2023 FULL YEAR RESULTS

FULL YEAR ENDED 30 SEPTEMBER 2023

RESULTS PRESENTATION AND INVESTOR DISCUSSION PACK

13 NOVEMBER 2023

Approved for distribution by ANZ's Continuous Disclosure Committee
ANZ Group Holdings Limited ABN 16 659 510 791
9/833 Collins Street Docklands Victoria 3008 Australia

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IMPORTANT INFORMATION – FORWARD-LOOKING STATEMENTS

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It also contains climate-related statements. Those statements should be read with the important notices in relation to the uncertainties, challenges and risks associated with climate-related information included at the end of this presentation pack.

2023 FULL YEAR RESULTS

SHAYNE ELLIOTT

CHIEF EXECUTIVE OFFICER

THE BANK WE'RE BUILDING

Our **purpose**
is to shape a world where
people and communities
thrive

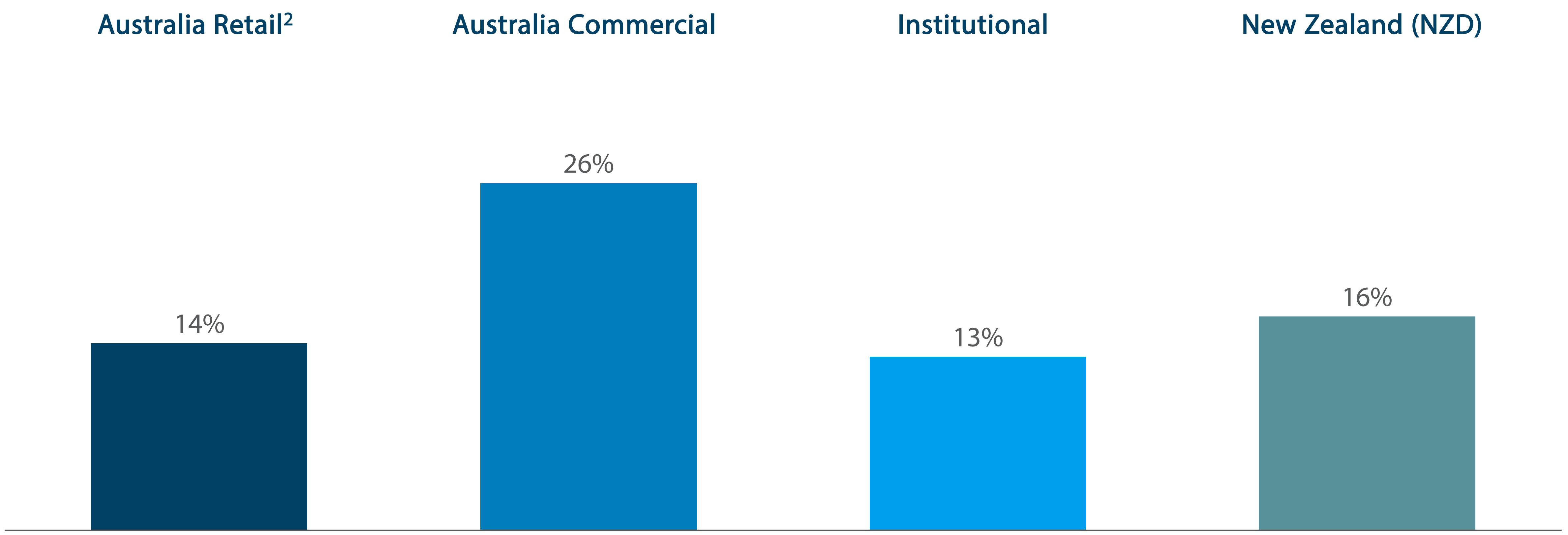
GROUP FINANCIAL RESULTS

	FY23	vs FY22
Statutory profit, $ million	7,098	Flat
Cash Profit Continuing operations, $ million		
Revenue	20,893	+13%
Cash Profit	7,405	+14%
Return on equity, %	10.9%	+54 bps
Earnings per share - basic, cents	247.1	+8%
Dividend per share[1], cents	175	+29 cents
NTA per share, $	21.78	+5%
APRA Level 2 CET1 ratio, %	13.3	+105 bps
Collective Provision balance, $b	4.03	+5%

1. Interim dividend of 81 cents, fully franked and final dividend of 94 cents, partially franked at 56%. The final dividend comprised an 81 cents dividend partially franked at 65% and an additional one-off unfranked dividend of 13 cents

ALL FOUR MAJOR DIVISIONS CONTRIBUTED TO A STRONG FY23 RESULT

Return on Equity[1], FY23 %



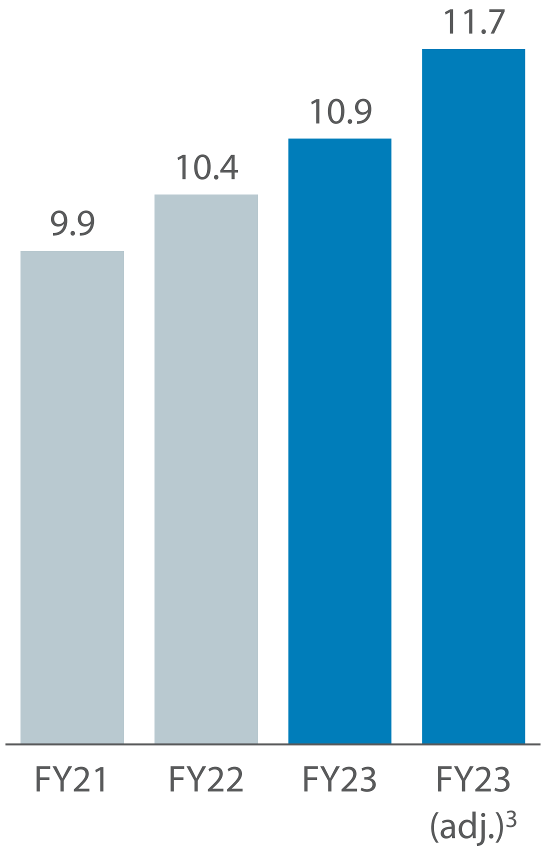
Basis: Cash profit continuing operations

1. Australia Retail, Australia Commercial, Institutional & New Zealand represent 77% of Group capital with the balance of capital held in Pacific and Group Centre (including Asia Partnerships, Suncorp Bank acquisition and Non Bank Group)
2. Australia Retail ROE excludes ANZ Plus investment spend

POSITION OF STRENGTH

Returns

Return on Equity, %

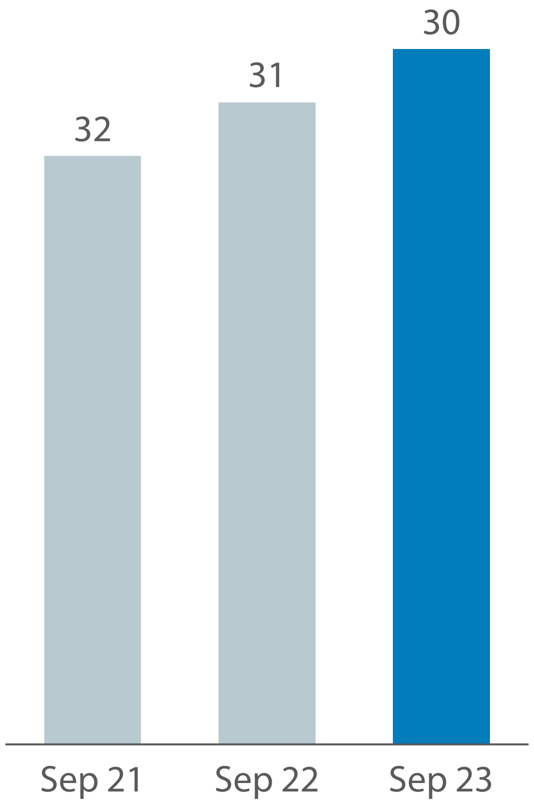


Capital Strength

APRA Level 2 CET1 Ratio[1], %

Credit Quality

Risk intensity, CRWA/EAD[2] , (inverted scale) %



Net Tangible Assets

NTA / Share, $

Basis: Cash Profit continuing operations

1. Australia & New Zealand Banking Group Limited
2. Credit Risk Weighted Assets / Exposure at Default
3. Adjusted for capital held for the Suncorp Bank acquisition

DISCIPLINED DELIVERY
FY23 PRIORITIES

GREW
Commercial Banking
Sustainable Finance
Payments & currency platforms in Institutional
Selective growth in Aus. & New Zealand home loans

INCREASED
focus on productivity while protecting our culture & employee engagement

INVESTED
further in the differentiation of our Australia Retail business on the lower cost, more flexible, ANZ Plus platform

MAINTAINED
risk disciplines & continuing to recycle capital to improve risk adjusted returns

PREPARED
for a successful approval & integration of Suncorp Bank

AUSTRALIA RETAIL – 14% ROE[1]

Home loan capability

- Sales volume up 19%
- Time to first decision[2] consistently within 3 days
- First touch approval rate up 58%
- Broker NPS improved 14 points

Digital engagement

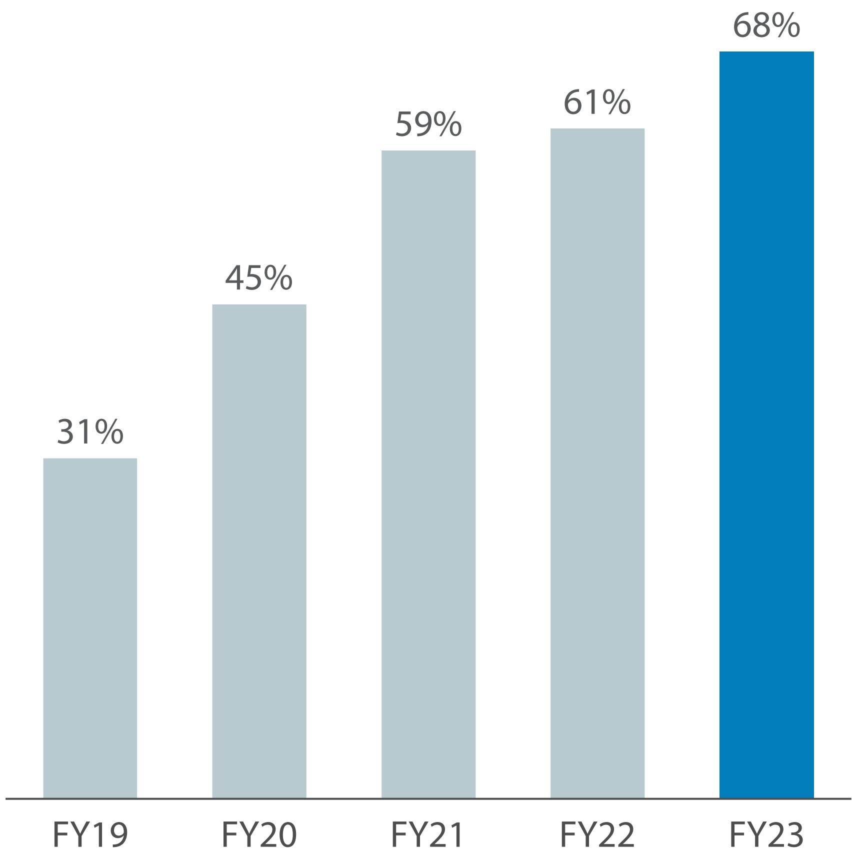
- 4 million digitally active users
- 83% customers regularly engage digitally[3]
- ANZ Plus app store rating up 21%

Emerging partnerships

- Cashrewards members now exceed 2 million[4]
- Investment in View Media Group for a minority shareholding[4]

Growing digital engagement

% of deposit accounts[5] opened through digital channels

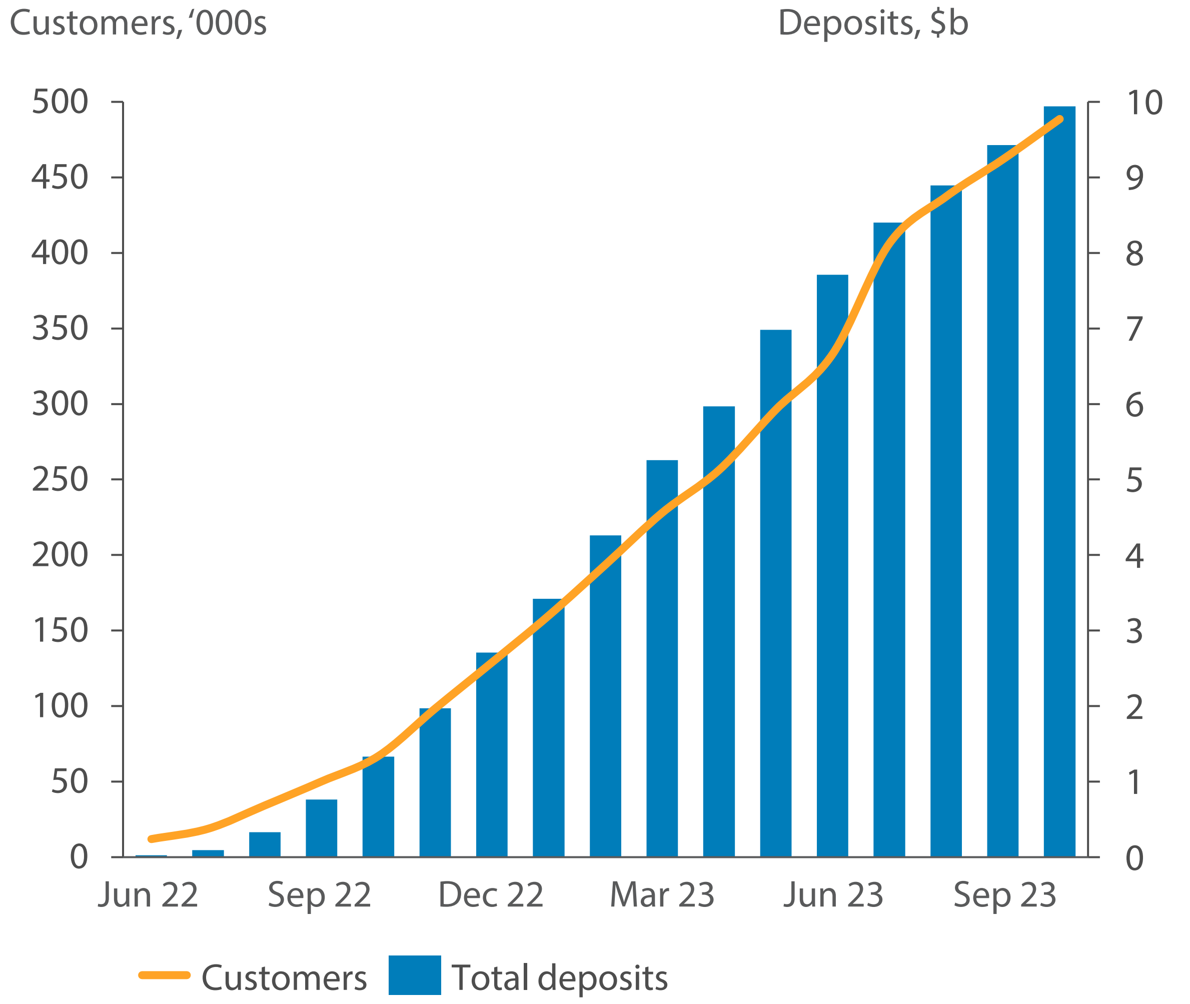


Growth Rates FY23 vs FY22 / Sep 23 vs Sep 22

1. Australia Retail ROE excludes ANZ Plus investment spend
2. Refers to simple deals via broker and mobile lender channels
3. % of customers (in-use transaction or savings accounts that are eligible for digital access) who have logged on to ANZ App or ANZ Internet Banking in the last 30 days
4. Part of ANZ Non-Bank Group
5. Includes Access, Online Saver, Progress Saver and ANZ Plus accounts

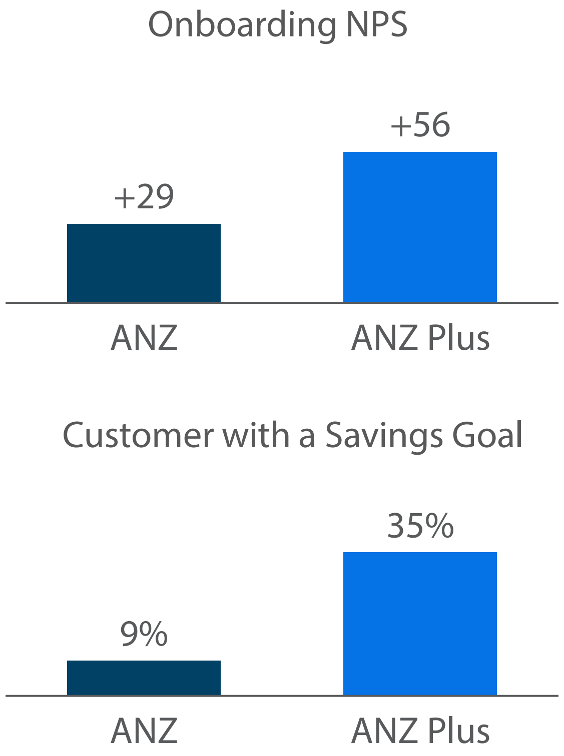
OUR ANZ PLUS BUSINESS

ANZ Plus Customers and Deposits, cumulative



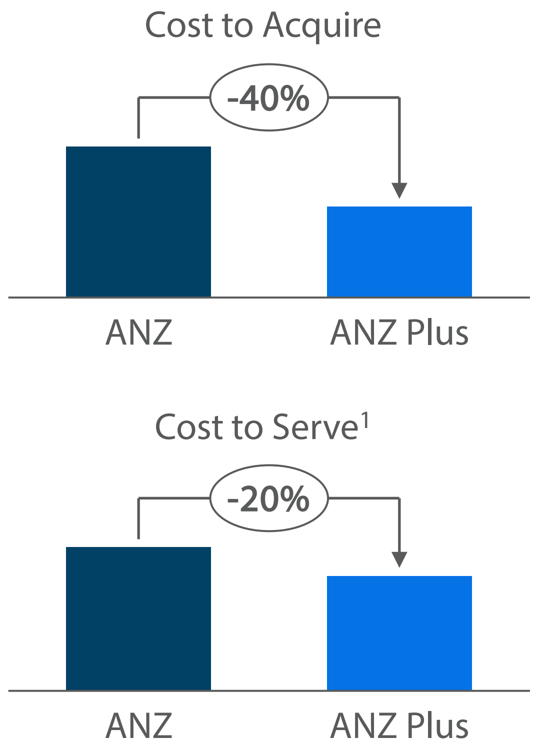
Better

More engaged customers



Lower cost

More efficient, highly automated



1. Variable costs include distribution, operations and product costs

AUSTRALIA COMMERCIAL – 26% ROE

Commercial customer contribution

- ~25% of total group revenue[1]
- ~56% of customers have a Retail product
- Over 60% of Transactive Global users are Commercial customers

Commercial innovation

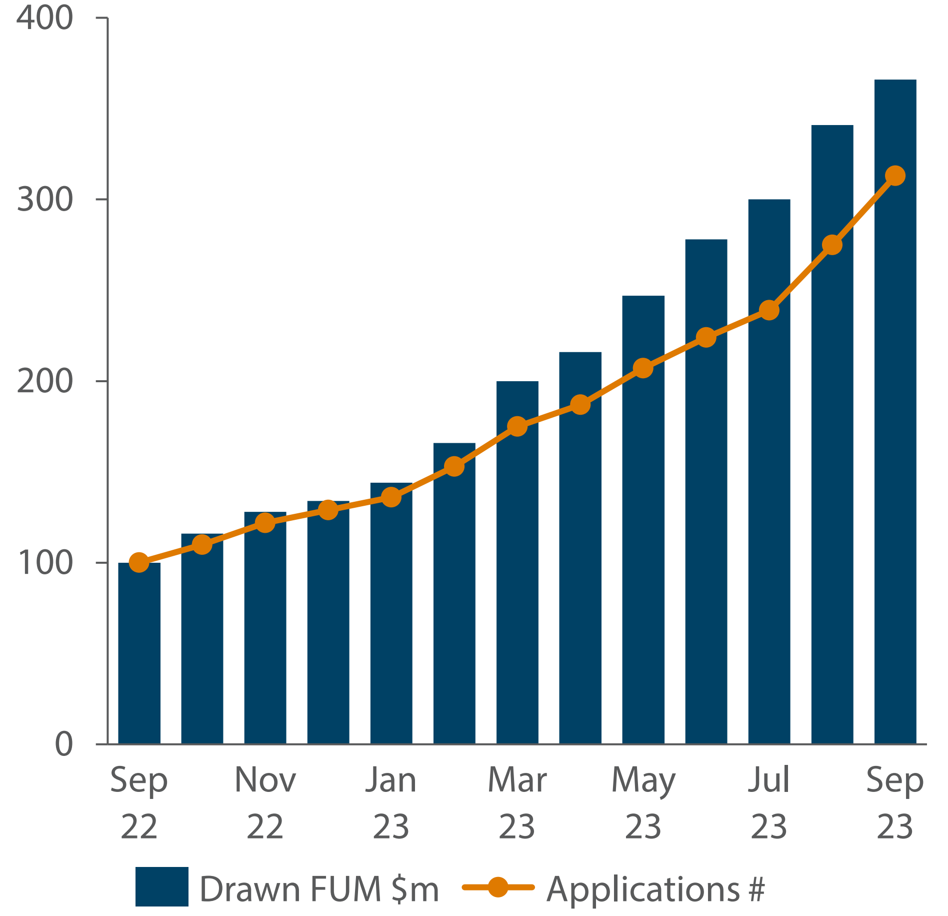
- ~25% reduction in Time to Yes & Time to Money[2]
- ~95% increase in digital account openings[2]
- ANZ Worldline[3] launched Tap to Pay on iPhone

Commercial strength

- ~$1.80 in deposits for every $1.00 in loans
- ~81% of exposures fully are secured
- Return on RWA 7.17%, up 102bps

Momentum in Digital Solution

GoBiz Applications & Drawn FUM, Index Sep 22 = 100



Growth Rates FY23 vs FY22 / Sep 23 vs Sep 22

1. Including Commercial customer revenue in Institutional and Retail
2. Refers to Small Business Banking
3. ANZ and Worldline hold 49% and 51% interest respectively

NEW ZEALAND – 16% ROE[1]

Market strength

- #1 market position in New Zealand, incl. Home Loans, Agri and Funds Management (KiwiSaver)
- Canstar Bank of the Year for Small Business
- Canstar Bank of the Year for Agriculture

Digital capability

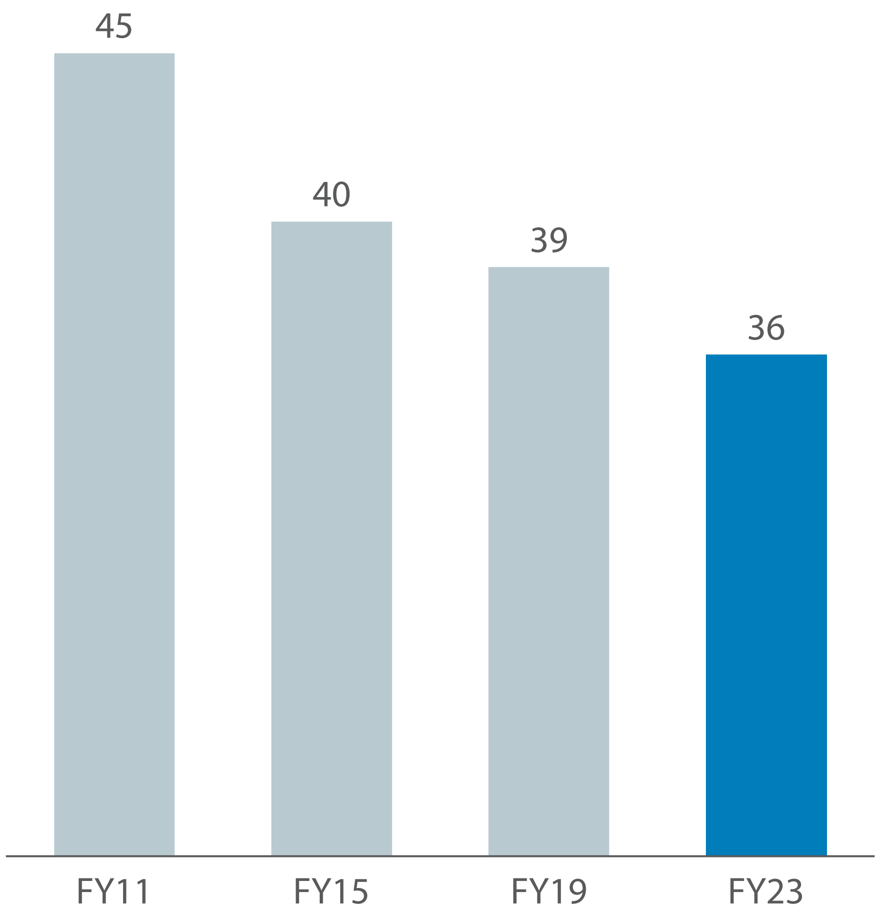
- ~1.7m digitally active customers, up 5%
- ~81% of deposits[2] opened digitally
- ~1.2m customers are registered for Voice ID, up 13%

Well diversified and well managed

- Housing, Business & Agri portfolio diversification
- Completed BS11 project
- 0 bps avg loss rate in FY21 to FY23

Long term improvement in efficiency

Cost to income ratio %



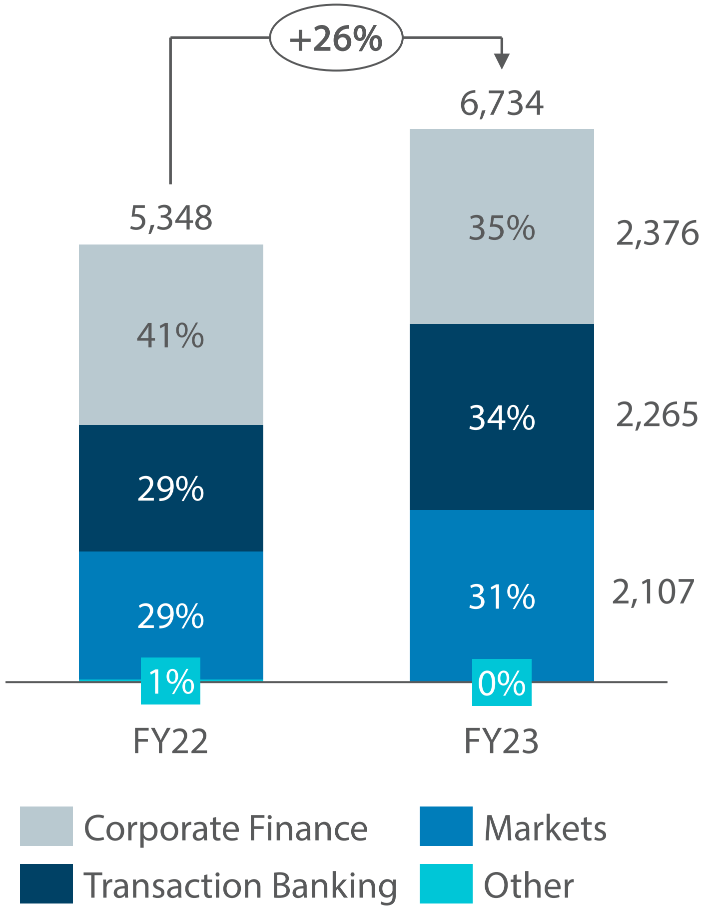
Growth Rates FY23 vs FY22 / Sep 23 vs Sep 22

1. New Zealand Division, excludes Institutional
2. Including KiwiSaver

INSTITUTIONAL – 13% ROE

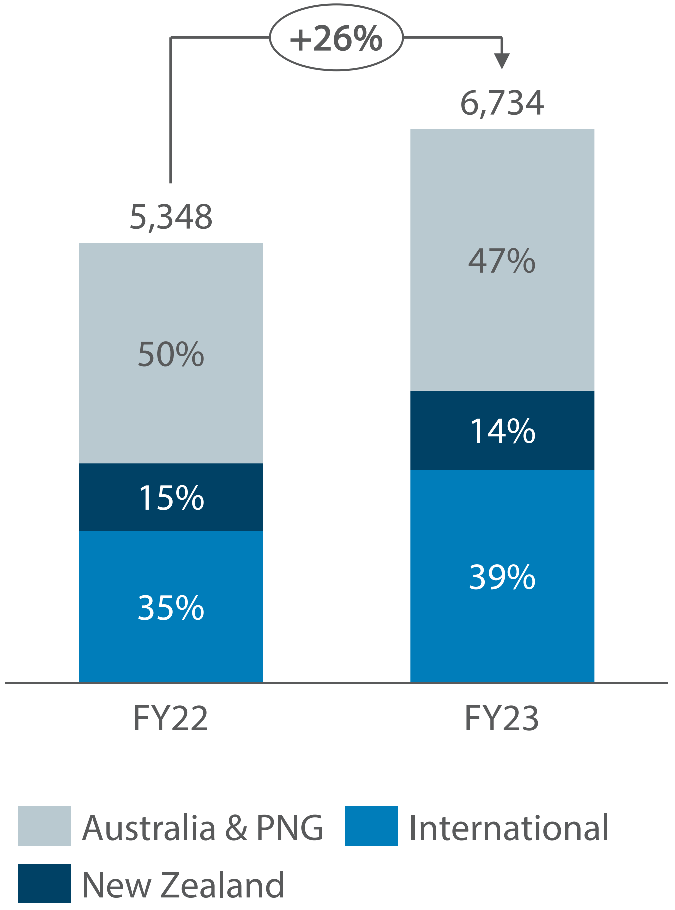
Product Diversification

Institutional revenue, $m



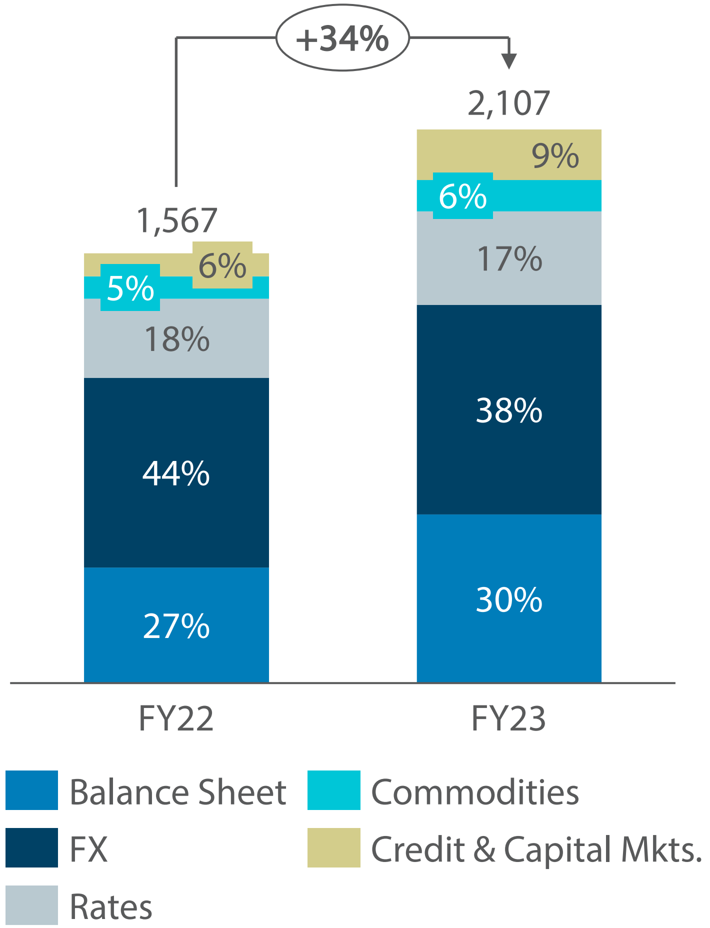
Geographic Diversification

Institutional revenue, $m



Global Markets Diversification

Markets income[1], $m

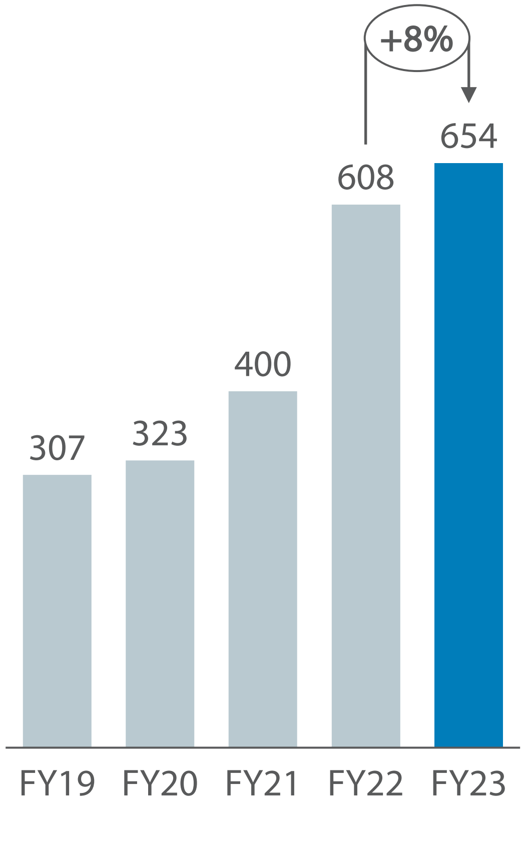


1. Markets income mix shown excluding derivative valuation adjustments. Derivative valuation adjustment amount is included in total

INSTITUTIONAL – PAYMENTS & CURRENCY PROCESSING

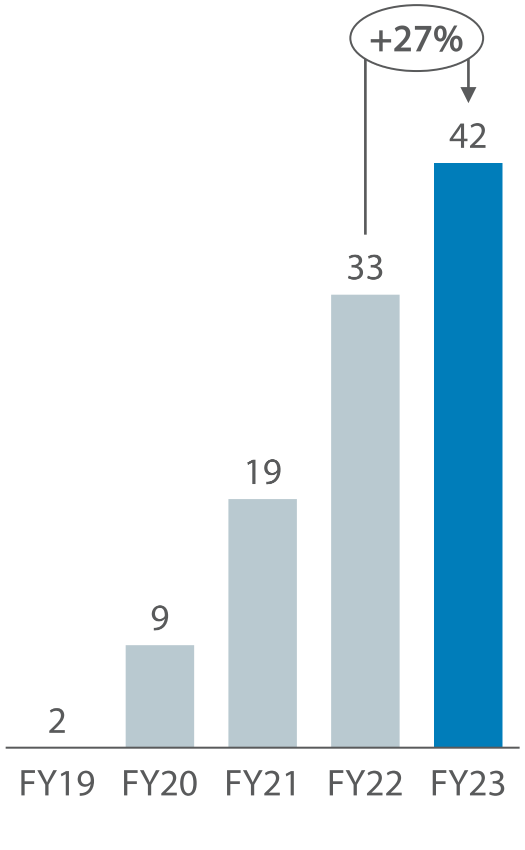
Payments

#m



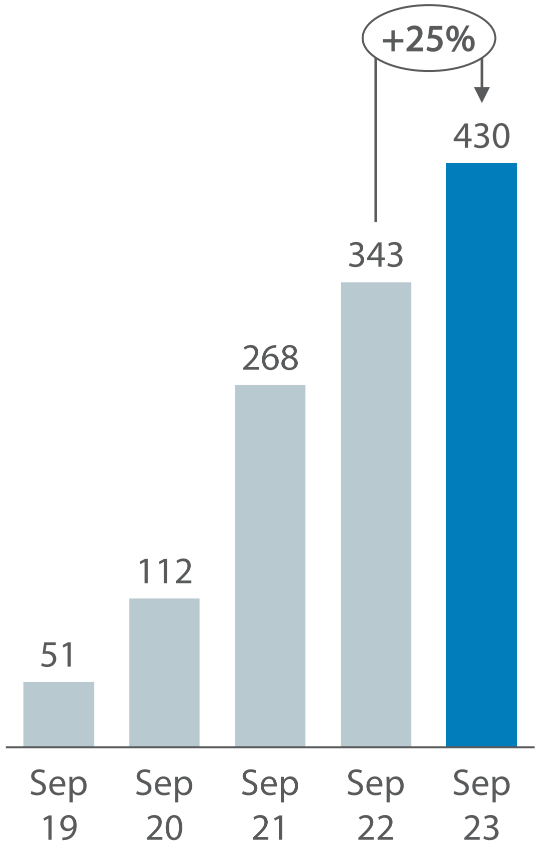
Real Time Payments

NPP[1] Agency Payments, #m



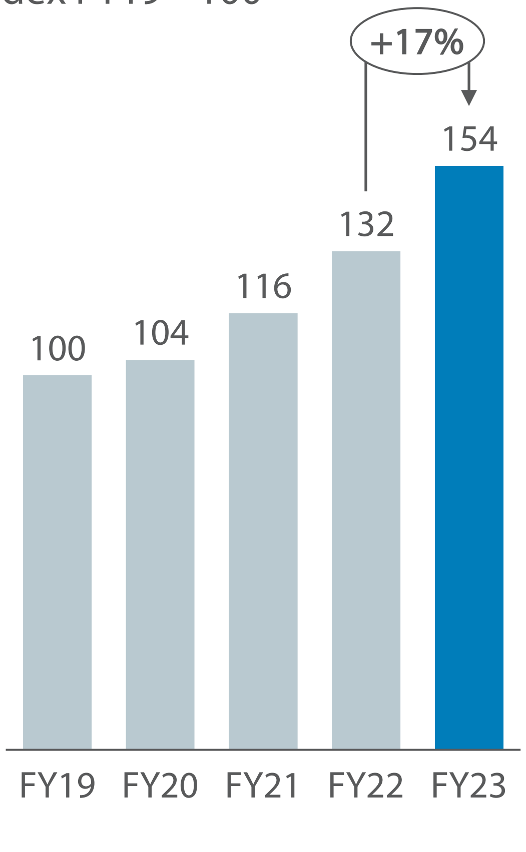
Client Monies

Platform Cash Mgt Accounts[2] #'000s



Markets FX

Turnover volume, Index FY19 =100



1. New Payments Platform. Subset of total payments
2. Number of Australian virtual client monies accounts

CUSTOMER PROTECTION

Investing significantly to keep customers safer from frauds and scams

Prevented	Removed	Blocked	Analysed	Stopped
>$100m	~1,600	~12m	>10b	>20k
from being transferred to criminals[1]	phishing or fraudulent websites impersonating ANZ[1]	attacks against customer facing services each month	events through our Security Operations Centre each day	scam SMS impersonating 'ANZ'[2]

1. Over a 12 month period
2. Over a 4 week period

'SCAM SAFE' FOR ANZ PLUS

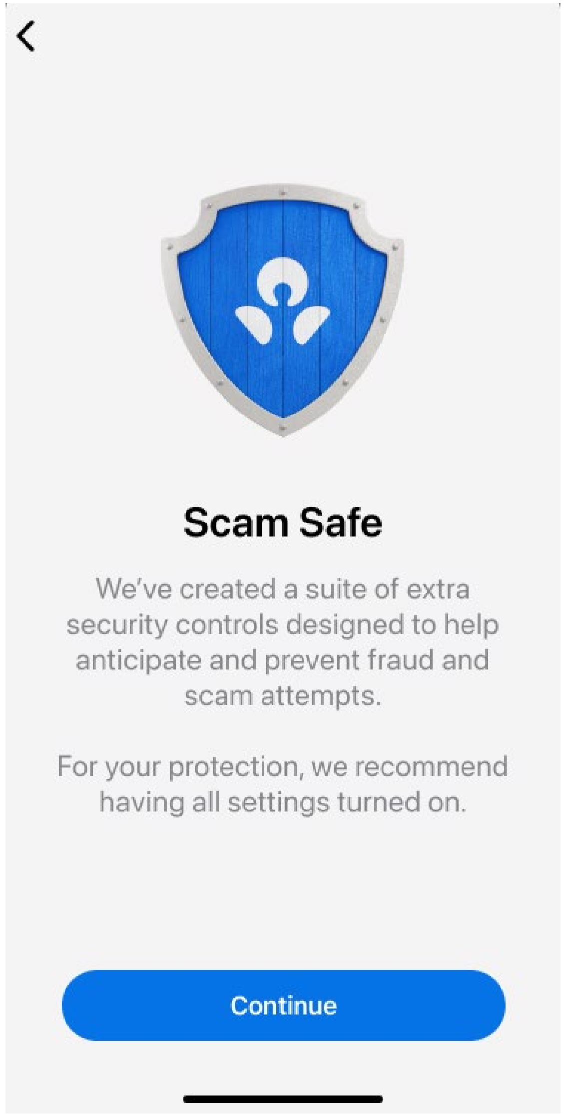
A suite of extra security controls for ANZ Plus

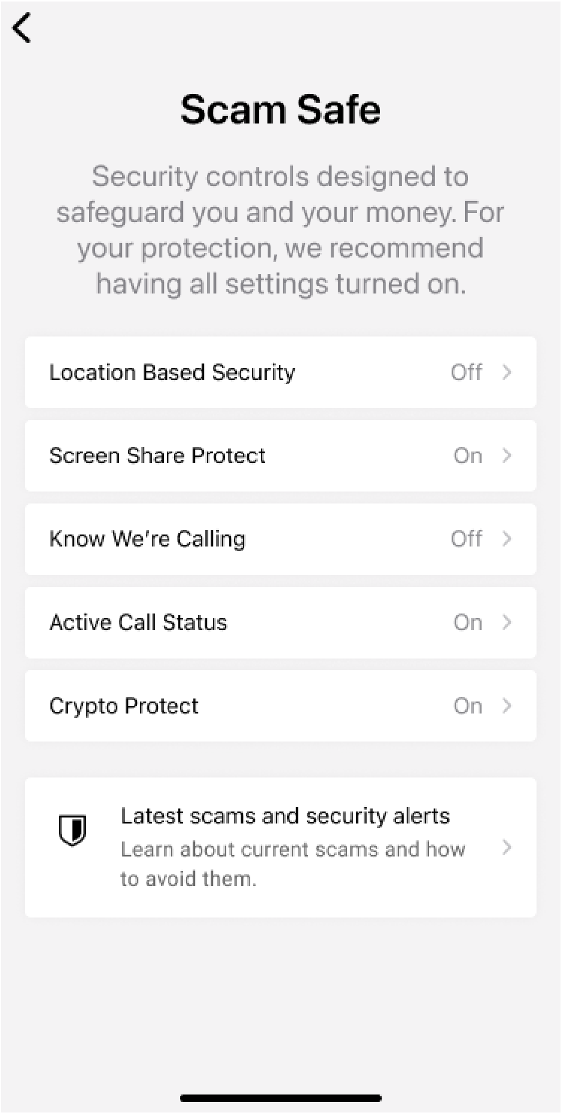
Greater control to customers, including permissions around use of their data to help detect fraud and scams

Education on related threats and how data is used to protect them

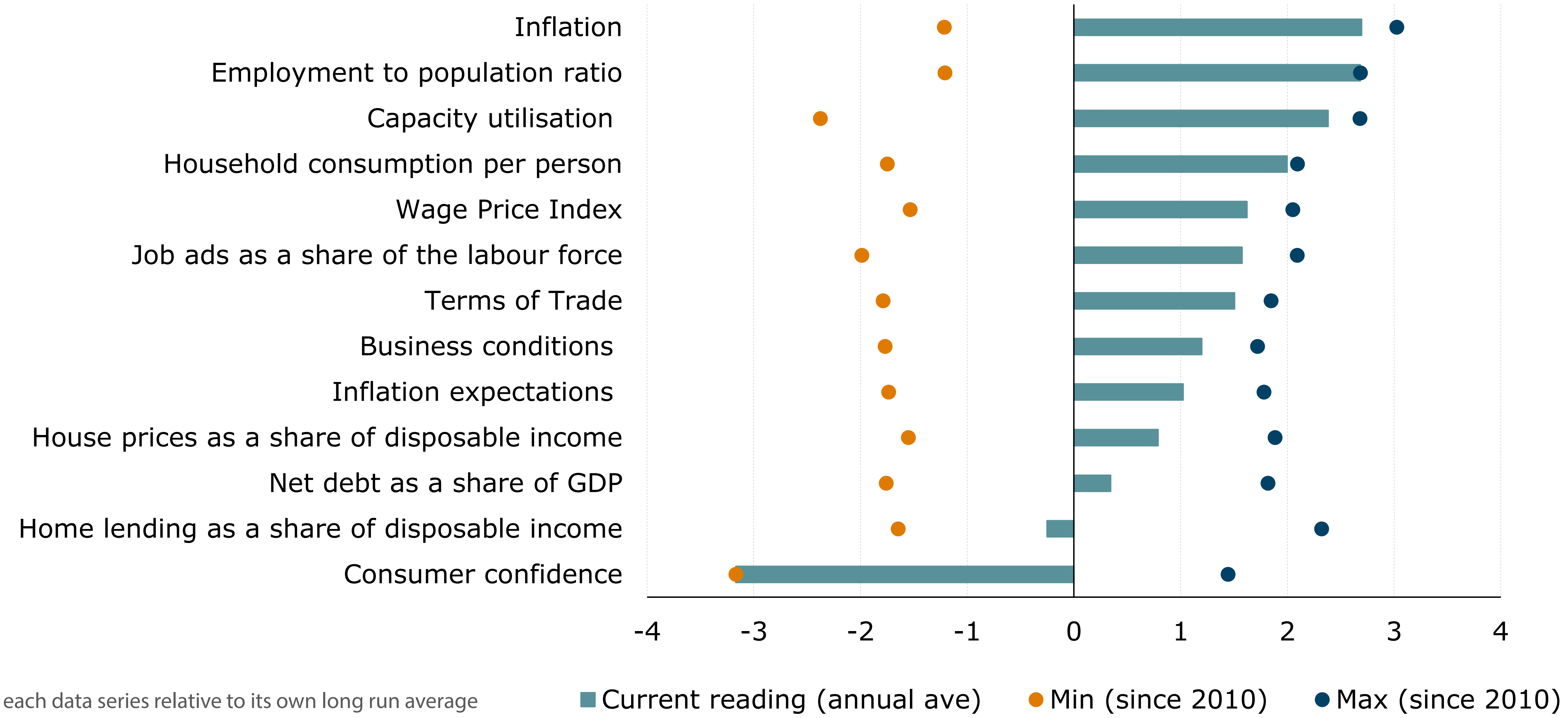
Controls around cryptocurrency exchange payments

Features expected to be made available progressively from mid November 2023





AUSTRALIA ECONOMY



Presents each data series relative to its own long run average

Source: ABS, RBA, NAB, ANZ Research

GLOBAL TRENDS

Major trends

- Greater demands on government, more government debt
- Resilient corporate balance sheets
- Changing political structures
- More complex domestic and global politics
- Advances in technology and the advent of AI
- Acceleration of climate change, biodiversity and sustainability
- Ageing population
- Housing affordability

Challenges arising

- Heightened community expectations of business and government
- Government fiscal prioritisation
- Funding requirements (energy transition, infrastructure, defense)
- Competition for resources keeping asset prices and inflation high
- Rapid changes to workforce composition
- Intergenerational wealth transfers
- Higher interest rates for longer
- Hyper connectivity leads to faster and amplified reactions to events

CONSISTENT APPROACH

PRIORITIES ESTABLISHED 7 YEARS AGO REMAIN RELEVANT

1. Creating a simpler, better balanced bank

2. Focusing on areas where we can win

3. Building a superior everyday experience to compete in the digital age

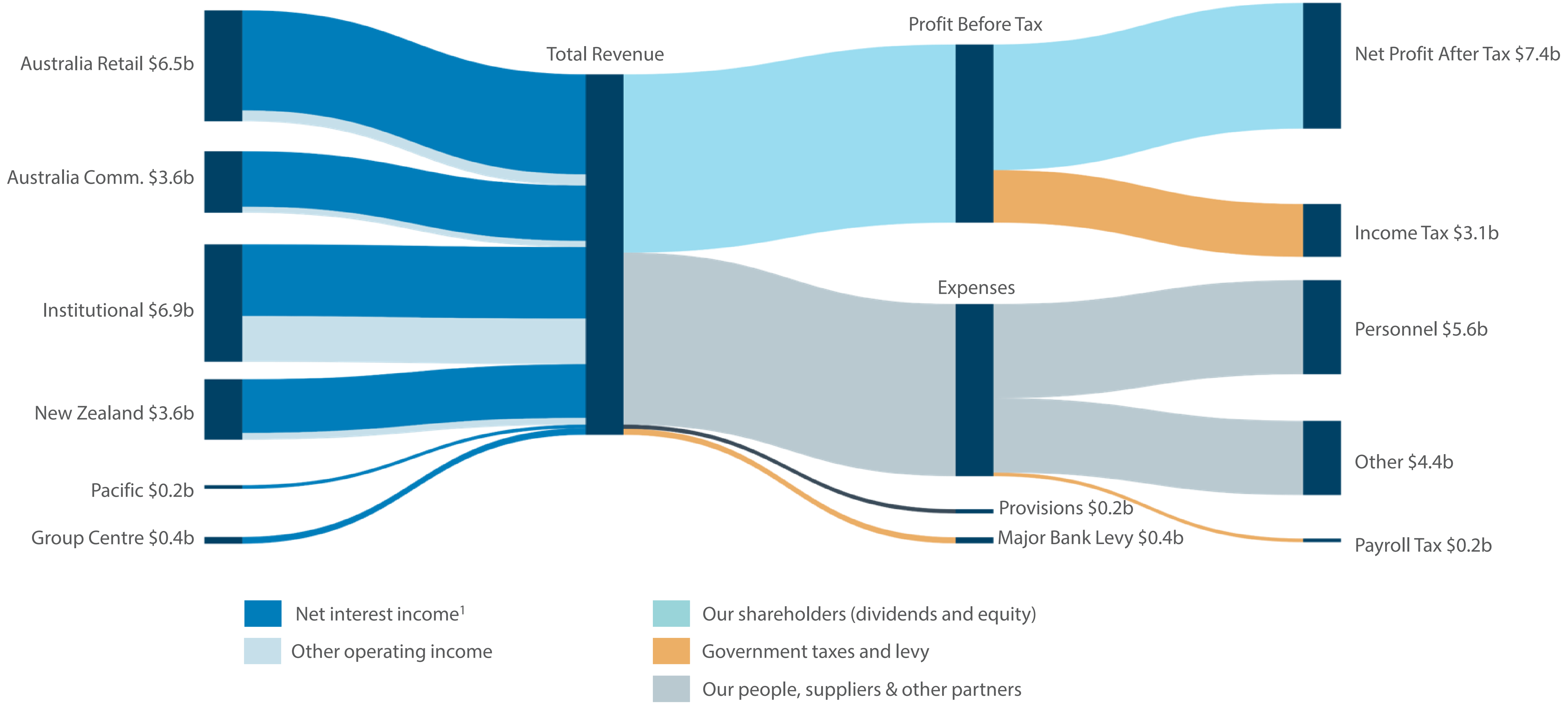
4. Driving a purpose and values led transformation

FY24 PRIORITIES

1.	2	3.	4.	5.	6.
Continue to run the Group prudently	Further improve productivity	Grow ANZ Plus customers, deepen engagement	Invest more in Commercial strategy	Further enhance Sustainability, Payments & Currency platforms	Complete the acquisition of Suncorp Bank

DIVERSIFIED BUSINESS DELIVERING FOR OUR STAKEHOLDERS

2023 Full Year Performance



1. Gross Interest Income less interest expense paid to customers and fixed income investors. Divisional Net Interest Income shown prior to deduction of Major Bank Levy

