

# 2022 HALF YEAR RESULTS

HALF YEAR ENDED 31 MARCH 2022

RESULTS PRESENTATION AND INVESTOR DISCUSSION PACK

4 MAY 2022



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# 2022 HALF YEAR RESULTS

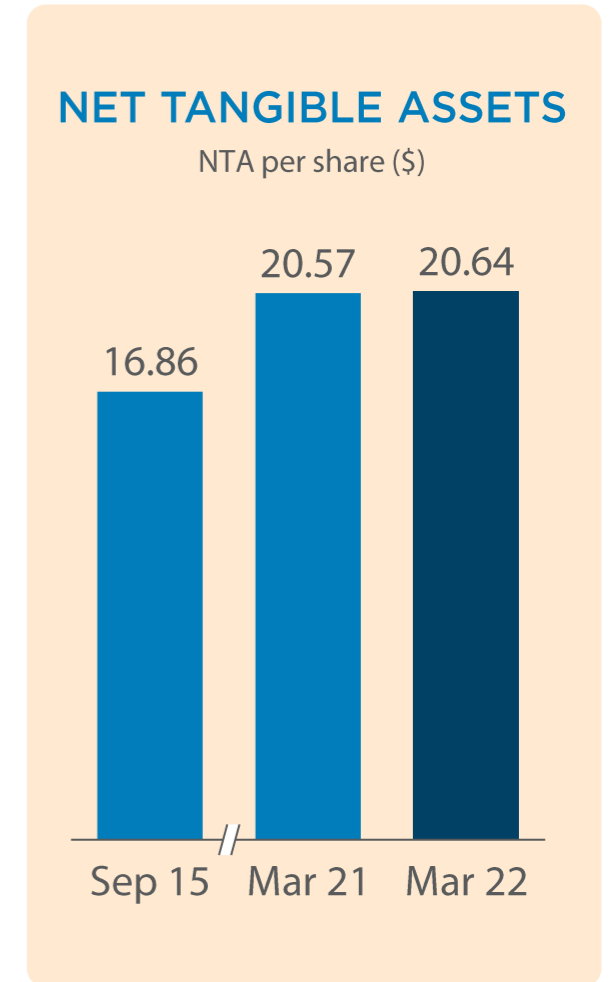
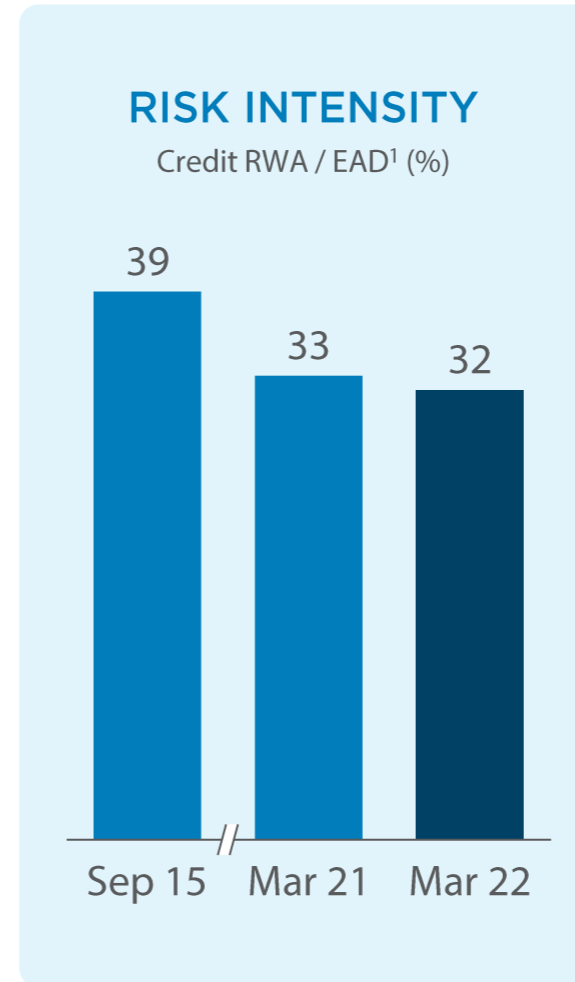
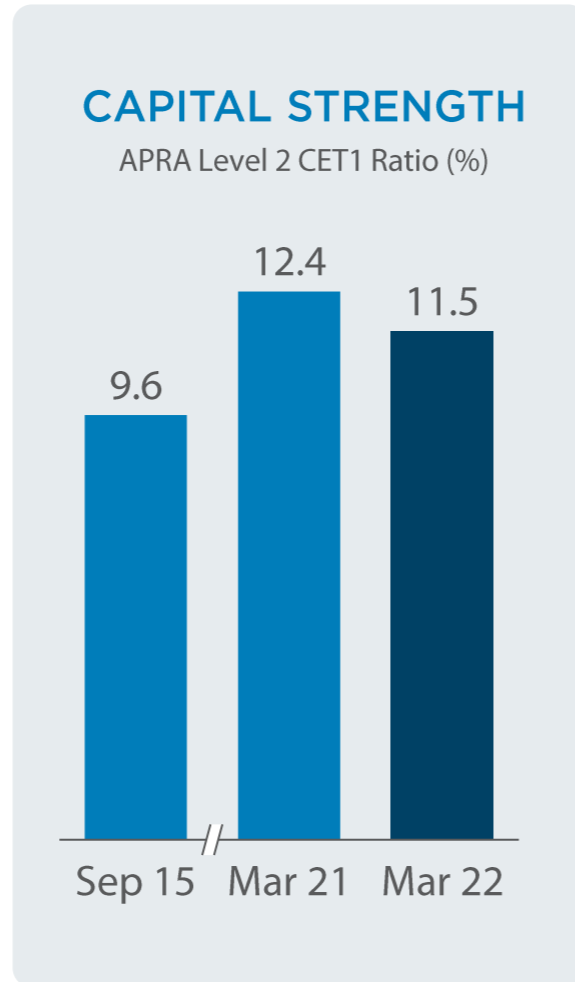
SHAYNE ELLIOTT

CHIEF EXECUTIVE OFFICER



# STRONGER, BETTER POSITIONED

Strong capital position, better allocation of capital, improved risk profile, increased risk adjusted returns for shareholders



1. Credit Risk Weighted Assets as a % of Exposure At Default. 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 migration such as guarantees, credit derivative, netting and financial collateral



## FINANCIAL PERFORMANCE OVERVIEW

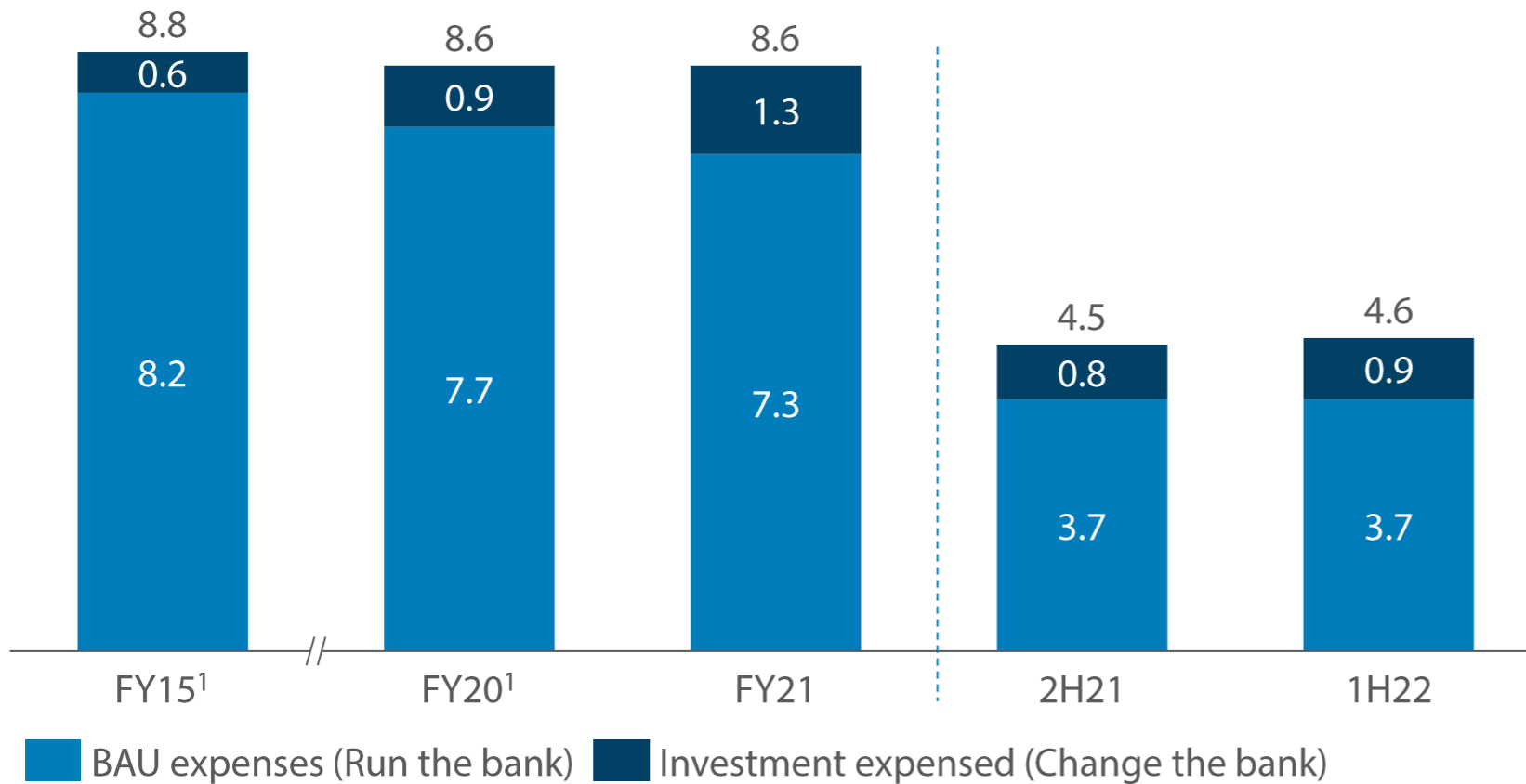
	1H22	vs 2H21	vs 1H21
Statutory Profit (\$m)	3,530	+10%	+20%
Cash Profit (continuing operations) <sup>1</sup> (\$m)	3,113	-3%	+4%
Return on Equity (%)	10.0	-18bps	+33bps
Earnings Per Share - Basic (cents)	110.8	-2%	+5%
Dividend Per Share – 100% fully franked	72 cents	Flat	+2 cents
CET1 Ratio (APRA Level 2)	11.5%	-81bps	-91bps
Net Tangible Assets Per Share (\$)	20.64	-2%	0%

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



# CONTINUED TO SIMPLIFY THE BANK, RESULTING IN LOWER RUN COSTS

## TOTAL EXPENSES (\$b)



### PRODUCTIVITY FOCUS

-  More digital customer sales
-  Increased self service
-  Higher STP<sup>2</sup> rates
-  Increased use of Cloud
-  Property rationalisation

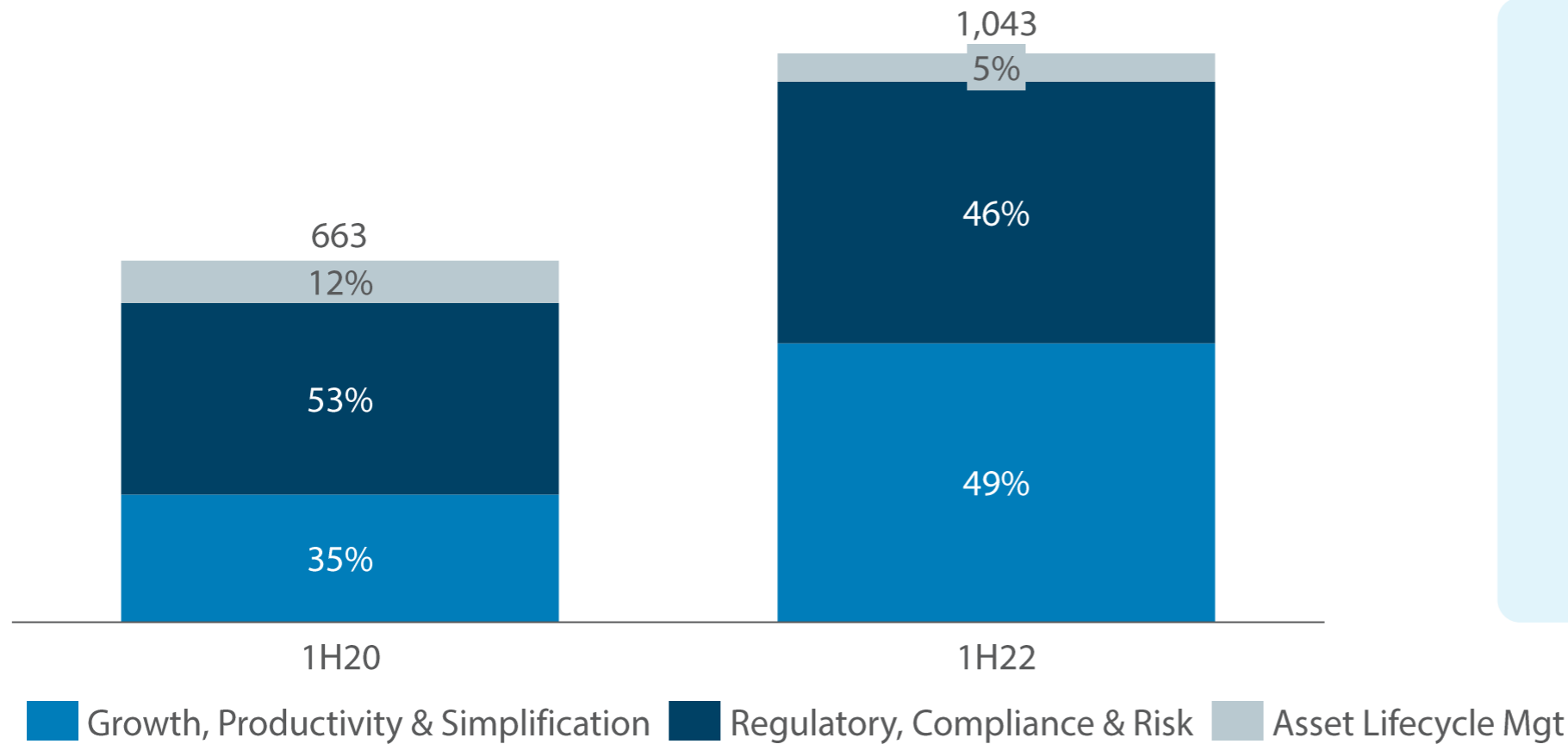
Basis: Cash Profit, Continuing Operations excluding Large / Notable items

1. Pro-Forma view adjusts the original metric reported in FY15 and FY20 to reflect comparable accounting policies and continuing organisational structure as the 1H22 relative results
2. Straight Through Processing



# INVESTMENT DIRECTED TO FUTURE GROWTH OPPORTUNITIES

## TOTAL INVESTMENT SPEND (\$m)



### INVESTMENT EXAMPLES

- New retail platform ANZ Plus
- Sustainable financing capabilities
- New Retail FX proposition
- Migration of apps to Cloud
- Single customer service tool

Basis: Continuing Operations





# INVESTING IN SUSTAINABILITY

## SUSTAINABLE BOND LEAGUE TABLES<sup>1</sup>

### Australian Sustainable Bond Cumulative League Table

Bookrunner (Ranking on Market share)	Volume	No. of deals	Market share
<b>ANZ (#1)</b>	<b>\$9.7b</b>	<b>42</b>	<b>16.4%</b>
Closest peer (#2)	\$6.0b	25	10.1%

### New Zealand Sustainable Bond Cumulative League Table

Bookrunner (Ranking on Market share)	Volume	No. of deals	Market share
<b>ANZ (#1)</b>	<b>\$5.8b</b>	<b>38</b>	<b>34.7%</b>
Closest peer (#2)	\$4.9b	29	29.5%

## WHERE WE SUPPORT OUR CUSTOMERS



1. All issuers, Includes all sustainable bonds issued in the Australian and New Zealand markets by local and international issuers. 1 Jan 2014 to 2022 YTD. Source: KangaNews 25 April 2022

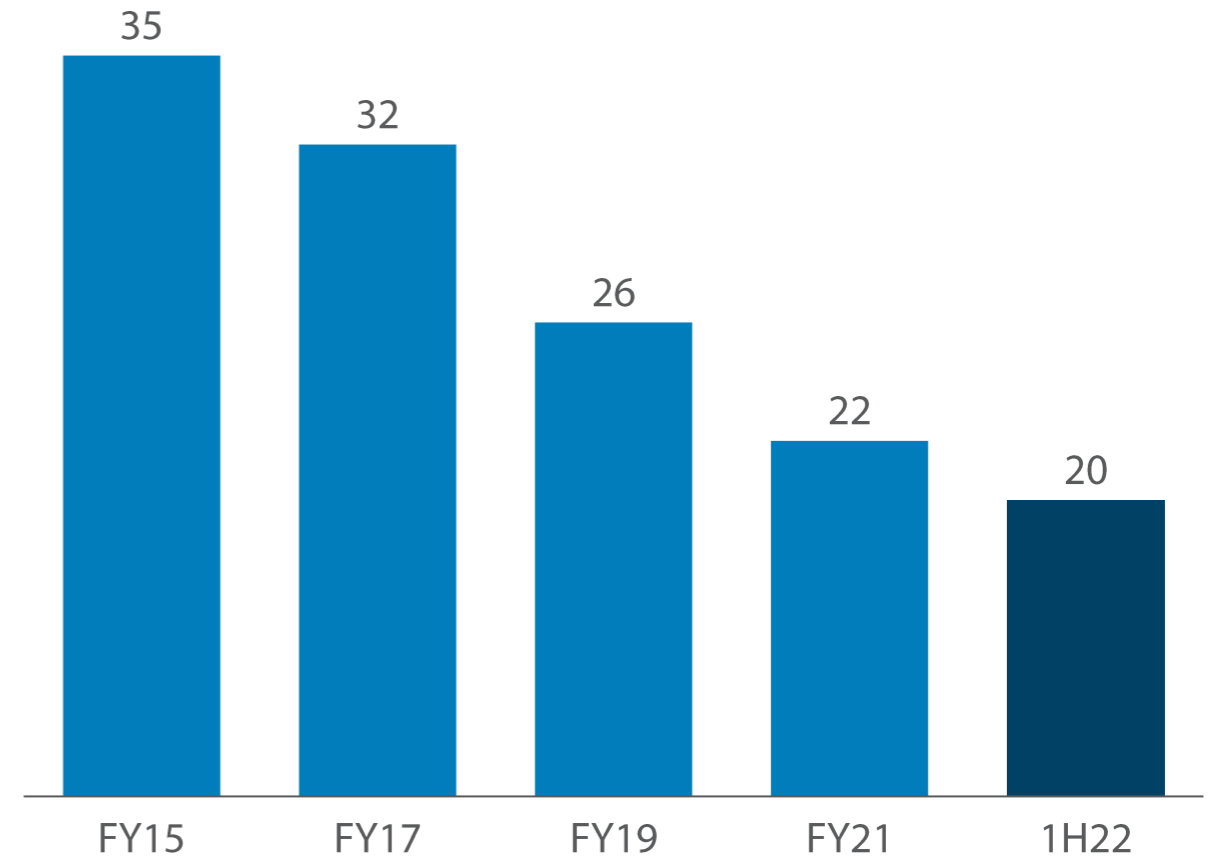


# RISK PERFORMANCE

## RESHAPING THE PORTFOLIO SINCE 2016

<b>Rebalanced</b>	<ul style="list-style-type: none"> <li>• Capital towards Retail &amp; Commercial</li> <li>• Institutional (88% investment grade at Mar 22)</li> </ul>
<b>Reduced / Restricted</b>	<ul style="list-style-type: none"> <li>• Unsecured Retail</li> <li>• Unsecured Small Business</li> <li>• Third party Asset Finance</li> </ul>
<b>Sold / Exited</b>	<ul style="list-style-type: none"> <li>• Over 25 businesses sold/exited. Examples:             <ul style="list-style-type: none"> <li>○ Asia Retail &amp; Wealth (IEL 151bps)<sup>1</sup></li> <li>○ Aus Life, NZ Life, Aus. P&amp;I</li> <li>○ ANZ Financial Planning</li> <li>○ Esanda Dealer Fin. (IEL 100bps)<sup>2</sup></li> <li>○ Emerging Corporate Asia (IEL 41bps)<sup>1</sup></li> </ul> </li> </ul>

## LONG RUN LOSS RATES (IEL) (bps)

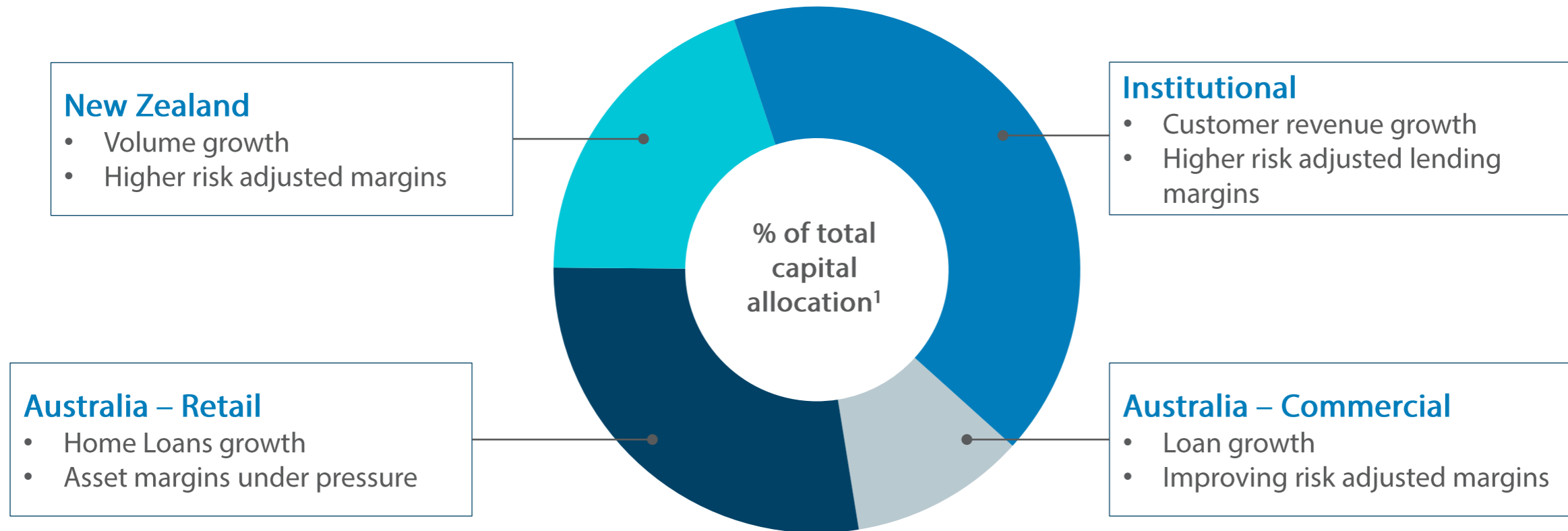


1. Internal expected loss (IEL) as at Sep 16  
 2. Internal expected loss (IEL) as at Sep 15



# DIVERSIFIED CUSTOMER FRANCHISE

## CAPITAL ALLOCATION & 1H22 PERFORMANCE



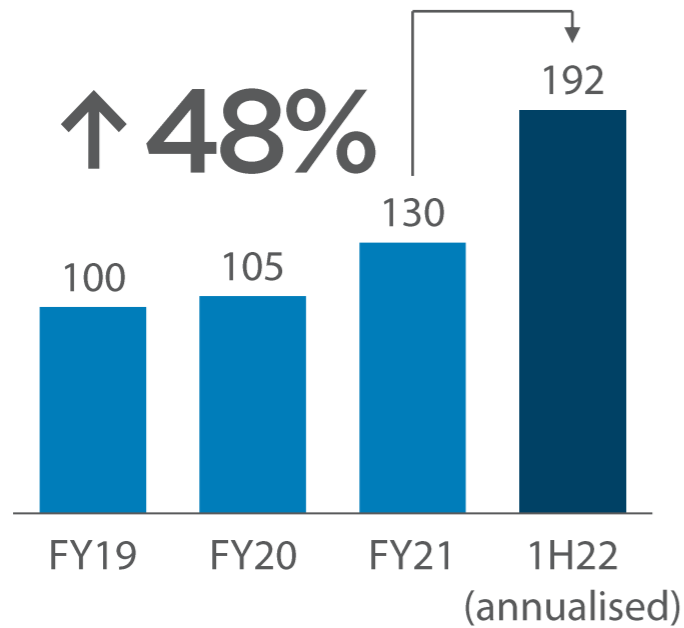
1. Excludes capital in Group Centre and Pacific



# INSTITUTIONAL PLATFORMS

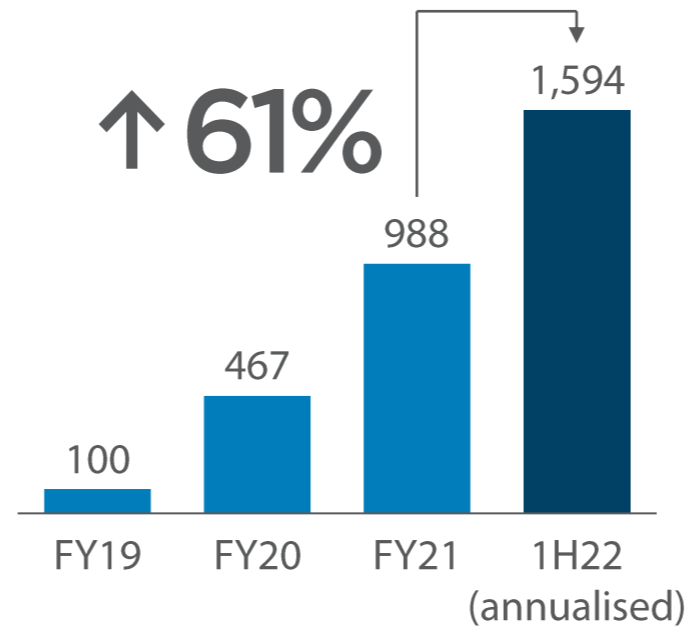
## PAYMENTS<sup>1</sup>

Indexed data



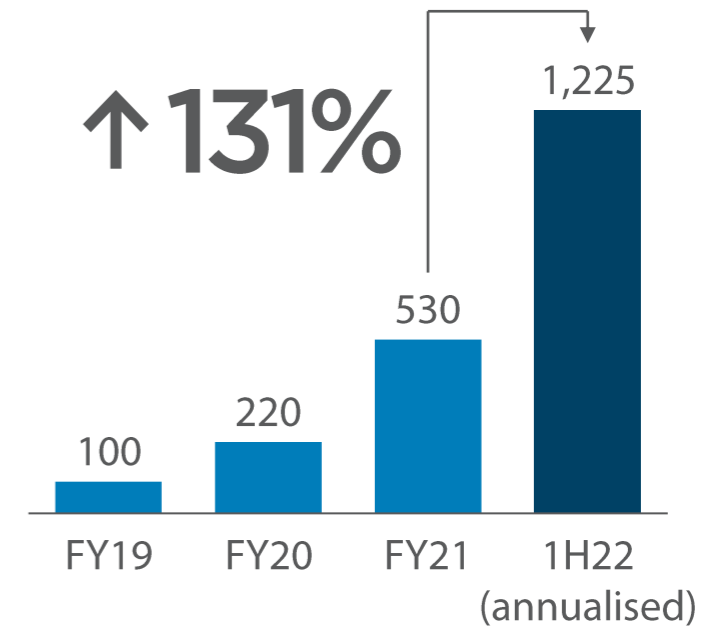
## NPP AGENCY PAYMENTS<sup>2</sup>

Indexed data



## PLATFORM CASH MGT A/C

Indexed data

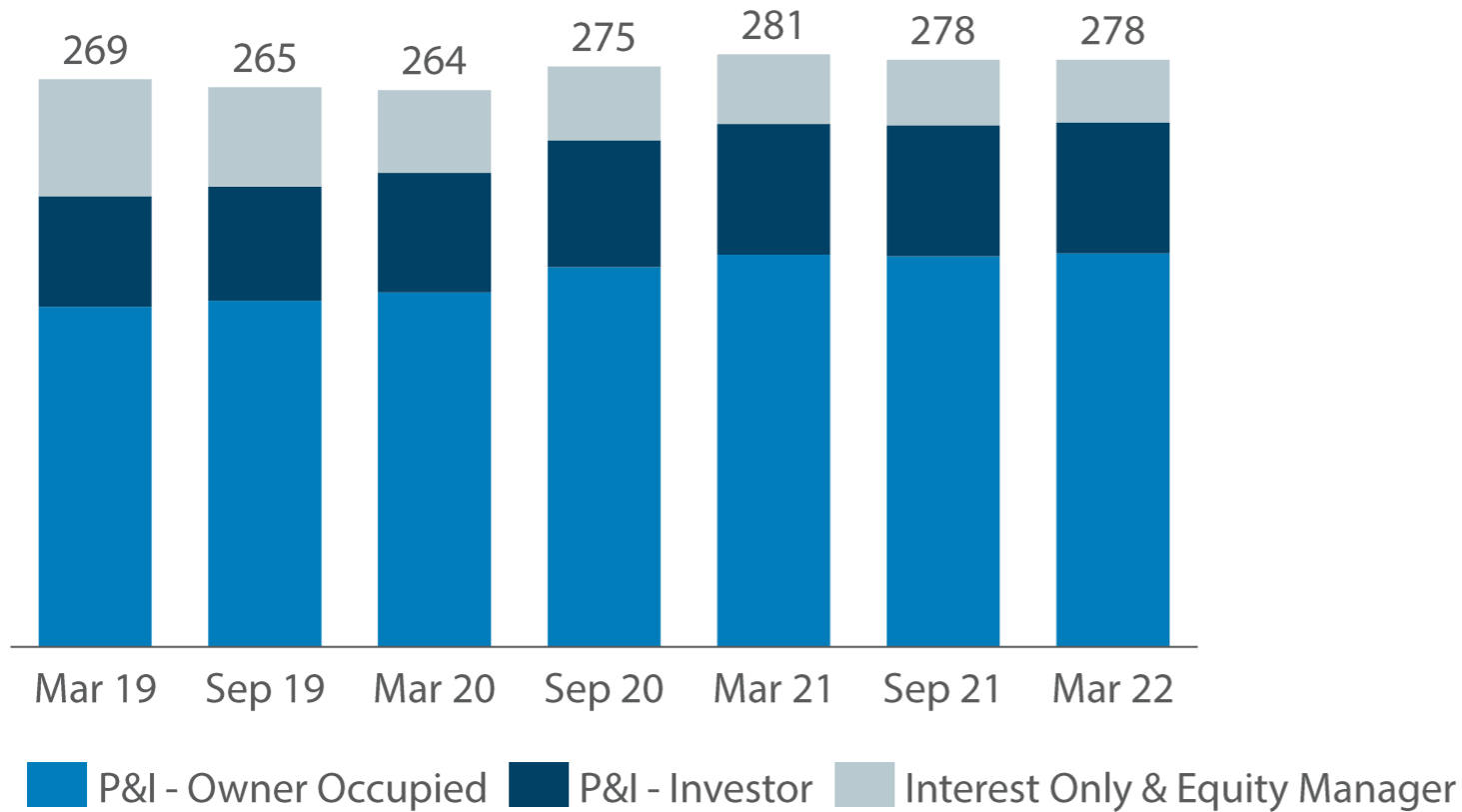


1. Based on number of payments  
 2. New Payments Platform



# IMPROVED AUSTRALIA HOME LOAN PERFORMANCE

## HOME LOAN GROSS LOANS & ADVANCES<sup>1</sup> (\$b)



## MEDIAN TIME TO FIRST DECISION<sup>2</sup>

**3 days**

Simple applications

**7 days**

Complex applications

**AUTO CREDIT  
DECISIONED**

**77%**

ANZ branch applications<sup>3</sup>

**PROCESSING  
CAPACITY**

**+30%**

Apr 22 vs Sep 21

1. Includes Non Performing Loans

2. April 2022 based on median time to first decision on home loan applications, excluding auto approvals. Comprises broker applications (relatively higher time to decision) and proprietary applications (relatively lower time to decision)

3. March 2022



## THE BANK WE'RE BUILDING

'We are the Bank for those in Australia & New Zealand who want to buy and own a home or start, run, and grow a small business and for those larger businesses trading and investing in Asia Pacific'

'We work with the best partners to offer competitive and engaging solutions that make our customer's lives easier. We build loyalty by improving our customer's financial wellbeing and helping them run their businesses more sustainably'

'We embrace a world of constant change, by building a nimble, resilient organisation capable of anticipating needs, creating opportunities, and delivering what matters, quickly and safely'

### GIVING OUR CUSTOMERS ACCESS TO

**Propositions**  
our customers  
love

Purpose and  
values-led  
**People**

Flexible digital  
banking  
**Platforms**

**Partnerships**  
that unlock  
new value



# STREAMS OF WORK TO DELIVER THE BENEFITS OF DIVERSIFICATION



## Exiting non-core activities

to provide capacity and improve focus



## Reshaping Institutional

to improve sustainable returns and reduce volatility



## Strengthening New Zealand

to meet regulatory requirements and prepare for the future



## Rebuilding Aus. Retail & Commercial

around differentiated growth propositions



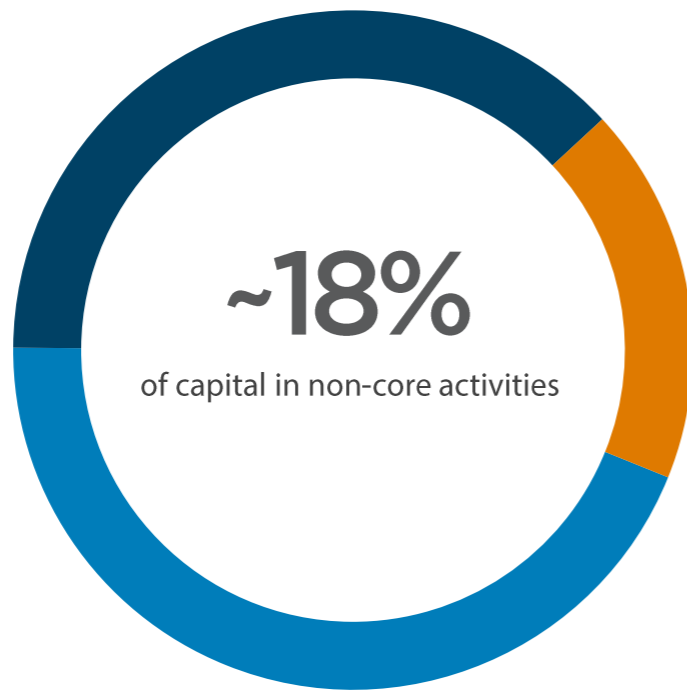
## Improving capacity & resilience

stronger balance sheet, better productivity, and a purpose led transformation

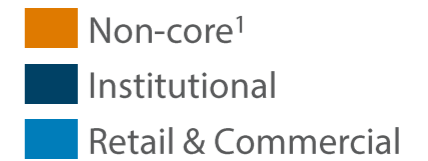
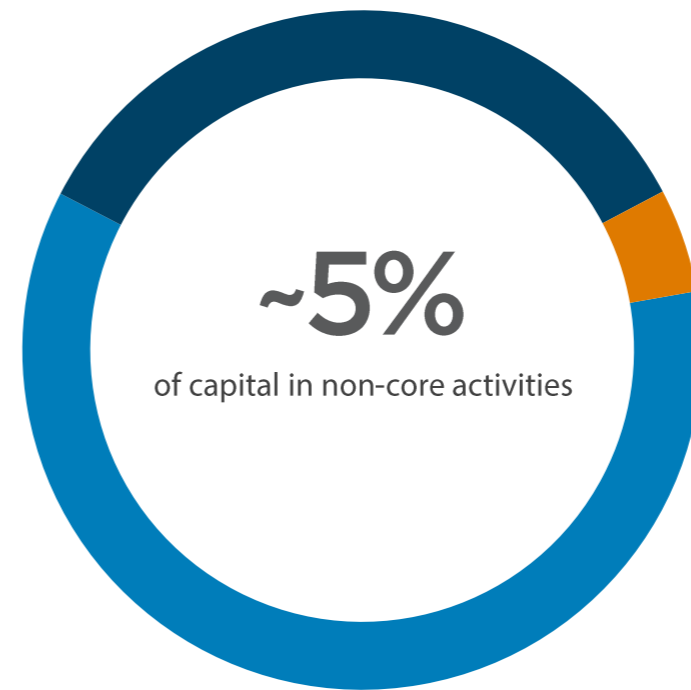


# EXITING NON-CORE ACTIVITIES

MAR 2016



MAR 2022



Agreed the sale of 29 businesses, and reshaped the Institutional business, releasing over \$13b in capital

1. Mar 22 Non-core refers to Asia partnerships





# LAUNCHED ANZ PLUS



Purpose-led propositions that people love to use



Mobile-first, human supported



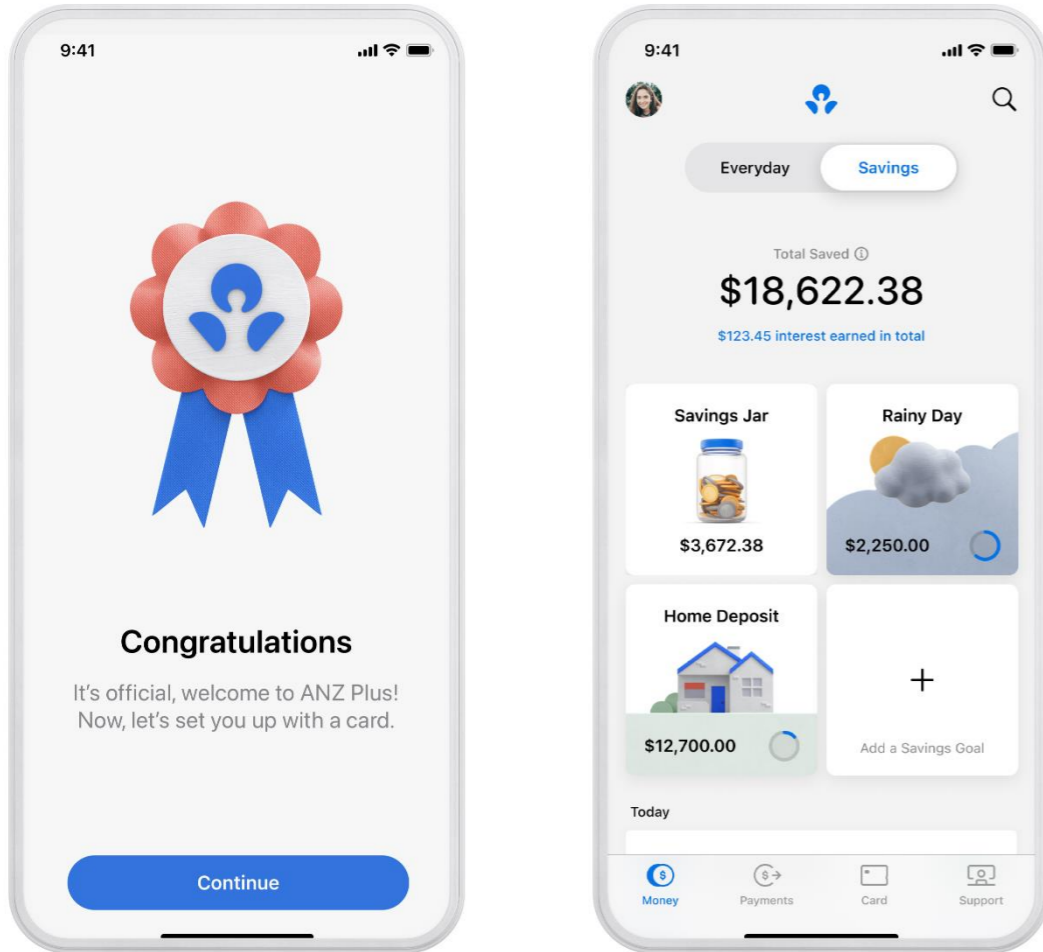
Simplified, high integrity, highly automated platform



Customer centric leading workplace

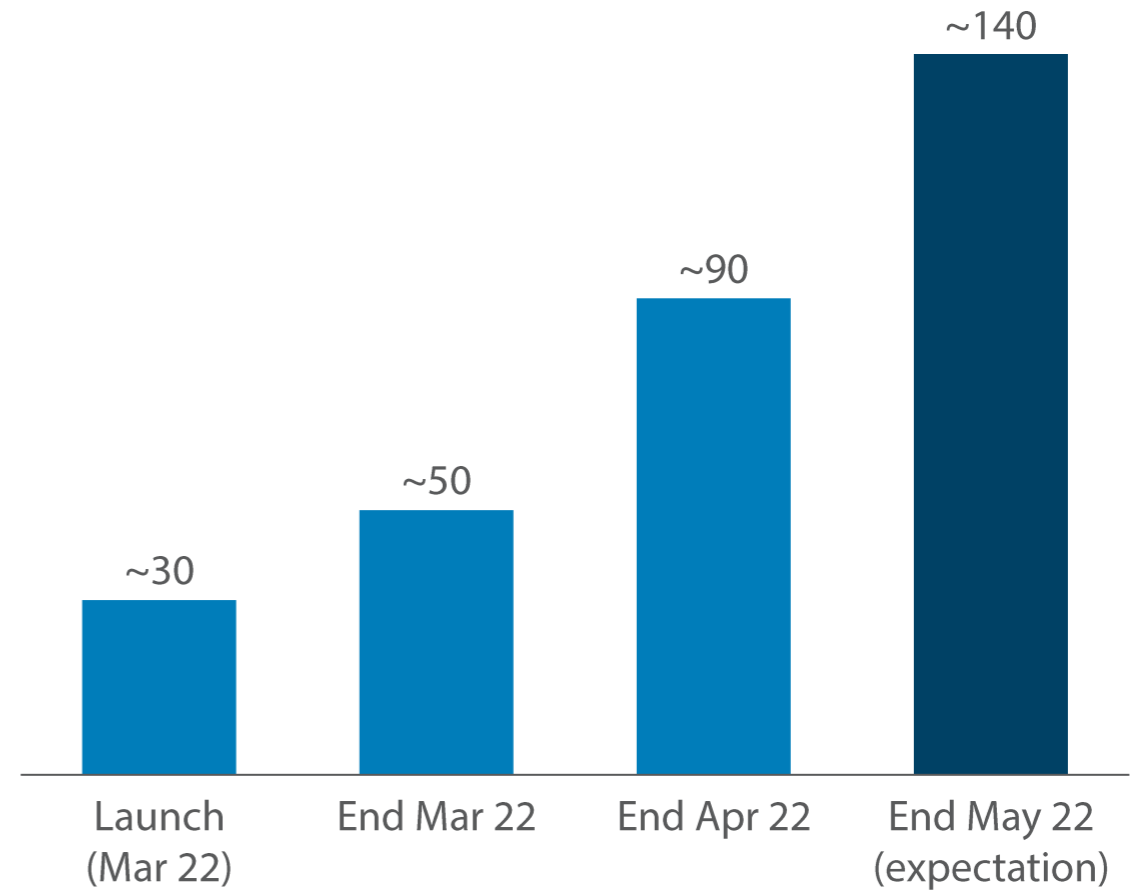


# LAUNCHED ANZ PLUS



## FEATURES & CAPABILITIES ROLLED OUT

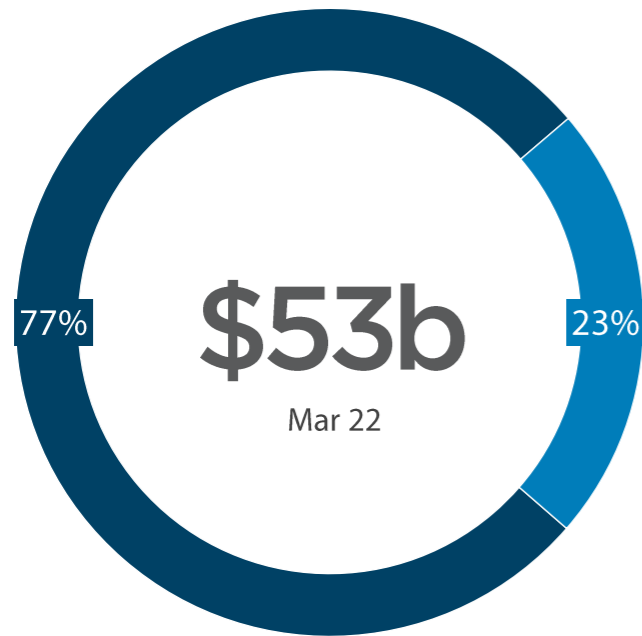
Cumulative



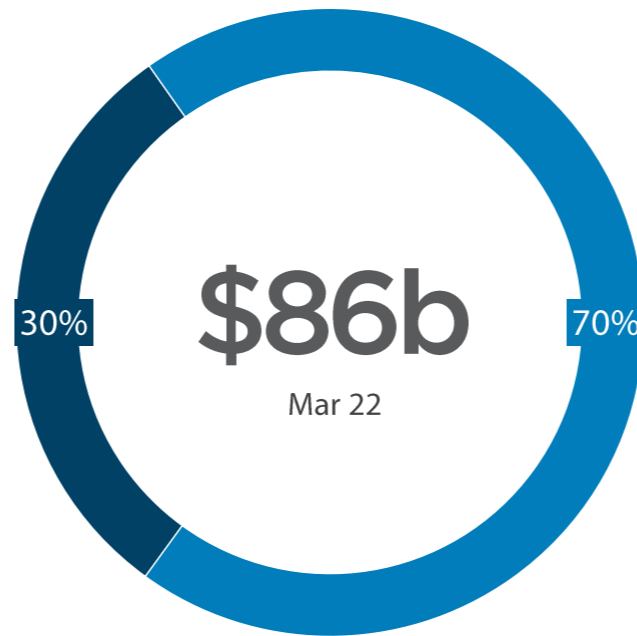


# OUR COMMERCIAL BUSINESS

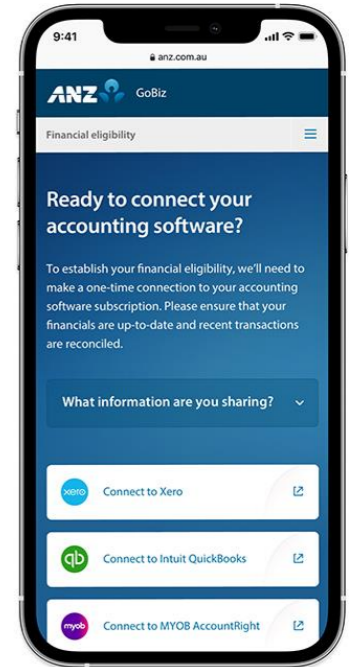
NET LOANS & ADVANCES<sup>1</sup> (\$b)



CUSTOMER DEPOSITS<sup>1</sup> (\$b)



■ Business Banking ■ Small Business Banking



Basis: Cash Profit, Continuing Operations excluding Large / Notable items

1. Excludes Asset Finance (run-off businesses) and Private Bank and Advice



## INTENTION TO IMPLEMENT A NON-OPERATING HOLDING COMPANY (NOHC)

- Intention to lodge a formal application with APRA, the Federal Treasurer & other applicable regulators to establish a NOHC
- Should proposed restructure proceed a new listed parent holding company will be created with two entities directly beneath
  - Banking Group- Australia and New Zealand Banking Group Limited
  - 'Non-Banking Group', - banking-adjacent businesses to be developed or acquired to benefit our customers (e.g. ANZ's 1835i)
- Would provide ANZ with greater flexibility to create additional shareholder value
- No changes to how ANZ's banking operations are regulated



# OPERATING CONDITIONS

## 'OLD' WAYS OF WORKING

- Mass market acquisition, limited differentiation
- Advice by people through consultation
- Dominant role of physical distribution channels
- Vertical integration, including product manufacturing
- Proprietary, monolithic technology
- Talent attraction & retention via pay

## FUTURE WAY OF OPERATING (FOR NOW)

- Targeted, personalised customer acquisition & retention
- Advice & insights by technology through data & AI
- Dominant role of digital channels & third parties
- Horizontal/open system integration
- Open, API-and-Cloud based technology
- Simplified & highly automated business models – talent attraction & retention via Employee Value Proposition



