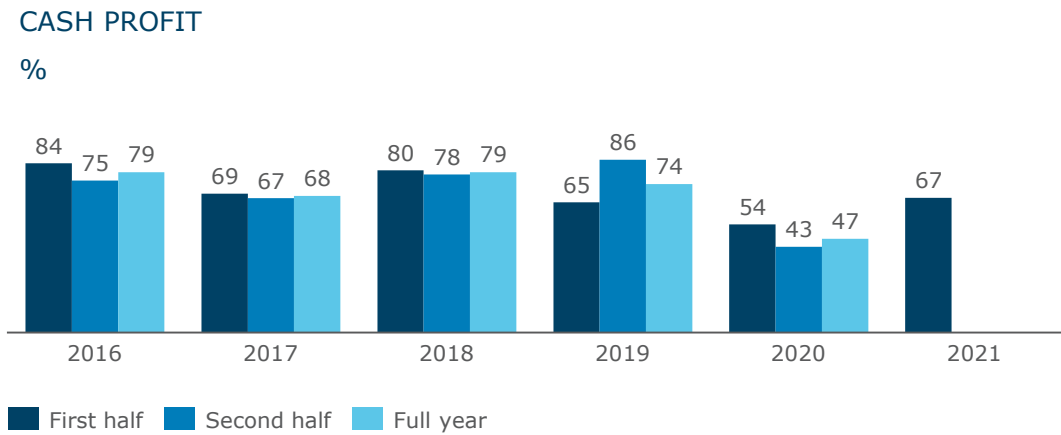


DIVIDENDS

DIVIDEND PER SHARE

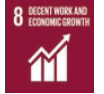


DIVIDEND PAYOUT RATIO



SNAPSHOT OF HALF YEAR ESG TARGET PERFORMANCE

OUR ESG TARGETS SUPPORT 10 OF THE 17 UNITED NATIONS SUSTAINABLE DEVELOPMENT GOALS

ESG target	Progress	Relevant SDGs
ENVIRONMENTAL SUSTAINABILITY Fund and facilitate at least \$50 billion by 2025 towards sustainable solutions for our customers Encourage and support 100 of our largest emitting customers to establish, and where appropriate, strengthen existing low carbon transition plans, by end 2021	Funded and facilitated AU\$13.95 billion in sustainable finance transactions since October 2019. Engaged with 98 of our largest emitting business customers.	      
FINANCIAL WELLBEING Support 250,000 customers to build a savings habit, by end 2021. (Australia/New Zealand) Establish seven new partnerships to expand the reach and improve impact of MoneyMinded for vulnerable people, by end 2023	Supported approximately 85,000 customers to build a savings habit since October 2020. Established two new partnerships - with Fruition Horticulture Bay of Plenty (New Zealand) and the Reserve Bank of Fiji (via a Memorandum of Understanding).	   
HOUSING Fund and facilitate AU\$10 billion of investment by 2030 to deliver more affordable, accessible and sustainable homes to buy and rent. (Australia /New Zealand) Support more customers into healthier homes with our Healthy Home Loan Package and Interest-free Insulation Loans – through a 2%* increase of funds under management and a 4% ¹ increase in customer numbers by 2025. (New Zealand)	Funded and facilitated AU\$302.6 million of investment since October 2020. Supported 463 households into healthier homes since October 2020.	  
FAIR AND RESPONSIBLE BANKING Develop and commence implementation of a new Vulnerable Customer Framework to improve the support we provide to customers experiencing vulnerability, by end 2021. (Australia) Design and commence implementation of a human rights grievance mechanism, using the UN Guiding Principles on Business and Human Rights, by end 2021	Commenced implementation of our new Customer Vulnerability Framework. Designed the bank's first human rights grievance mechanism, informed by internal and external stakeholders. User testing will be undertaken before finalising the mechanism.	 

Note: This information has not been independently assured. KPMG will provide assurance over ANZ's full year performance against targets in its annual ESG reporting to be released in November 2021. Results as at 31 March 2021

1. Off a FY21 baseline

OUR APPROACH TO CLIMATE CHANGE

WE ARE COMMITTED TO PLAYING OUR PART AND SUPPORTING OUR CUSTOMERS IN THE TRANSITION TO NET-ZERO EMISSIONS BY 2050

Help our customers and support transitioning industries

- Funding and facilitating at least \$50 billion by 2025 to help our customers improve environmental sustainability, increase access to affordable housing and promote financial wellbeing
- Working with and supporting our largest emitting customers to build climate change mitigation and adaptation risk into their strategies
- Identifying opportunities and financing our customers' transition activities via products such as 'Green' and Sustainability Linked Loans