2023 FULL YEAR RESULTS

FARHAN FARUQUI

CHIEF FINANCIAL OFFICER

OVERVIEW

		FY23	vs FY22
FY23 Financial Performance	Cash Profit	$7.4b	+14%
	Return on Equity	10.9%	+54bps
	Risk Adj. Margins[1]	5.19%	+76bps
Balance Sheet	Customer Deposits	$647b	+4%
	Net Loans & Advances	$707b	+5%
	Collective Provision Balance	$4.0b	+5%
Capital, Funding & Liquidity	CET1 Capital Ratio (Sep 23)	13.3%	+105bps
	FY23 Term Wholesale Funding	$37b[3]	+$21b
	NSFR	116%	-3%
	LCR (2[nd] half avg)	132%	+3%

Full Year Highlights, FY23 vs FY22

Revenue growth	+13%
Revenue growth across all major divisions	+4% to +26%
Met cost guidance[2]	+5%
Low loss rate (FY23 Individual provision loss rate)	1 bp

Second Half Highlights

Revenue growth (2H23 vs 2H22)	+8% (+6% ex. Markets[1])
Consistent revenue performance (2H23 vs 1H23)	-2% (+0.3% ex. Markets[1])
Cost management (2H23 vs 1H23)[2]	Flat
Total Shareholder Returns (6 months to 30 Sep 23)	16%

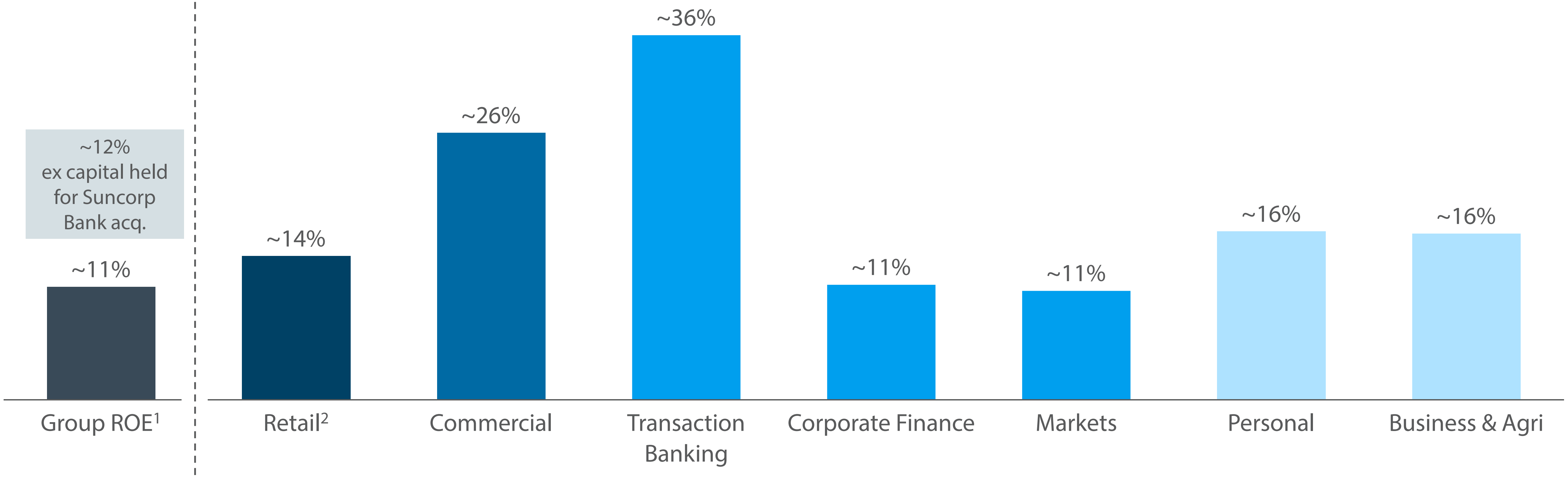
Basis: Cash profit continuing operations

1. Excludes Markets Business Unit
2. FX adjusted, excluding large / notable items
3. Excludes an additional $3b of funding issued for FY24

FY23 CAPITAL ALLOCATION AND RETURN PROFILE

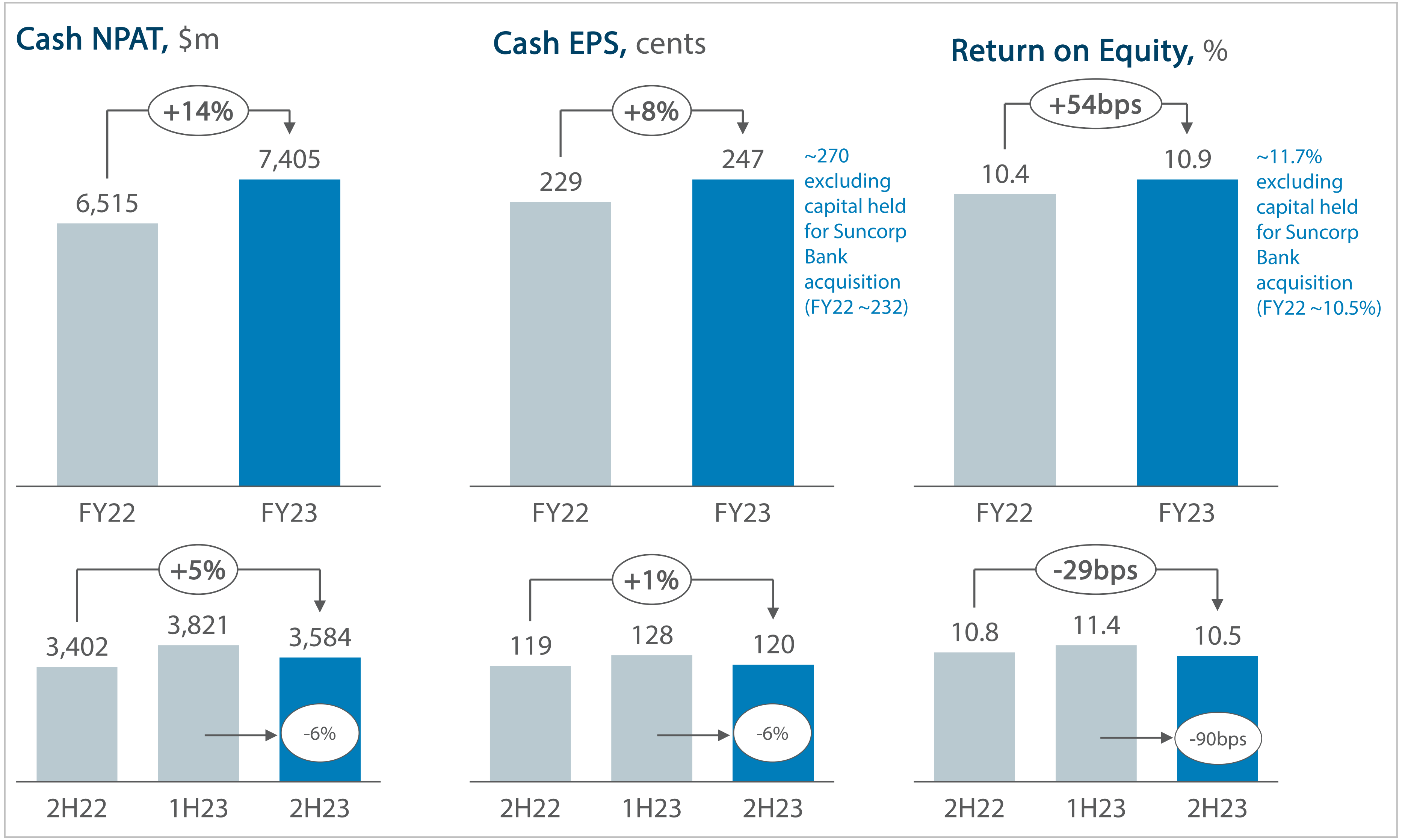
FY23 Return on Equity, %

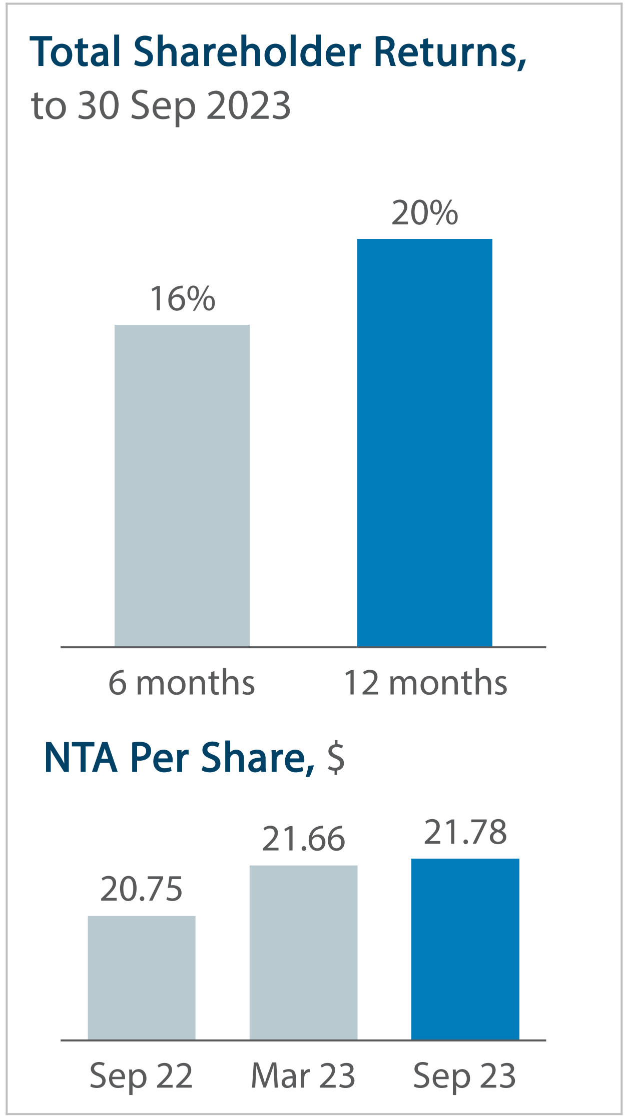
	Total Group	Aus. Retail	Aus. Commercial	Institutional			New Zealand	
	Group ROE[1]	Retail[2]	Commercial	Transaction Banking	Corporate Finance	Markets	Personal	Business & Agri
% of Group Capital[1]		23%	8%	5%	17%	10%	9%	5%
% of Group NPAT[3]		25%	19%	15%	17%	10%	14%	7%
4 yr NPAT CAGR		-4%	10%	11%	12%	9%	5%[4]	



1. Group ROE reflects regulatory capital requirements of every division together with capital held in Pacific and Group Centre (including Asia Partnerships, Suncorp Bank acquisition and Non Bank Group)
2. Retail ROE presented excludes ANZ Plus investment spend
3. Subset of total Group profit. Excludes Profit / (Loss) from operations undertaken in Pacific and Group Centre
4. 4 year CAGR presented at a divisional level due to re-segmentation between Personal and Business and Agri in FY22

SHAREHOLDER RETURNS

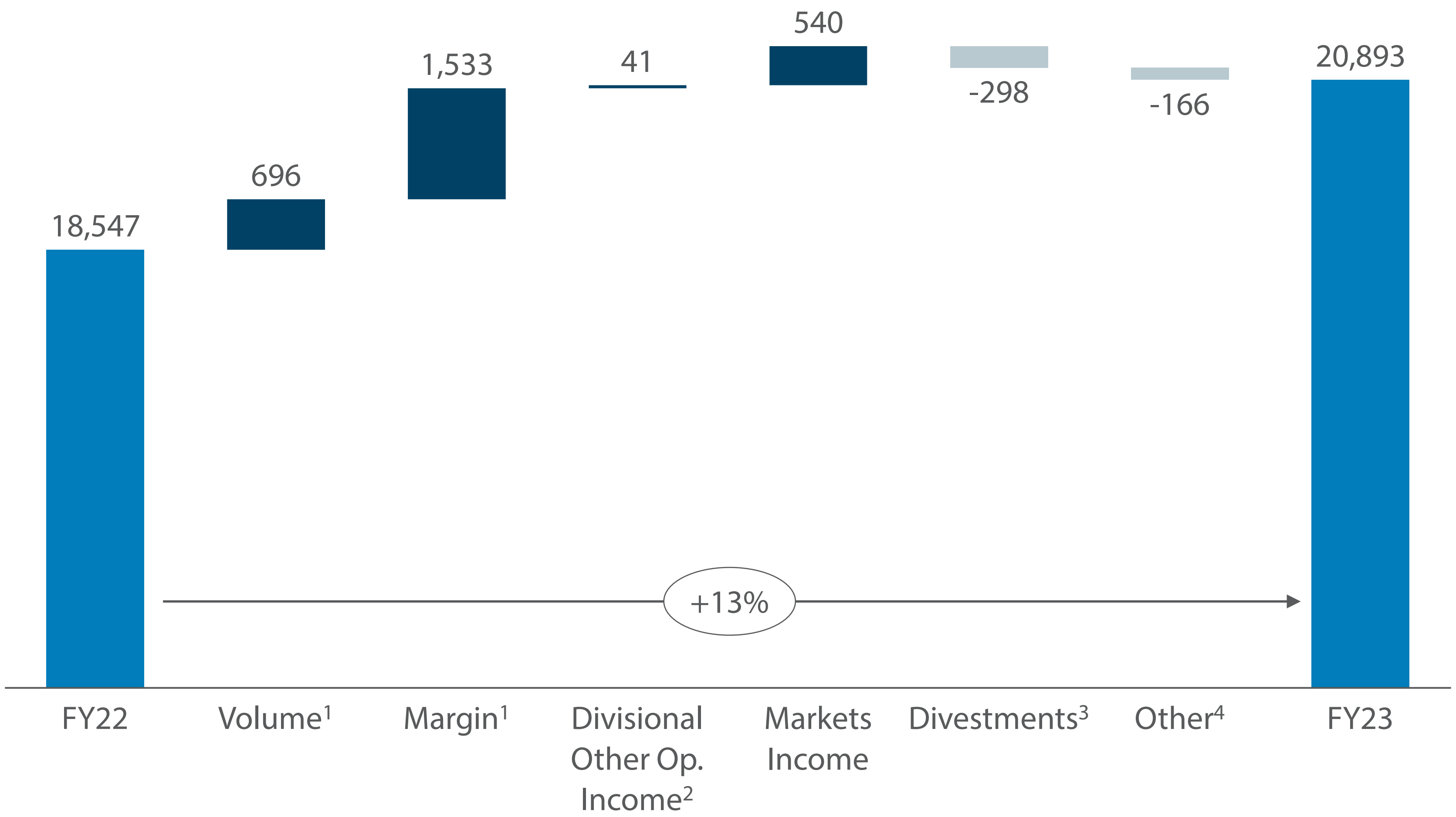




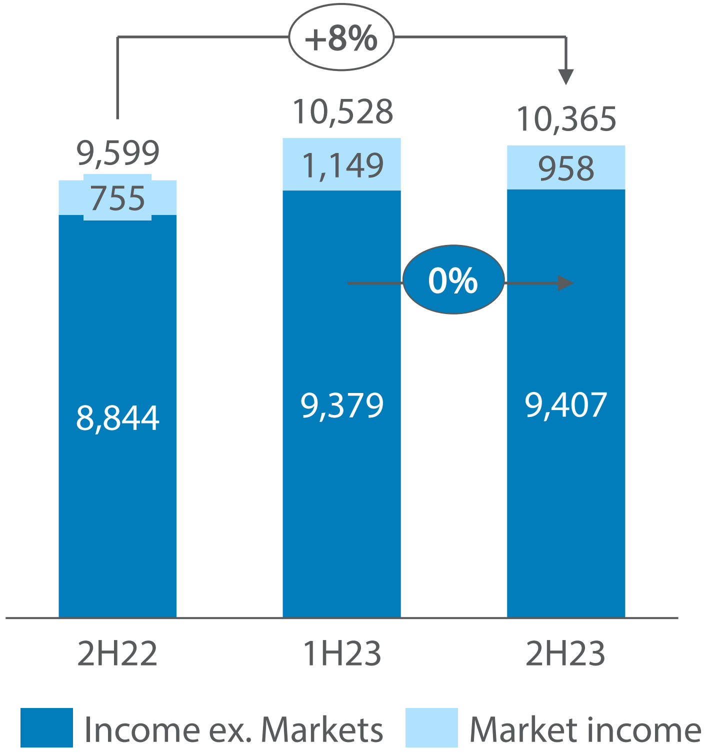
Basis: Cash profit continuing operations

OPERATING INCOME

Full Year Total Operating Income, $m



Half Year Total Operating Income, $m

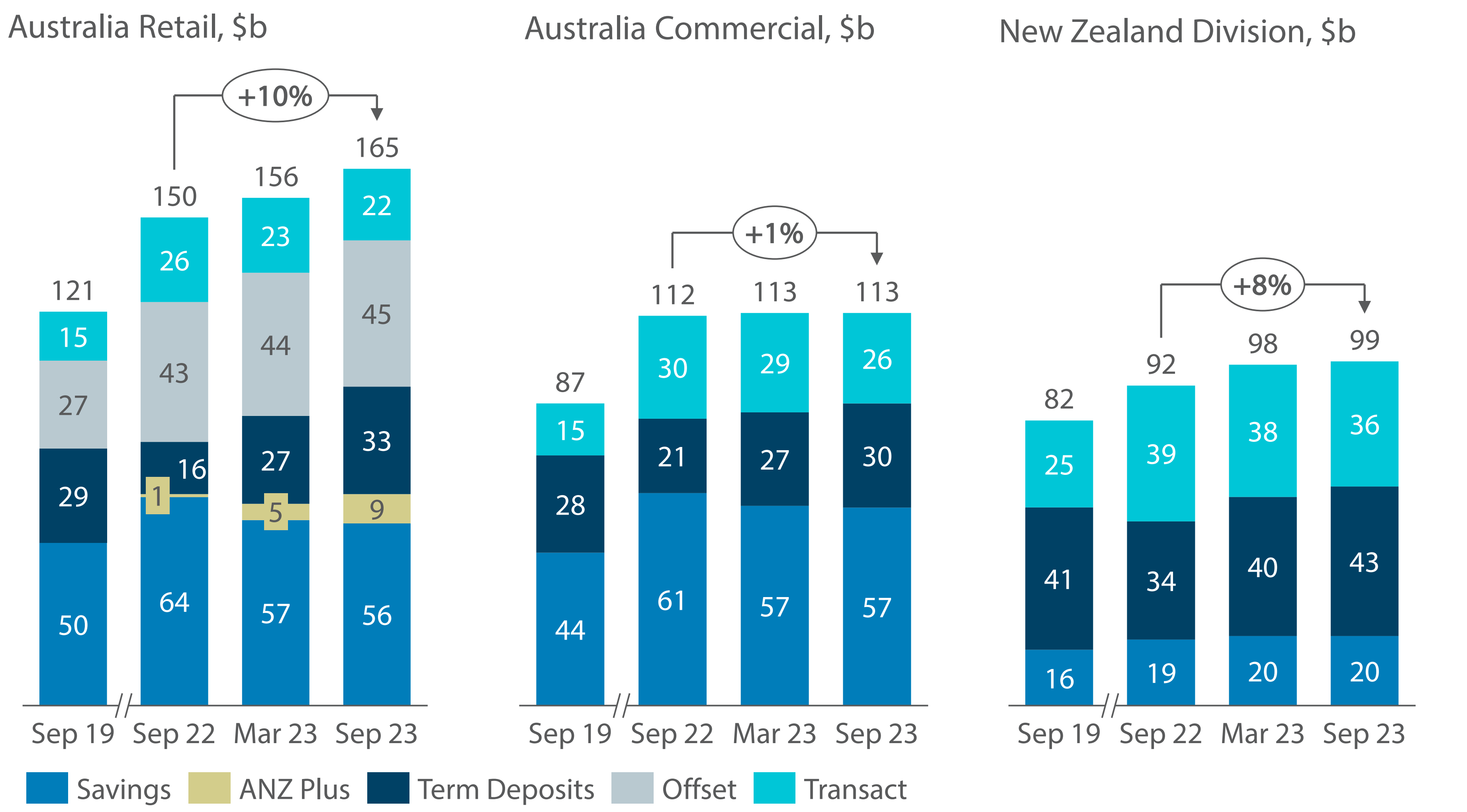


Basis: Cash profit continuing operations

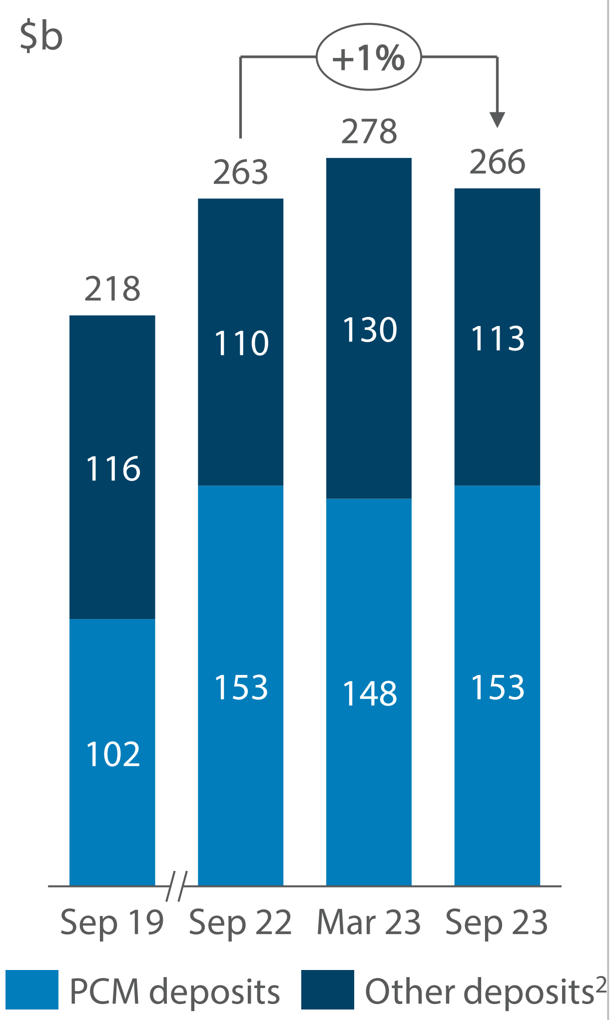
1. Excludes Markets income (Markets Business Unit)
2. Excludes Markets income, Divestments and Other
3. Includes business divestments / closures (including ANZ Worldline partnership – gain on completion of the partnership arrangement in FY22) and property rationalisation, as detailed on pages 14-16 of ANZ Full Year 2023 Financial Report
4. Other includes realised gains on economic hedges, valuation adjustments from investments, and gains on sale of government securities in FY22

CUSTOMER DEPOSITS[1]

Retail & Commercial



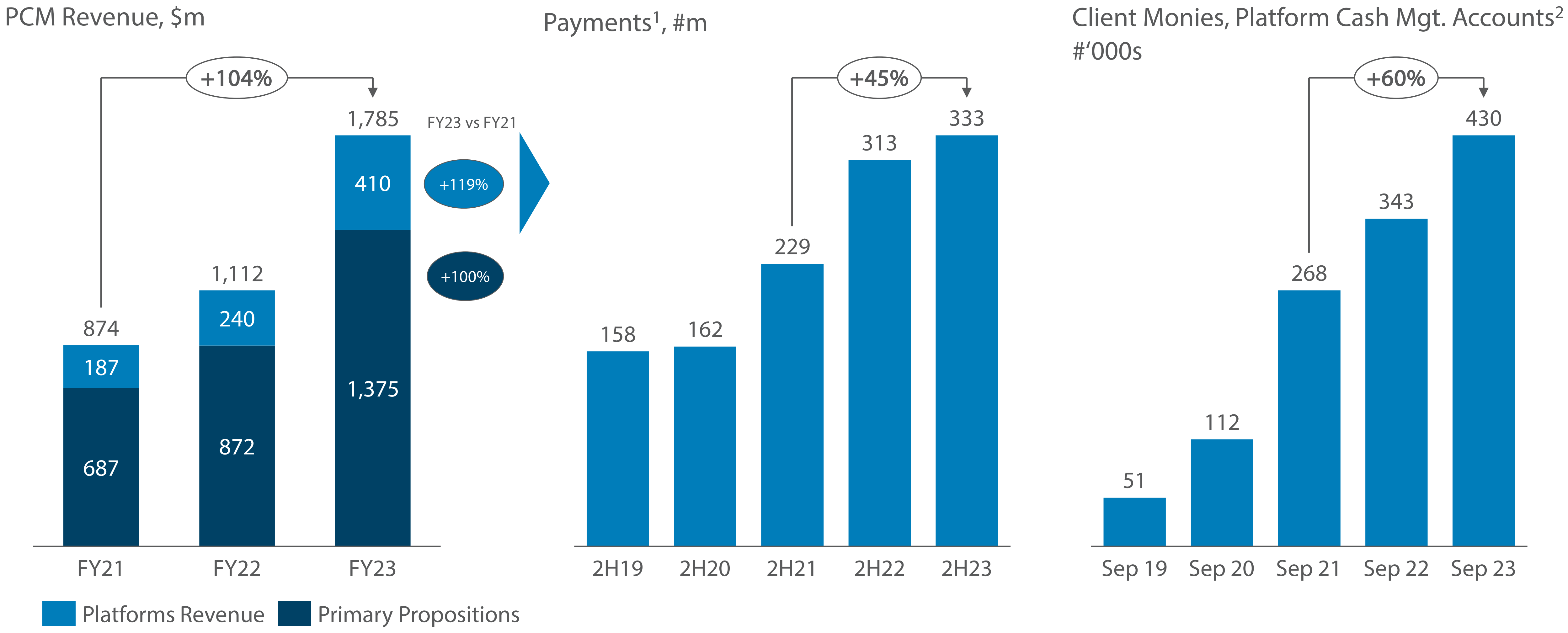
Institutional



1. Excludes Pacific and Group Centre
2. Primarily Markets deposits

INSTITUTIONAL PAYMENTS AND CASH MANAGEMENT (PCM)

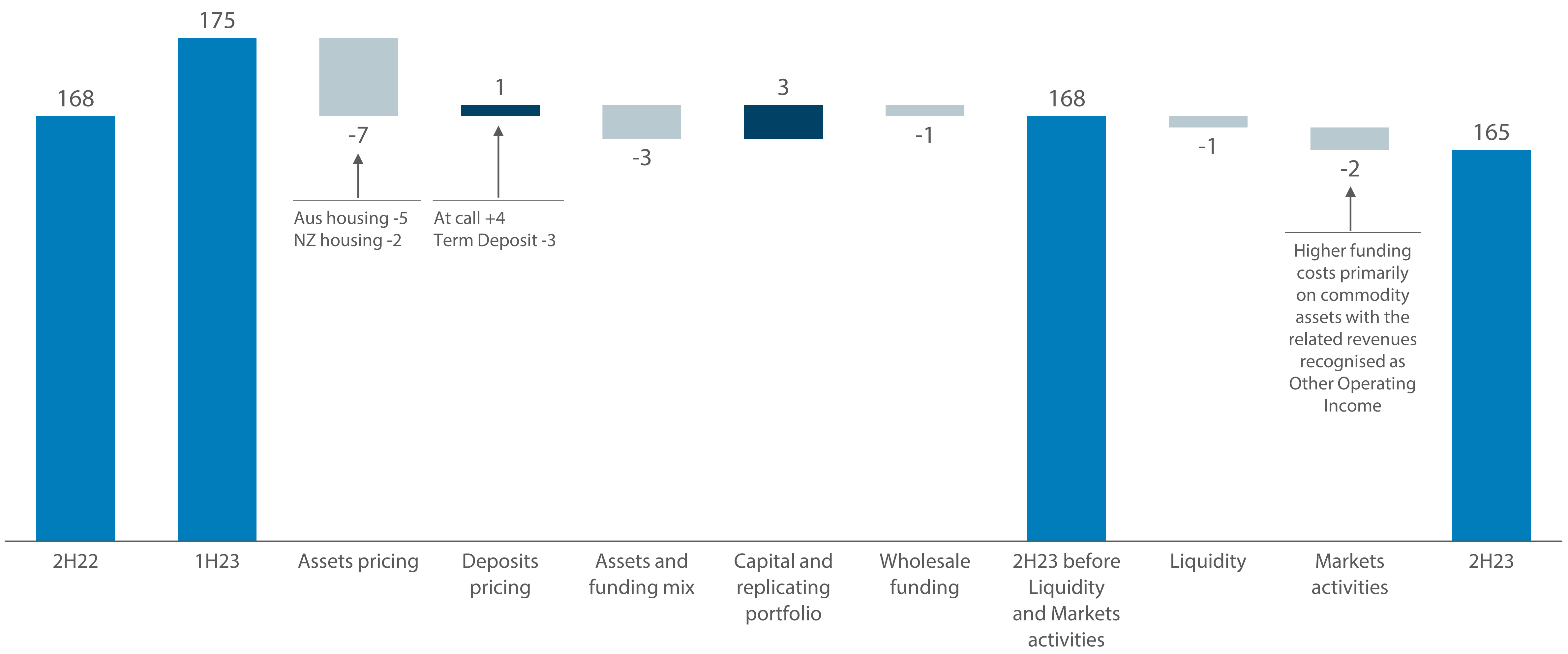
Continued growth in payments and accounts, delivering $410m (23%) of PCM revenue in FY23



1. Number of payments, includes subsets 'Direct Integration Payments' and 'Retail Time Payments (NPP Agency)'. Further detail included in the Investor Discussion Pack (Divisional performance section)
2. Number of Australian virtual client monies accounts

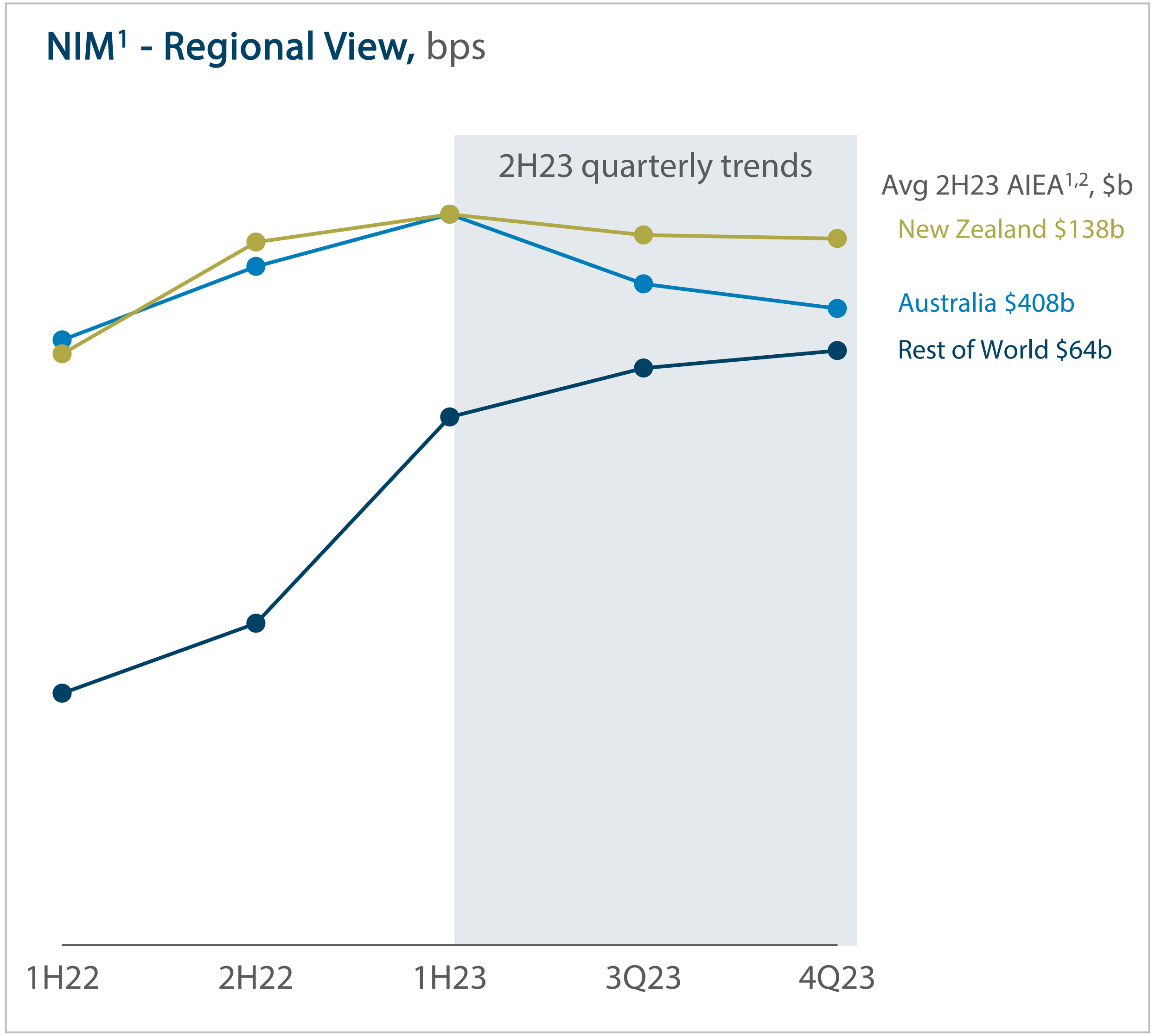
2H23 NET INTEREST MARGIN (NIM) – MOVEMENT

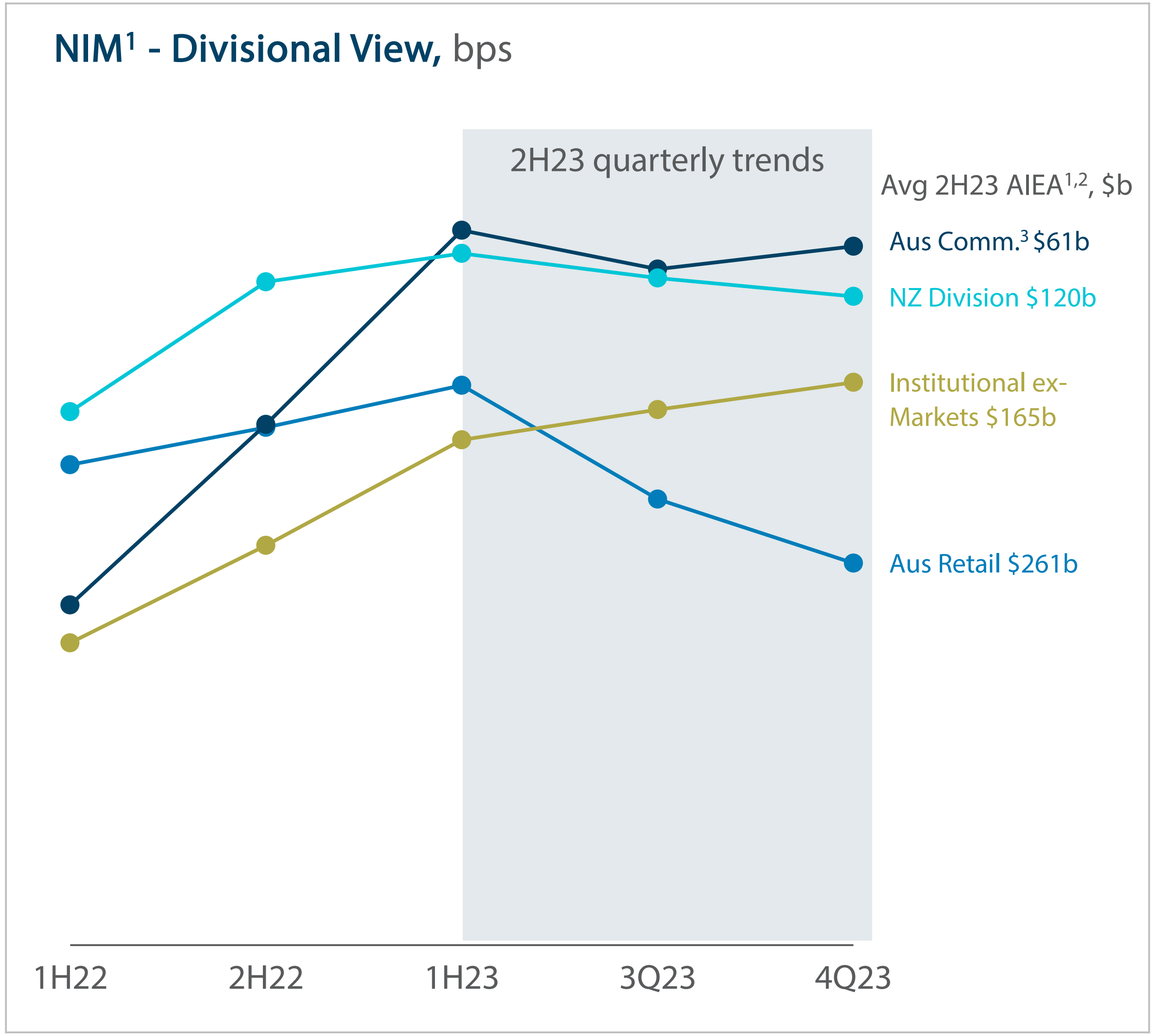
Group NIM, bps



Basis: Cash Profit continuing operations

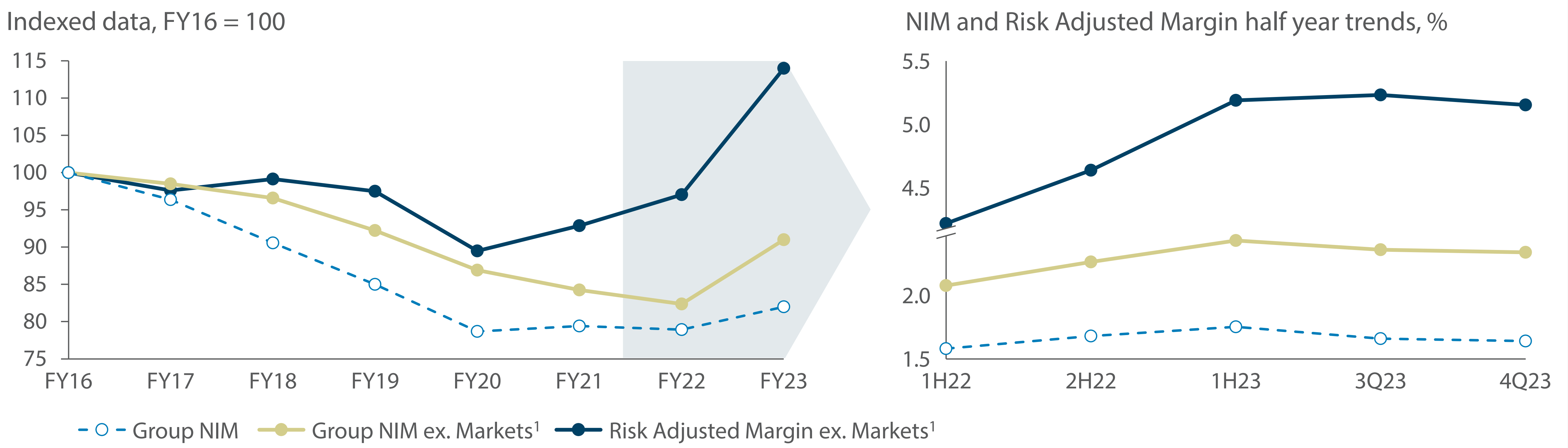
NET INTEREST MARGINS (NIM) – HALF YEARLY TRENDS[1]





1. Group excluding Markets and Treasury
2. AIEA: Average interest earning assets
3. Australia Commercial division generates positive net interest income from surplus deposits held. Accordingly, $57.3b of average deposits for the September 2023 quarter (Jun 23 quarter: $57.9b; Mar 23 quarter: $59.5b; Dec 22 quarter: $59.1b; Sep 22 quarter: $61.3b; Jun 22 quarter: $64.3b) have been included within average net interest earning assets for the net interest margin calculation to align with internal management reporting view. AIEA of $61b presented above represents lending assets only

NET INTEREST MARGIN (NIM) & RISK ADJUSTED MARGIN

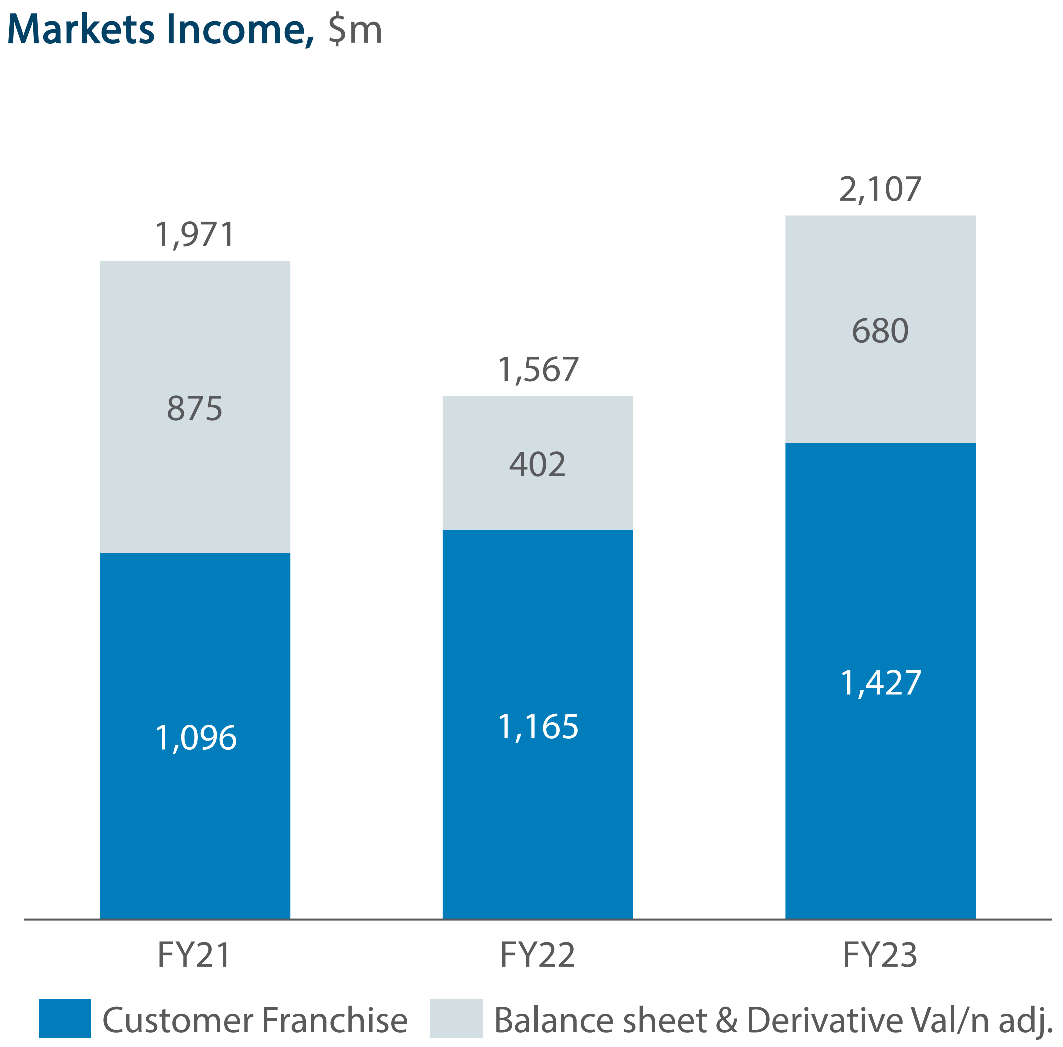


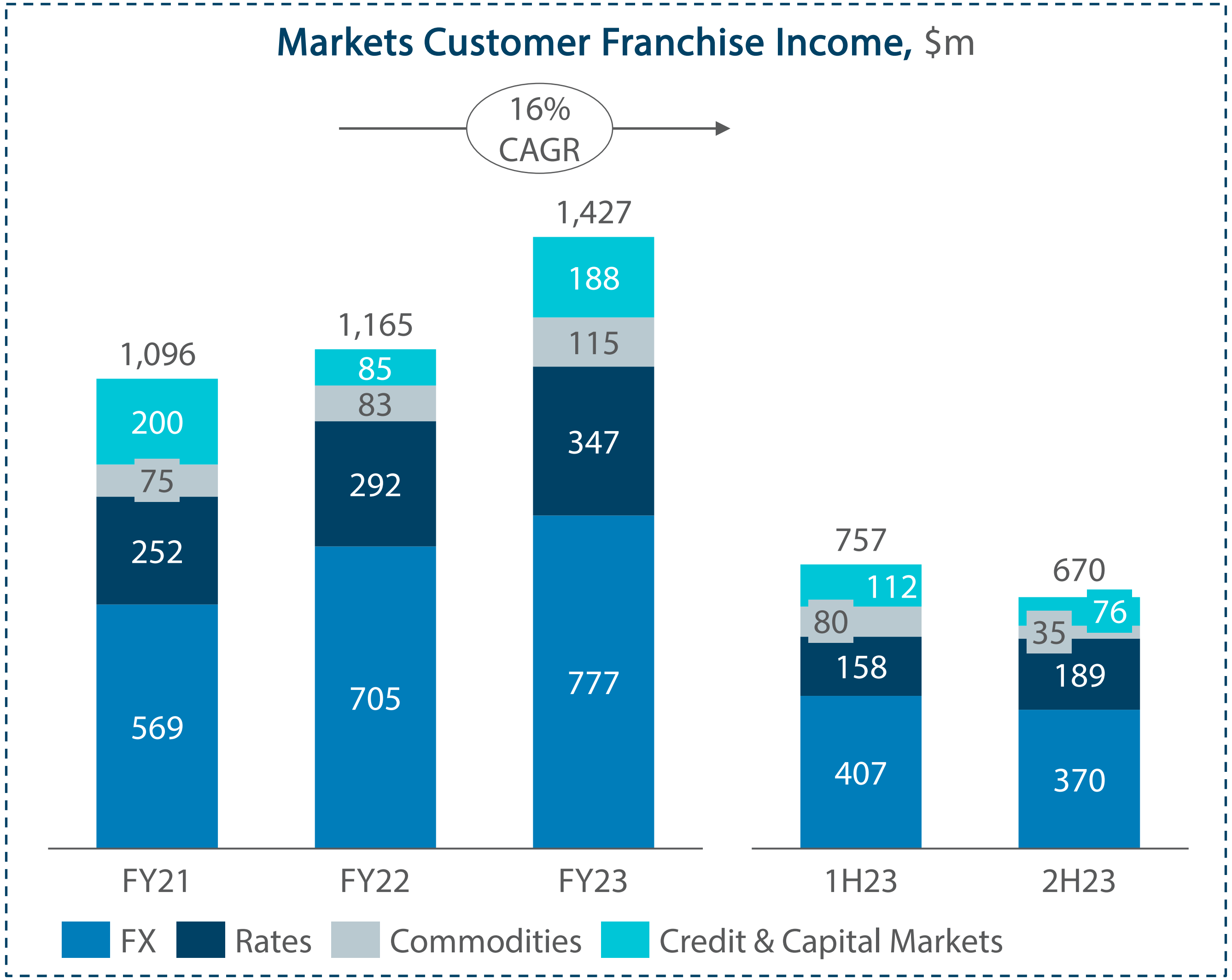
Environmental Factors Impacting Margins

Cash rates	ITOC[2] hedges	Competitive Intensity	Wholesale Funding
Further Central Bank rate rises likely to be limited in the half ahead	Continue to benefit from maturing tranches being reinvested	Remains strong for both lending and deposits	Higher relative funding costs with wholesale funding replacing TFF across the industry

1. Excluding Markets Business Unit
2. ITOC: Investment Term of Capital, including Replicating Portfolio

MARKETS INCOME



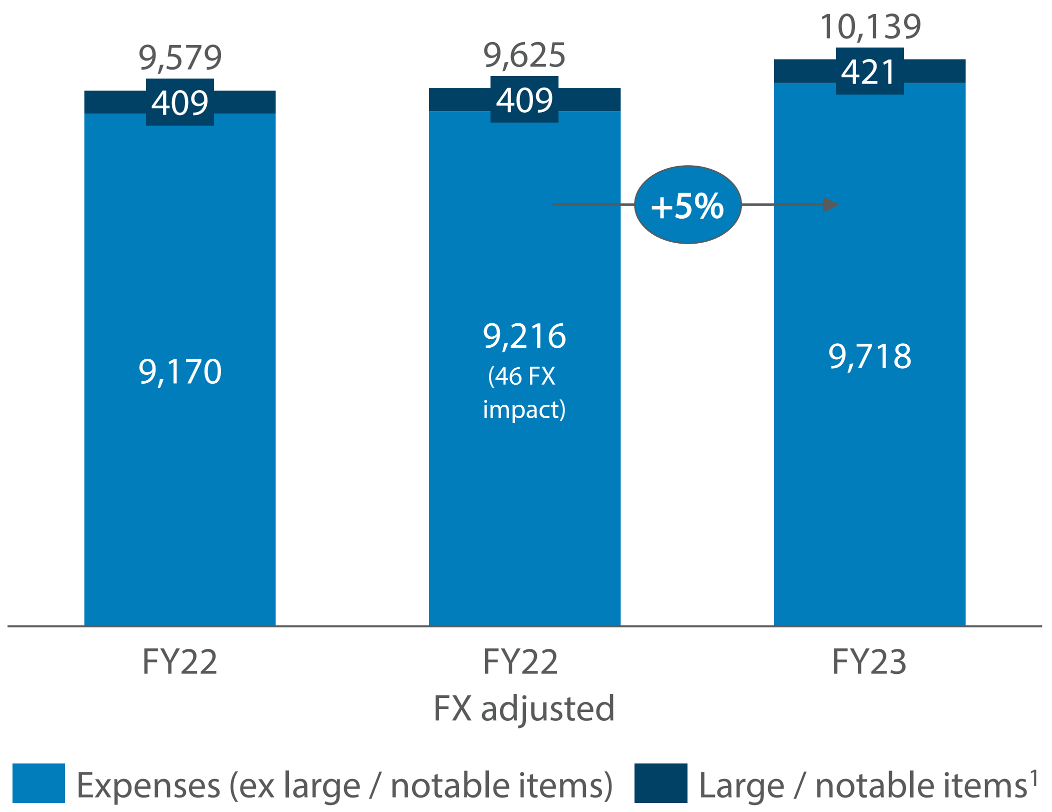


Basis: Cash Profit continuing operations

OPERATING EXPENSES
MET FULL YEAR GUIDANCE

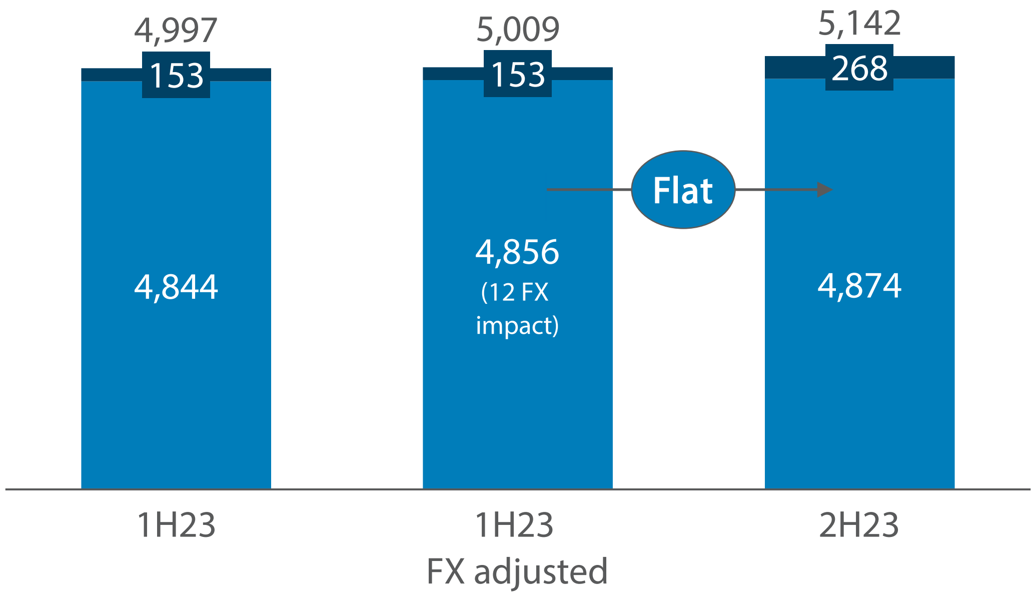
FY23 Total Operating Expenses, $m

Met FY23 guidance: total expenses excluding large / notable items[1] would increase by **~5%** in FY23 (FX adjusted)