# PRIORITIES FOR 2022



## RESTORE

Momentum in Australia Home Loans



## SEED

Profitable, high return growth in Institutional



## LAUNCH

ANZ Plus: position for a digital Home Loan proposition



## COMPLETE

BS11, recycle capital and improve returns in NZ



## CONTINUE

Group simplification and productivity



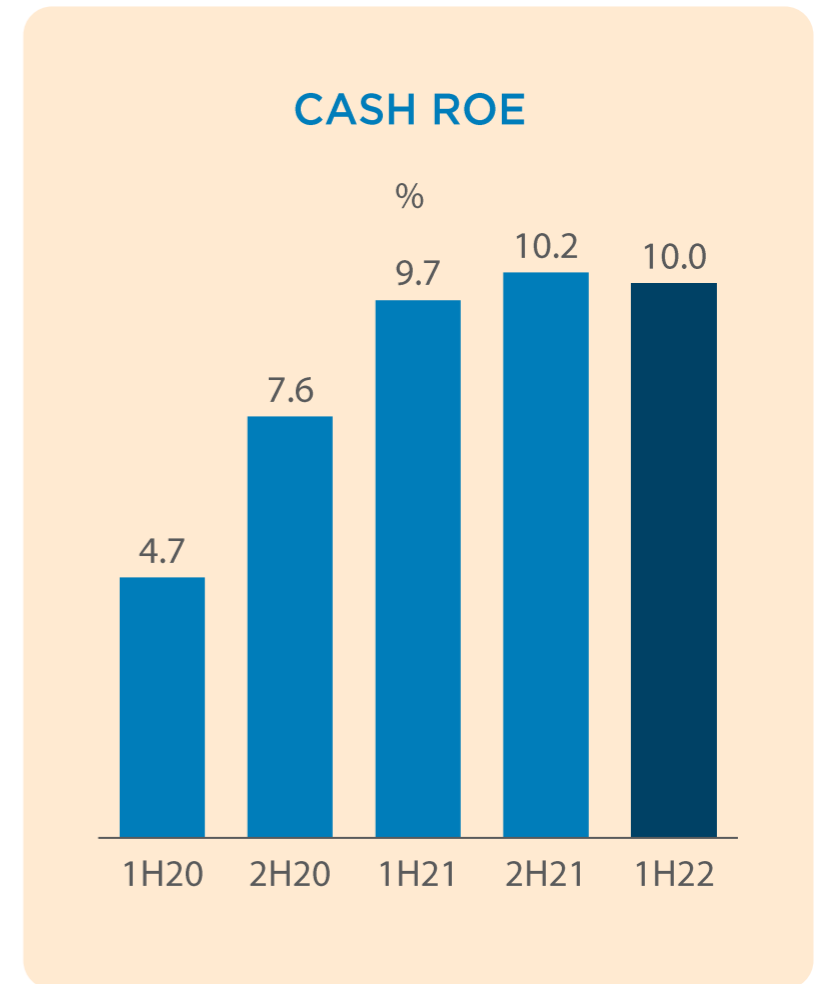
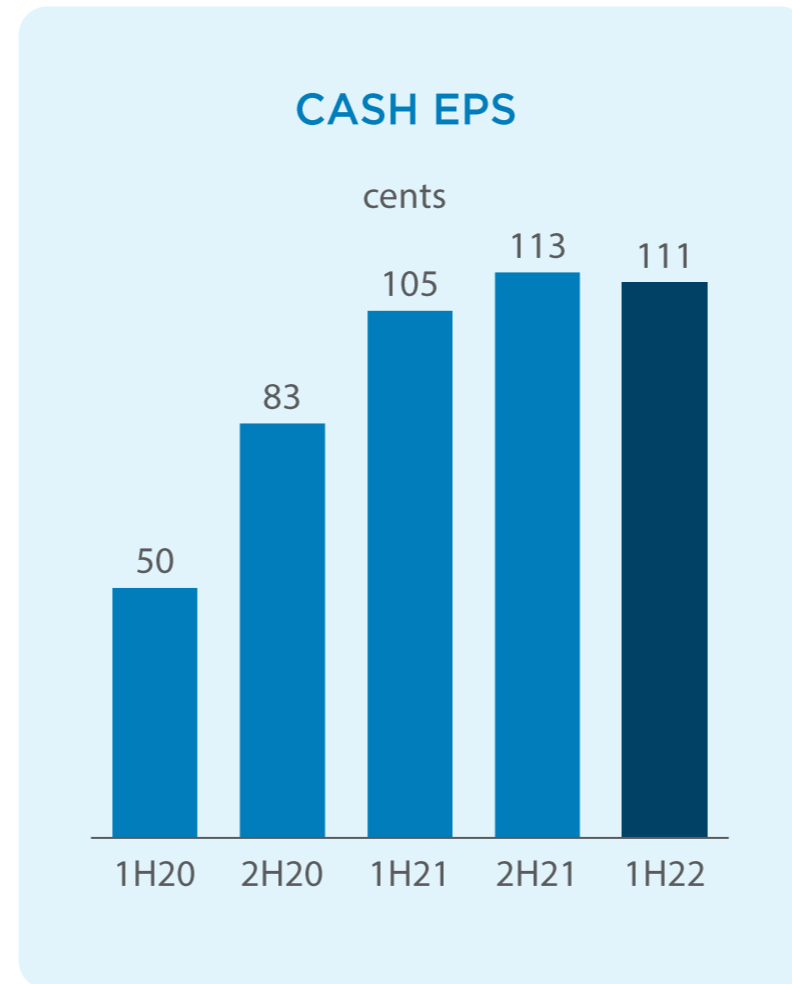
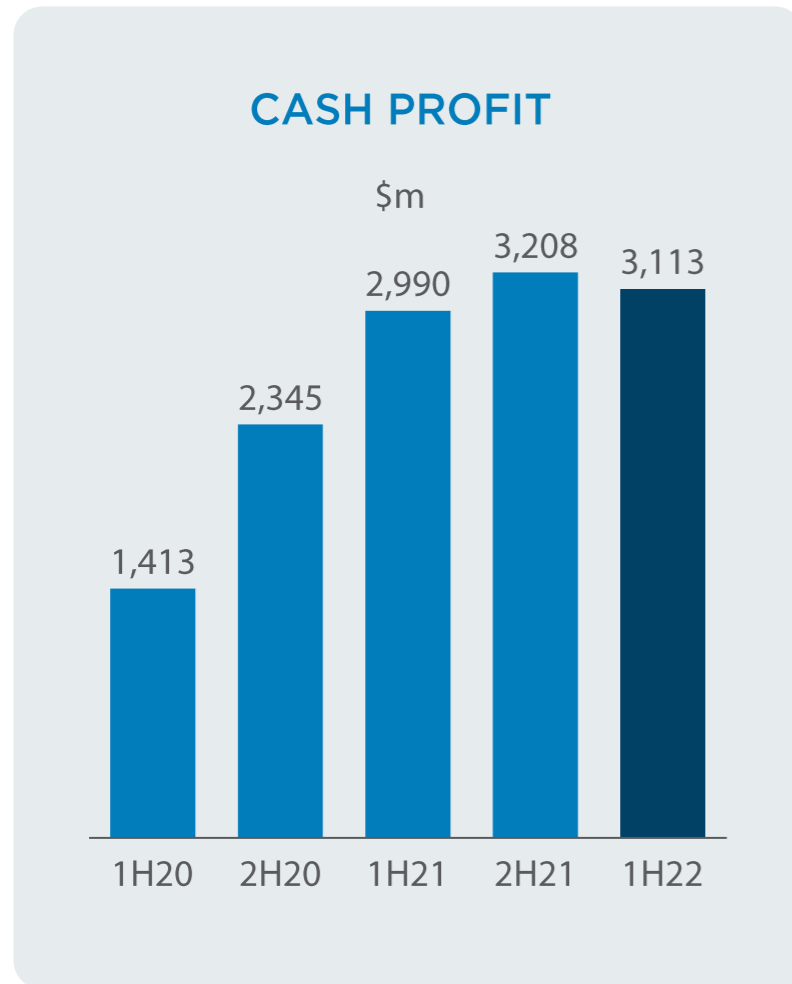
# 2022 HALF YEAR RESULTS

**FARHAN FARUQUI**

**CHIEF FINANCIAL OFFICER**



# OVERVIEW



Basis: Cash Profit, Continuing Operations





# FINANCIAL PERFORMANCE

## CASH PROFIT (HoH)

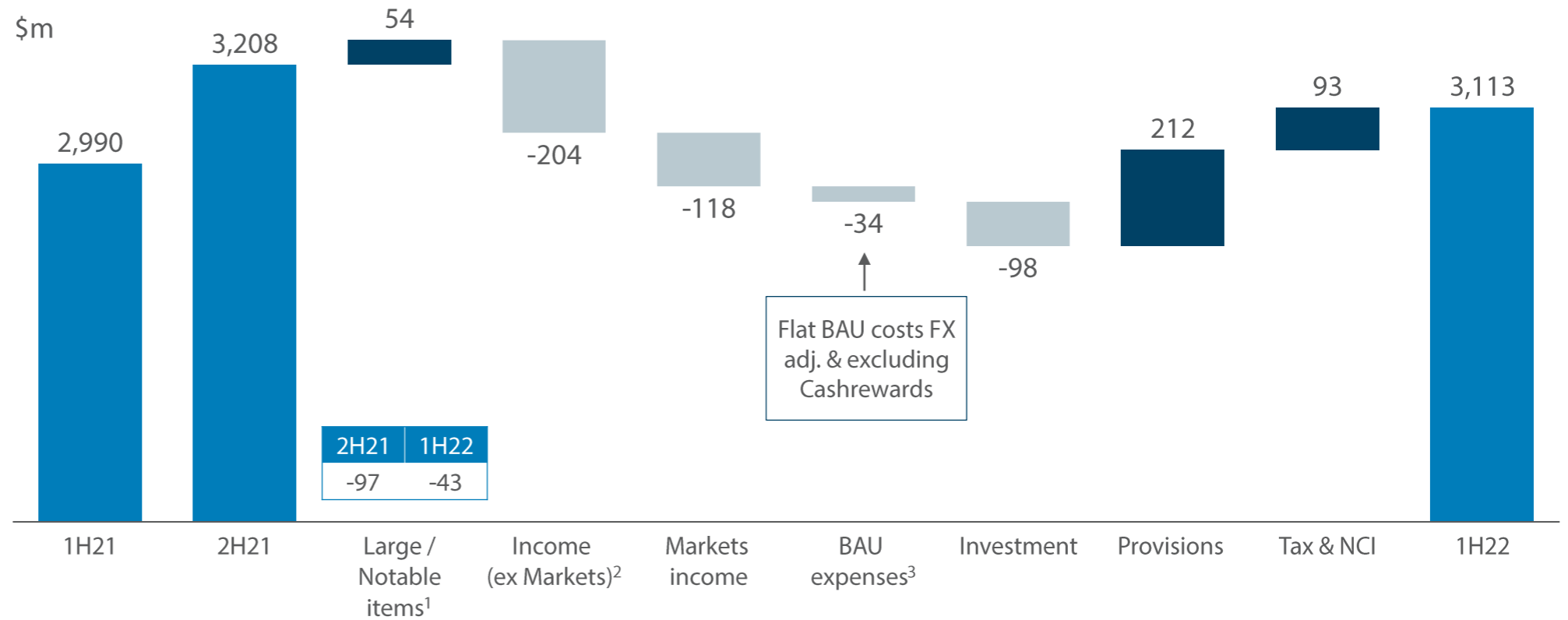
↓ 3%

1H22 vs 2H21

## CASH PROFIT (PCP)

↑ 4%

1H22 vs 1H21



Basis: Cash Profit, Continuing Operations

1. Post tax. Further detail on Large / Notable items is included within the Investor Discussion Pack
2. Includes Breakfree package impact of \$73m
3. Run the bank expenses



# GROUP NET INTEREST MARGIN (NIM)

## UNDERLYING NIM

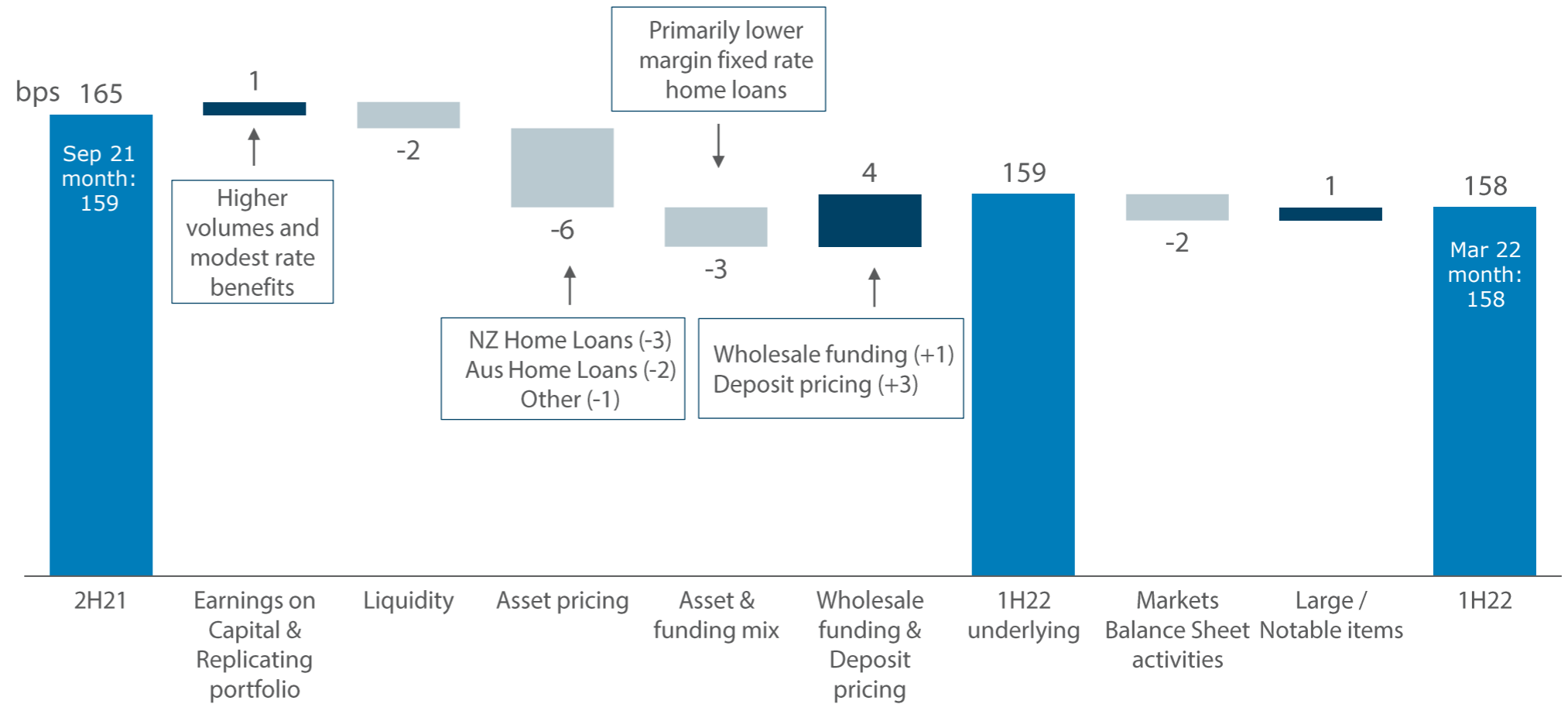
**-6bps**

1H22 vs 2H21

## HEADLINE EXIT NIM

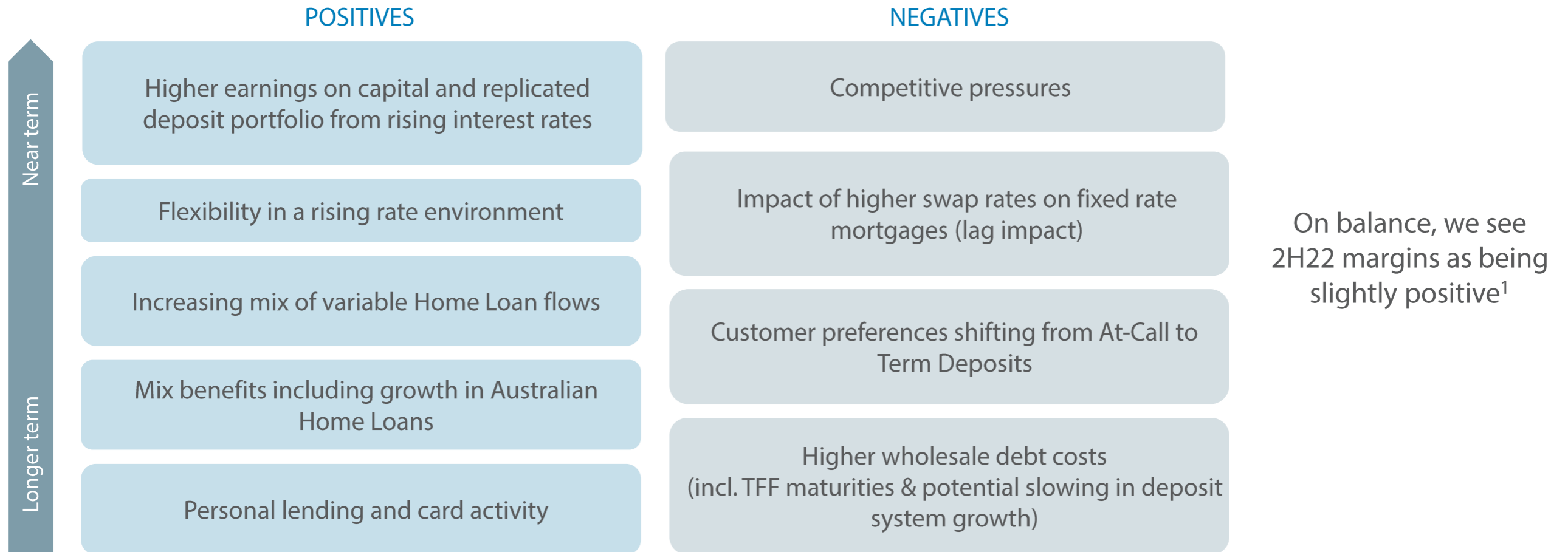
**-1bp**

Mar 22 month NIM vs Sep 21 month NIM





# NIM CONSIDERATIONS



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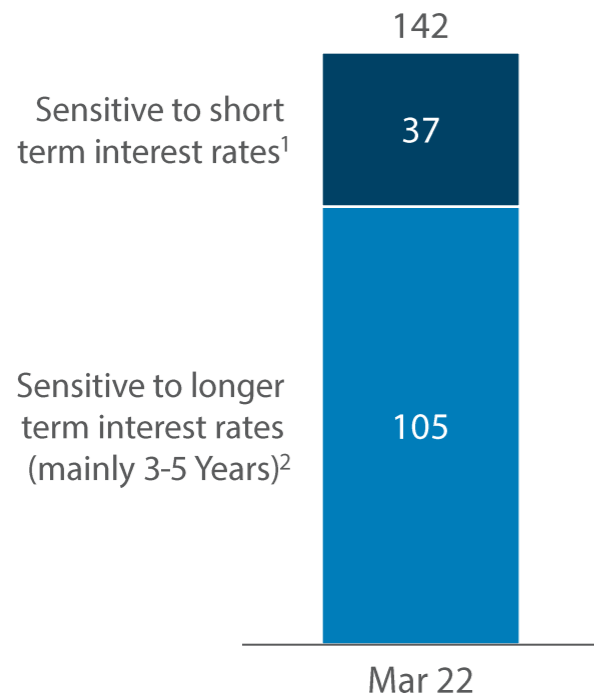
1. Based on current market conditions and internal analysis



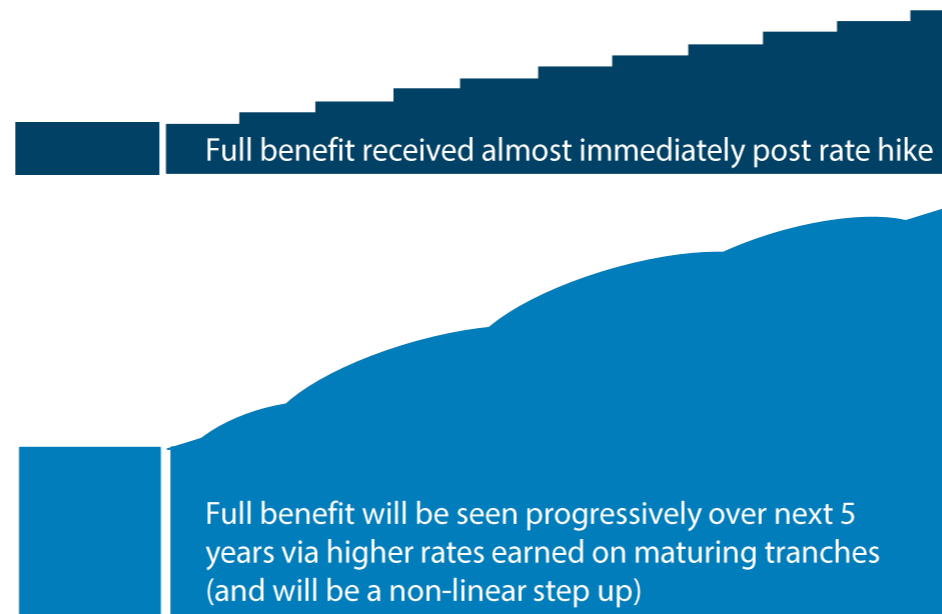
# CAPITAL & REPLICATED DEPOSIT PORTFOLIO

## SENSITIVITY OF NII ON CAPITAL AND REPLICATING PORTFOLIO – BASED ON ANZ RESEARCH FORECAST<sup>1, 2, 3</sup>

### MAR 2022 PORTFOLIO (\$b)



### ILLUSTRATIVE IMPACT TO NET INTEREST INCOME RELATIVE TO 12 MONTHS ENDING MARCH 2022<sup>1, 2, 3</sup>



PROSPECTIVE BENEFIT <sup>4</sup> FROM HIGHER INTEREST EARNING RATES		
Relative to 12 months ended Mar 2022	In Year 1	In Year 3
Additional NII earned	~+\$0.8b	~\$2.3b
Delta on Group NIM	~+9bps	~+25bps

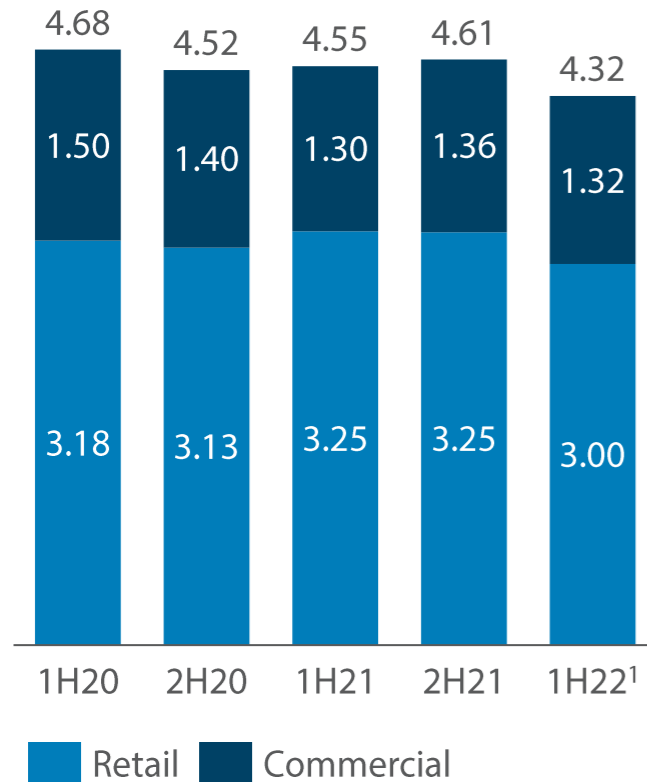
This page may contain forward-looking statements or opinions. Please refer to ANZ's Disclaimer and Important Notice with respect to such statements on page 1

1. Reflects the positive impact of official rate hikes on overnight to 3month rates assuming the timing and path forecasted by ANZ Research (as at 28 April 2022) were to eventuate. Rate timing and magnitude outlined on page 51
2. Longer tenor interest rates held at the level of current reinvestment rates (28 April 2022)
3. Key assumptions: Stable FX rates; Replicating and Capital Portfolio construct remains as at current levels in terms of volumes and tenor mix; AIEA and composition remains as at current levels, benefits relate only to Capital and Replicating portfolio. This is a simplified analysis and does not capture the impact of any additional management actions, competitive pressures or other uncertainties
4. Illustrates the positive NII delta from modelled portfolio earnings rates for the 12 months ending March 2023 (Year 1) and 12 months ending March 2025 (Year 3) relative to 12 months ending March 2022

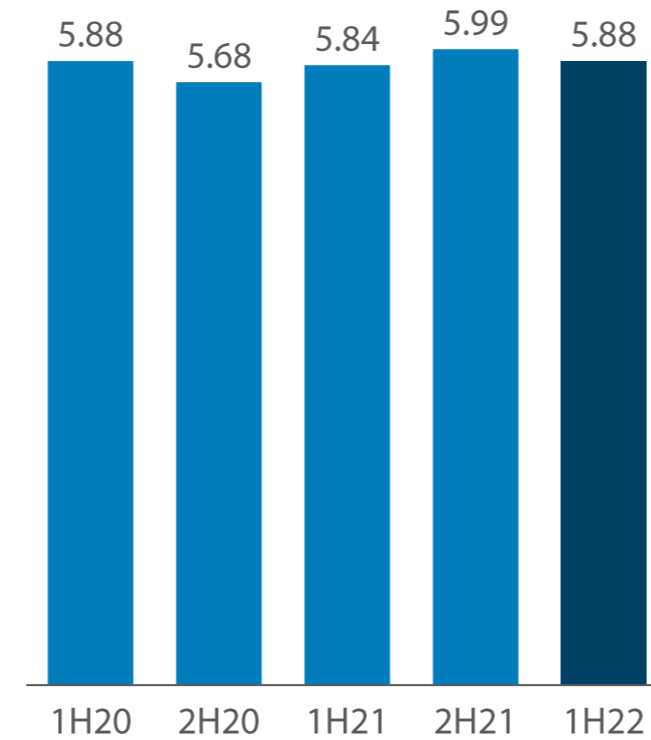


# AUSTRALIA RETAIL & COMMERCIAL

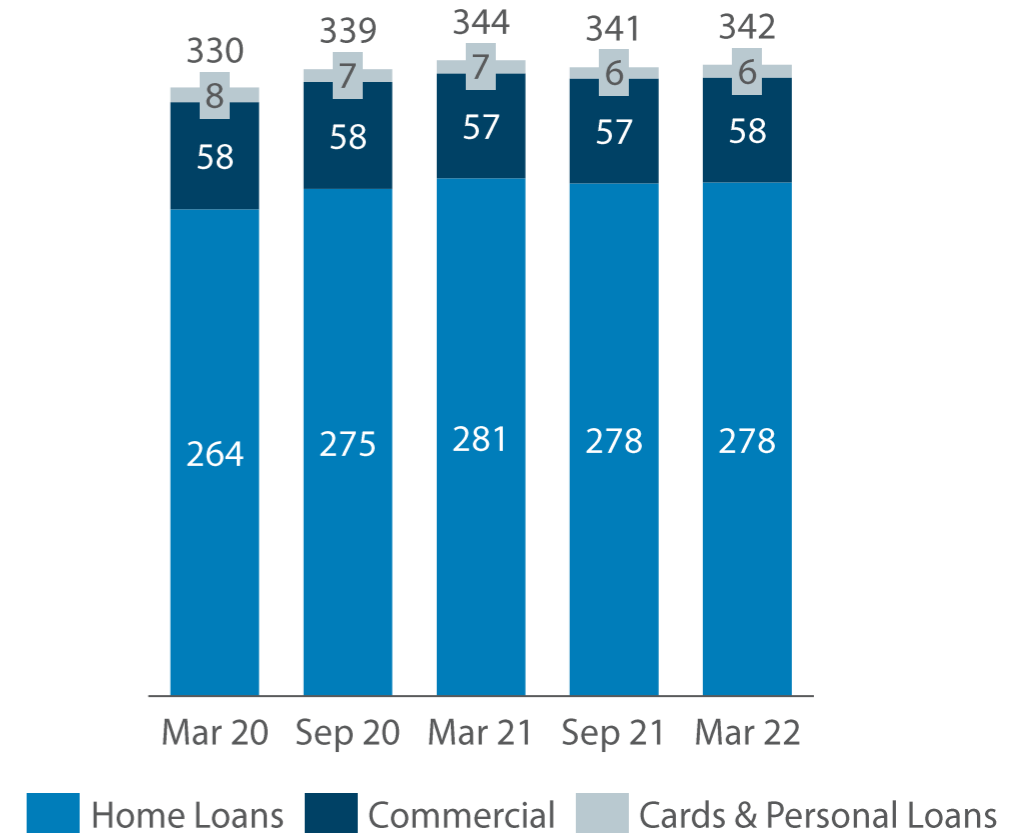
INCOME (\$b)



RISK ADJUSTED MARGINS<sup>2</sup> (%)



NET LOANS & ADVANCES (\$b)



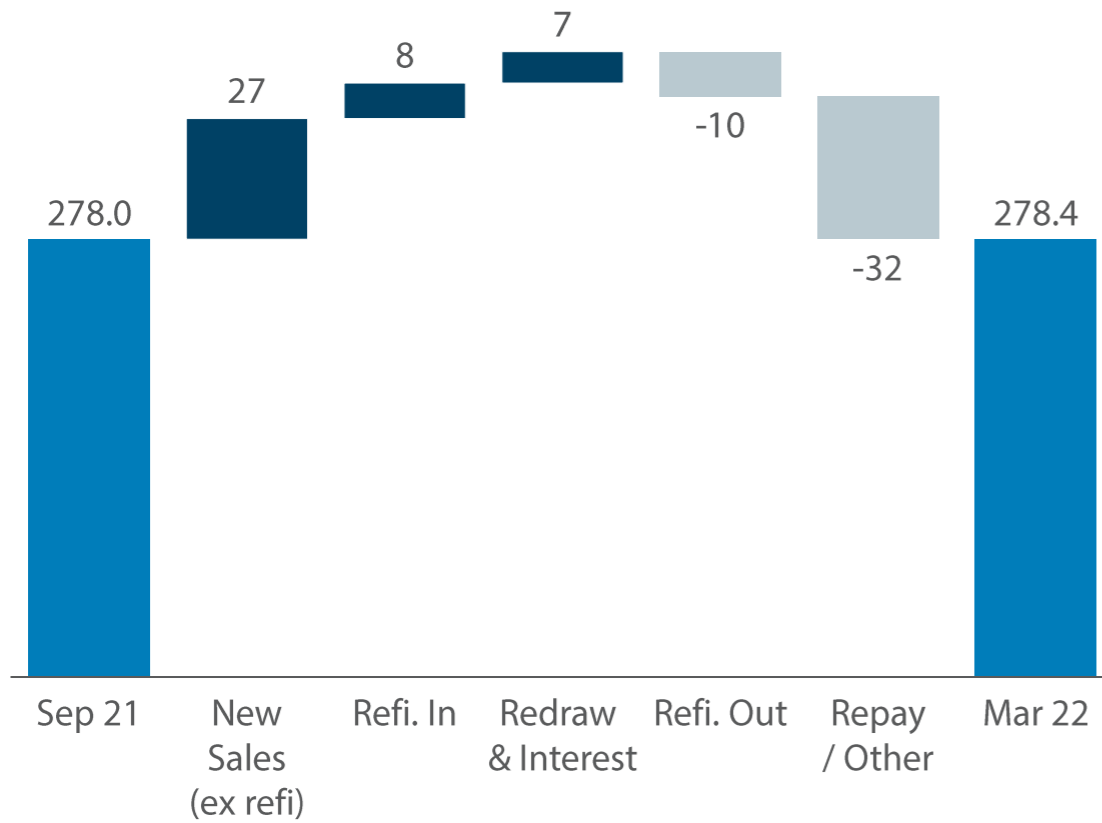
Basis: Cash Profit, Continuing Operations excluding Large / Notable items. 1H20 and 2H20 results have not been adjusted to reflect the divestment of the Merchants business following the ANZ Worldline joint venture

1. Includes Breakfree package impact of \$73m
2. Net Interest Income as a % of average Credit Risk Weighted Assets



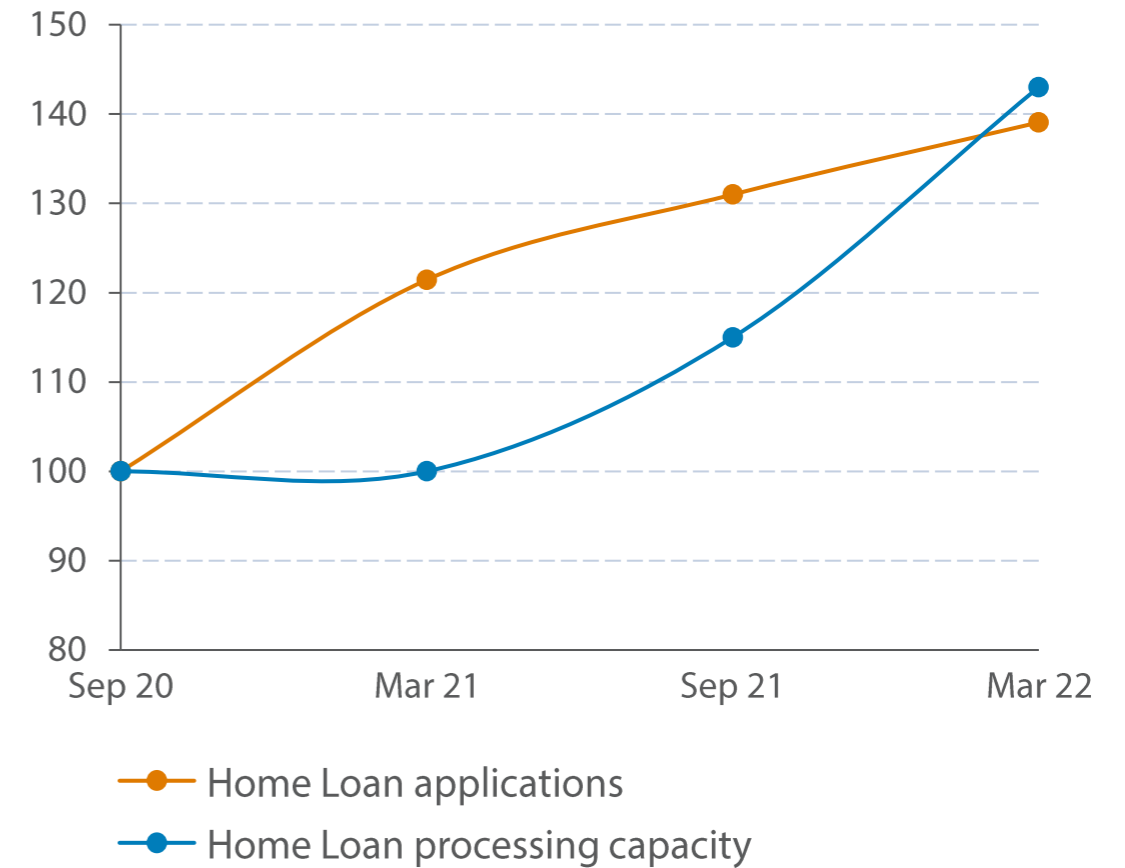
# AUSTRALIA HOUSING

## HOME LOAN BALANCE AND FLOWS (\$b)



## HOME LOAN APPLICATIONS & PROCESSING CAPACITY

Indexed data<sup>1</sup>

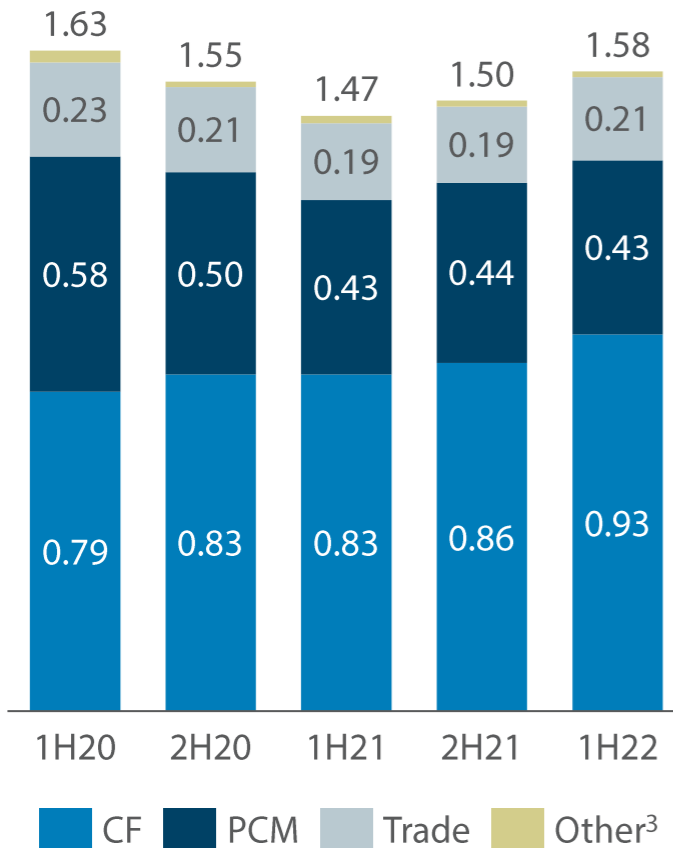


1. Spot \$ applications on a per day basis indexed to Sep 20

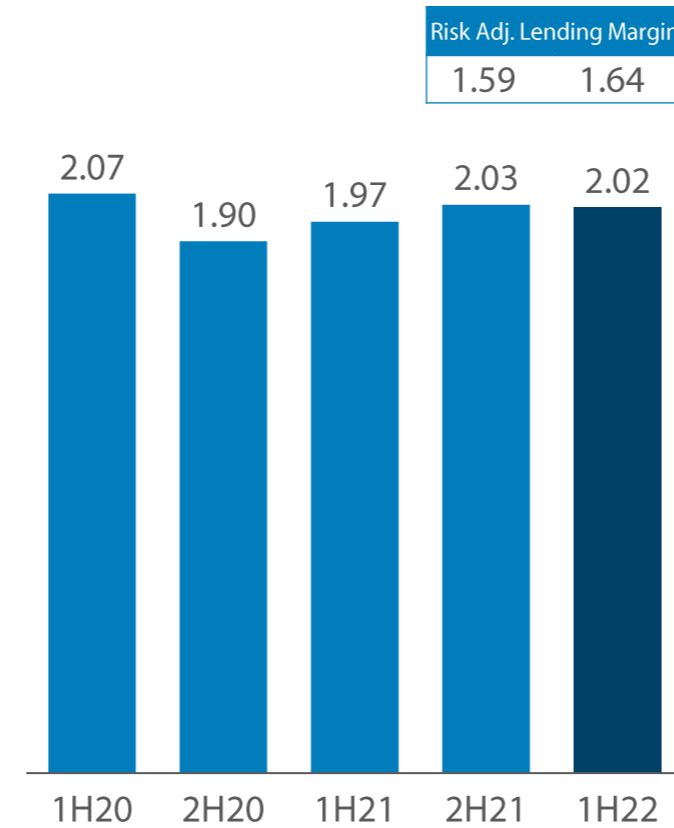


# INSTITUTIONAL EX MARKETS

**INCOME<sup>1</sup> (\$b)**



**RISK ADJUSTED MARGINS<sup>2</sup> (%)**



**NET LOANS & ADVANCES (\$b)**



Basis: Cash Profit, Continuing Operations excluding Large / Notable items. 1H20 and 2H20 results have not been adjusted to reflect the divestment of the Merchants business following the ANZ Worldline joint venture

1. CF: Corporate Finance; Trade: Trade & Supply Chain; PCM: Payments & Cash Management  
 2. Risk Adjusted Margin: Net Interest Income as a % of average Credit Risk Weighted Assets. Excluding Markets business unit; Risk Adjusted Lending Margin: Net Interest Income divided by average Credit Risk Weighted Assets for Corporate Finance and Trade  
 3. Other: 1H20 0.03, 2H20 0.01, 1H21 0.02, 2H21 0.02, 1H22 0.01



# MARKETS INCOME

## MARKETS INCOME

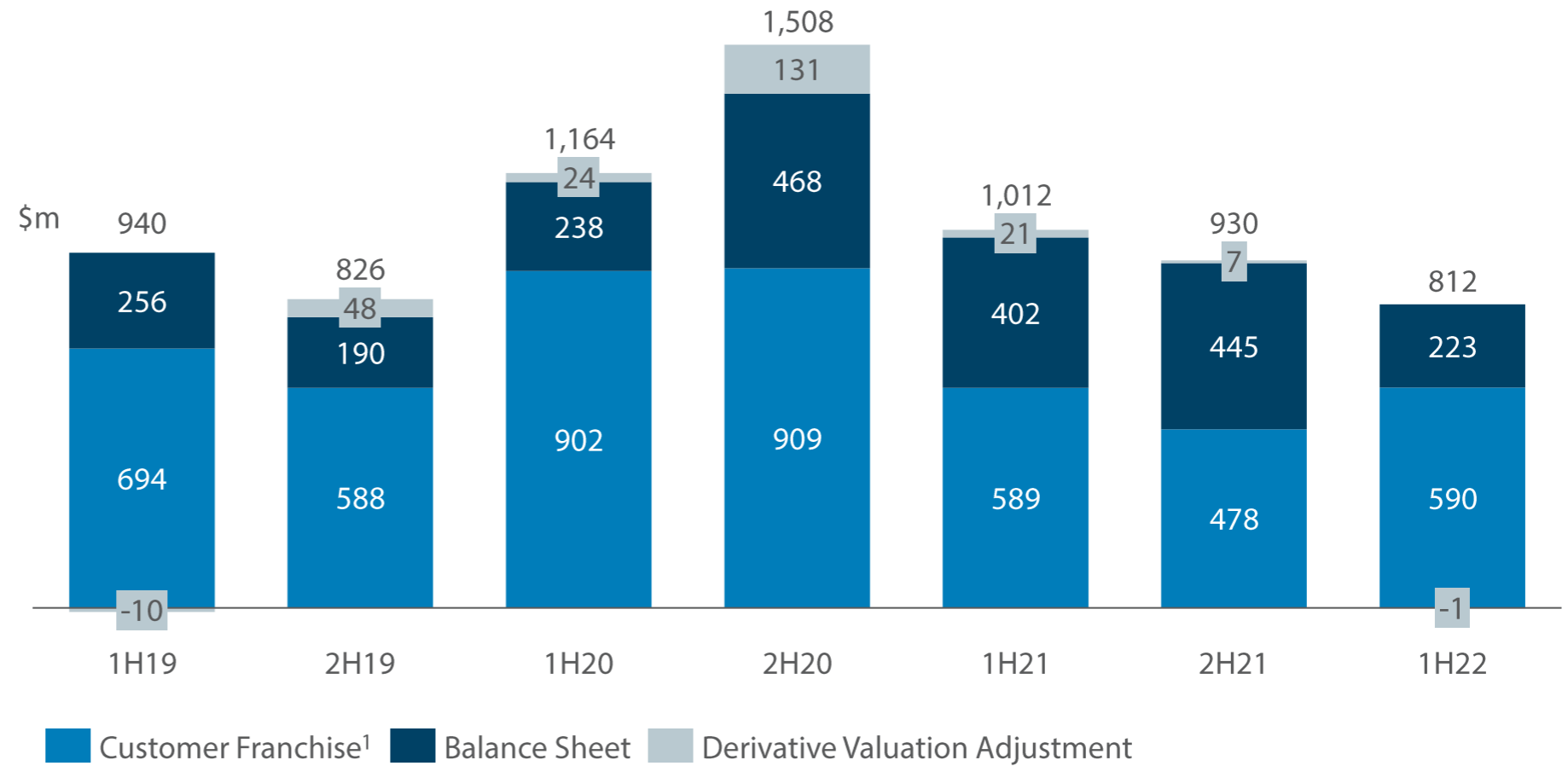
↓ 13%

1H22 vs 2H21

## CUSTOMER FRANCHISE<sup>1</sup>

↑ 23%

1H22 vs 2H21



Basis: Cash Profit, Continuing Operations excluding Large / Notable items

1. Markets income excluding Balance Sheet and Derivative valuation adjustment. Further detail on contribution by FX, Rates, Commodities, Credit & Capital Markets is provided in the Investor Discussion Pack

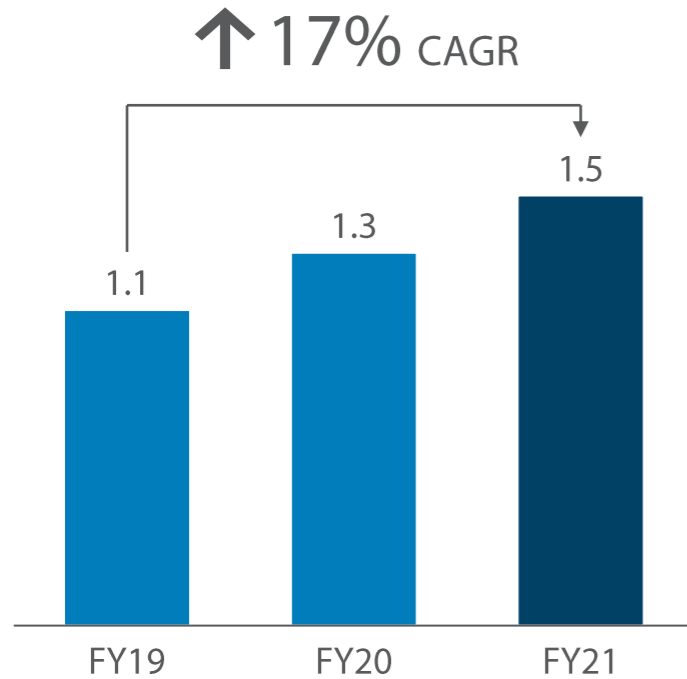




# OUR PAYMENTS AND CASH MANAGEMENT (PCM) AND PLATFORMS BUSINESS

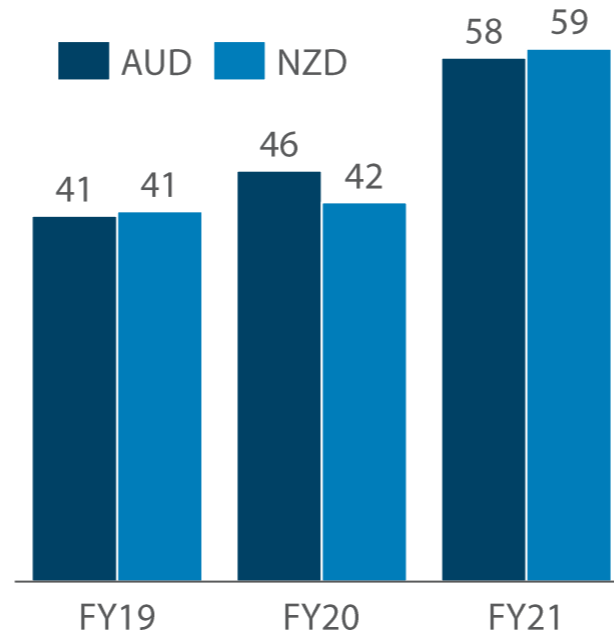
## STRONG GROWTH MOMENTUM

# of PCM transactions (b)



## MARKET LEADING POSITION

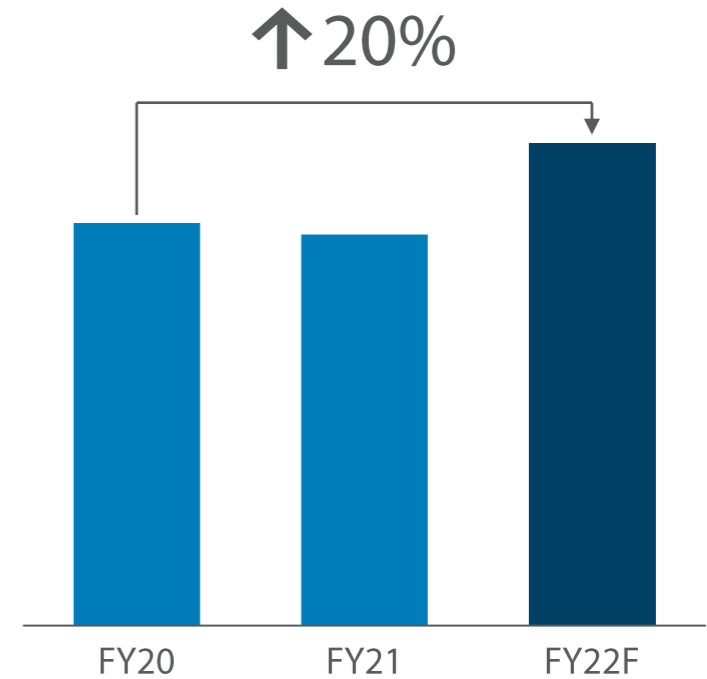
Clearing market share (%)



Leading Big 4 Institutional bank with NPP agency capability

## TARGETED INVESTMENT

Investment spend (\$)



Market leading platforms



# SUSTAINABILITY-LED VALUE CREATION IN INSTITUTIONAL

## A MAJOR RESPONSIBILITY

1st


Australian bank to join the Net-Zero Banking Alliance of banks committed to aligning their portfolio with net zero by 2050

62%


of \$50b sustainable funding and facilitation commitment by 2025 completed since October 2019

## A MAJOR OPPORTUNITY

We are supporting growth in ...

Corporate customers transitioning to net zero 

Emerging 'green' companies scaling (e.g. EV infra.) 

Investors seeking sustainability assets (e.g. super) 

Via mobilising innovative product solutions...