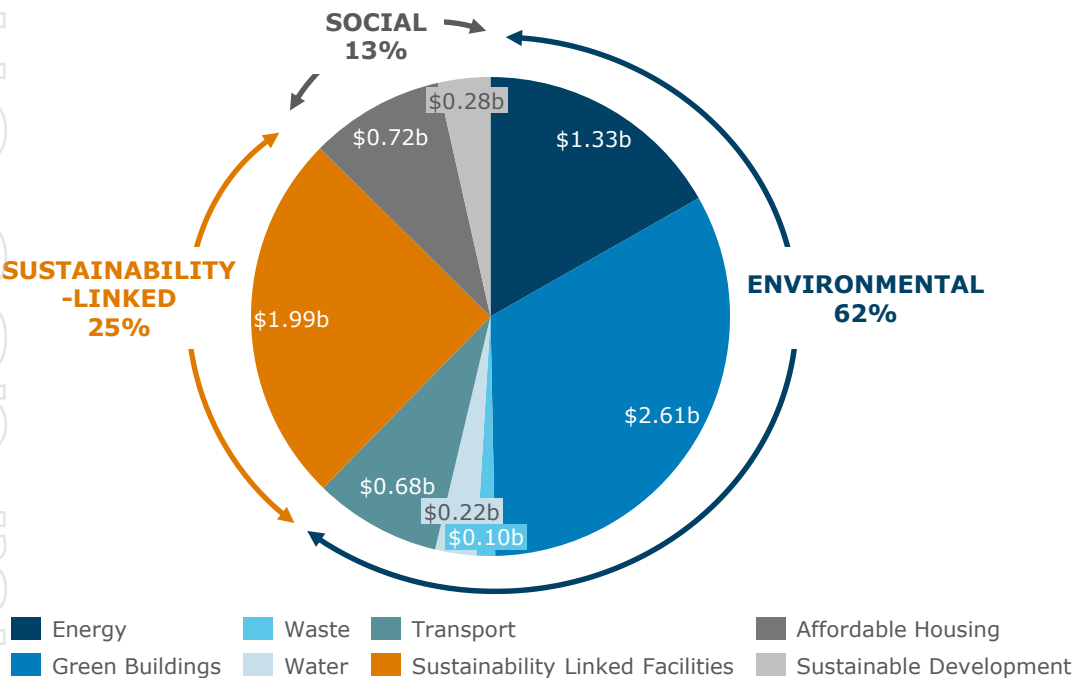
Engage constructively and transparently with stakeholders

- Disclosing how we identify, assess and manage climate-related financial risks and opportunities using the Financial Stability Board Task Force on Climate-related Financial Disclosures (TCFD) recommendations
- Disclosing better metrics so the emissions impact of our financing can be tracked annually, starting with commercial property and power generation
- Engaging with stakeholders on climate change and increasing transparency on our approach

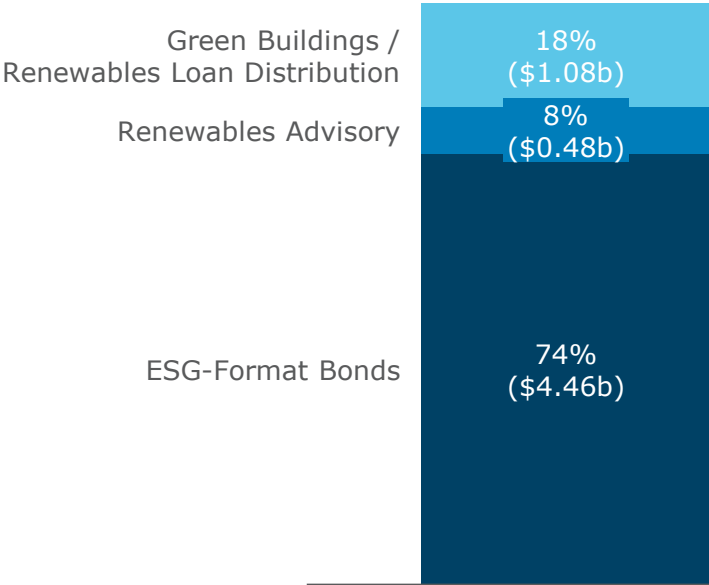
SUSTAINABLE FINANCE - \$50B TARGET

SINCE OCTOBER 2019 WE HAVE FUNDED & FACILITATED \$13.95 BILLION TOWARDS SUSTAINABLE FINANCE TO HELP OUR CUSTOMERS IMPROVE ENVIRONMENTAL SUSTAINABILITY, INCREASE ACCESS TO AFFORDABLE HOUSING AND PROMOTE FINANCIAL WELLBEING