2H23 Total Operating Expenses, $m

2H23 costs **flat** excluding large / notable items[1] (FX adjusted)

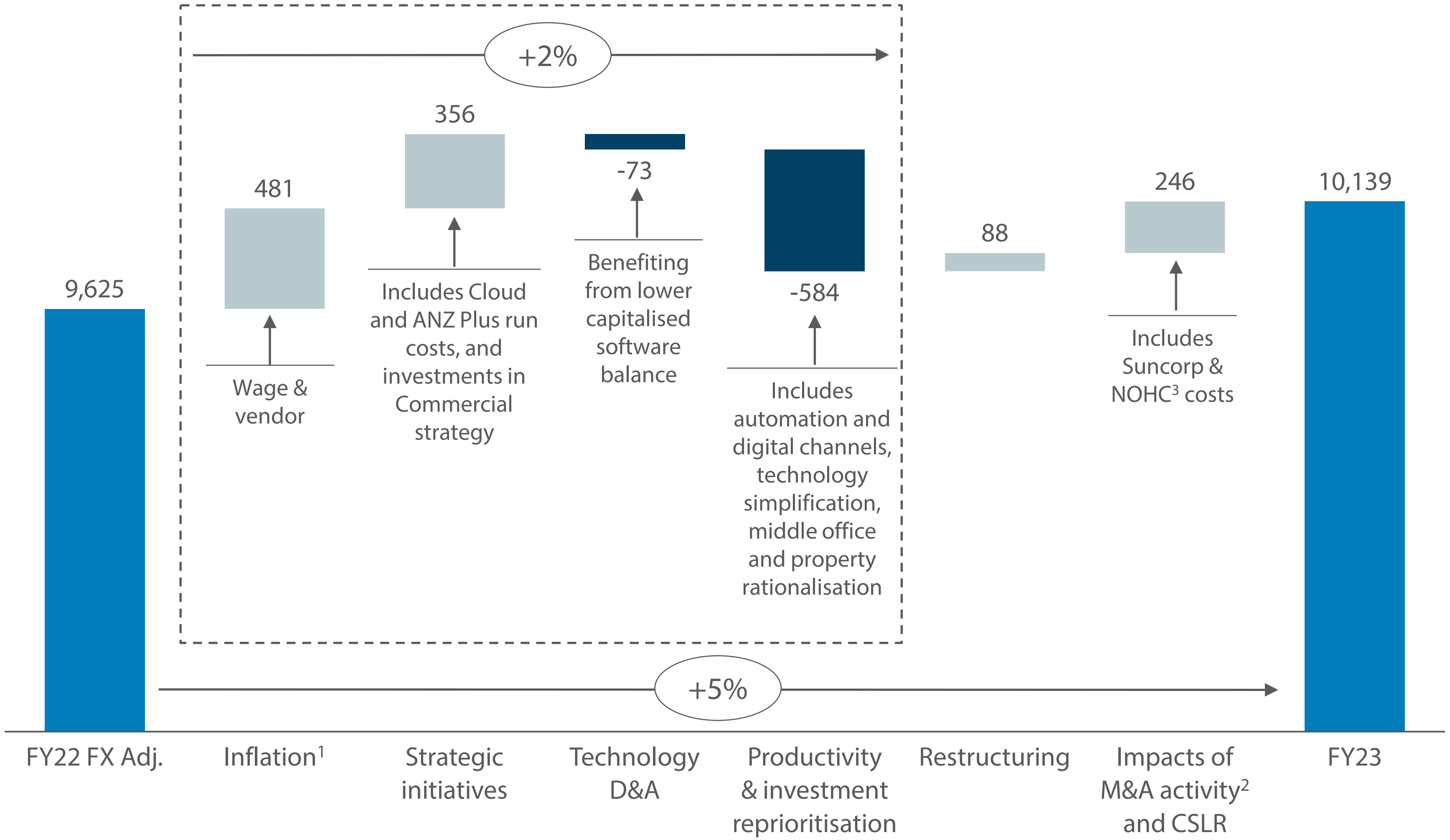


Basis: Cash Profit continuing operations

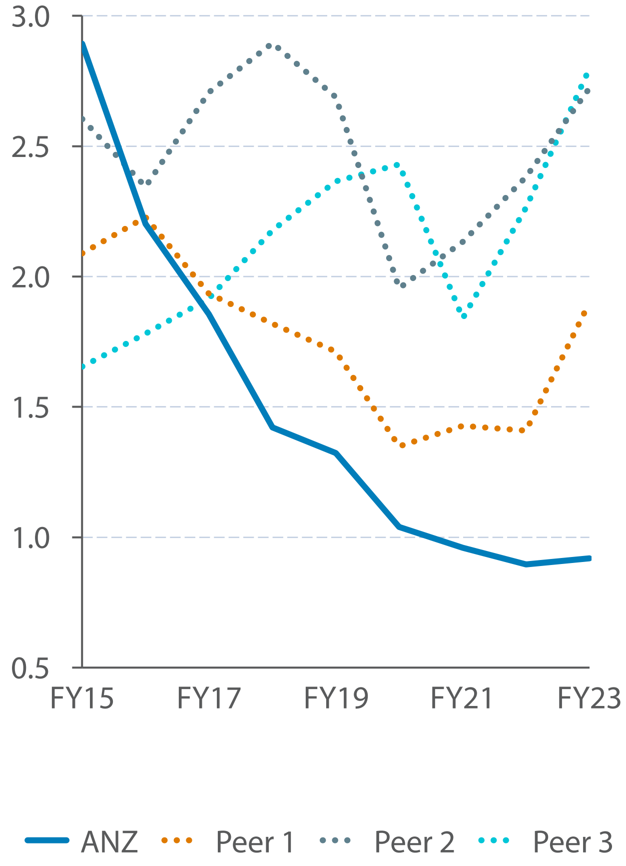
1. Large / notable items as described on pages 14 to 17 of ANZ Group Holdings Limited Full Year 2023 Consolidated Financial Report Dividend Announcement and Appendix 4E

OPERATING EXPENSES

Total Operating Expenses, $m



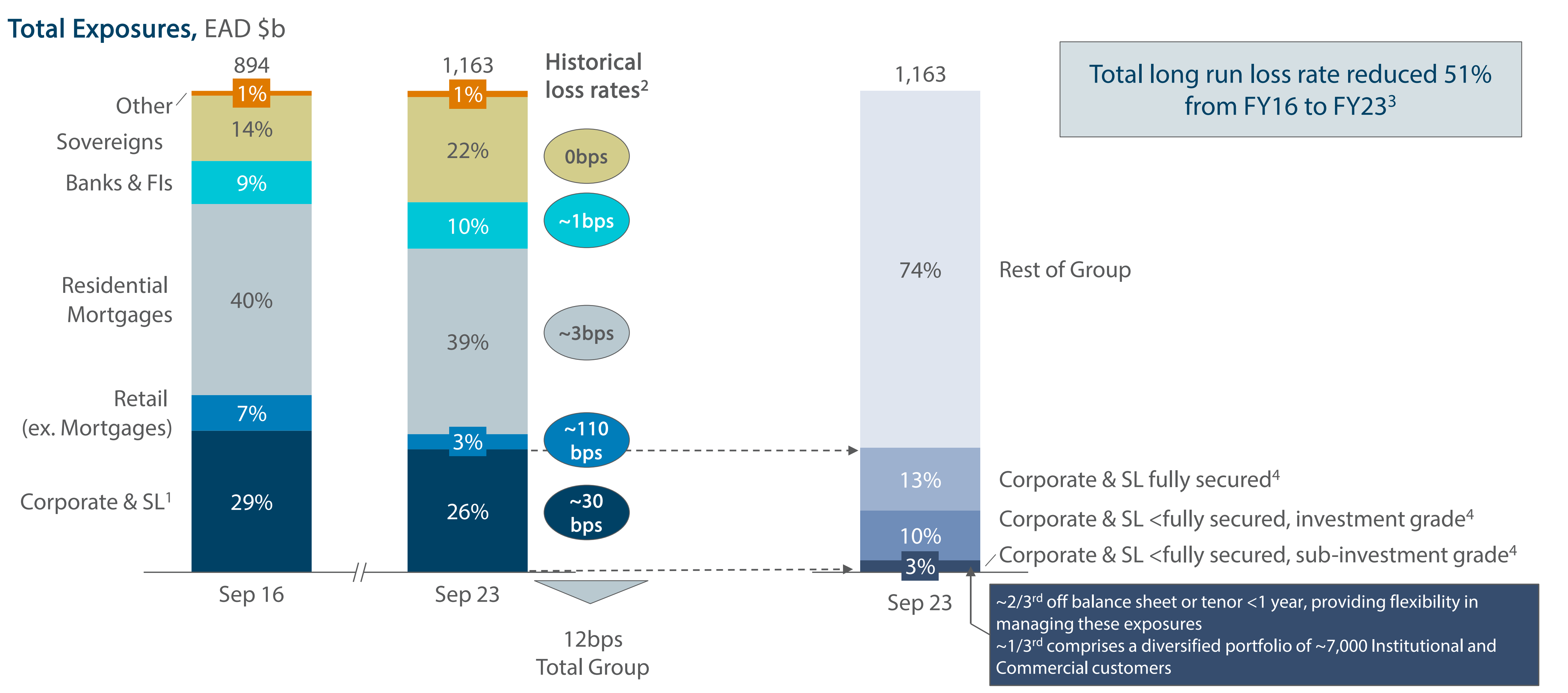
Capitalised Software Balance[4], $b



Basis: Cash Profit continuing operations

1. Includes increase in leave provisions
2. Includes costs previously attributed to discontinued operations
3. Non-Operating Holding Company
4. Capitalised software balances sourced from publicly available company financials. Peer numbers are based on the most recently disclosed financial disclosures

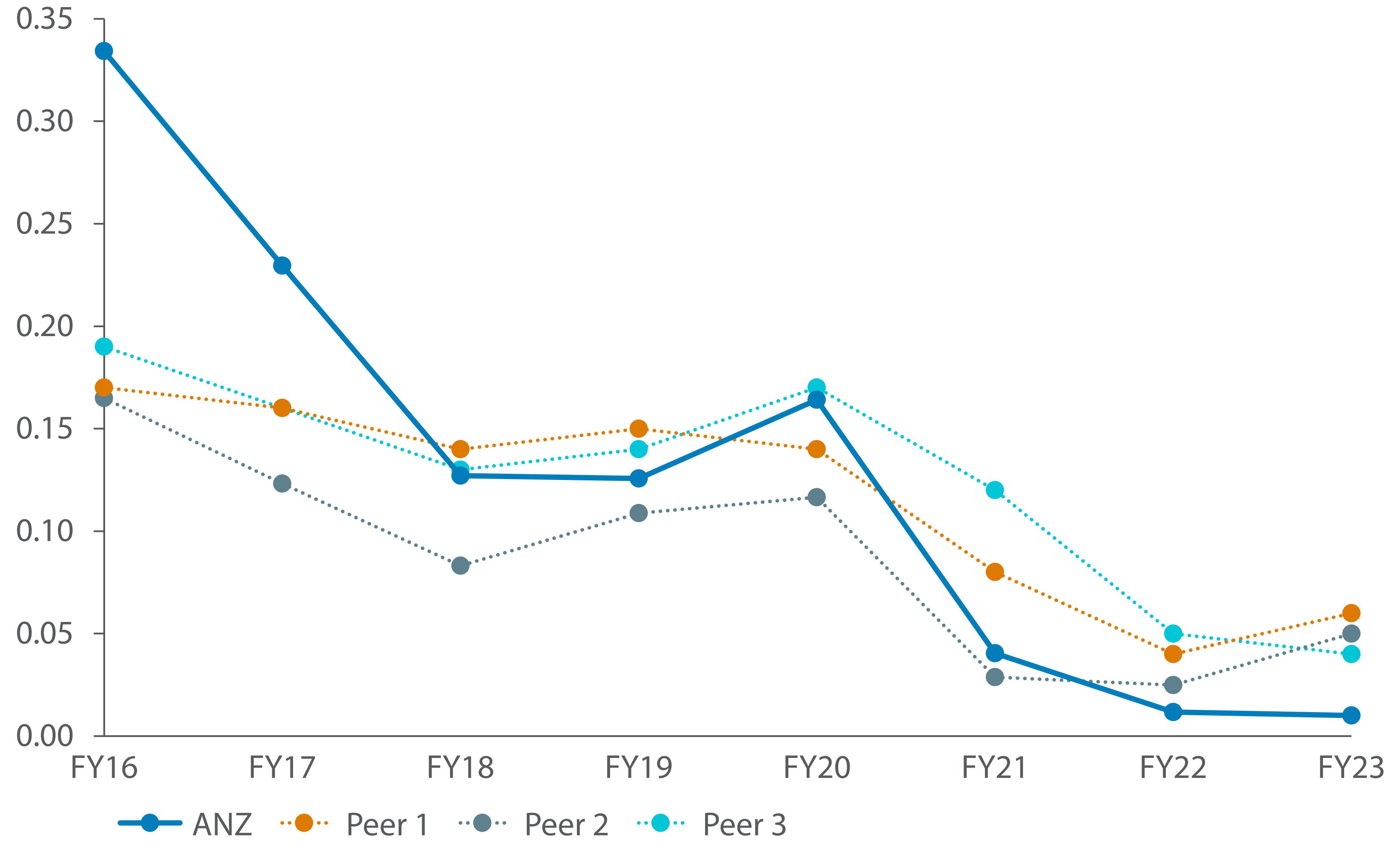
RESHAPED THE PORTFOLIO OVER 7+ YEARS



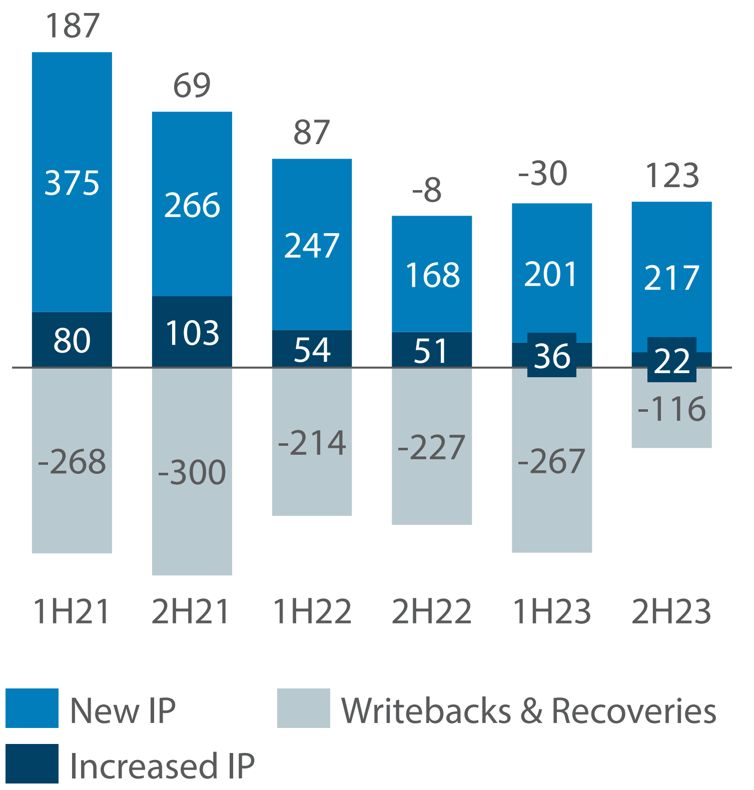
1. Specialised Lending
2. Historical loss rates represent IPC /EAD over the period 2008 to 2019
3. Based on Internal Expected Loss (IEL)
4. Security coverage at market value / rates

PROVISION OUTCOMES

Individual Provision Charge (IP) / Average Gross Loans & Advances[1], %



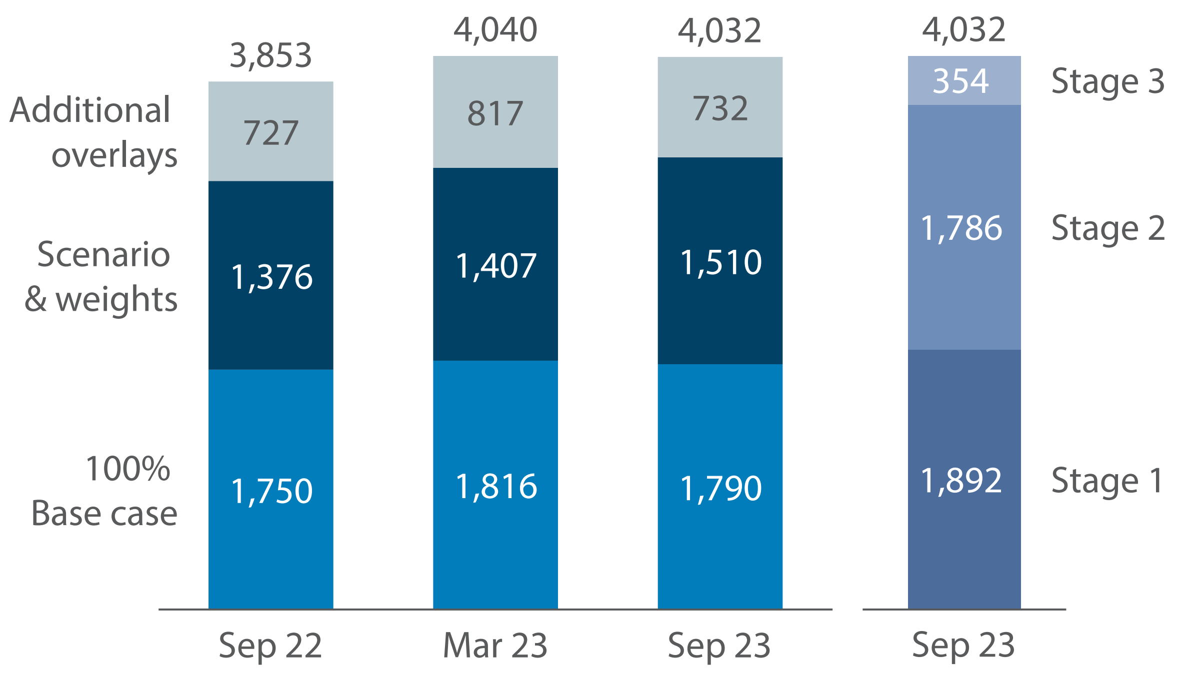
ANZ Individual Provision (IP) charge / (release), $m

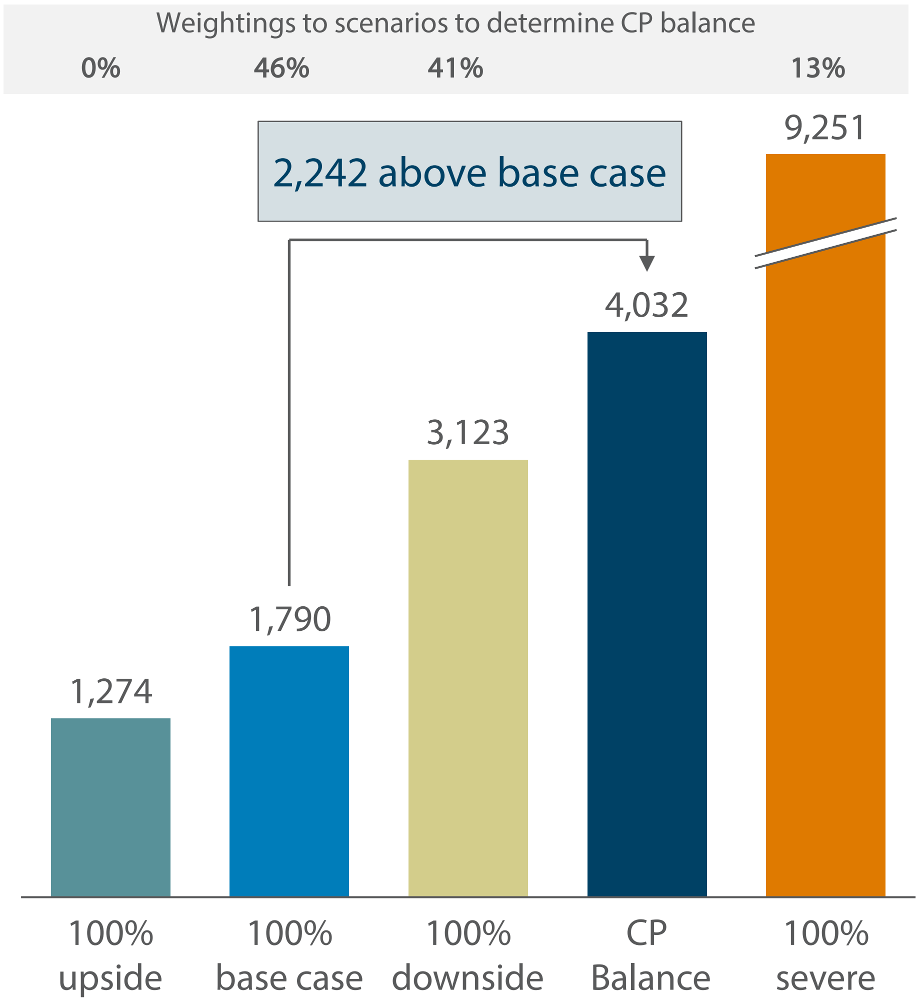


1. Source: Full Year loss rate data sourced from publicly available company financials. Peer bank categorisation of losses between IP and CP has been aligned to ANZ's approach to aid comparability

COLLECTIVE PROVISION BALANCE

Collective Provision Balance (Allowance for Expected Credit Loss) & ECL Scenarios $m

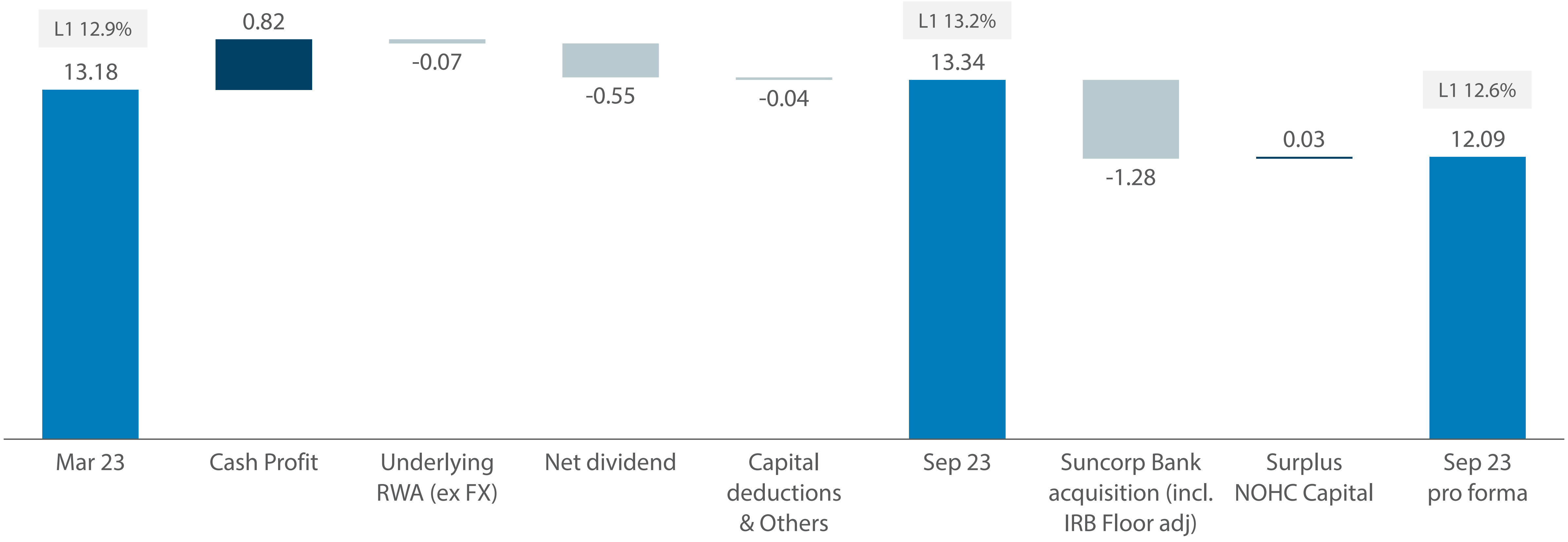




Basis: Cash Profit continuing operations

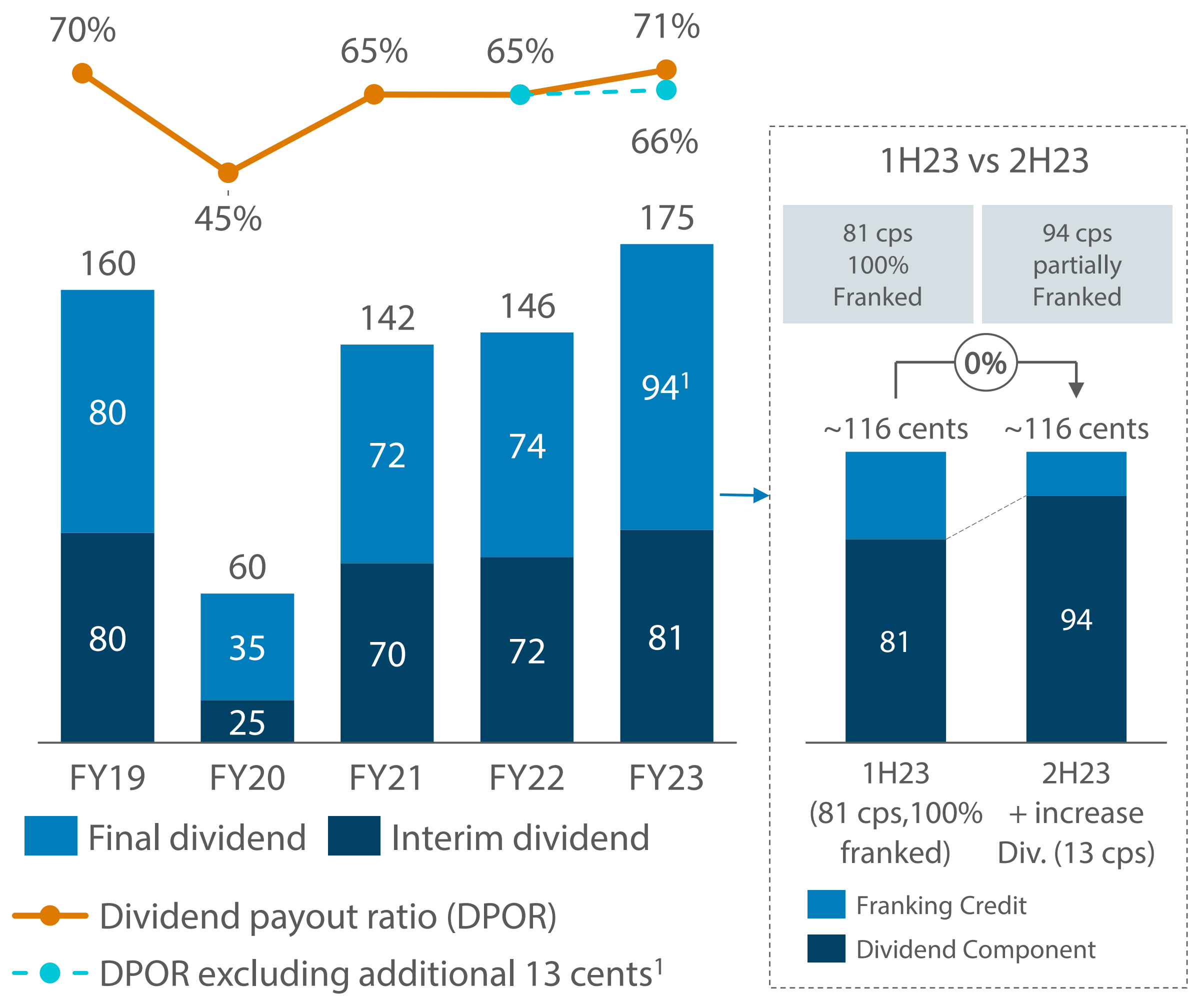
CAPITAL

APRA Level 2 Common Equity Tier 1 (CET1) Ratio, %

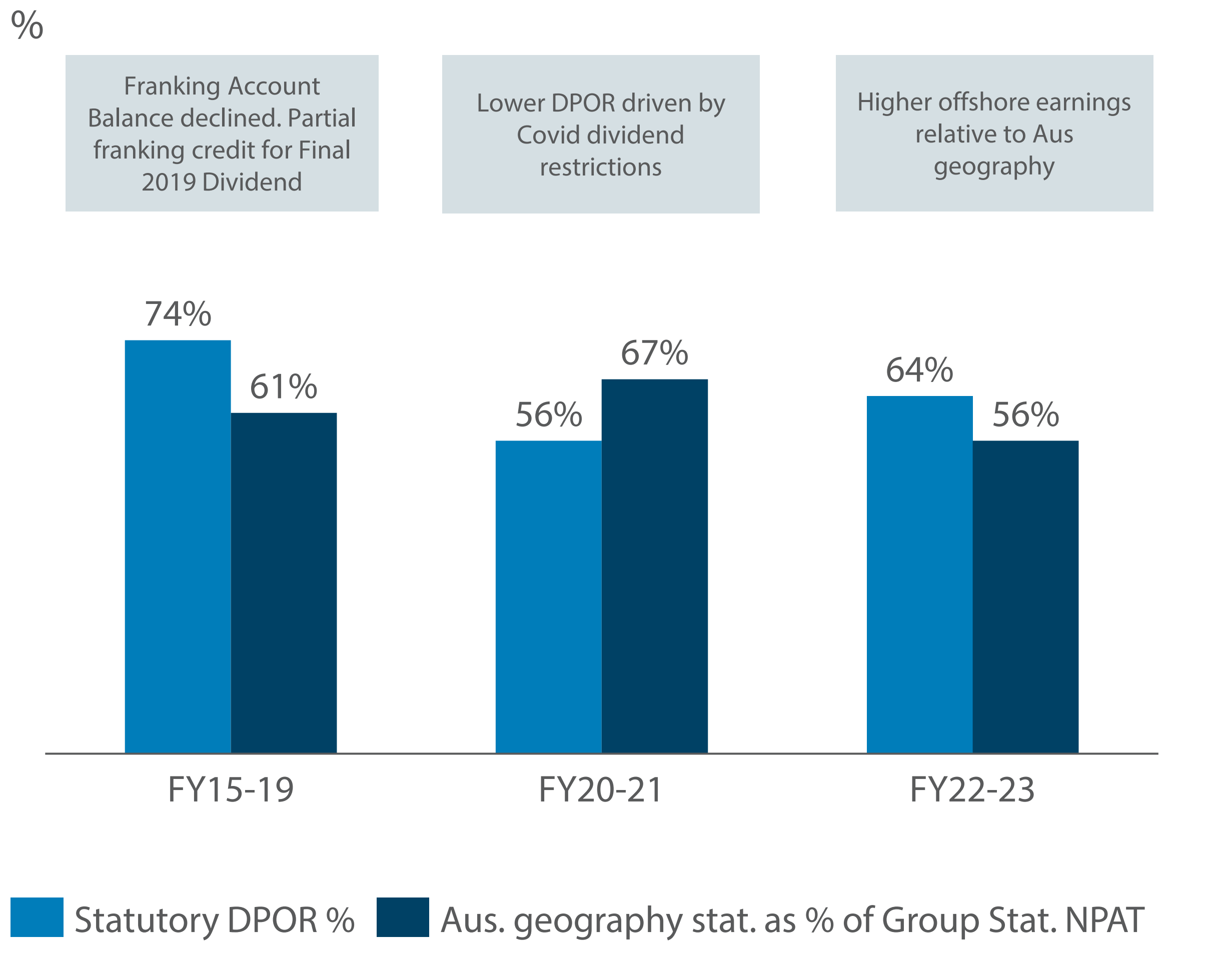


DIVIDENDS

Dividend Performance (Cash basis), cents



Australia geographic earnings

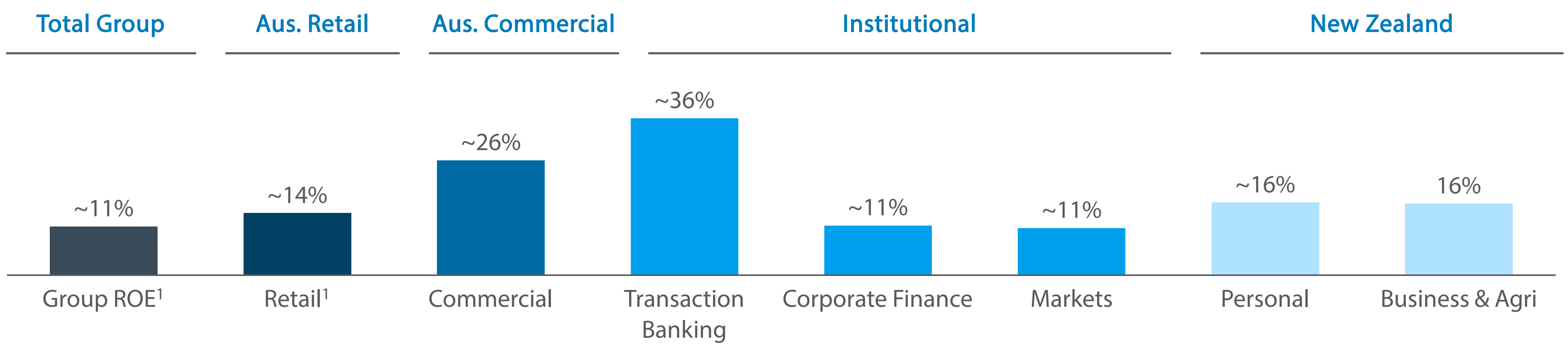


1. Final dividend comprising an 81 cents per share dividend partially franked at 65% and an additional one-off unfranked dividend of 13 cents per share (total of 94 cents per share, 56% franked)

CFO FOCUS TO DELIVER SUSTAINABLE RETURNS

- Strategic Execution
- Productivity
- Balance Sheet and Capital Strength
- Stakeholder Value

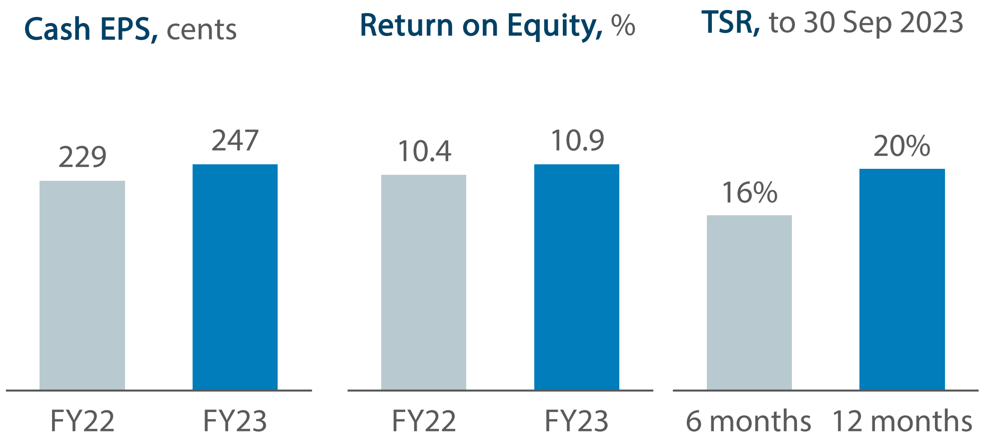
Diversification, FY23 Return on Equity %



Strength

		FY23	vs FY22
Balance Sheet	Customer Deposits	$647b	+4%
	Net Loans & Advances	$707b	+5%
	Collective Provision Balance	$4.0b	+5%
Capital, Funding & Liquidity	CET1 Capital Ratio (Sep 23)	13.3%	+105bps
	FY23 Term Wholesale Funding	$37b[1]	+$21b
	NSFR	116%	-3%
	LCR (2nd half avg)	132%	+3%

Returns



1. For further detail, refer to slides 23 & 24

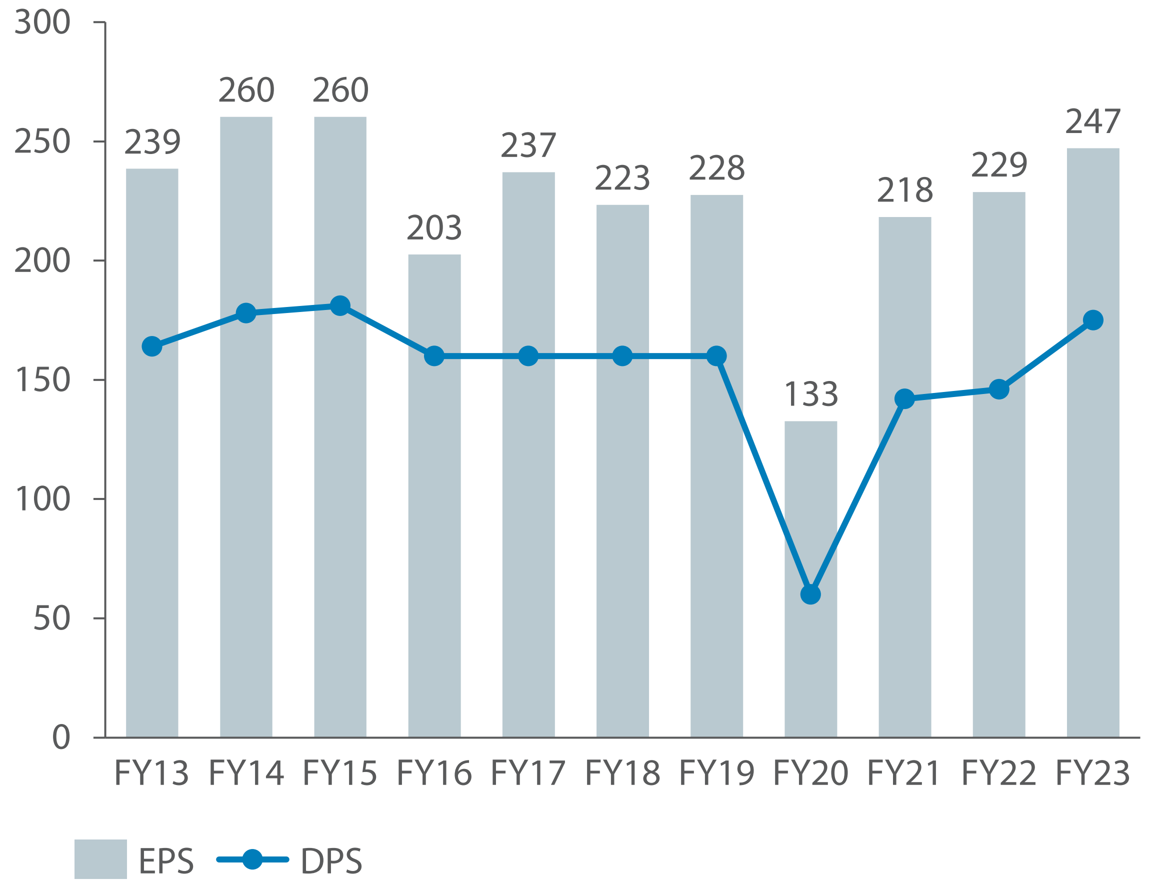
2023 FULL YEAR RESULTS

INVESTOR DISCUSSION PACK

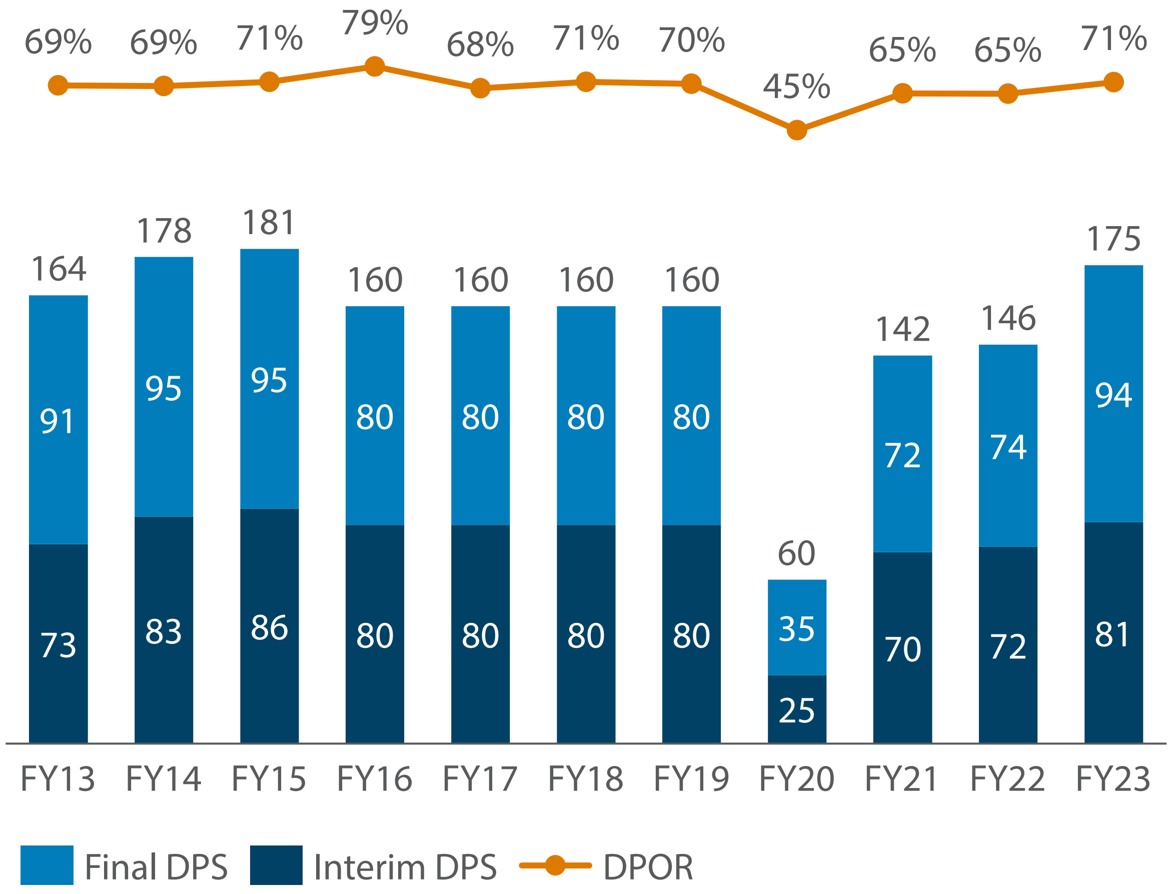
GROUP PERFORMANCE

SHAREHOLDER RETURNS

Cash Earnings Per Share (EPS) and Dividend Per Share (DPS), cents



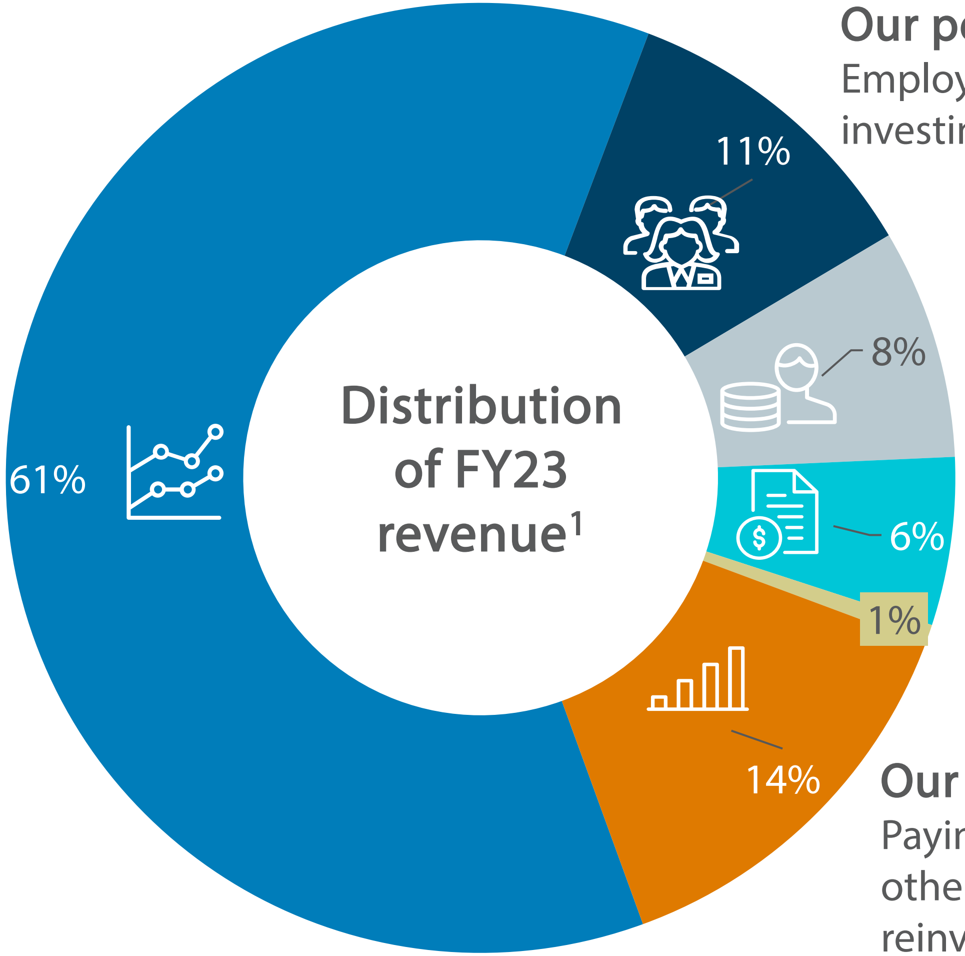
DPS composition, cents
Dividend Payout Ratio (DPOR), %



Basis: Cash Profit as reported

SUPPORTING OUR STAKEHOLDERS

Our customers & fixed income investors
Paying interest to our customers and domestic and offshore debt investors, enabling us to provide lending and related services to our customers



Our people
Employing over 40,000 staff, paying salaries and investing in their skills

Our suppliers and other partners
Technology, property and other products and services to help support our customers

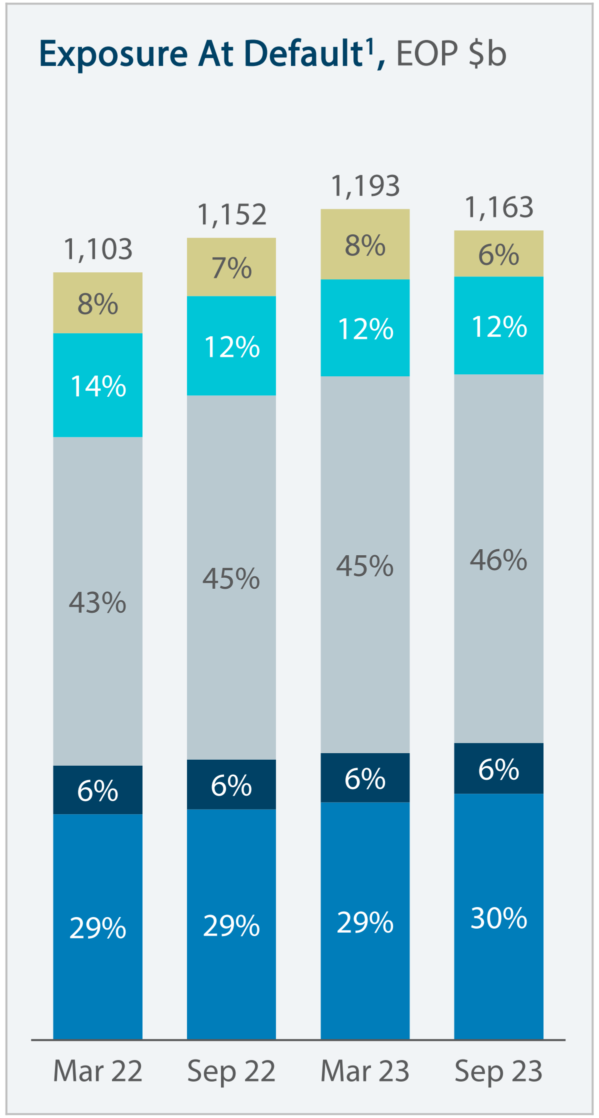
Government
Paying taxes and Major Bank Levy, supporting our broader community

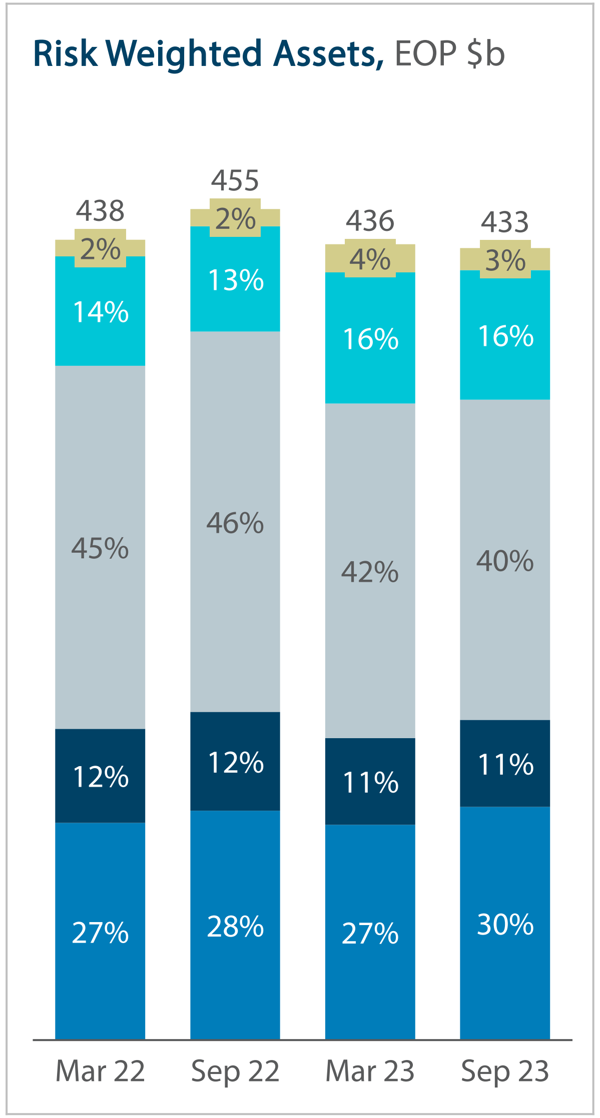
Our shareholders
Paying dividends to superannuation funds and other equity investors and increasing equity to reinvest in the company's future