Lending (incl. sustainable finance and project finance)

Financial advisory on achieving net zero

Green guarantees and sustainable supply chain finance

Capital markets (incl. green, social, sustainable & sustainability-linked bonds)

Derivatives (incl. sustainability-linked derivatives)

## ANZ DIFFERENTIATION

1 Depth and breadth of Institutional client relationships

2 International reach

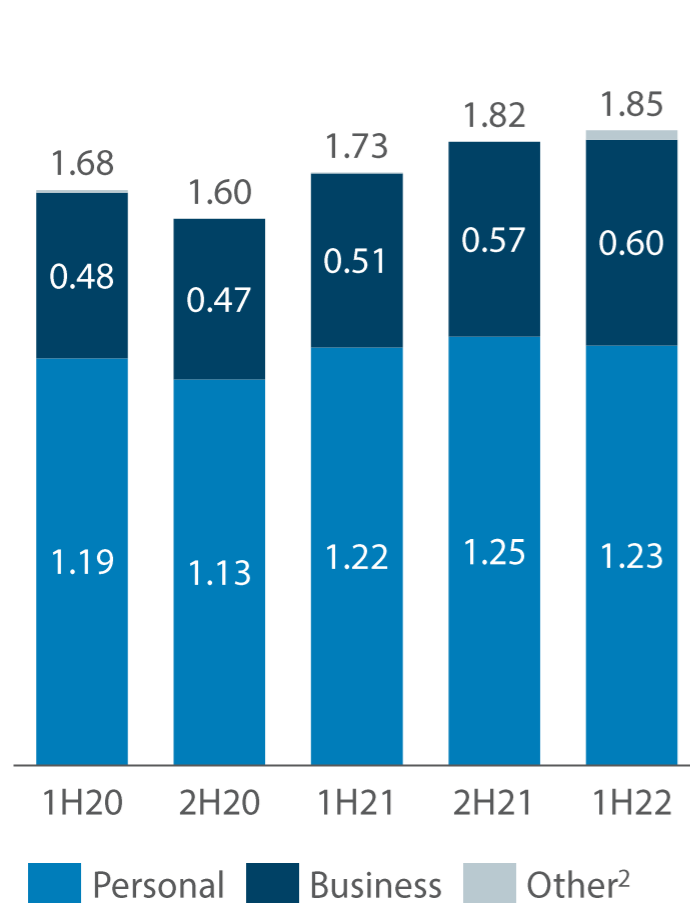
3 Specialist sustainability banking capabilities delivering differentiated solutions

4 Pollination partnership – specialist climate change investment and advisory firm

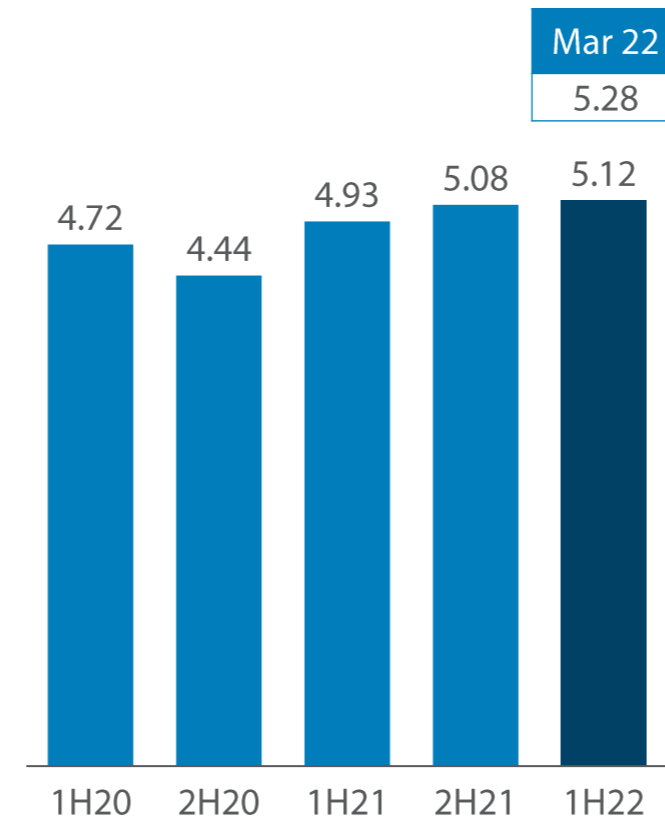


# NEW ZEALAND DIVISION (EXCLUDES INSTITUTIONAL)

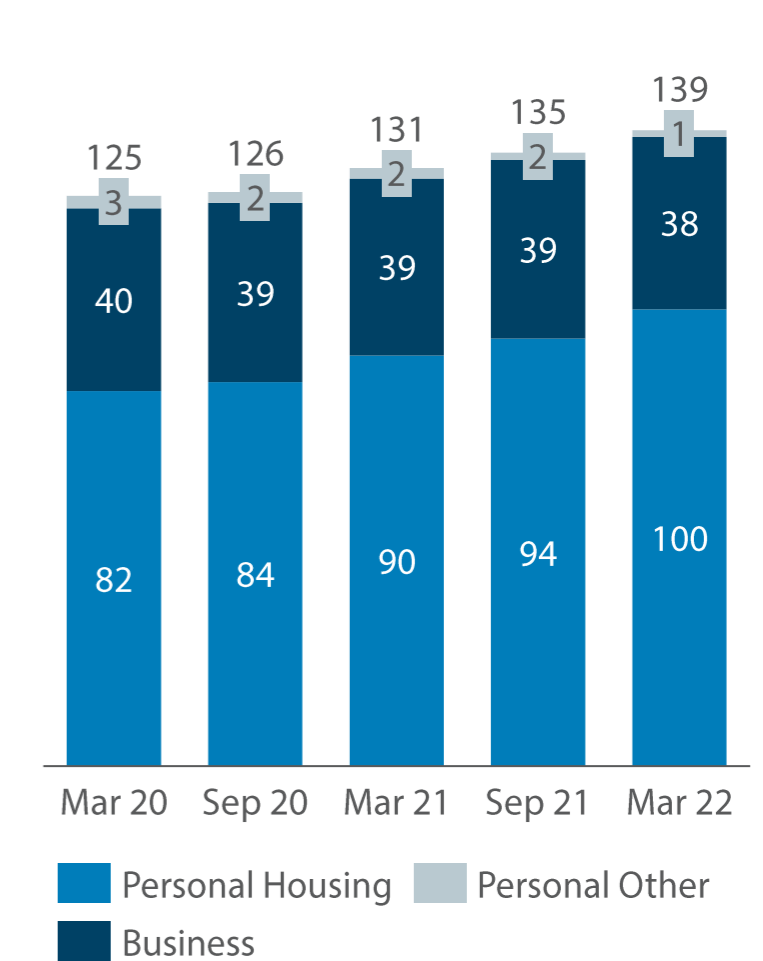
## INCOME<sup>1</sup> (NZDb)



## RISK ADJUSTED MARGINS<sup>3</sup> (%)



## NET LOANS & ADVANCES<sup>1</sup> (NZDb)



Basis: Cash Profit, Continuing Operations excluding Large / Notable items

1. During 2H21 & 1H22 business units were reorganised from Retail and Commercial to Personal and Business which resulted in some customer re-segmentation
2. Other: 1H20 0.01, 2H20 0.00, 1H21 0.00, 2H21 0.00, 1H22 0.03
3. Net Interest Income as a % of average Credit Risk Weighted Assets



# EXPENSES

## TOTAL (FX ADJ)

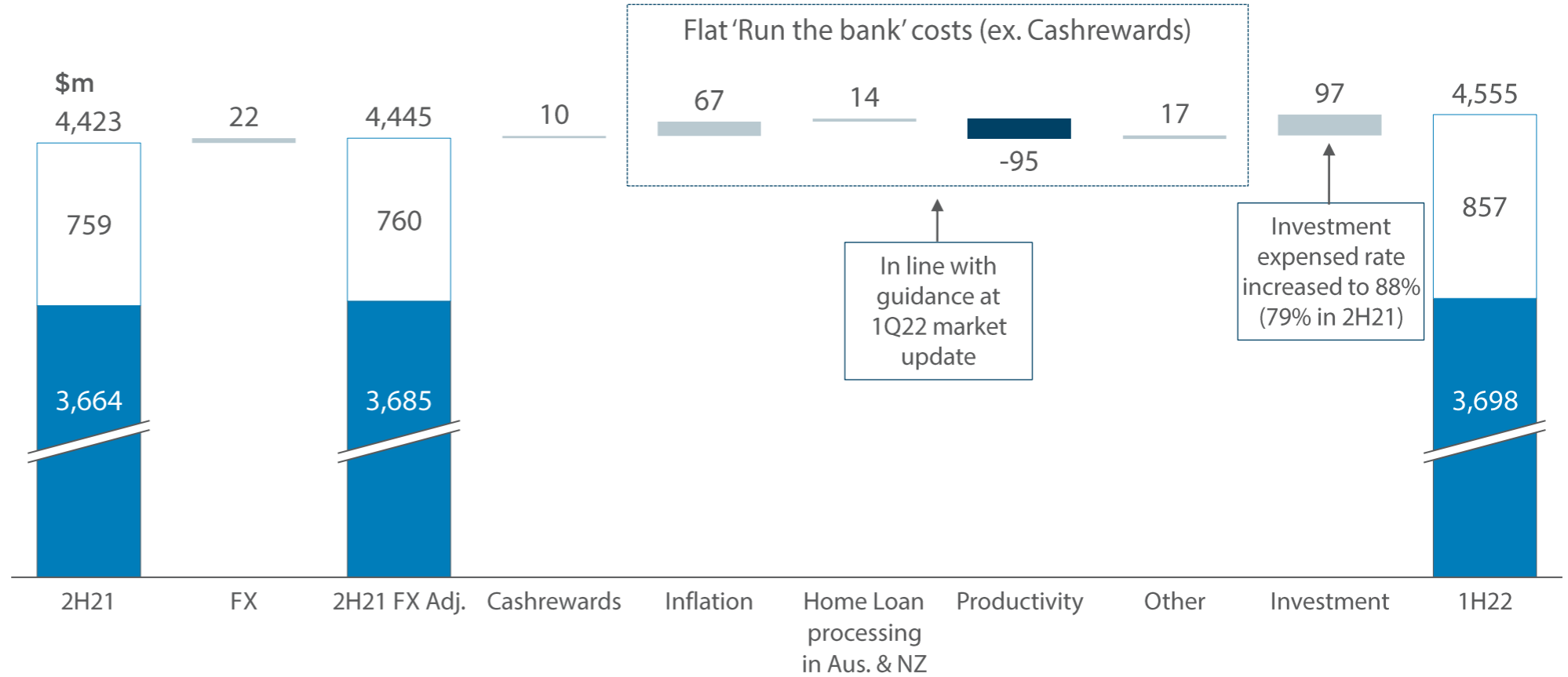
**↑ 2%**

1H22 vs 2H21

## BAU (FX ADJ)

**0%**

1H22 vs 2H21



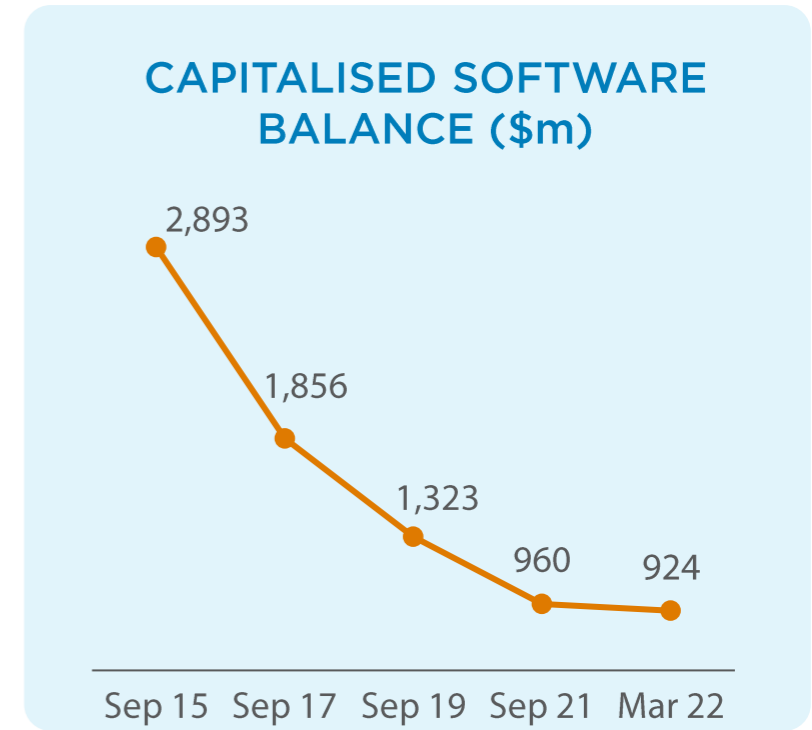
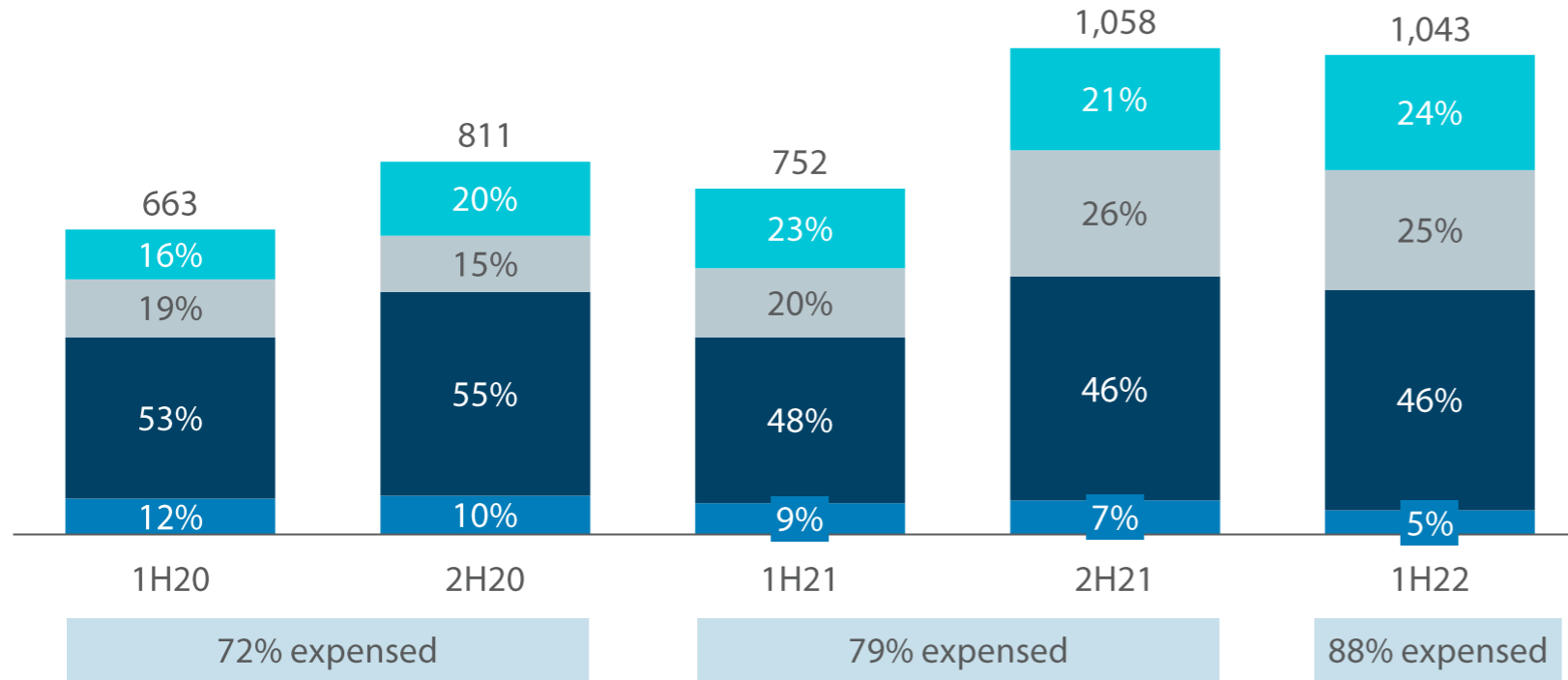
Basis: Cash Profit, Continuing Operations excluding Large / Notable items

□ Investment expensed (Change the bank) ■ BAU (Run the bank)



# INVESTMENT

## TOTAL INVESTMENT SPEND (\$m)



■ Asset Lifecycle Mgmt 
 ■ Regulatory, Compliance & Risk 
 ■ Productivity & Simplification 
 ■ Growth

Basis: Continuing Operations



# BENEFITS OF OUR INVESTMENTS



## MODERN DIGITAL EXPERIENCES

### VALUE DRIVER

Better customer & employee experience and engagement

### KEY INITIATIVES (EXAMPLES)

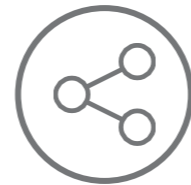
ANZ Plus  
1835i  
Digital CX  
Banker experience  
Markets digitisation



## ACTIONABLE DATA

Better business decisions & customer insight

Data analytics & capability



## SIMPLIFICATION

Faster & cheaper to adapt, develop & integrate new capabilities

Technology  
Home Loan ops  
Infrastructure



## INTELLIGENT AUTOMATION

A step change in efficiency

Home Loan automation  
Back-office automation



## EMBEDDED RESILIENCE

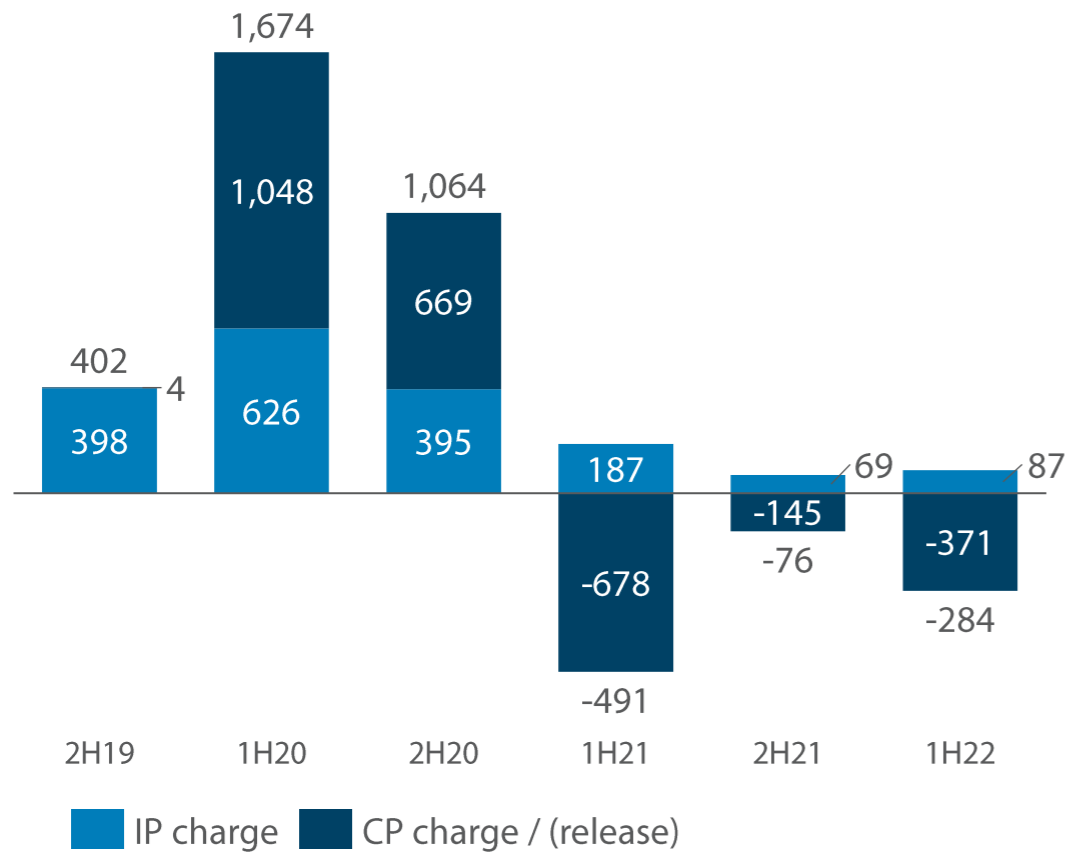
Strengthen operational risk management & resilience

Cyber security  
Cloud migration  
BS11  
Financial crime prevention



# PROVISIONS

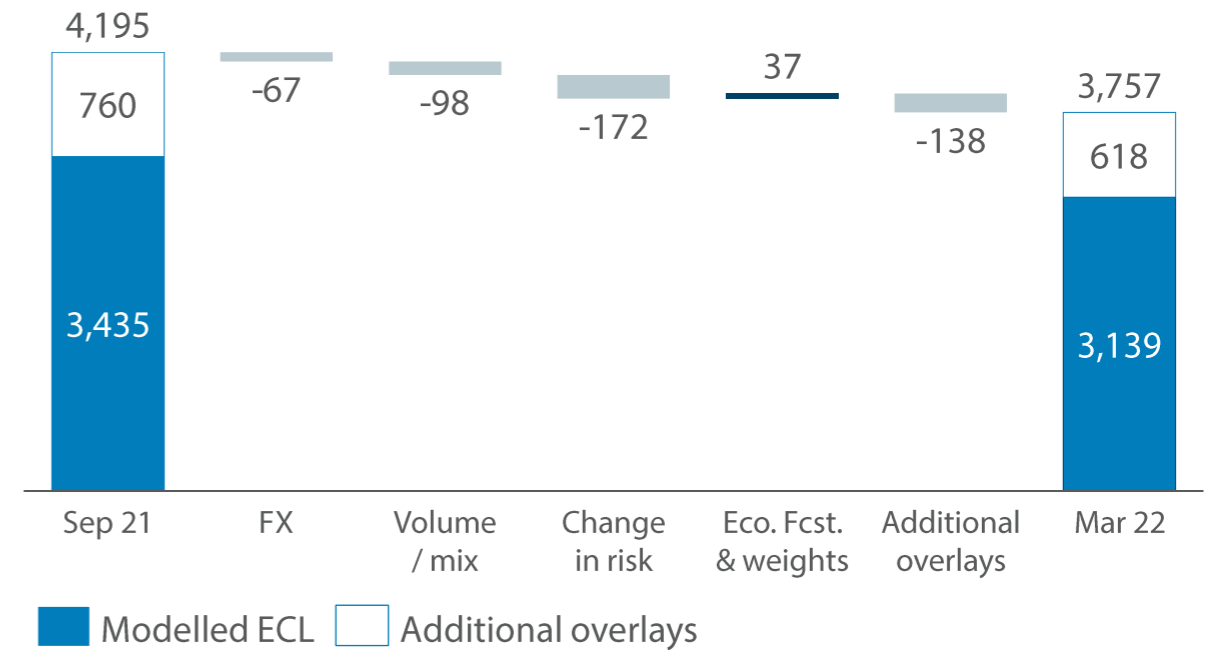
## TOTAL PROVISION CHARGE (\$m)



Basis: Cash Profit, Continuing Operations

1. Internal Expected loss
2. Collective Provision Balance as a % of Credit Risk Weighted Assets

## COLLECTIVE PROVISION (CP) BALANCE (\$m)



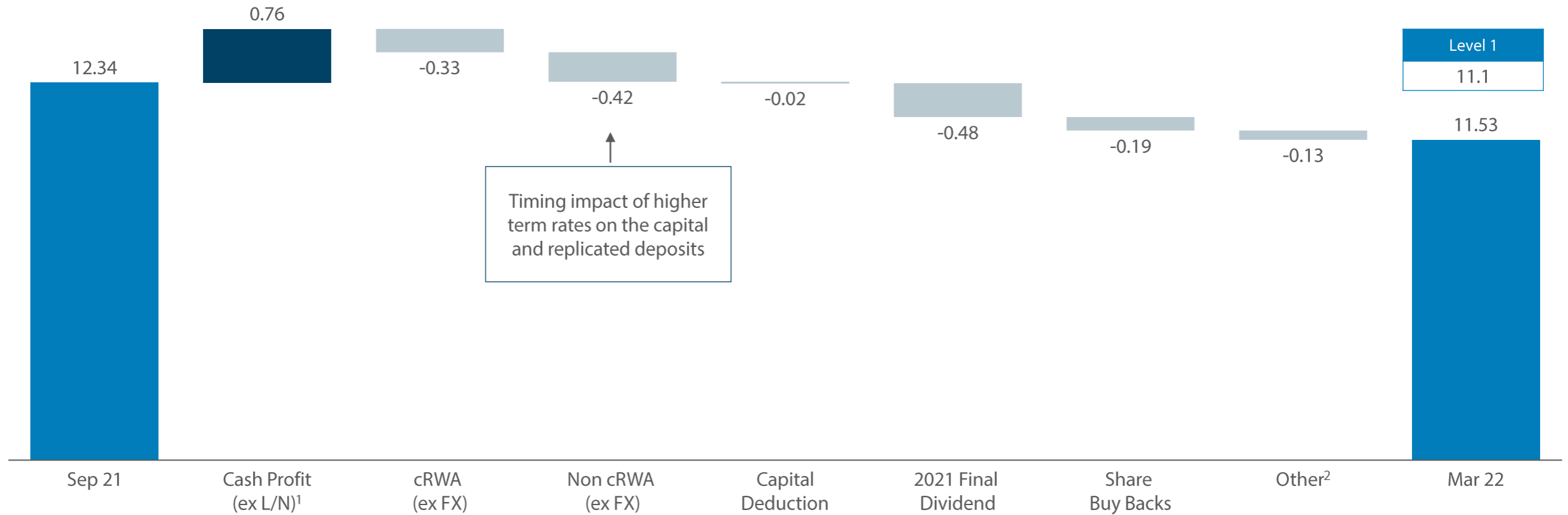
■ Modelled ECL □ Additional overlays

RATIOS	Sep 19	Sep 21	Mar 22
Long run loss rate (bps) <sup>1</sup>	26	22	20
CP balance (\$m)	3,376	4,195	3,757
CP coverage <sup>2</sup>	0.94%	1.22%	1.08%



# CAPITAL

## APRA LEVEL 2 CET1 RATIO (%)



1. Excludes Large / Notable items

2. Other impacts include movements in deferred tax asset deduction, M&A transactions, net RWA imposts and net other impacts





# PRIORITIES FOR 2022



HOME LOANS



SIMPLIFICATION



CAPITAL & INVESTMENT  
ALLOCATION



GROWTH INITIATIVES



DISCIPLINED EXECUTION



RISK ADJUSTED RETURNS

# 2022 HALF YEAR RESULTS

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



# OUR ESG RELATED DISCLOSURES

The screenshot shows the ANZ website's ESG approach page. At the top, there is a navigation bar with 'Personal', 'Business', and 'Institutional' tabs, a search bar, and a 'Log in' button. Below this is a secondary navigation bar with 'ESG', 'Our approach', 'Community', 'Workplace participation and diversity', and 'Reporting'. The main content area features the heading 'Our ESG approach' and a sub-heading 'Each year we set public Environment, Social and Governance (ESG) targets and a corresponding Group-wide program of work to support the sustainable delivery of our business strategy. We disclose our performance in our half and full year ESG reporting.' To the right of the text is a large image of a small green plant growing in a sandy desert landscape. Below the text, there is a 'Jump to' section with links for 'Materiality', 'Stakeholder engagement', 'Policies and standards', 'Public policy advocacy', and 'Governance and risk management'.

**2021 ESG Supplement**

This report provides detailed information on ANZ's Environment, Social and Governance (ESG) performance and challenges.

[View the 2021 ESG Supplement \(PDF 13.7MB\) >](#)

[View the 2021 ESG Data Pack \(XLS 4.1MB\) >](#)

<p><b>ESG Supplement</b></p> <p>ESG information &amp; progress against our ESG targets</p> <p><a href="https://www.anz.com.au/about-us/esg/reporting/esg-reporting/">https://www.anz.com.au/about-us/esg/reporting/esg-reporting/</a></p>	<p><b>ESG Briefing</b></p> <p>Annual event to brief investors on ESG matters</p> <p><a href="https://www.anz.com/content/dam/anzcom/shareholder/ESG-Investor-presentation.pdf">https://www.anz.com/content/dam/anzcom/shareholder/ESG-Investor-presentation.pdf</a></p>	<p><b>Climate Change Investor Round Table</b></p> <p>Investor update on Climate Change related disclosures</p> <p><a href="https://www.anz.com.au/about-us/esg-priorities/environmental-sustainability/climate-change/">https://www.anz.com.au/about-us/esg-priorities/environmental-sustainability/climate-change/</a></p>
<p><b>Human Rights</b></p> <p>Our approach to human rights</p> <p><a href="https://www.anz.com.au/about-us/esg-priorities/fair-responsible-banking/human-rights/">https://www.anz.com.au/about-us/esg-priorities/fair-responsible-banking/human-rights/</a></p>	<p><b>Housing</b></p> <p>ANZ-CoreLogic Housing Affordability Report, the pre-eminent guide to trends &amp; drivers of housing affordability across Australia</p> <p><a href="https://www.anz.com.au/about-us/esg-priorities/housing/">https://www.anz.com.au/about-us/esg-priorities/housing/</a></p>	<p><b>Financial Wellbeing</b></p> <p>Our financial wellbeing programs, incl. ANZ Roy Morgan financial wellbeing indicator</p> <p><a href="https://www.anz.com.au/about-us/esg-priorities/financial-wellbeing/">https://www.anz.com.au/about-us/esg-priorities/financial-wellbeing/</a></p>



# SNAPSHOT OF HALF YEAR ESG TARGET PERFORMANCE

ESG target	Progress	Relevant SDGs
<p><b>ENVIRONMENTAL SUSTAINABILITY</b></p> <p>Fund and facilitate at least AU\$50 billion by 2025 towards sustainable solutions for our customers, including initiatives that help improve environmental sustainability, support disaster resilience, increase access to affordable housing and promote financial wellbeing</p>	<p>Since October 2019, we have funded and facilitated AU\$31.03 billion to support sustainable solutions for our customers</p>	
<p>Engage with 100 of our largest emitting customers to encourage them to strengthen their low carbon transition plans so that more customers achieve a 'well developed' or 'advanced' rating; and enhance their efforts to protect biodiversity, by end 2024</p>	<p>We continue to engage with 100 of our largest emitting business customers, encouraging them to strengthen their low carbon transition plans and enhance their efforts to protect biodiversity</p>	
<p><b>FINANCIAL WELLBEING</b></p> <p>Establish seven new partnerships to expand the reach and improve impact of MoneyMinded, our adult financial education program, by 2023</p>	<p>Since October 2020, we have established four new partnerships across Australia, New Zealand and the Pacific, to expand the reach and improve the impact of MoneyMinded</p>	
<p><b>HOUSING</b></p> <p>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)</p>	<p>Since October 2018, we have funded and facilitated over AU\$4.1 billion of investment to support the delivery of more affordable, accessible and sustainable homes to buy and rent</p>	
<p>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% increase in customer numbers by 2025 (New Zealand, off a 2021 baseline)</p>	<p>Since October 2020, we have supported 1,396 households into healthier homes, through our Healthy Home Loan Package and our Interest-free Insulation Loans</p>	
<p><b>FAIR AND RESPONSIBLE BANKING</b></p> <p>Implement ANZ's new Customer Vulnerability Framework, including enhanced training of 5,000 employees to build their capabilities with respect to identifying, supporting and referring impacted customers, by end 2022 (Australia)</p>	<p>We are implementing our Customer Vulnerability Framework Enhanced training has been delivered to 3,200 employees to date</p>	
<p>Achieve the 17 actions in our Reconciliation Action Plan, by end 2024 (Australia)</p>	<p>We continue to work towards achieving the 17 actions in our new Reconciliation Action Plan by end 2024</p>	

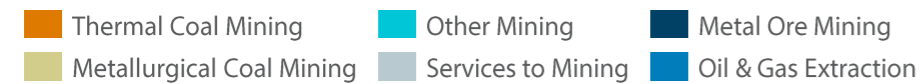
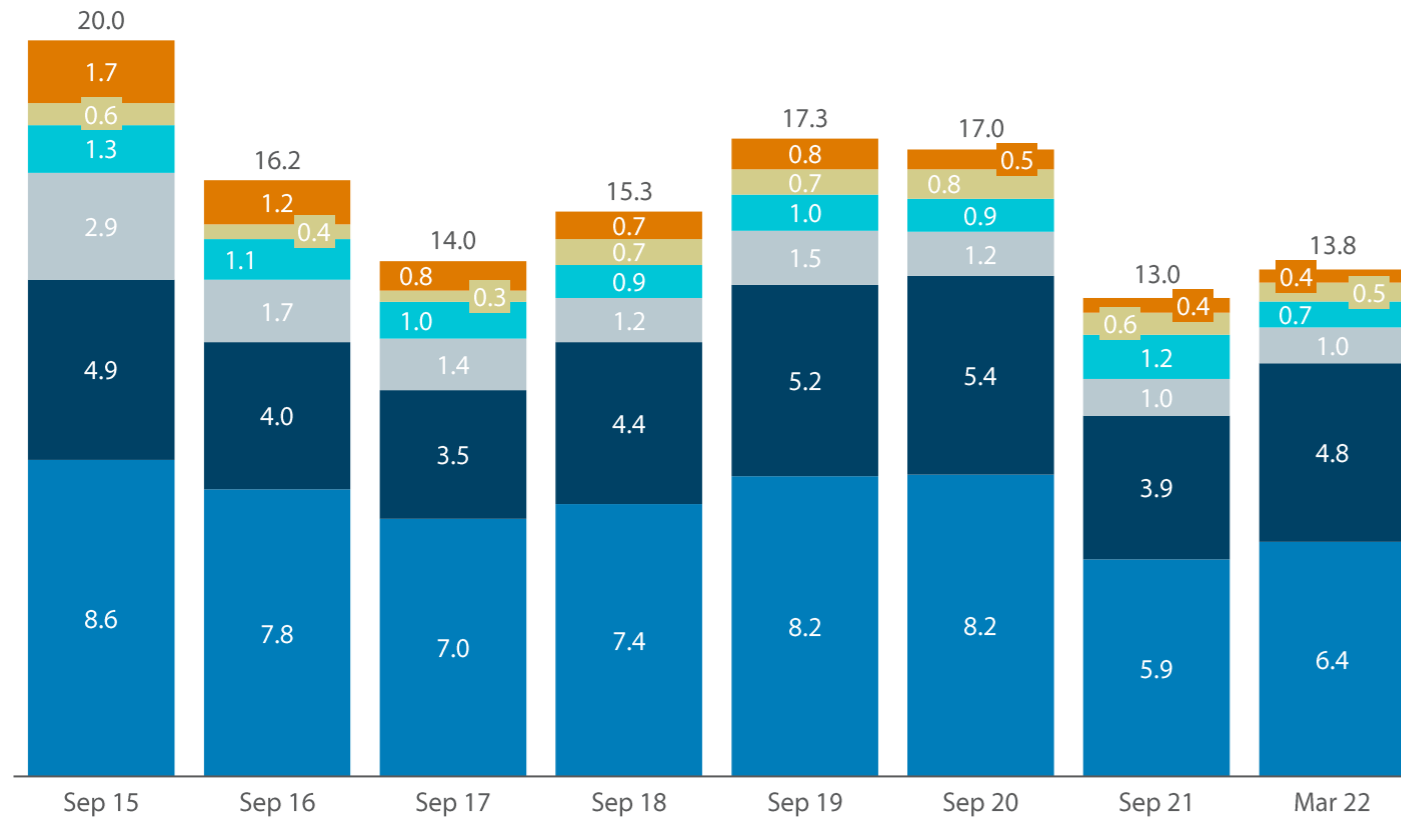
## OUR ESG TARGETS SUPPORT 12 OF THE 17 UNITED NATIONS SUSTAINABLE DEVELOPMENT GOALS

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 2022. Results as at 31 March 2022  
See our 2021 ESG Supplement for the complete suite of FY21 ESG targets and details on full year performance

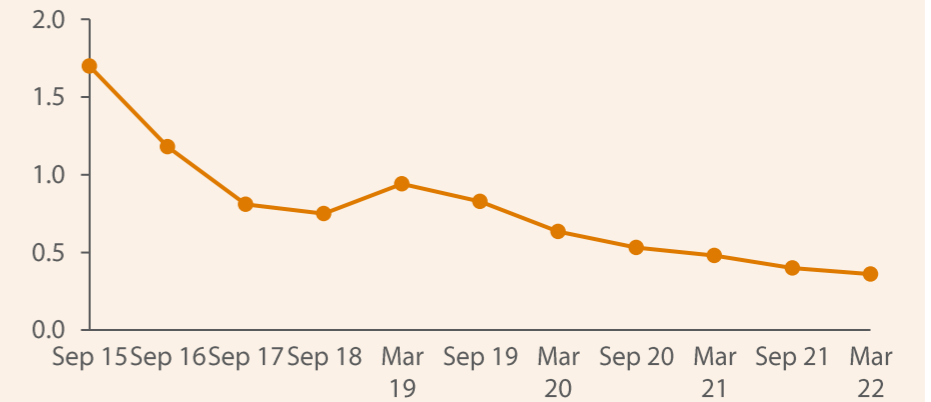


# OUR RESOURCES PORTFOLIO

## RESOURCES PORTFOLIO (EAD<sup>1</sup> \$b)



## THERMAL COAL MINING (EAD<sup>1</sup> \$b)



- Since 2015 our exposure to thermal coal mining reduced by ~75%
- ANZ's exposure to thermal coal mining is a small portion of our overall lending (now comprising <0.05% of our Group EAD)

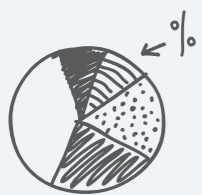
1. Exposure at Default



# 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\$77.1b<sup>1</sup>
- Total Assets of AU\$1,017.4b<sup>1</sup>
- Credit rating

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



- ~40k<sup>2</sup> staff serving over 9.2m customers across Retail, Commercial and Institutional
- \$2.0b in 1H22 dividends to ~525k shareholders

## OUR LARGEST BUSINESSES - 1H22 CASH PROFIT (\$m)<sup>2</sup>



1. As at 31 March 2022  
 2. Basis: Cash Profit Continuing Operations



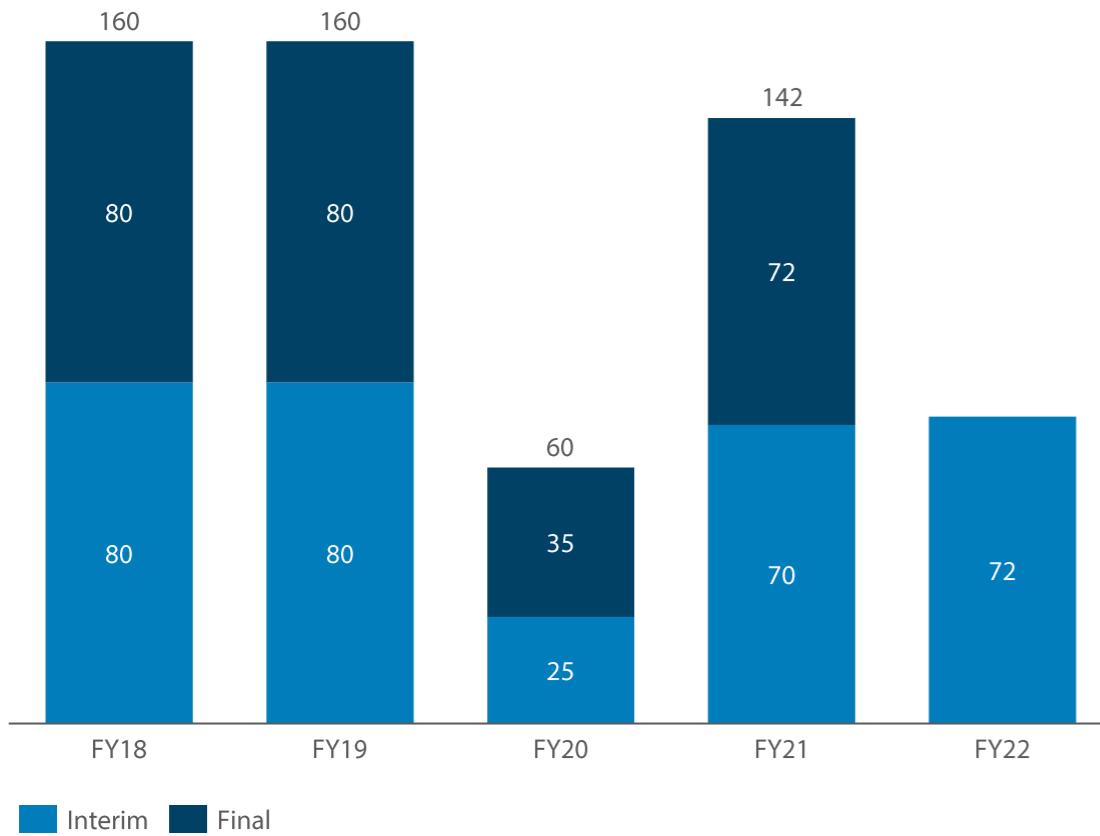
# THE BANK WE'RE BUILDING



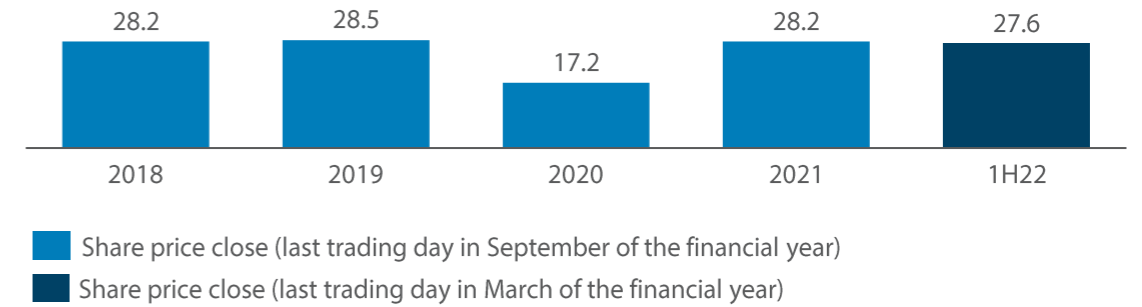


# SHAREHOLDER RETURNS

## DIVIDEND PER SHARE (cents)

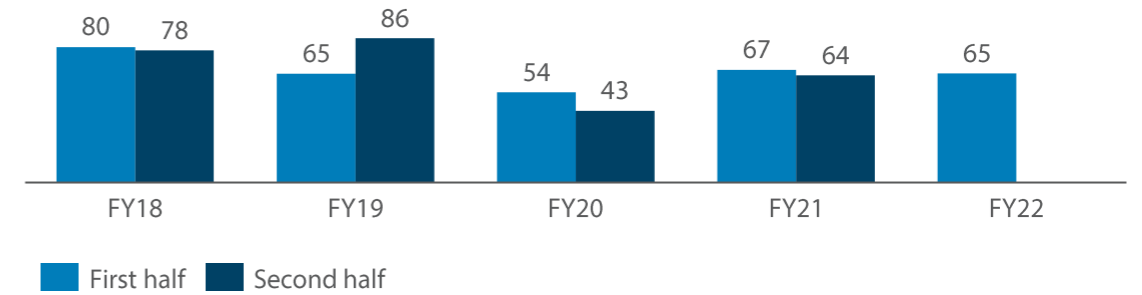


## SHARE PRICE (\$)



TOTAL SHAREHOLDER RETURNS <sup>1</sup>				
0.6%	9.2%	-36.9%	70.7%	0.5%

## DIVIDEND PAYOUT RATIO<sup>2</sup>(%)



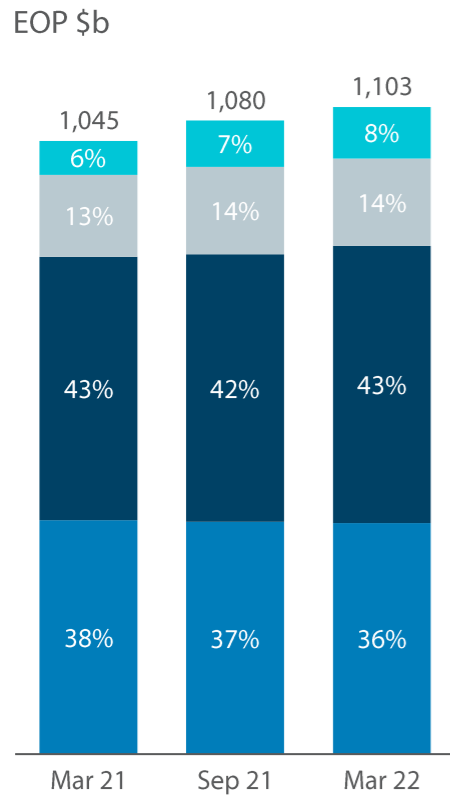
1. As reported  
2. Basis: Cash Profit



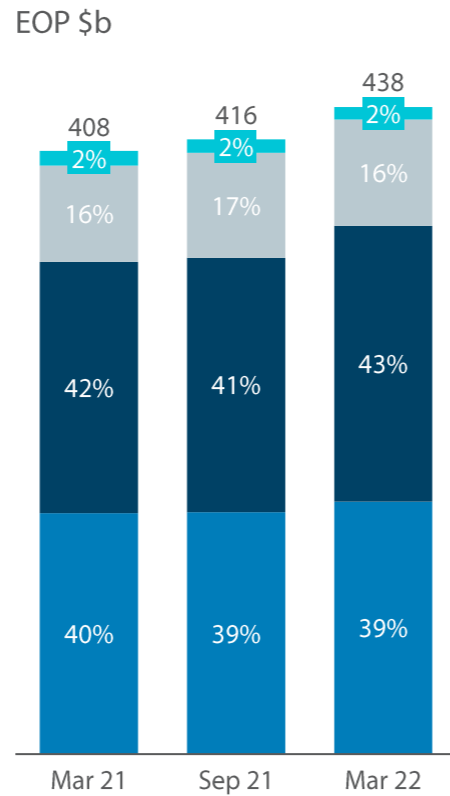


# BALANCE SHEET COMPOSITION

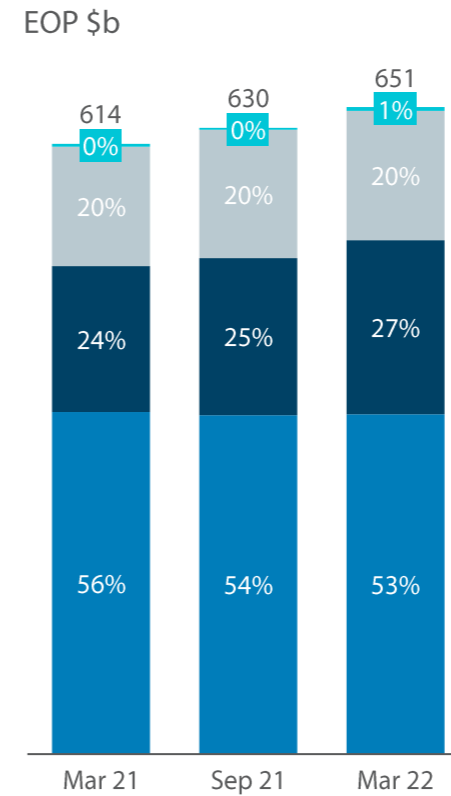
## EXPOSURE AT DEFAULT<sup>1</sup>



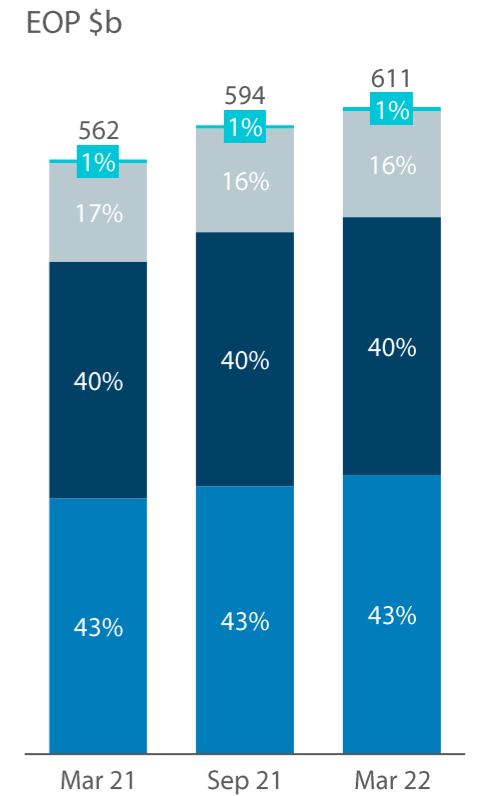
## RISK WEIGHTED ASSETS



## NET LOANS & ADVANCES



## CUSTOMER DEPOSITS



■ Australia R&C 
 ■ Institutional 
 ■ New Zealand 
 ■ Other

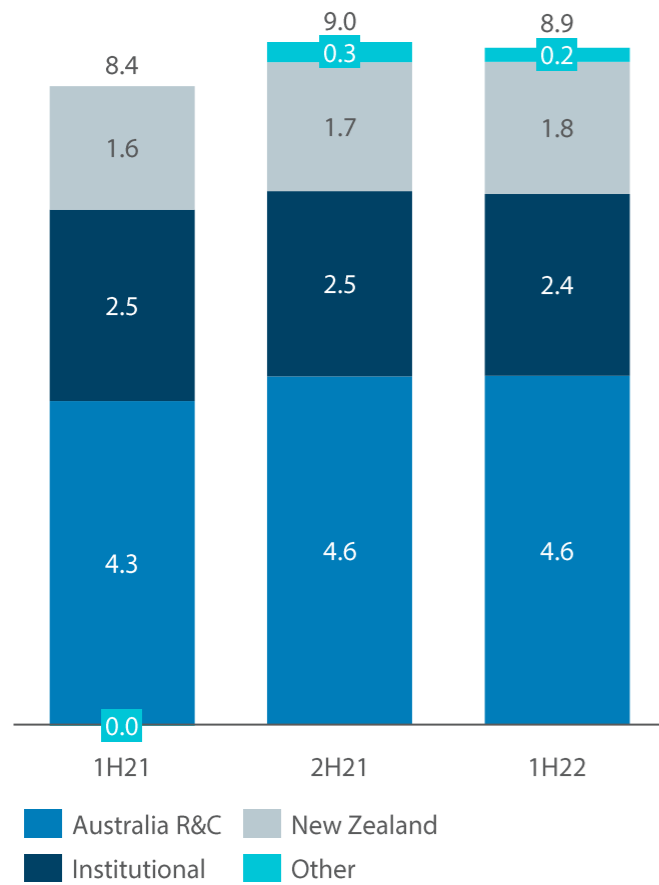
Basis: Continuing Operations

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

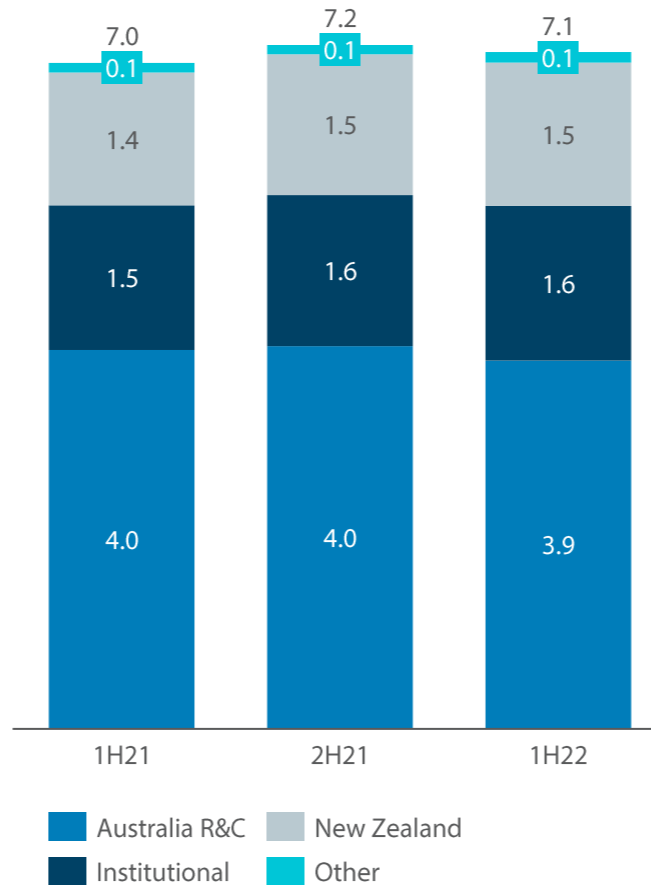


# TOTAL OPERATING INCOME

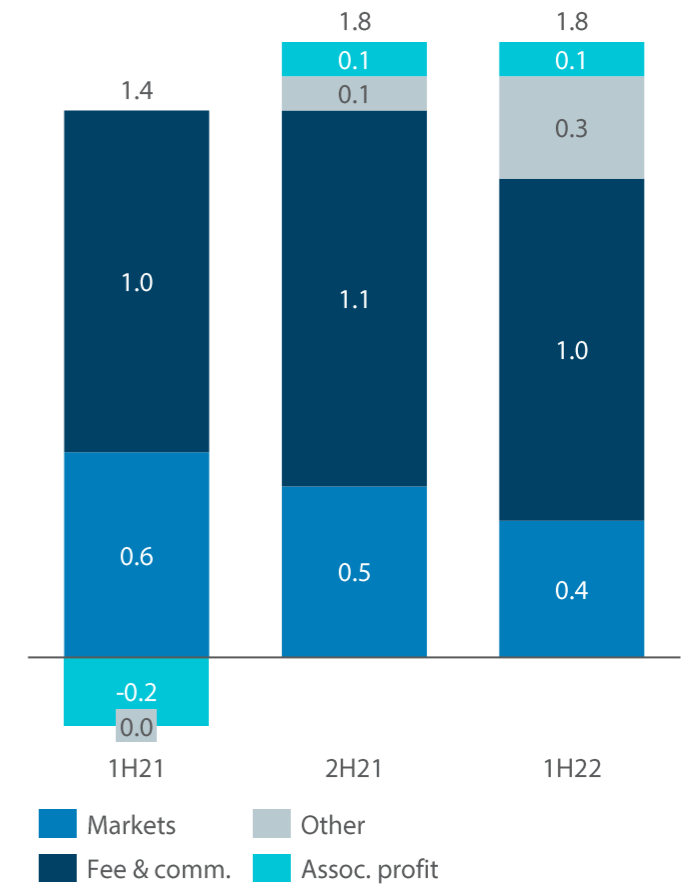
TOTAL INCOME BY DIVISION (\$b)