FUNDED \$7.94b



FACILITATED \$6.01b



DEFINITIONS	Funded: loans and other credit lines provided to borrowers by ANZ
	Facilitated: loans, bonds and other credit lines arranged by ANZ and provided by other lenders eg. fund managers, super funds, other banks
	Affordable housing: construction of, or investment in, housing supply that supports positive market change
	Sustainable development: credit lines to global development banks and agencies providing support to emerging economies
	Energy: wind / solar / battery / transmission infrastructure / energy transition
	Transport: low carbon transportation projects such as light rail, electric vehicle manufacturing
	Sustainability-linked facilities: corporate loans to borrowers across multiple industry sectors where terms are linked to improved performance against agreed sustainability targets that reflect the borrower's material sustainability risks eg. emissions reduction, increased renewable energy consumption, workforce diversity
	Renewables Advisory: providing advisory services in relation to the purchase, sale and raising of capital for renewable energy projects
	Green Buildings / Renewables Loan Distribution: loans initially underwritten by ANZ and subsequently sold on to other lenders
	ESG-format Bonds: Green, Social, Sustainable, Sustainability-Linked and Transition Bonds and other ESG-format bonds within the sustainable finance market

CUSTOMER ENGAGEMENT – FINANCING SUSTAINABILITY

WE ARE FOCUSED ON IDENTIFYING OPPORTUNITIES TO SUPPORT OUR CUSTOMERS' TRANSITION ACTIVITIES ACROSS THE FOLLOWING PRODUCT AREAS:



'Green' and Sustainability Linked Loans: *Lending to deploy capital into 'green' and sustainability initiatives, where borrowers are required to invest in qualifying 'green' assets or where loan terms are linked to improved performance against agreed sustainability targets.*

FY21 to date closed: 8 loans, \$28bn volume

HIGHLIGHT: In December 2020, we arranged an AU\$1,400m syndicated Sustainability-Linked Loan for Downer Group Finance Pty Limited. Pricing of the loan is linked to performance against environmental and social targets.



'Green' and Sustainable Infrastructure Project Finance: *Greenfields project financing to support the development of long term sustainable infrastructure, e.g. renewable energy, light rail*

FY21 to date closed: 5 deals, \$2.2bn volume

HIGHLIGHT: In December 2020, we provided AU\$47.6m in financing for Canberra Metro Finance Pty Ltd's electrified light rail network which is fully powered by the ACT's 100% renewable energy grid.



ESG format bonds: *Distribution of capital into 'green' and sustainability initiatives, e.g. 'green' buildings, renewable energy or where bond terms are linked to improved performance against agreed sustainability targets*

FY21 to date closed: 12 bonds, \$6.1bn volume

HIGHLIGHT: In February 2021, we jointly arranged Surbana Jurong Private Limited's SG\$250m ten-year Sustainability-Linked Bond. ANZ was the Sole Sustainability Coordinator. The bond is linked to climate targets. Surbana Jurong will pay a premium to investors if it does not meet these targets by 2030.



Corporate Finance Advisory Services for Renewables: *Providing advisory services in relation to the purchase, sale and raising of capital for renewable energy projects*

HIGHLIGHT: In 2020, we completed an equity and debt raising for the Yandin Wind Farm, a 214 MW wind farm in mid-west Western Australia.



ANZ/Clean Energy Finance Corporation Energy Efficiency Asset Finance program: *Financing that incentivises corporate and retail customers to invest in energy efficient and renewable energy technologies that will help reduce their energy costs and carbon emissions.*