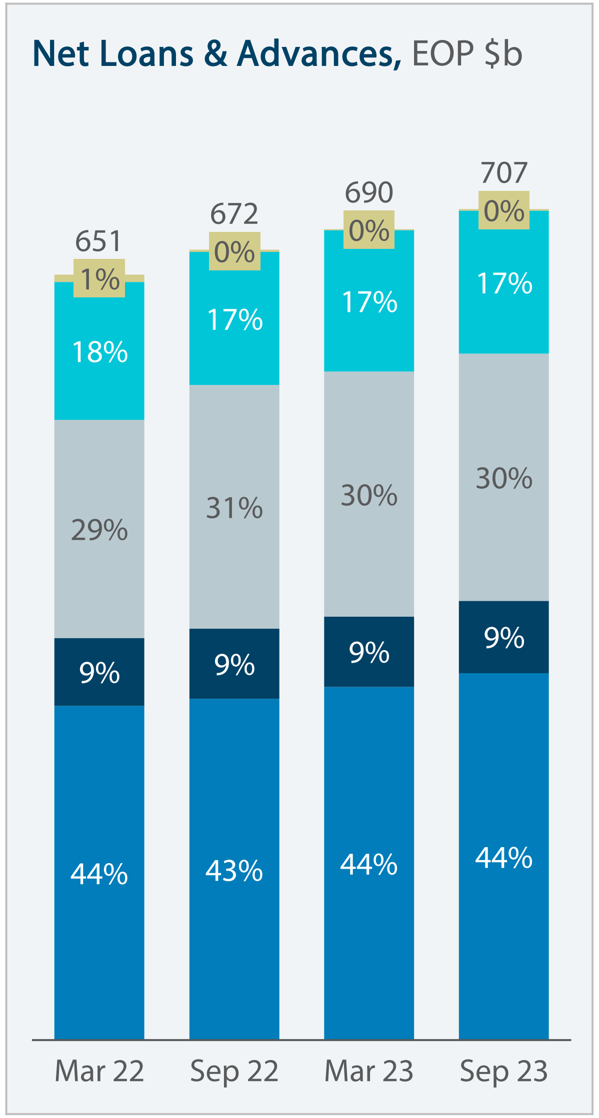
Our customers & debt investors | Our people | Our suppliers and other partners | Income tax | Major bank levy | Shareholders

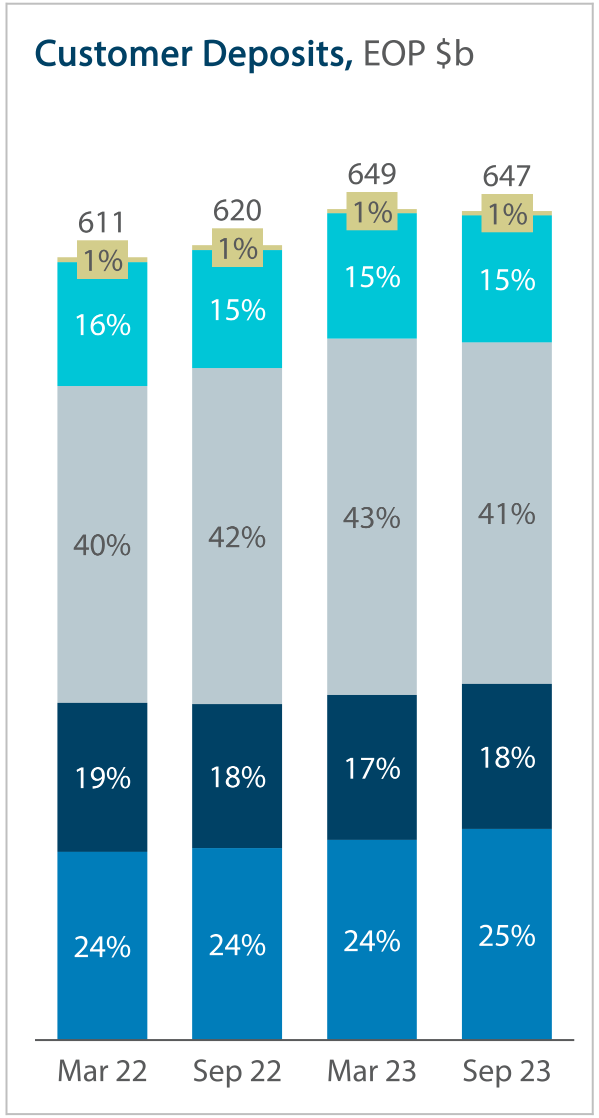
1. Gross interest income and other operating income, net of credit impairment charges and non-controlling interests

BALANCE SHEET COMPOSITION









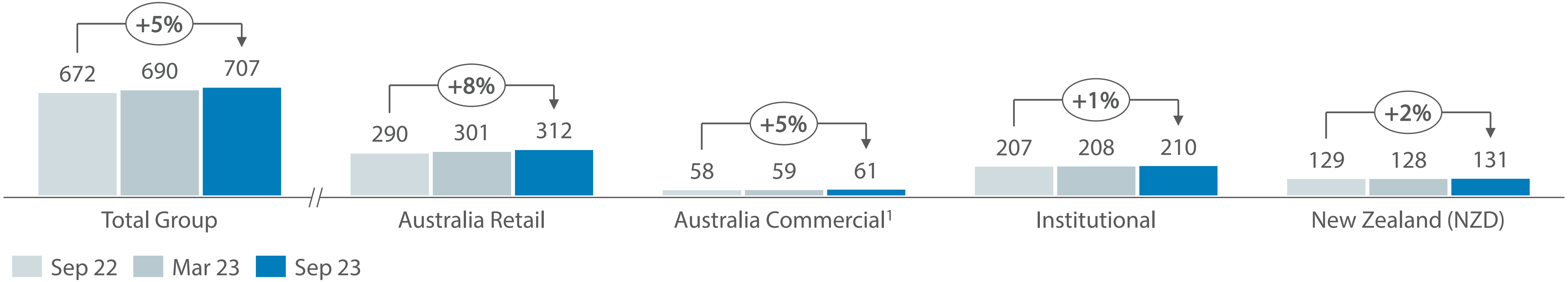
Australia Retail | Australia Commercial | Institutional | New Zealand | Other

Basis: Cash Profit 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

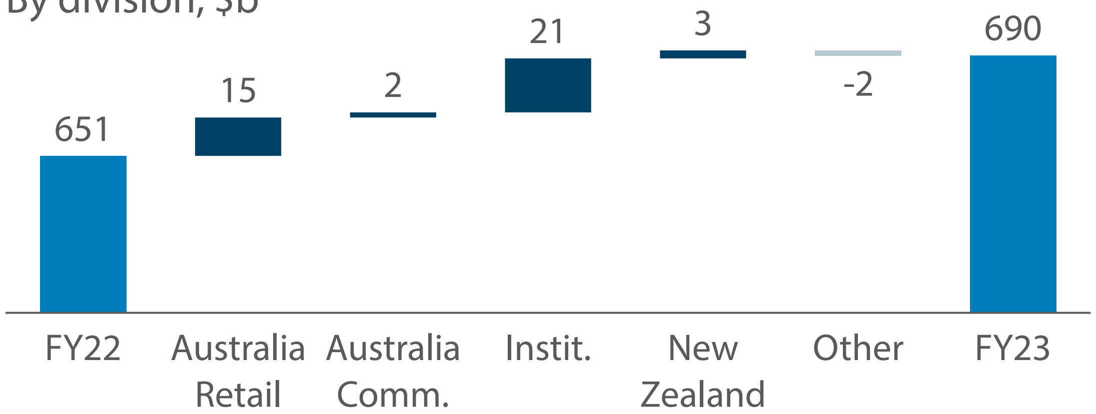
NET LOANS AND ADVANCES

End of Period Net Loans & Advances, $b

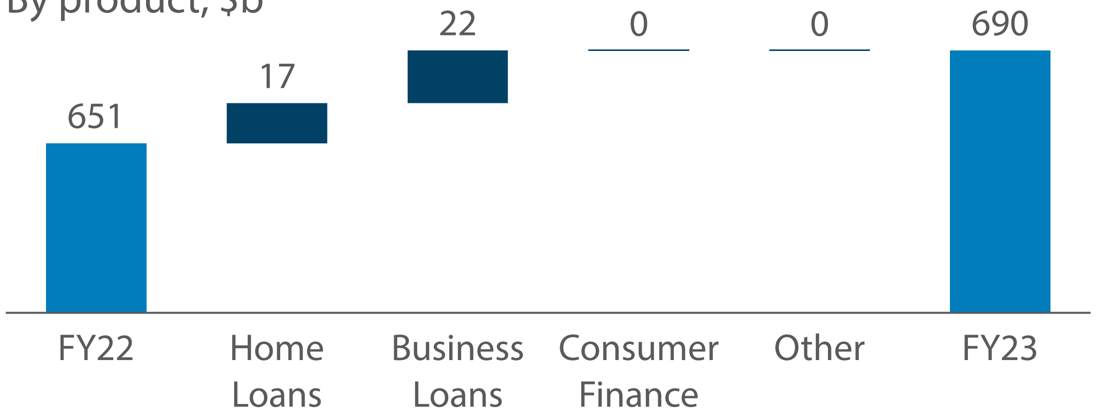


Average Net Loans & Advances

By division, $b



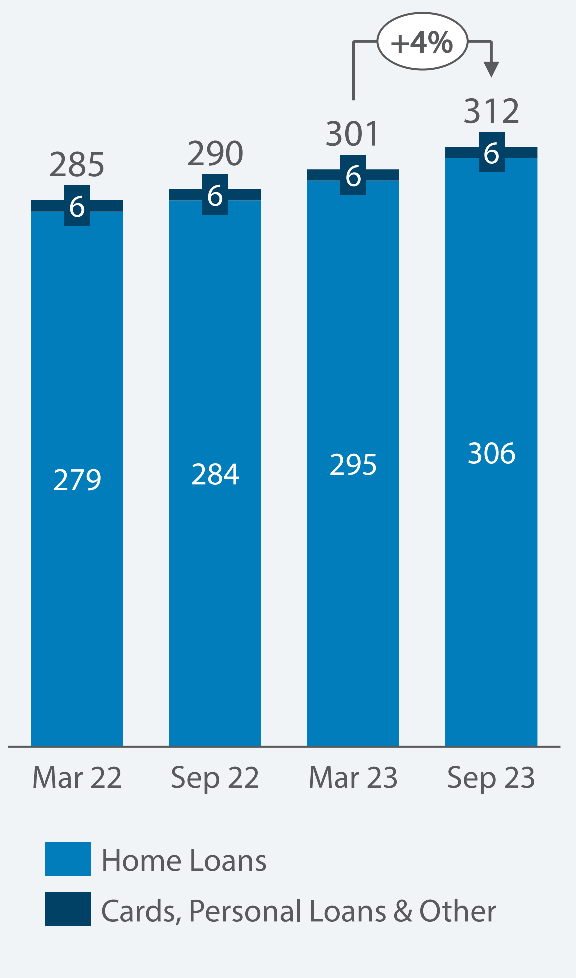
By product, $b



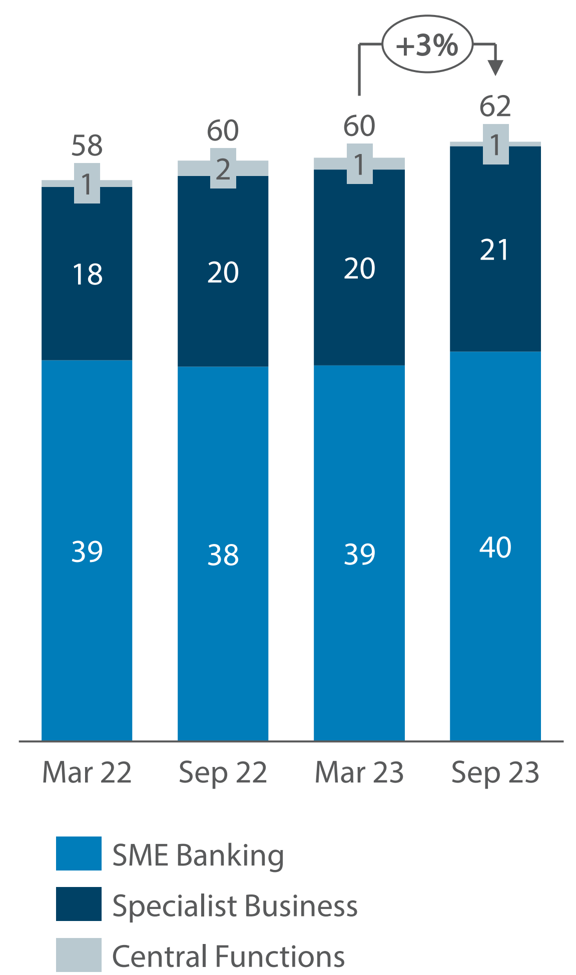
1. Excludes Asset Finance portfolio in run off and ANZ Investment Lending portfolio exited in FY23

NET LOANS AND ADVANCES

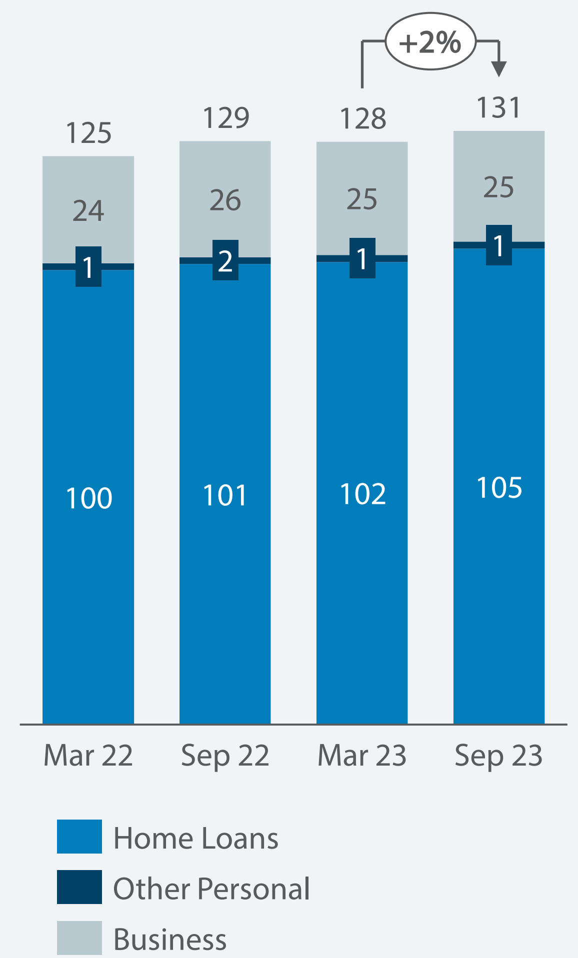
Australia Retail, $b



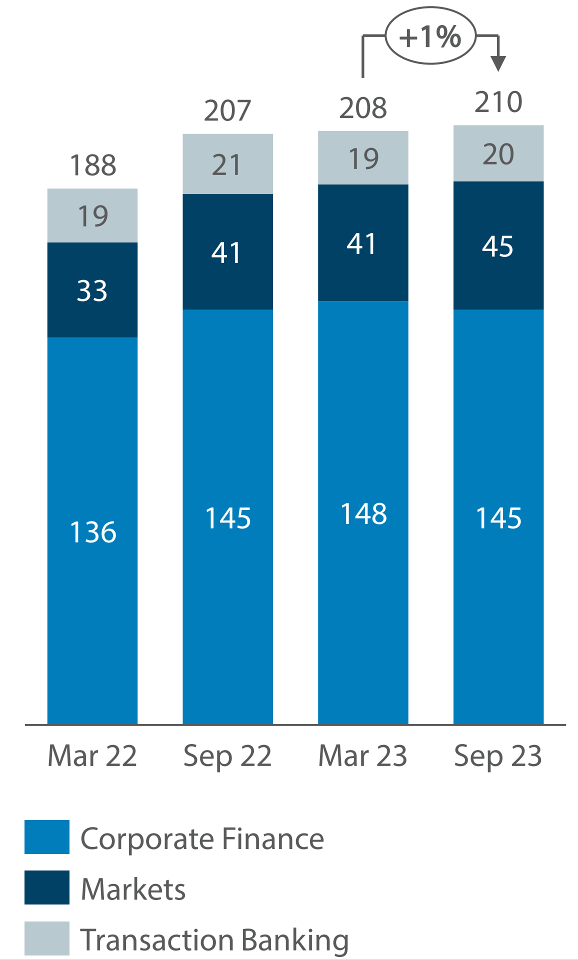
Australia Commercial, $b



New Zealand, NZDb



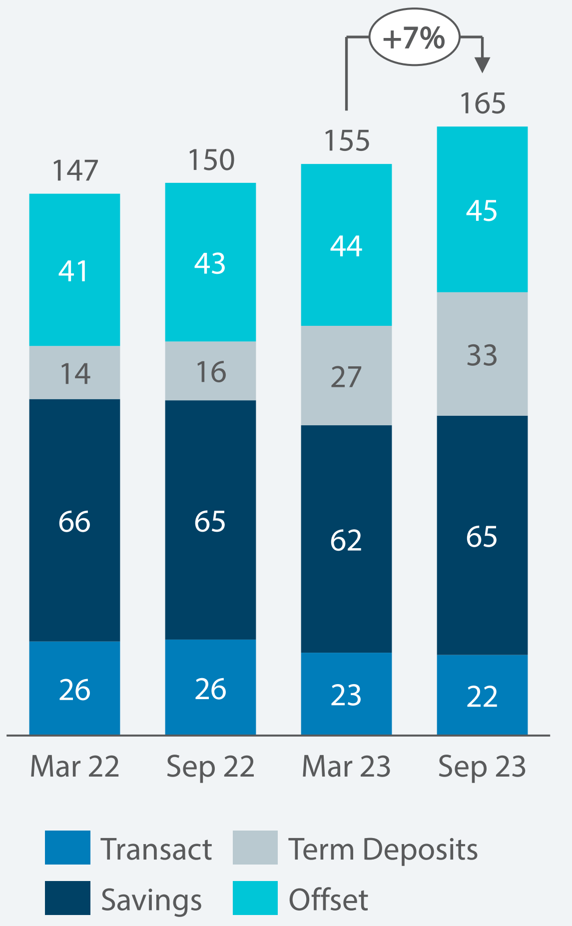
Institutional, $b



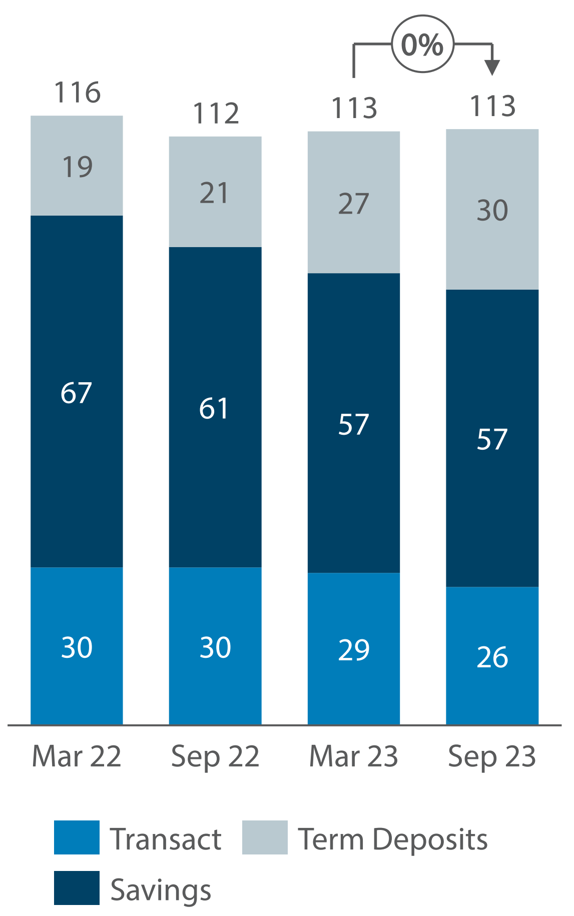
Basis: Cash Profit continuing operations

CUSTOMER DEPOSITS

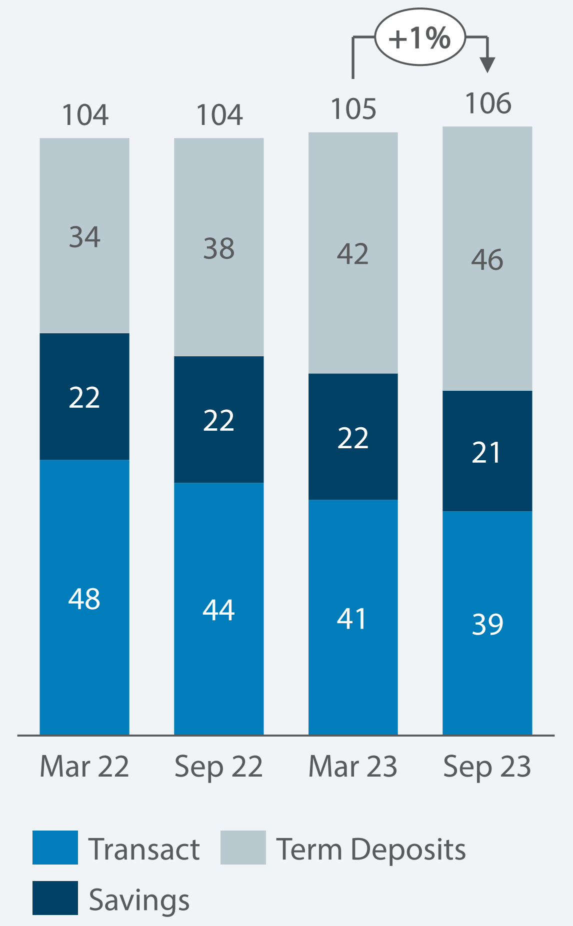
Australia Retail, $b



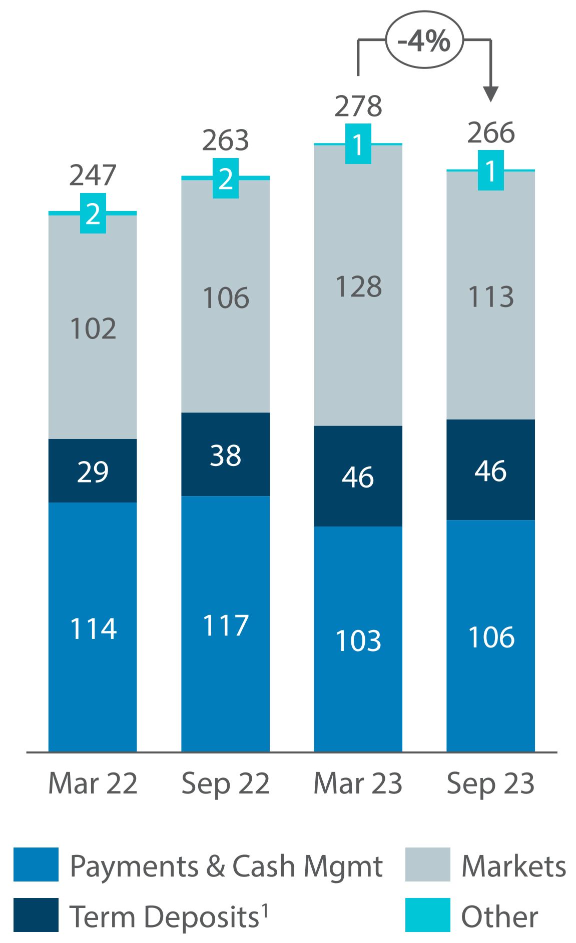
Australia Commercial, $b



New Zealand, NZDb



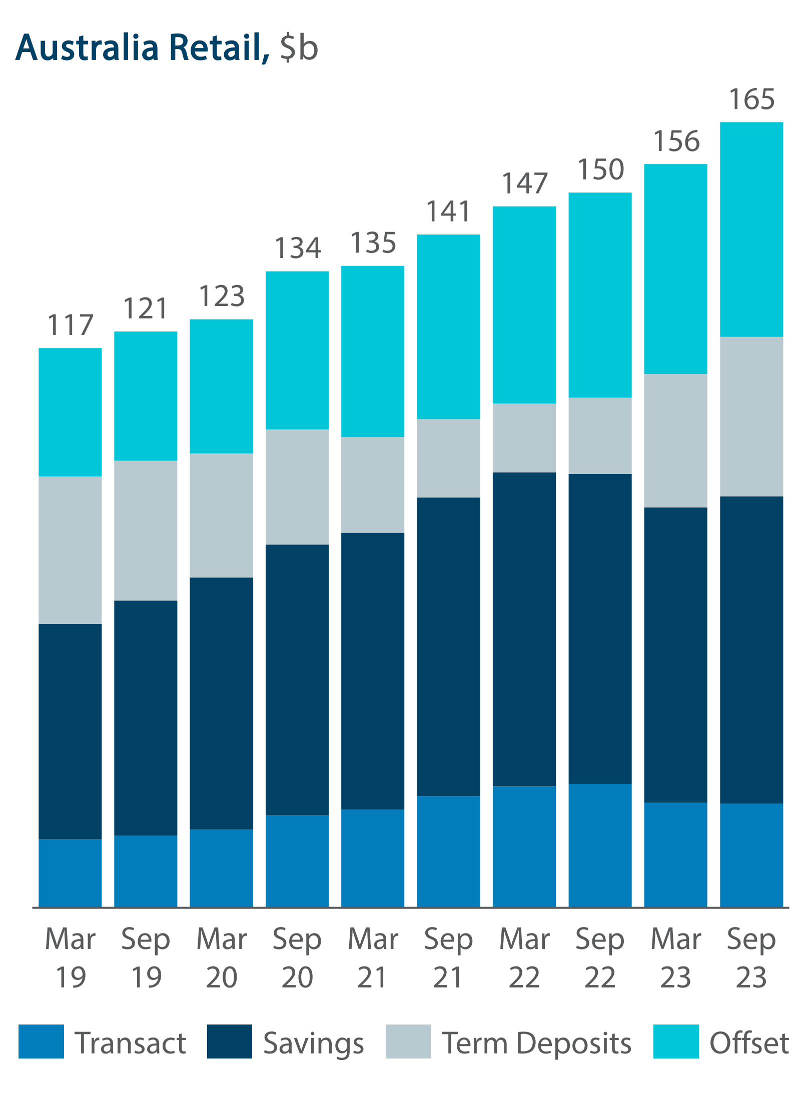
Institutional, $b

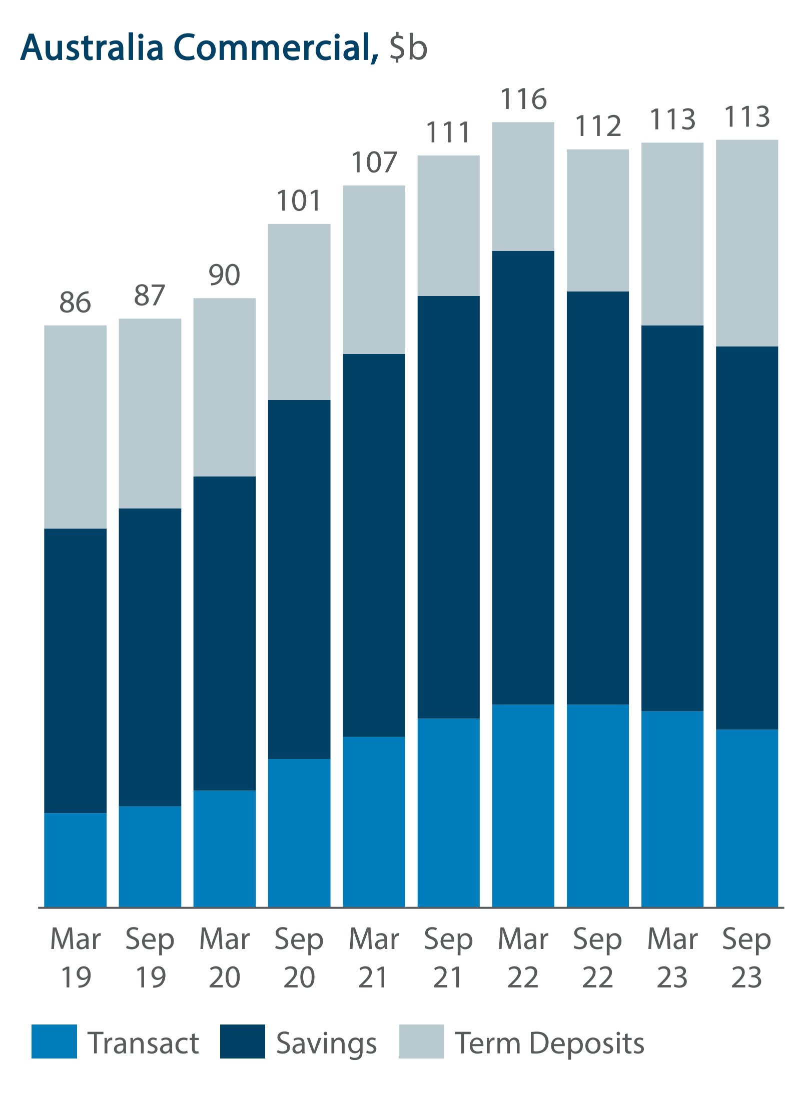


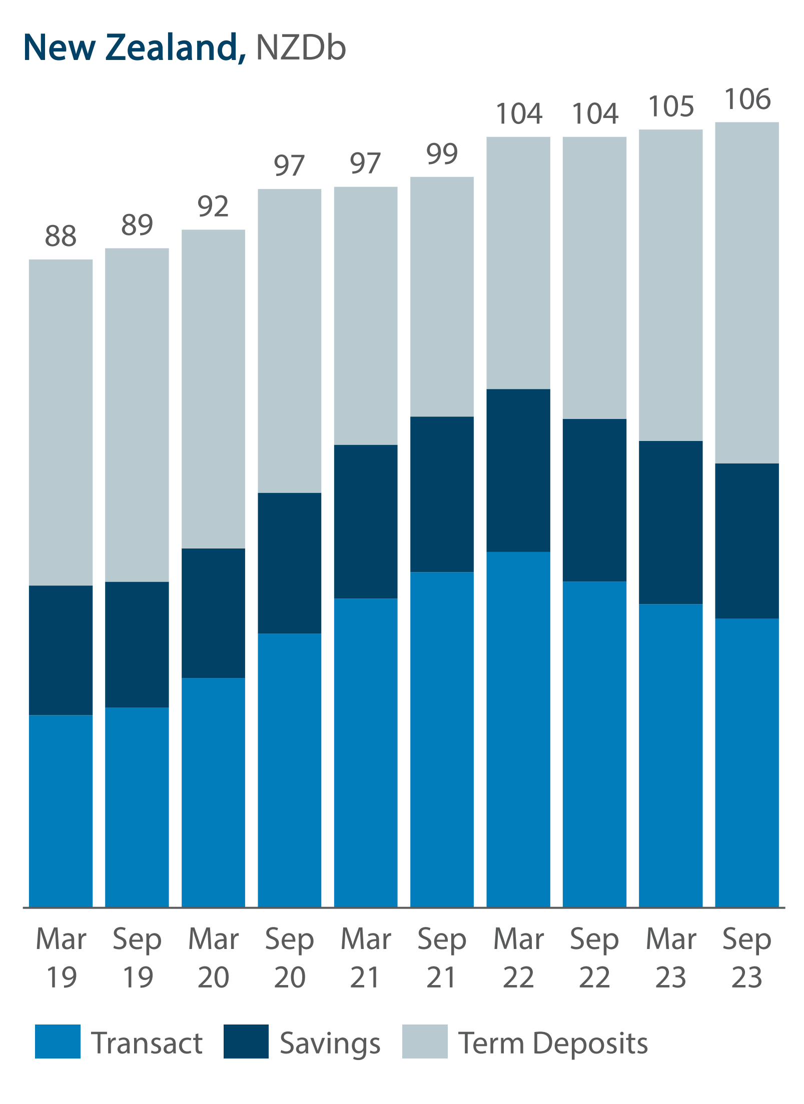
Basis: Cash Profit continuing operations

1. Excluding Markets Business Unit

CUSTOMER DEPOSITS – RETAIL & COMMERCIAL



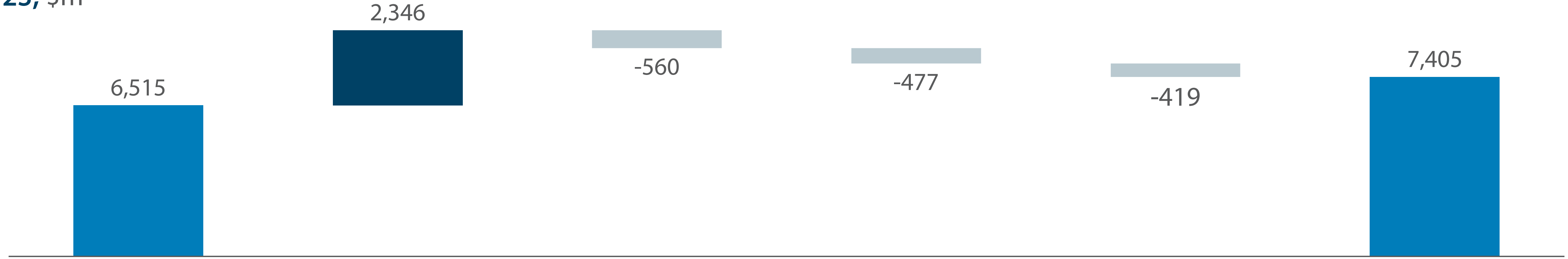




Basis: Cash Profit continuing operations

FINANCIAL PERFORMANCE

FY23, $m



	FY22 NPAT	Revenue	Expenses	Provisions	Tax & NCI	FY23 NPAT
Growth	**+13%**	**+6%**	**+206%**	**+16%**	**+14%**	

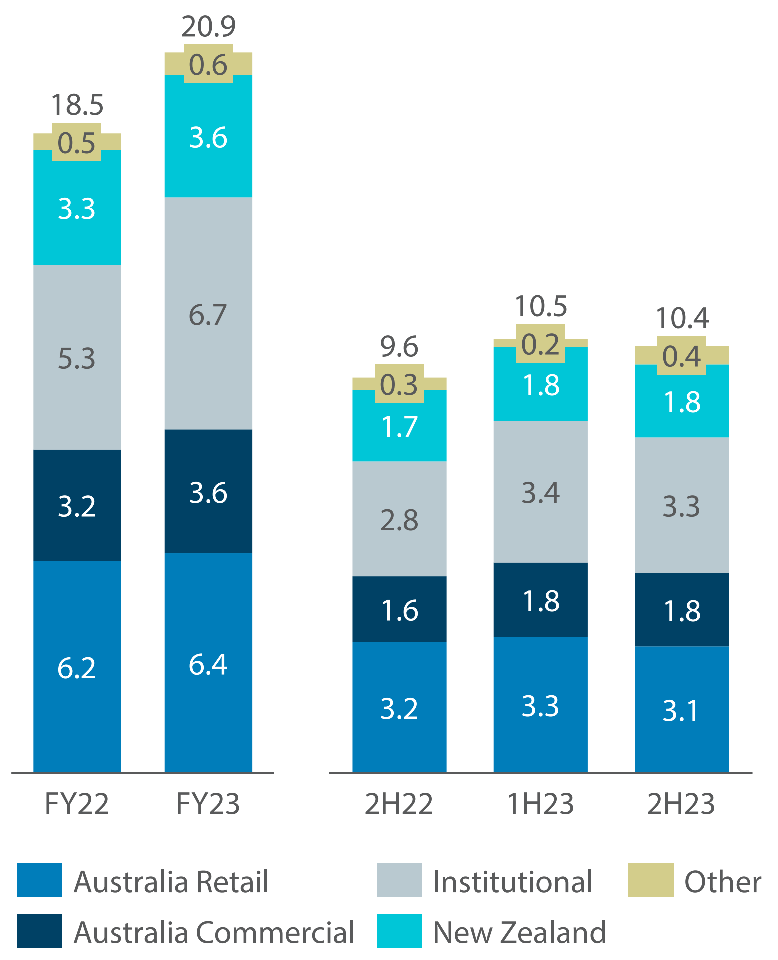
2H23, $m

	1H23 NPAT	Revenue	Expenses	Provisions	Tax & NCI	2H23 NPAT
Growth		**-2%**	**+3%**	**-16%**	**-3%**	**-6%**

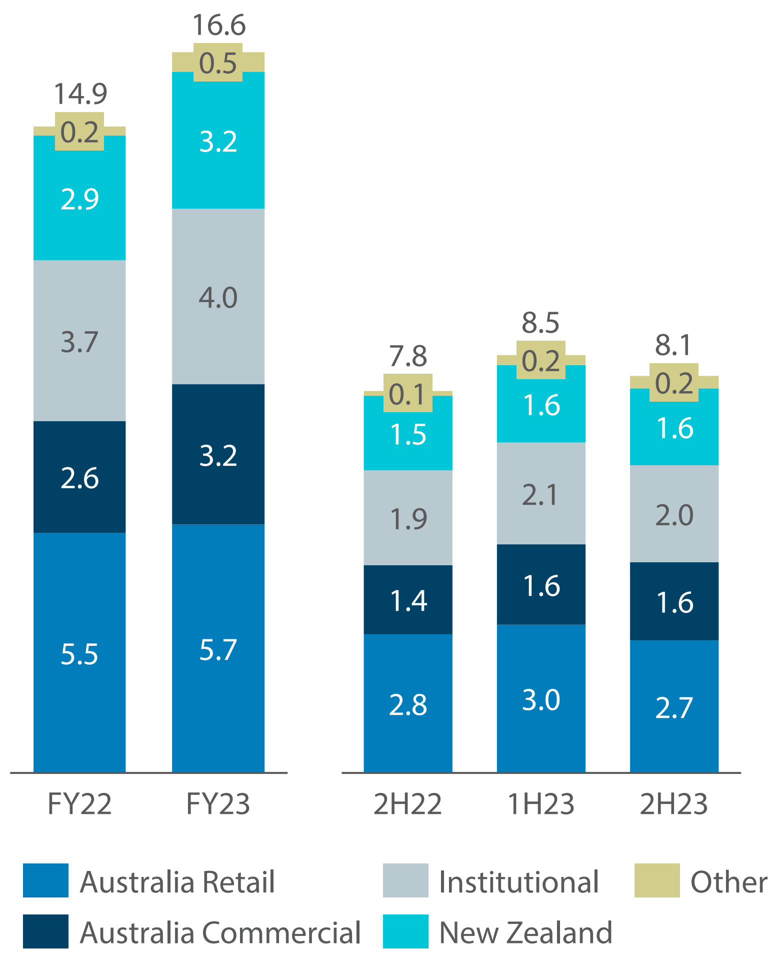
Basis: Cash Profit continuing operations

TOTAL OPERATING INCOME

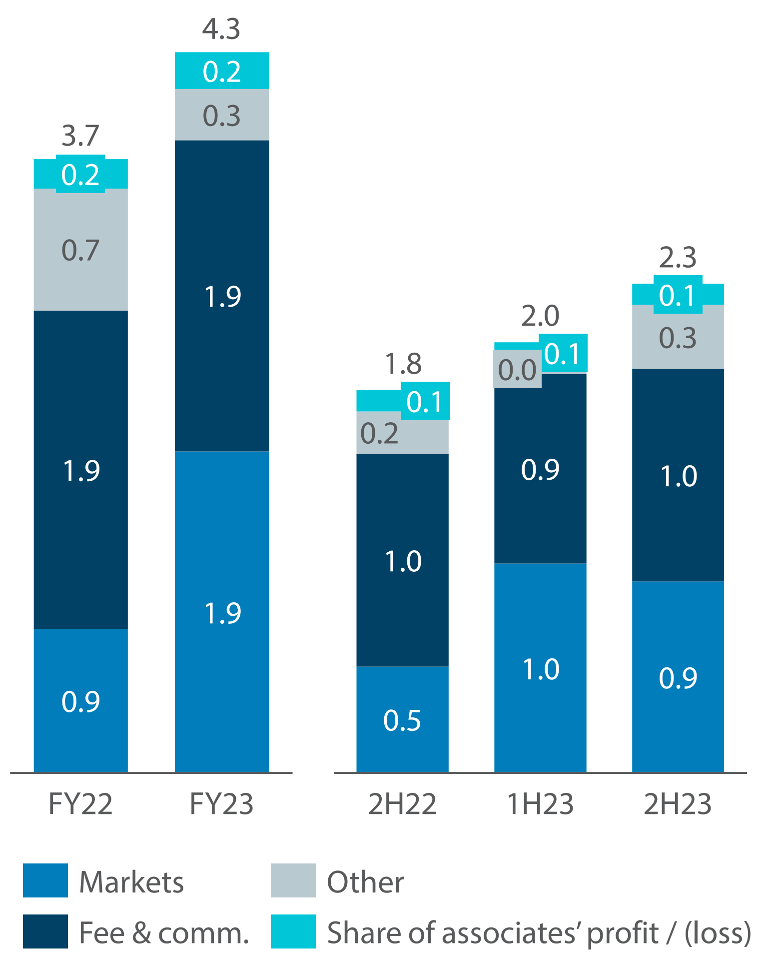
Total Income, $b



Net Interest Income, $b

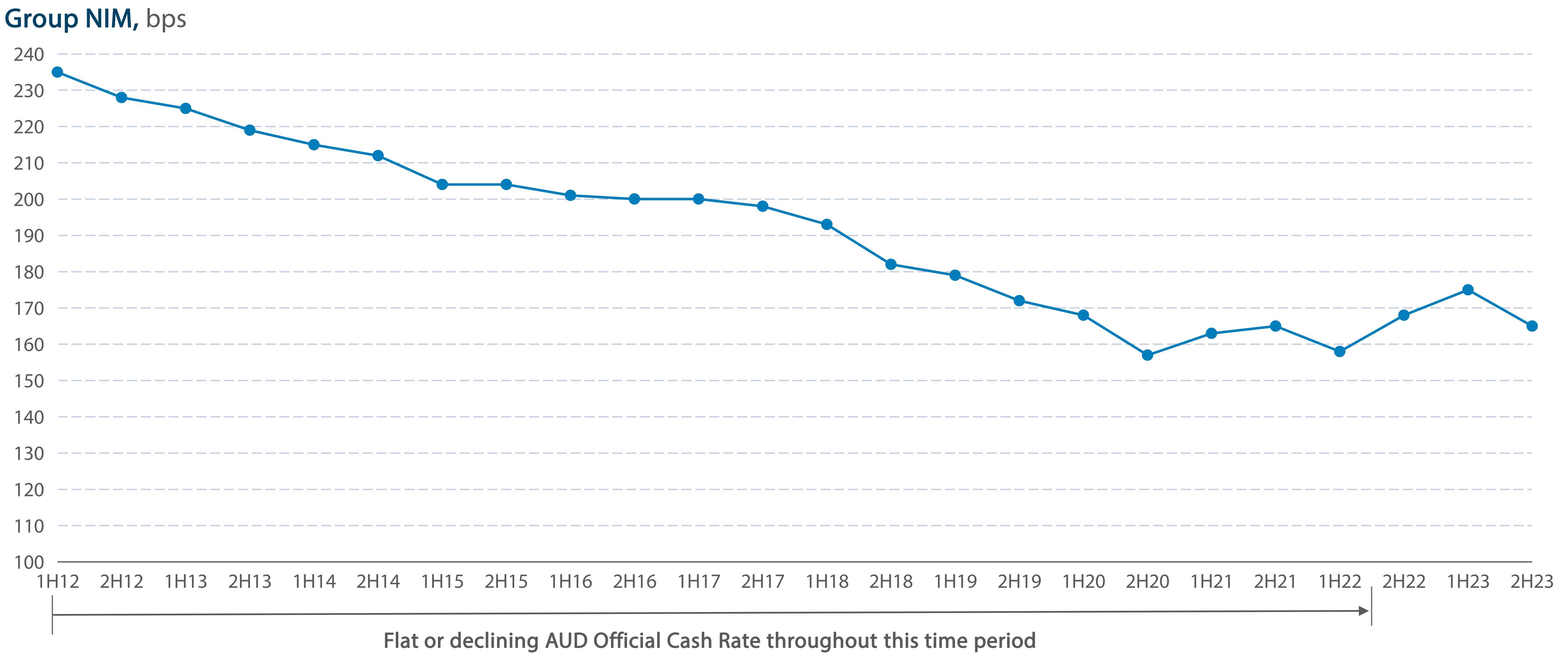


Other Operating Income, $b



Basis: Cash Profit continuing operations

REPORTED GROUP NET INTEREST MARGIN TREND[1]

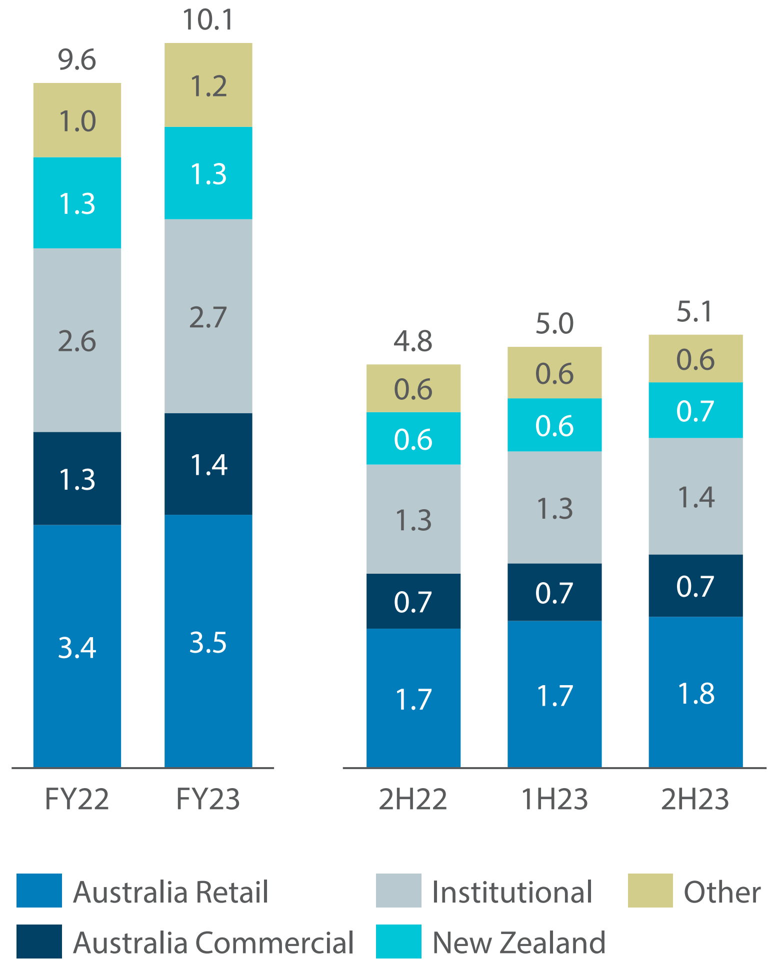


Basis: Cash Profit continuing operations

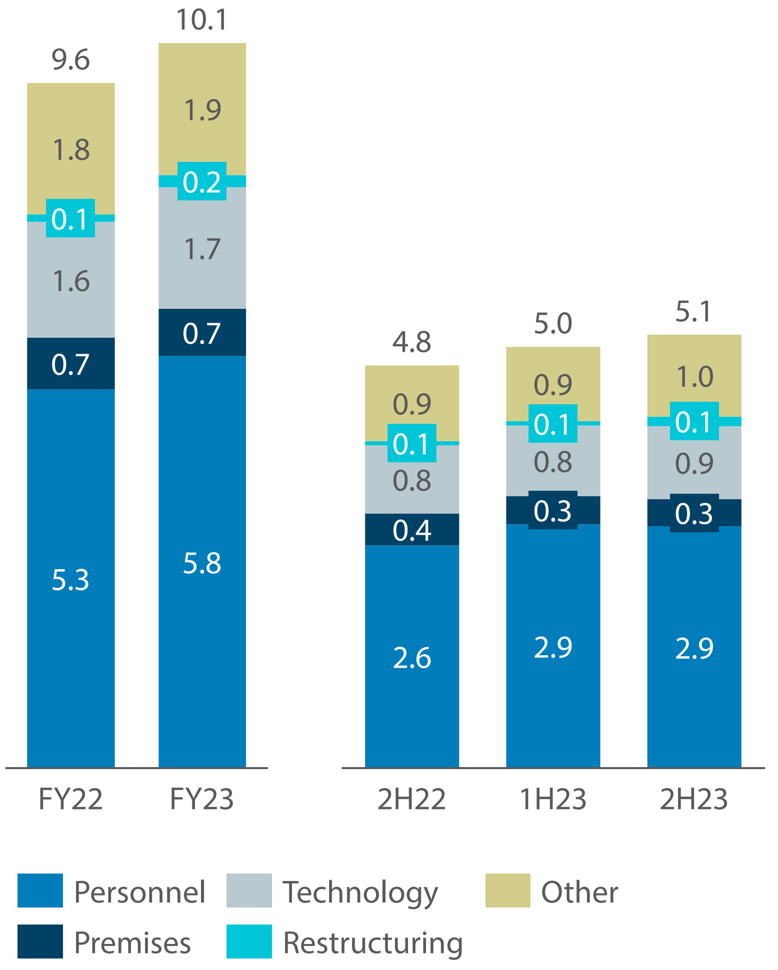
1. Group Net Interest Margin for each Half Year as reported in the original Results Announcement for each financial period