NET INTEREST INCOME BY DIVISION (\$b)



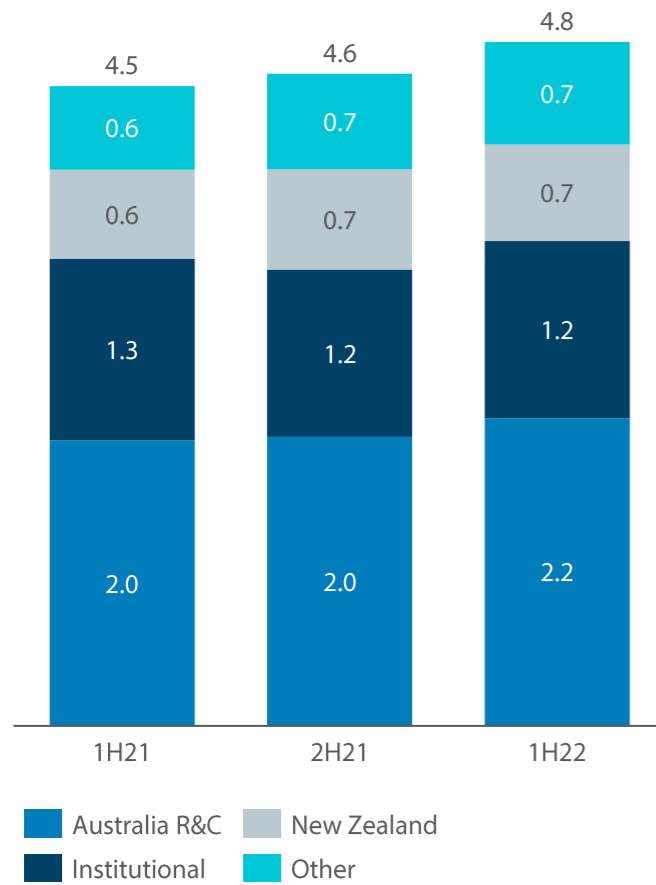
OTHER OPERATING INCOME (\$b)



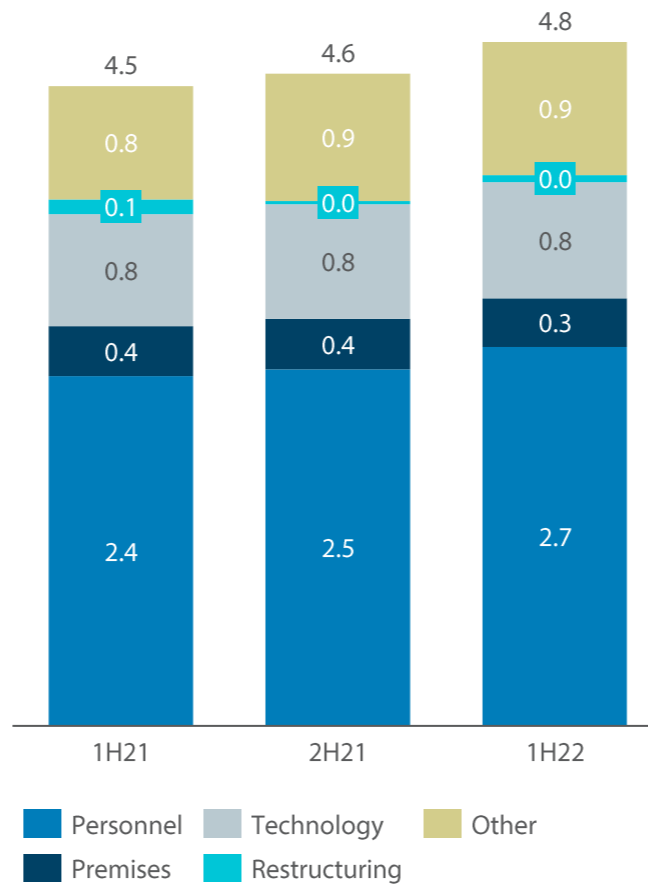


# EXPENSE MANAGEMENT

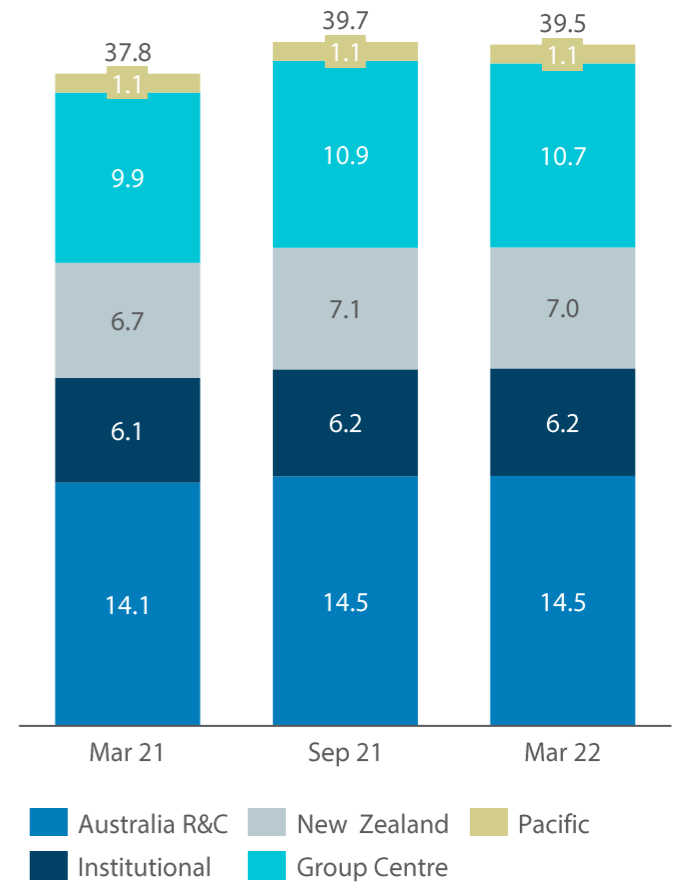
TOTAL EXPENSES BY DIVISION (\$b)



TOTAL EXPENSES BY CATEGORY (\$b)



FULL TIME EQUIVALENT STAFF (000s)



Basis: Continuing Operations



# INTEREST RATE SENSITIVITY

## ILLUSTRATIVE PATH & MAGNITUDE OF MOVEMENTS

### SHORT TERM INTEREST RATE OUTLOOK – BASED ON ANZ RESEARCH FORECASTS<sup>1</sup>

Interest Rate Forecasts (%)	Jun 22	Sep 22	Dec 22	Mar 23	Jun 23	Sep 23	Dec 23
RBA Cash Rate	0.50	1.25	1.50	2.00	2.25	2.25	2.25
NZ OCR	2.00	2.50	3.00	3.25	3.50	3.50	3.50
US Fed Funds Rate <sup>2</sup>	1.50	2.25	2.75	3.25	3.75	3.75	3.75

### ILLUSTRATIVE CURRENT TERM INTEREST RATES EARNED ON NEWLY INVESTED CAPITAL AND REPLICATING PORTFOLIO TRANCHES

Term Interest Rates <sup>1</sup> (%)	Current
AUD 5 year	3.20
NZD 3 year	3.79
NZD 5 year	3.80
USD 1 year	2.00

1. Effective as at 28 April 2022  
 2. Upper limit



# RISK ADJUSTED PERFORMANCE

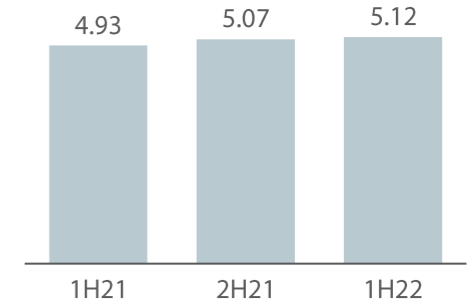
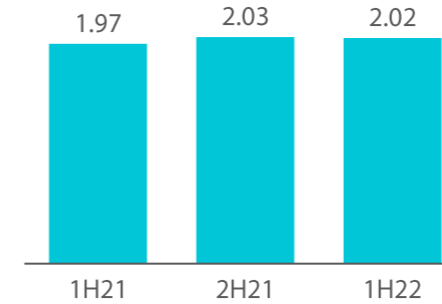
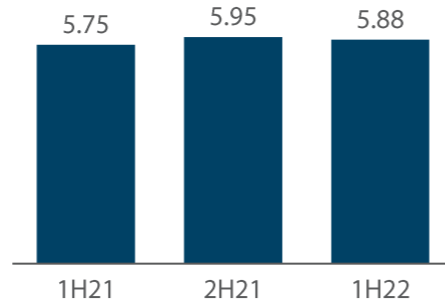
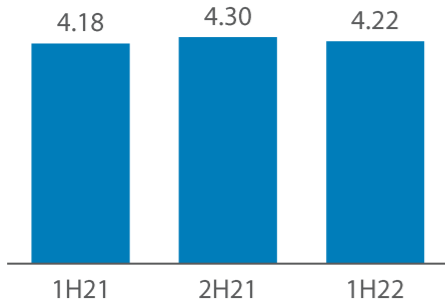
## GROUP<sup>1</sup>

## AUSTRALIA R&C

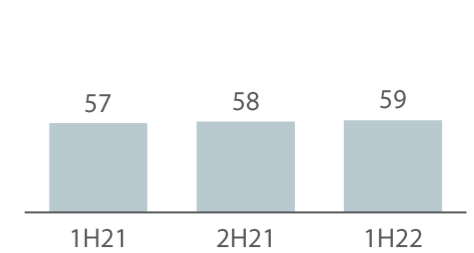
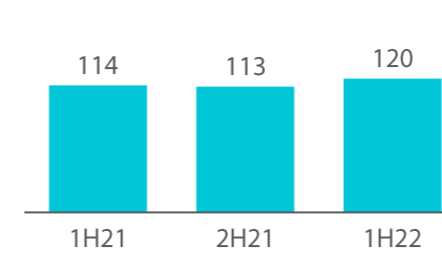
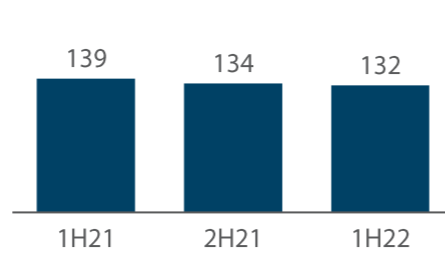
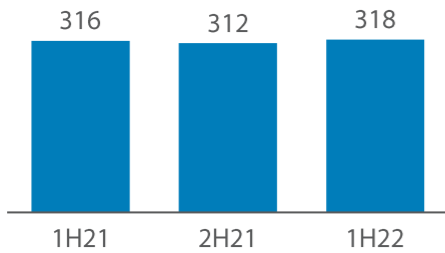
## INSTITUTIONAL<sup>1</sup>

## NEW ZEALAND

### NET INTEREST INCOME / AVERAGE CREDIT RISK WEIGHTED ASSETS (%)



### AVERAGE CREDIT RISK WEIGHTED ASSETS (\$b)



Basis: Continuing Operations  
 1. Ex Markets business unit



# RISK ADJUSTED RETURN

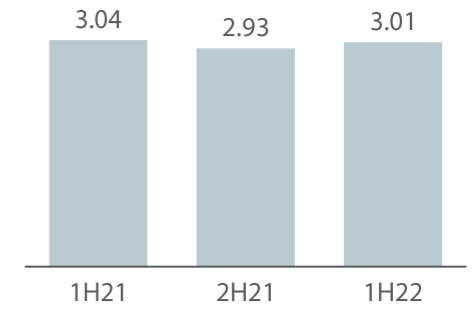
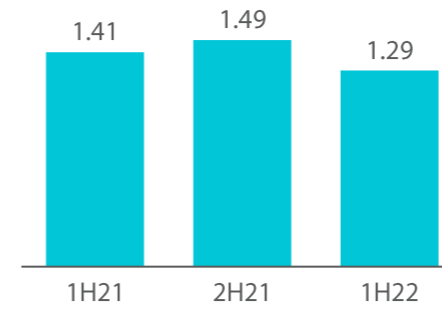
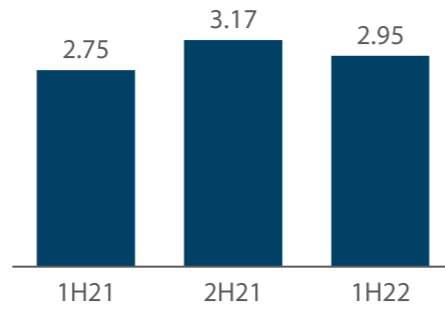
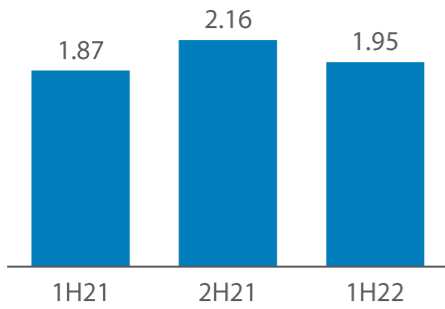
## GROUP

## AUSTRALIA R&C

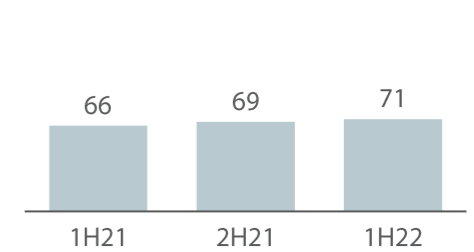
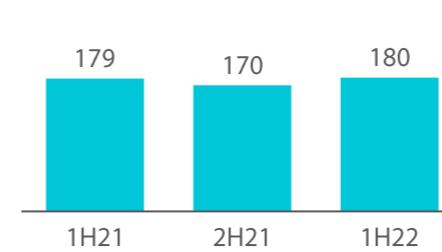
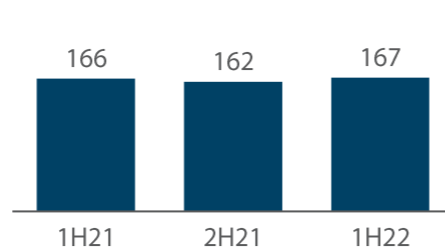
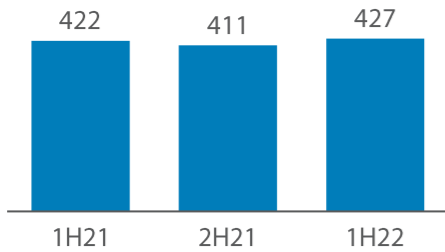
## INSTITUTIONAL

## NEW ZEALAND

### PROFIT BEFORE PROVISIONS / AVERAGE TOTAL RISK WEIGHTED ASSETS (%)



### AVERAGE TOTAL RISK WEIGHTED ASSETS (\$b)

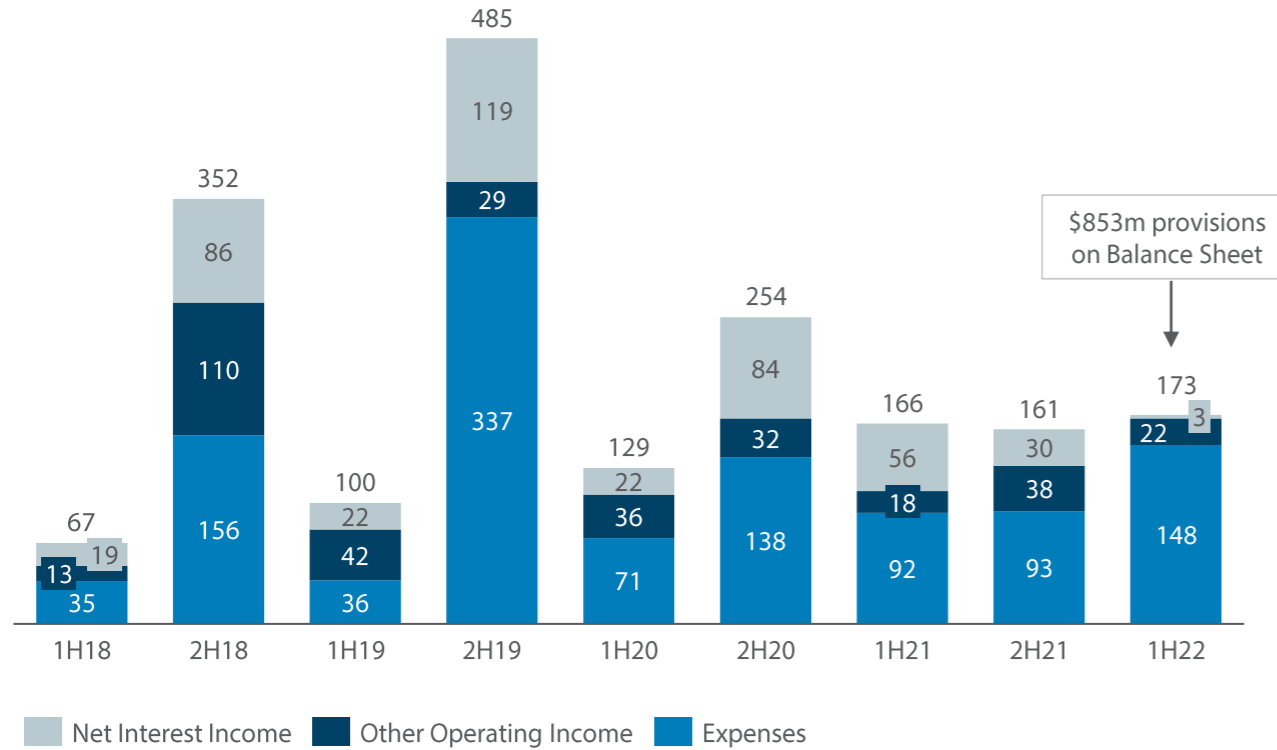




# LARGE / NOTABLE ITEMS

## CUSTOMER REMEDIATION

Continuing Operations Pre-Tax \$m



## LARGE / NOTABLE ITEMS

\$m

	1H21	2H21	1H22
Cash Profit	(763)	(97)	(43)
Divestments incl. Gain / (Loss) on sale	(184)	32	247
Customer remediation	(108)	(113)	(123)
Litigation settlements	(48)	-	(10)
Restructuring	(76)	(16)	(31)
Asian associate items	(347)	-	-
Withholding tax	-	-	(126)

# 2022 HALF YEAR RESULTS

DIVISIONAL PERFORMANCE  
INVESTOR DISCUSSION PACK



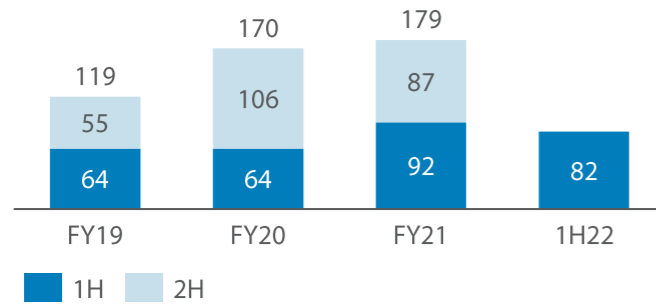


# AUSTRALIA & NEW ZEALAND

## AUSTRALIA

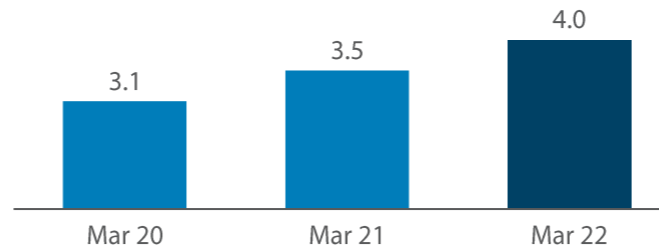
GROSS NEW HOME LOAN ACCOUNTS - AUS<sup>1</sup>

000s



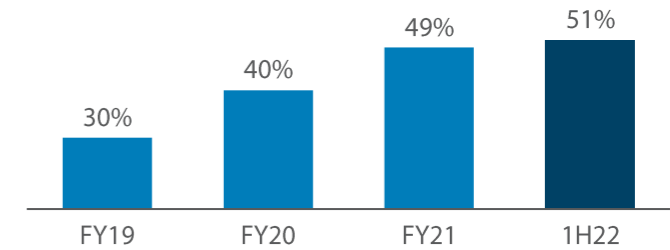
REGISTERED ANZ APP CUSTOMERS

m



DIGITAL SALES - AUS

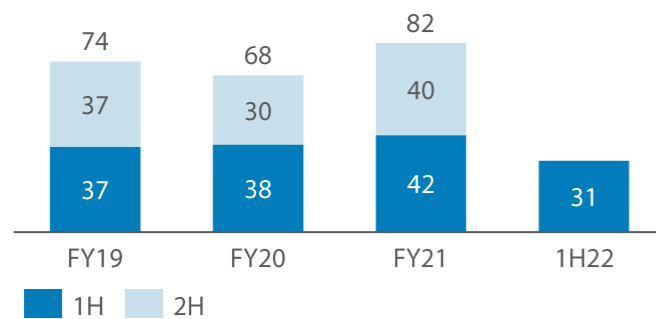
% of total retail sales



## NEW ZEALAND

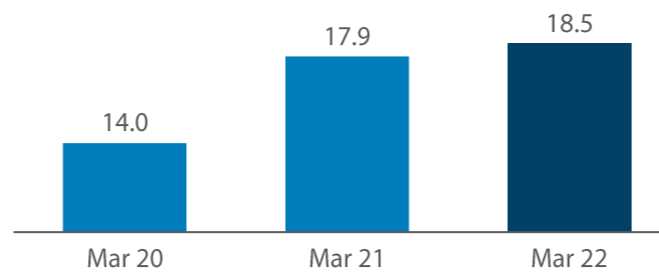
GROSS NEW HOME LOAN ACCOUNTS - NZ<sup>1</sup>

000s



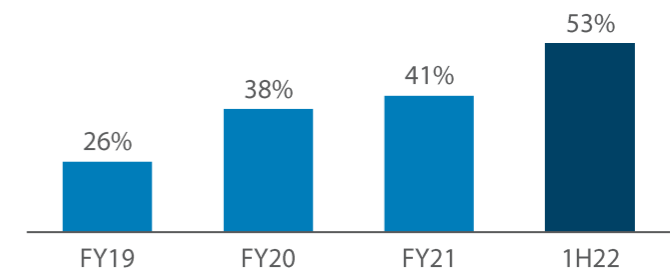
KIWISAVER SUPERANNUATION

FUM NZDb



DIGITAL SALES - NZ

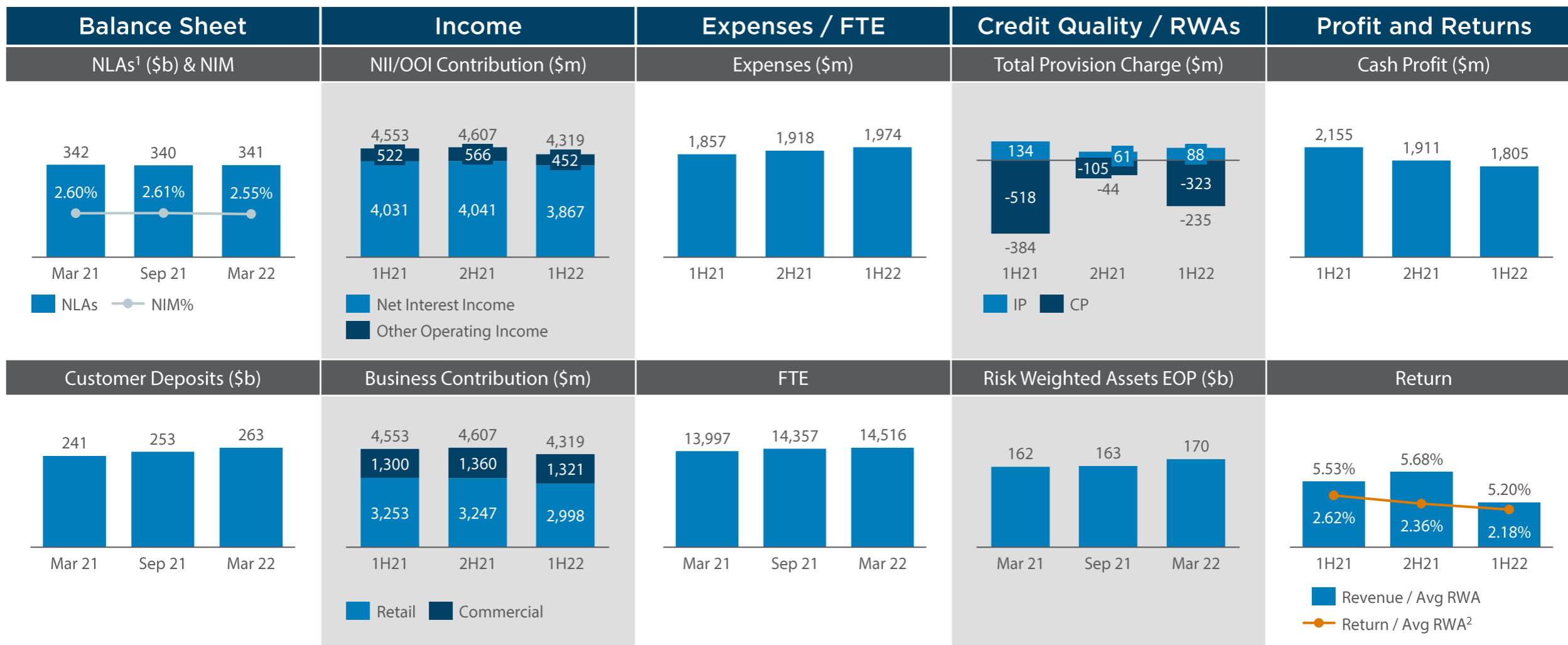
% of total personal sales



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



# AUSTRALIA RETAIL & COMMERCIAL – FINANCIAL PERFORMANCE



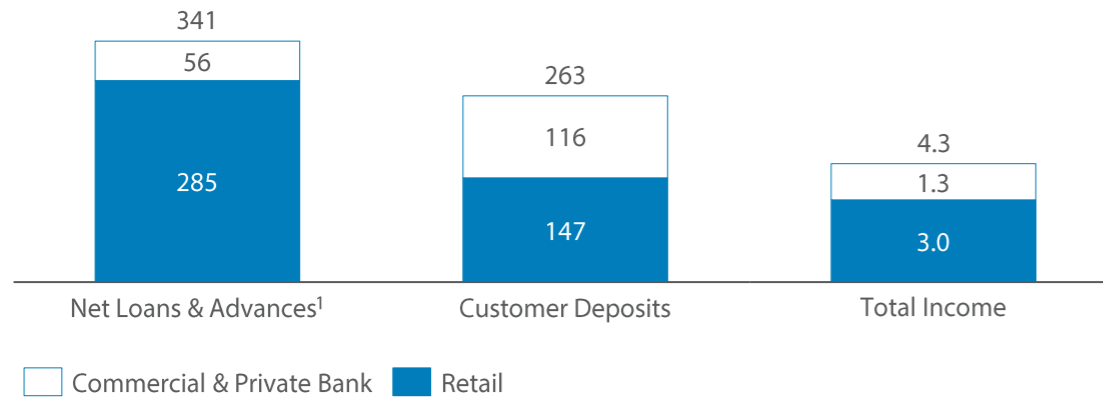
Basis: Continuing Operations Excluding Large / Notable items

- NLAs: Net Loans & Advances; Asset Finance run-off businesses have been excluded from NLAs
- Cash profit divided by average Risk Weighted Assets



# AUSTRALIA RETAIL

## CONTRIBUTION (MAR 22 \$b)

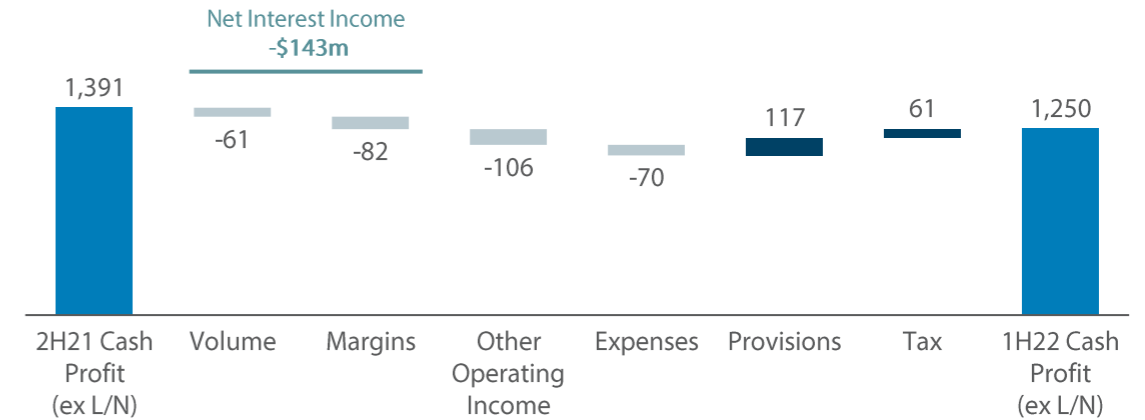


Total Retail	1H22 v 1H21	1H22 v 2H21
Income	-8%	-8%
Expenses	+11%	+6%
Profit Before Provisions	-19%	-16%
Cash Profit	-22%	-10%
Net Loans & Advances (NLAs)	-1%	Flat
Customer Deposits	+9%	+4%
Total Customers	+81k	+43k

Basis: Continuing Operations Excluding Large / Notable items

1. Asset Finance run-off businesses have been excluded from Commercial & Private Bank NLAs
2. Includes Home Loans offset accounts

## CASH PROFIT DRIVERS - RETAIL (\$m)

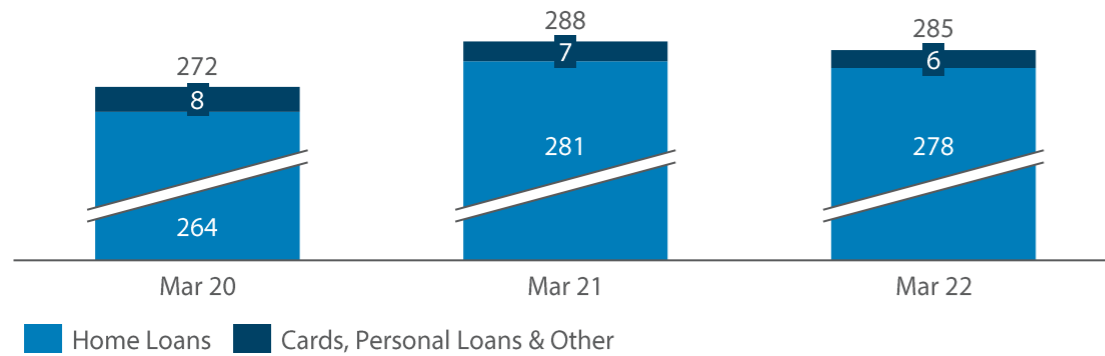


Income drivers	1H22 v 1H21	1H22 v 2H21
Net Interest	-6%	-5%
Other Operating	-21%	-27%
NLA drivers	1H22 v 1H21	1H22 v 2H21
Home Loans	-1%	Flat
Credit Cards & Personal Loans	-9%	+2%
Deposit drivers	1H22 v 1H21	1H22 v 2H21
Term Deposits	-28%	-12%
Transact / Savings <sup>2</sup>	+16%	+6%

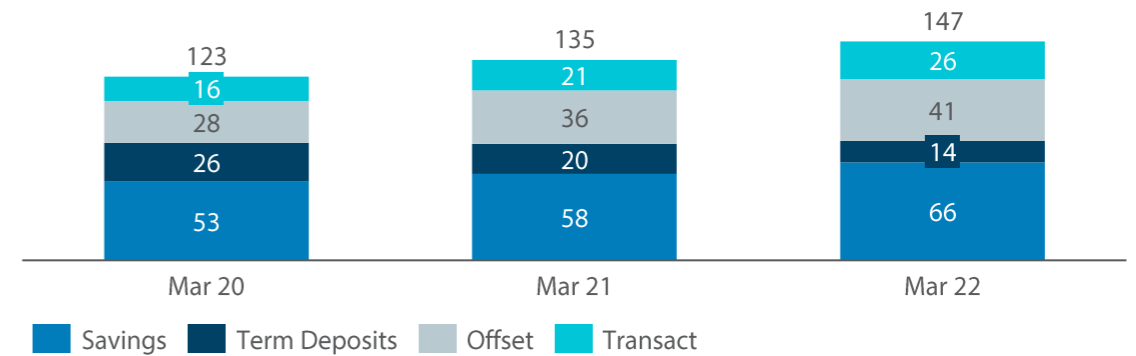


# AUSTRALIA RETAIL – LOANS & DEPOSITS

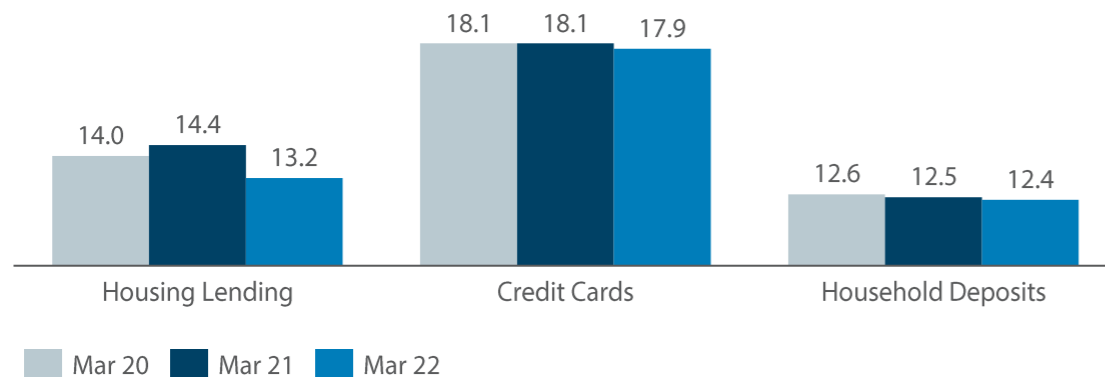
## LENDING COMPOSITION (\$b)



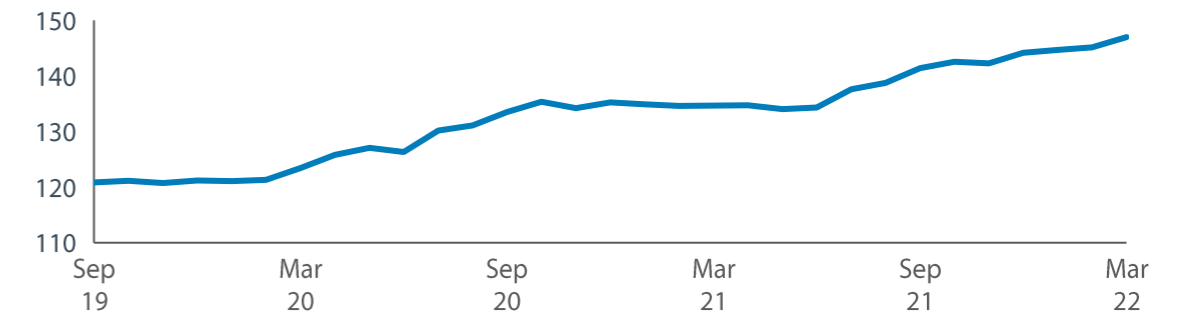
## DEPOSIT COMPOSITION (\$b)



## MARKET SHARE<sup>1</sup> (%)



## MONTHLY DEPOSIT TREND (\$b)

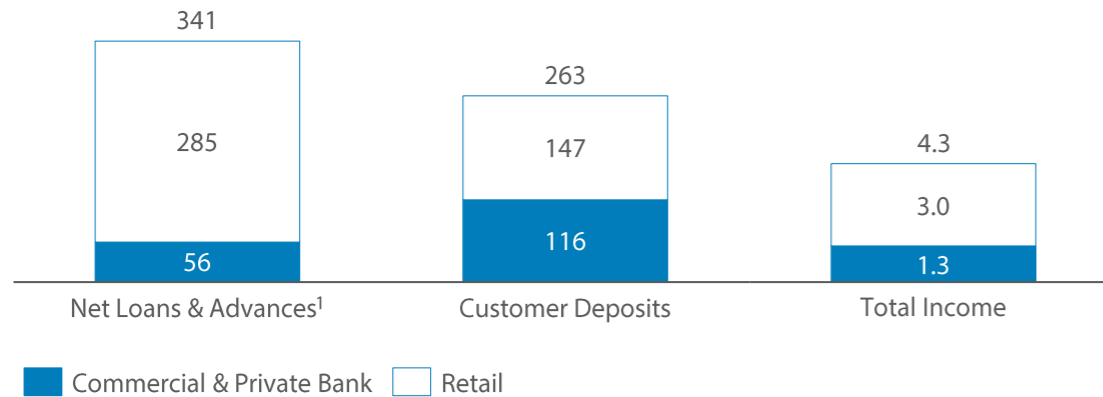


1. Source: APRA Monthly Authorised Deposit-taking Institution Statistics (MADIS)



# AUSTRALIA COMMERCIAL & PRIVATE BANK (C&PB)

## CONTRIBUTION (MAR 22 \$b)

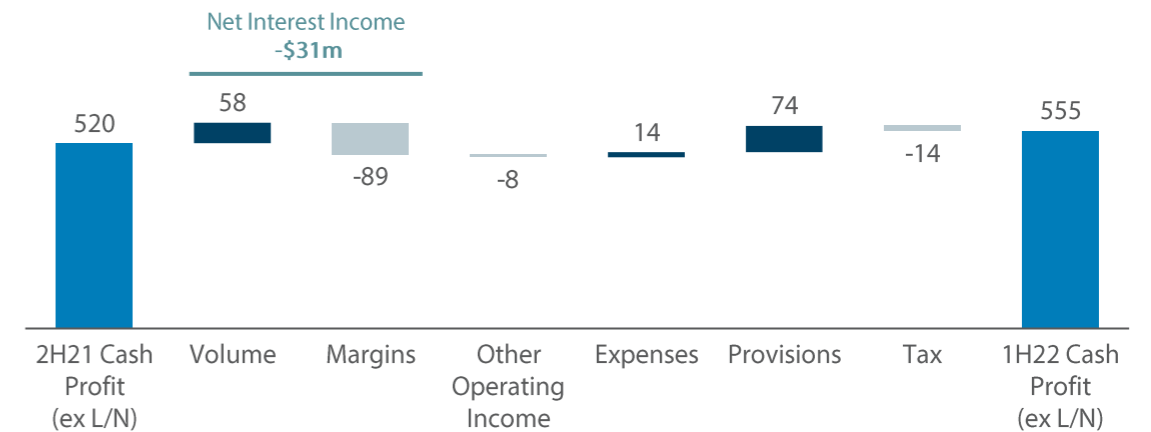


Total C&PB	1H22 v 1H21	1H22 v 2H21
Income	+2%	-3%
Expenses	-1%	-2%
Profit Before Provisions	+5%	-4%
Cash Profit	Flat	+7%
Net Loans & Advances (NLAs) <sup>1</sup>	+3%	+1%
Customer Deposits	+9%	+5%
Total Customers	+12k	+5k

Basis: Continuing Operations Excluding Large / Notable items

1. Asset Finance run-off businesses have been excluded from Commercial & Private Bank NLAs

## CASH PROFIT DRIVERS - C&PB (\$m)

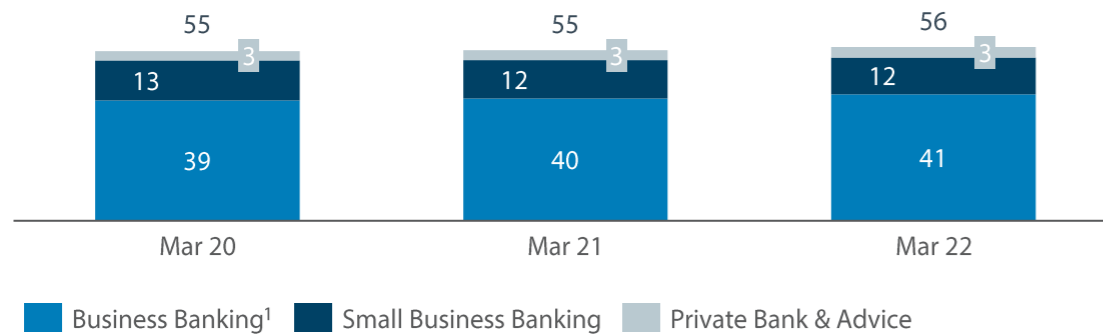


Income drivers	1H22 v 1H21	1H22 v 2H21
Net Interest	+1%	-3%
Other Operating	+3%	-5%
NLA drivers	1H22 v 1H21	1H22 v 2H21
Private Bank & Advice (PB&A)	+9%	+5%
Business Banking (BB) <sup>1</sup>	+5%	+2%
Small Business Banking (SBB)	-4%	-1%
Deposit drivers	1H22 v 1H21	1H22 v 2H21
Term Deposits	-22%	-7%
Transact / Savings	+19%	+8%

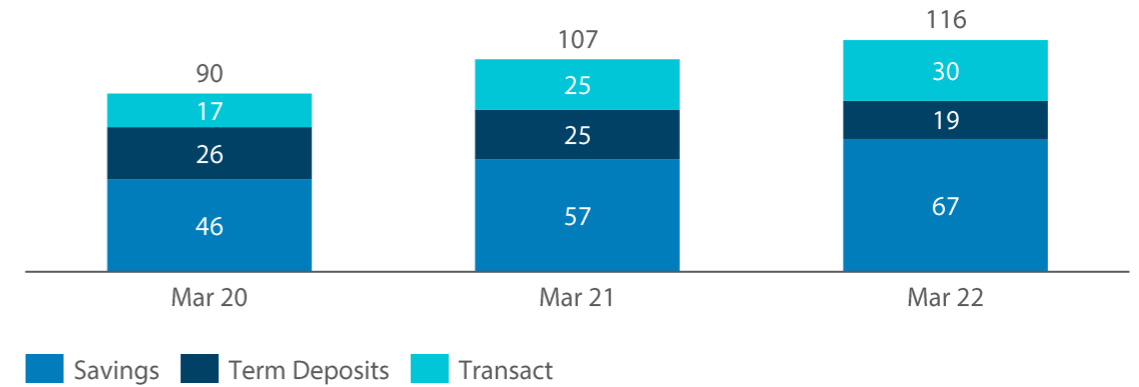


# AUSTRALIA C&PB- LOANS & DEPOSITS

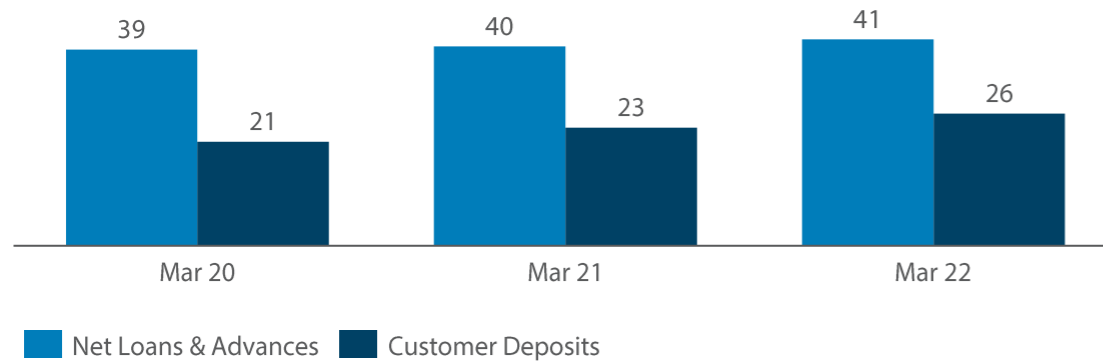
## LENDING COMPOSITION (\$b)



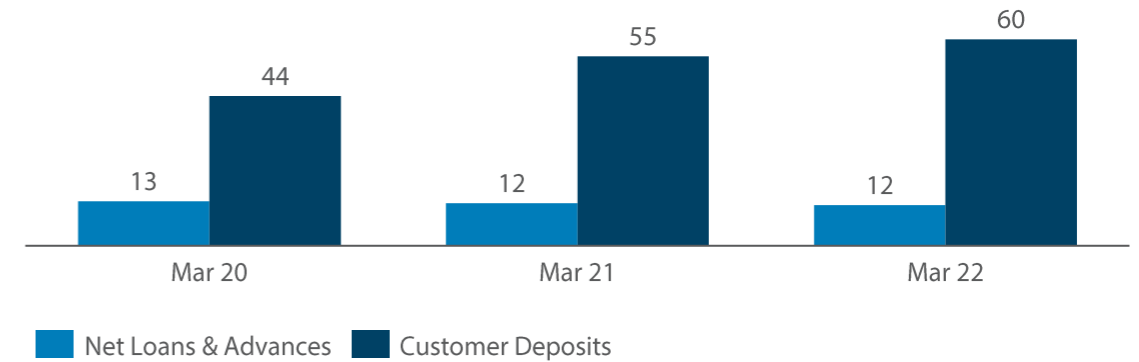
## DEPOSIT COMPOSITION (\$b)



## BUSINESS BANKING<sup>1,2</sup> (\$b)



## SMALL BUSINESS BANKING<sup>2</sup> (\$b)



1. Asset Finance run-off businesses have been excluded from Commercial & Private Bank NLAs  
 2. Mar 20 has not been restated for customer re-segmentation between Business Banking and Small Business Banking



# AUSTRALIA C&PB – BOOK COMPOSITION & RISK WEIGHT INTENSITY

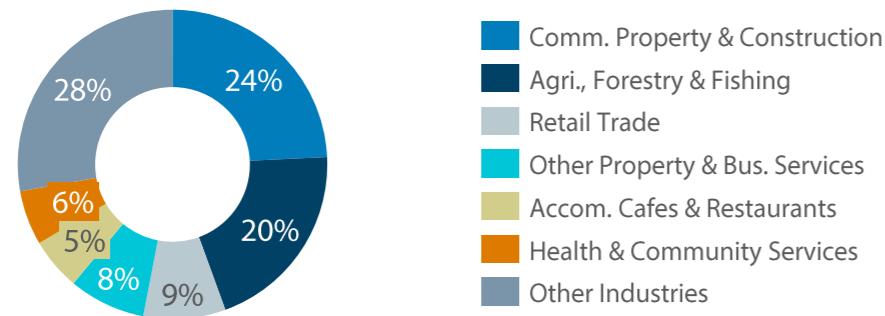
## DIVERSIFIED PORTFOLIO – GEOGRAPHICAL VIEW

Mar 22 % of Exposure at Default (EAD)<sup>1,2</sup>



## DIVERSIFIED PORTFOLIO – INDUSTRY VIEW

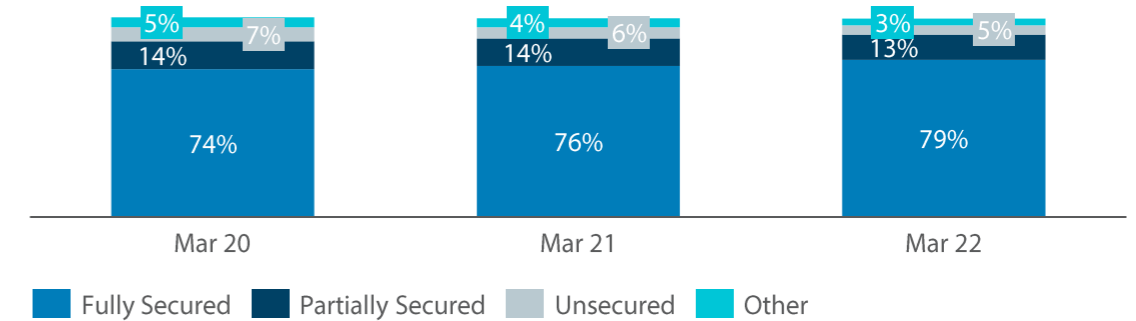
Mar 22 % of Exposure at Default (EAD)<sup>1</sup>



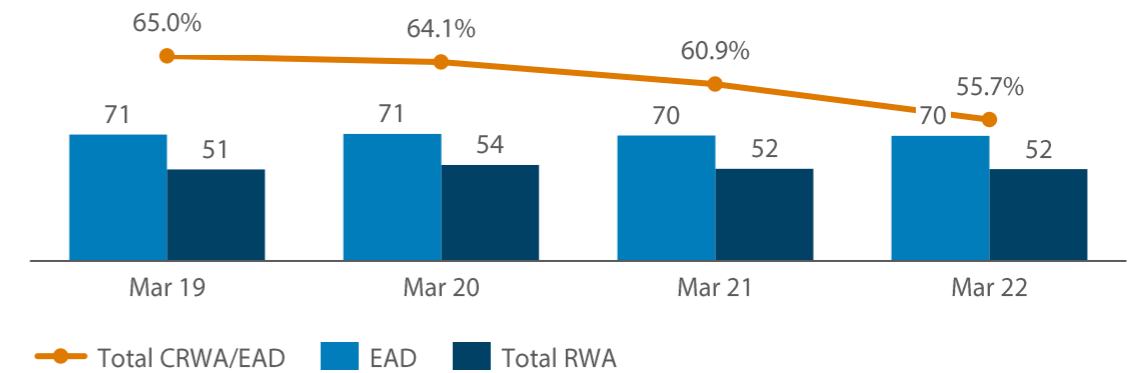
1. Excludes the Merchants divested business results; prior periods have been restated to be on a comparable basis where relevant  
 2. States based on primary postcode. 'Other' refers to exposures not reported against a specific state. Some postcodes occur across two states  
 3. Fully Secured on a market value basis. Other includes loans secured by cash or via sovereign backing