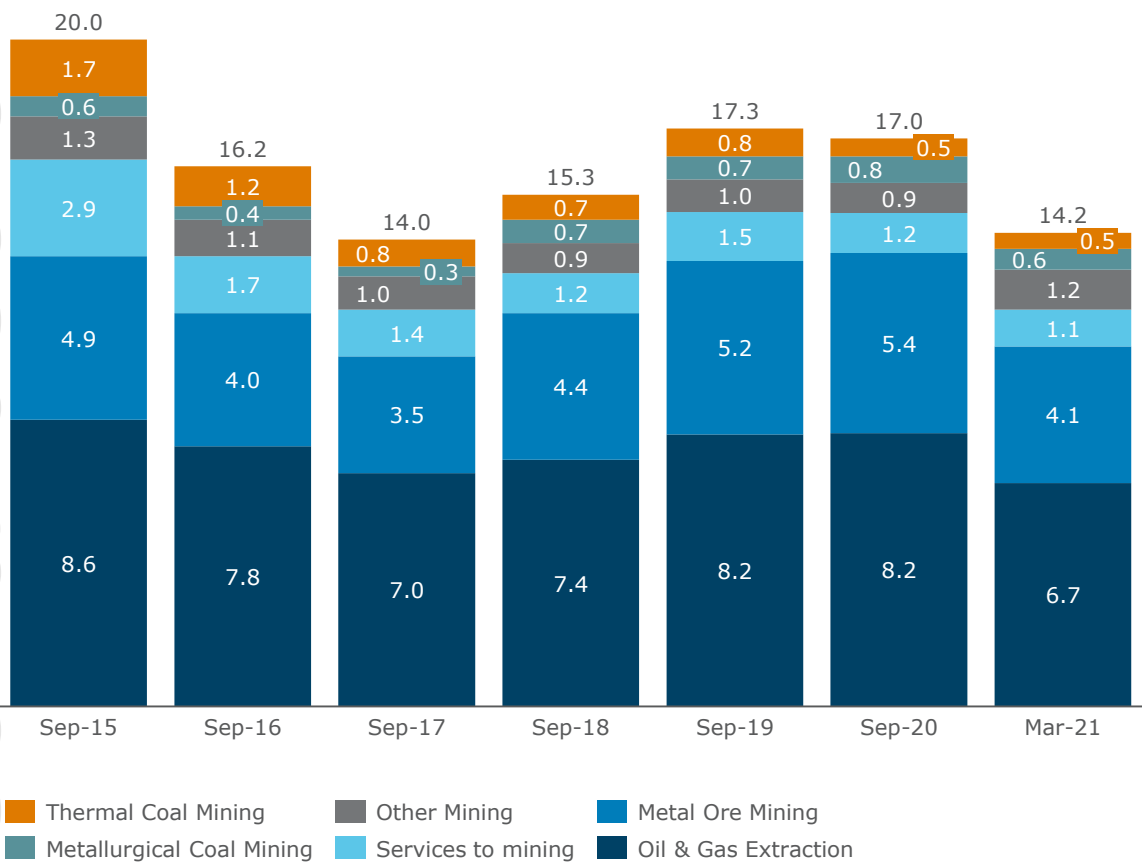
To date, this program has helped finance more than **\$205 million of investment in over 1374 clean energy technology deals** for our corporate and agribusiness customers. Energy Efficiency remains the major asset category, with customers seeing rapid paybacks associated with upgrades to new and more efficient plant and machinery.

HOW OUR LENDING IS SUPPORTING THE PARIS GOALS

EXPANDING OUR LENDING SUPPORT TO THE RENEWABLE ENERGY SECTOR WHILE REDUCING EXPOSURE TO THERMAL COAL MINING BY ~70% SINCE 2015

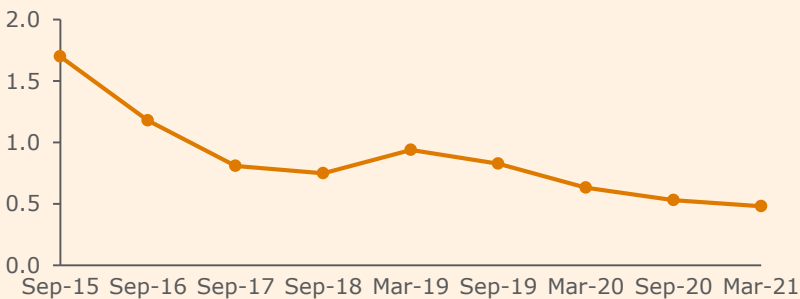
RESOURCES PORTFOLIO

EXPOSURE AT DEFAULT (EAD) \$b



THERMAL COAL EXPOSURE

EXPOSURE AT DEFAULT (EAD) \$b



- Since 2015 our exposure to thermal coal mining has reduced by ~70%
- Several diversified mining customers have divested thermal coal interests in recent years, or signalled intention not to invest in expansionary capex
- ANZ's exposure to thermal coal mining is a small portion of our overall lending (now comprising <0.05% of our Group exposure at default)

FURTHER INFORMATION

COVID-19 Update



Latest commentary on response to COVID-19 pandemic

<https://www.anz.com/shareholder/centre/investor-toolkit/COVID-19-support-including-deferrals/>

Corporate Overview & Sustainability



Progress against our Environment, Social & Governance (ESG) targets

<https://www.anz.com/shareholder/centre/reporting/sustainability/>

March 2021 Pillar 3



APS330 Basel III Pillar 3 disclosure

<https://www.anz.com/shareholder/centre/reporting/regulatory-disclosure/>

Markets Disclosure



Changes to ANZ Markets Income disclosures

<https://www.anz.com/shareholder/centre/investor-toolkit/market-income-disclosure/>

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[anz.com/shareholder/centre/](https://www.anz.com/shareholder/centre/)

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