OPERATING EXPENSES

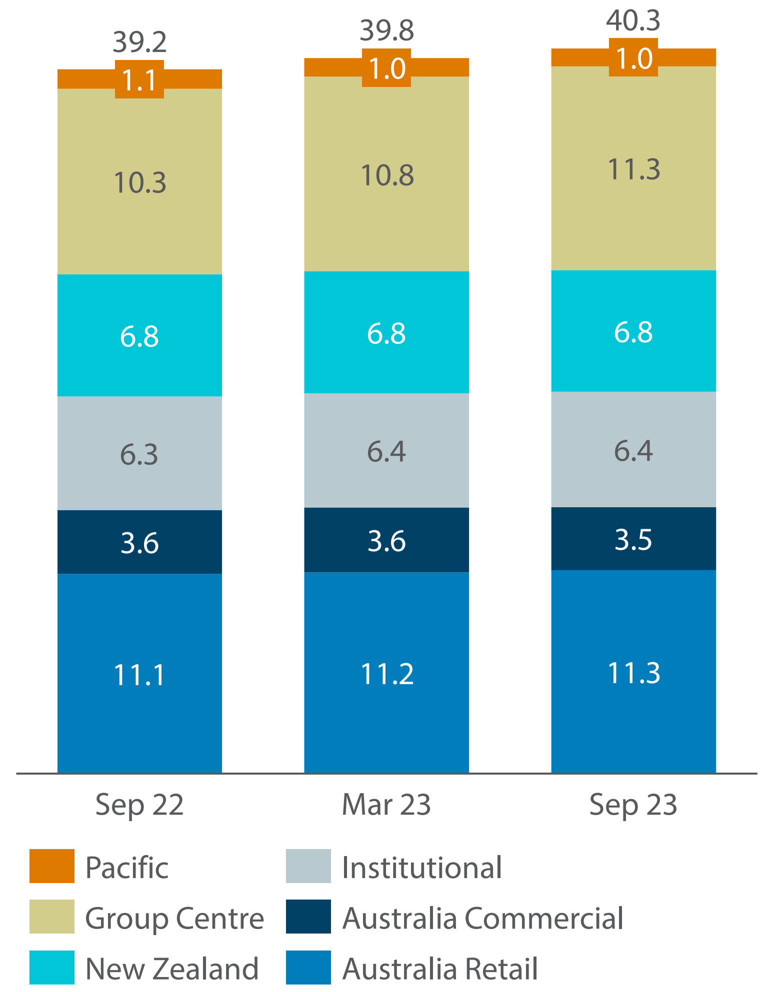
Total Expenses[1], $b



Total Expenses by Category, $b



Full Time Equivalent Staff[1,2],'000s

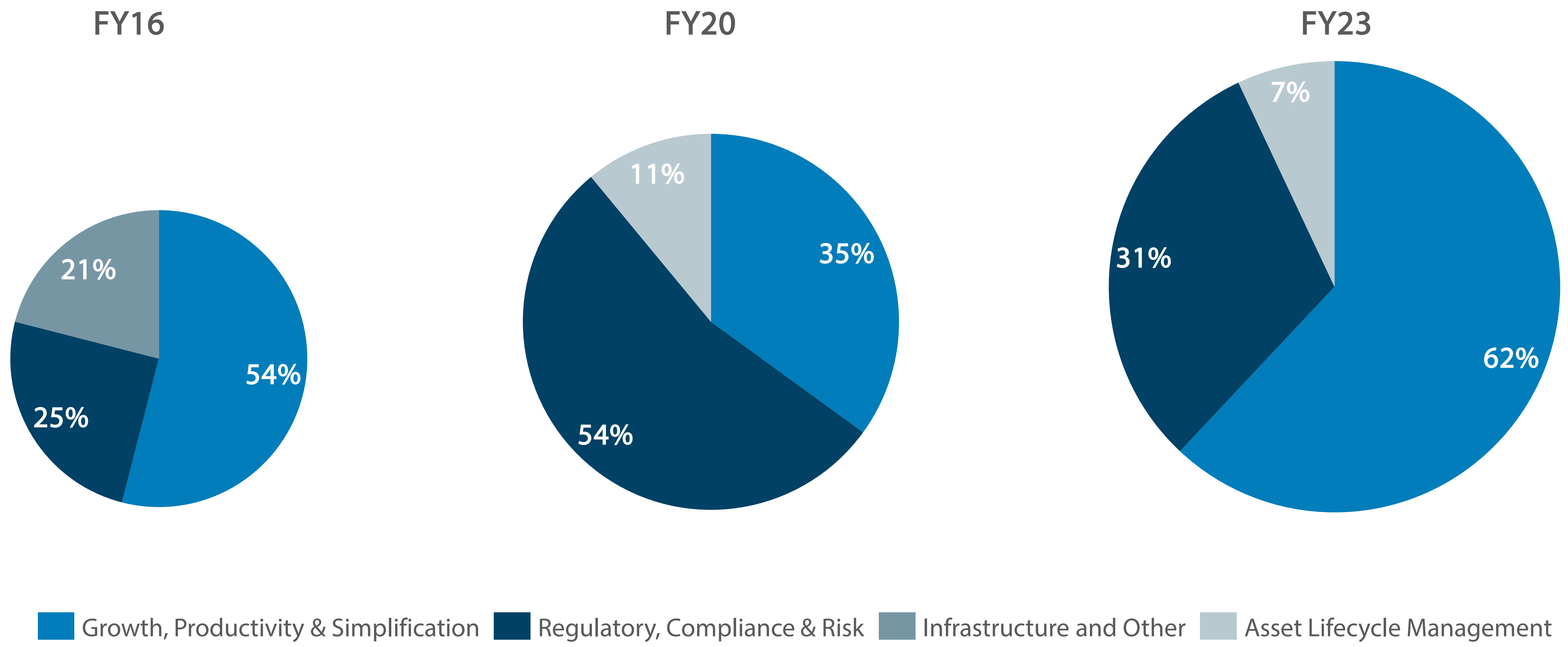


Basis: Cash Profit continuing operations

1. Prior periods have been restated to reflect the latest business structure
2. Comparative information has been restated to include FTE of the consolidated investments managed by 1835i Group Pty Ltd in the Group Centre division

INVESTING IN THE BUSINESS

Total Investment Spend (Expensed & Capitalised)[1], Size of pie illustrative of amount of total spend

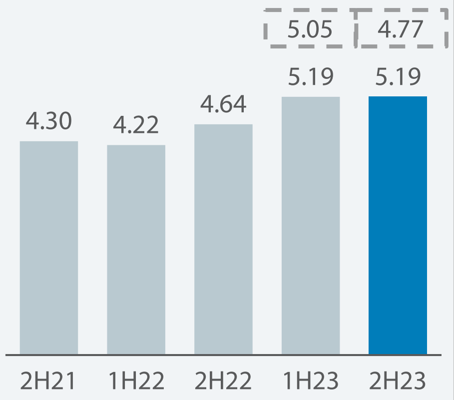


1. FY16 as originally reported, FY20 as reported in FY21

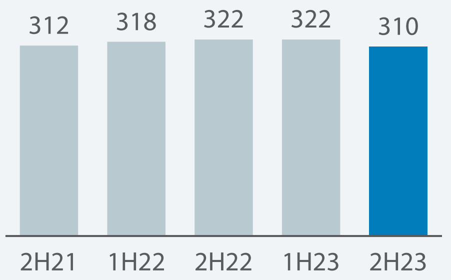
RISK ADJUSTED MARGIN

Group[1]

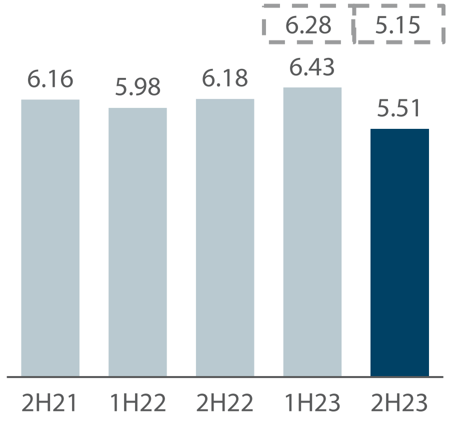
Net Interest Income / Average Credit Risk Weighted Assets (CRWA), %

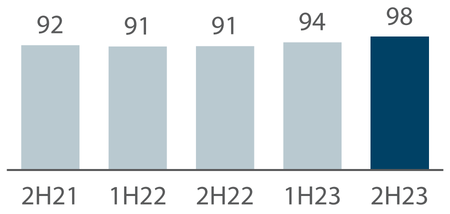


Average Credit Risk Weighted Assets (CRWA), $b

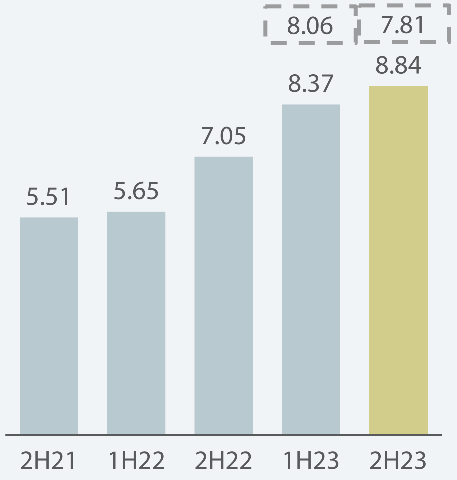


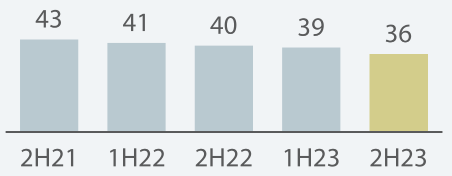
Australia Retail



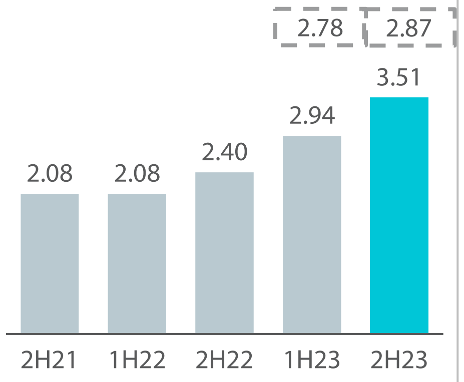


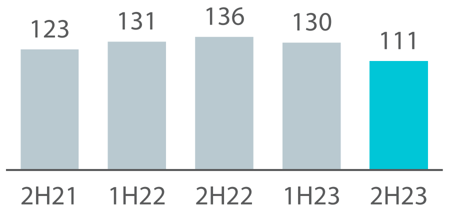
Australia Commercial



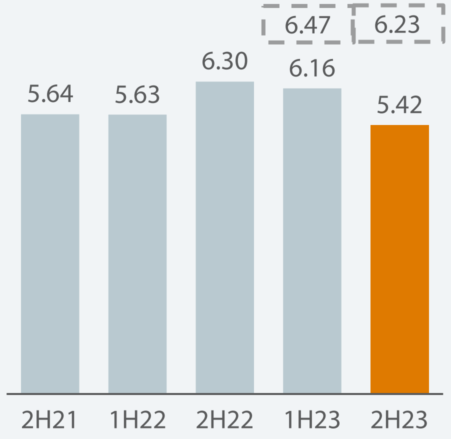


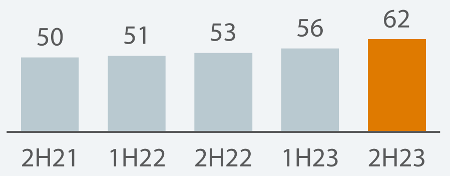
Institutional[1]





New Zealand, NZD



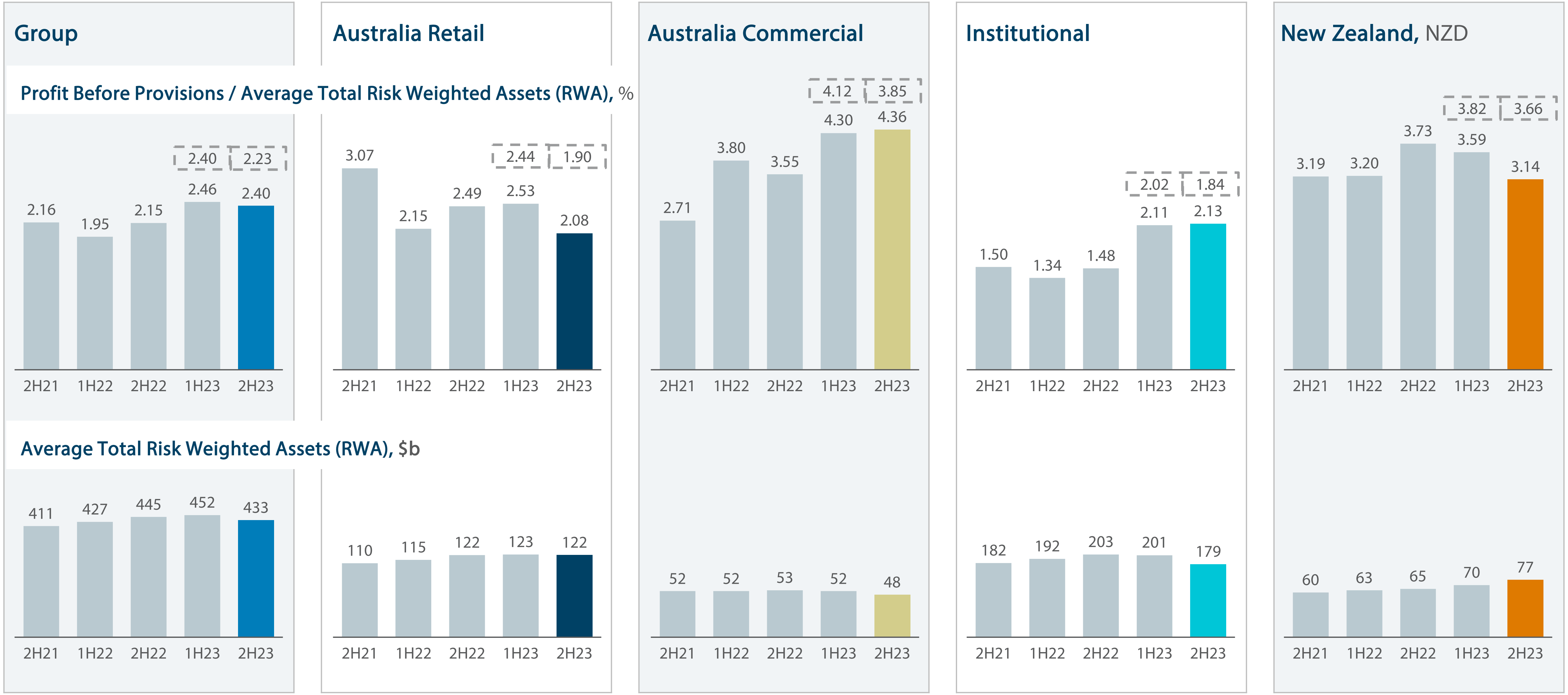


Excluding the impact of Capital Reforms (effective date of 1 January 2023)

Basis: Cash Profit continuing operations

1. Excluding Markets Business Unit

RISK ADJUSTED RETURN



Excluding the impact of Capital Reforms (effective date of 1 January 2023)

Basis: Cash Profit continuing operations

2023 FULL YEAR RESULTS

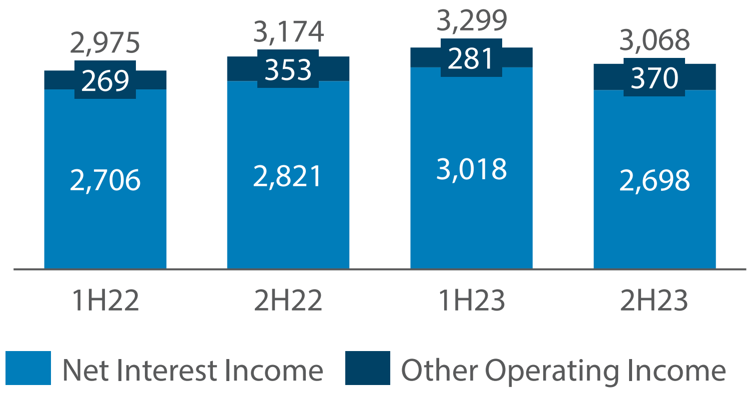
INVESTOR DISCUSSION PACK

DIVISIONAL PERFORMANCE

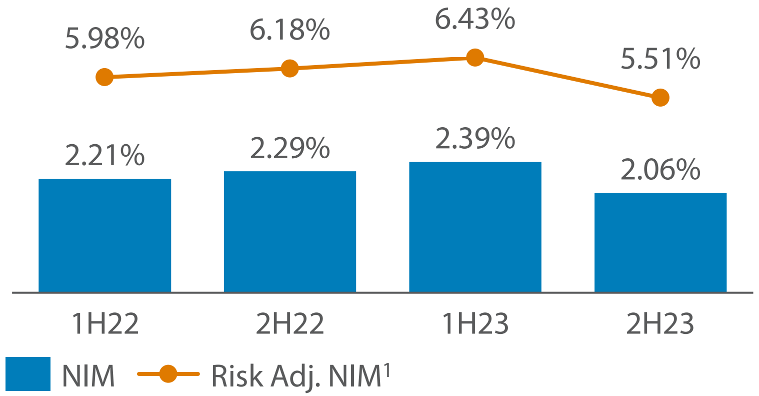
AUSTRALIA RETAIL – FINANCIAL PERFORMANCE

Income

Income composition, $m

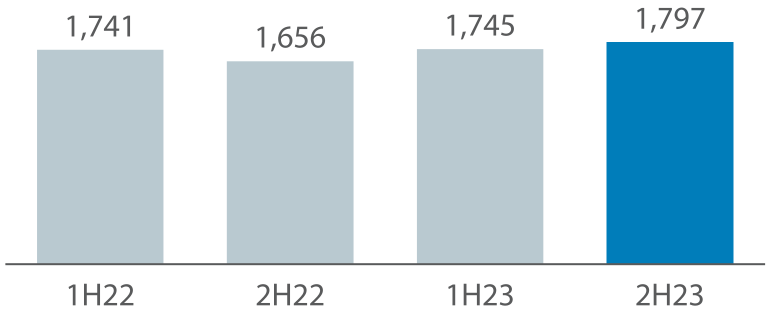


Net interest margin (NIM), %

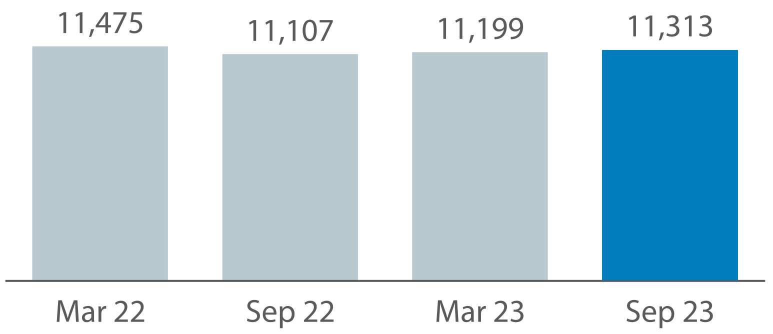


Expenses

Total expenses, $m

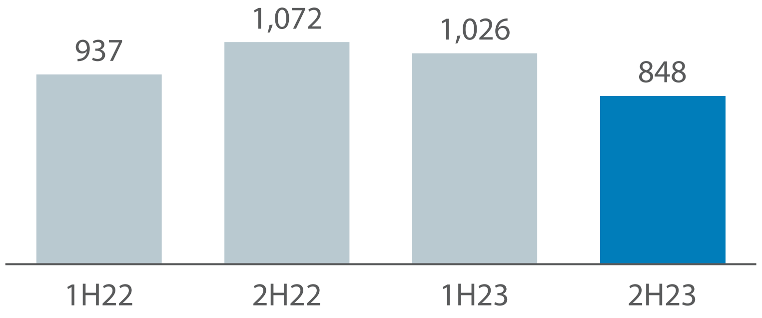


Full time equivalent staff (FTE)

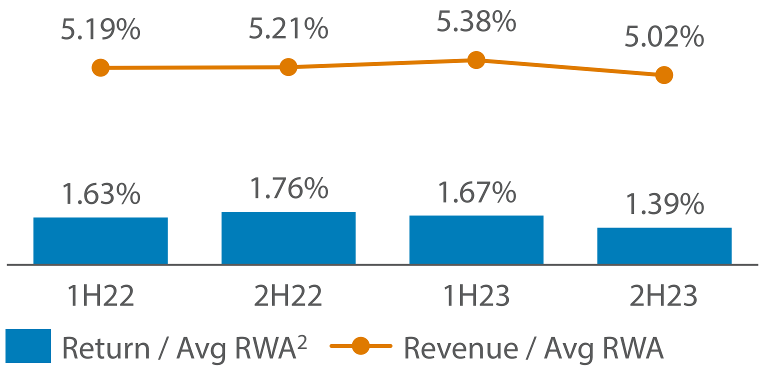


Returns

Cash Profit, $m



Risk adjusted returns



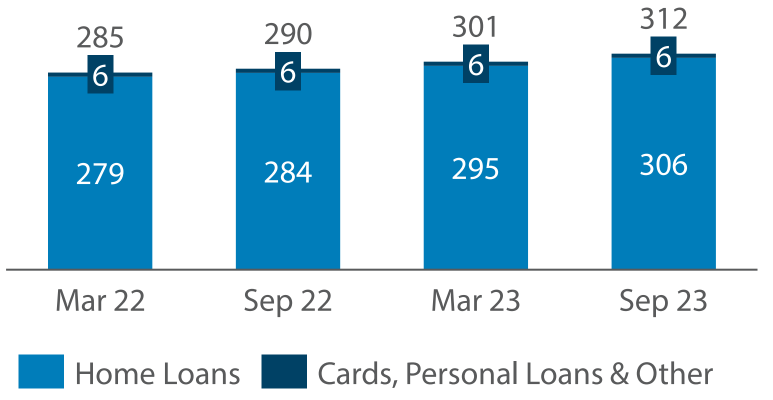
Basis: Continuing Operations including Large / Notable items

1. Net interest income divided by average Credit Risk Weighted Assets (CRWA)
2. Cash profit divided by average Risk Weighted Assets

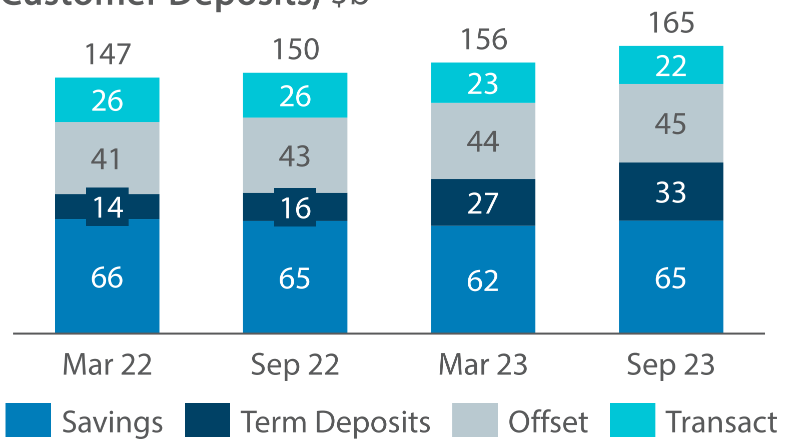
AUSTRALIA RETAIL – FINANCIAL STRENGTH

Balance sheet

Net Loans and Advances (NLA), $b

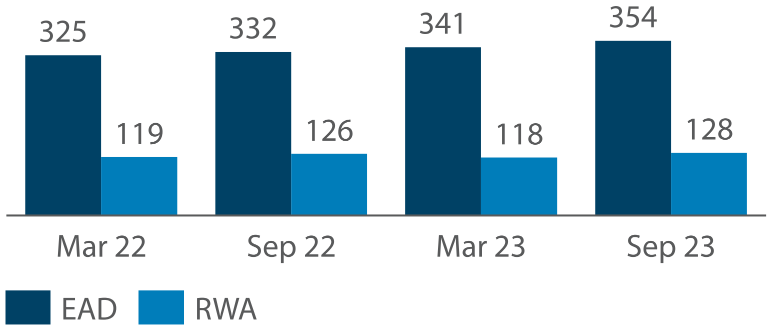


Customer Deposits, $b

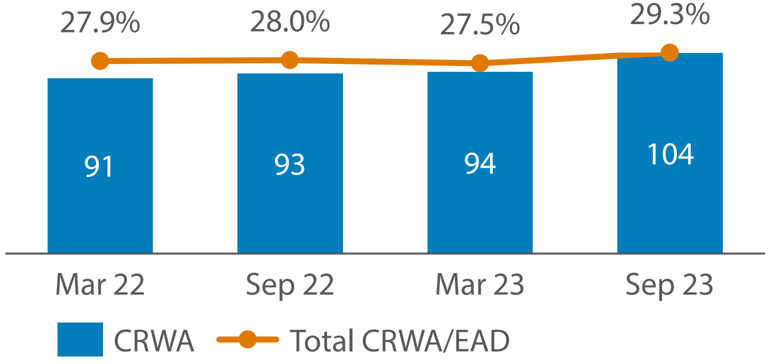


Exposures

Exposure at Default & Risk Weighted Assets EOP, $b

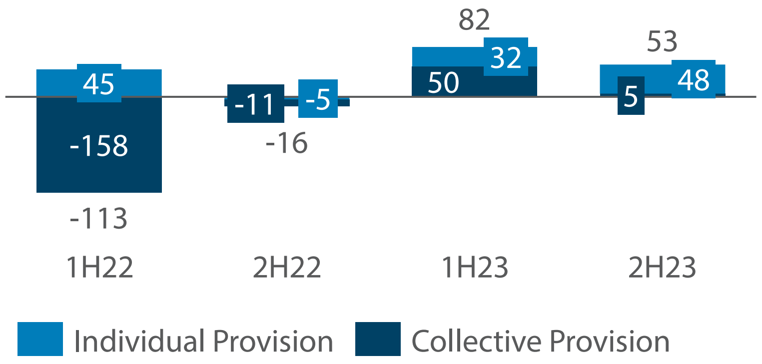


Credit Risk Weighted Assets (CRWA) EOP & intensity, $b

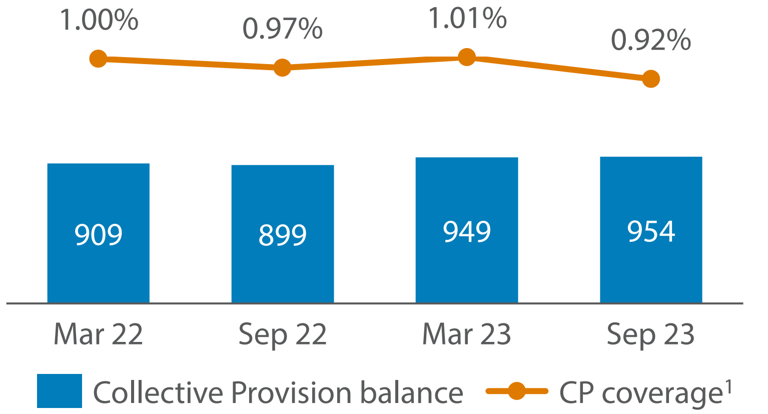


Credit quality

Total Provision Charge, $m



Collective Provision Balance, $m

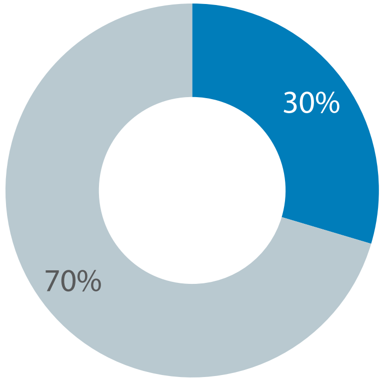


1. CP as a % of Credit Risk Weighted Assets (CRWA)

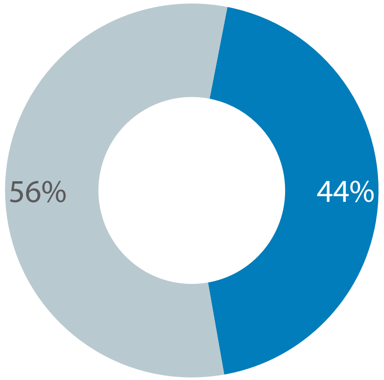
AUSTRALIA RETAIL – CONTRIBUTION

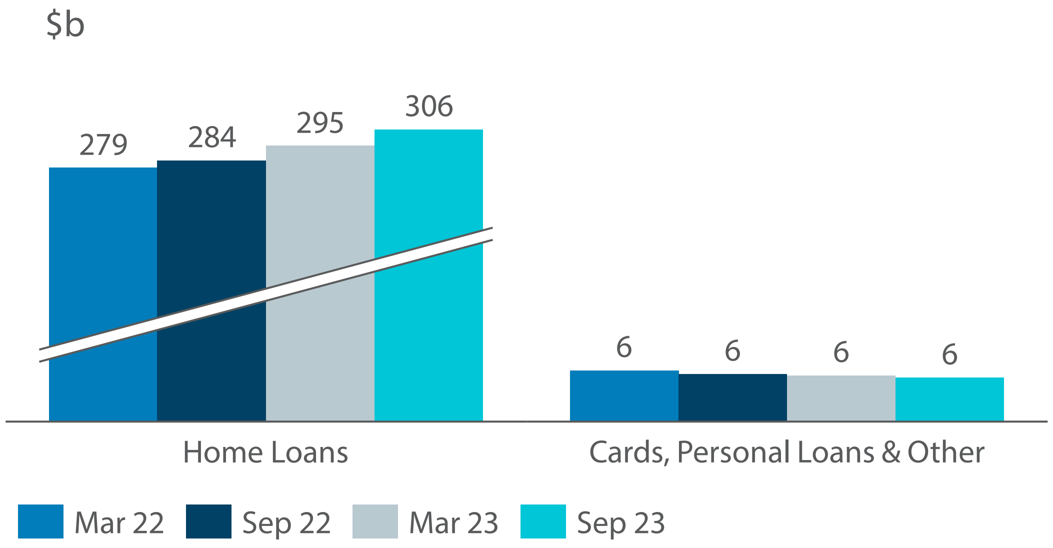
Group & Retail contribution, 2H23

Income

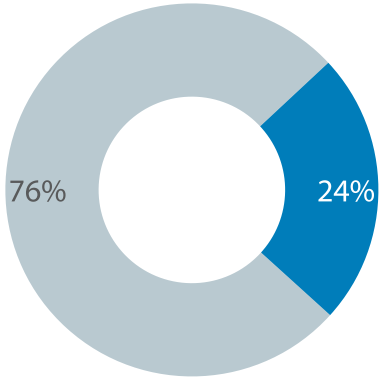


Net Loans and Advances (NLA)

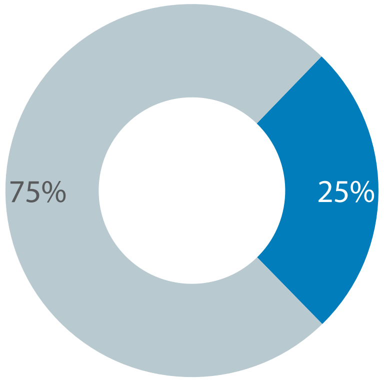




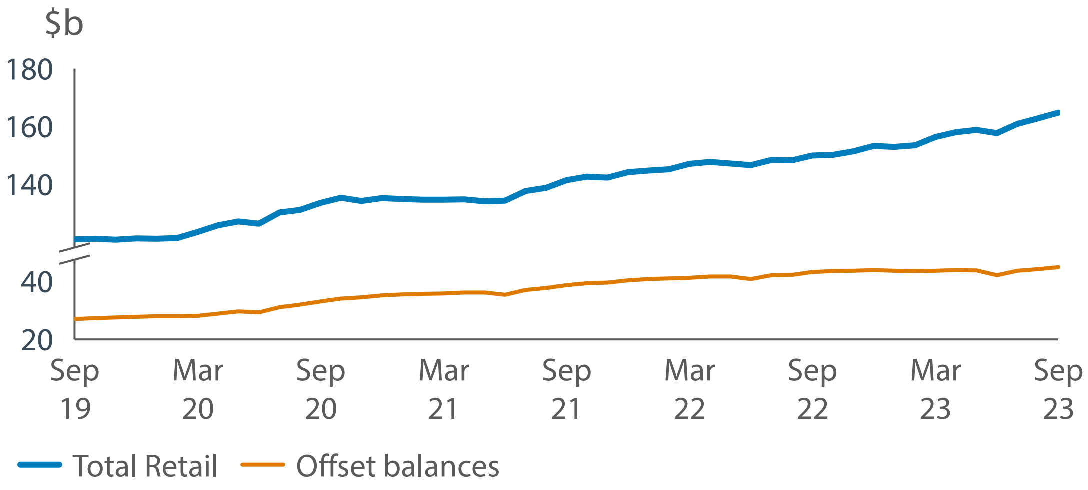
Cash Profit After Tax



Customer Deposits



Australia Retail
Rest of Group



Basis: Continuing Operations including Large / Notable items

ANZ PLUS – TAILORED TO CUSTOMERS' NEEDS

Delivering better propositions…

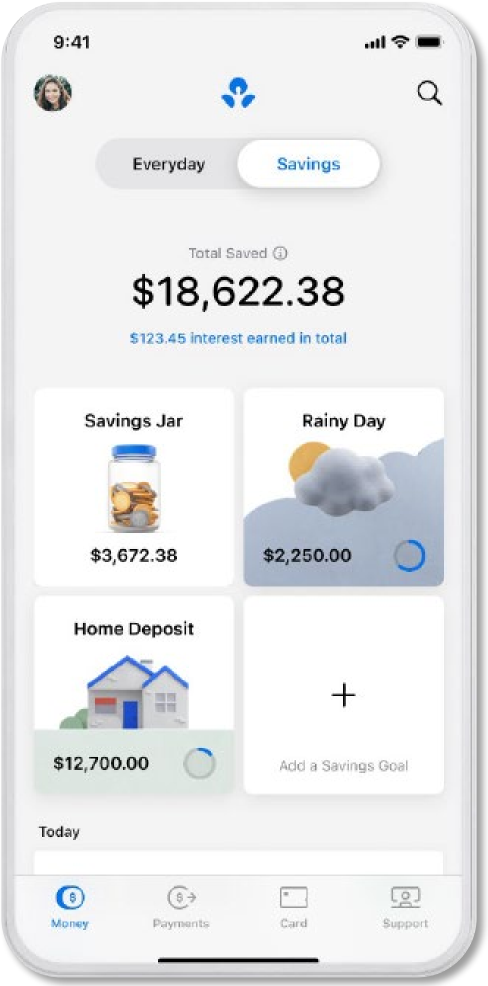
ANZ Plus customer propositions

A **mobile-first,** human supported distribution model and **lower cost** of operations

Better technology to enable **fast, resilient** and **responsive** change

A **purpose-driven, customer centric** culture

…with targeted features customers love



Transact & Save features driving customer engagement:

Ditch my wallet | start using my digital card immediately

Safe & secure | Advanced biometric security, dynamic CVV and more

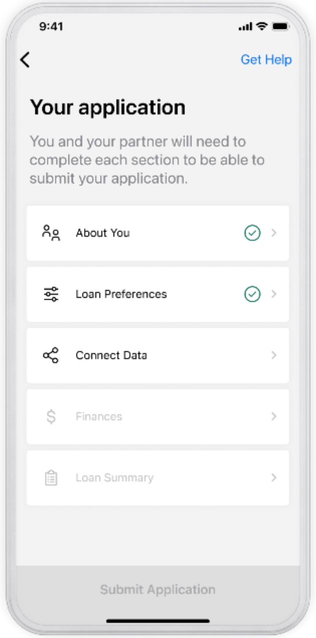
Some key features delivered in FY23:

- **International customers |** join ANZ Plus using an International Passport
- **Increased payments |** higher payment limits protected by Selfie ID
- **Video interaction |** speak to a Coach via video chat on your banking needs

ANZ PLUS - BUY AND OWN A HOME

DELIVERING AUTOMATED PROCESSES THROUGHOUT THE HOME LOAN JOURNEY WITH INTERVENTION BY EXCEPTION

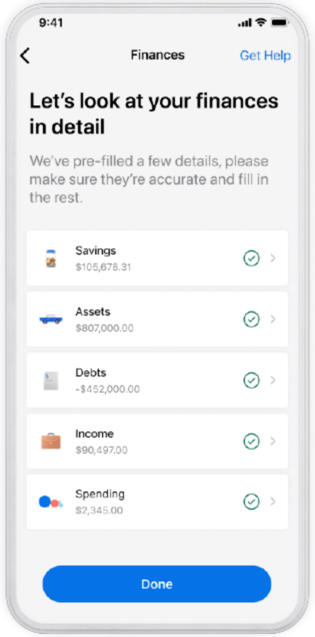
Application



Easy to use digital application, including pre-populated data

- Automated Property Valuation
- Shared digital experience for Joint Applicants

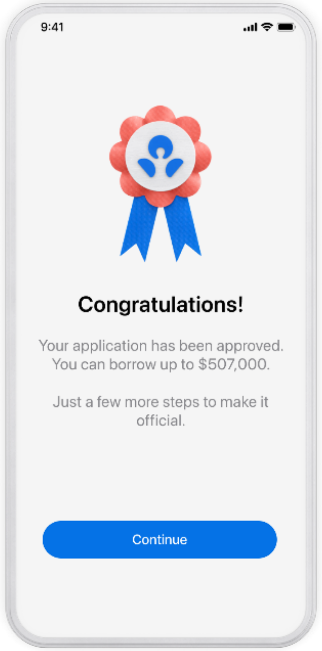
Finances



Digital statement of position with ANZ and ANZ Plus data

- Automated population of Statement of Position
- Digital document upload

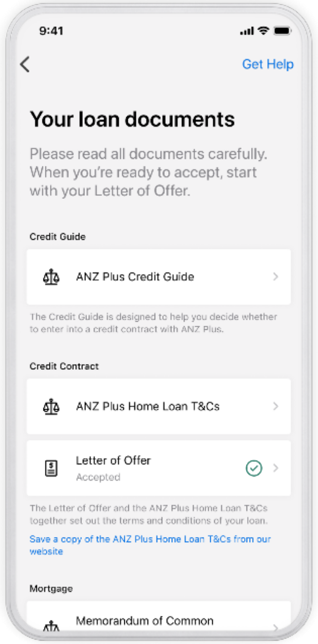
Credit Assessment



Automated credit decisioning on a new cloud platform

- Digital submission
- Automated policy rules
- Automated assessment & outcome process

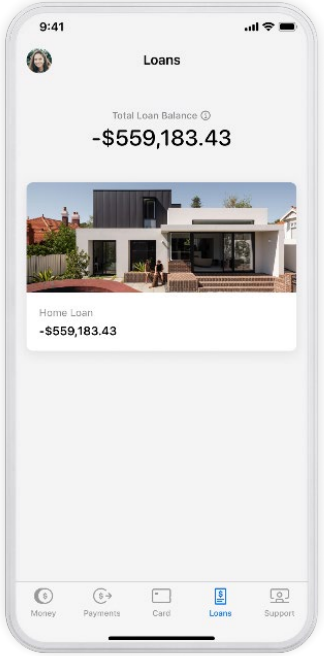
Settlement



Full range of self-service tools including document generation and settlement

- Digital settlement process
- Automated Letter of Offer
- Digital loan acceptance & authentication in app
- Automated account creation, drawdown and reconciliation

Loan Management



Self service tools to help customers manage their loan

- Digital loan setup
- Full range of self -service tools and Human support
- Integrated data views & support tools for Coach

ANZ PLUS

MORE EFFICIENTLY DRIVE HIGHER CUSTOMER GROWTH, GREATER ENGAGEMENT AND BETTER FINANCIAL HEALTH

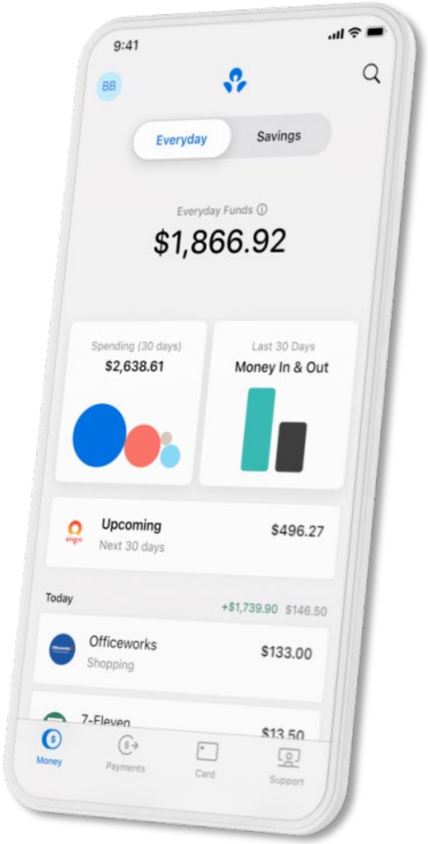
How we measure success

More attractive	Greater propensity to join	Brand consideration	# New customers	% Main Bank customers
		Relative app store rating	# ANZ customers migrated	
More engaging	Higher customer lifetime value	Risk adj. revenue per customer	Key episode NPS	% customers with a funded account
		Average balances per customer	% customers actively contributing to a savings goal	% customers with data sharing consent
		% customers making and receiving payments regularly	% customers with a salary deposit	Customer financial wellbeing score
		% customers with direct debit set up	% customers making transactions	% customers with a Home Loan
More efficient	Lower cost to onboard, serve and engage	Velocity of new features and capabilities released	Cost to serve	Customers per Plus FTE
		Cost to acquire	Average product management cost per customer	
More secure	More resilient systems and services	Complaints per customer	% Transactions using PayID	System downtime
		Fraud losses per customer		

ANZ PLUS ENGAGEMENT AND OPERATIONAL METRICS

How we measure success, Sep 23 (Growth Sep 23 vs Sep 22)

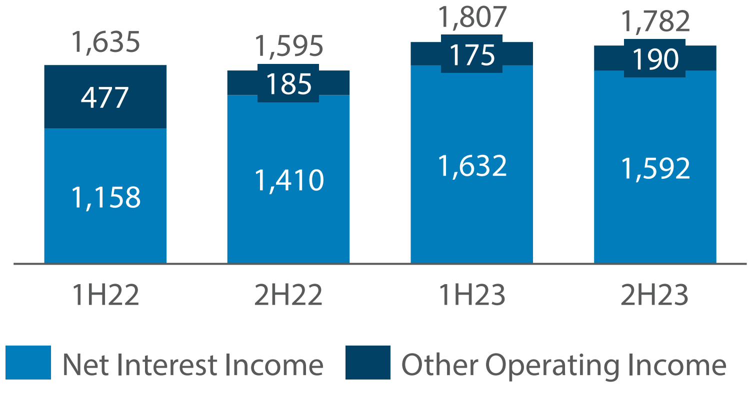
Average balance per customer	+34%	+56 Onboarding NPS episode	+24%
App store rating	+21%	+53 Coach NPS episode	+39%
% customers with a funded account	+25%	% customers with salary deposit	+39%
% customers with direct debit set up	+77%	% customers making a card transaction	+34%



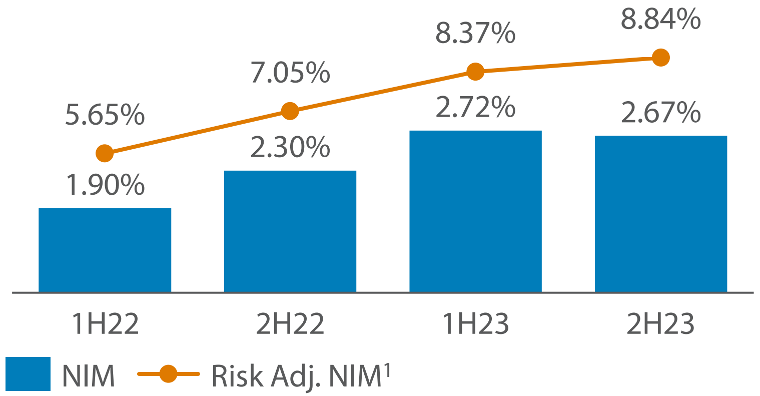
AUSTRALIA COMMERCIAL – FINANCIAL PERFORMANCE

Income

Income composition, $m

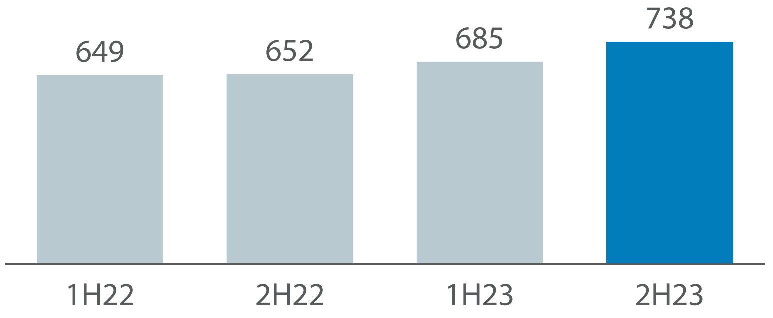


Net interest margin (NIM), %

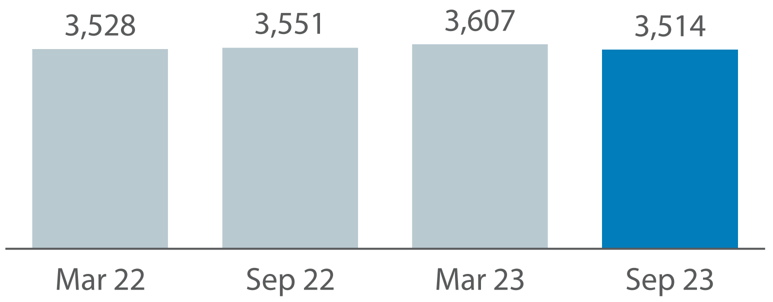


Expenses

Total expenses, $m

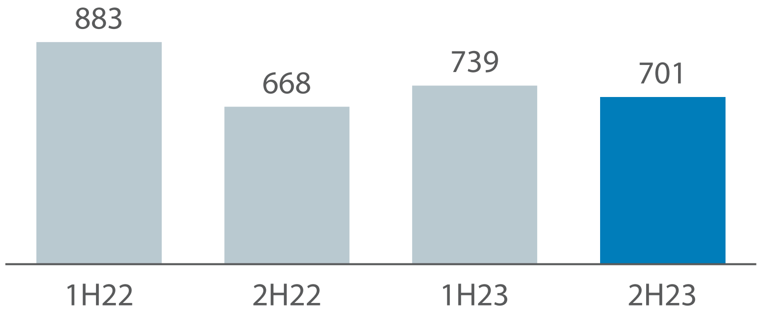


Full time equivalent staff (FTE)

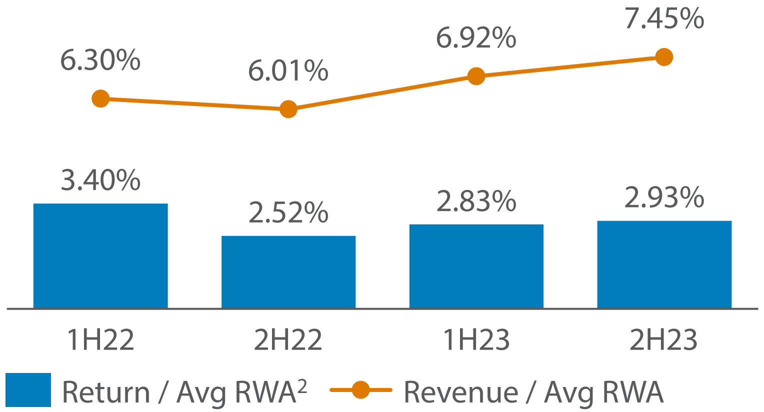


Returns

Cash Profit, $m



Risk adjusted returns



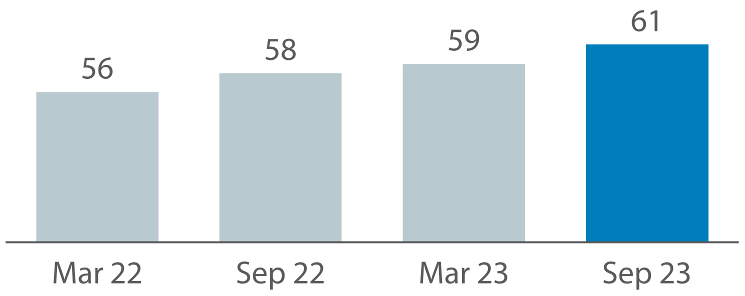
Basis: Continuing Operations including Large / Notable items

1. Net interest income / average Credit Risk Weighted Assets (CRWA)
2. Cash profit divided by average Risk Weighted Assets

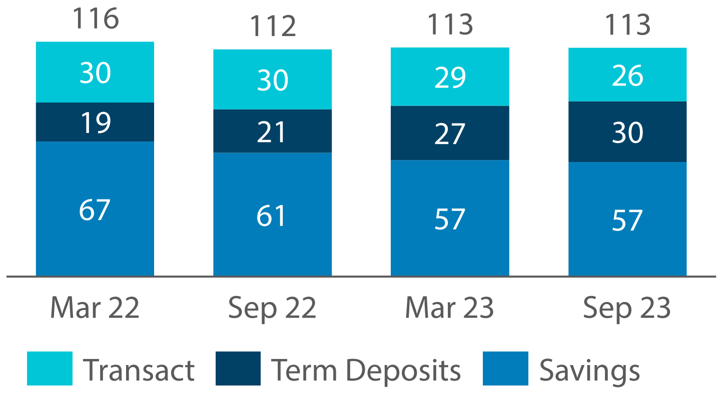
AUSTRALIA COMMERCIAL – FINANCIAL STRENGTH

Balance sheet

Net Loans and Advances[1] (NLA), $b

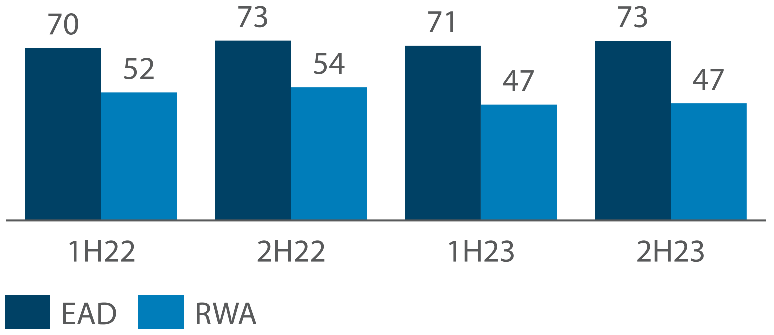


Customer Deposits[1], $b

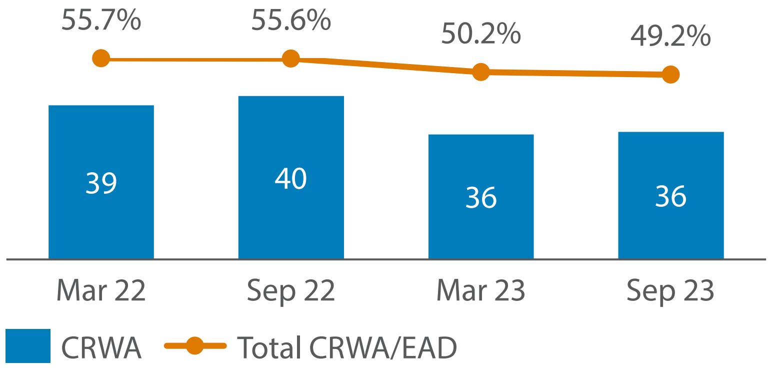


Exposures

Exposure at Default & Risk Weighted Assets EOP, $b

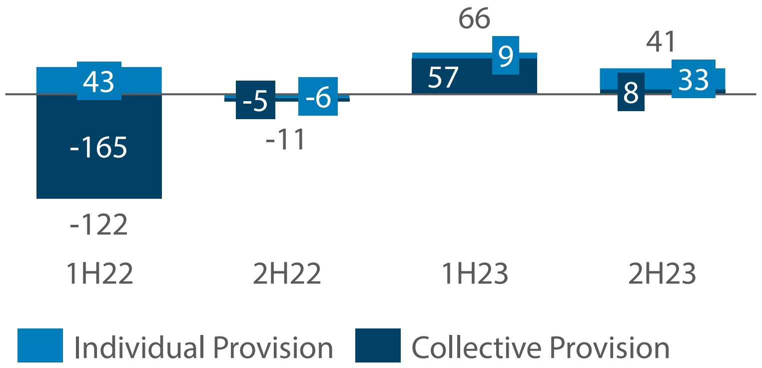


Credit Risk Weighted Assets (CRWA) EOP & intensity, $b

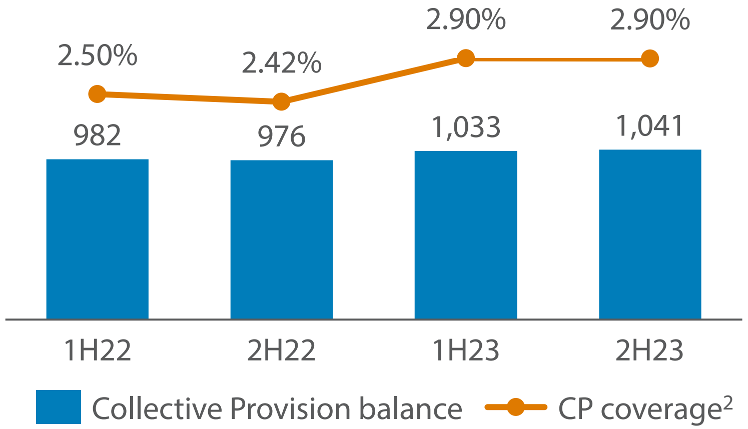


Credit quality

Total Provision Charge, $m



Collective Provision Balance, $m

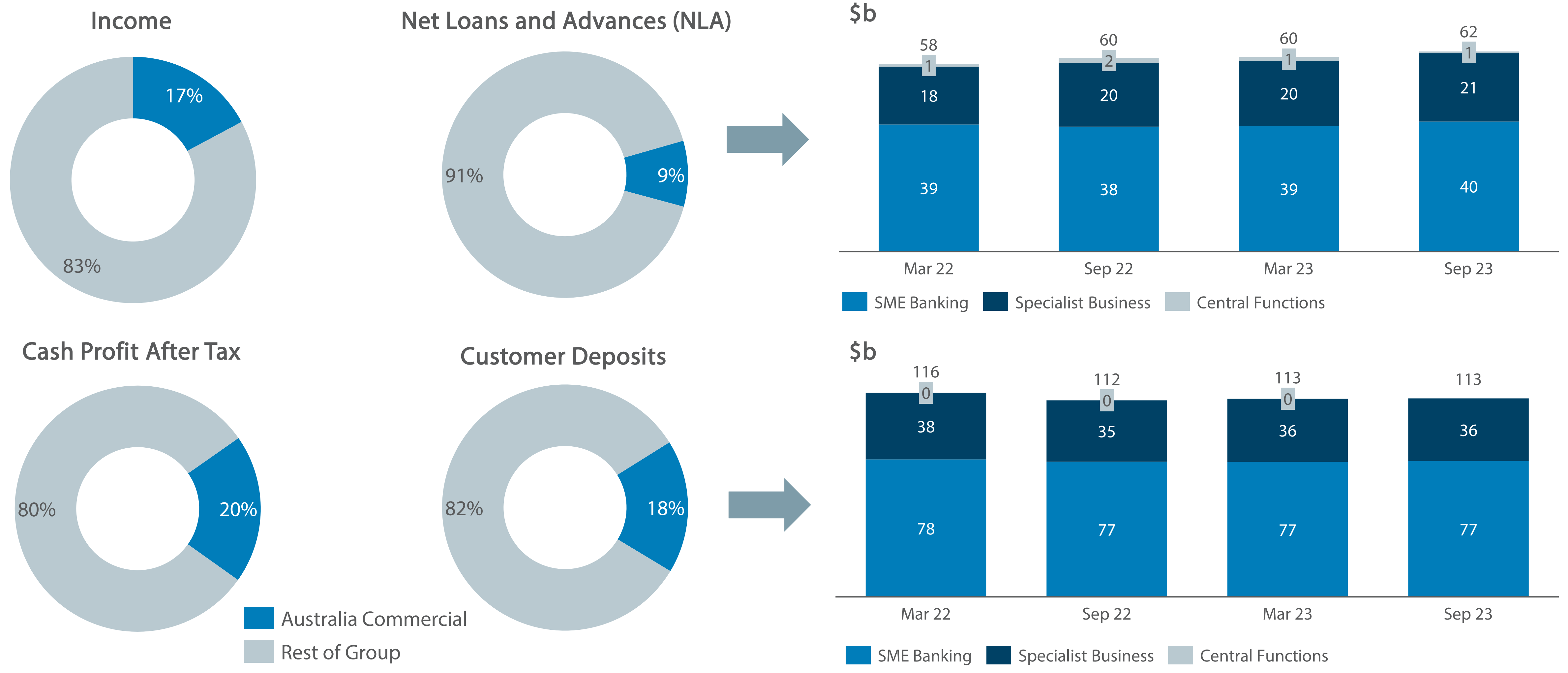


Basis: Continuing Operations including Large / Notable items

1. Asset Finance run-off businesses and April 23 divested Investment Lending business have been excluded from NLAs and Customer Deposits
2. CP as a % of Credit Risk Weighted Assets (CRWA)