## SECURITY PROFILE

% of Exposure at Default (EAD)<sup>1,3</sup>

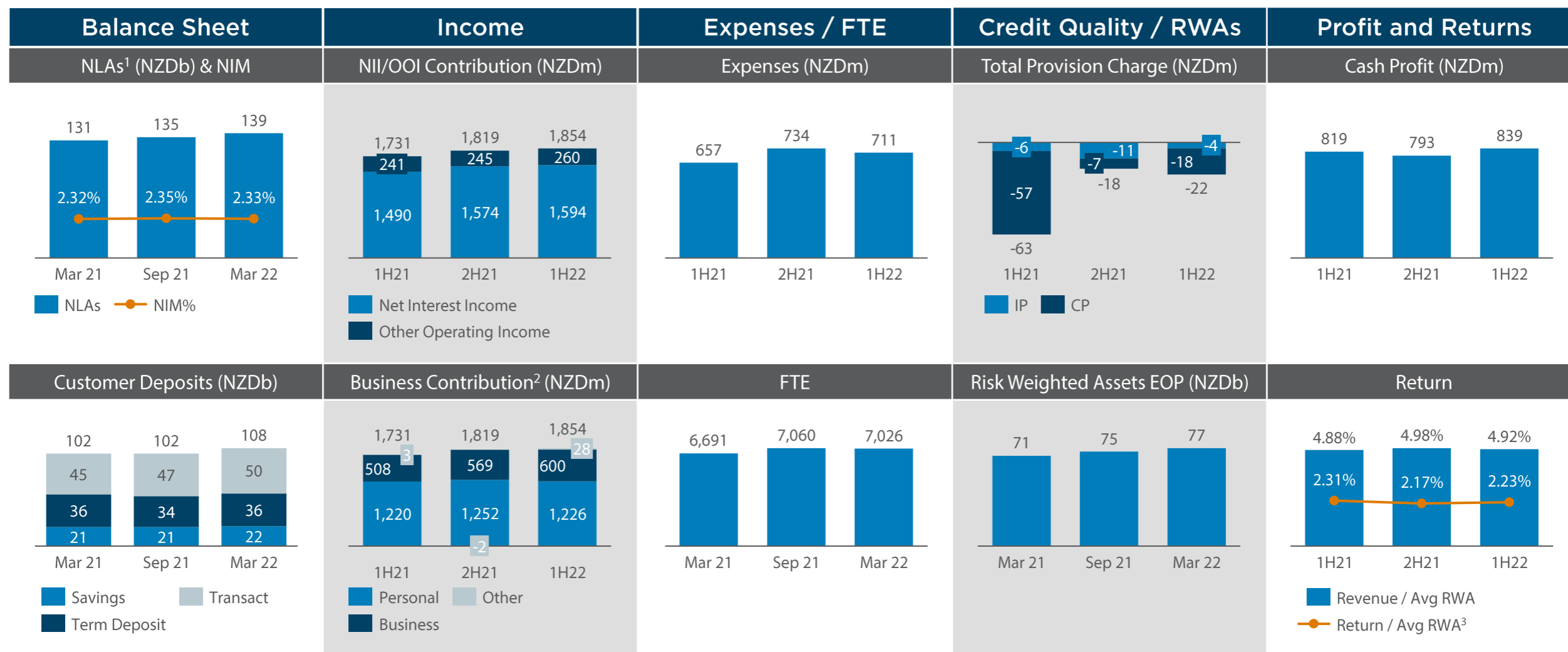


## RISK WEIGHT INTENSITY<sup>1</sup> (\$b)





# NEW ZEALAND DIVISION – FINANCIAL PERFORMANCE



Basis: Continuing Operations Excluding Large / Notable items

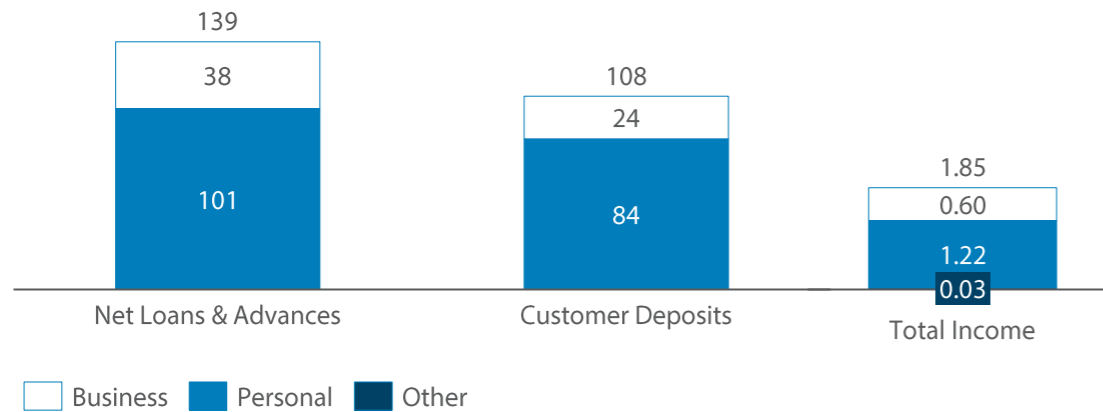
- NLAs: Net Loans & Advances
- During 2H21 & 1H22 business units were reorganised from Retail and Commercial to Personal and Business which resulted in some customer re-segmentation
- Cash profit divided by average Risk Weighted Assets



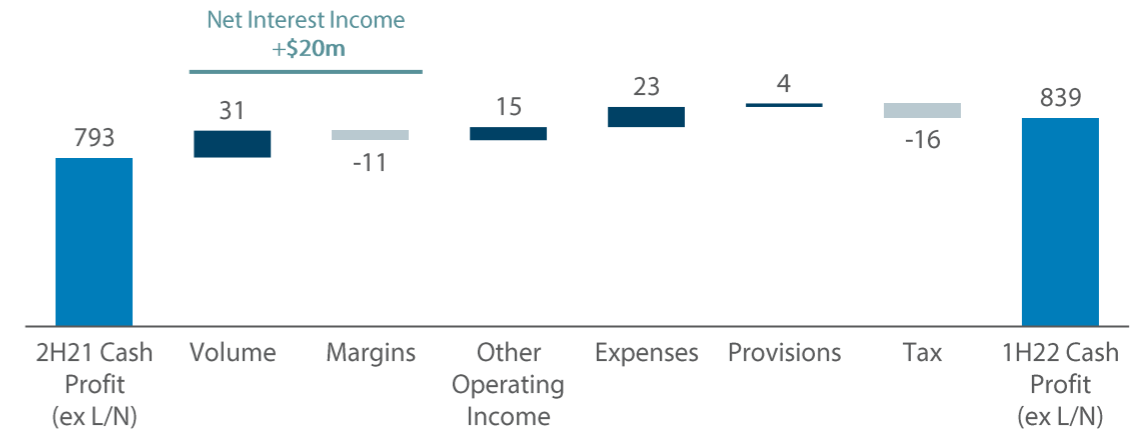


# NEW ZEALAND DIVISION – CONTRIBUTION & PROFIT DRIVERS

## CONTRIBUTION (MAR 22 NZDb)



## CASH PROFIT DRIVERS – NZ DIVISION (\$m)



NZ DIVISION	1H22 v 1H21	1H22 v 2H21
Income	+7%	+2%
Expenses	+8%	-3%
Profit before provisions	+6%	+5%
Cash Profit	+2%	+6%
Net Loans & Advances (NLAs)	+6%	+4%
Customer Deposits	+6%	+5%

Income drivers	1H22 v 1H21	1H22 v 2H21
Net Interest	+7%	+1%
Other Operating	+8%	+6%
NLA drivers	1H22 v 1H21	1H22 v 2H21
Home Loans	+8%	+4%
Business Loans <sup>1</sup>	+4%	+2%
Deposit drivers	1H22 v 1H21	1H22 v 2H21
Term Deposits	-2%	+6%
Transact / Savings	+11%	+5%

Basis: Continuing Operations Excluding Large / Notable items

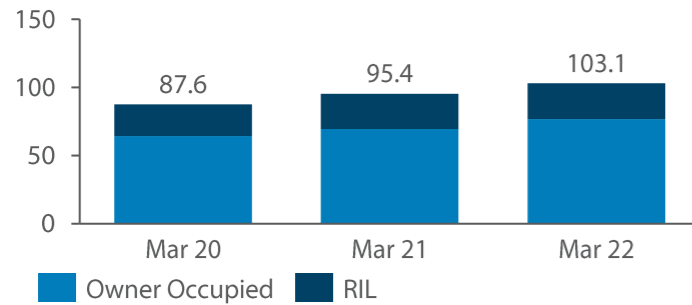
1. Business excludes business loans secured by residential properties, includes Agri lending



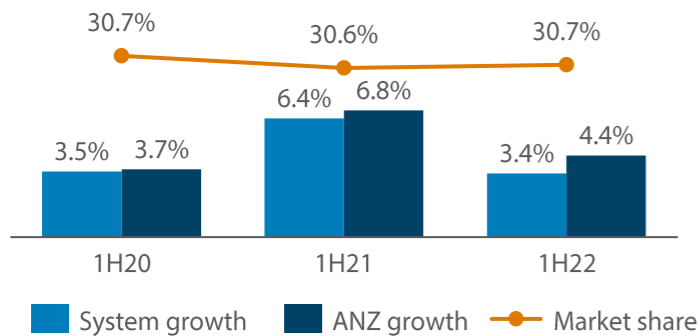
# NEW ZEALAND DIVISION – BALANCE SHEET

## HOUSING<sup>1</sup>

ANZ Performance (NZDb)

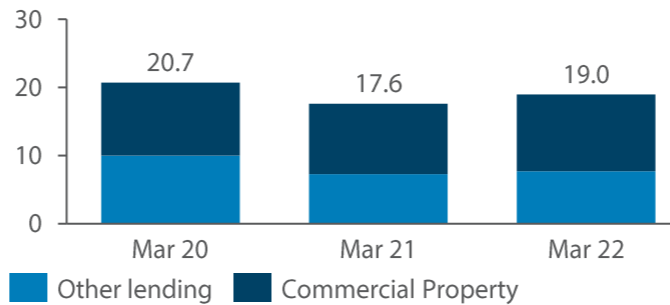


Relative to system growth<sup>3</sup>

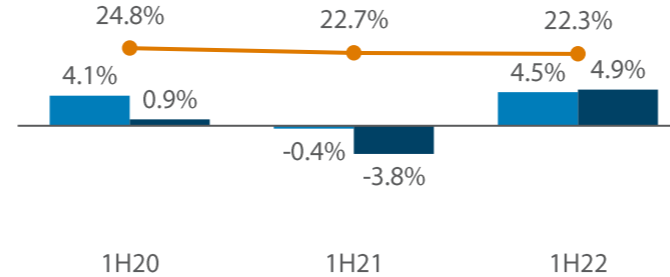


## BUSINESS<sup>2</sup>

ANZ Performance (NZDb)

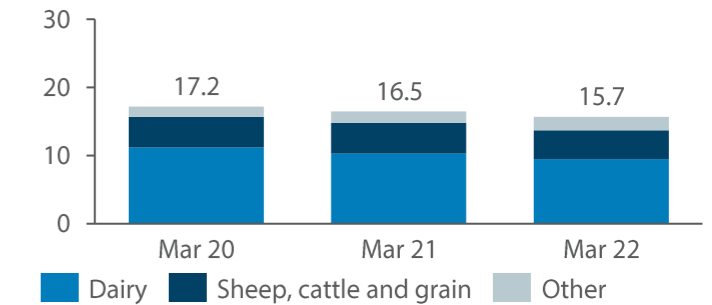


Relative to system growth<sup>3</sup>

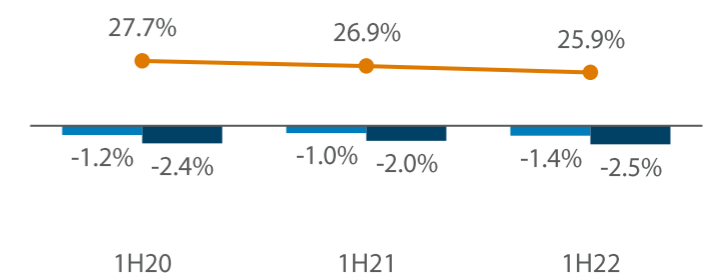


## AGRI

ANZ Performance (NZDb)



Relative to system growth<sup>3</sup>



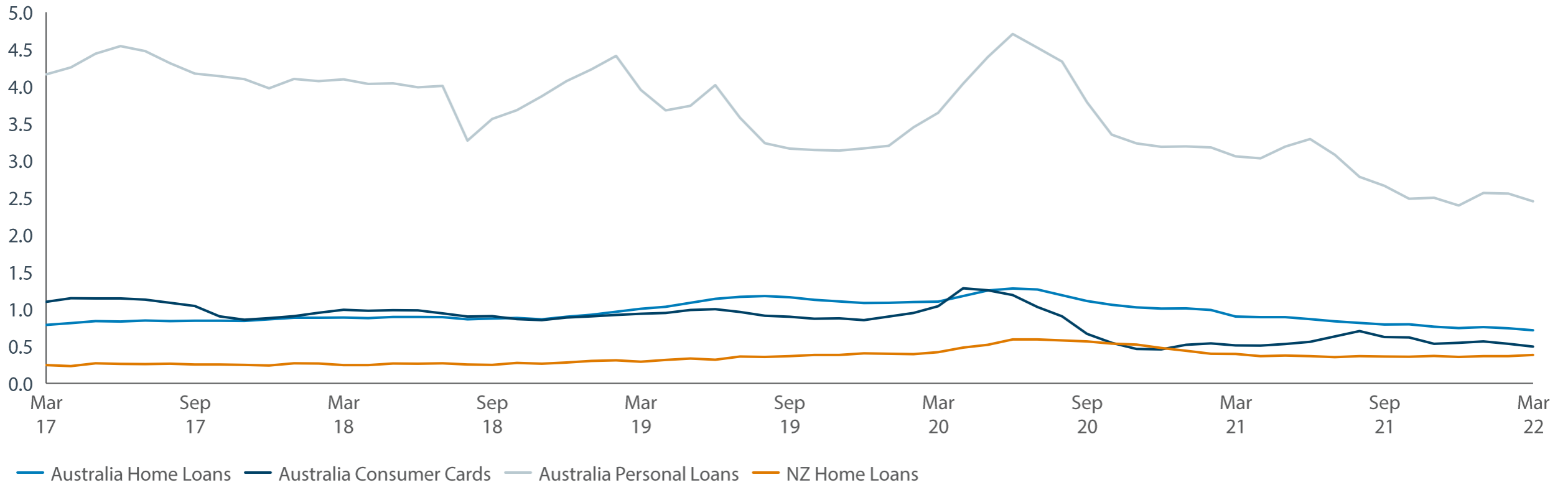
1. Housing includes business loans secured by residential properties  
 2. Business excludes business loans secured by residential properties, Mar 20 includes UDC  
 3. Source: RBNZ, market share at NZ Geography level



# AUSTRALIA & NEW ZEALAND 90+ DAYS PAST DUE (DPD)

## CUSTOMER PORTFOLIO<sup>1,2,3</sup>

% of Total Portfolio Balances

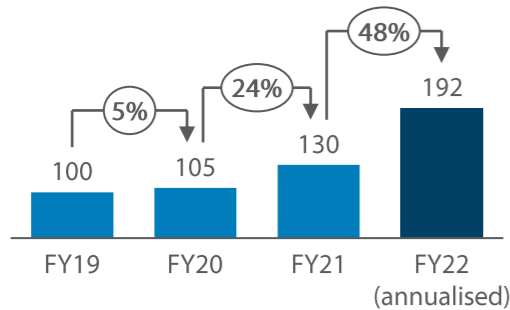


1. Includes Non Performing Loans  
 2. ANZ delinquencies are calculated on a missed payment basis for amortising and Interest Only loans  
 3. Australia Home Loans 90+ between Mar 20 and Jun 20 excludes eligible Home Loans accounts that had requested COVID-19 assistance but due to delays in processing had not had the loan repayment deferral applied to the account



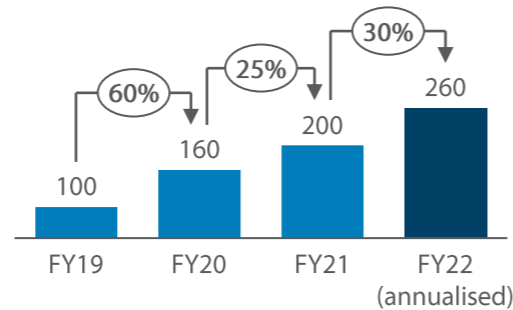
# DIGITAL PLATFORMS – SCALABLE OPERATING LEVERAGE, CAPITAL LIGHT

## PAYMENTS<sup>1</sup>



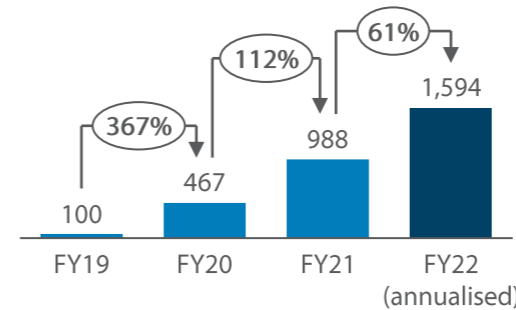
- Payments made by customers to their suppliers and employees through our digital channels
- Covers payments initiated via Web & Mobile, direct integration with ANZ or via agency agreements whereby ANZ clears payments on behalf of other banks

## DIRECT INTEGRATION PAYMENTS<sup>1,2</sup>



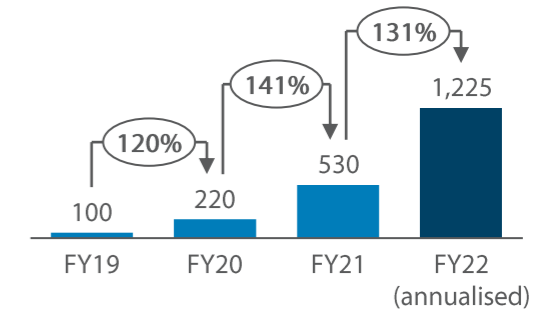
- Automated payments initiated via direct integration between the bank's and our customers' systems
- Enables a high degree of automation and control for customers, replacing manual processes with a scalable alternative that removes the need for human intervention

## NPP AGENCY PAYMENTS<sup>1,2</sup>



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

## PLATFORM CASH MGMT ACCOUNTS<sup>1</sup>



- Deposit management for entities holding funds on behalf of their clients
- Supporting CX in provision of client money accounts to activate services/transactions

## DIGITAL SELF SERVICE

- eStatement & Int'l Payments Tracking capabilities saved customers 11.4k hours of time they would otherwise spend enquiring via email or phone
- Integrated biometric authentication into mobile app for seamless & secure payment approvals on the go

## DATA INSIGHTS

- Enabled ~51k users with on demand insights via our web platform, Transactive Global, supporting customers in their strategic and operational decision-making with a view of consumer spending trends across industries and locations

## API CALLS

- Delivered modern APIs for customers in Australia, Singapore, Hong Kong (SAR) and India, allowing them to make payments, reconcile their accounts, and exchange information in real-time and on demand

## INCIDENTS PER MILLION PAYMENTS

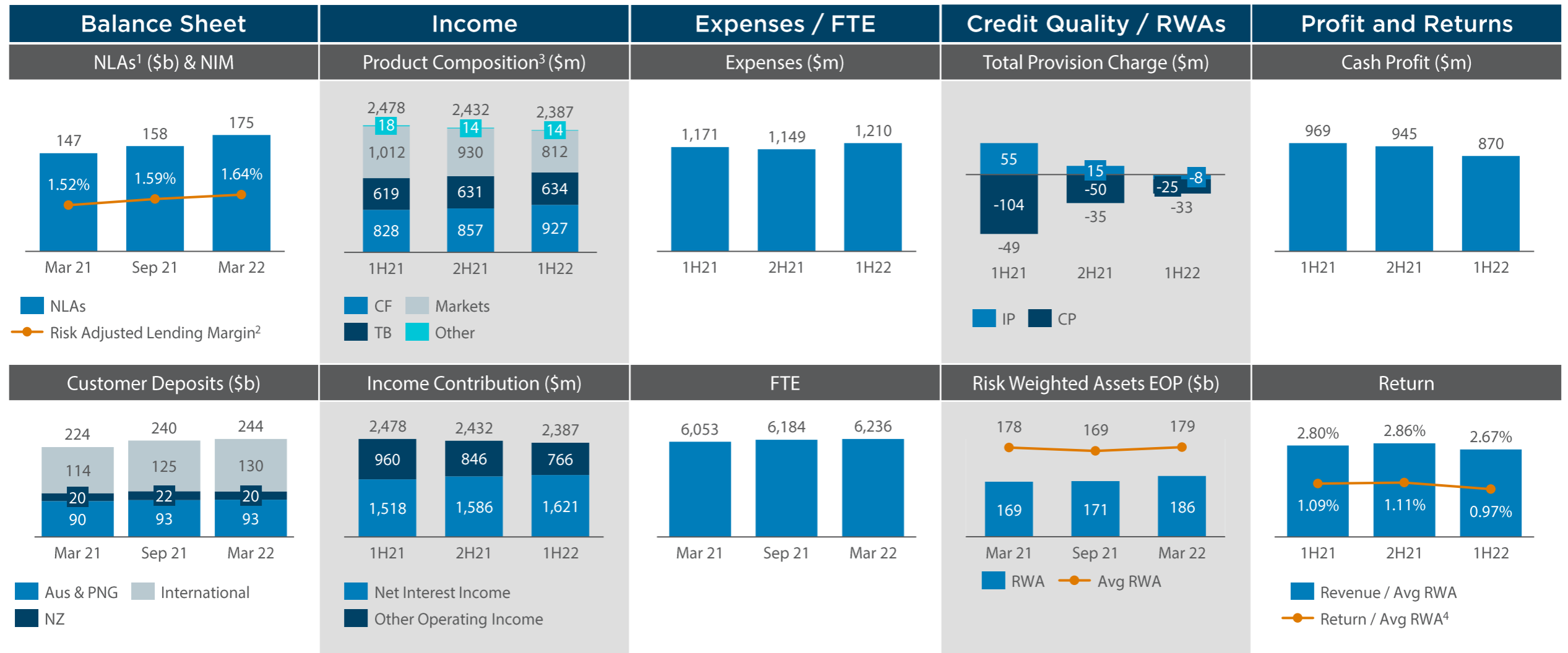
- 0 incidents per million payments for 1H22 delivering quality and resilient payment platforms for customers despite growing volumes

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

1. Indexed to FY19 (at 100)  
 2. Subset of total payments



# INSTITUTIONAL – FINANCIAL PERFORMANCE



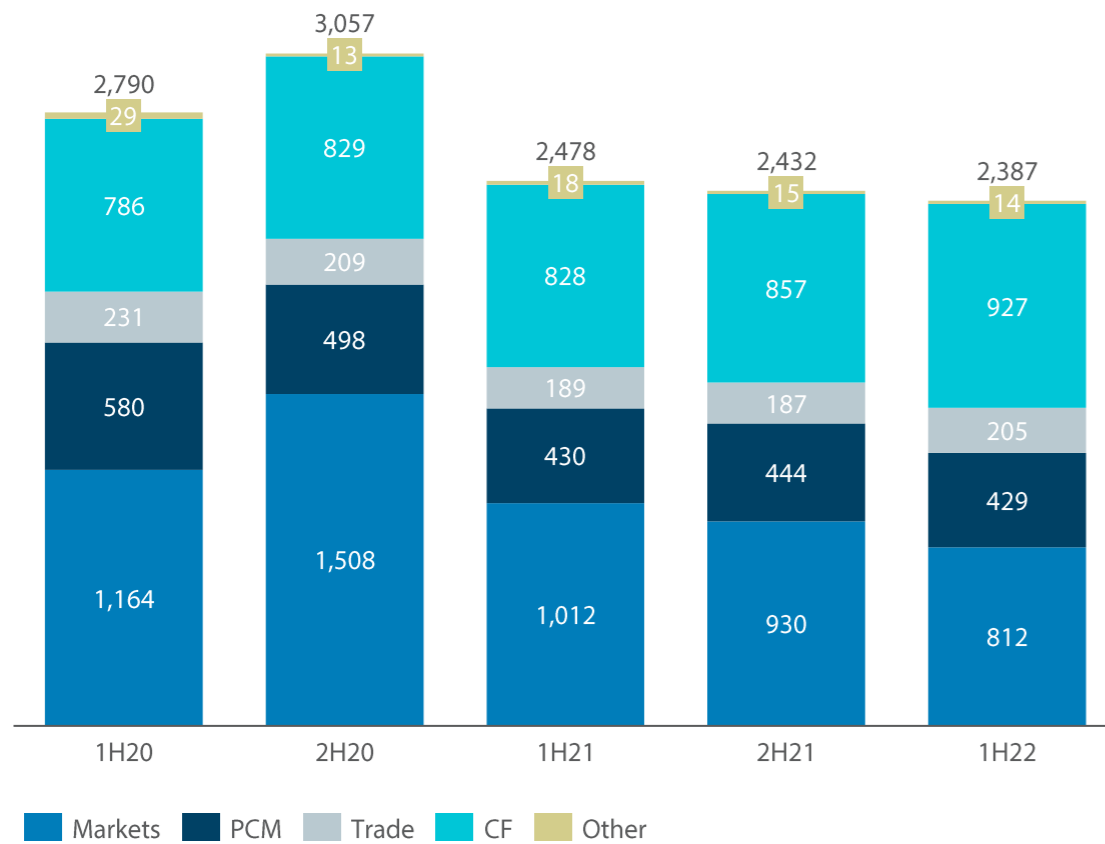
Basis: Continuing Operations Excluding Large / Notable items

- NLAs: Net Loans & Advances
- Risk Adjusted Lending Margin is calculated as Net Interest Income divided by average Credit Risk Weighted Assets for Corporate Finance and Trade
- TB: Transaction Banking; CF: Corporate Finance
- Cash profit divided by average Risk Weighted Assets

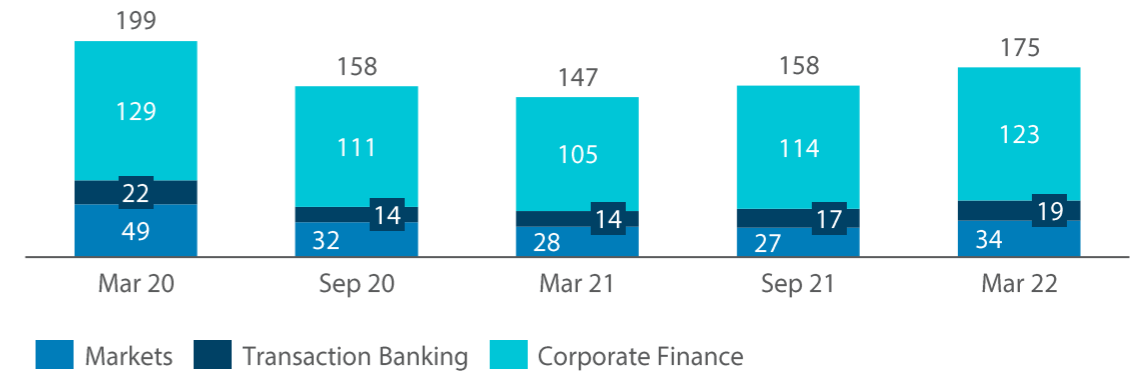


# INSTITUTIONAL – INCOME & ASSET COMPOSITION

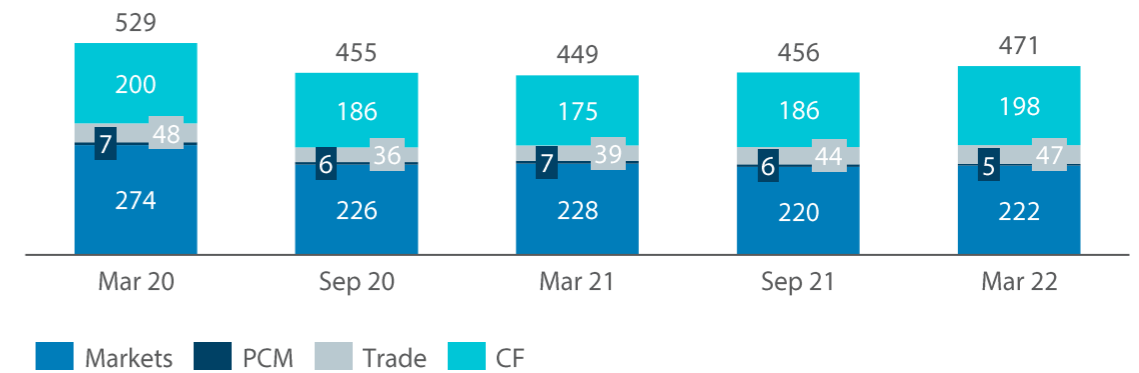
INCOME COMPOSITION<sup>1,2</sup> (\$m)



NET LOANS & ADVANCES (\$b)



EXPOSURE AT DEFAULT<sup>1,3</sup> (\$b)



Basis: Continuing Operations Excluding Large / Notable items

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

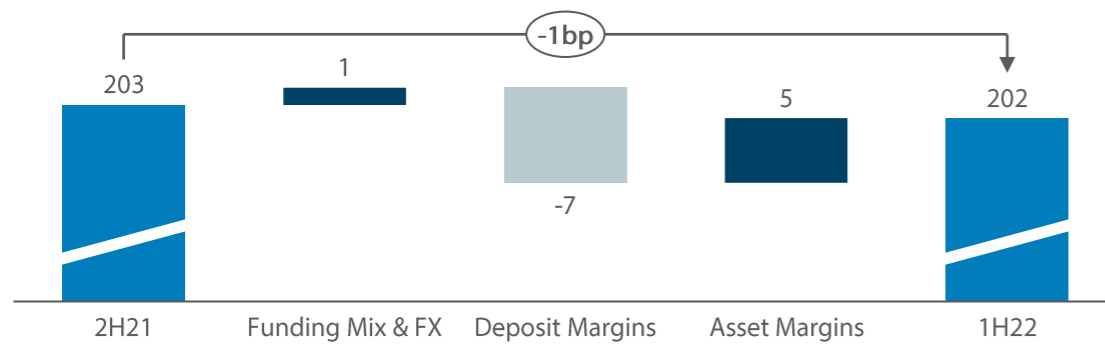
2. 1H20 and 2H20 results have not been adjusted to reflect the divestment of the Merchants business following the ANZ Worldline partnership

3. 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

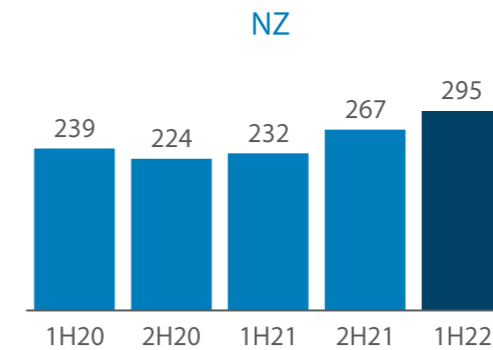
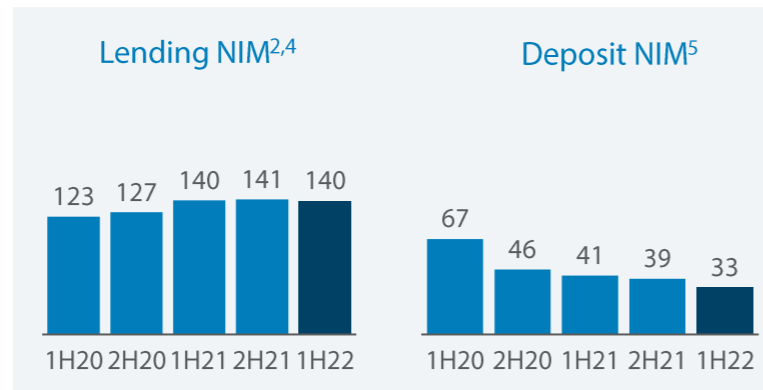
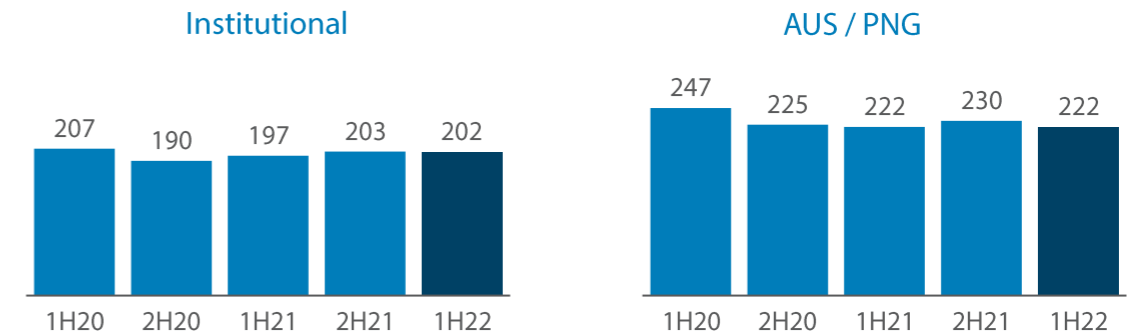


# INSTITUTIONAL MARGINS<sup>1</sup>

## RISK ADJUSTED NIM DRIVERS (bps)



## RISK ADJUSTED NIM (bps) – BY GEOGRAPHY



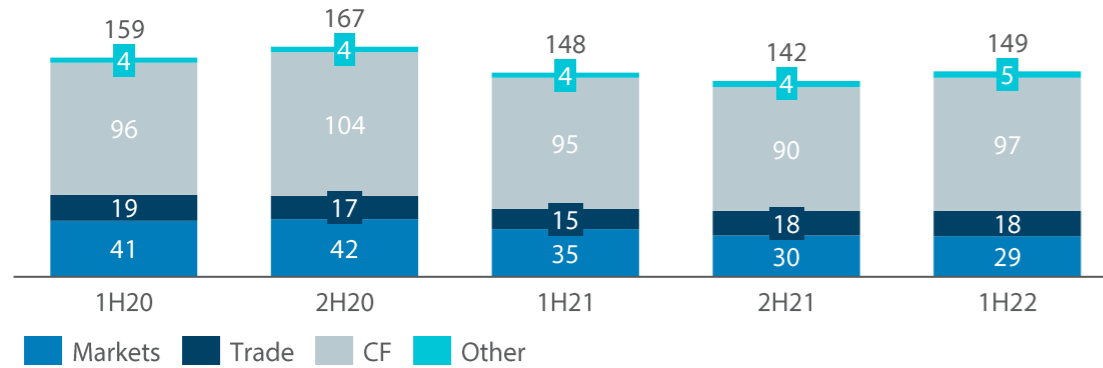
Basis: Cash Profit, Continuing Operations excluding Large / Notable items. 1H20 and 2H20 results have not been adjusted to reflect the divestment of the Merchants business following the ANZ Worldline joint venture

1. Institutional ex-Markets Net Interest Income divided by average Credit Risk Weighted Assets; 2. Lending NIM represents Corporate Finance and Trade & Supply Chain; 3. Risk Adjusted Lending Margin is calculated as Net Interest Income divided by average Credit Risk Weighted Assets for Corporate Finance and Trade; 4. Calculated Net Interest Income divided by Average Interest Earning Assets; 5. Deposit NIM represents Net Interest Income divided by Net Internal Assets for Payments & Cash Management (PCM)

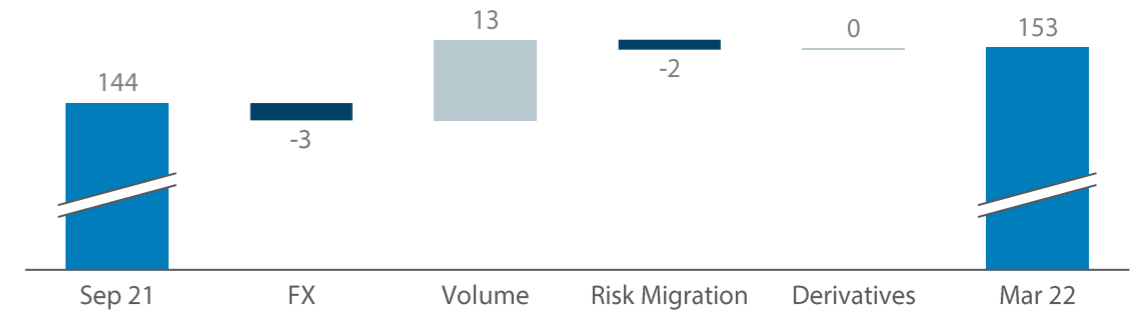


# INSTITUTIONAL – CREDIT RISK WEIGHTED ASSETS (CRWA)

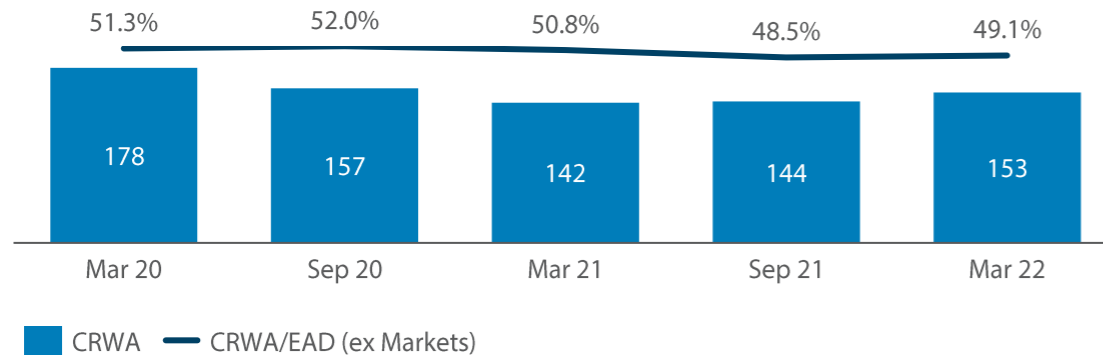
CRWA AVERAGE<sup>1</sup> (\$b)



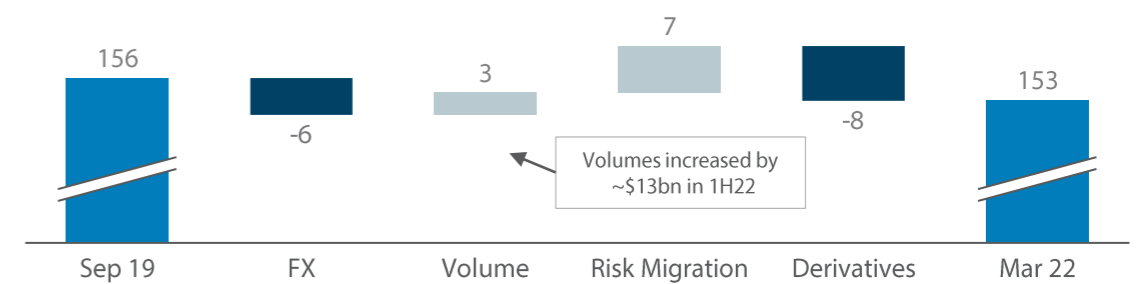
CRWA MOVEMENT FROM SEP 21 (EOP \$b)



CRWA INTENSITY (EOP \$b)



CRWA MOVEMENT FROM SEP 19 (EOP \$b)



Basis: Continuing Operations

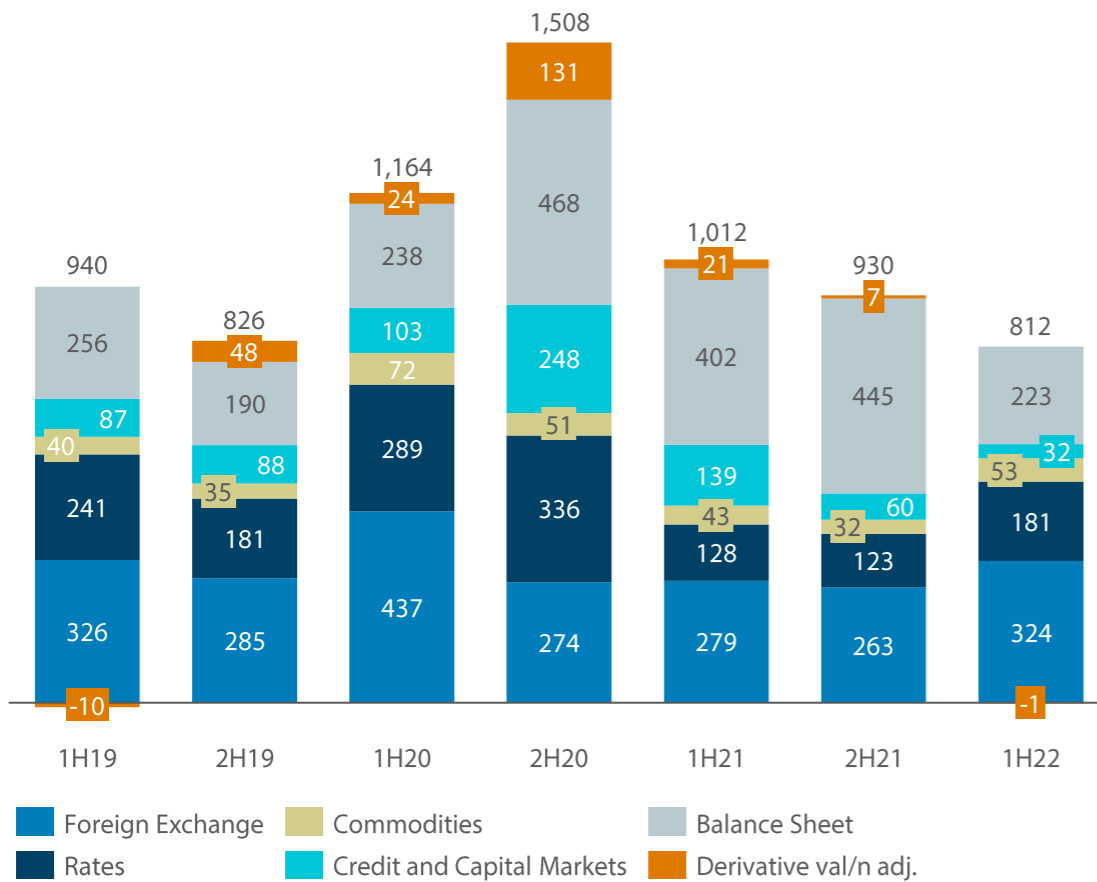
1. Trade: Trade & Supply Chain; CF: Corporate Finance



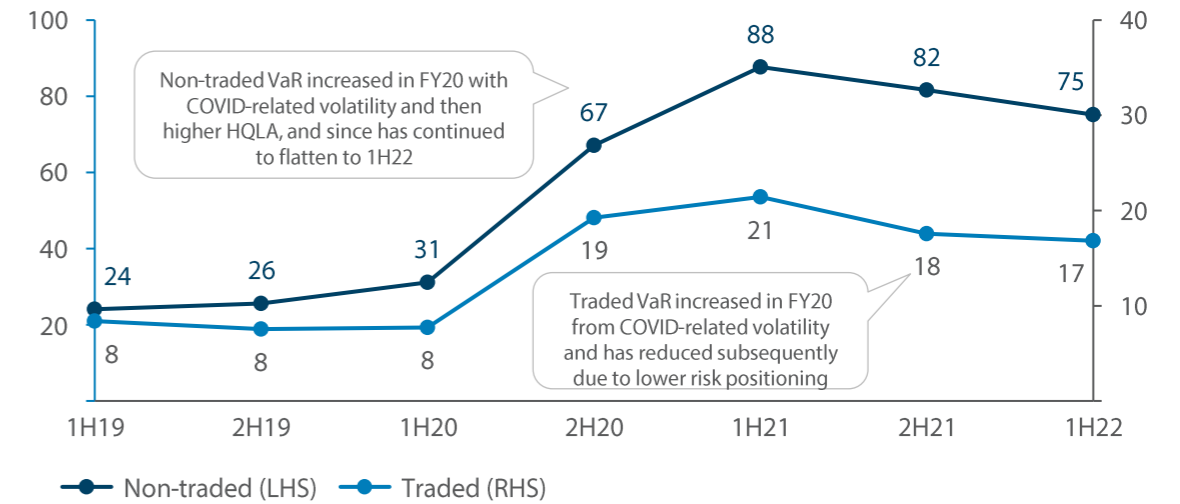


# INSTITUTIONAL - MARKETS INCOME COMPOSITION

MARKETS INCOME COMPOSITION (\$m)



MARKETS AVG VALUE AT RISK (99% VaR \$m)



Product	Drivers of Franchise Income
Foreign Exchange	Customer FX hedging demand, currency volatility, currency bid-offer spreads
Rates	Customer interest rate and cross-currency hedging demand, Repo demand and spreads, Government issuance volumes
Commodities	Customer hedging demand, commodity price spreads
Credit and Capital Markets	Credit: Bond turnover, bid-offer spreads, credit spreads Capital Markets: Customer bond issuance

Basis: Continuing Operations Excluding Large / Notable items

# 2022 HALF YEAR RESULTS

TREASURY

INVESTOR DISCUSSION PACK



# REGULATORY CAPITAL

## CAPITAL UPDATE

- Level 2 CET1 ratio of 11.5% and 18.0% on an Internationally Comparable basis<sup>1</sup>, above APRA's 'Unquestionably Strong' benchmark<sup>2</sup>. CET1 reduction in the half mainly driven by:
  - Higher underlying CRWA from core lending growth in Institutional
  - Non-CRWA growth predominantly from higher IRRBB RWA reflecting embedded market value losses from steepening long-term rates
  - Completed the announced \$1.5bn share buy-back (\$0.8bn of shares purchased during 1H22)
- Leverage ratio of 5.2% (or 5.9% on an Internationally Comparable basis)
- Level 1 CET1 ratio of 11.1%
  - Excluding APRA's APS111 changes to the treatment of equity investment in subsidiaries, the Level 1 and Level 2 CET1 movement were aligned
  - The net impact from APS111 changes was 13bps in 1H22, or 7bps if including management actions undertaken during 2H21 (~90% of APS111 impacts mitigated)

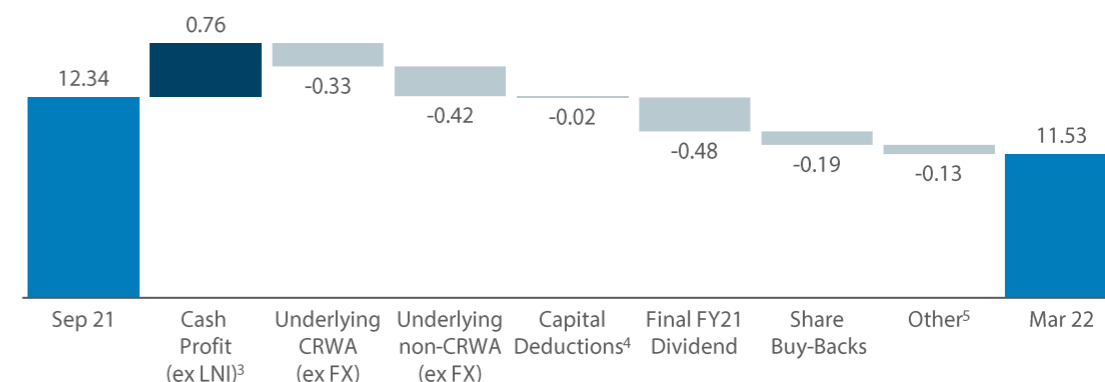
## DIVIDEND

- Interim Dividend of 72 cents fully franked, ~64% DPOR on a Cash Continuing ex LNI basis and within ANZ's sustainable DPOR range

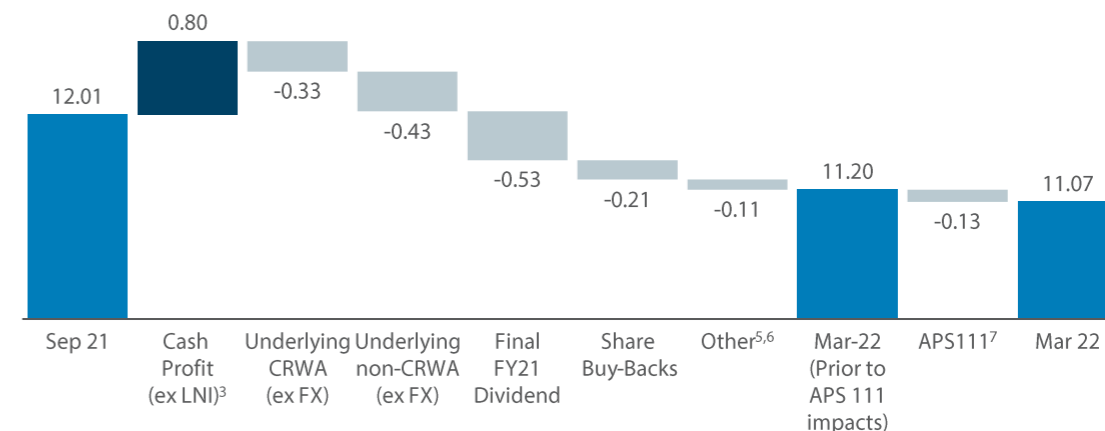
## REGULATORY UPDATE

- Progressing with implementation of APRA Capital Reforms (1 January 2023 effective date) and RBNZ transition

## APRA LEVEL 2 COMMON EQUITY TIER 1 (CET1) RATIO (%)



## APRA LEVEL 1 COMMON EQUITY TIER 1 (CET1) RATIO (%)



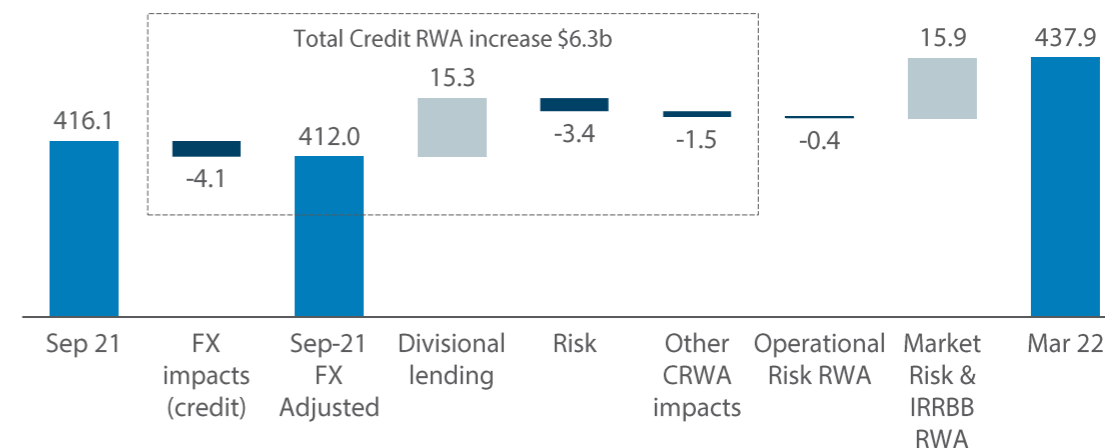
1. Internationally Comparable methodology aligns with APRA's information paper entitled International Capital Comparison Study (13 July 2015). Basel III Internationally Comparable ratios do not include an estimate of the Basel I capital floor 2. Based on APRA information paper "Strengthening banking system resilience – establishing unquestionably strong capital ratios" released in July 2017 3. Excludes Large / Notable items 4. Mainly comprises the movement in retained earnings in deconsolidated entities and equity accounted growth in associates 5. Other impacts include movements in deferred tax asset deduction, M&A transactions, Net RWA imposts & net other impacts 6. Level 1 Other includes Capital Deductions (-2bp) 7. APRA's changes to APS111: Measurement of Capital took effect from 1 January 2022 and resulted in a \$2.1bn (~60bps) impact prior to any management actions.