AUSTRALIA COMMERCIAL – CONTRIBUTION

Group & Commercial contribution, 2H23

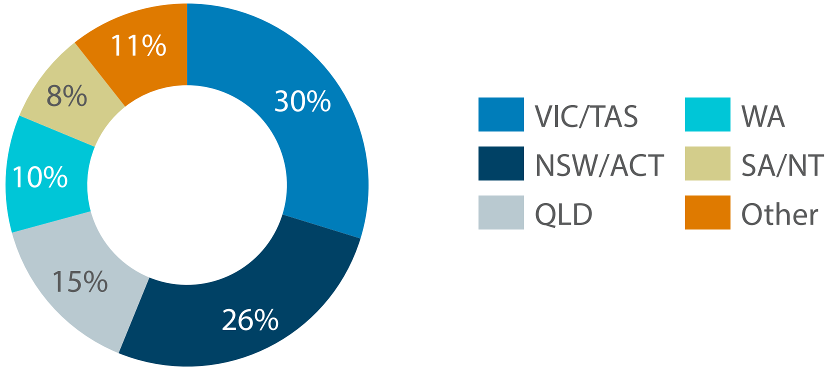


Basis: Continuing Operations including Large / Notable items

AUSTRALIA COMMERCIAL – COMPOSITION & RISK WEIGHT INTENSITY

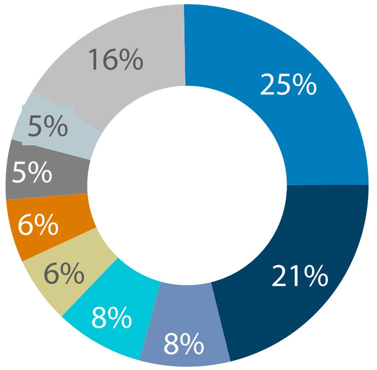
Diversified portfolio – Geographical view

Sep 23 % of Exposure at Default (EAD)[1]



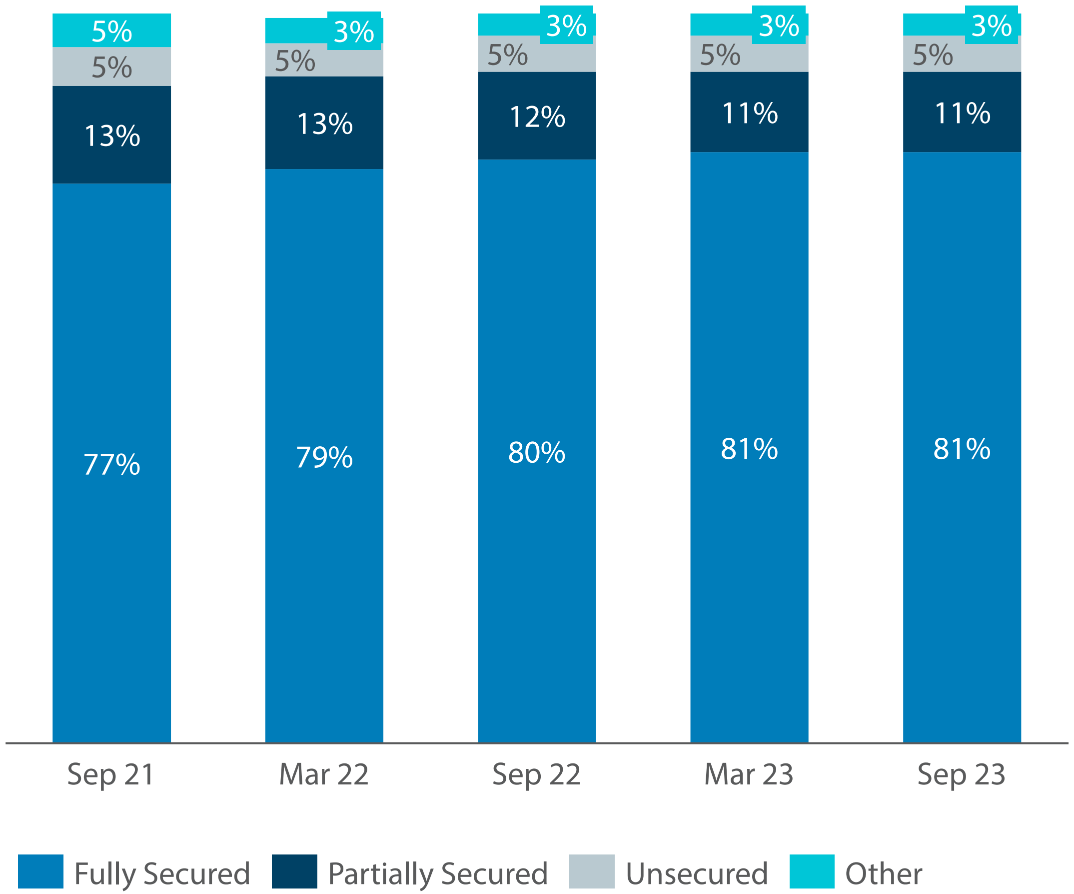
Diversified portfolio – Industry view

Sep 23 % of Exposure at Default (EAD)



Security profile

% of Exposure at Default (EAD)[2,3]



1. States based on primary postcode. 'Other' refers to exposures not reported against a specific state. Some postcodes occur across two states
2. Excludes the Merchants divested business results in the Sep 21 period
3. Fully Secured on a market value basis. Other includes loans secured by cash or via sovereign backing

ANZ'S PARTNERSHIP WITH WORLDLINE

DELIVERING MARKET LEADING MERCHANT PLATFORM AND LAUNCHING TAP TO PAY

Partnership with Worldline

ANZ WORLDLINE
Payment Solutions

- Joint Venture with Worldline, a world class payments provider
- Provides ANZ small business, commercial and institutional customers in Australia with access to market-leading point-of-sale and online payment technology
- ANZ and Worldline hold 49% and 51% interest respectively

Deployment of market leading merchant platform

- New platform deployed in April 2023
- New customers onboarded with flexible customer led pricing options including fixed price bundled packages
- Customer migration from ANZ's platform to the new platform underway

Launched Tap to Pay on iPhone

- Launched in September 2023
- Allows Apple iPhone to accept contactless card payments using the Worldline Tap on Mobile app
- Simple application/onboarding experience with ability to transact the same day
- Leveraging built in features of the iPhone to keep businesses' and customer's data private and secure

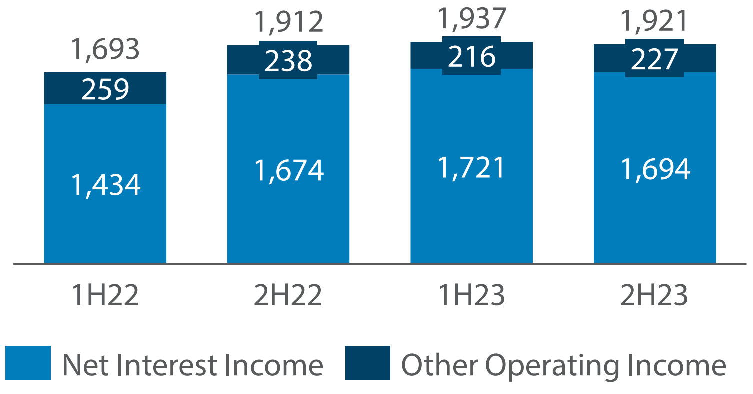
Enabled Payments through Alipay+ and WeChat Pay

- Launched in September 2023
- Allows Apple iPhone to accept contactless card payments using the Worldline Tap on Mobile app
- Enabled through a single Worldline Move 5000 Eftpos terminal
- No additional hardware or payment terminal needed

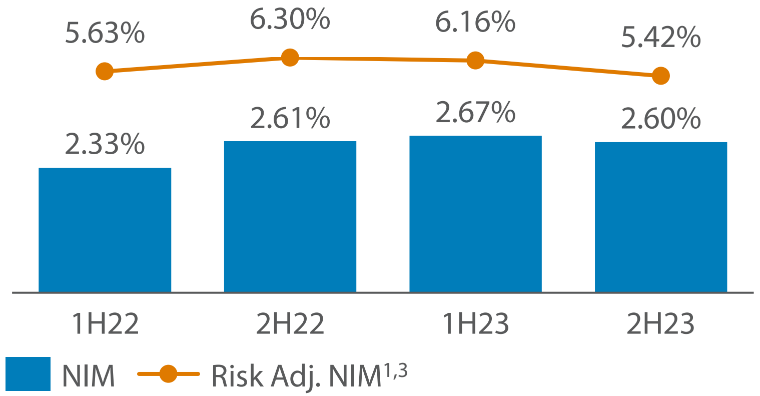
NEW ZEALAND DIVISION – FINANCIAL PERFORMANCE

Income

Income composition, NZDm

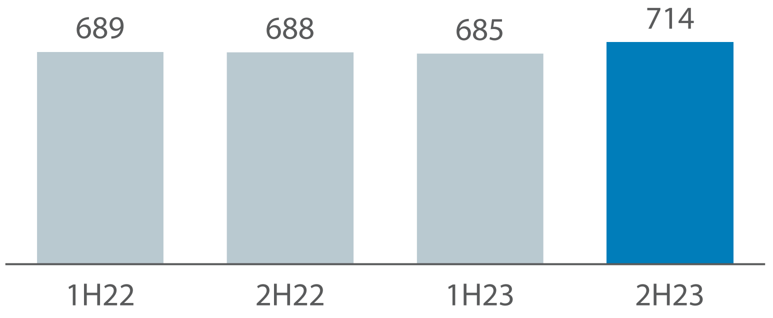


Net interest margin (NIM), %

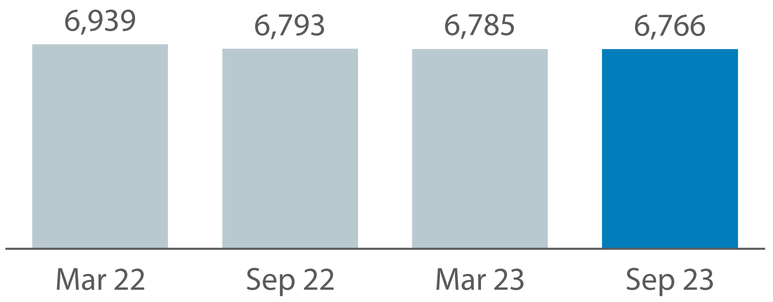


Expenses

Total expenses, NZDm

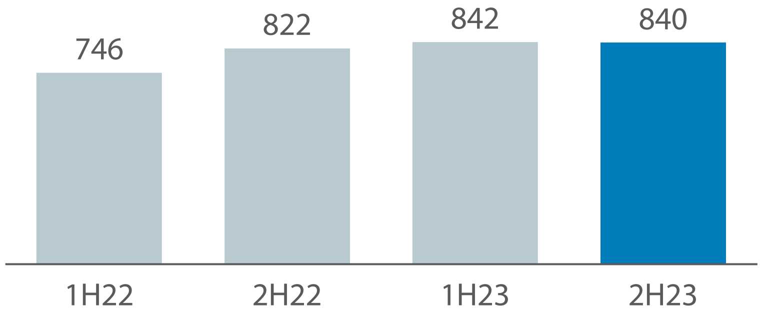


Full time equivalent staff (FTE)

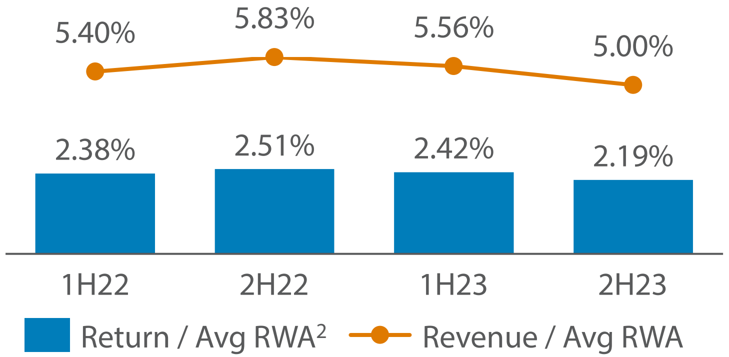


Returns

Cash Profit, NZDm



Risk adjusted returns[3], %



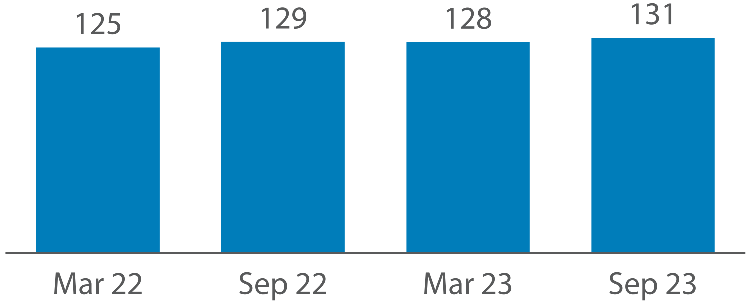
Basis: Continuing Operations including Large / Notable items

1. Net interest income divided by average Credit Risk Weighted Assets (CRWA)
2. Cash profit divided by average Risk Weighted Assets
3. Current year metrics impacted by increase in Risk Weighted Assets with the implementation of APRA Capital Review

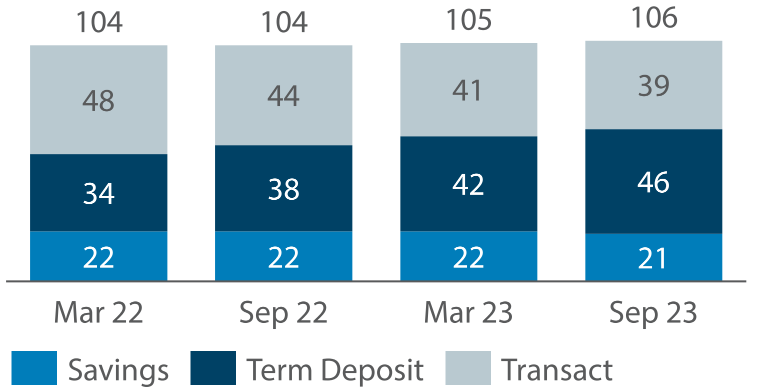
NEW ZEALAND DIVISION – FINANCIAL STRENGTH

Balance sheet[1,2]

Net Loans and Advances (NLA) , NZDb

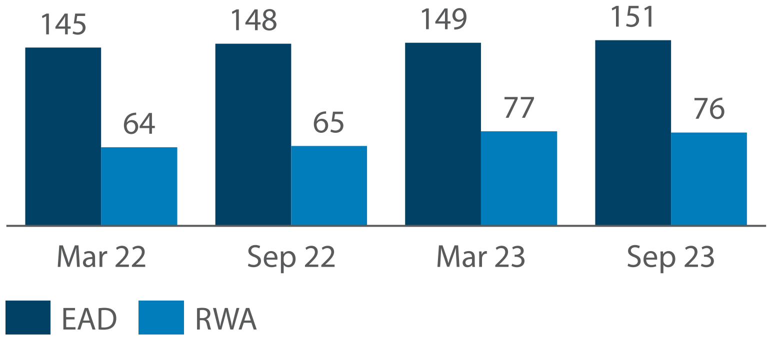


Customer Deposits, NZDb

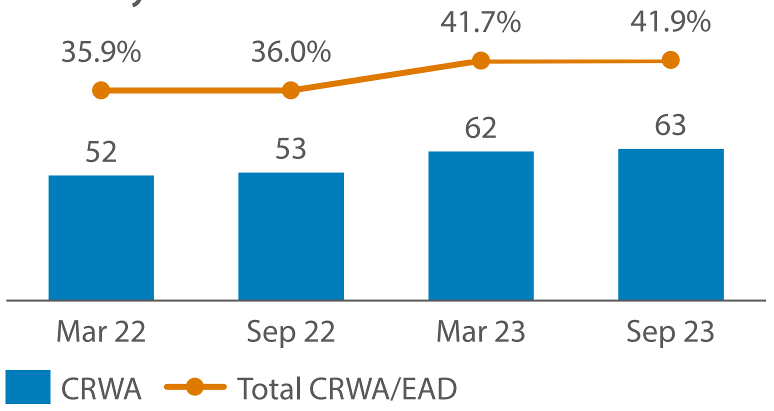


Exposures[3]

Exposure at Default & Risk Weighted Assets, NZDb

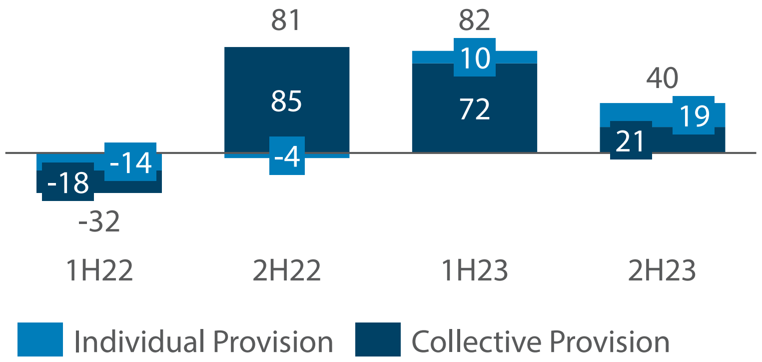


Credit Risk Weighted Assets (CRWA) & Intensity

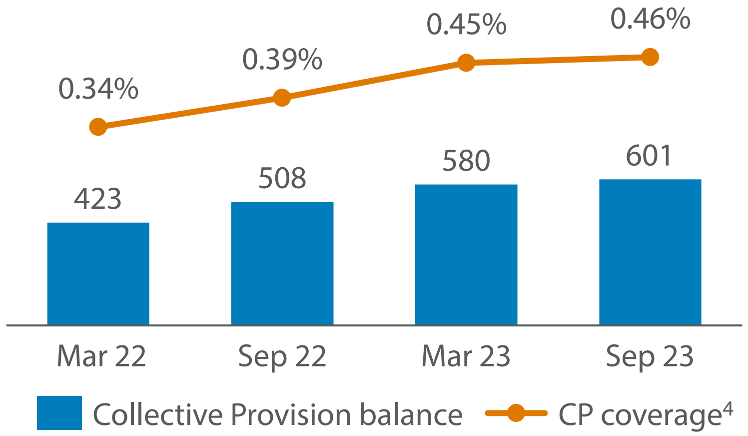


Credit quality

Total Provision Charge, NZDm



Collective Provision Balance



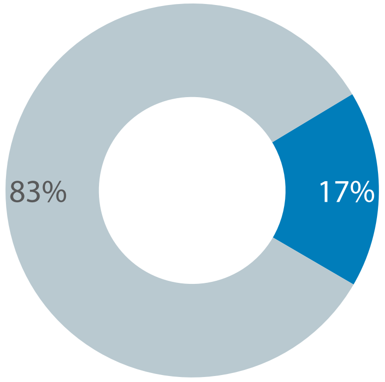
Basis: Continuing Operations including Large / Notable items

1. During 2H22 Business & Agri was re-segmented for large Agri customers; 1H22 not restated
2. During 1H22 business units were reorganised from Retail and Commercial to Personal and Business & Agri which resulted in some customer re-segmentation
3. Current year metrics impacted by increase in Risk Weighted Assets with the implementation of APRA Capital Review
4. CP as a % of Credit Risk Weighted Assets (CRWA)

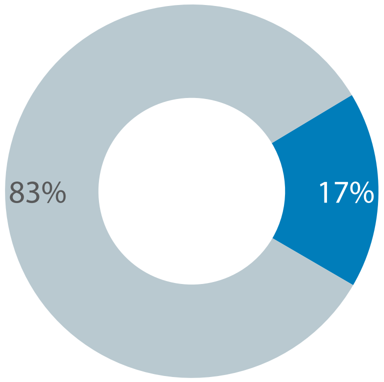
NEW ZEALAND DIVISION – CONTRIBUTION

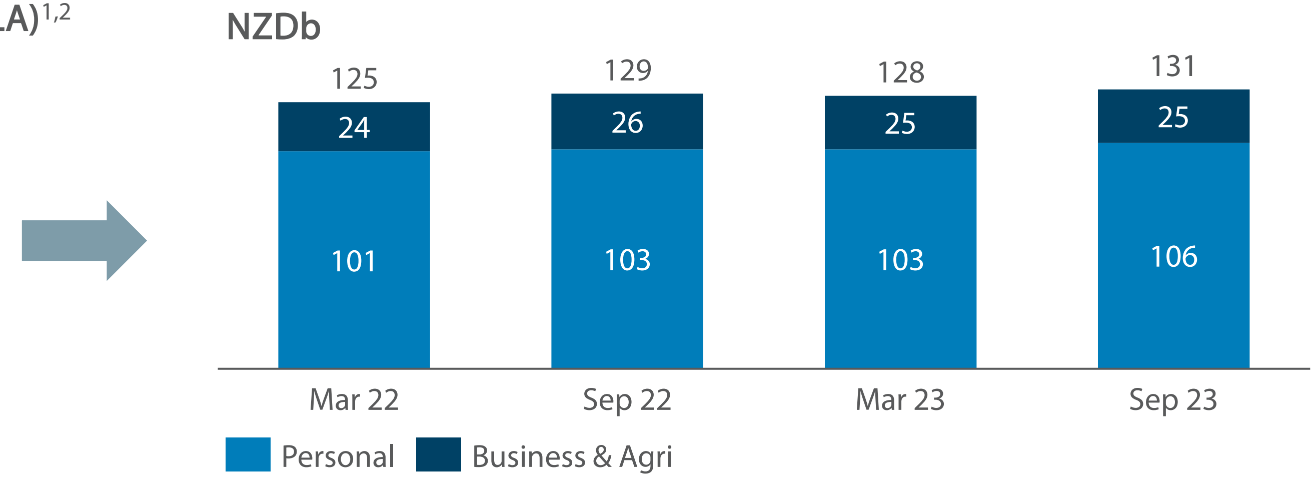
Group & New Zealand contribution, 2H23 (AUD)

Income

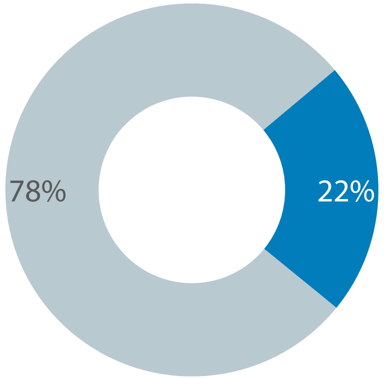


Net Loans and Advances (NLA)[1,2]

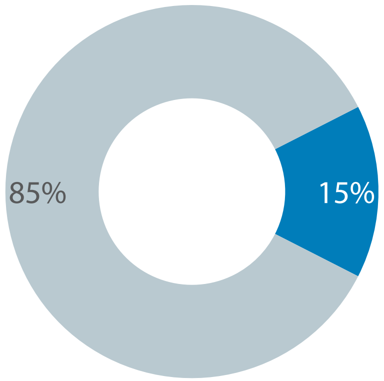


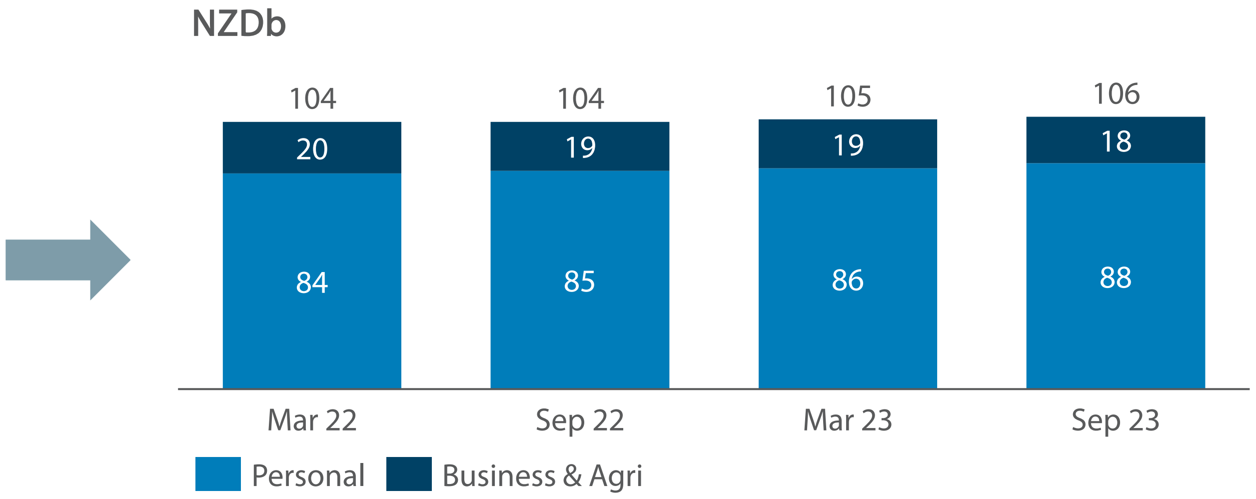


Cash Profit After Tax



Customer Deposits[1,2]





New Zealand Contribution   Rest of Group

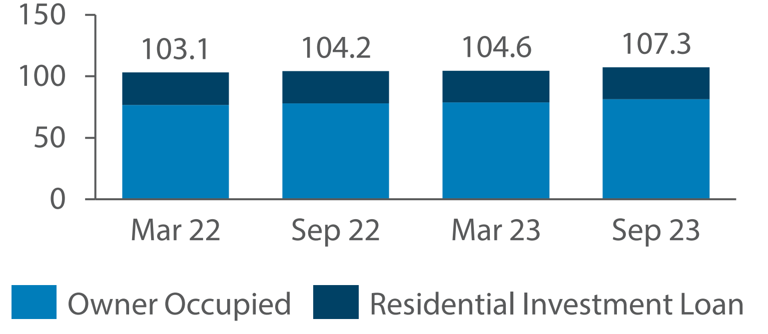
Basis: Continuing Operations including Large / Notable items

1. During 2H22 Business & Agri was re-segmented for large Agri customers; 1H22 not restated
2. During 1H22 business units were reorganised from Retail and Commercial to Personal and Business & Agri which resulted in some customer re-segmentation

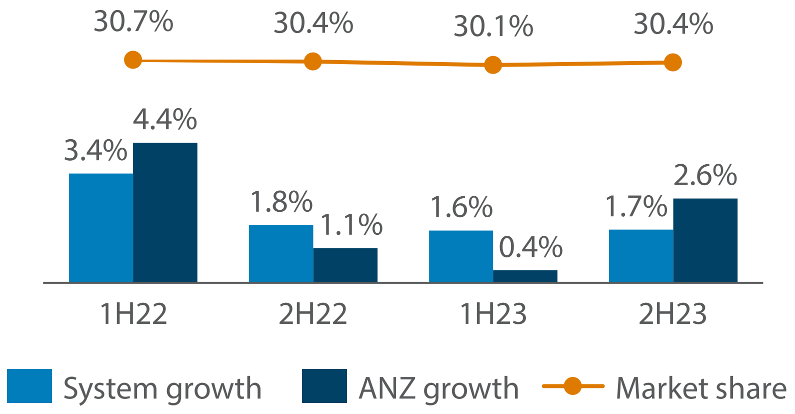
NEW ZEALAND DIVISION – BALANCE SHEET

Housing[1]

ANZ Performance (NZDb)

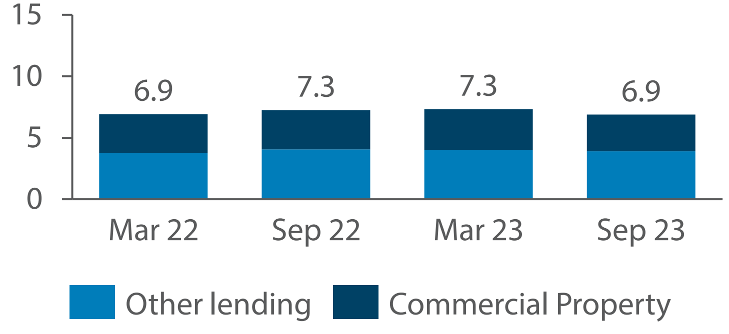


Relative to system growth[3]

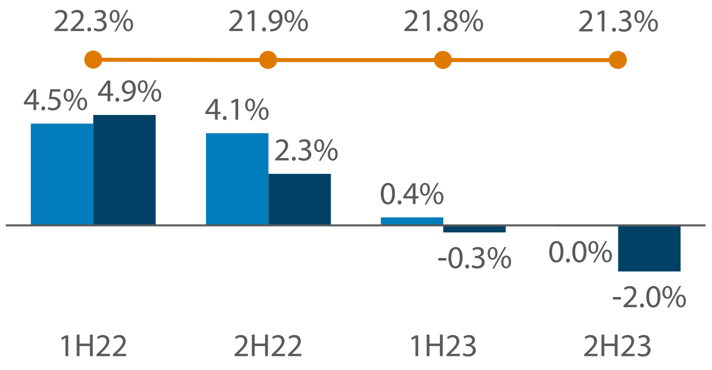


Business[2]

ANZ Performance (NZDb)

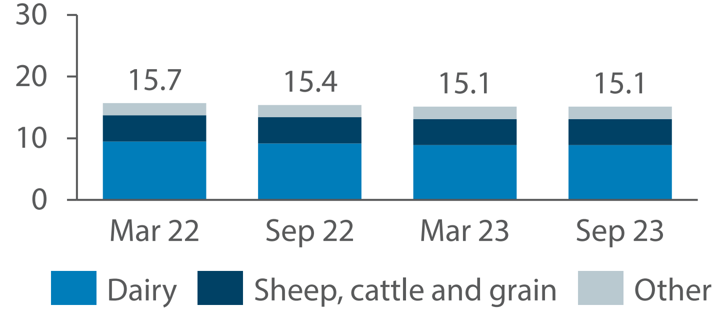


Relative to system growth[3]

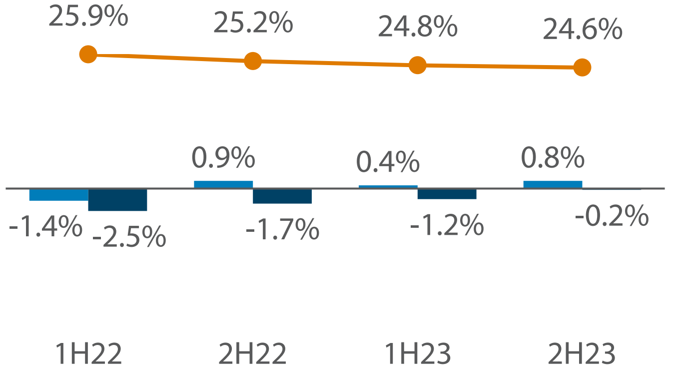


Agri

ANZ Performance (NZDb)



Relative to system growth[3]

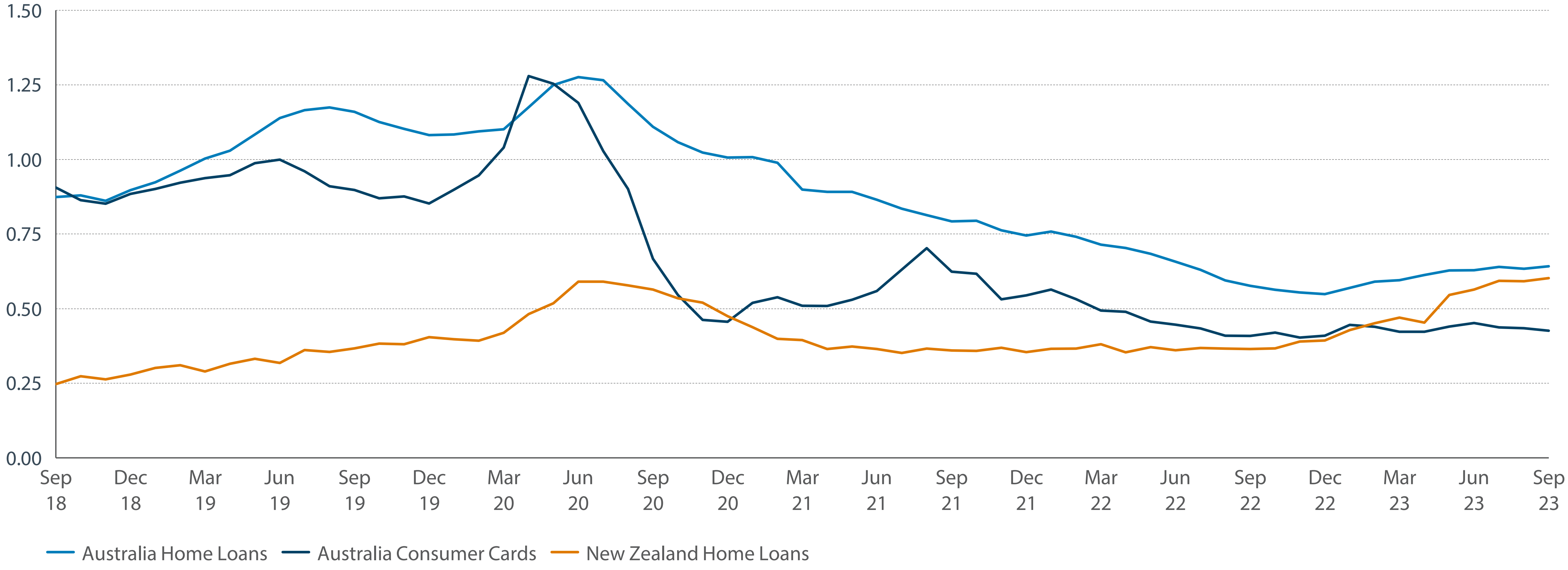


1. Housing includes business loans secured by residential properties
2. Business excludes business loans secured by residential properties
3. Source: RBNZ, market share at NZ Geography level

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

Consumer portfolio[1]

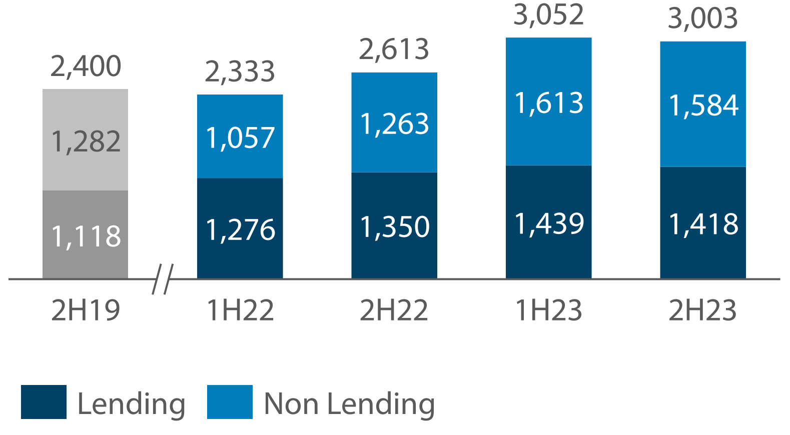
90+ DPD as a % of total portfolio balances



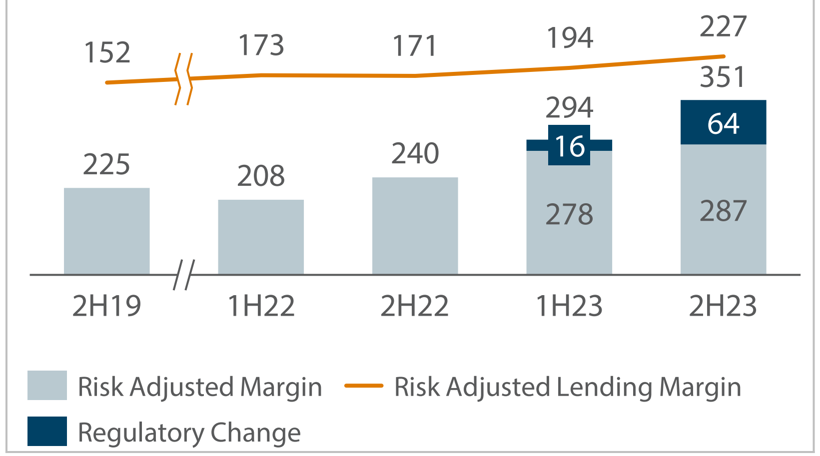
1. Includes Non Performing Loans. ANZ delinquencies are calculated on a missed payment basis for amortising and Interest Only loans. Australia Home Loans 90+ between Mar-20 and Jun-20 excludes eligible Home Loans accounts that had requested COVID-19 assistance but due to delays in processing had not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

INSTITUTIONAL – SUMMARY

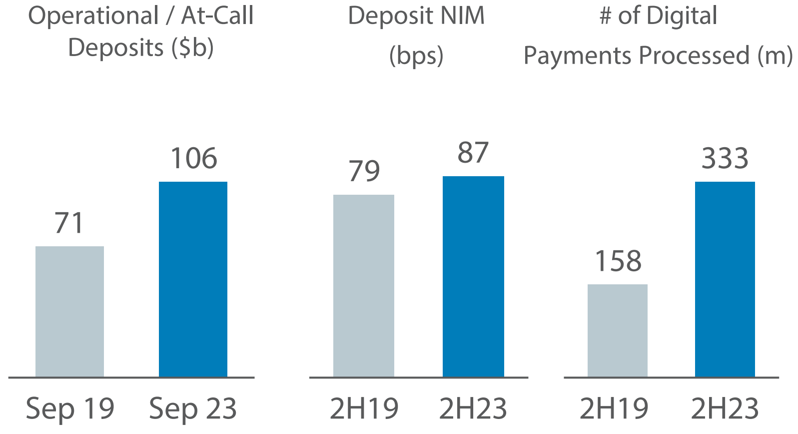
Customer Franchise Revenue[1], $m



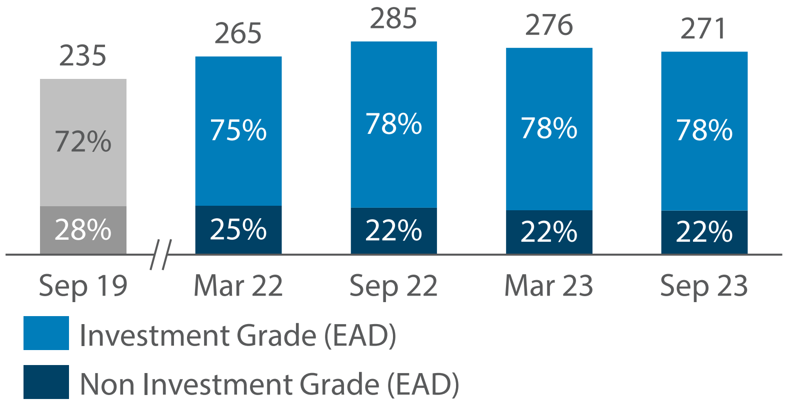
Risk Adjusted NIM[2,3], bps



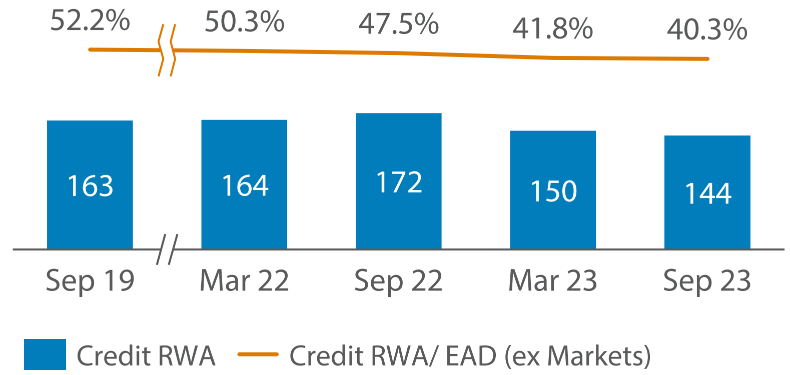
Transactional Deposits & Payments



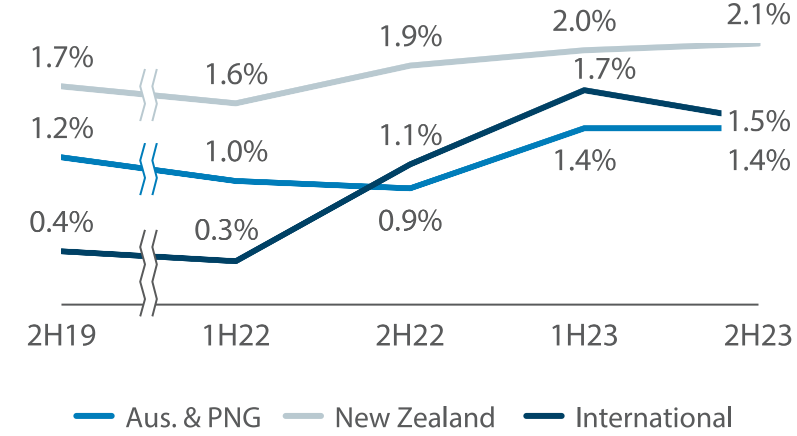
Investment Grade (ex Markets), $b



CRWA Intensity, EOP $b



Returns[4], %



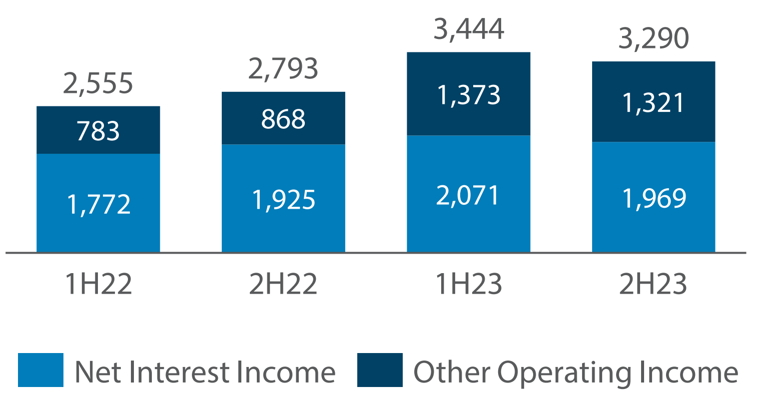
Basis: Continuing Operations including Large / Notable items

1. Excludes: Balance Sheet Trading and Derivative Valuation Adjustments
2. Institutional ex Markets Net Interest Income divided by average Credit Risk Weighted Assets
3. Lending NIM represents Corporate Finance and Trade & Supply Chain
4. Return: Cash profit divided by average Risk Weighted Assets

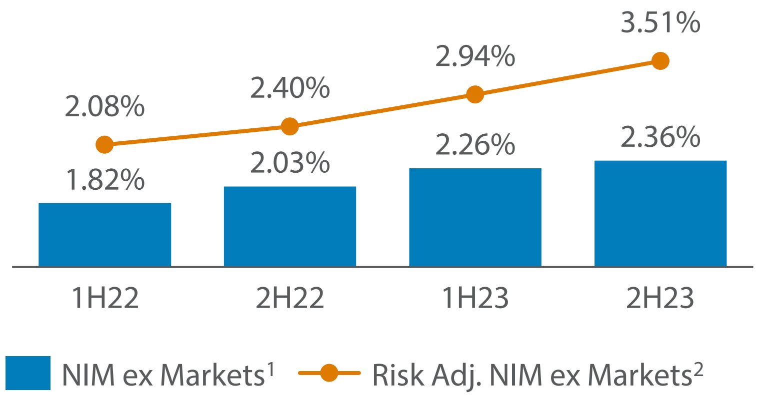
INSTITUTIONAL – FINANCIAL PERFORMANCE

Income

Income composition, $m

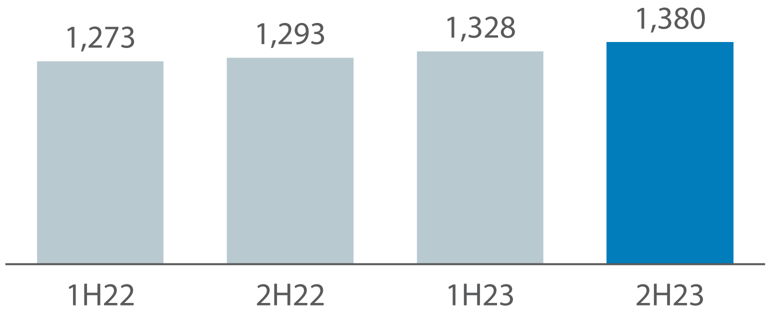


Net interest margin (NIM), %

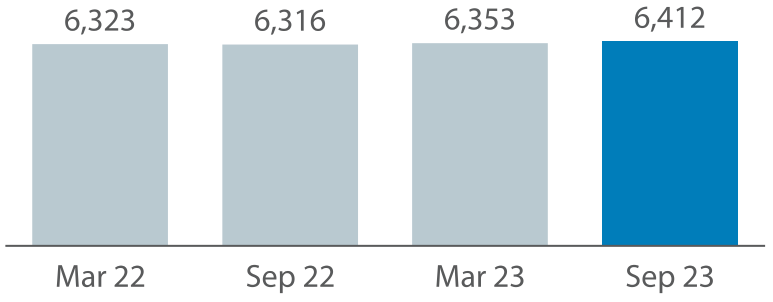


Expenses

Total expenses, $m

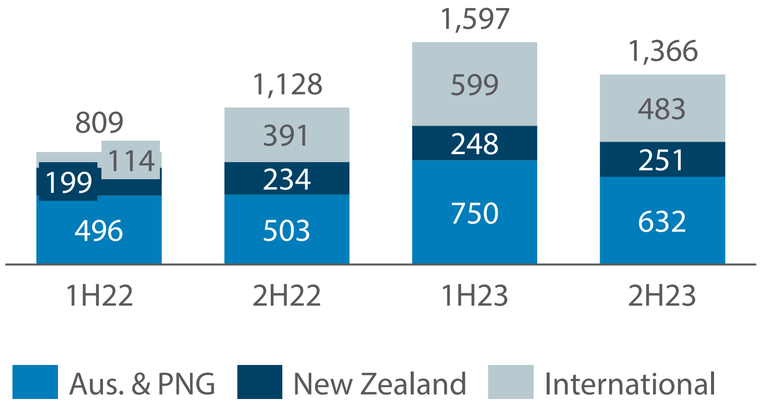


Full time equivalent staff (FTE)

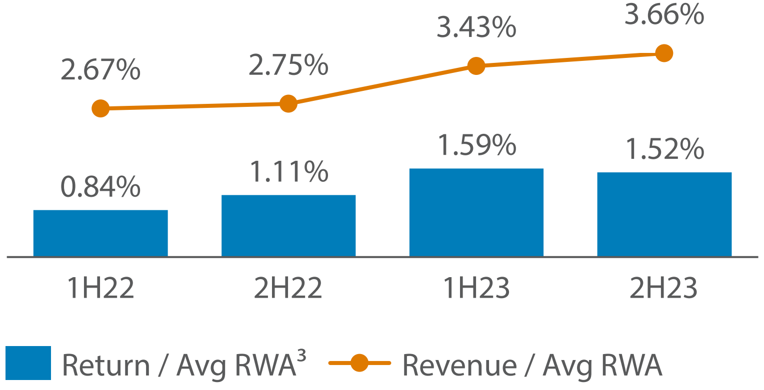


Returns

Cash Profit, $m



Risk adjusted returns, %



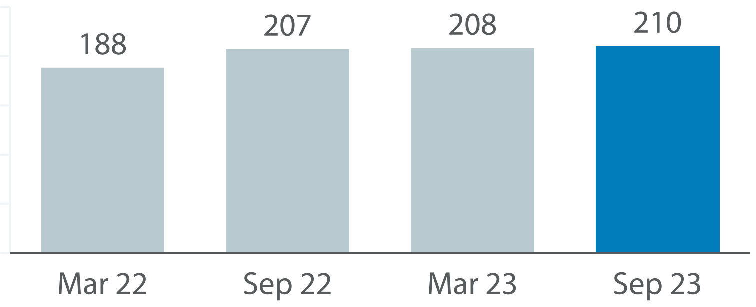
Basis: Continuing Operations including Large / Notable items

1. Calculated Net Interest Income divided by Average Interest Earning Assets
2. Net interest income divided by average Credit Risk Weighted Assets (CRWA)
3. Cash profit divided by average Risk Weighted Assets

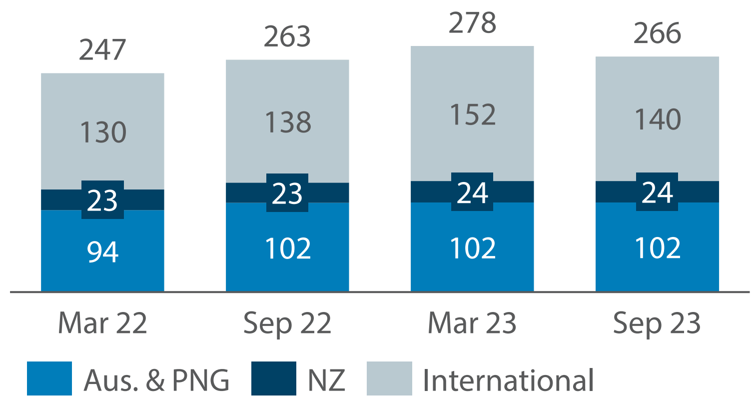
INSTITUTIONAL – FINANCIAL STRENGTH

Balance sheet

Net Loans and Advances (NLA), $b

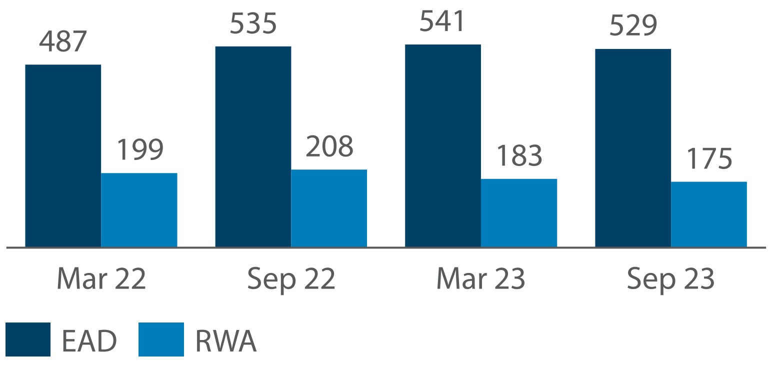


Customer Deposits, $b

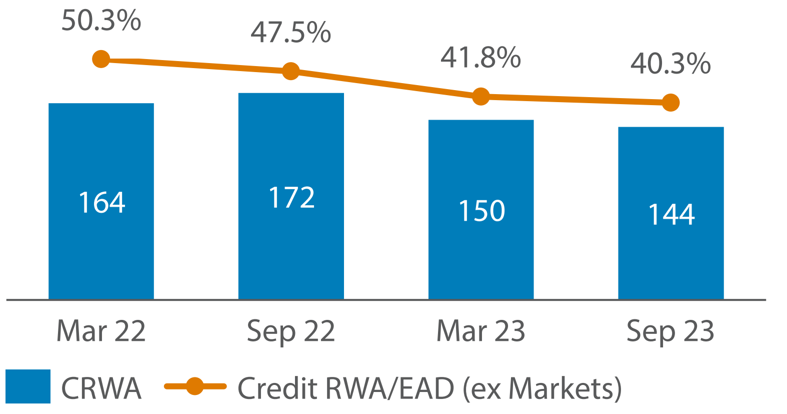


Exposures

Exposure at Default[1] & Risk Weighted Assets, $b

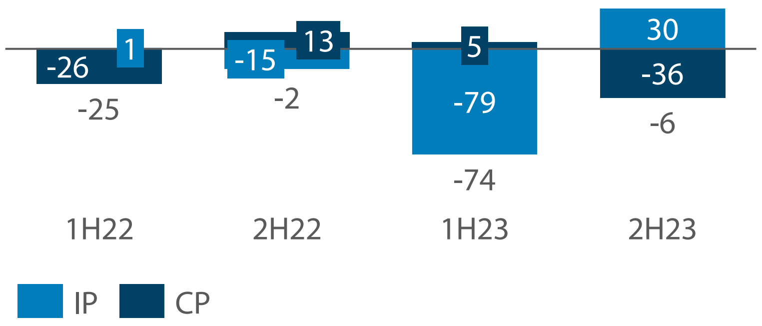


Credit Risk Weighted Assets (CRWA) & intensity, $b

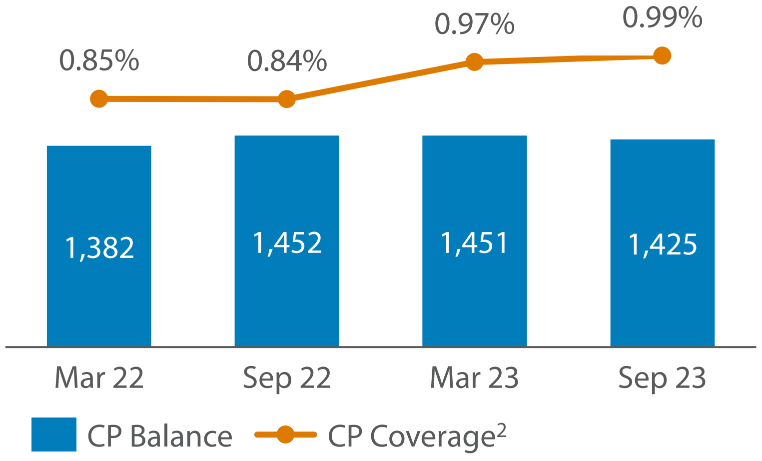


Credit quality

Total Provision Charge, $m



Collective Provision Balance (CP), $m



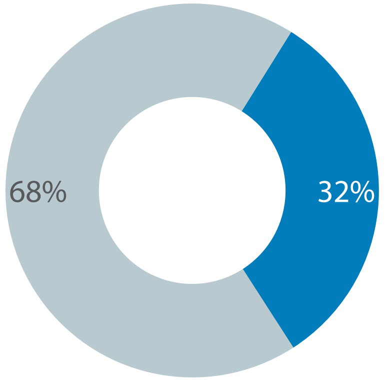
Basis: Continuing Operations including Large / Notable items

1. EAD excludes amounts for 'Securitisation', and for 'Other Assets' prior to March 2023 (included from March 2023 due to the implementation of APRA's new capital framework). EAD data provided is on a Post CRM basis, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral
2. CP as a % of Credit Risk Weighted Assets (CRWA)

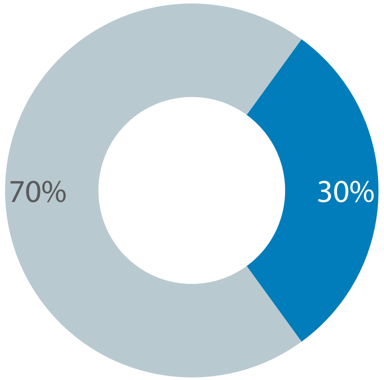
INSTITUTIONAL – CONTRIBUTION

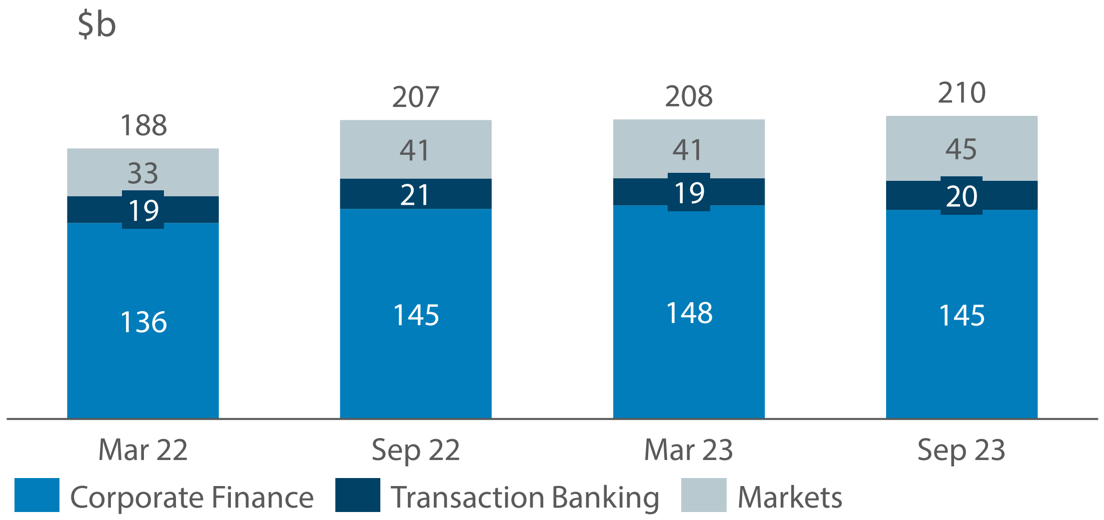
Group & Institutional contribution, 2H23

Income

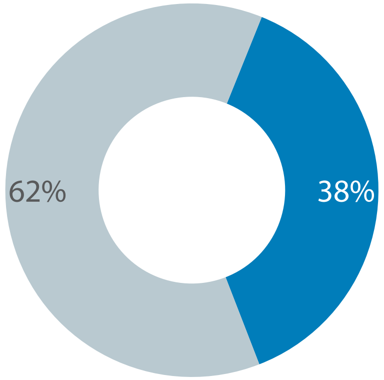


Net Loans and Advances (NLA)

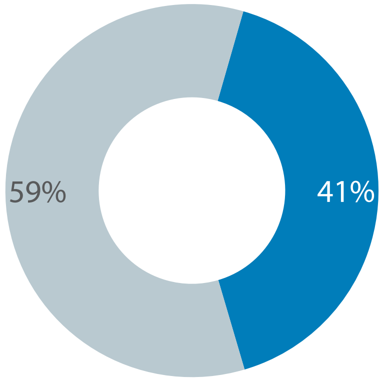


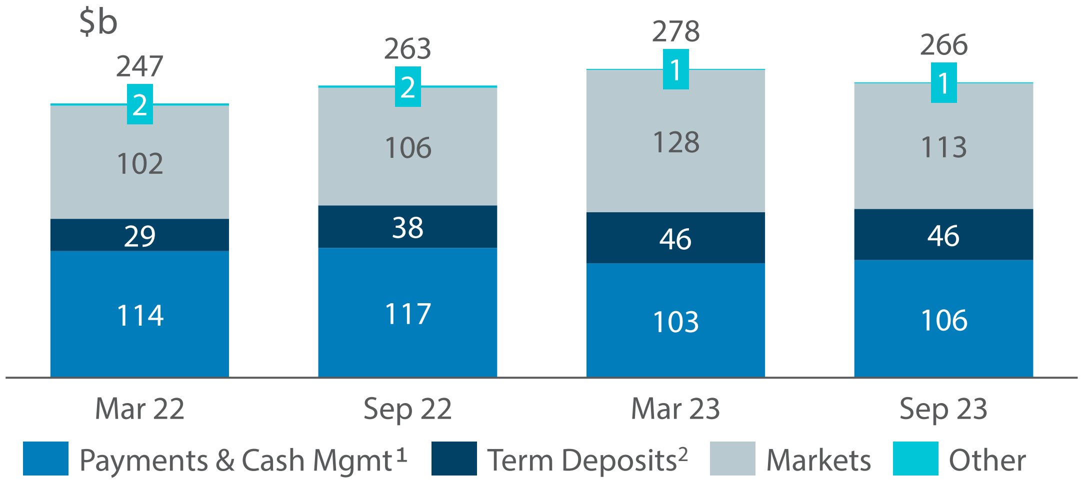


Cash Profit After Tax



Customer Deposits





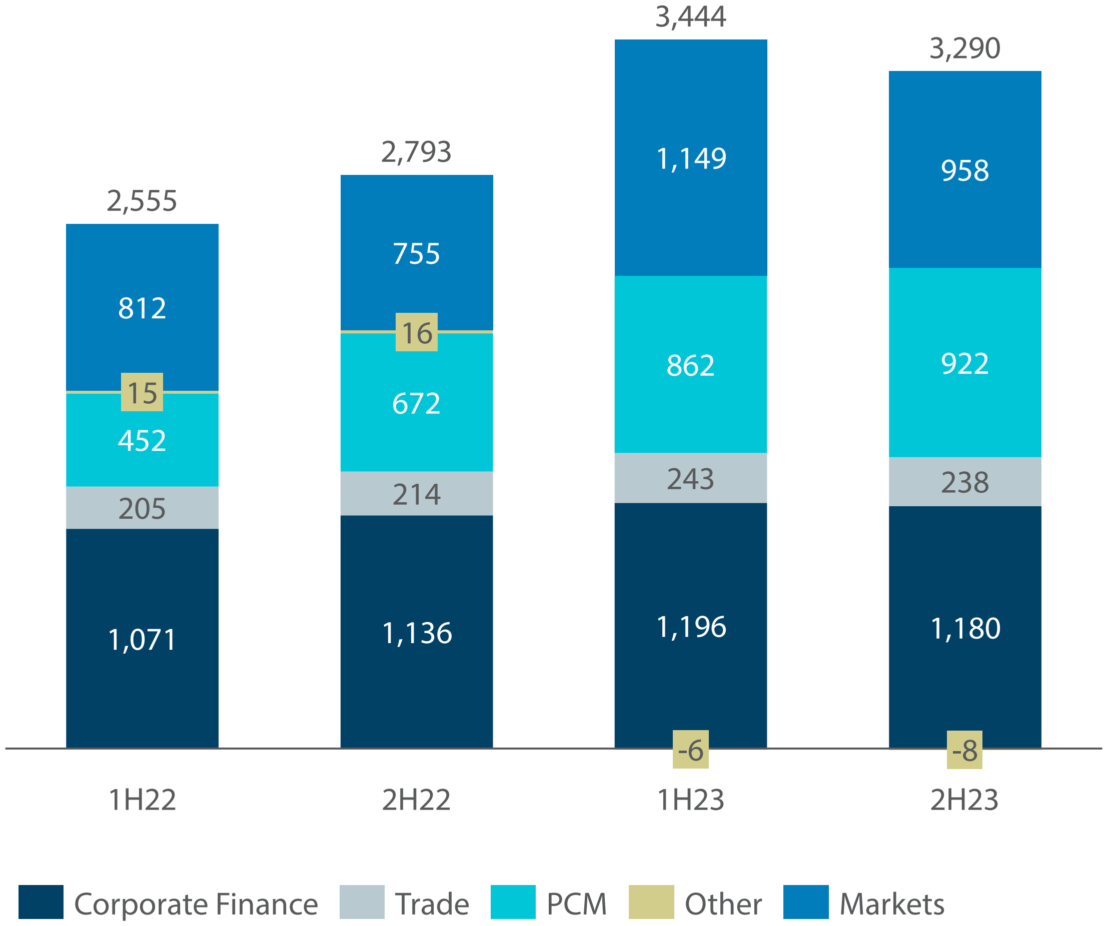
Institutional Contribution | Rest of Group

Basis: Continuing Operations including Large / Notable items

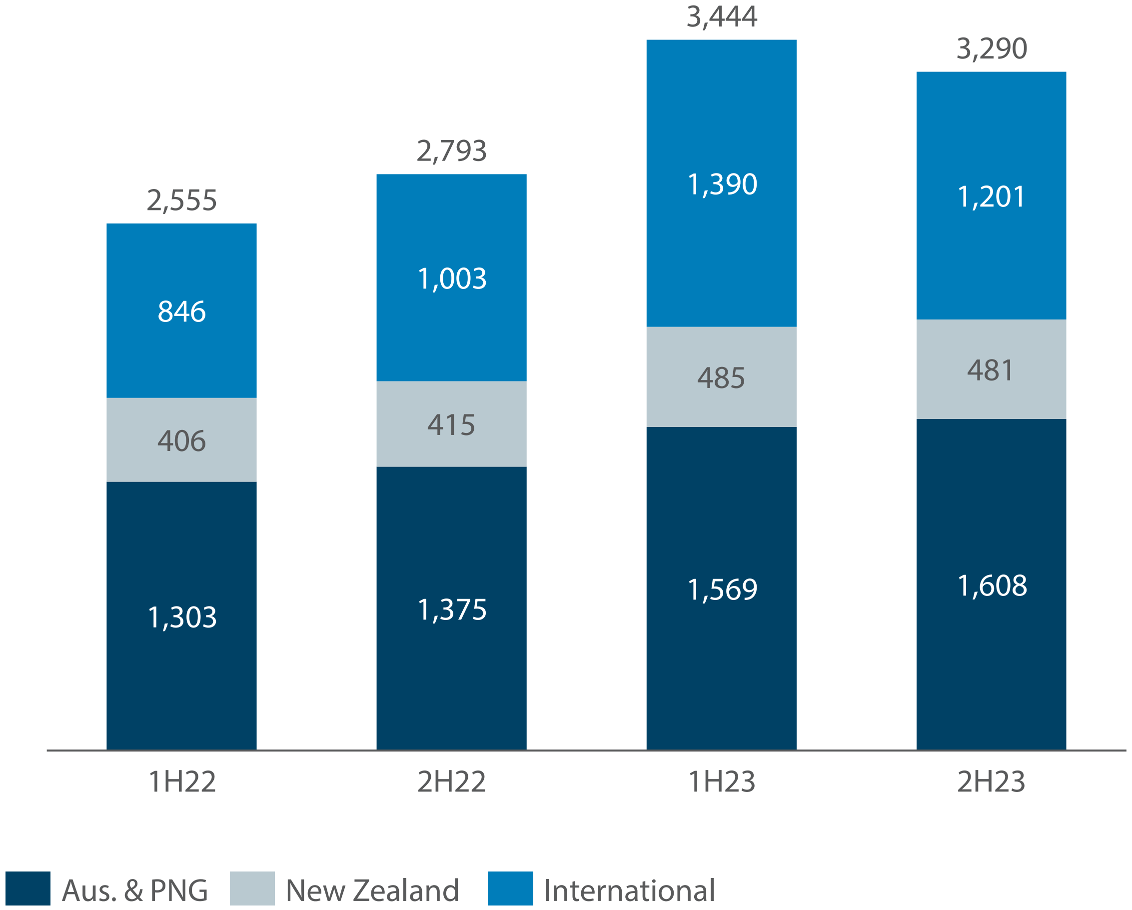
1. Payments & Cash Management excluding Term Deposits
2. Excluding Markets Business Unit

INSTITUTIONAL – INCOME

Income composition by product[1], $m



Income composition by region, $m

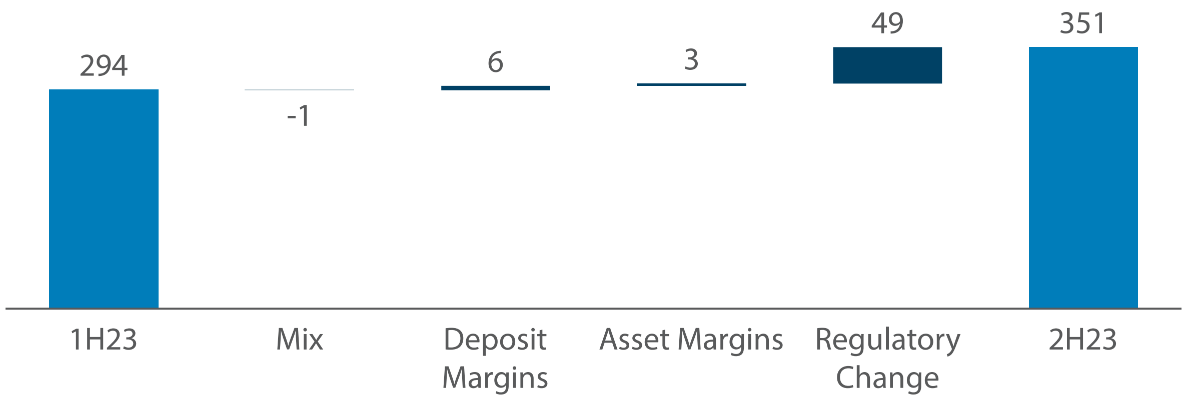


Basis: Continuing Operations including Large / Notable items

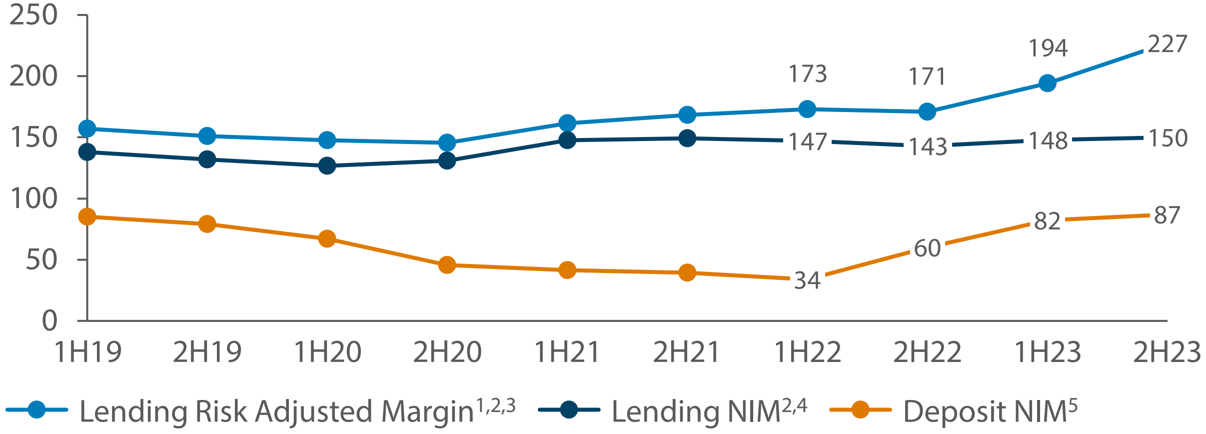
1. Trade: Trade and Supply Chain; PCM: Payments and Cash Management

INSTITUTIONAL MARGINS

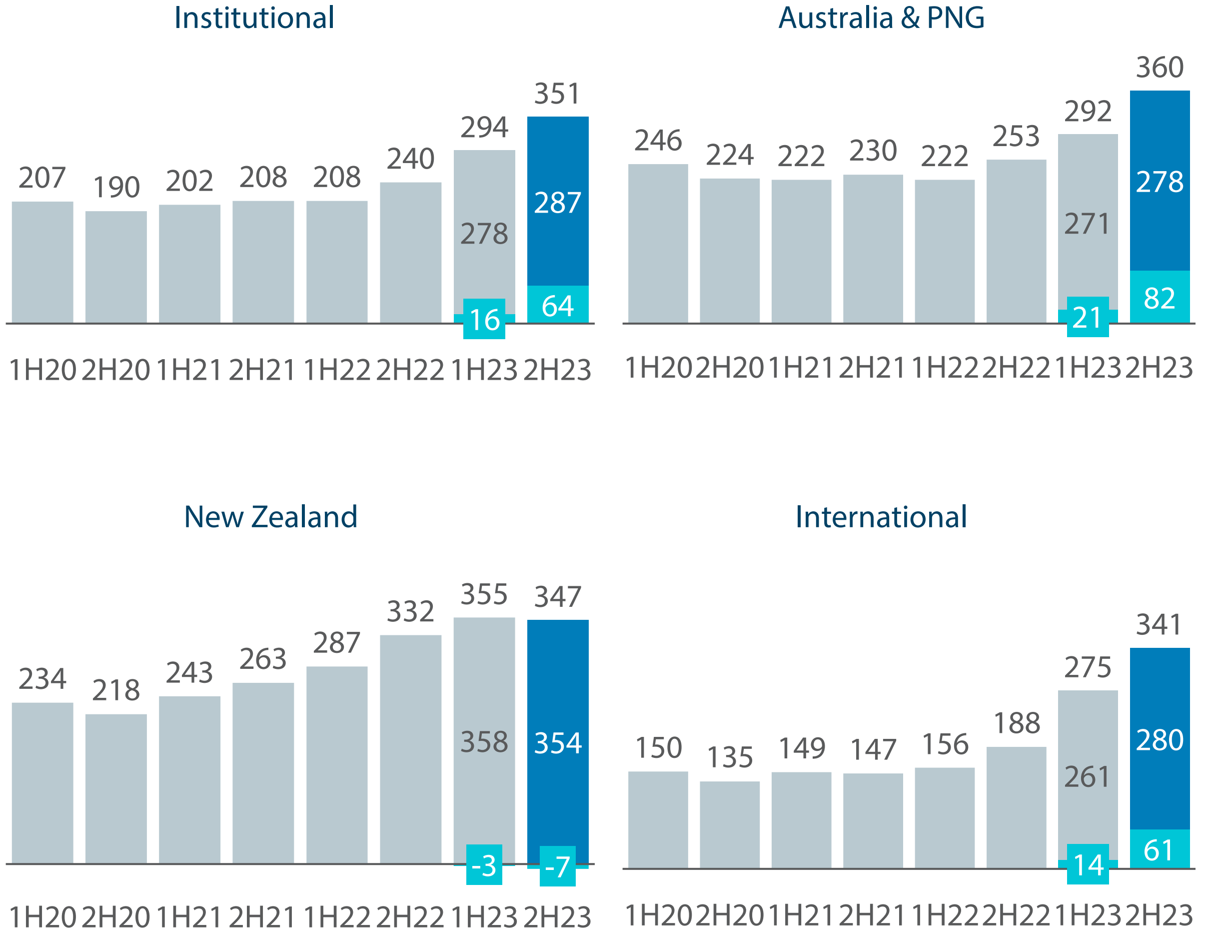
Risk Adjusted NIM[1] drivers, bps



Lending & Deposit NIM, bps



Risk Adjusted NIM[1] – by geography, bps

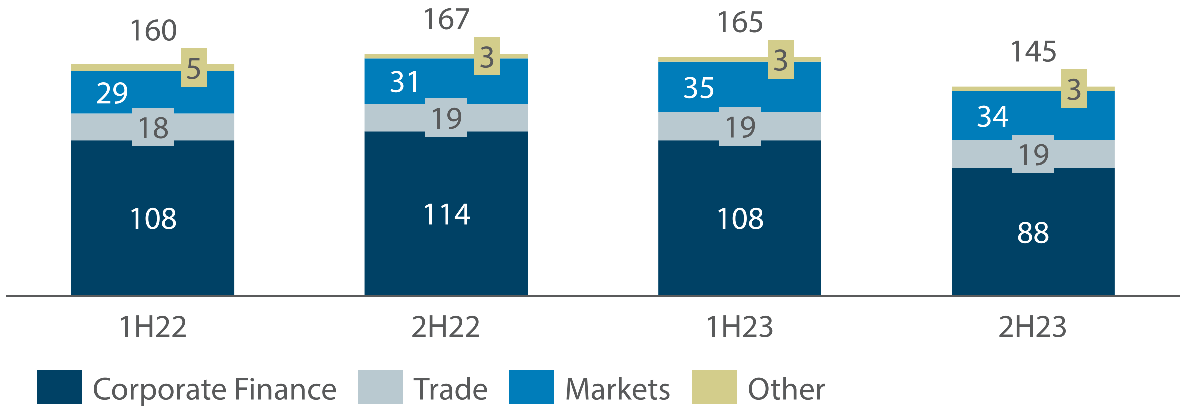


Basis: Cash Profit, Continuing Operations including Large / Notable items

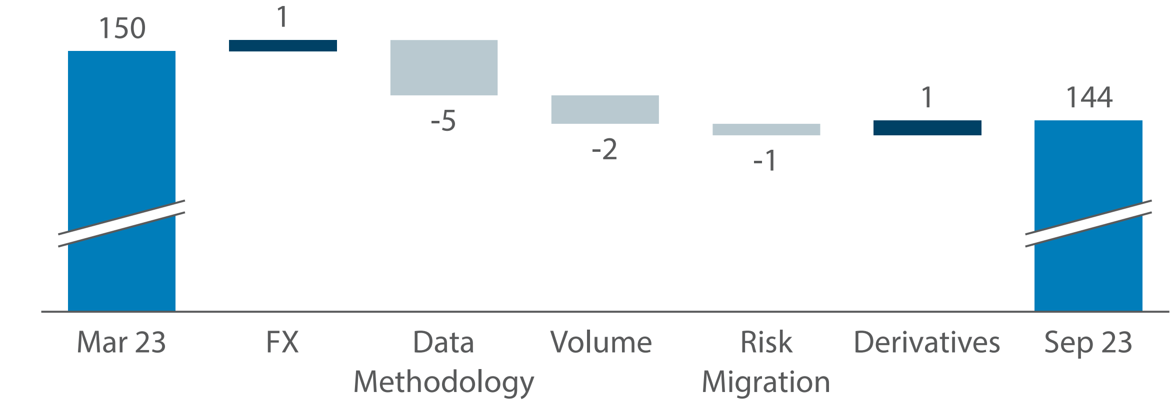
1. Institutional ex Markets Net Interest Income divided by average Credit Risk Weighted Assets
2. Lending NIM represents Corporate Finance and Trade & Supply Chain
3. Risk Adjusted Lending Margin is calculated as Net Interest Income divided by average Credit Risk Weighted Assets for Corporate Finance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

INSTITUTIONAL – CREDIT RISK WEIGHTED ASSETS (CRWA)

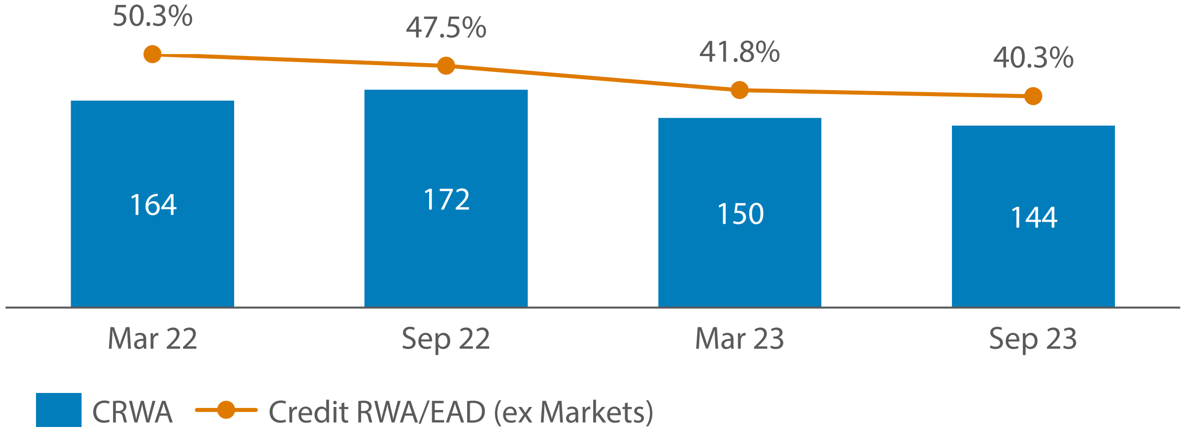
CRWA average[1], $b



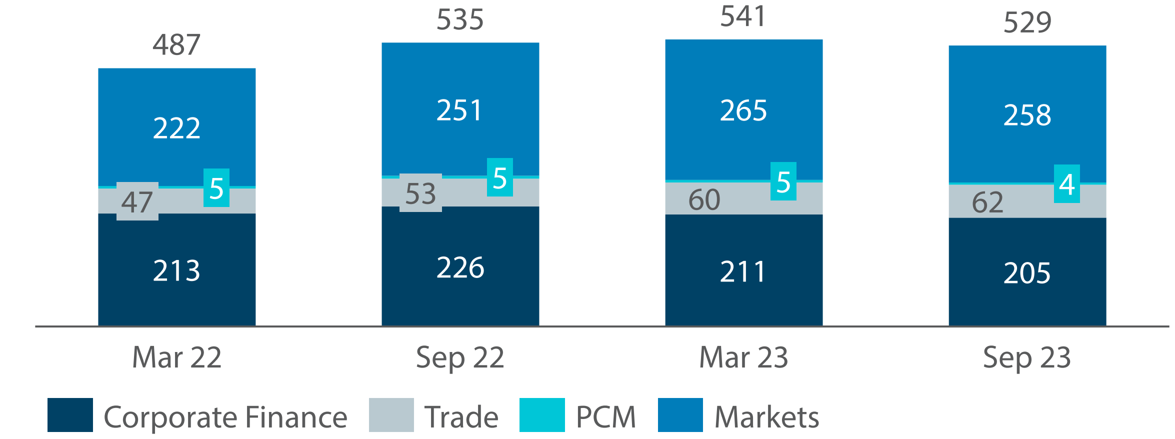
CRWA movement HoH, EOP $b



CRWA intensity, EOP $b



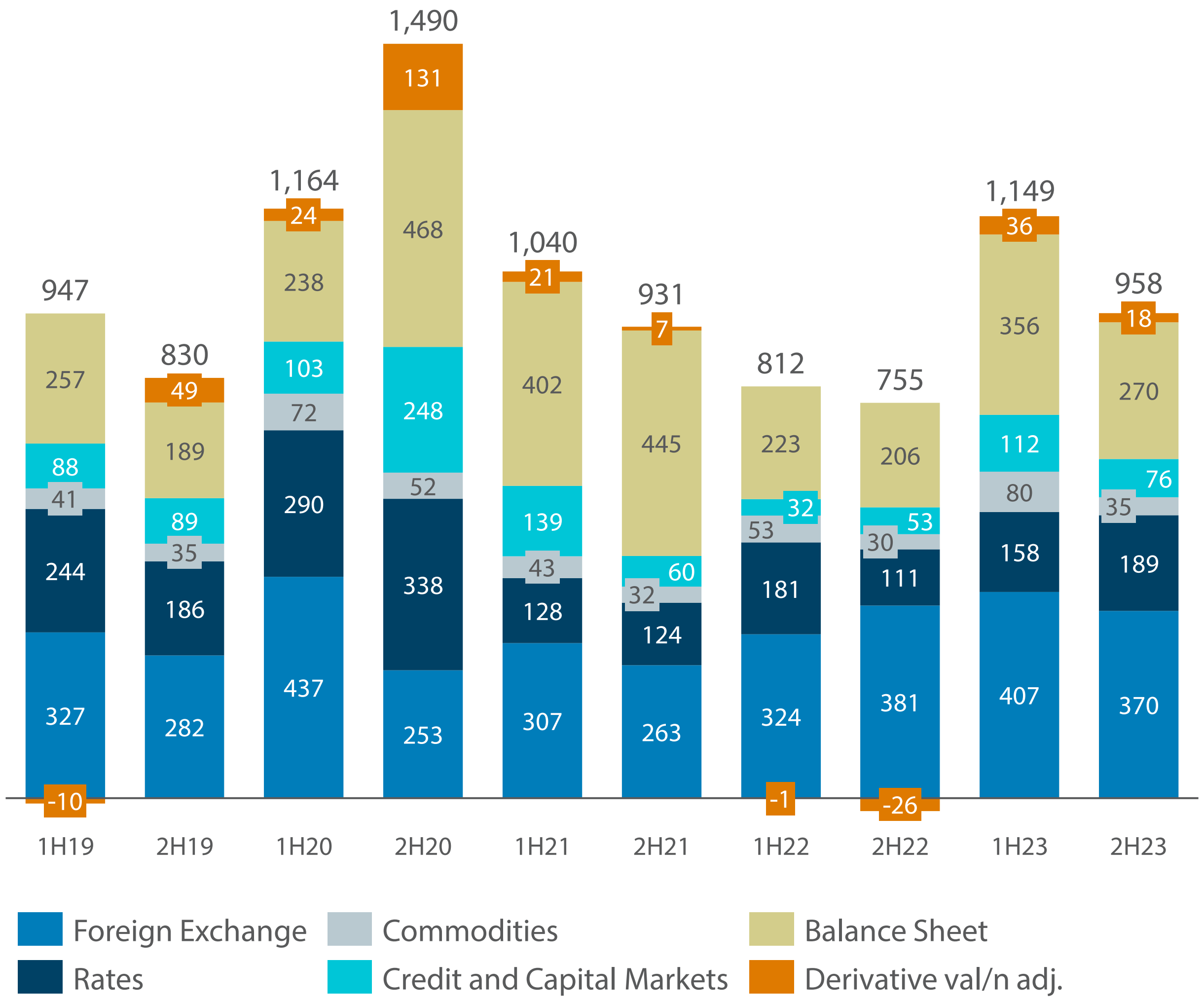
Exposure at default[1,2], $b



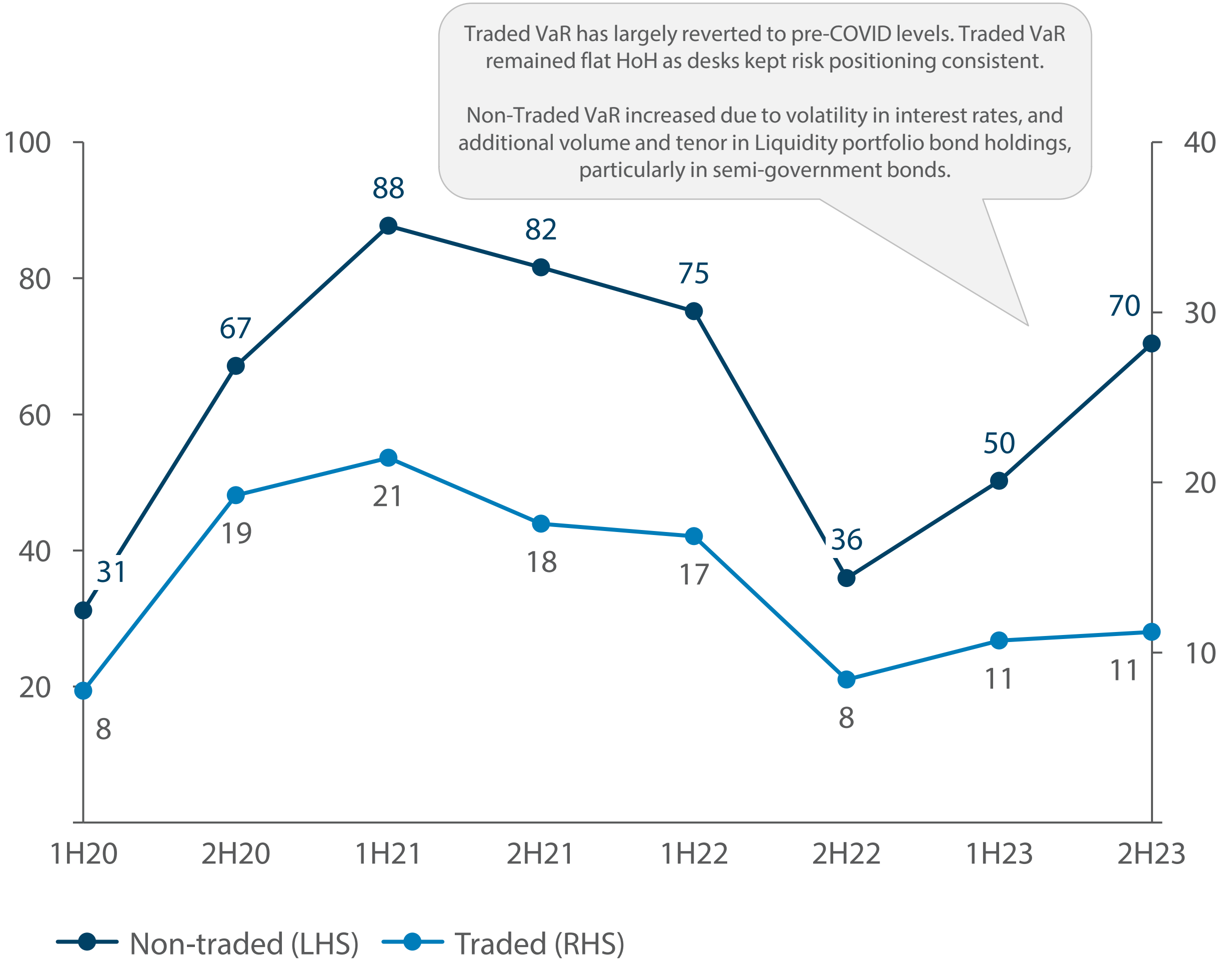
Basis: Continuing Operations including Large / Notable items
1. Trade: Trade & Supply Chain, PCM: Payments and Cash Management
2. EAD excludes amounts for 'Securitisation', and for 'Other Assets' prior to March 2023 (included from March 2023 due to the implementation of APRA's new capital framework). EAD data provided is on a Post CRM basis, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral

INSTITUTIONAL – MARKETS INCOME COMPOSITION

Markets Income composition, $m



Markets avg. Value at Risk (99% VaR), $m

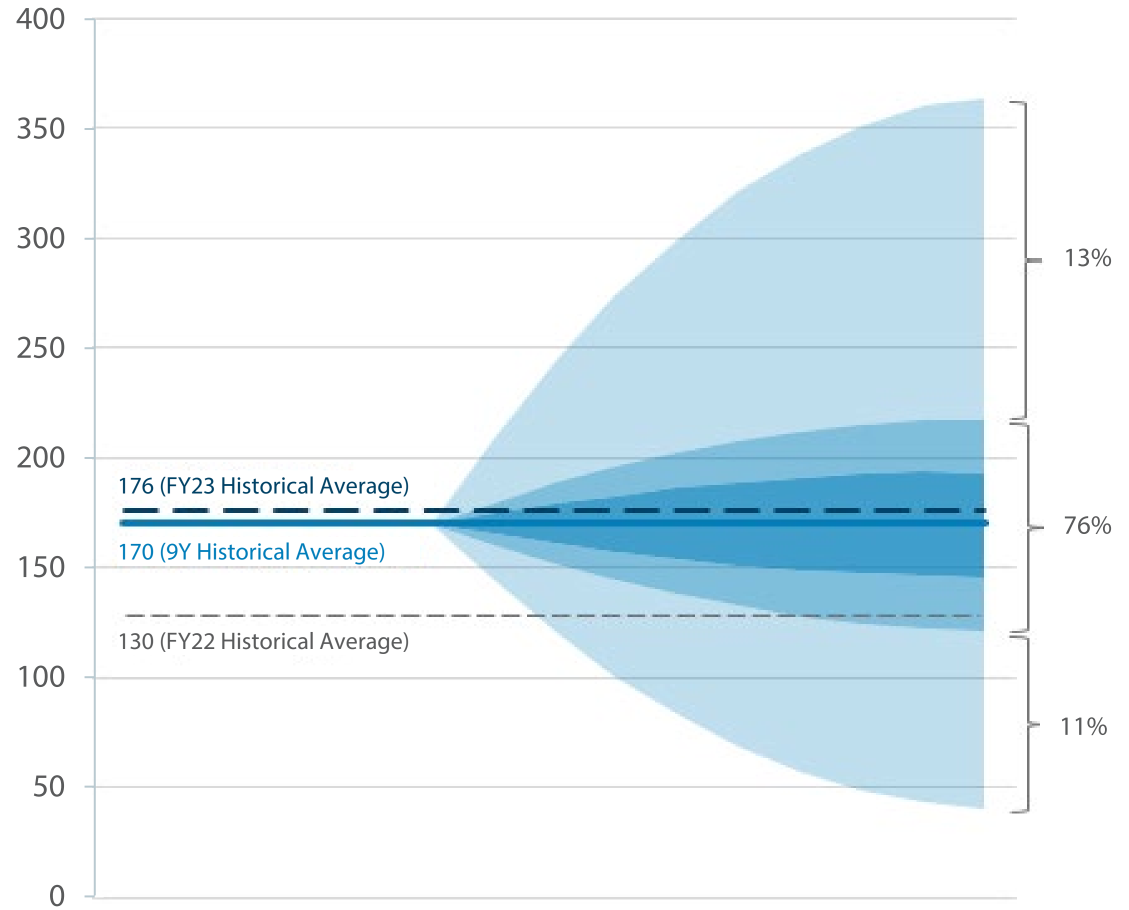


Basis: Continuing Operations including Large / Notable items

CONSISTENCY OF MARKETS INCOME

Markets historical monthly income, $m

Historical monthly revenue distribution (FY15-FY23)



Characteristics of monthly income distribution

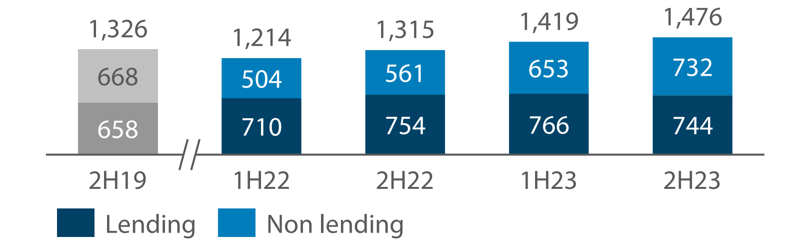
- FY23 revenues were consistent with long run through-the-cycle performance expectations for the Markets business.
- Over the last 9 years, monthly revenue has followed close to a normal distribution, with average monthly income of ~$170m and a standard deviation of ~$48m. This stability is driven by a set of "core" customers who deal with ANZ Markets on a regular basis and across multiple geographies and products. This provides important diversification benefits to Group revenues.
- Franchise Income tends to be higher during periods that exhibit moderate levels of market volatility, and where market risks broadly follow directional trends. Moderate volatility encourages customer activity, while directional trends provide opportunities from more consistent trading revenues.
- Such conditions typically arise in traditionally "risk off[1]" environments but can also arise in the context of more positive sentiment as was generally the case in 1H23.
- The positive sentiment and directional trends of 1H23 were partially offset by less-directional trading conditions and plateauing interest rates in 2H23.

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

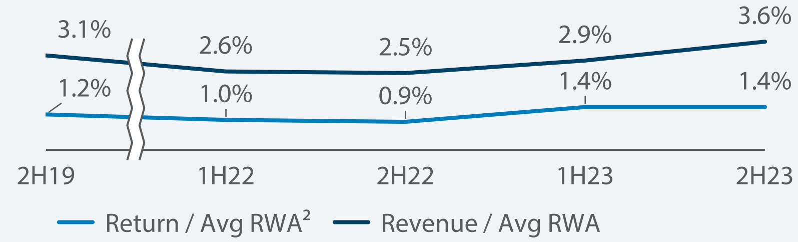
INSTITUTIONAL - REGIONAL SUMMARY

Australia & PNG

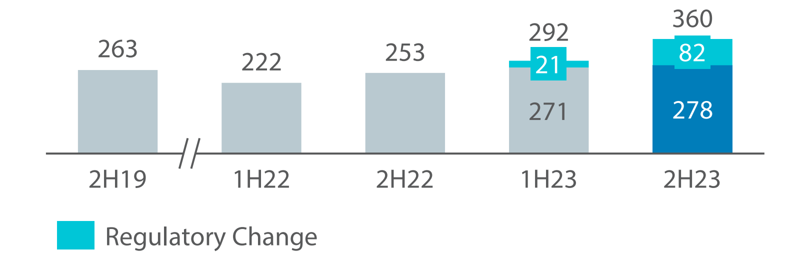
Customer Franchise Revenue[1], $m



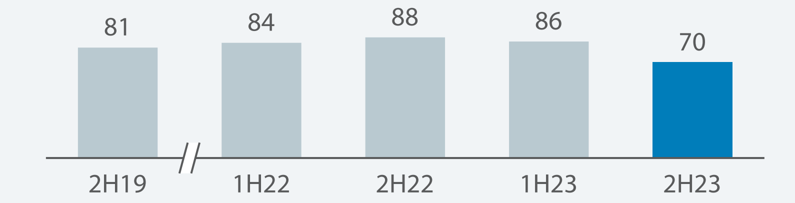
Returns



Margins[3]

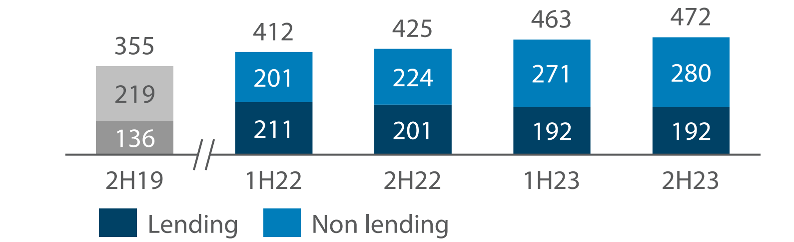


Average Credit Risk Weighted Assets (CRWA), $b

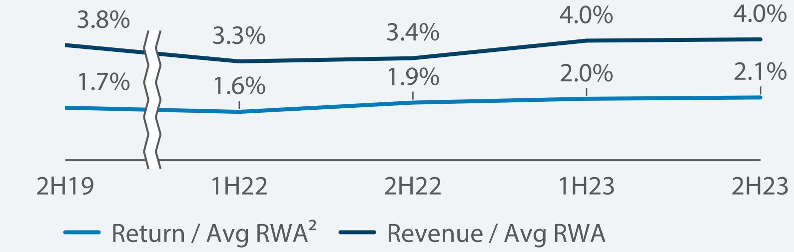


New Zealand

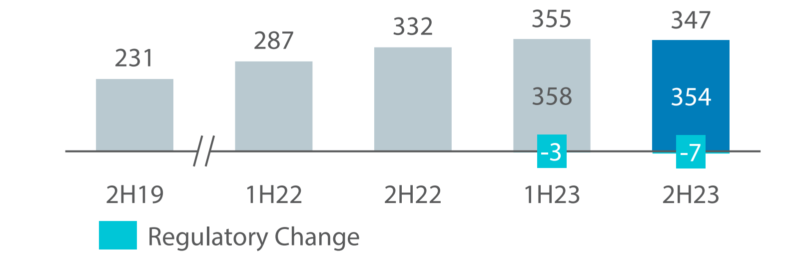
Customer Franchise Revenue[1], $m



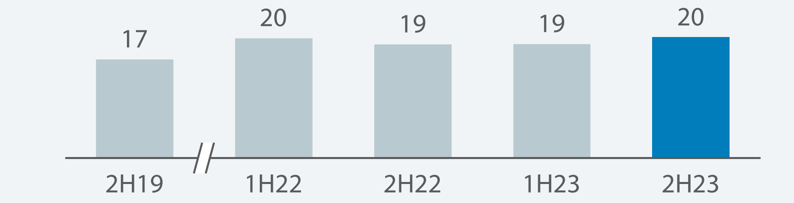
Returns



Margins[3]

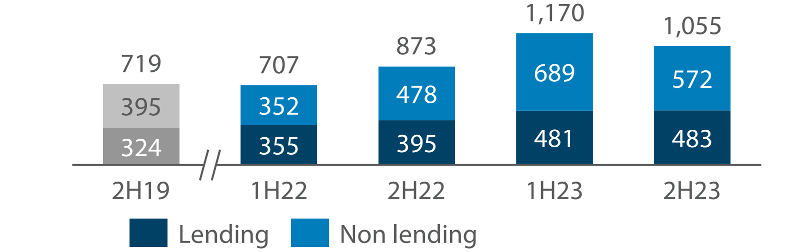


Average Credit Risk Weighted Assets (CRWA), $b

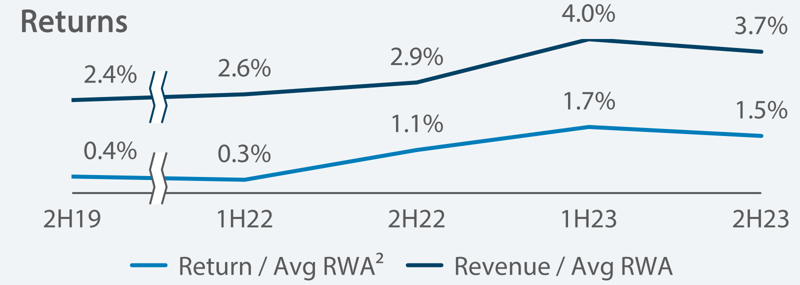


International

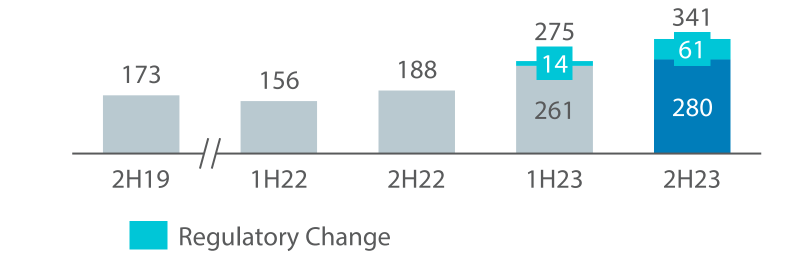
Customer Franchise Revenue[1], $m



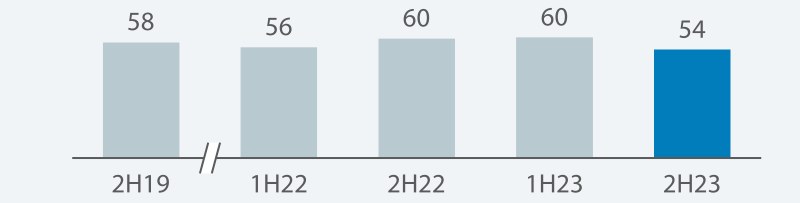
Returns



Margins[3]



Average Credit Risk Weighted Assets (CRWA), $b

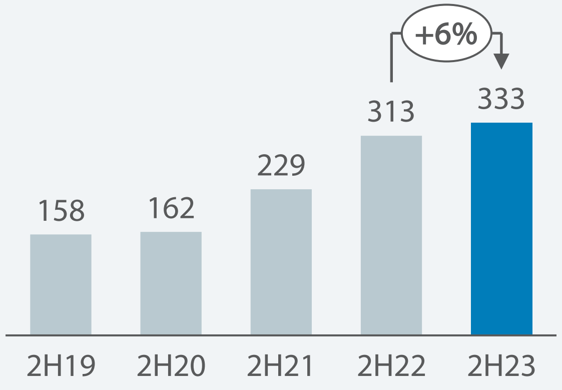


Basis: Continuing Operations including Large / Notable items

1. Excludes: Balance Sheet Trading and Derivative Valuation Adjustments
2. Return: Cash profit divided by average Risk Weighted Assets
3. Institutional ex Markets Net Interest income divided by average Credit Risk Weighted Assets

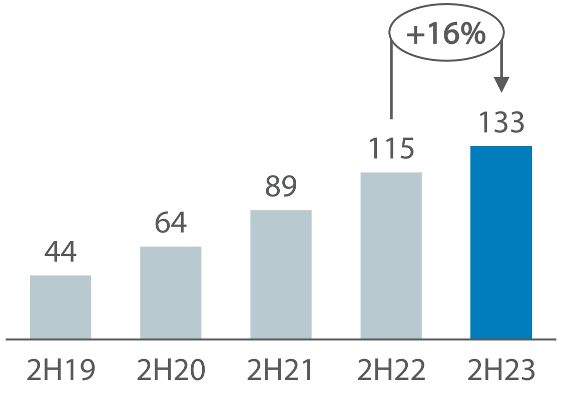
DIGITAL PLATFORMS – SCALABLE OPERATING LEVERAGE, CAPITAL LIGHT

Payments[1], m



- 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

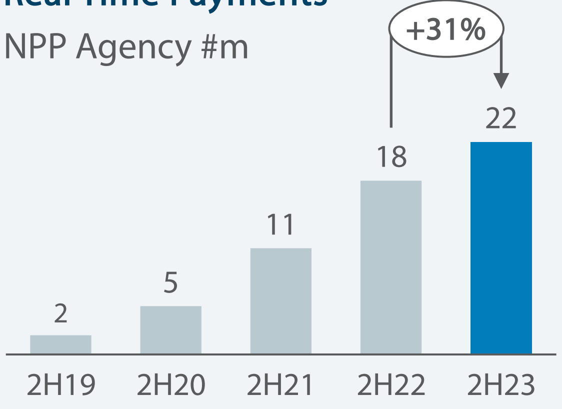
Direct Integration Payments[1,2], m



- Automated payments initiated via direct integration between the banks' 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

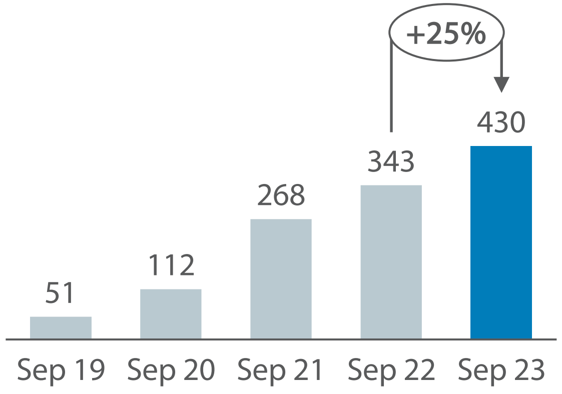
Real Time Payments[1,2]

NPP Agency #m



- 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[3], k



- 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

- 300% increase in Digital Self Service usage.
- Saving Institutional customers more than 850 hours, and bankers more than 1,750 hours.
- Digital Self Service rated #1 by customers in Peter Lee Survey.