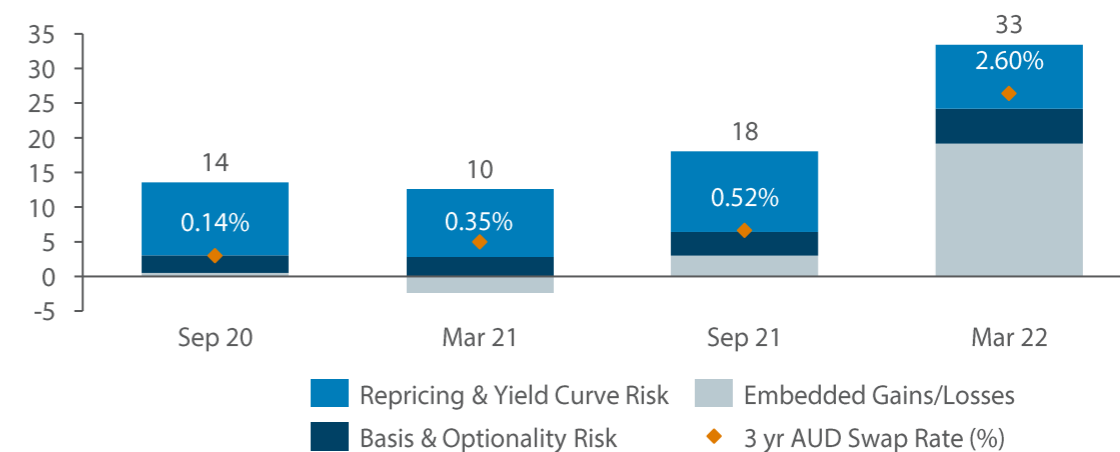
# REGULATORY CAPITAL

Key Capital Ratios (%)	Mar 21	Sep 21	Mar 22
Level 2 CET1 capital ratio	12.4	12.3	11.5
Level 2 CET1 HoH mvmt	110 bps	-10 bps	-81 bps
Additional Tier 1 capital ratio	1.9	2.0	1.7
Tier 1 capital ratio	14.3	14.3	13.2
Tier 2 capital ratio	4.0	4.1	3.4
Total regulatory capital ratio	18.3	18.4	16.6
Leverage ratio	5.5	5.5	5.2
Risk weighted assets	\$408.2b	\$416.1b	\$437.9b
Level 1 CET1 capital ratio	12.2	12.0	11.1
Level 1 CET1 HoH mvmt	103 bps	-22 bps	-94 bps
Level 2 vs Level 1 mvmt	7 bps	12 bps	13 bps
Level 1 risk weighted assets	\$374.9b	\$379.4b	\$370.7b
Internationally comparable ratios <sup>1</sup> (%)			
Leverage ratio	6.2	6.1	5.9
Level 2 CET1 capital ratio	18.1	18.3	18.0

## RISK WEIGHTED ASSETS (\$b)



## RISK WEIGHTED ASSETS - IRRBB (\$b)

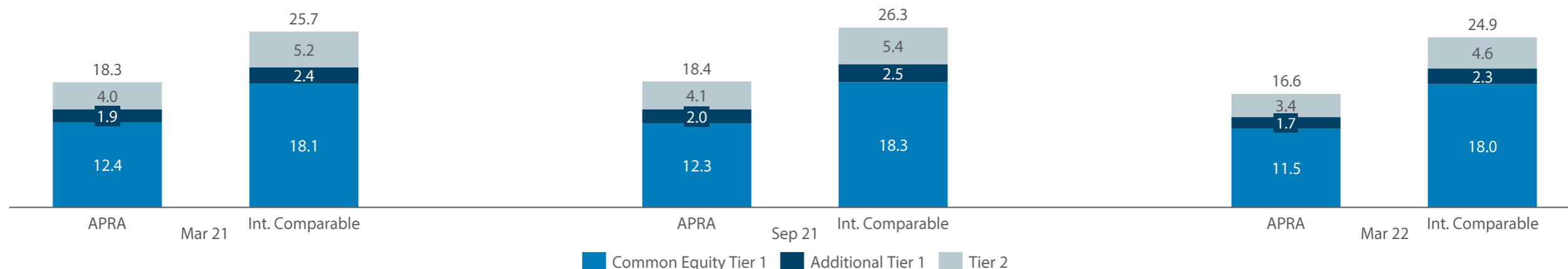


1. Internationally Comparable methodology aligns with APRA's information paper entitled International Capital Comparison Study (13 July 2015). Basel III Internationally Comparable ratios do not include an estimate of the Basel I capital floor



# INTERNATIONALLY COMPARABLE<sup>1</sup> REGULATORY CAPITAL POSITION

## LEVEL 2 CAPITAL RATIO (APRA VS INTERNATIONALLY COMPARABLE)<sup>2</sup> (%)



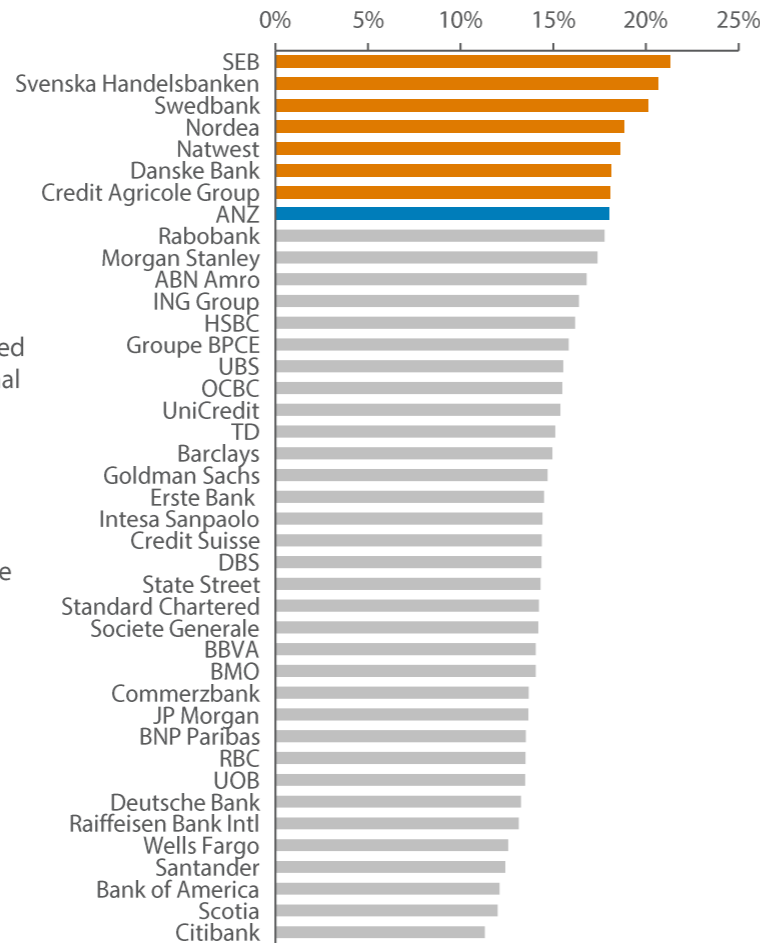
APRA Level 2 CET1 Ratio - 31 March 2022		11.5%
Corporate undrawn EAD and unsecured LGD adjustments	Australian ADI unsecured corporate lending LGDs and undrawn CCFs exceed those applied in many jurisdictions	+1.8%
Equity Investments & DTA	APRA requires 100% deduction from CET1 vs. Basel framework which allows concessional threshold prior to deduction	+1.0%
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	+1.4%
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	+1.0%
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 - 31 March 2022		18.0%

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. Sum of individual capital ratios may not be equal to Total Capital ratio due to rounding



# CET1 AND LEVERAGE IN A GLOBAL CONTEXT

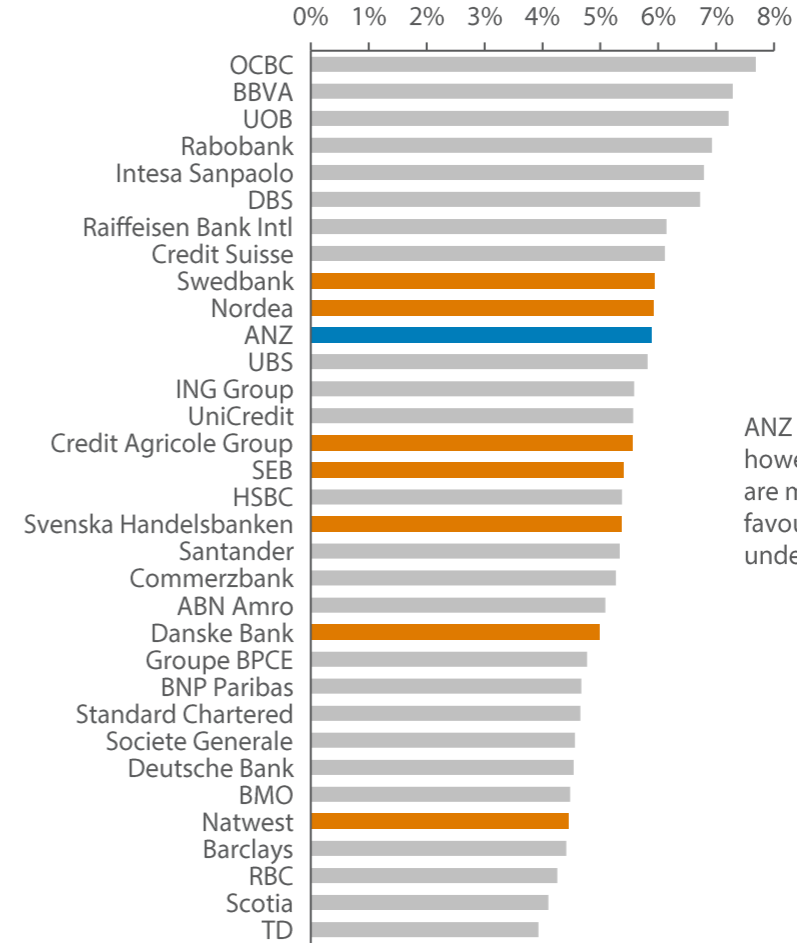
## CET1 RATIOS<sup>1,2</sup>



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)

## LEVERAGE<sup>1,2,3</sup>



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 and share buy-backs, 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

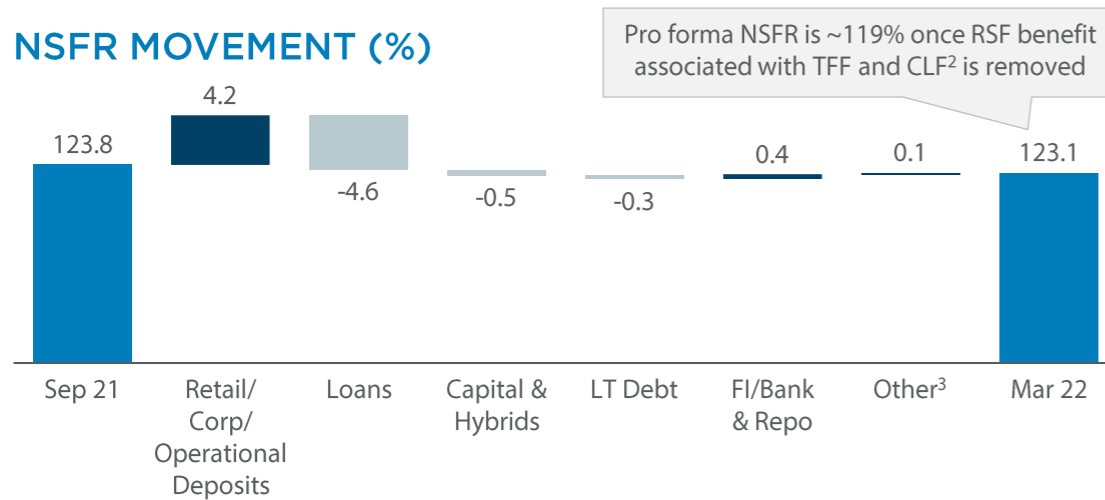
2. Based on Group 1 banks as identified by the BIS (internationally active banks with Tier 1 capital of more than €3 billion)

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

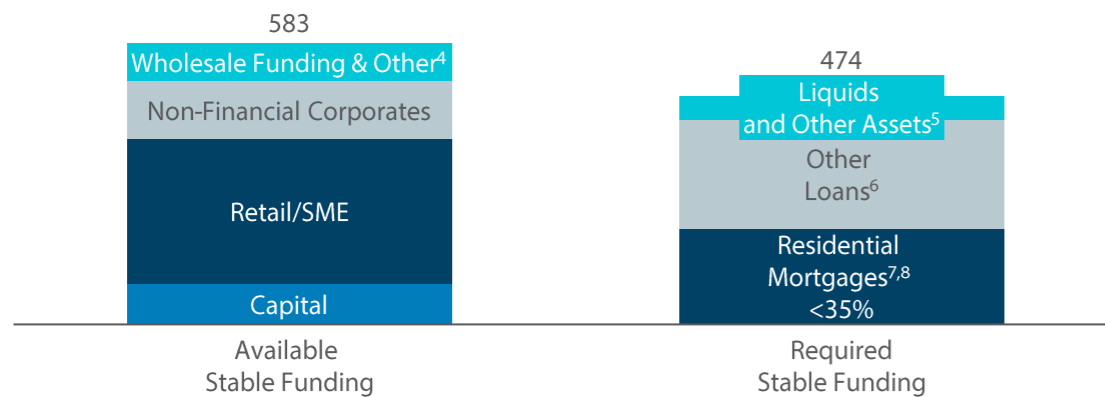


# BALANCE SHEET STRUCTURE<sup>1</sup>

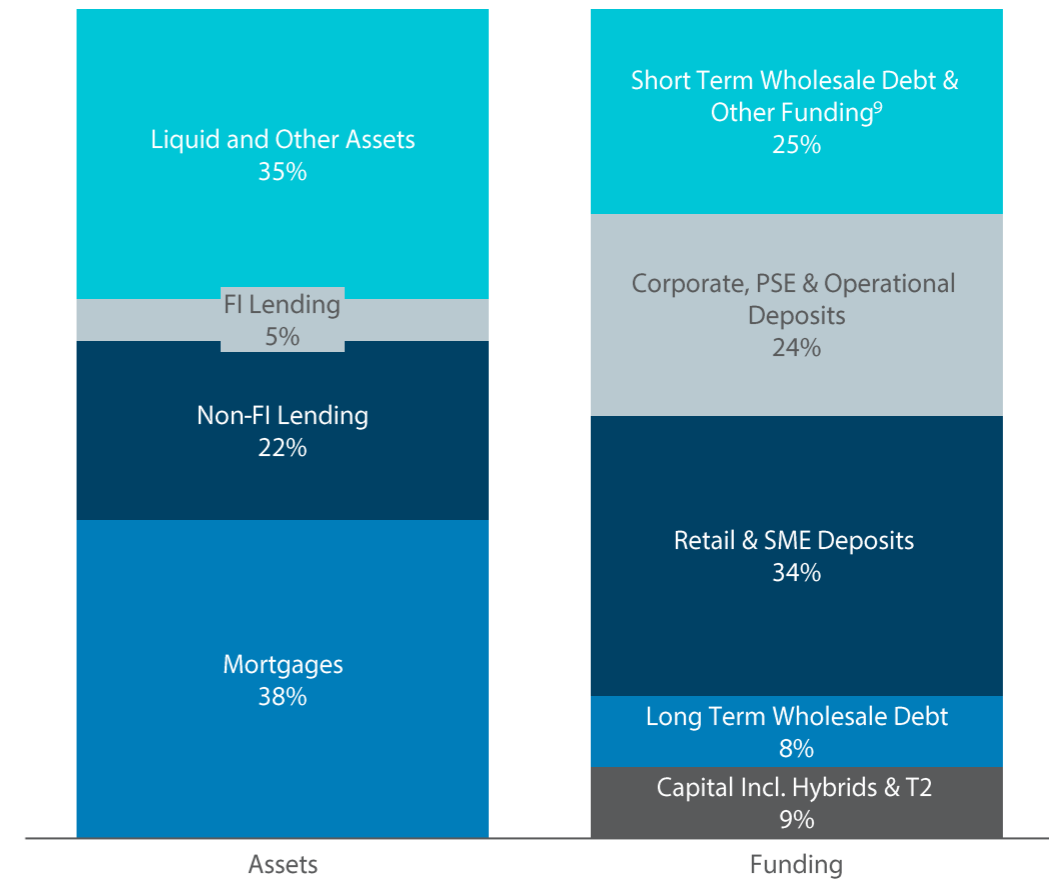
## NSFR MOVEMENT (%)



## NSFR COMPOSITION (Mar-22 \$b)



## BALANCE SHEET COMPOSITION (Mar-22)

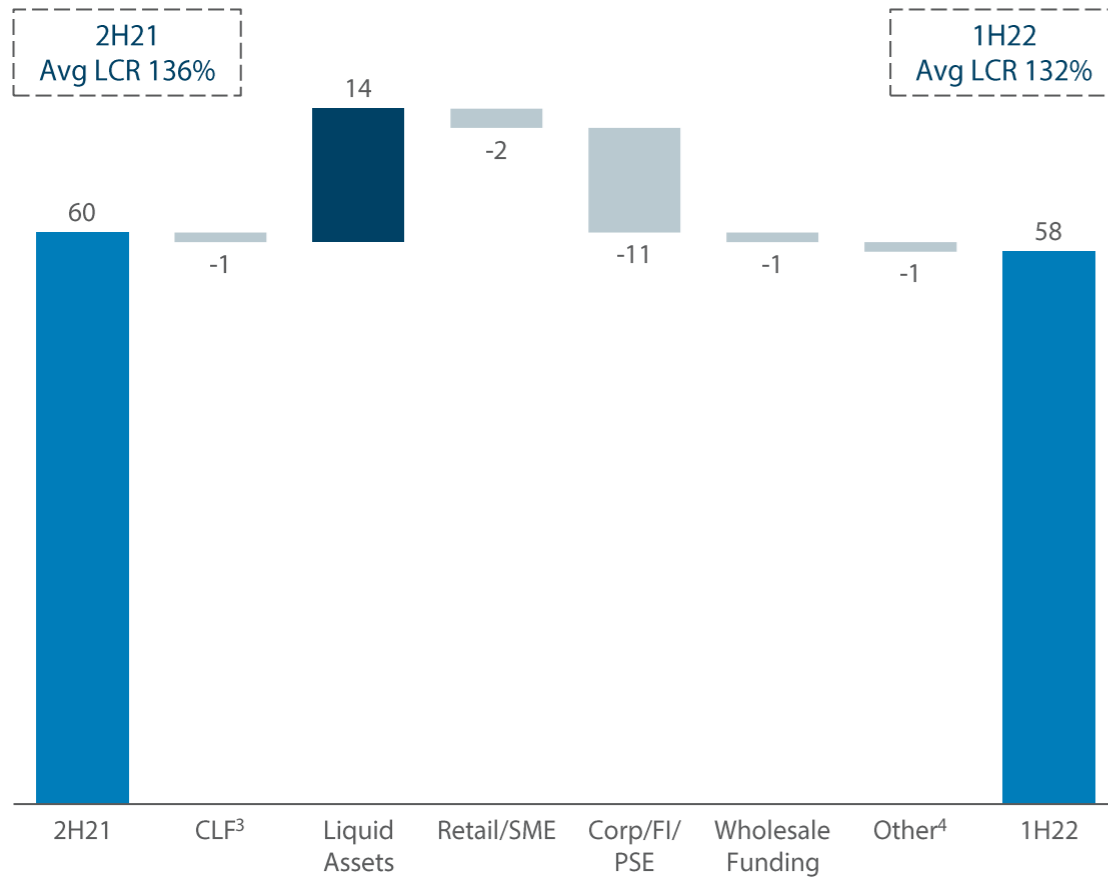


1. NSFR Required Stable Funding (RSF) and Available Stable Funding (ASF) categories and all figures shown are on a Level 2 basis per APRA prudential standard APS210 2. RBA CLF decreased by \$2.7bn from 1 January 2022 to \$8.0bn. Consistent with APRA's requirement, ANZ's CLF will decrease to zero through reductions of \$2.7bn on 1 May 2022, 1 September 2022 and 1 January 2023 3. Net of other ASF and other RSF, net FX impacts and Liquids 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-secured 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. Includes FI/Bank deposits, Repo funding and other short dated liabilities

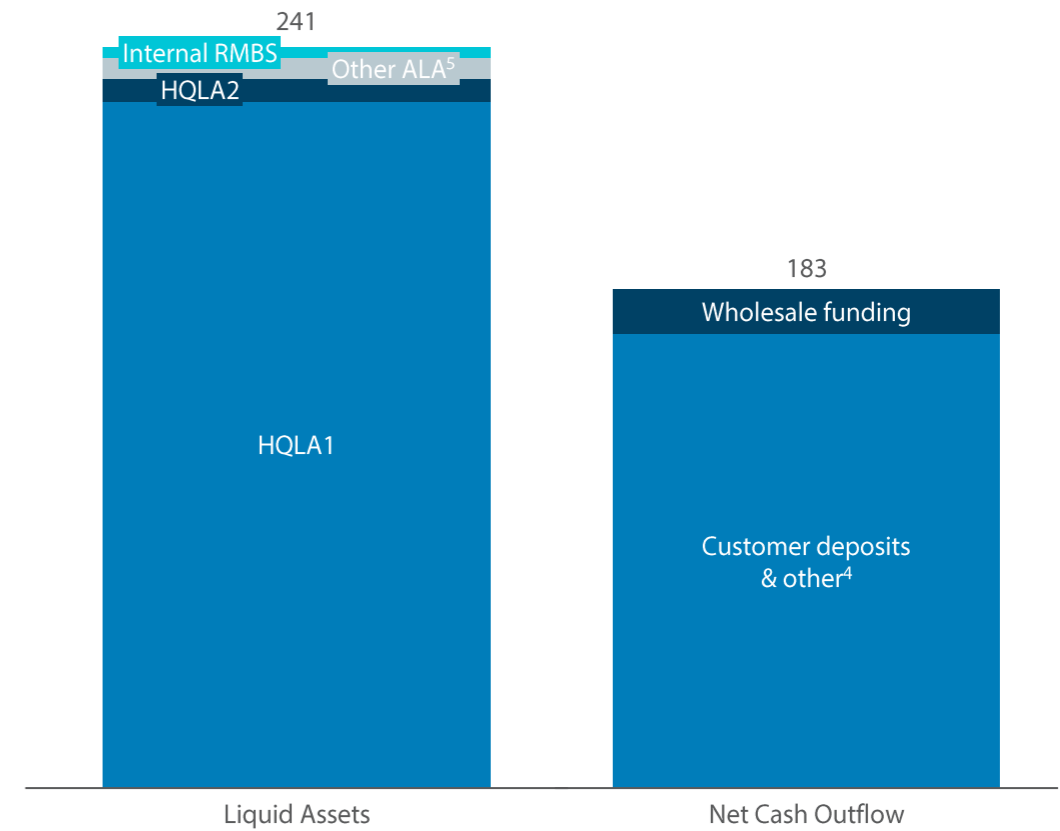


# LIQUIDITY COVERAGE RATIO (LCR) SUMMARY<sup>1</sup>

MOVEMENT IN AVERAGE LCR SURPLUS<sup>2</sup> (\$b)



LCR COMPOSITION (AVERAGE 1H22, \$b)



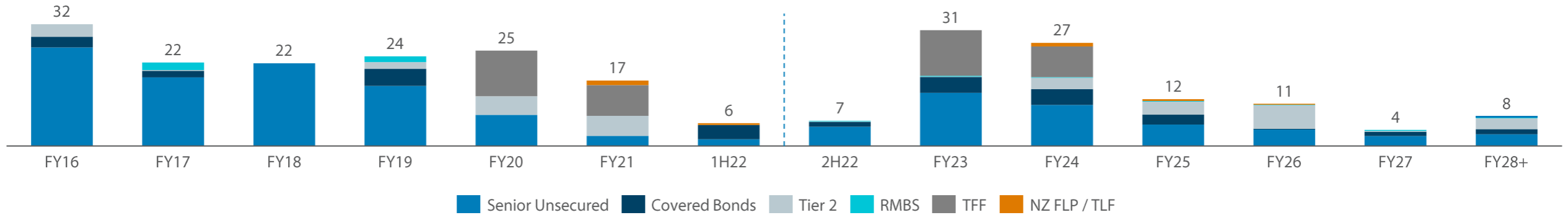
1. All figures shown on a Level 2 basis as per APRA Prudential Standard APS210  
 2. LCR surplus excludes surplus liquids considered non-transferrable across the Group. As at 31 March 2022, this included \$12b of surplus liquids held in NZ  
 3. RBA CLF decreased by \$2.7b from 1 January 2022 to \$8.0b. Consistent with APRA's requirement, ANZ's CLF will decrease to zero through reductions of \$2.7bn on 1 May 2022, 1 September 2022 and 1 January 2023  
 4. 'Other' includes off-balance sheet and cash inflows  
 5. 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



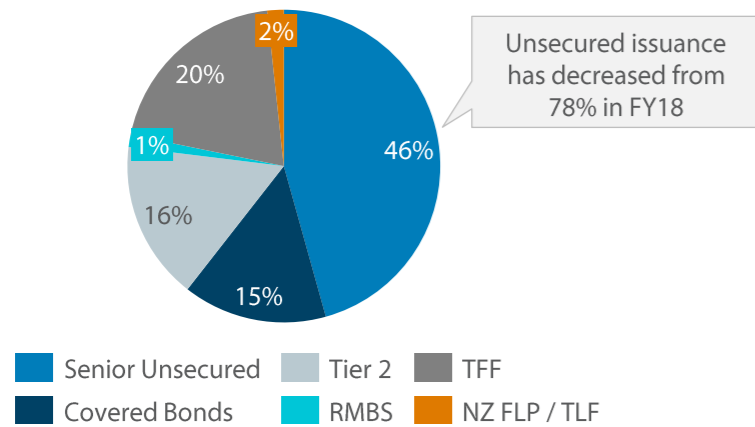


# TERM WHOLESALE FUNDING PORTFOLIO<sup>1</sup>

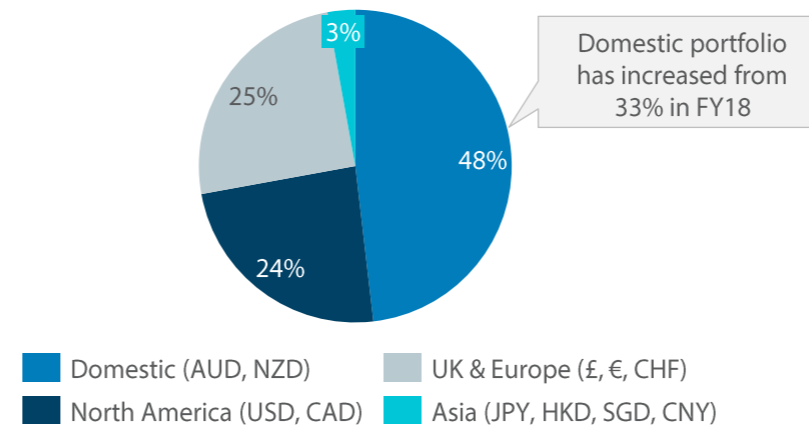
## ISSUANCE (\$b)



## PORTFOLIO



## PORTFOLIO BY CURRENCY



- ANZ’s term funding requirements depend on market conditions, balance sheet needs and exchange rates, amongst other factors
- ANZ’s cumulative CLF reduction (\$8.0b) and TFF maturities (\$20b) over next 2.5 years is very manageable
- Current total term wholesale funding outstanding of ~\$100b (incl TFF) has reduced by ~\$14b since 2018
- Subject to customer balance sheet movements, ANZ is transitioning towards more historic term funding requirements

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

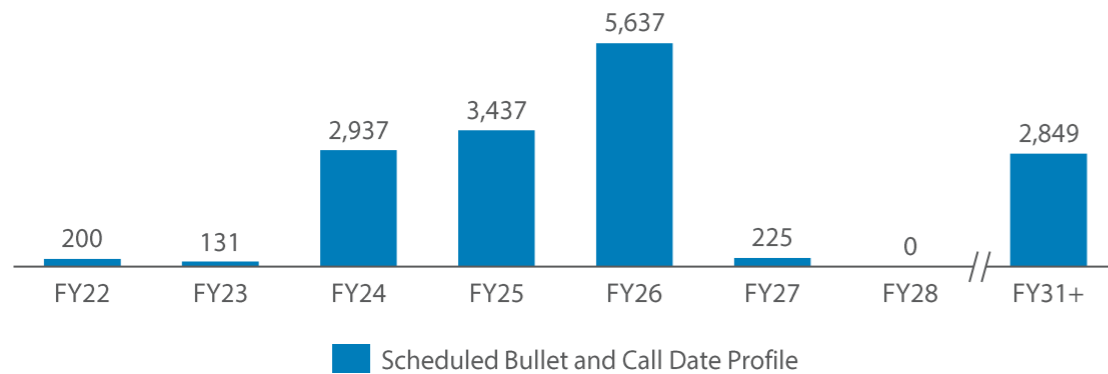


# ANZ'S TIER 2 CAPITAL PROFILE<sup>1</sup>

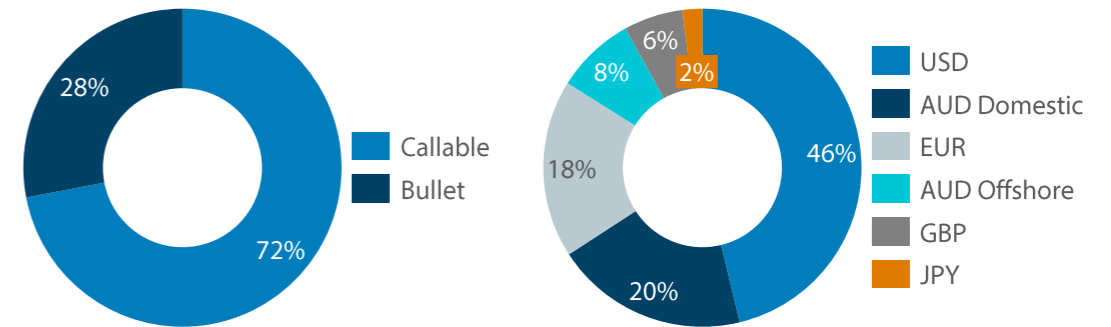
## ANZ'S TIER 2 CAPITAL REQUIREMENT TO PROGRESSIVELY INCREASE TO MEET TLAC REQUIREMENT

- ANZ BGL issued \$11.4b since July 2019 across AUD, EUR, GBP, and USD
- Future T2 issuance needs expected to be approximately \$5b per annum
- APRA announced a finalised Tier 2 capital requirement of 6.5% of RWA by 1 January 2026 (current Tier 2 ratio is 3.4%)
- 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
- In addition to ANZ BGL T2 TLAC needs, ANZ NZ has modest T2 requirements of 2% of ANZ NZ RWA by 2028. ANZ NZ issued an inaugural NZD \$600m T2 under these rules in September 2021
- Well managed amortisation profile provides flexibility regarding issuance tenor

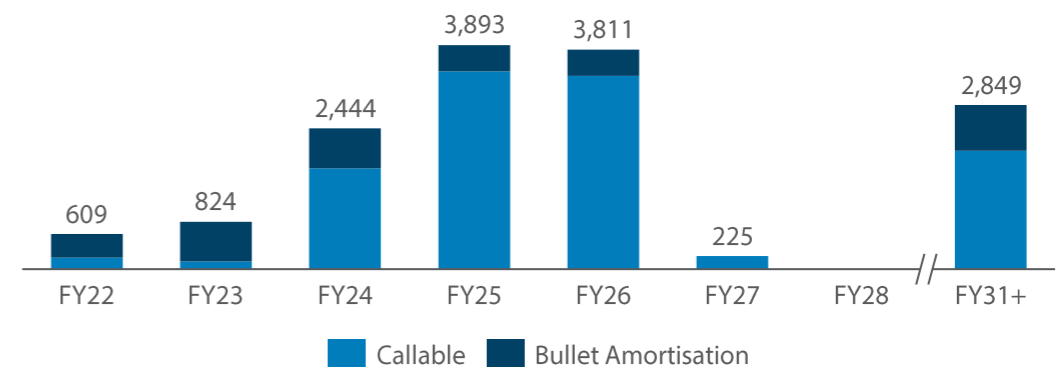
## FUNDING PROFILE (NOTIONAL AMOUNT \$m)



## TIER 2 CAPITAL (NOTIONAL AMOUNT)



## CAPITAL AMORTISATION PROFILE<sup>2</sup> (\$m)



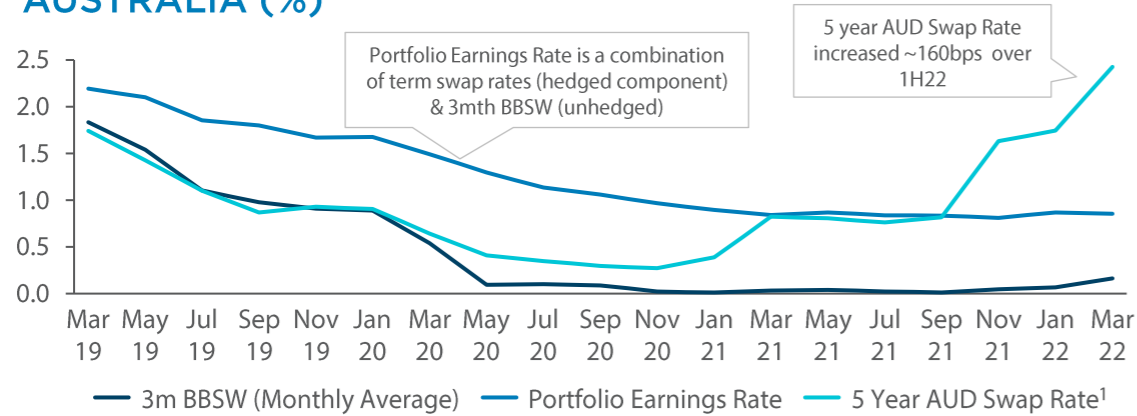
1. Profile is AUD equivalent based on historical FX, excluding Perpetual Floating rate notes issued 30 October 1986 and ANZ NZ \$600m floating rate notes issued September 2021. Comprises Tier 2 capital in the form of Capital Securities only (i.e. does not include other Tier 2 capital such as eligible General reserve for impairment of financial assets)

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



# CAPITAL & REPLICATING DEPOSITS PORTFOLIO

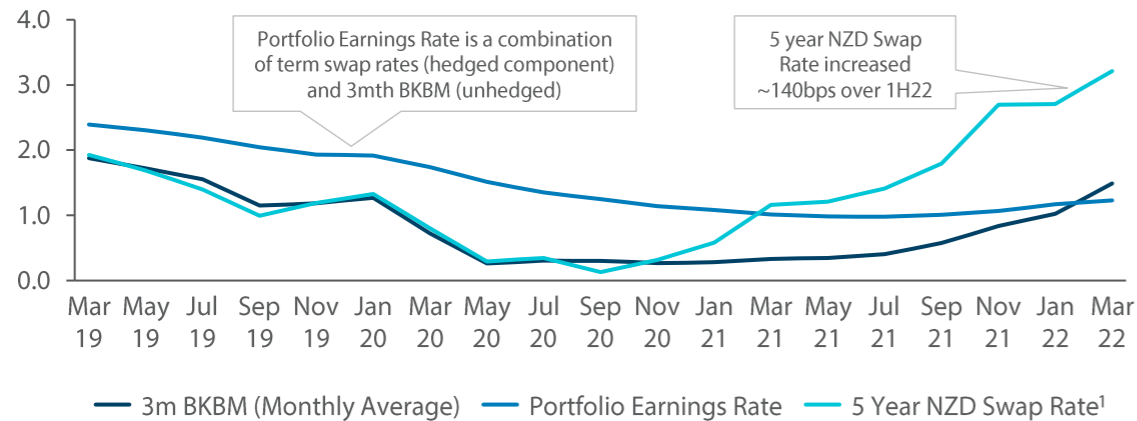
## AUSTRALIA (%)



## PORTFOLIO EARNINGS RATE (AVERAGE %)

	Australia	New Zealand
1H19	2.21%	2.43%
2H19	1.95%	2.21%
1H20	1.64%	1.88%
2H20	1.20%	1.40%
1H21	0.92%	1.09%
2H21	0.85%	0.99%
1H22	0.84%	1.13%

## NEW ZEALAND (%)



## CAPITAL<sup>2</sup> & REPLICATING DEPOSITS PORTFOLIO

	Australia	New Zealand	International
Volume (\$A)	~98b	~35b	~9b
Volume Change (HoH)	~4b increase	~1b increase	Flat
Target Duration	Rolling 3 to 5 years		Various
Proportion Hedged	~66%	~91%	Various

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



# BASEL III CET1 REFORMS AND TLAC FINALISATION

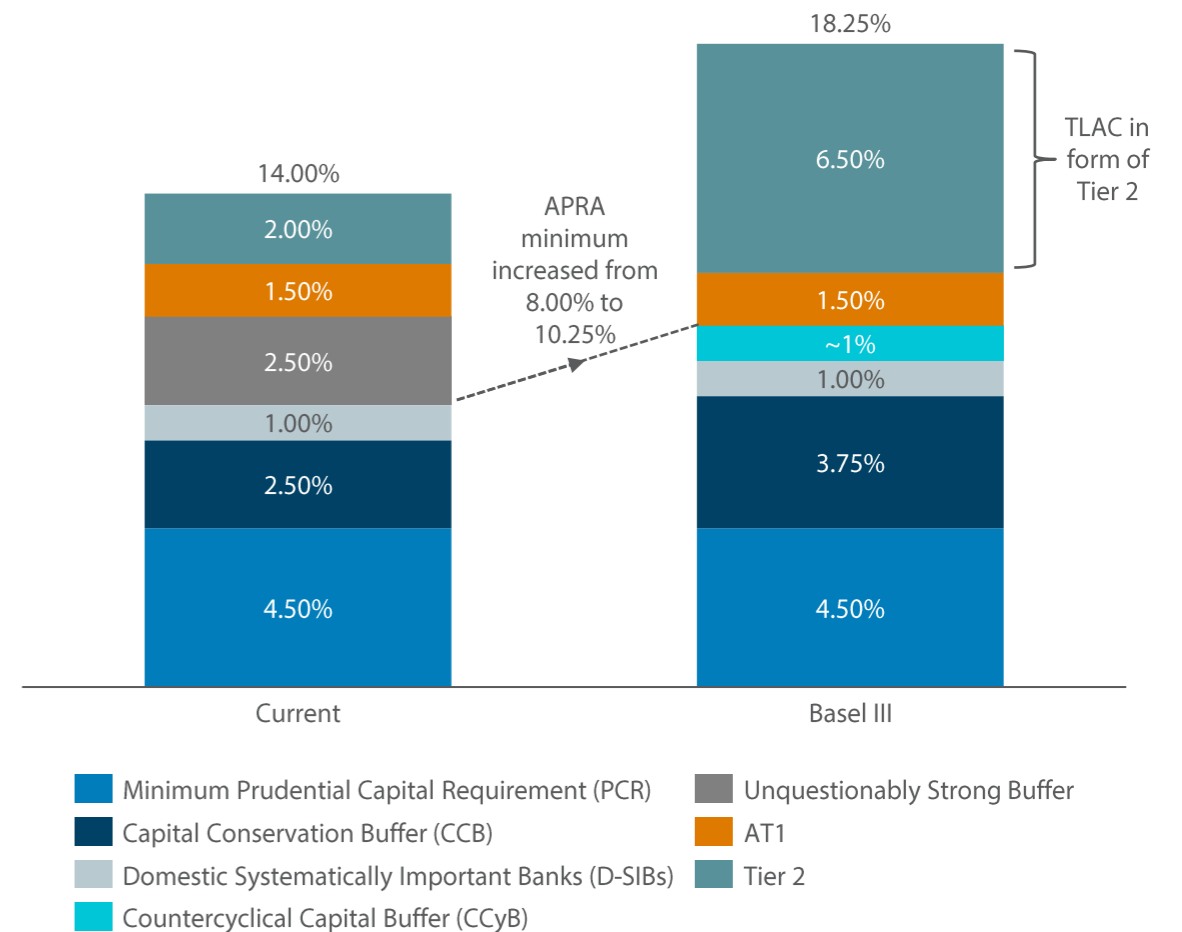
## APRA CET1 REFORMS

- Revisions to capital framework finalised in November 2021
- Implementation on 1 January 2023
- The reforms will result in changes to the calculation and presentation of capital ratios
- APRA has stated that these changes do not require banks to raise additional capital
- Minimum CET1 ratio 10.25% - which includes a baseline countercyclical capital buffer (CCyB) of 1% of Australian assets that can be released in times of systemic stress<sup>1</sup>
- Enhancing risk sensitivity in residential and commercial property portfolios. Higher capital requirement segments such as interest only and investor mortgages
- 72.5% output floor to limit the gap between Standardised and Advanced ADIs
- Aligning RWA of New Zealand banking subsidiaries by applying a similar framework to Reserve Bank of New Zealand

## TLAC FINALISATION

- APRA finalised TLAC requirements at 6.5% of RWA in the form of Tier 2 capital<sup>2</sup>
- Implementation on 1 January 2026
- Interim target of 5% of RWA in the form of Tier 2 capital remains at 1 January 2024

## UPDATED MINIMUM CAPITAL REQUIREMENTS (%)



1. The CCyB is calculated on a bank's Australian assets only. The final CCyB requirement will reduce based on a bank's international exposures  
 2. TLAC requirement of 6.5% is calibrated based on future RWA from APRA's Capital Reforms (effective January 2023) which is expected to be lower than current requirements. As a result, APRA noted the additional TLAC requirement of ~4.5% of RWA under the new capital framework will in dollar terms equate to the lower end of APRA's previously announced TLAC range of 4-5% of RWA.



# CAPITAL & LIQUIDITY FRAMEWORK<sup>1</sup>

	First Half CY2022	Second Half CY2022	CY2023	Implementation Date
RBNZ Capital Framework	Transition			2028
Leverage Ratio				2023
Standardised Approach to Credit Risk				2023
Internal Ratings-based Approach to Credit Risk				2023
Operational Risk				2023
Fundamental Review of the Trading Book (incl. Counterparty Credit Risk)		Consultation	Finalise	2025
Interest Rate Risk in the Banking Book		Finalise		2024
Loss Absorbing Capacity (LAC)	Transition			2026
Contingency and Resolution planning		Finalise		2024
Liquidity	Review		Consultation	TBC

1. Timeline is based on calendar year and is largely based on APRA's 2022 Information Paper - APRA's Policy Priorities (published February 2022)

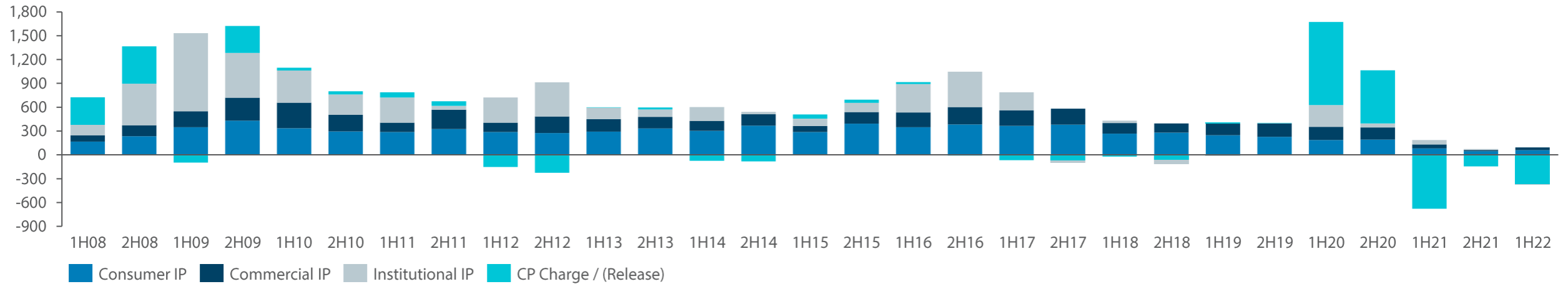
# 2022 HALF YEAR RESULTS

RISK MANAGEMENT  
INVESTOR DISCUSSION PACK

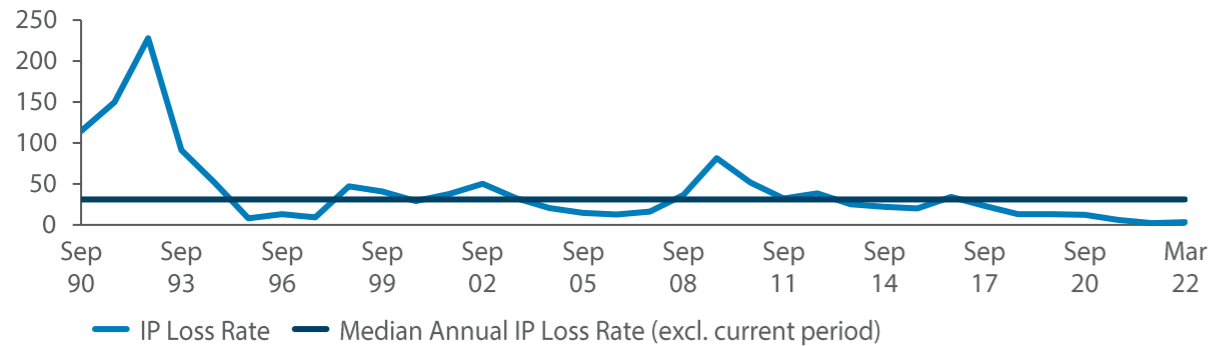


# LONG RUN PROVISIONS & LOSS RATES

## TOTAL CREDIT IMPAIRMENT CHARGE (\$m)



## ANZ HISTORICAL LOSS RATES<sup>1</sup> (bps)



1. IP Charge as a % of average Gross Loans and Advances (GLA)  
 2. IEL: Internal Expected Loss (IEL) is an internal estimate of the average annualised loss likely to be incurred through a credit cycle

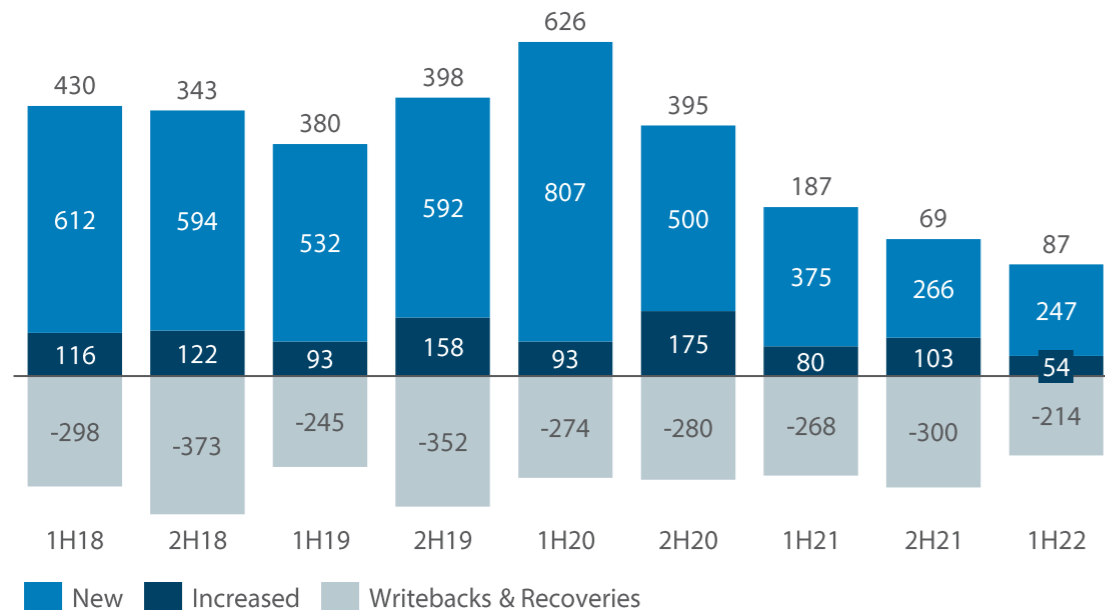
## LONG RUN LOSS RATE (INTERNAL EXPECTED LOSS<sup>2</sup>) (%)

Division	Mar 17	Mar 18	Mar 19	Mar 20	Mar 21	Mar 22
Aus. R&C	0.33	0.31	0.29	0.28	0.24	0.20
New Zealand	0.26	0.21	0.19	0.19	0.15	0.12
Institutional	0.35	0.32	0.27	0.25	0.25	0.21
Pacific	1.60	1.95	1.60	1.30	1.74	2.65
<b>Subtotal</b>	<b>0.33</b>	<b>0.30</b>	<b>0.27</b>	<b>0.26</b>	<b>0.23</b>	<b>0.20</b>
Asia Retail	1.51	0	0	0	0	0
<b>Total</b>	<b>0.35</b>	<b>0.30</b>	<b>0.27</b>	<b>0.26</b>	<b>0.23</b>	<b>0.20</b>

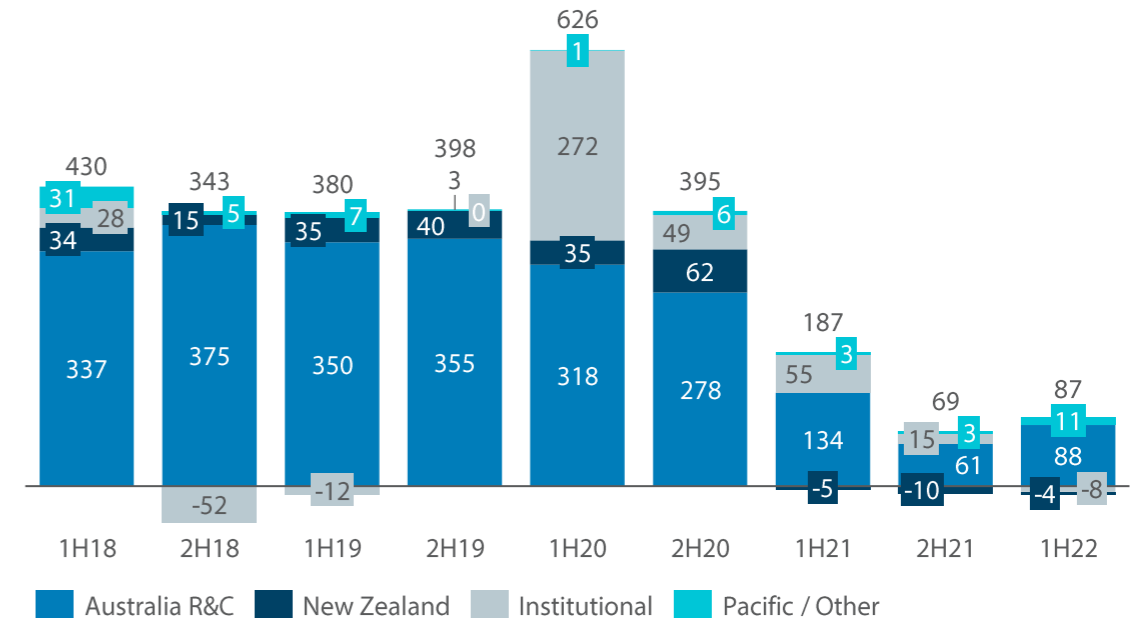


# INDIVIDUAL PROVISION (IP) CHARGE

IP CHARGE (\$m)



IP CHARGE BY DIVISION (\$m)



Ratios	1H18	2H18	1H19	2H19	1H20	2H20	1H21	2H21	1H22
IP loss rate (bps) <sup>1</sup>	15	12	12	13	20	12	6	2	3
Total loss rate (bps) <sup>1</sup>	14	9	13	13	53	33	-16	-2	-9
IP balance / Gross Impaired Assets	50%	43%	42%	40%	42%	36%	33%	35%	37%

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



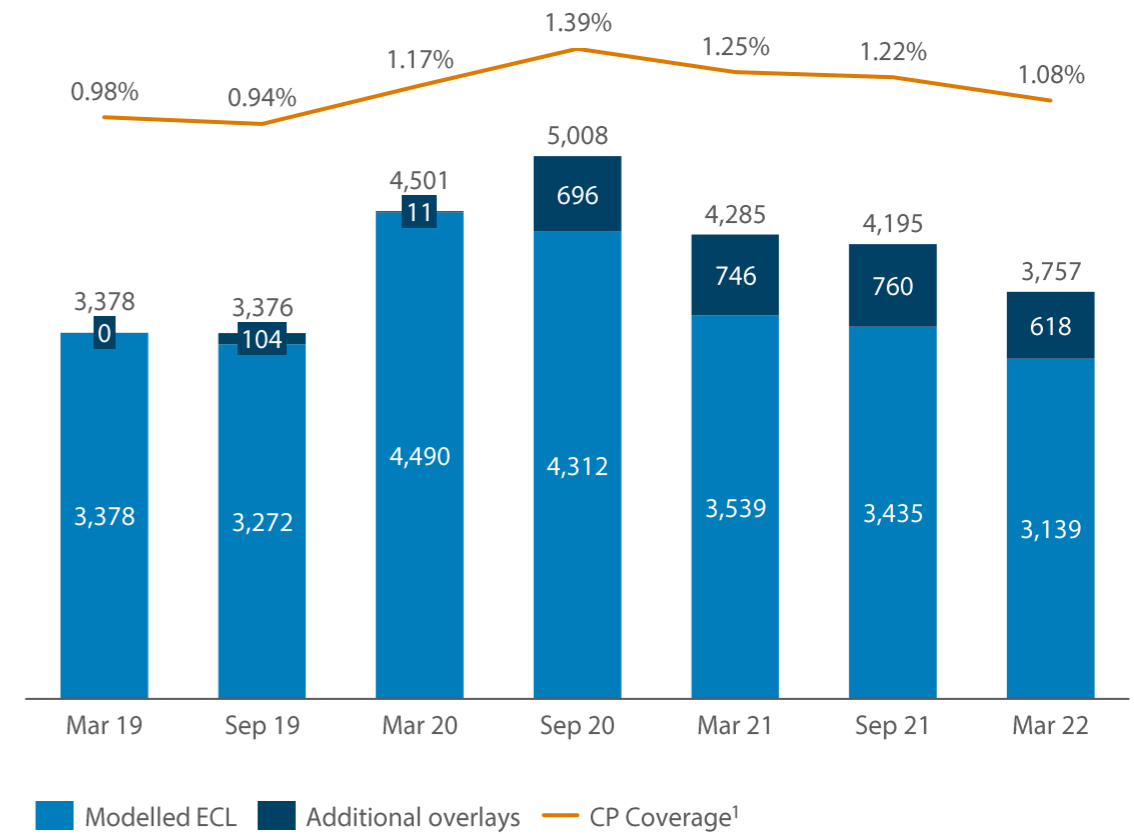


# COLLECTIVE PROVISION (CP) BALANCE & CHARGE

## CP CHARGE (\$m)

	1H19	2H19	1H20	2H20	1H21	2H21	1H22
CP charge	13	4	1,048	669	-678	-145	-371
Volume/Mix	-28	-51	0	46	-199	-83	-98
Change in Risk	-40	19	17	44	-112	-41	-172
Economic forecast & scenario weights	99	31	1,124	-106	-417	-31	37
Additional overlays	-18	5	-93	685	50	10	-138

## CP BALANCE BY CATEGORY (\$m)



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



# COLLECTIVE PROVISION (CP) BALANCE

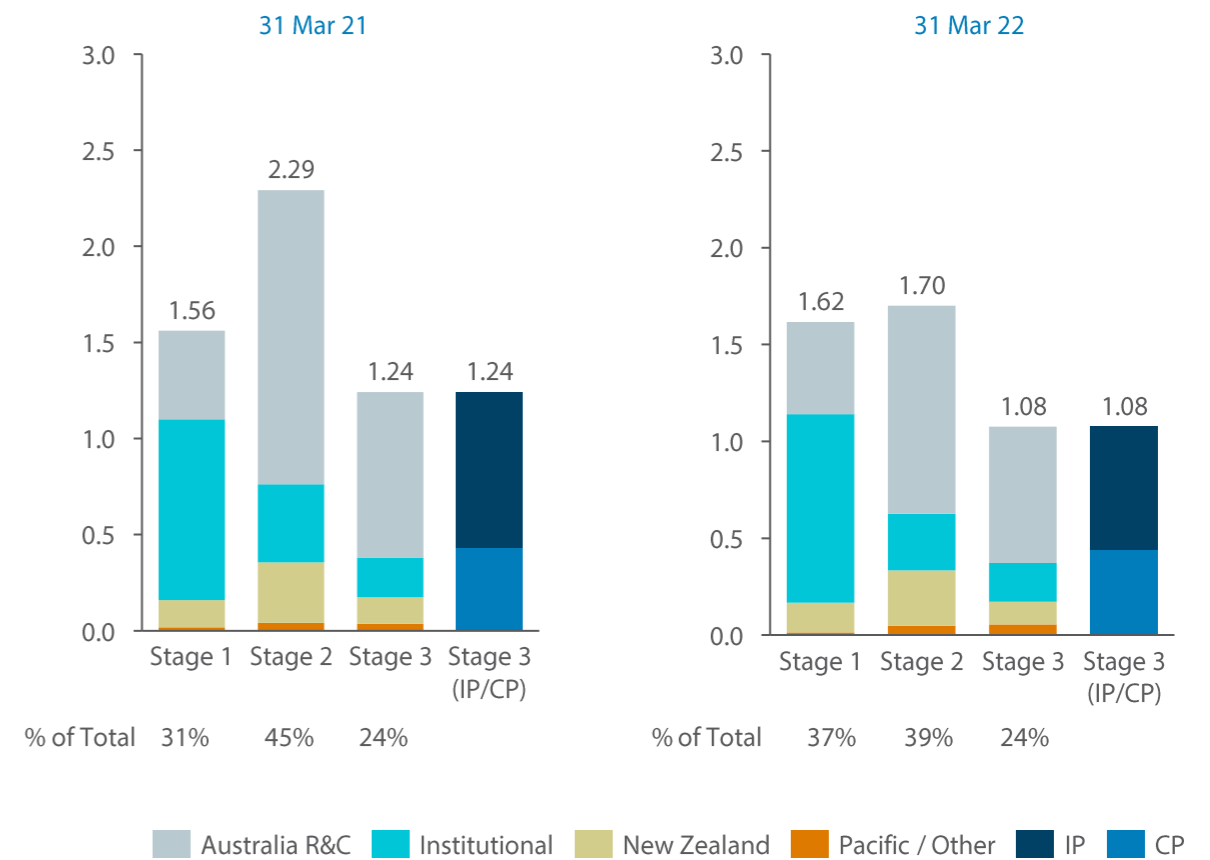
## CP BALANCE BY DIVISION (\$b)

	Mar 19	Sep 19	Mar 20	Sep 20	Mar 21	Sep 21	Mar 22
Australia R&C	1.83	1.80	2.32	2.85	2.33	2.23	1.89
Institutional	1.13	1.17	1.59	1.51	1.36	1.35	1.28
New Zealand	0.37	0.37	0.54	0.57	0.51	0.53	0.50
Pacific & Other	0.04	0.04	0.05	0.08	0.08	0.10	0.09
<b>Total</b>	<b>3.38</b>	<b>3.38</b>	<b>4.50</b>	<b>5.01</b>	<b>4.29</b>	<b>4.20</b>	<b>3.76</b>

## CP BALANCE BY PORTFOLIO (\$b)

	Mar 19	Sep 19	Mar 20	Sep 20	Mar 21	Sep 21	Mar 22
Corporate	1.59	1.62	2.22	2.30	2.13	2.09	1.87
Specialised Lending	0.18	0.19	0.29	0.32	0.28	0.27	0.23
Residential Mortgage	0.49	0.52	0.81	1.06	0.78	0.79	0.71
Retail (ex Mortgages)	1.05	0.97	1.10	1.25	1.04	0.96	0.87
Sovereign / Banks	0.07	0.08	0.08	0.08	0.06	0.09	0.08
<b>Total</b>	<b>3.38</b>	<b>3.38</b>	<b>4.50</b>	<b>5.01</b>	<b>4.29</b>	<b>4.20</b>	<b>3.76</b>

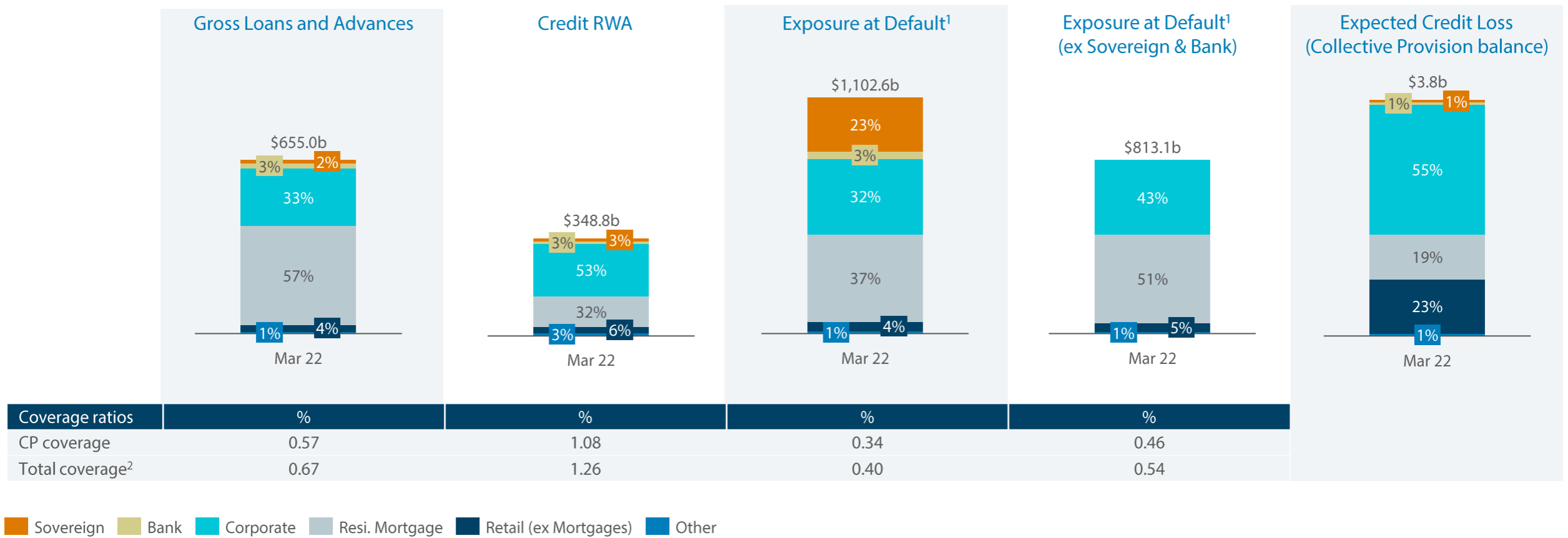
## PROVISION BALANCE BY STAGE (\$b)





# PORTFOLIO COMPOSITION AND COVERAGE RATIOS

## PORTFOLIO COMPOSITION

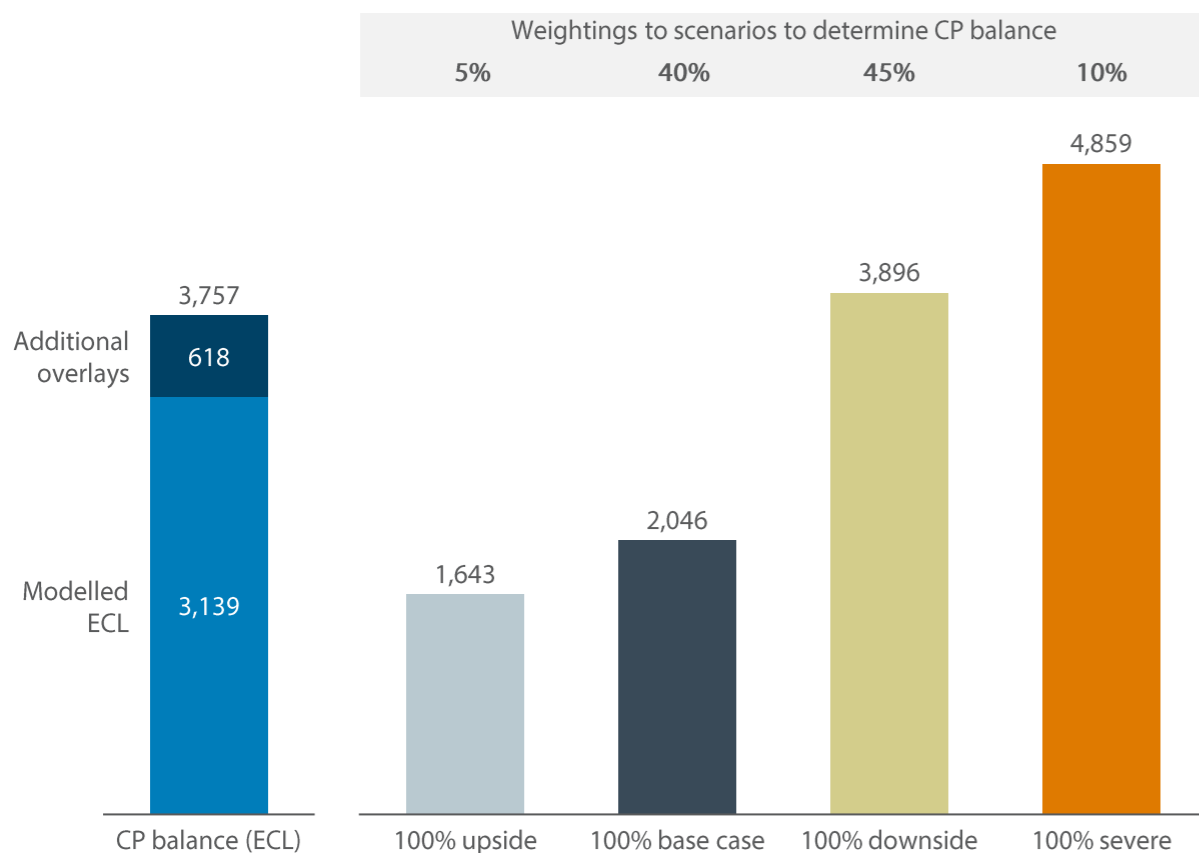


1. EAD excludes amounts for 'Securitisation' and 'Other Assets' Basel classes, as per APS330. Data provided is on a Post CRM basis, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral  
 2. Individual Provision balance and Collective Provision balance



# EXPECTED CREDIT LOSS – ECONOMIC SCENARIOS: MODELLED OUTCOMES (COLLECTIVE PROVISION BALANCE SCENARIOS)<sup>1</sup>

MAR 22 (\$m)



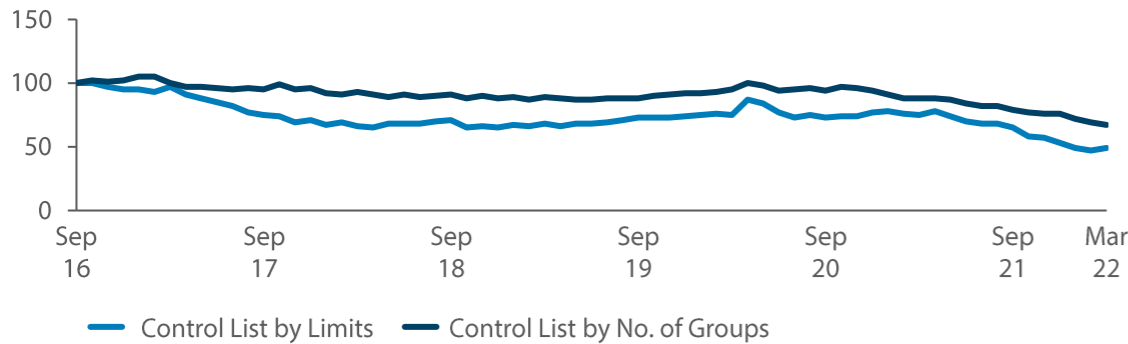
ECONOMIC SCENARIOS	BASE CASE <sup>2</sup>				
	31 March 22	CY2019A	CY2020A	CY2021A	CY2022F
<b>AUSTRALIA</b>					
GDP change <sup>3</sup>	1.8%	-2.4%	4.5%	4.6%	2.7%
Unemployment rate <sup>4</sup>	5.2%	6.5%	5.1%	3.6%	3.3%
Resi. property price change <sup>3</sup>	3.0%	1.9%	21.0%	8.0%	-5.8%
<b>NEW ZEALAND</b>					
GDP change <sup>3</sup>	2.2%	-3.0%	5.5%	2.4%	2.8%
Unemployment rate <sup>4</sup>	4.1%	4.6%	3.8%	3.0%	3.0%
Resi. property price change <sup>3</sup>	5.3%	15.6%	26.5%	-6.0%	3.3%

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. CY2020A, CY2021A & CY2022F: 12 months to December Year on Year change  
 4. Annual average: 12 months to December

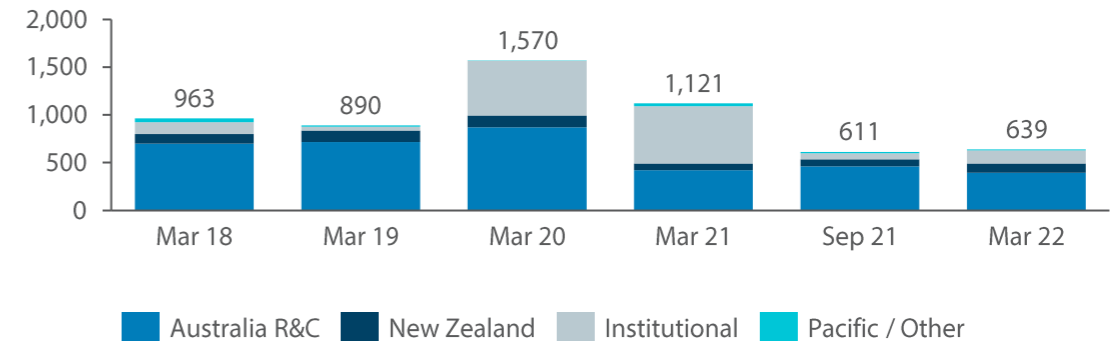


# IMPAIRED ASSETS

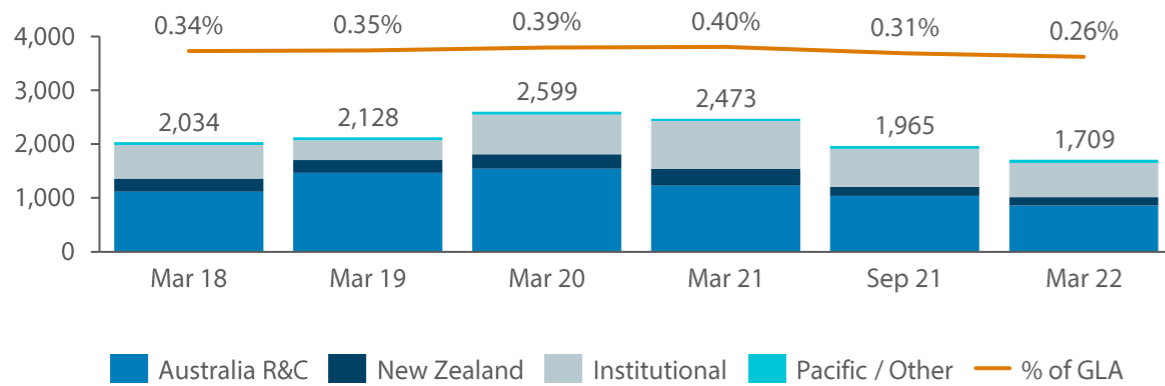
## CONTROL LIST (INDEX SEP-16 =100)



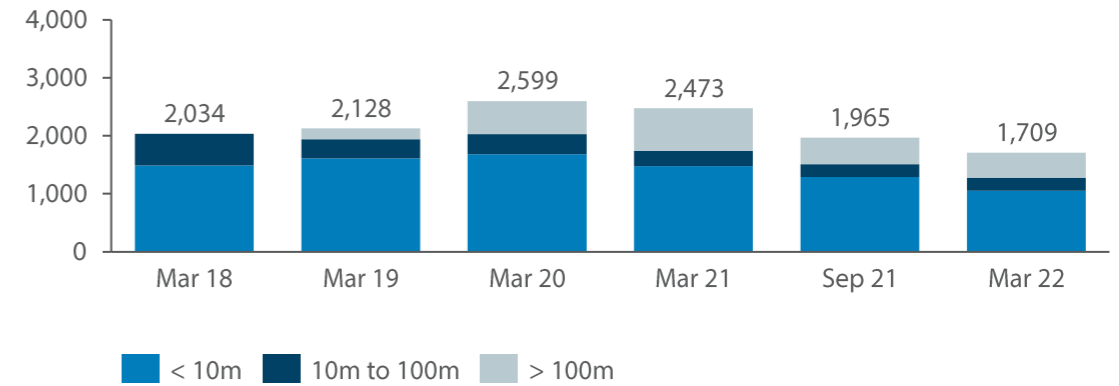
## NEW IMPAIRED ASSETS BY DIVISION (\$m)



## GROSS IMPAIRED ASSETS BY DIVISION (\$m)



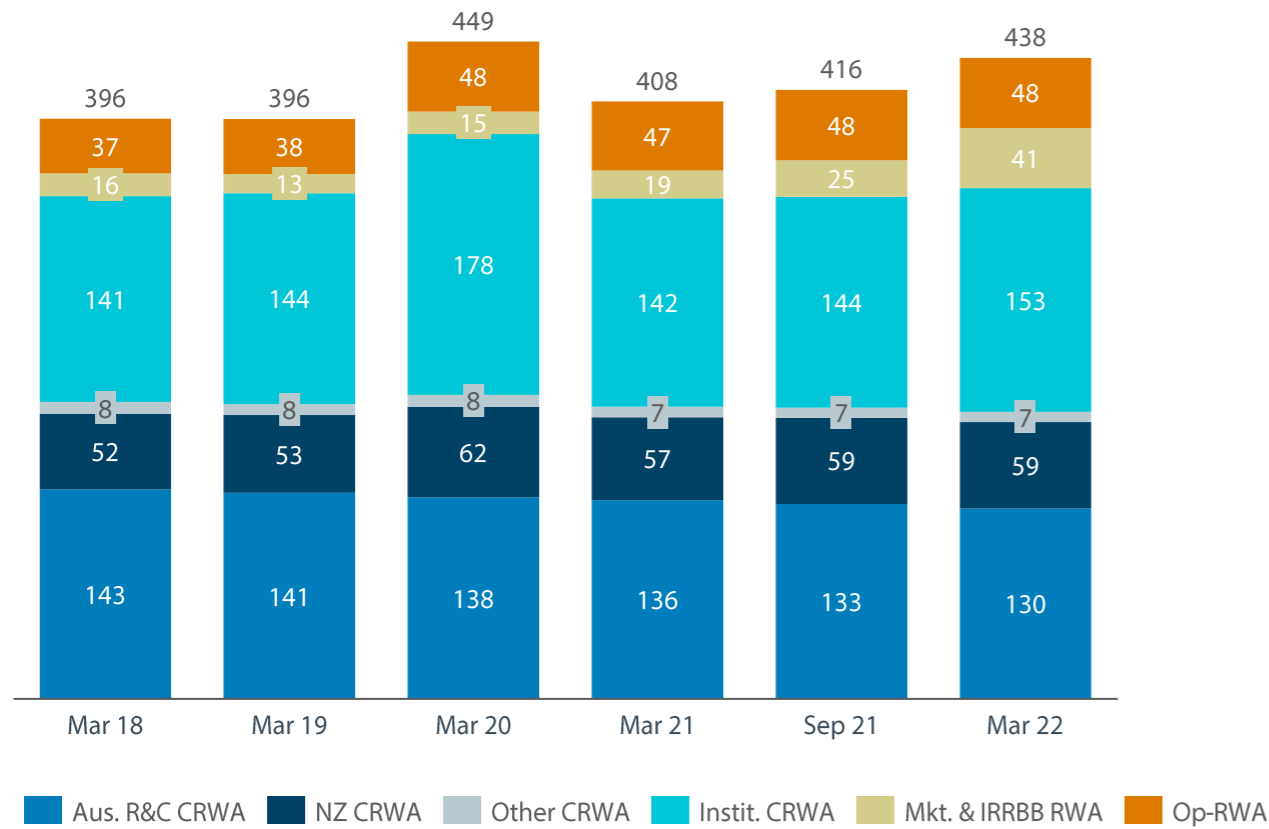
## GROSS IMPAIRED ASSETS BY EXPOSURE SIZE (\$m)



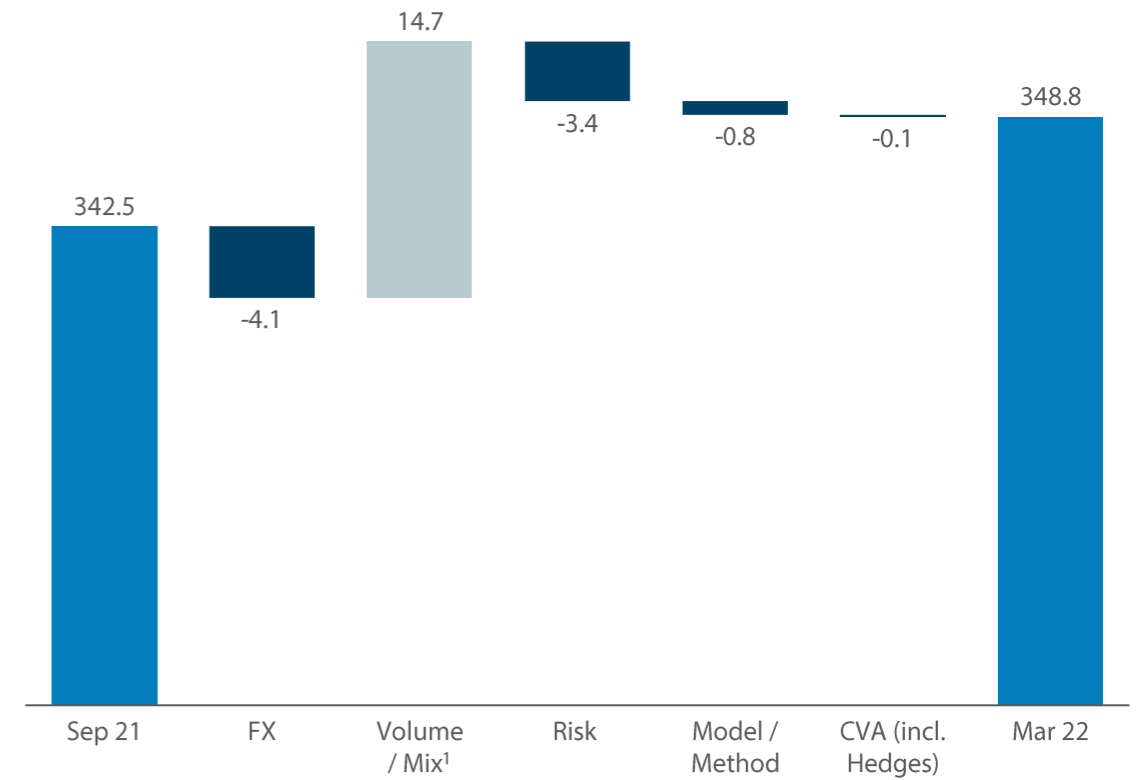


# RISK WEIGHTED ASSET (RWA)

TOTAL RWAs (\$b)



CREDIT RWA DRIVERS (\$b)

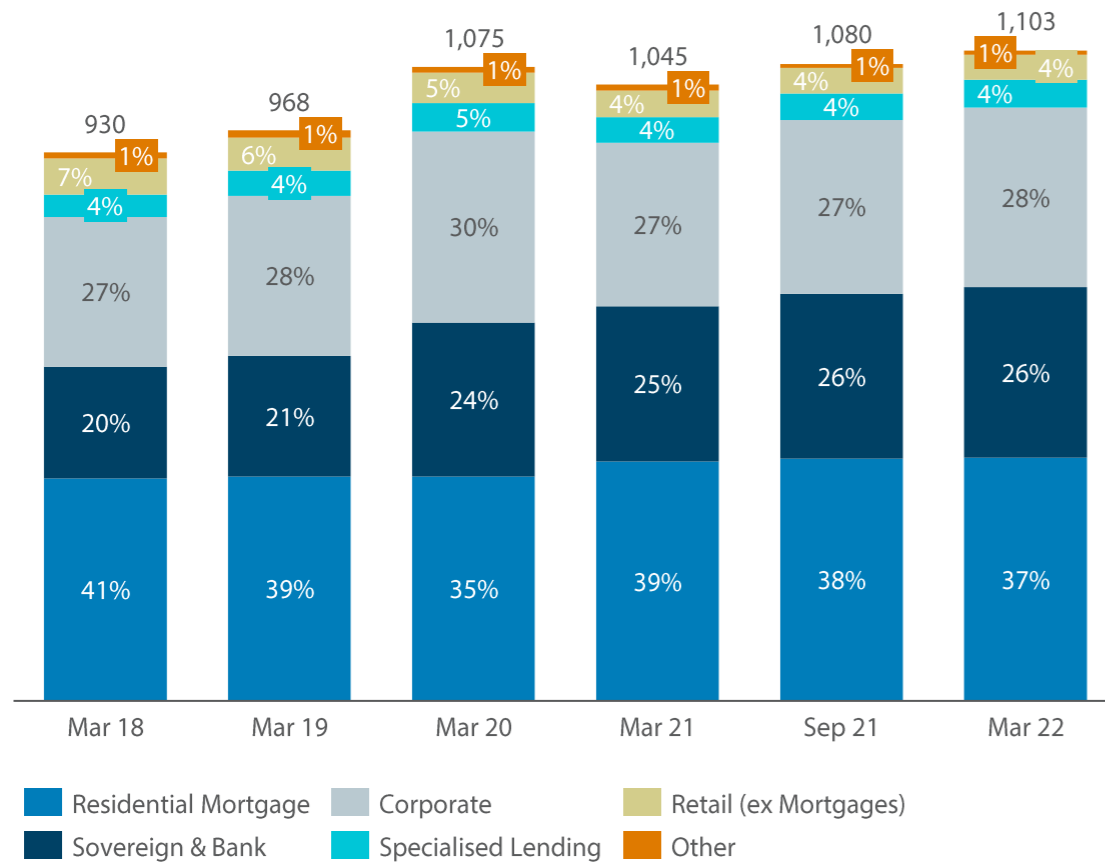


1. Includes a reduction in credit RWA for the sale of ANZ's Merchants Acquiring Business to the joint venture ANZ Worldline Payment Solutions



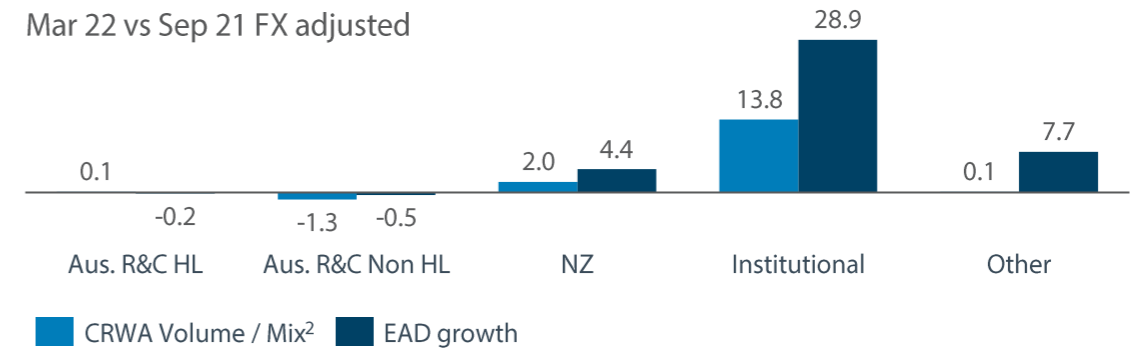
# RISK WEIGHTED ASSETS & EXPOSURE AT DEFAULT COMPOSITION<sup>1</sup>

## EAD COMPOSITION (\$b)

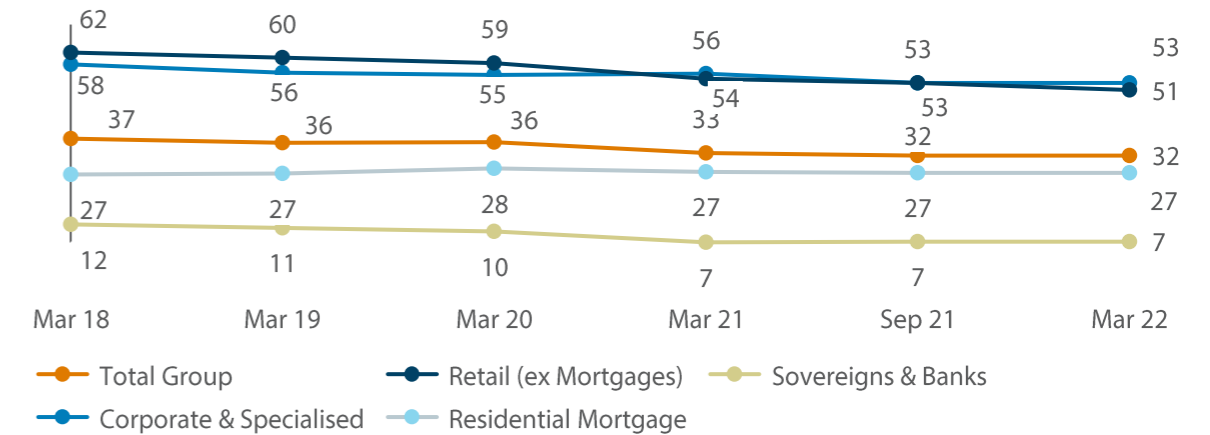


## EAD & CRWA MOVEMENT (\$b)

Mar 22 vs Sep 21 FX adjusted



## CREDIT RWA / EAD BY PORTFOLIO<sup>3</sup> (%)

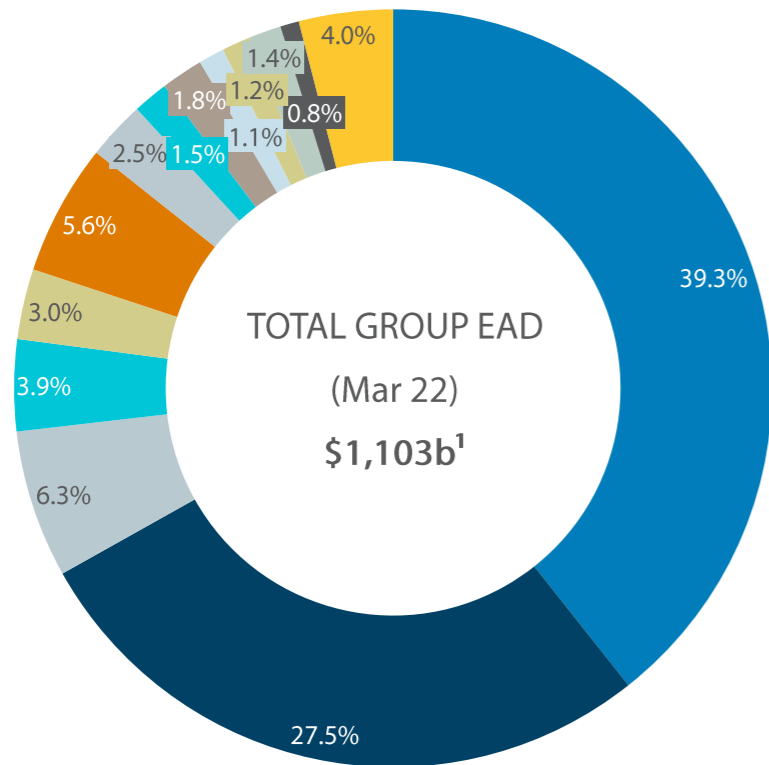


1. EAD excludes Securitisation and Other assets, whereas CRWA is inclusive of these asset classes, as per APS 330. EAD data provided is on a Post CRM basis, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral  
 2. Includes a reduction in credit RWA for the sale of ANZ's Merchants Acquiring Business to the joint venture ANZ Worldline Payment Solutions  
 3. Total Group ratio from Mar 21 is inclusive of increased exposure to the RBA via higher exchange settlement account balances



# TOTAL PORTFOLIO COMPOSITION

## EXPOSURE AT DEFAULT (EAD) DISTRIBUTION



Category	% of Group EAD <sup>1</sup>			% of Impaired Assets to EAD <sup>1</sup>			Impaired Assets Balance <sup>2</sup>
	Mar 21	Sep 21	Mar 22	Mar 21	Sep 21	Mar 22	Mar 22
Consumer Lending	41.1%	40.1%	39.3%	0.1%	0.1%	0.1%	\$378m
Finance, Investment & Insurance	23.1%	25.3%	27.5%	0.0%	0.0%	0.0%	\$50m
Property Services	6.2%	6.2%	6.3%	0.2%	0.1%	0.2%	\$128m
Manufacturing	3.9%	4.0%	3.9%	0.2%	0.1%	0.1%	\$43m
Agriculture, Forestry, Fishing	3.2%	3.1%	3.0%	1.0%	0.6%	0.5%	\$159m
Government & Official Institutions	8.2%	7.3%	5.6%	0.0%	0.0%	0.0%	\$0m
Wholesale Trade	2.1%	2.1%	2.5%	1.5%	1.3%	0.9%	\$261m
Retail Trade	1.5%	1.5%	1.5%	1.7%	0.7%	0.4%	\$65m
Transport & Storage	1.9%	1.8%	1.8%	1.8%	1.9%	1.5%	\$300m
Business Services	1.2%	1.2%	1.1%	0.8%	0.4%	0.4%	\$50m
Resources (Mining)	1.3%	1.2%	1.2%	0.2%	0.1%	0.1%	\$13m
Electricity, Gas & Water Supply	1.4%	1.3%	1.4%	0.1%	0.1%	0.1%	\$9m
Construction	0.9%	0.8%	0.8%	0.9%	0.9%	0.7%	\$58m
Other	4.1%	4.0%	4.0%	0.4%	0.5%	0.4%	\$195m
Total	100%	100%	100%				
<b>Total Group EAD<sup>1</sup></b>	<b>\$1,045b</b>	<b>\$1,080b</b>	<b>\$1,103b</b>	<b>Impaired Assets Balance</b>			<b>\$1,709m</b>

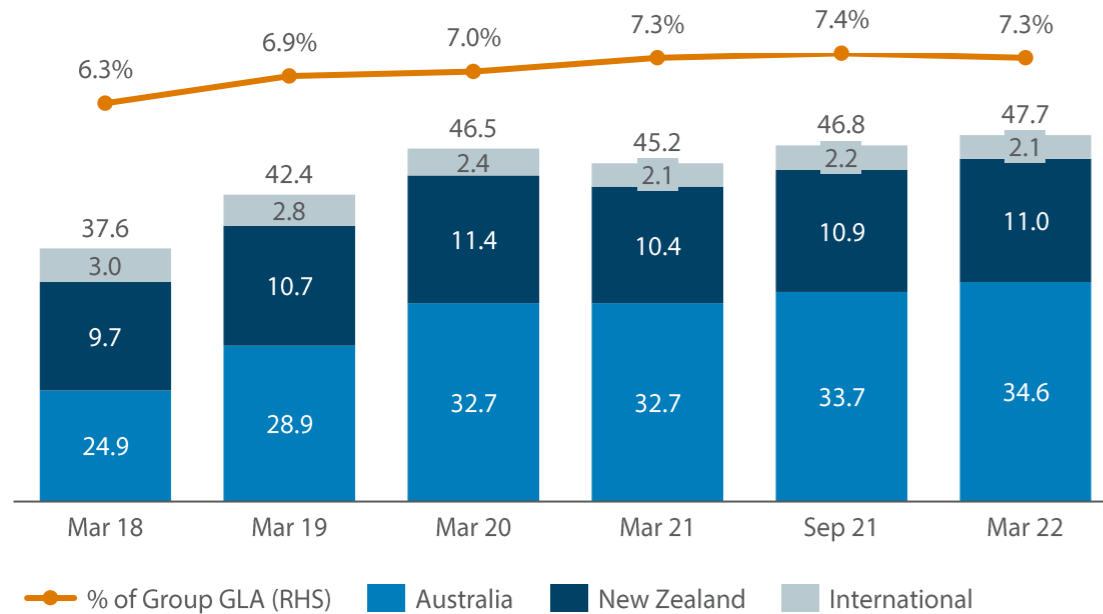
1. EAD excludes amounts for 'Securitisation' and 'Other Assets' Basel classes, as per APS330. Data provided is on a Post CRM basis, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral  
 2. Excludes unsecured retail products which are 90+ days past due and treated as Impaired for APS330 reporting



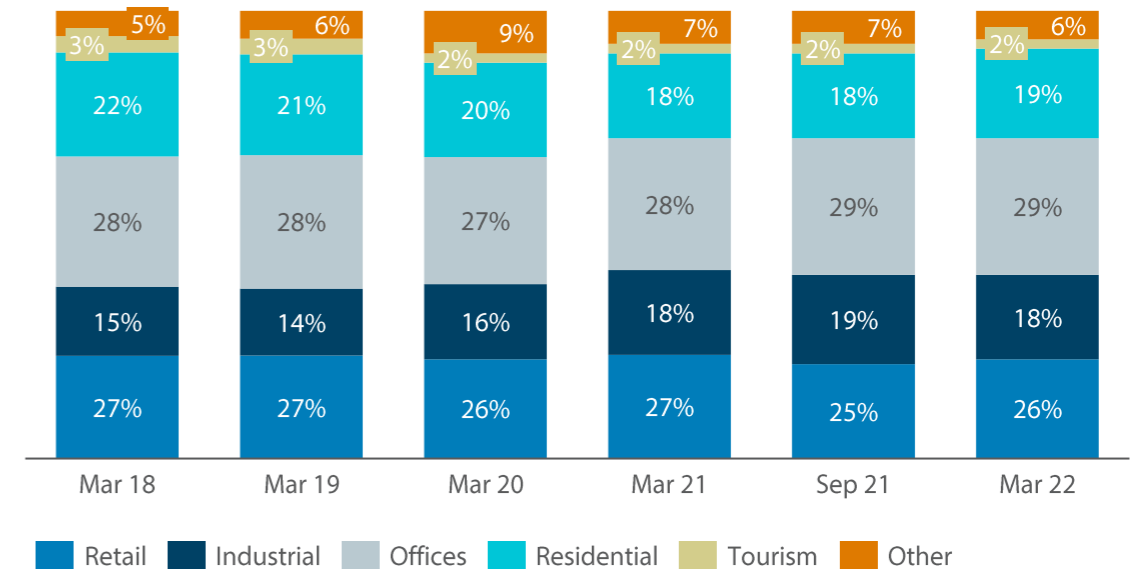


# COMMERCIAL PROPERTY – SEGMENTS OF INTEREST

OUTSTANDINGS BY REGION (GLA \$b)



OUTSTANDINGS BY SECTOR (%)



- Australian volumes driven by higher lending to the Industrial (driven by strong M&A activity) and Office (Premium / A-grade assets with strong lease covenants) sectors
- Longer term trend volumes in high rise residential development have declined in line with activity
- International portfolio stable with exposure predominantly to large, well rated names in Singapore and Hong Kong (SAR)

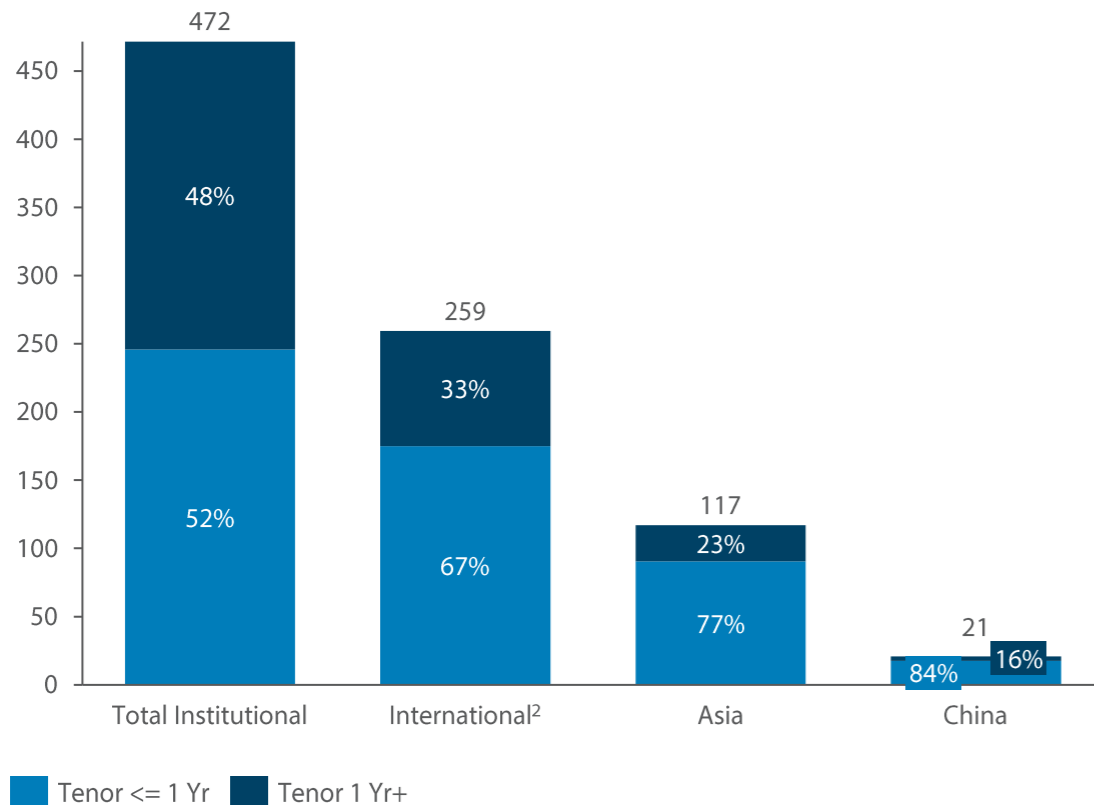
- YoY composition remained relatively stable with an increase in Industrial and Office volumes offsetting a decline in the Retail sector where a number of investment grade REITs have recently refinanced, including accessing debt capital markets



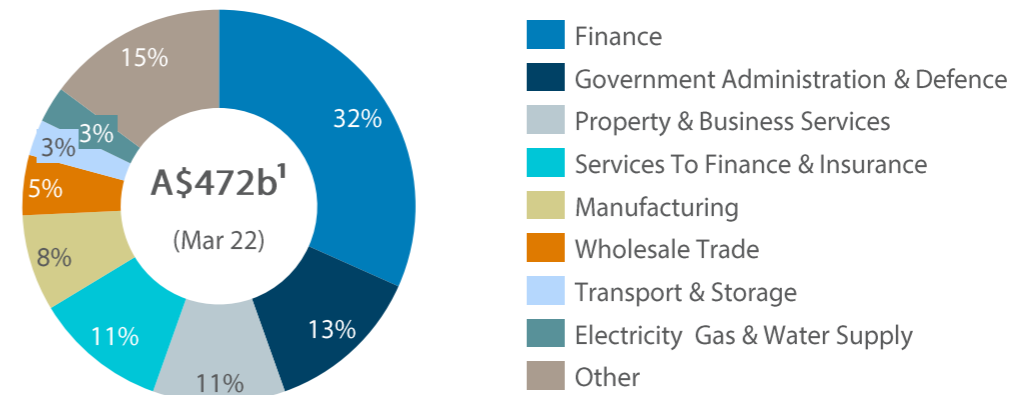
# ANZ INSTITUTIONAL PORTFOLIO

## SIZE & TENOR BY MARKET OF INCORPORATION (\$b)

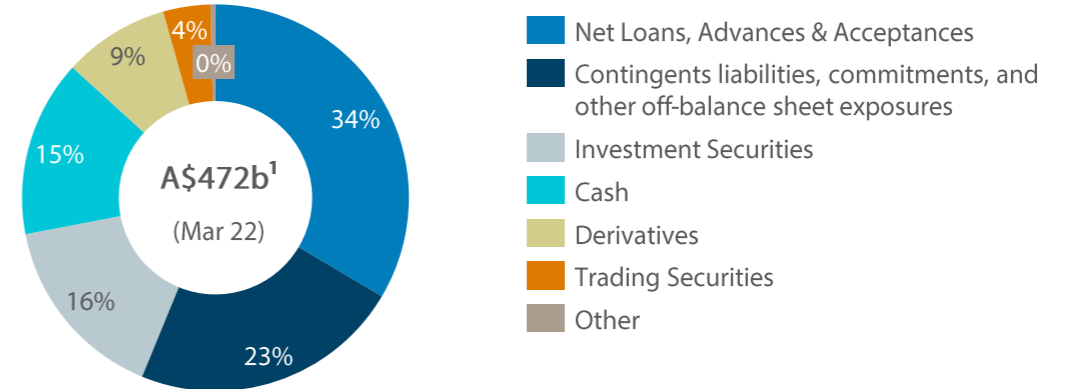
EAD Mar 22<sup>1</sup>



## INDUSTRY COMPOSITION



## PRODUCT COMPOSITION



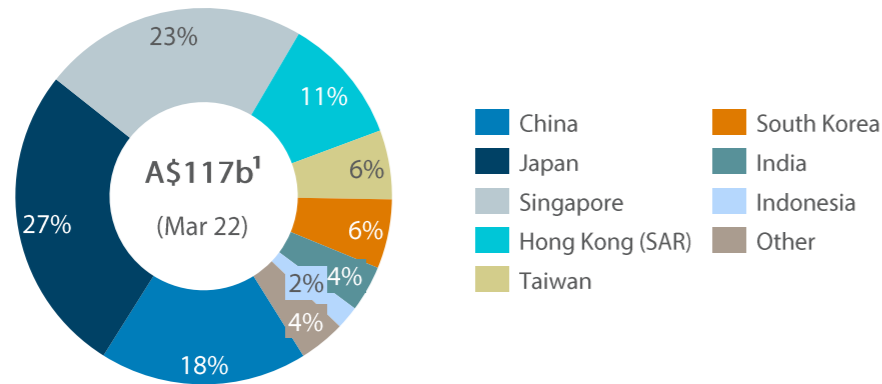
1. EAD. Excludes amounts for 'Securitisation' and 'Other Assets' Basel classes, as per APS330. Data provided is on a Post CRM basis, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral

2. International includes Asia Pacific, Europe and America

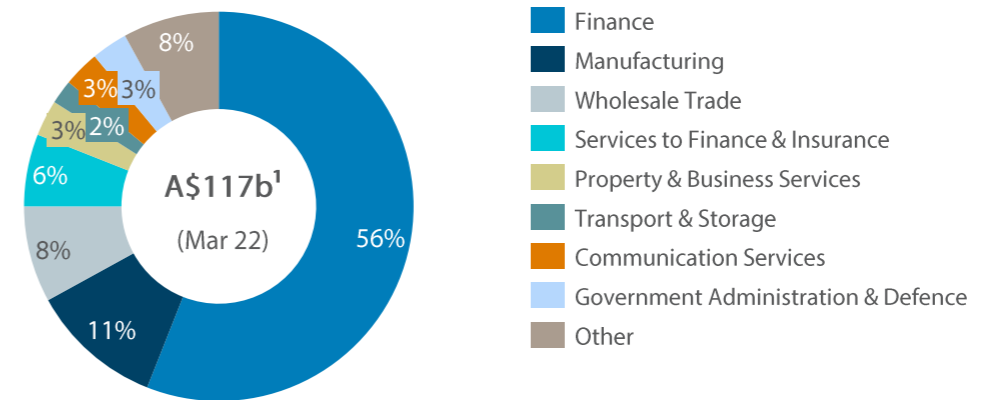


# ANZ ASIAN INSTITUTIONAL PORTFOLIO (MARKET OF INCORPORATION)

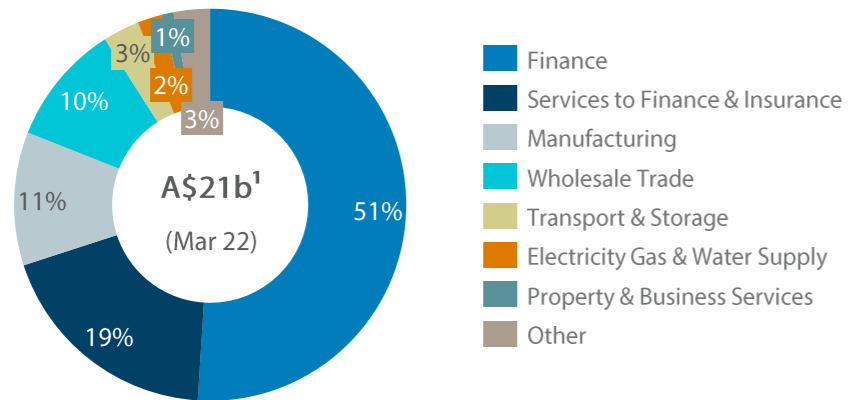
## MARKET OF INCORPORATION



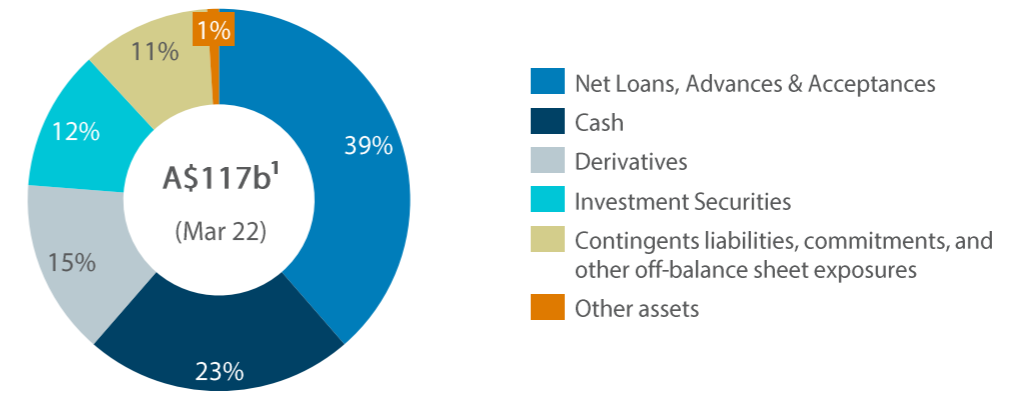
## ANZ ASIA INDUSTRY COMPOSITION



## ANZ CHINA COMPOSITION



## ANZ ASIA PRODUCT COMPOSITION



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

# 2022 HALF YEAR RESULTS

HOUSING PORTFOLIO  
INVESTOR DISCUSSION PACK



# AUSTRALIA HOME LOANS – PORTFOLIO OVERVIEW

Unless otherwise stated metrics are based on balances

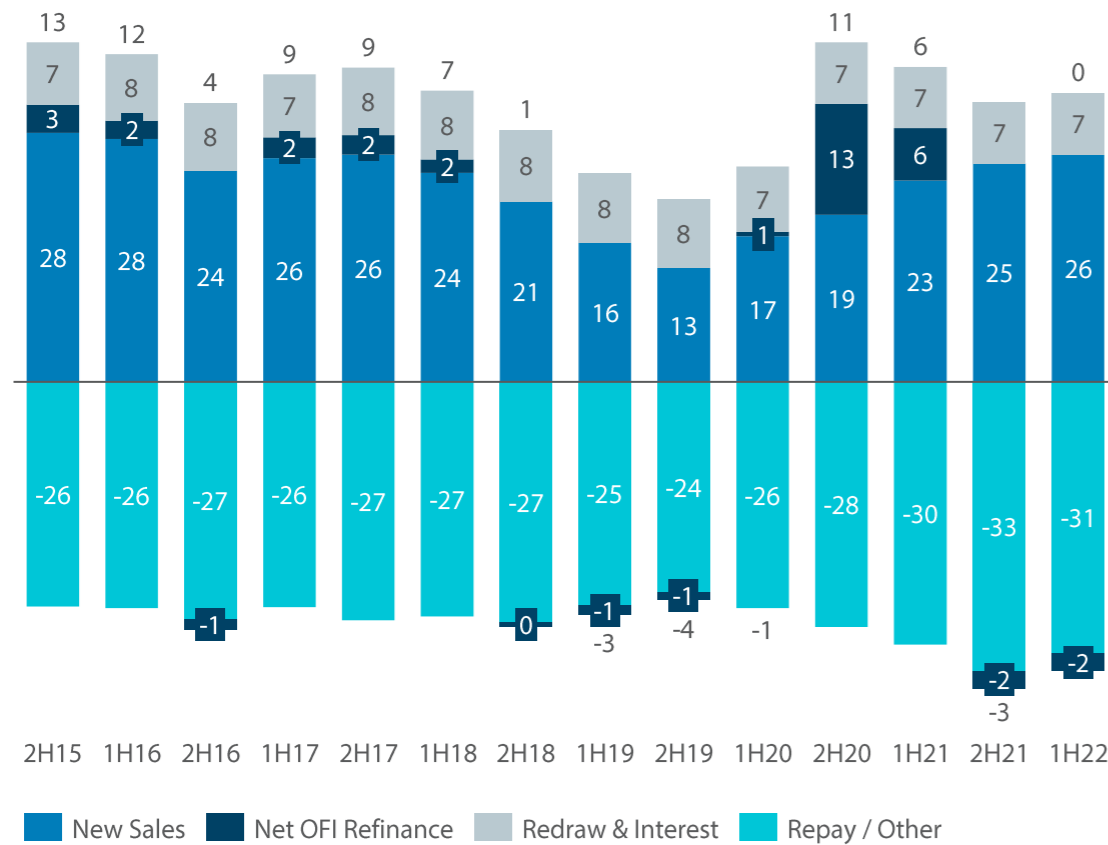
	Portfolio <sup>1</sup>			Flow <sup>2</sup>			Portfolio <sup>1</sup>		
	1H20	1H21	1H22	1H21	1H22		1H20	1H21	1H22
Number of Home Loan accounts	971k	1,019k	984k	92k <sup>3</sup>	82k <sup>3</sup>	Average LVR at Origination <sup>9,10,11</sup>	68%	71%	70%
Total FUM	\$264b	\$281b	\$278b	\$34b	\$35b	Average Dynamic LVR (excl. offset) <sup>10,11,12</sup>	56%	55%	50%
Average Loan Size <sup>4</sup>	\$272k	\$275k	\$283k	\$400k	\$458k	Average Dynamic LVR (incl. offset) <sup>10,11,12</sup>	51%	49%	44%
% Owner Occupied <sup>5</sup>	68%	68%	68%	68%	65%	Market share <sup>13</sup>	14.0%	14.4%	13.2%
% Investor <sup>5</sup>	30%	30%	30%	31%	35%	% Ahead of Repayments <sup>14</sup>	76%	72%	68%
% Equity Line of Credit <sup>6</sup>	2%	2%	2%	1%	0%	Offset Balances <sup>15</sup>	\$28b	\$36b	\$41b
% Paying Variable Rate Loan <sup>7</sup>	85%	73%	65%	59%	59%	% First Home Buyer	8%	8%	8%
% Paying Fixed Rate Loan <sup>7</sup>	15%	27%	35%	41%	41%	% Low Doc <sup>16</sup>	3%	2%	2%
% Paying Interest Only <sup>8</sup>	12%	10%	9%	14%	16%	Loss Rate <sup>17</sup>	0.03%	0.05%	0.01%
% Broker Originated	52%	54%	52%	58%	53%	% of Australia Geography Lending <sup>18,19</sup>	59%	64%	62%
						% of Group Lending <sup>18</sup>	40%	45%	43%

1. Home Loans portfolio (includes Non Performing Loans, excludes Offset balances) 2. YTD unless noted 3. New accounts includes increases to existing accounts and split loans (fixed and variable components of the same loan) 4. Average loan size for Flow excludes increases to existing accounts; 1H21 restated from prior disclosures for comparability with 1H22 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. ANZ Equity Manager product no longer offered for sale as of 31 July 2021 7. Excludes Equity Manager Accounts 8. Based on customers that request a specific interest only period and does not include loans being progressively drawn e.g. construction 9. Originated in the respective year 10. Unweighted based on # accounts 11. Includes capitalised LMI premiums 12. Valuations updated to Feb 22 where available. Includes Non Performing Loans and excludes accounts with a security guarantee and unknown DLVR 13. Source: APRA Monthly Authorised Deposit-Taking Institutions Statistics (MADIS) to Mar 22 14. % of Owner Occupied and Investor Loans that have any amount ahead of repayments based on available Redraw and Offset 15. Reflects balances of ANZ's offset account product, in some instances offset accounts no longer offset Home Loan balances, e.g. where associated Home Loan account is closed. 16. Low Doc is comprised of less than or equal to 60% LVR mortgages primarily for self-employed without scheduled PAYG income. However, it also has <0.1% of less than or equal to 80% LVR mortgages, primarily booked pre-2008 Note Low Doc lending at ANZ is no longer offered. 17. Annualised write-off net of recoveries 18. Based on Gross Loans & Advances 19. Australia Geography includes Australia R&C and Institutional Australia

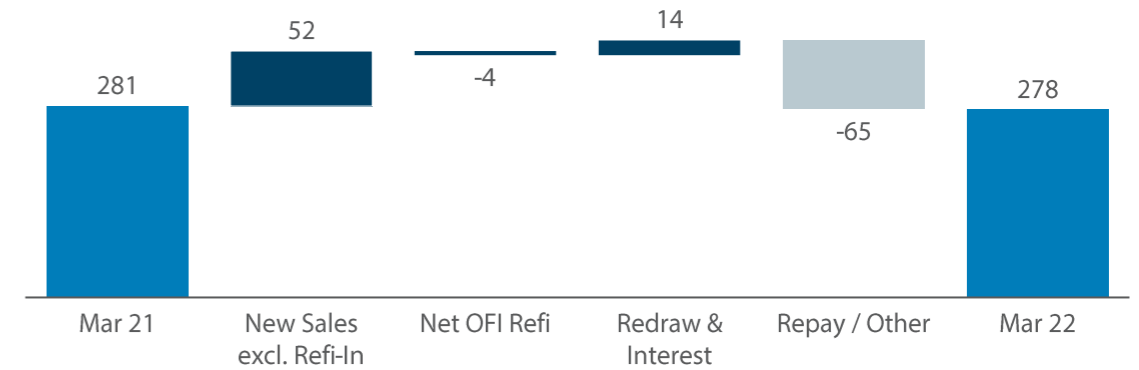


# AUSTRALIA HOME LOANS – PORTFOLIO COMPOSITION

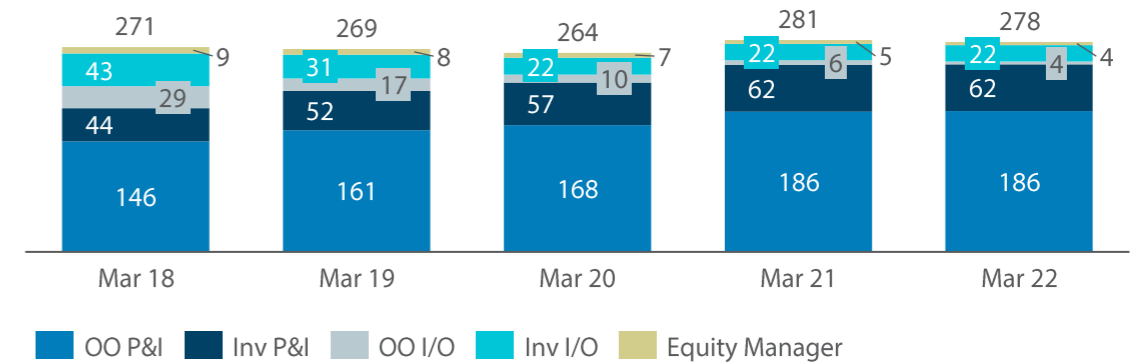
HOME LOAN FLOWS (GROSS LOANS & ADVANCES<sup>1</sup> \$b)



LOAN BALANCE & LENDING FLOWS<sup>1</sup> (\$b)



HOME LOAN FUM COMPOSITION<sup>1,2,3,4</sup> (\$b)

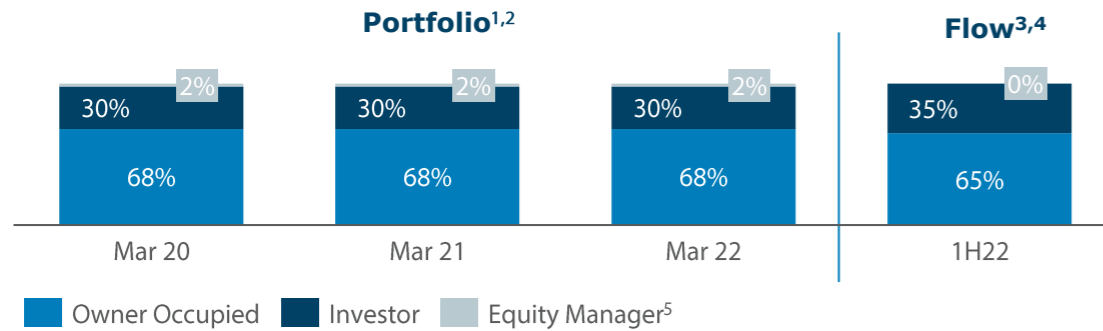


1. Based on Gross Loans and Advances. Includes Non Performing Loans  
 2. The current classification of Investor vs Owner Occupied is based on ANZ's product category, determined at origination as advised by the customer and the ongoing precision relies primarily on the customer's obligation to advise ANZ of any change in circumstances  
 3. Interest Only (I/O) is based on customers that request a specific interest only period and does not include loans being progressively drawn e.g. construction  
 4. ANZ Equity Manager product no longer offered for sale as of 31 July 2021

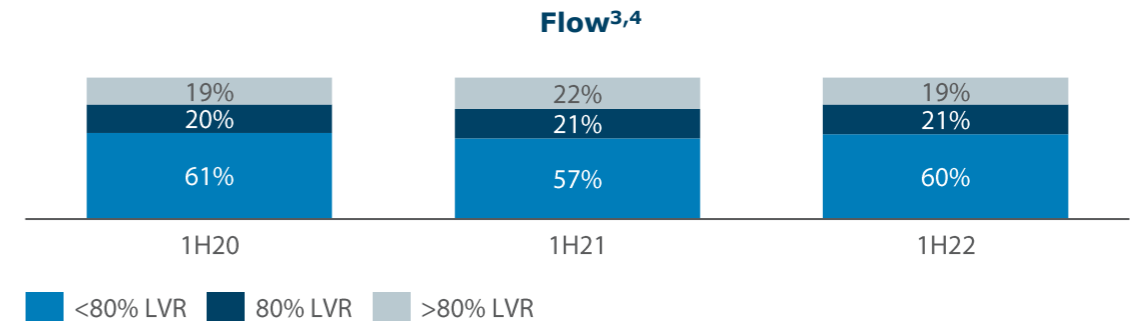


# AUSTRALIA HOME LOANS – PORTFOLIO COMPOSITION & FLOW

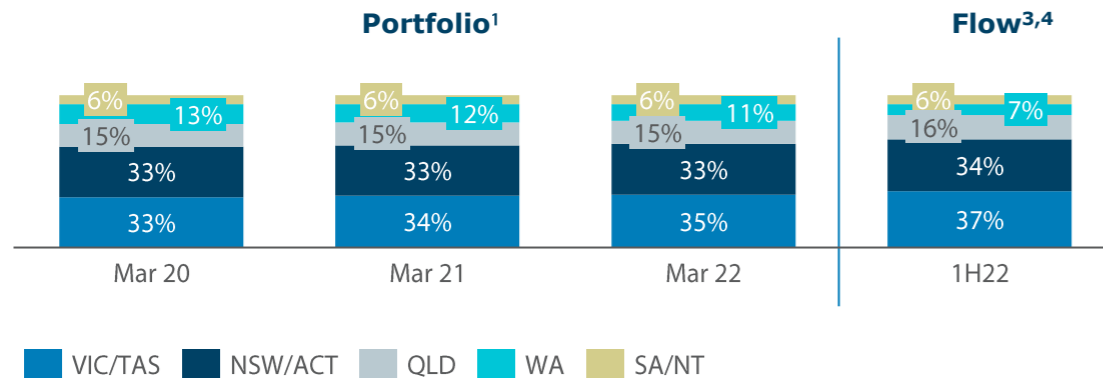
## BY PURPOSE (% OF TOTAL BALANCES)



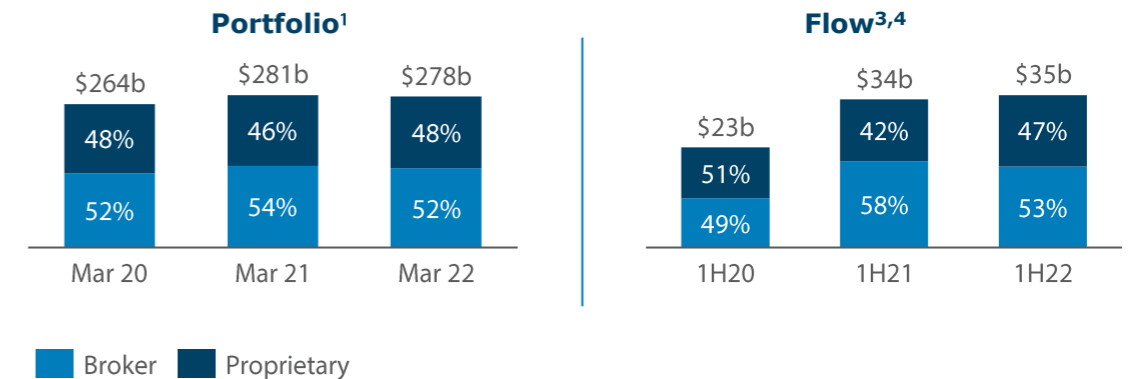
## BY ORIGINATION LVR<sup>4,6</sup> (% OF TOTAL BALANCES)



## BY LOCATION (% OF TOTAL BALANCES)



## BY CHANNEL (% OF TOTAL BALANCES)



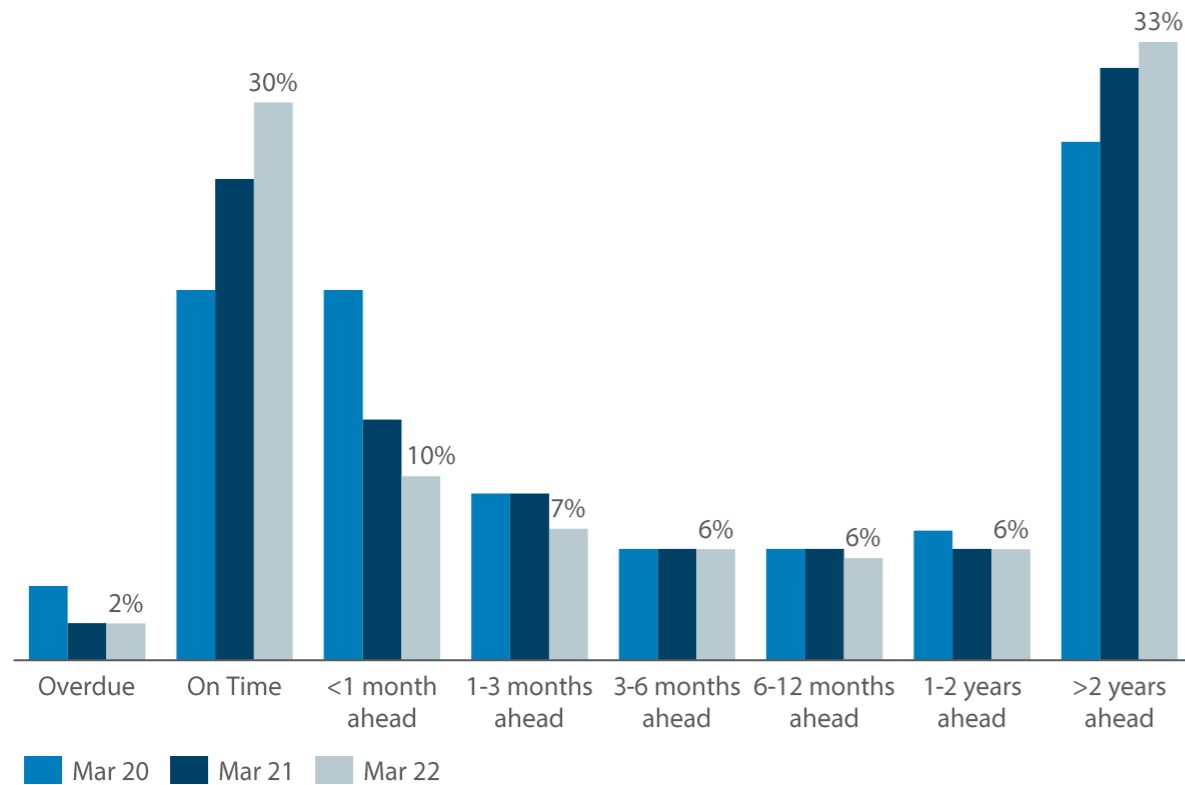
1. Includes Non Performing Loans; 2. The current classification of Investor vs Owner Occupied is based on ANZ's product category, determined at origination as advised by the customer and the ongoing precision relies primarily on the customer's obligation to advise ANZ of any change in circumstances; 3. YTD unless noted; 4. Based on drawn month; 5. ANZ Equity Manager product no longer offered for sale as of 31 July 2021; 6. Includes capitalised LMI premiums



# AUSTRALIA HOME LOANS – REPAYMENT PROFILE

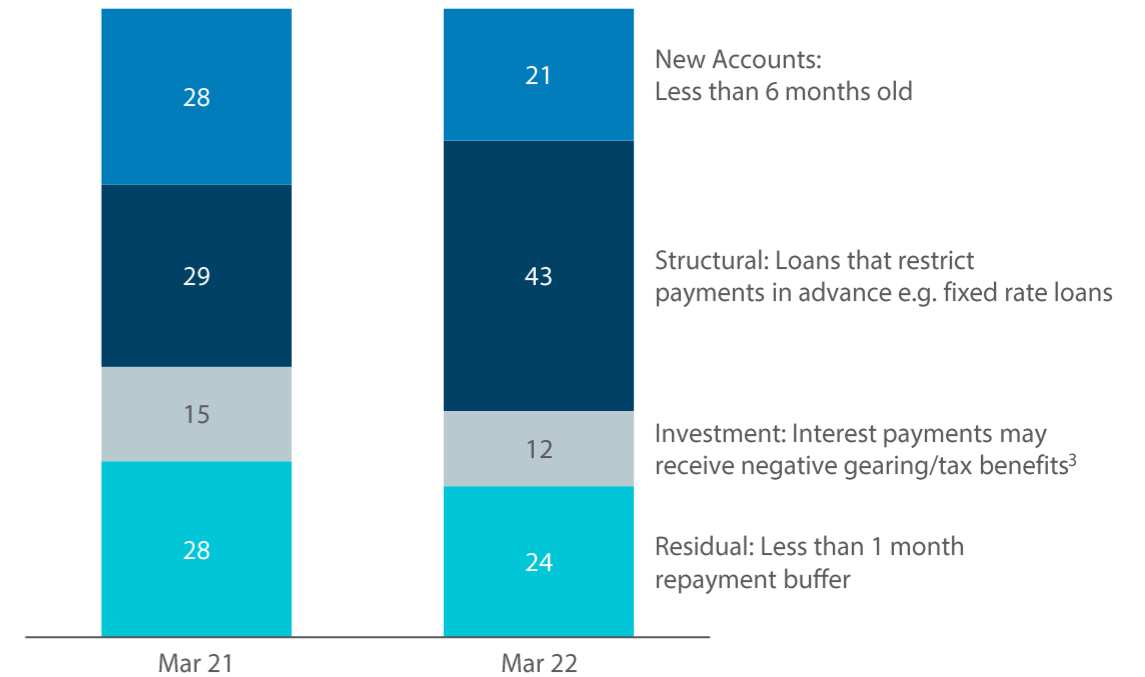
## HOME LOANS REPAYMENT PROFILE<sup>1,2</sup>

68% of accounts ahead of repayments



## HOME LOANS ON TIME & <1 MONTH AHEAD PROFILE<sup>2</sup>

% composition of accounts (Mar 22 vs Mar 21)



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

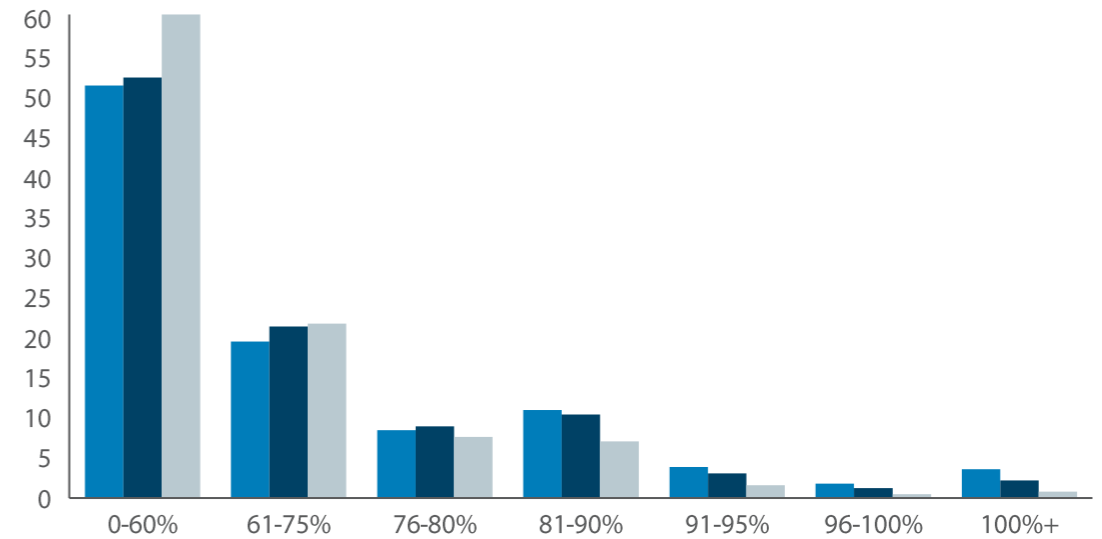
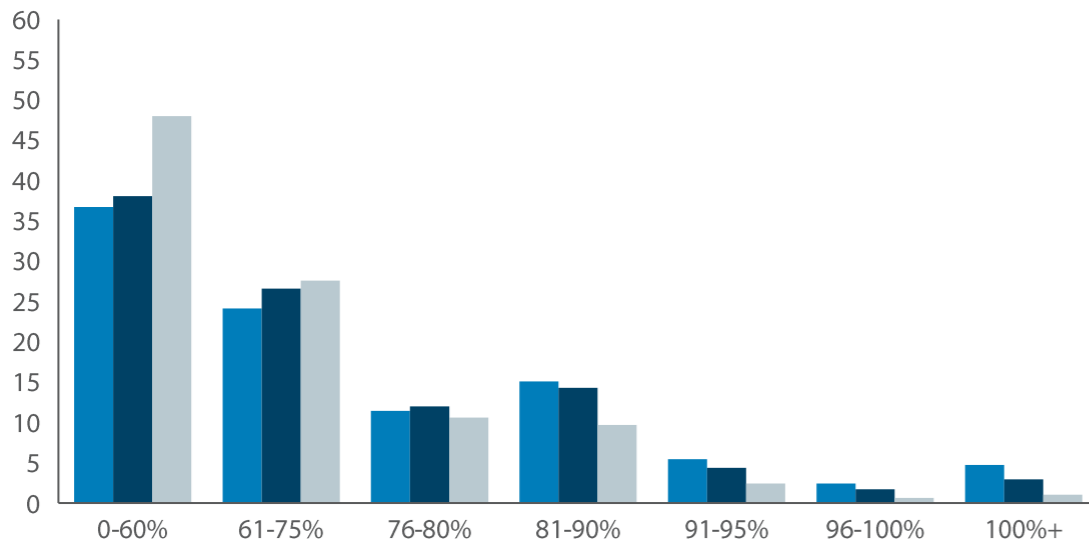




# AUSTRALIA HOME LOANS – DYNAMIC LOAN TO VALUE RATIO (DLVR)

DLVR BASED ON PORTFOLIO BALANCES <sup>1,2,3,4</sup> (%)

DLVR BASED ON TOTAL PORTFOLIO ACCOUNTS <sup>1,2,3,4,5</sup> (%)



■ Mar 20 ■ Mar 21 ■ Mar 22

■ Mar 20 ■ Mar 21 ■ Mar 22

**>90% (Net of offset balances)**  
 • 3.1% of portfolio  
 • 39% ahead of repayments<sup>6</sup>  
 • 44% with LMI

**NEGATIVE EQUITY (Net of offset balances)**  
 • 0.8% of portfolio  
 • 46% ahead of repayments<sup>6</sup>  
 • 34% with LMI

**>90% (Net of offset balances)**  
 • 2.3% of portfolio  
 • 44% ahead of repayments<sup>6</sup>  
 • 48% with LMI

**NEGATIVE EQUITY (Net of offset balances)**  
 • 0.7% of portfolio  
 • 49% ahead of repayments<sup>6</sup>  
 • 38% with LMI

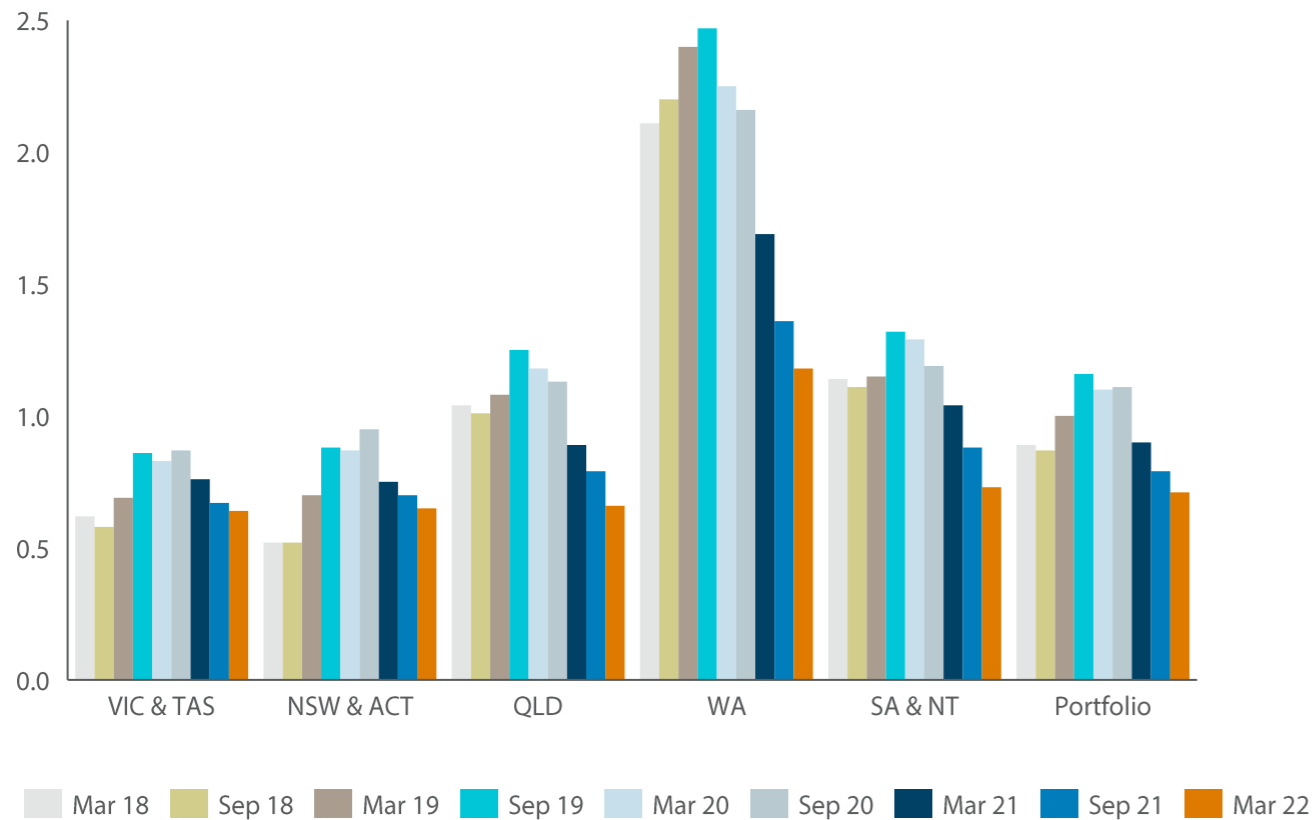
1. Includes capitalised LMI premiums; 2. Valuations updated to Feb 22 where available; 3. Includes Non Performing Loans and excludes accounts with a security guarantee and unknown DLVR; 4. DLVR does not incorporate offset balances; 5. Aligning with calculations that produce a portfolio average DLVR unweighted based on # accounts of 50%; 6. % of Owner Occupied and Investment Loans that have any amount ahead of repayments



# AUSTRALIA HOME LOANS – PORTFOLIO PERFORMANCE

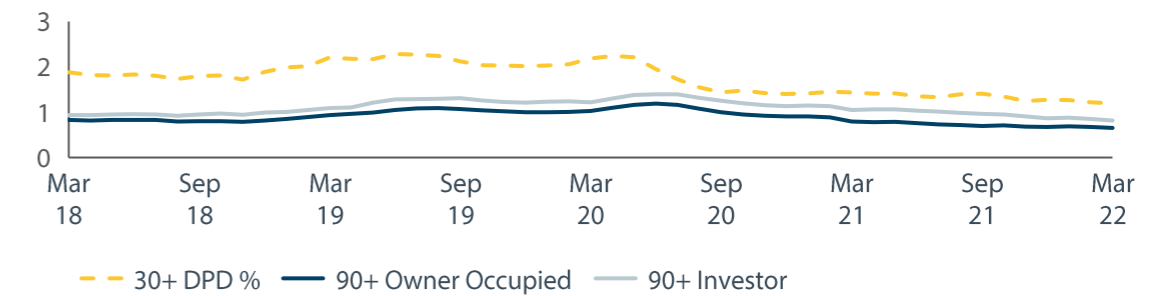
## HOME LOANS 90+ DPD (BY STATE)<sup>1,2</sup>

% of Portfolio Segment Balances

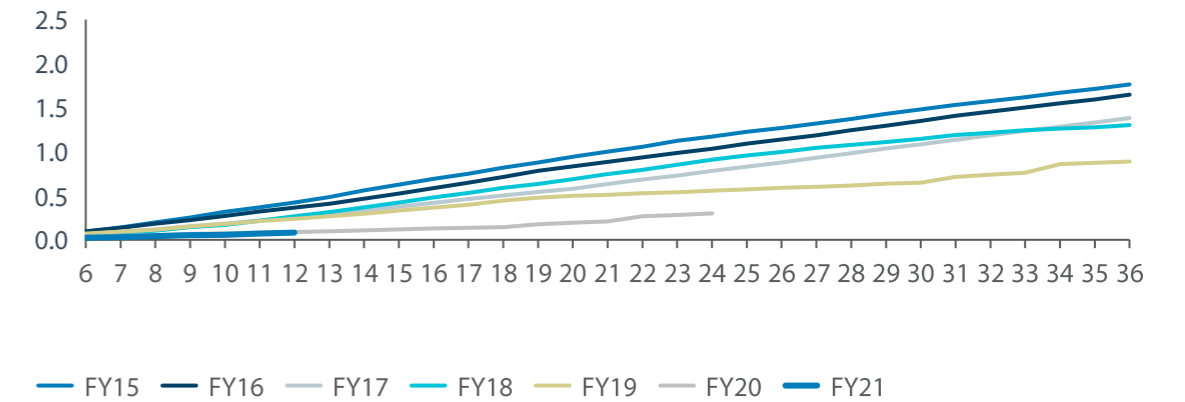


## HOME LOAN DELINQUENCIES<sup>1,2,3,4</sup>

% of Portfolio Segment Balances



## HOME LOANS 90+ DPD (BY VINTAGE)<sup>5</sup>



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 ever 90+ delinquent (measured by # accounts), contains at least 6 application months of that fiscal year contributing to each data point



## NEW ZEALAND HOME LOANS – PORTFOLIO OVERVIEW

	Portfolio			Flow	
	1H20	1H21	1H22	1H21	1H22
Number of Home Loan Accounts	531k	533k	540k	42k	31k
Total FUM	NZD88b	NZD95b	NZD103b	NZD15b	NZD14b
Average Loan Size	NZD165k	NZD179k	NZD191k	NZD358k	NZD453k
% Owner Occupied	75%	74%	76%	69%	79%
% Investor	25%	26%	24%	31%	21%
% Paying Variable Rate Loan	14%	11%	11%	13%	21%
% Paying Fixed Rate Loan	86%	89%	89%	87%	79%
% Paying Interest Only	19%	18%	14%	19%	20%
% Paying Principal & Interest	81%	82%	86%	81%	80%
% Broker Originated	39%	42%	45%	45%	55%

	Portfolio		
	1H20	1H21	1H22
Average LVR at Origination	57%	58%	56%
Average Dynamic LVR	40%	37%	35%
Market Share <sup>1</sup>	30.7%	30.6%	30.7%
% Low Doc <sup>2</sup>	0.32%	0.28%	0.24%
Home Loan Loss Rates	0.01%	0.00%	0.00%
% of NZ Geography Lending	64%	69%	70%

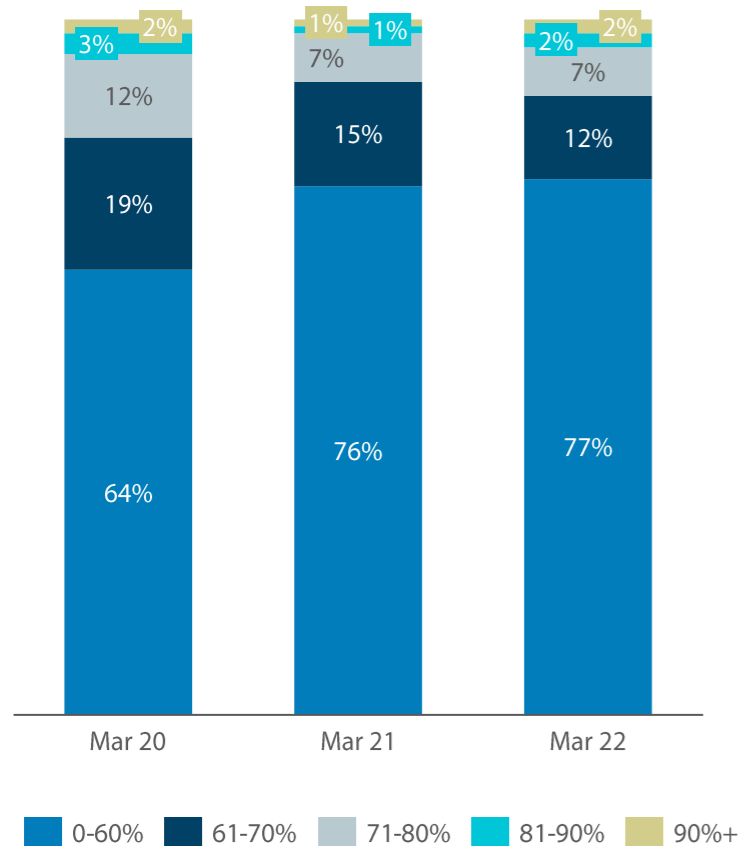
1. Source: RBNZ, market share at NZ Geography level

2. 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

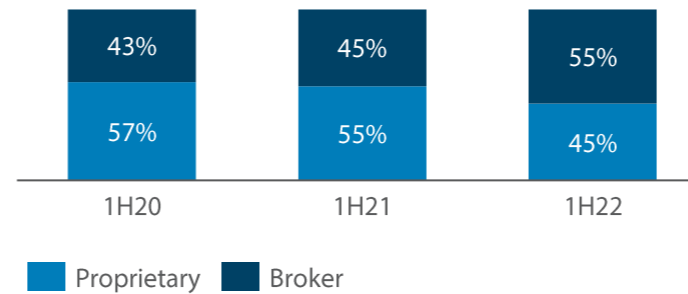


# NEW ZEALAND LOANS – HOME LENDING & ARREARS TRENDS

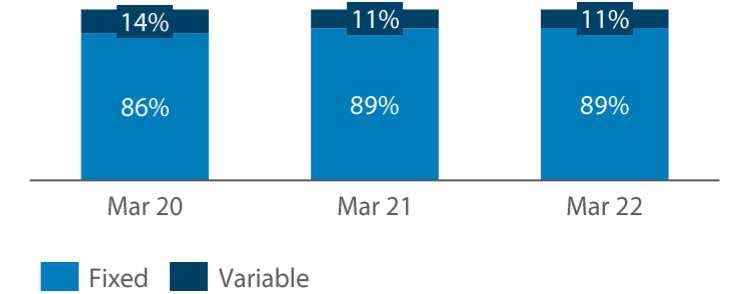
## HOME LOAN LVR PROFILE<sup>1</sup>



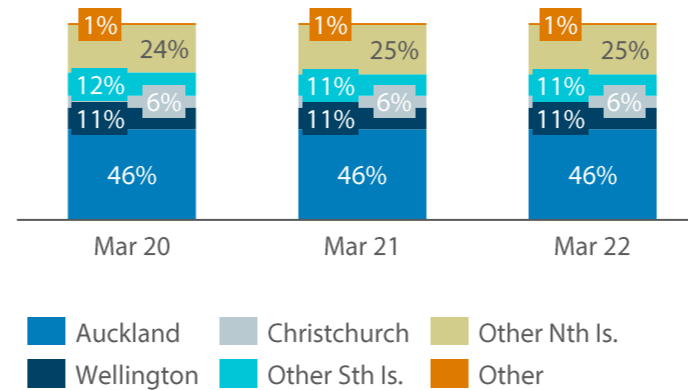
## HOUSING FLOWS



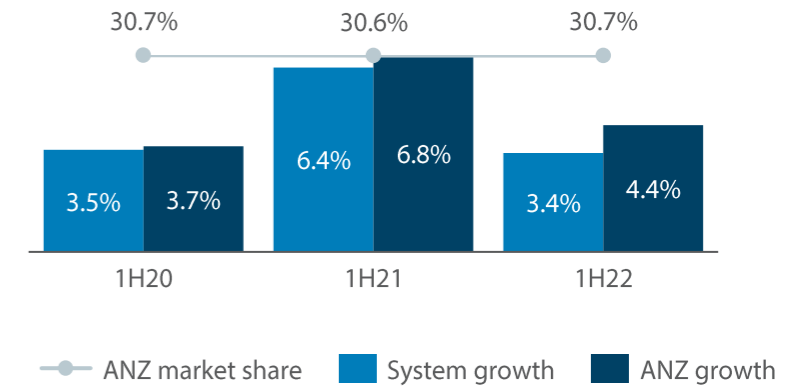
## HOUSING PORTFOLIO



## HOUSING PORTFOLIO BY REGION<sup>2</sup>



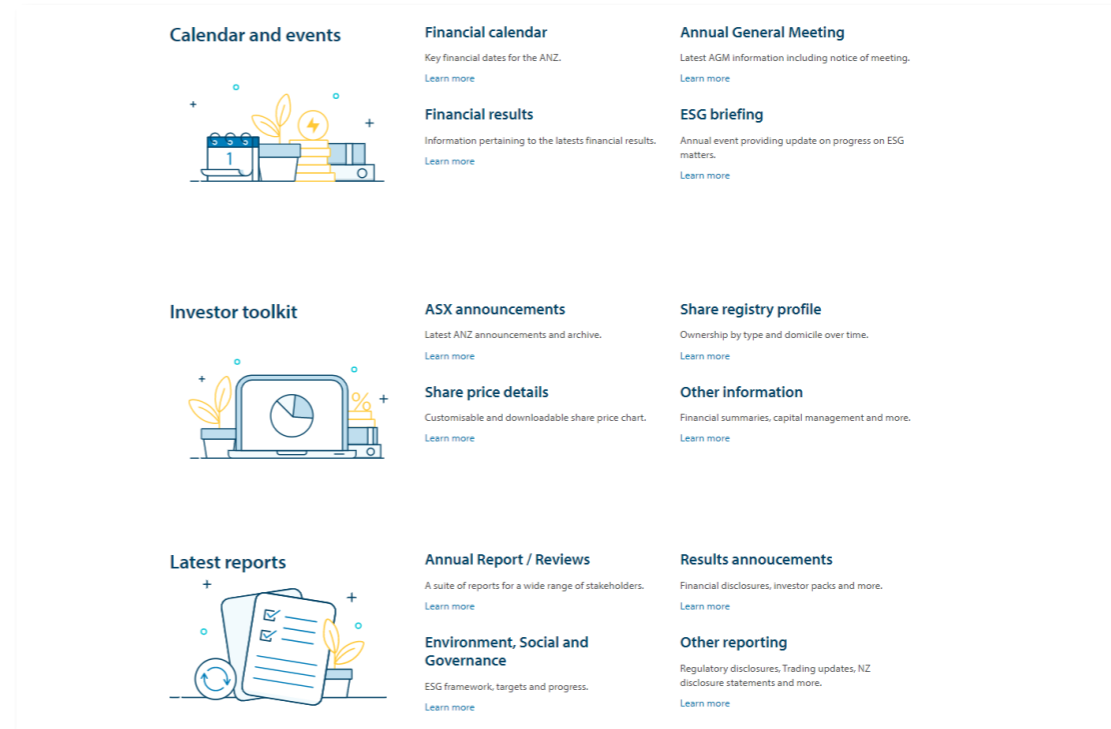
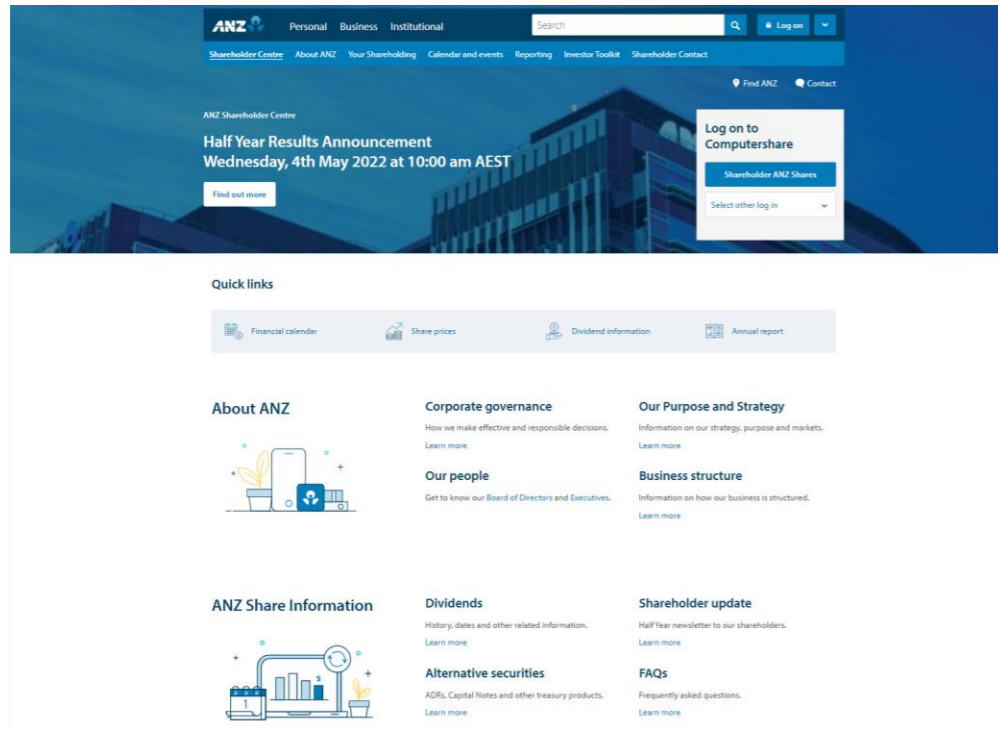
## MARKET SHARE<sup>3</sup>



1. Dynamic basis  
 2. Prior periods have been restated to reflect loans previously included in "Other" have now been allocated across regions  
 3. Source: RBNZ, market share at NZ Geography level



# FURTHER INFORMATION



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

Equity Investors			Retail Investors	Debt Investors
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