Data insights

- New module using machine learning to help customers predict attrition rates across their customer base.
- Providing over 4,500 data feeds p/a to Government and Corporate customers.

API integration

- Delivered Real Time Notifications in Australia, enabling customers to reconcile and redeploy their funds faster.
- Expanded cross border payment capabilities to Singapore and Hong Kong, further embedding our payments capability into our customers' systems.

Incidents per million payments

- 0.01 incidents per million payments for FY23, delivering quality and resilient payment platforms for customers despite growing volumes.

Platform initiatives are enabling additional revenue opportunities within ANZ Payments & Cash Management

1. Number of payments
2. Subset of total payments
3. Number of Australian virtual client monies accounts

INSTITUTIONAL SIMPLIFIED NETWORK AND TECHNOLOGY

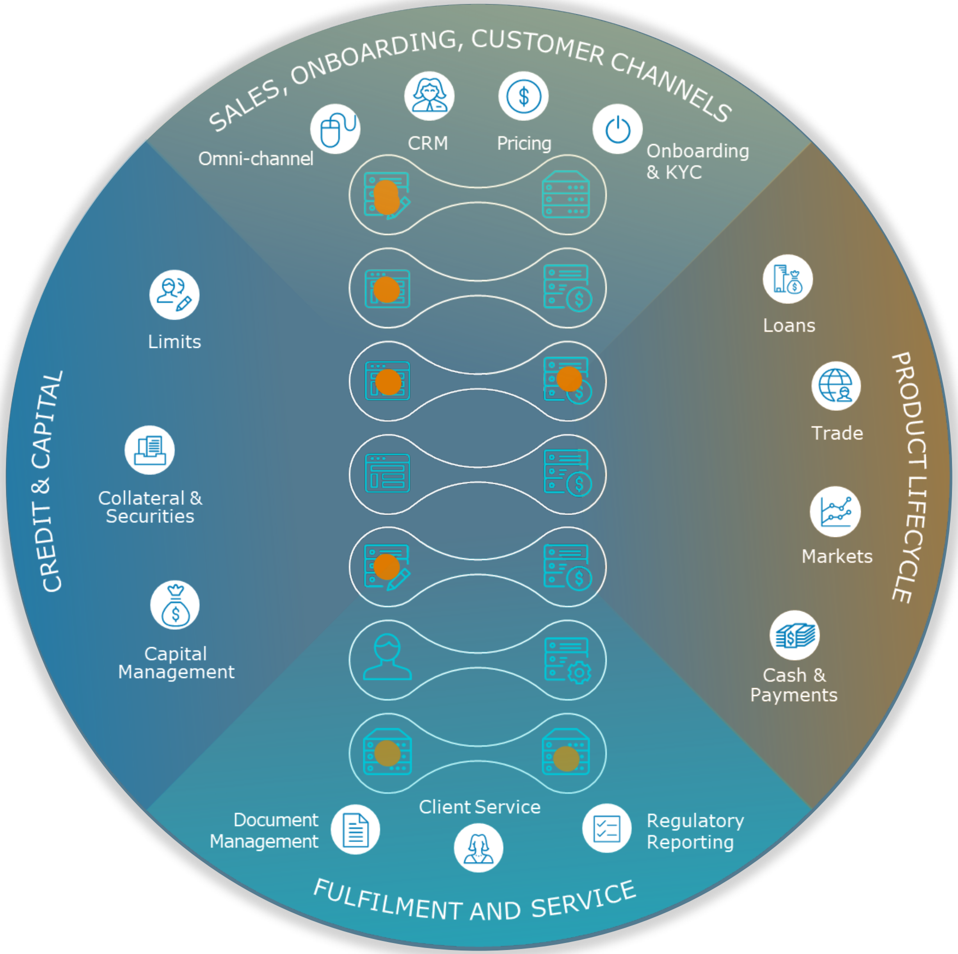
SUPPORTING OUR BUSINESS

INSTITUTIONAL STREAMLINED NETWORK OF DIGITAL & DATA CAPABILITIES

Digital backbone: Simplifying and connecting systems and data to enhance customer experience, better decision making and automation

Key principles

- Single source of truth
- Use of the GoldTier ID
- Publish data at scale



Resulting in

Real time integration & Networked data flow;
On demand, highly available; High data quality sources;
Reduced operational and regulatory compliance risk

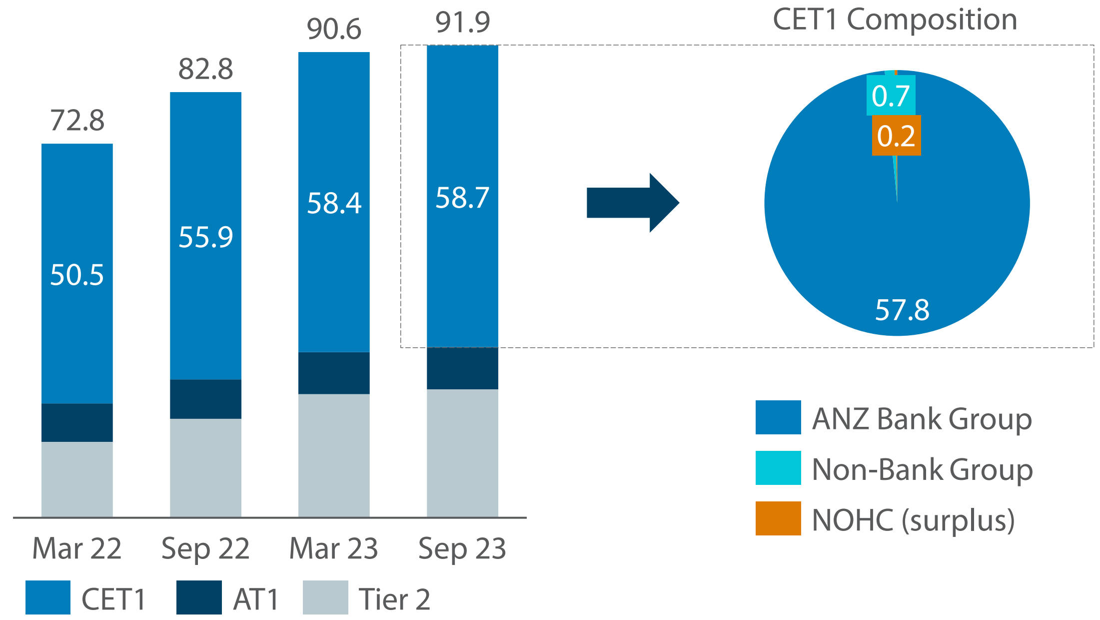
2023 FULL YEAR RESULTS

INVESTOR DISCUSSION PACK

TREASURY

ANZ GROUP CAPITAL

ANZ Group Capital Composition, $b



- There is no material impact to capital ratios in ANZ Bank Group under the NOHC structure as the majority of Group capital remained in ANZ Bank Group. The ANZ Bank Group's capital requirements will continue to be determined by existing APRA requirements applied to ADIs
- ANZ Non-Bank Group capital is assessed by using an economic capital model (ECM). The Non-Bank Group is meeting APRA requirements of holding capital equivalent to or greater than the economic requirements

ANZ Bank Group Key Capital Ratios (%)	Sep 22	Mar 23[1]	Sep 23[1]
Level 2 CET1 capital ratio	12.3	13.2	**13.3**
Level 2 CET1 HoH mvmt	+76 bps	+89 bps	**+16 bps**
Level 2 CET1 capital ratio (pro forma for Suncorp Bank)	~11.1	~12.0	**~12.1**
Additional Tier 1 capital ratio	1.7	1.9	**1.9**
Tier 1 capital ratio	14.0	15.1	**15.2**
Tier 2 capital ratio	4.2	5.5	**5.8**
Total regulatory capital ratio	18.2	20.6	**21.0**
Leverage ratio	5.4	5.3	**5.4**
Risk weighted assets	$454.7b	$435.5b	**$433.3b**
Level 1 CET1 capital ratio	12.0	12.9	**13.2**
Level 1 CET1 HoH mvmt	+94 bps	+90 bps	**+28 bps**
Level 2 vs Level 1 mvmt	-18 bps	-1 bps	**-12 bps**
Level 1 risk weighted assets	$392.0b	$370.4b	**$367.1b**
Internationally comparable ratios[2] (%)			
Leverage ratio	6.1	5.9	6.0
Level 2 CET1 capital ratio	19.2	19.4[3]	19.7

1. Mar 23 and Sep 23 capital balances include APRA Capital Reform updates which impact the calculation of credit RWA and operational RWA
2. Mar 23 and Sep 23 Internationally Comparable methodology aligns with The Australian Banking Association BASEL 3.1 Capital Comparison Study (Mar 2023). Sep 22 Internationally Comparable methodology aligns with APRA's information paper entitled 'International Capital Comparison Study' (13 July 2015).
3. March 2023 International capital ratios have been restated following a revision to the March 2023 International RWA from $341.8 billion to $334.4 billion

REGULATORY CAPITAL – 2H23 UPDATE

ANZ Bank Group Capital update

- Level 2 CET1 ratio of 13.3% (19.7% on an Internationally Comparable basis[1]) or ~12.1% on a pro forma basis including Suncorp Bank acquisition and surplus capital in NOHC. This is above APRA's expectation of an 11% - 11.5% operating range
- RWA growth in 2H23 mainly reflects higher CRWA from Australia Retail division; partially offset by a reduction in Traded Market Risk RWA
- Leverage ratio of 5.4% (or 6.0% on an Internationally Comparable basis)
- Level 1 (L1) CET1 ratio of 13.2% or ~12.6% pro forma for the Suncorp Bank acquisition and surplus capital in the NOHC

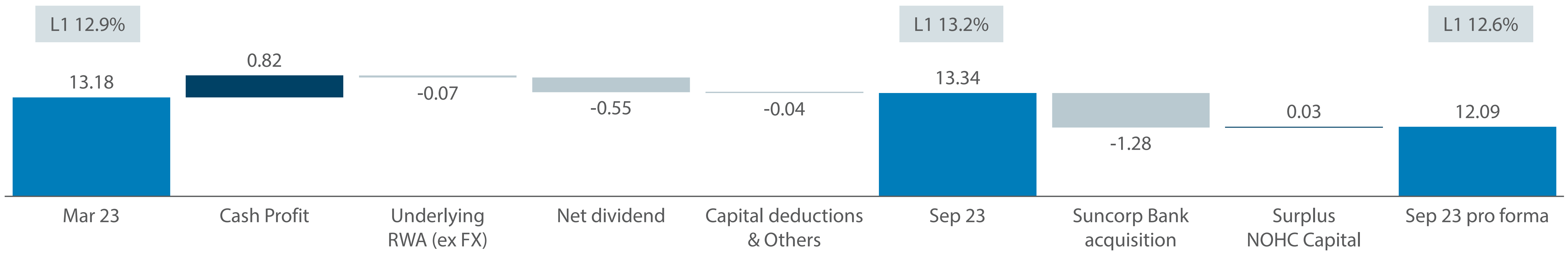
ANZ Group Dividend

- Final dividend comprising an 81 cents per share dividend partially franked at 65% and an additional one-off unfranked dividend of 13 cents per share (total of 94 cents per share, 56% franked).

Regulatory update

- APRA's Additional Tier 1 Discussion paper was released in September and submissions are due on 15 November 2023
- ANZ is on track with RBNZ capital reform transition, including issuance of RBNZ compliant capital securities
- ANZ's current Tier 2 ratio is 5.8%, in excess of APRA's 1 January 2024 interim target of 5.0%, and well placed to meet the finalised Tier 2 capital requirement of 6.5% of RWA by 1 Jan 2026

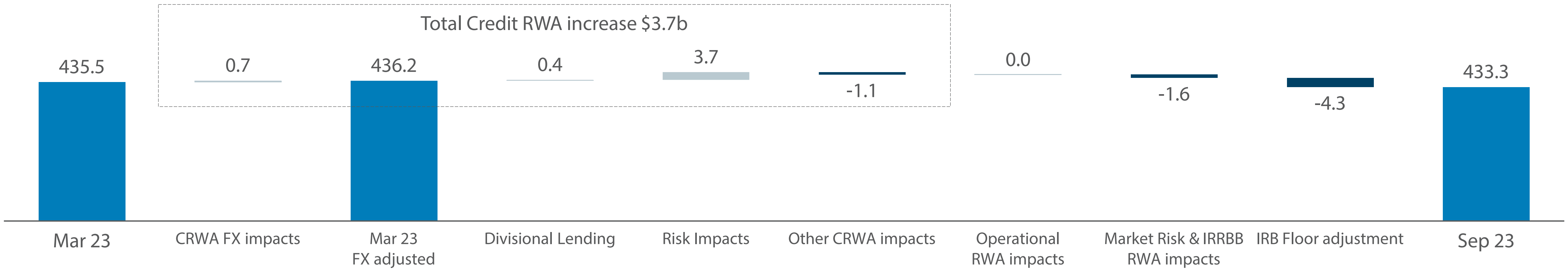
APRA Level 2 Common Equity Tier 1 (CET1) ratio – 2H23 Movement, %



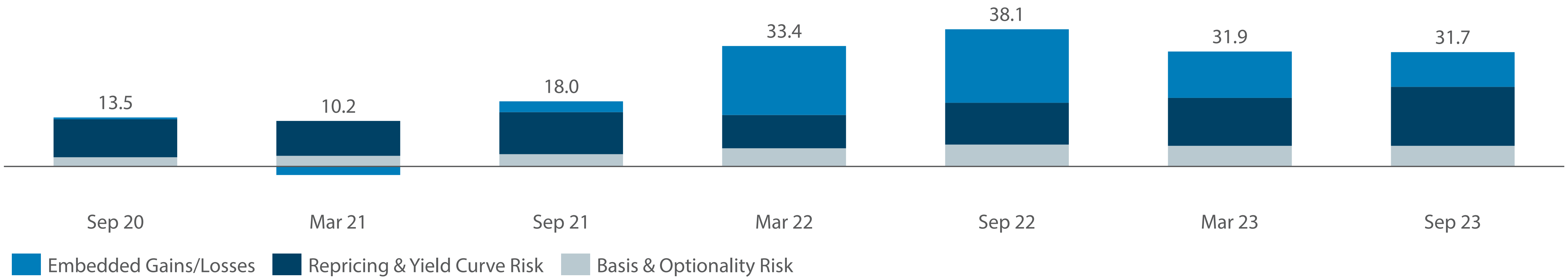
1. Internationally Comparable methodology aligns with The Australian Banking Association BASEL 3.1 Capital Comparison Study (Mar 2023)

REGULATORY CAPITAL – RISK WEIGHTED ASSETS

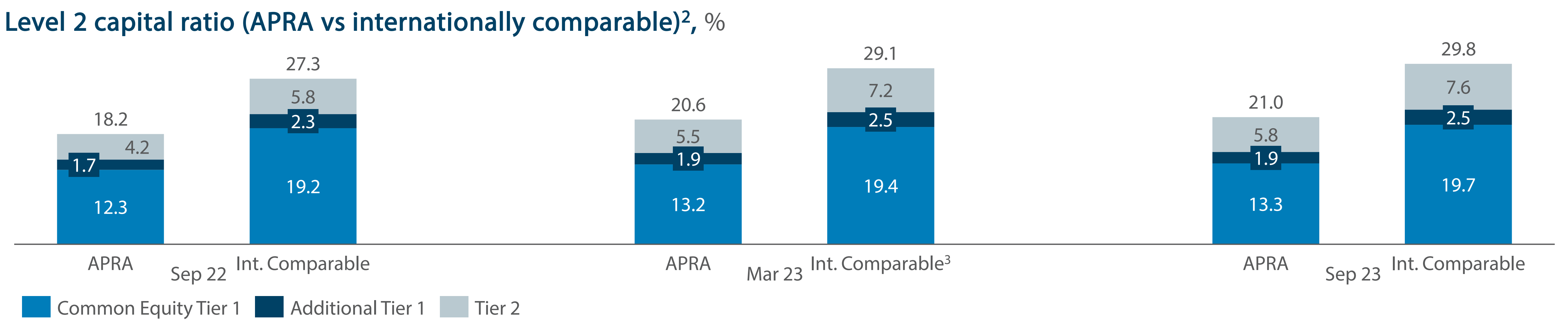
Risk weighted assets – Level 2, $b



Risk weighted assets – IRRBB, $b



INTERNATIONALLY COMPARABLE[1] REGULATORY CAPITAL POSITION

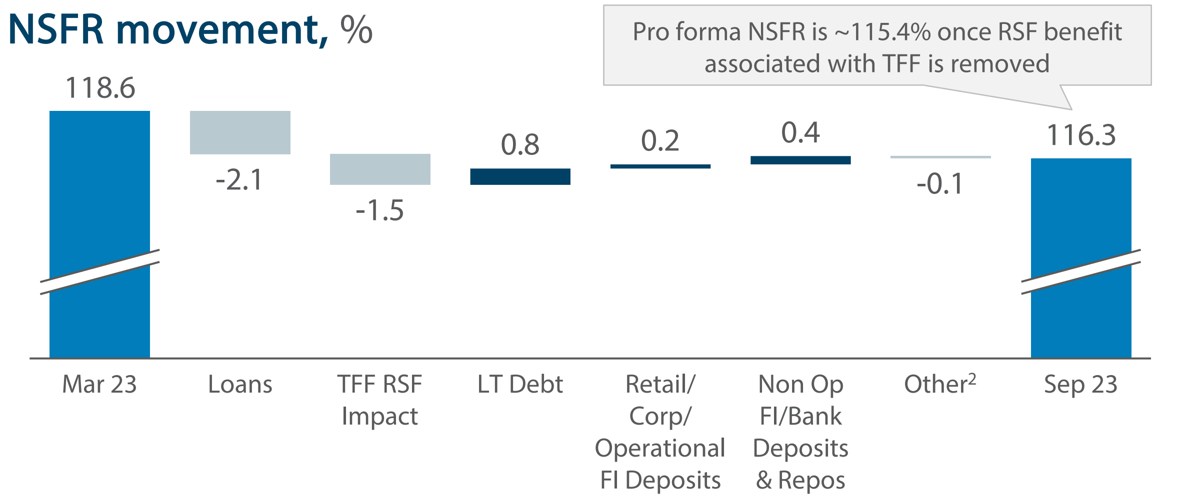


APRA Level 2 CET1 Ratio – 30 September 2023		13.3%
Residential Mortgages	APRA requires cohort specific multipliers (i.e. 1.4x for Owner Occupier Principal and Interest & 1.7x for all Other mortgage types) and other adjustments that are not imposed by Basel	+ 1.3%
IRB Scaling Factor	APRA requires a scaling factor of 1.1 times for all Risk Weighted Assets, unlike Basel	+ 0.9%
New Zealand Exposures	APRA requires the use of Reserve Bank of New Zealand (RBNZ) capital rules to calculate the Credit Risk Weighted Assets for all New Zealand subsidiary credit exposures, which are generally more conservative than the Basel rules	+ 1.0%
Equity Investments & DTA	APRA requires 100% deduction from CET1, unlike Basel	+ 0.9%
IRRBB RWA	APRA includes IRRBB in Pillar 1 RWA, which is not a requirement under Basel	+ 1.1%
Non-Retail Loss Given Default	APRA specifies non-retail LGDs that are lower than Basel for sovereigns (5% or 25%) and critical infrastructure operators (25%), but higher for other general corporate exposures (50%)	+ 0.6%
Other Risk Weighted Assets	Includes impact of reversing APRA required 1.5x scalar for IPRE exposures and conservative supervisory slotting risk weights for project, object and commodity finance	+ 0.3%
Other Capital	Includes impact of reversing APRA required deductions from CET1 for capitalised expenses & deferred fee income	+ 0.3%
Basel III Internationally Comparable CET1 Ratio - 30 September 2023		19.7%

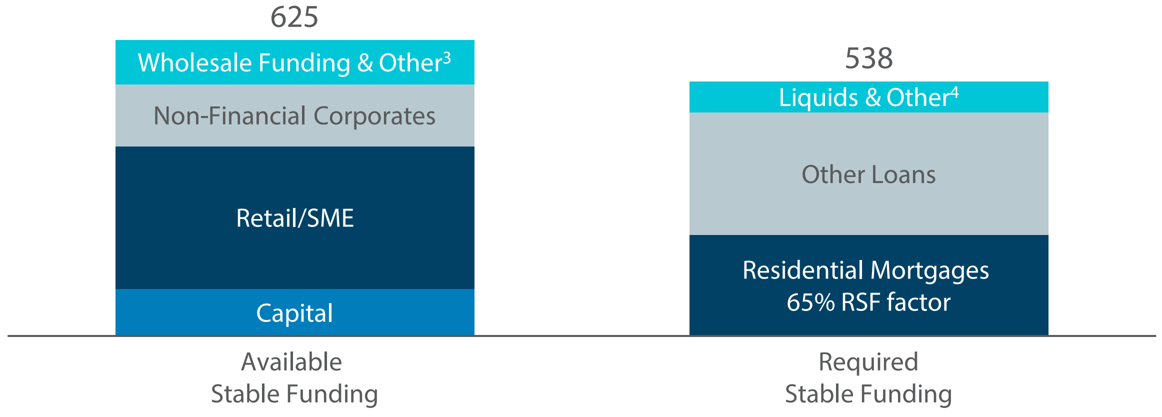
1. Sep 23 and Mar 23 Internationally Comparable methodology aligns with The Australian Banking Association BASEL 3.1 Capital Comparison Study (Mar 2023). Sep 22 Internationally Comparable methodology aligns with APRA's information paper entitled 'International Capital Comparison Study' (13 July 2015)
2. Sum of individual capital ratios may not be equal to Total Capital ratio due to rounding
3. March 2023 International capital ratios have been restated following a revision to the March 2023 International RWA from $341.8 billion to $334.4 billion

BALANCE SHEET STRUCTURE[1]

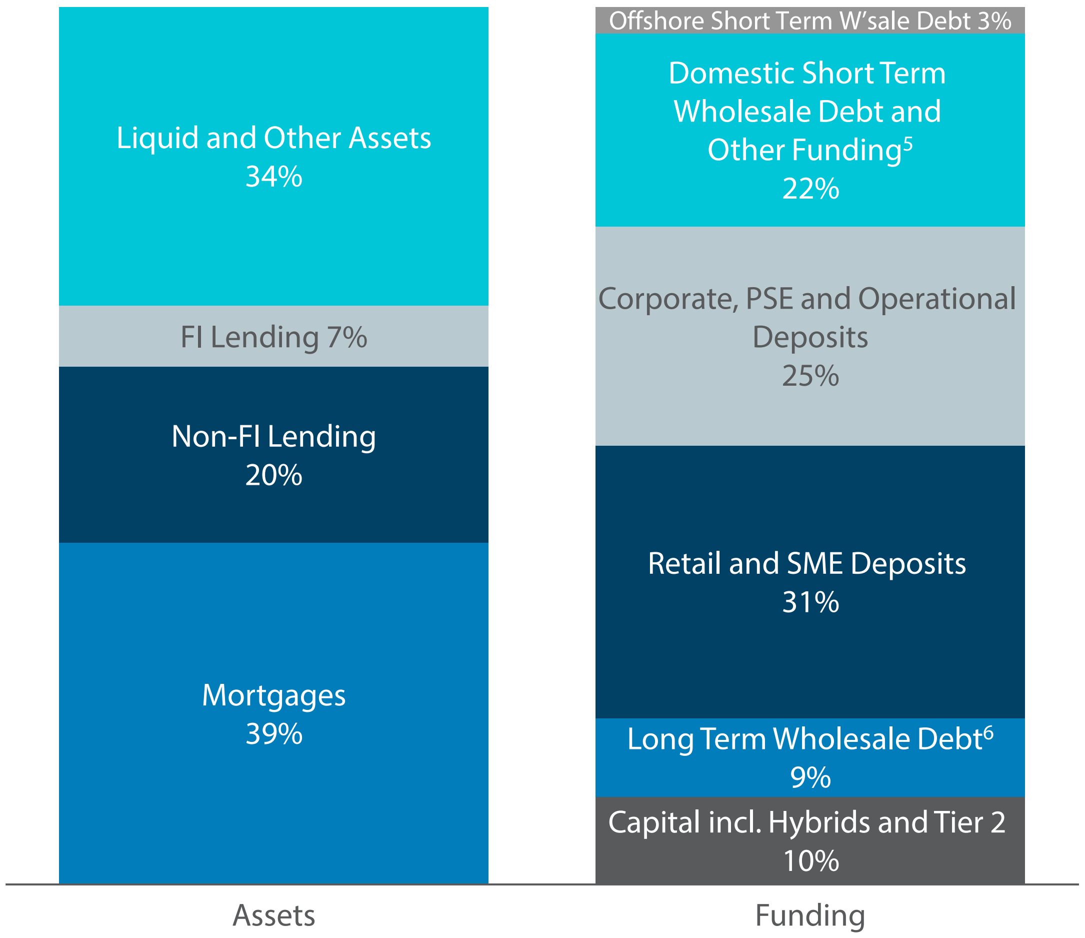
NSFR movement, %



NSFR Composition, Sep 23 $b



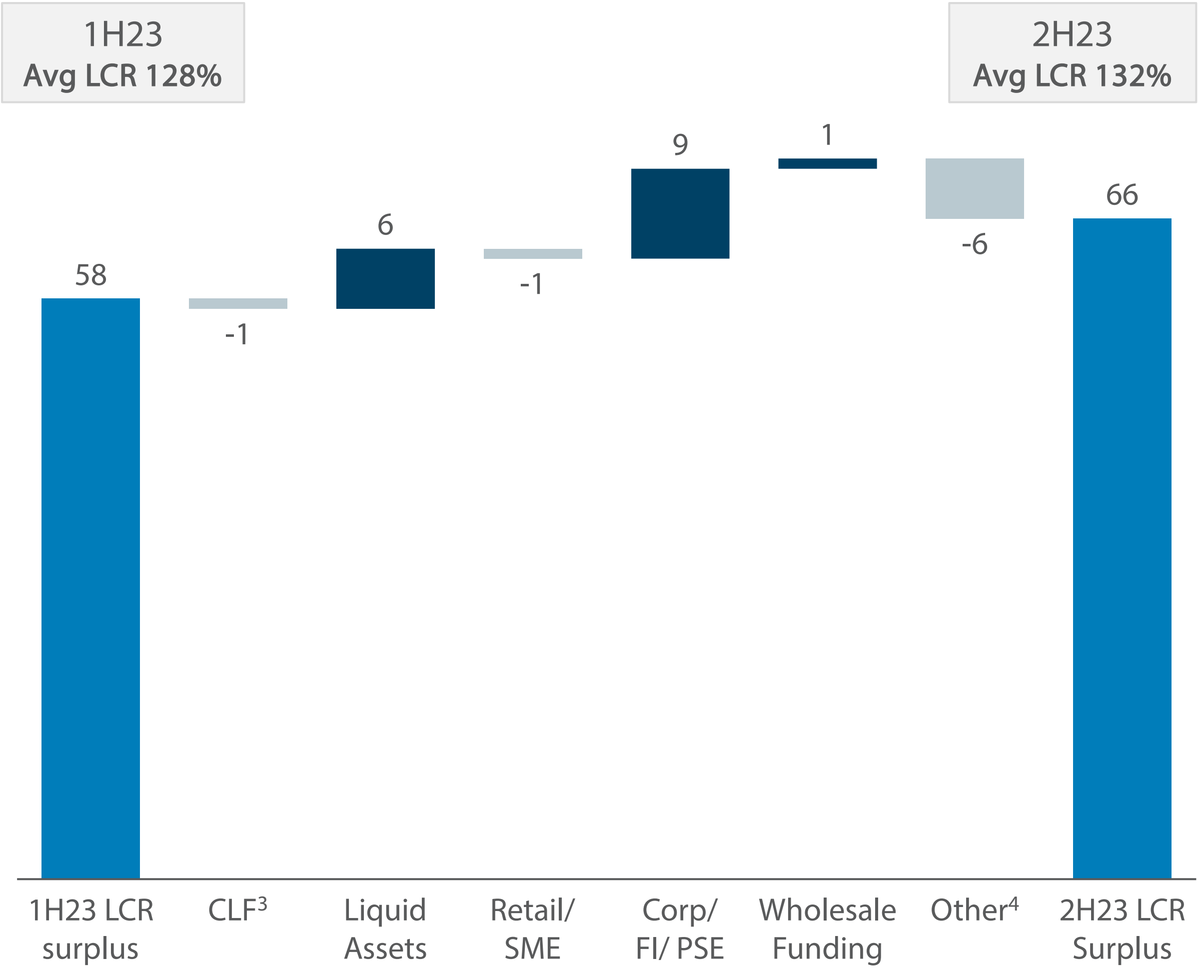
Balance sheet composition, Sep 23



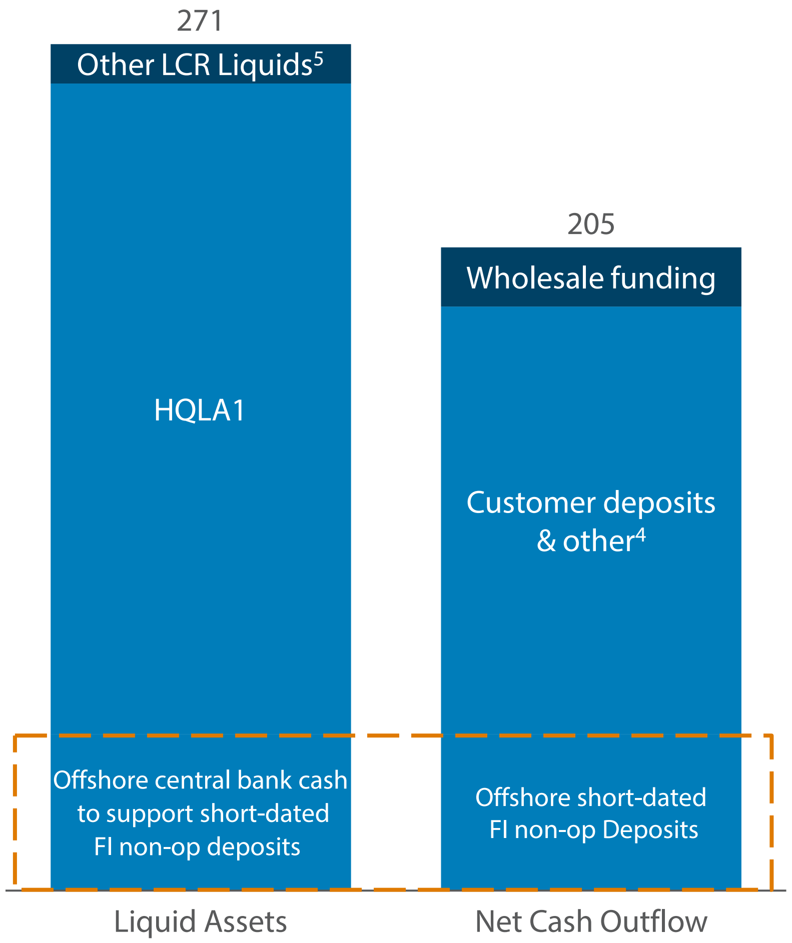
1. NSFR Required Stable Funding (RSF) and Available Stable Funding (ASF) categories and all figures shown are on a Level 2 basis per APRA prudential standard APS210
2. Includes Securities, Derivatives, Other Assets and net FX impacts
3. 'Other' includes Sovereign, and non-operational FI Deposits
4. 'Other' include Off Balance Sheet, Derivatives, and Fixed Assets
5. Includes FI/Bank deposits, Repo funding and other short dated liabilities
6. Includes Central Bank Term Funding (RBA TFF, RBNZ FLP/TLF)

LIQUIDITY COVERAGE RATIO (LCR) SUMMARY[1]

Movement in average LCR surplus[2], $b



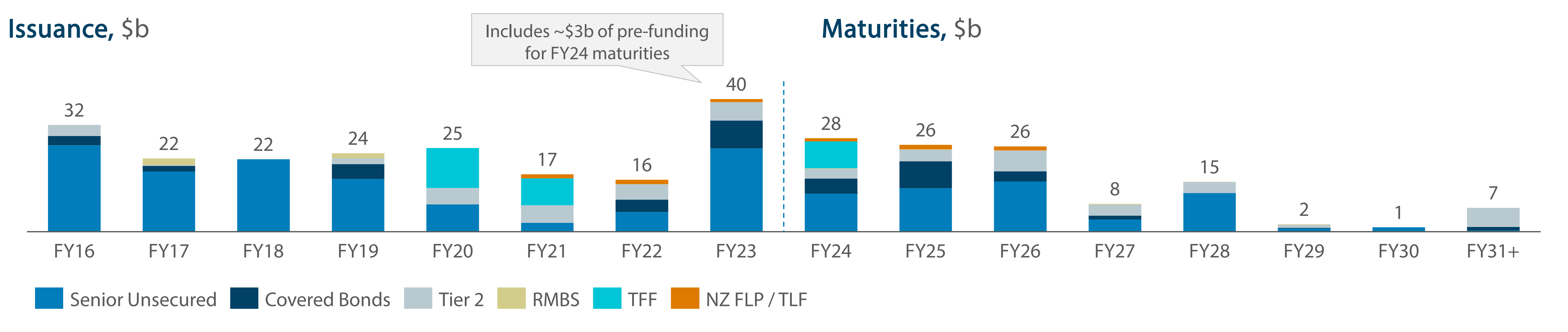
LCR composition, Average 2H23 $b

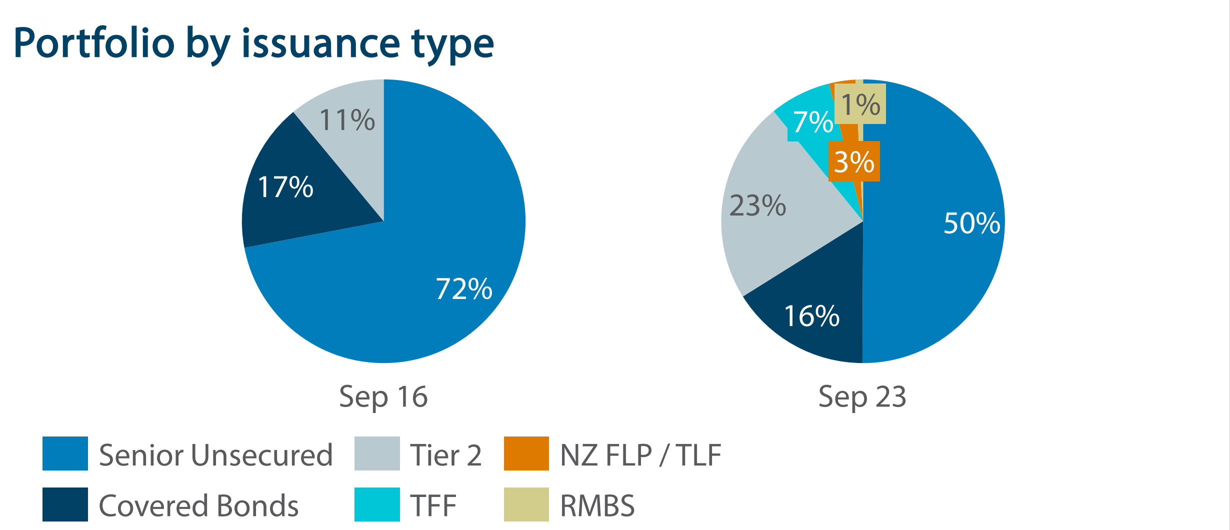


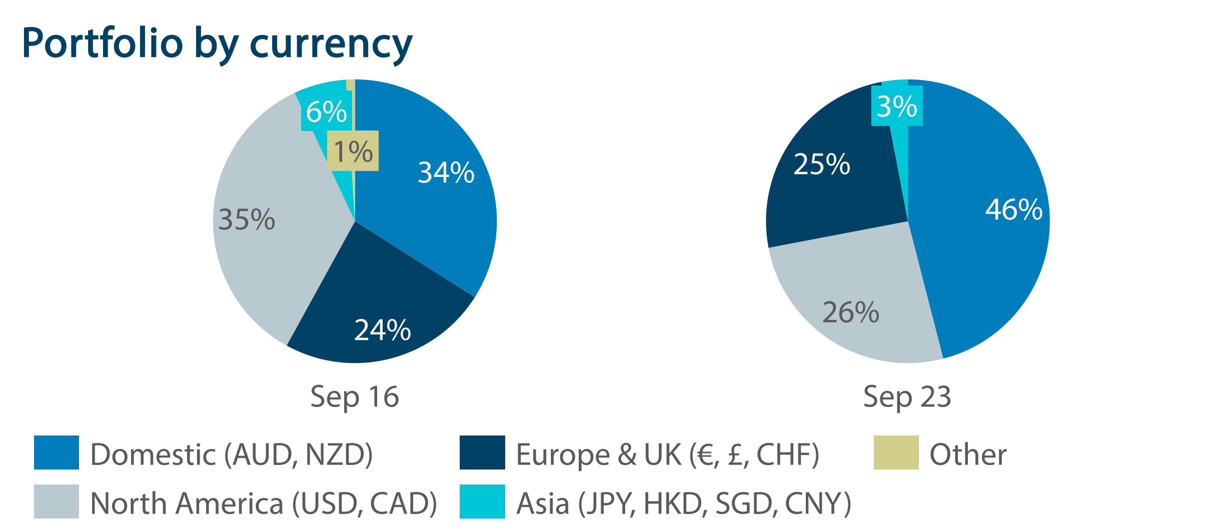
Offshore short-dated Financial Institution (FI) deposits are typically placed with Central Banks.
Whilst this has no effect on LCR $ surplus, the LCR ratio reduces by ~11% (i.e. dilutive to the ratio)
Pro forma 2H23 Avg LCR ~143%

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 30 September 2023, this included $14b of surplus liquids held in New Zealand
3. ANZ CLF has decreased to zero as of 1 January 2023
4. 'Other' includes off-balance sheet and cash inflows
5. Comprised of HQLA2 and Alternative Liquid Assets (ALA)

TERM WHOLESALE FUNDING PORTFOLIO[1]







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

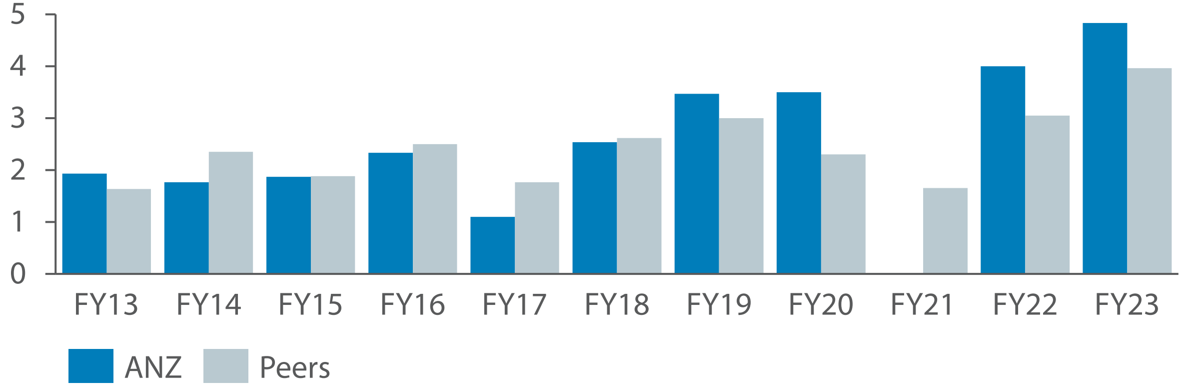
TERM WHOLESALE FUNDING ISSUANCE[1]

ANZ has access to a diverse range of wholesale funding

- FY23 term funding issuance of $40b included ~$3b of FY24 pre-funding
- ANZ has been able to take advantage of the growing domestic market, issuing ~$19b of AUD & NZD debt in FY23, including a $5.5b transaction in September 2023, the largest non-government AUD transaction
- ANZ expects FY24 funding needs of $30-35b
- ANZ's future term funding issuance depends on market conditions, balance sheet needs and exchange rates, amongst other factors
- Total term wholesale funding outstanding (as at 30 September 2023) of ~$114b (including TFF) has increased by 5% since September 2016

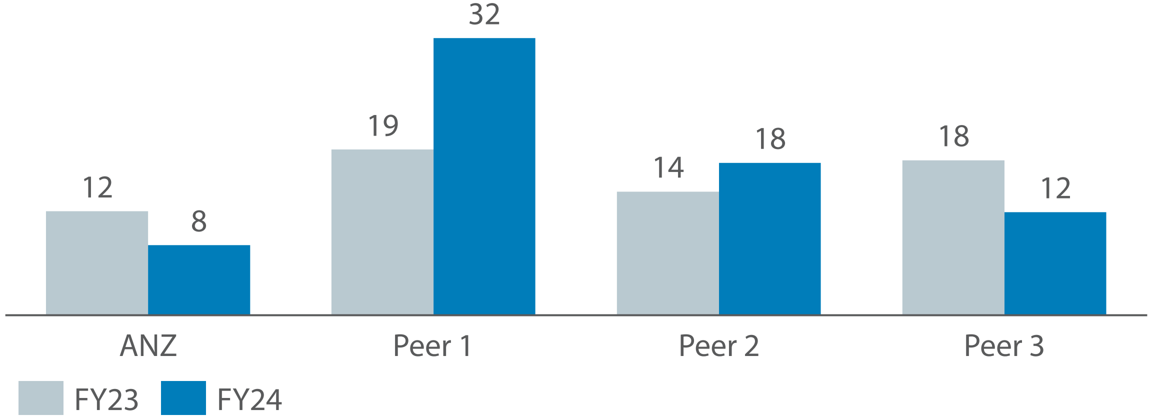
A growing domestic market drives larger benchmark deals

Average AUD senior unsecured benchmark deal size[2], $b



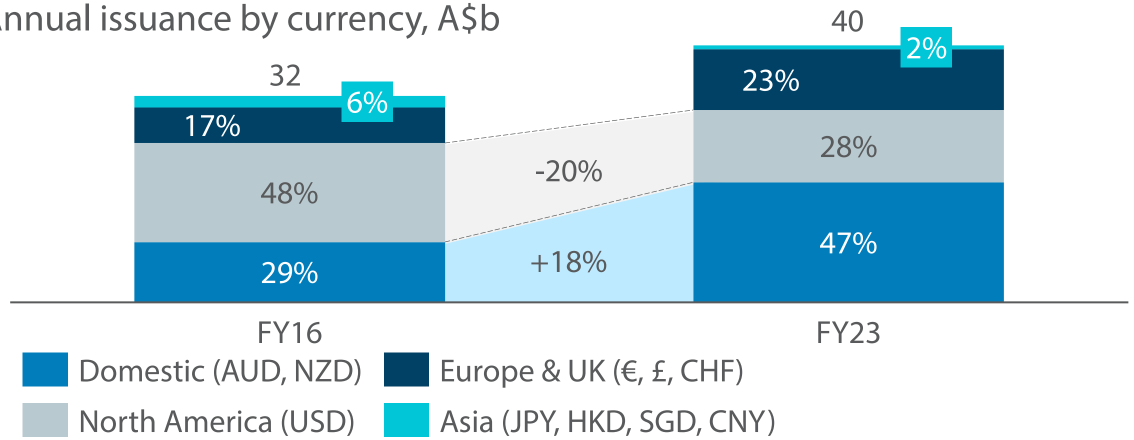
ANZ has modest FY24 Term Funding Facility (TFF) maturities

$b



The domestic market is ANZ's primary source of funding

Annual issuance by currency, A$b



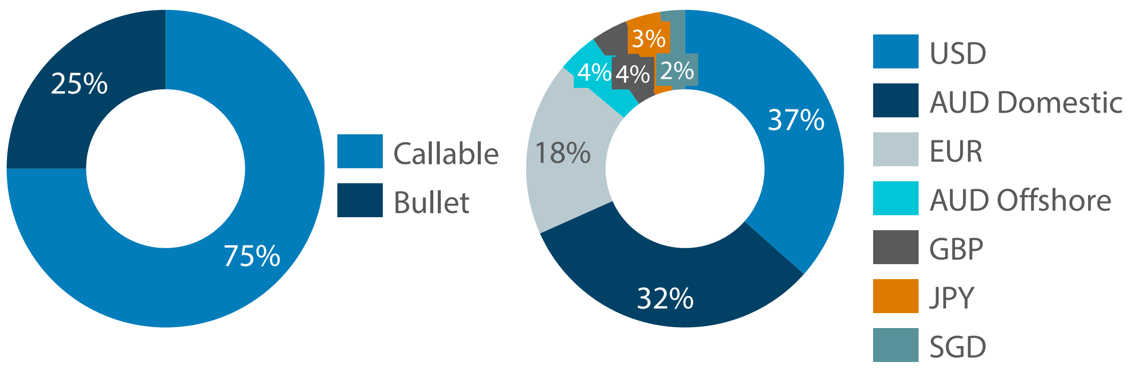
1. All figures based on historical FX and exclude AT1. Includes transactions with an original call or maturity date greater than 12 months as at the respective reporting date. Tier 2 maturity profile is based on the next callable date
2. Source: Bloomberg Peers include NAB, WBC and CBA

TOTAL LOSS-ABSORBING CAPACITY (TLAC) PROFILE[1]

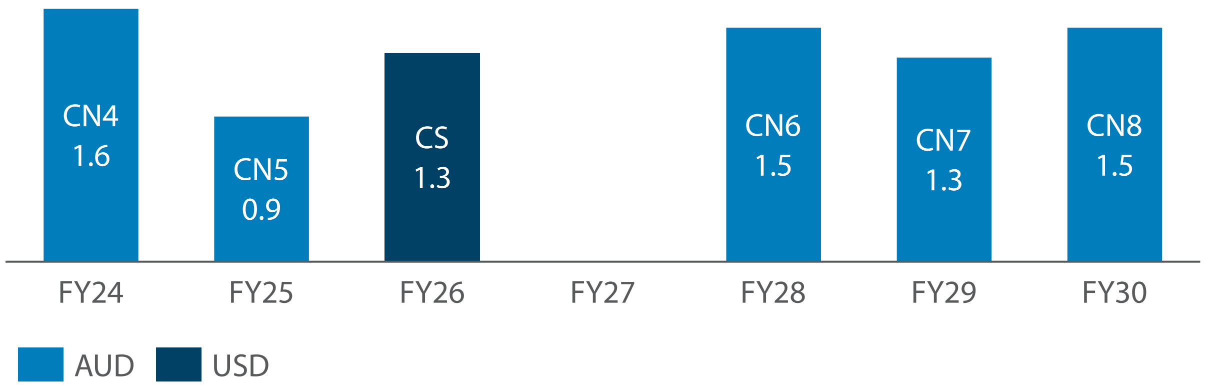
ANZ is well placed to meet APRA's final TLAC requirements

- ANZ's current Tier 2 ratio is 5.8%, in excess of APRA's 1 January 2024 Interim Target of 5.0%, and well placed to meet the finalised Tier 2 capital requirement of 6.5% of RWA by 1 January 2026
- Suncorp Bank related RWA requires ~$2b of additional Tier 2 TLAC requirements by 1 January 2026
- ANZBGL has issued $20.9b of Tier 2 since July 2019 across AUD, EUR, GBP, JPY, SGD and USD
- ANZBGL expects FY24 Tier 2 requirements of ~$6b (inclusive of Suncorp Bank requirements)
- A growing proportion of Tier 2 is being issued in domestic markets (39% of total Tier 2 issuance in FY23)
- In addition to ANZBGL TLAC, ANZ NZ has modest Tier 2 requirements of 2% of ANZ NZ RWA by 2028 under RBNZ requirements. ANZ NZ's current Tier 2 ratio is 1.4%
- All Tier 2 calls remain subject to APRA approval
- APRA's Additional Tier 1 (AT1) Discussion paper was released in September and submissions are due on 15 November 2023

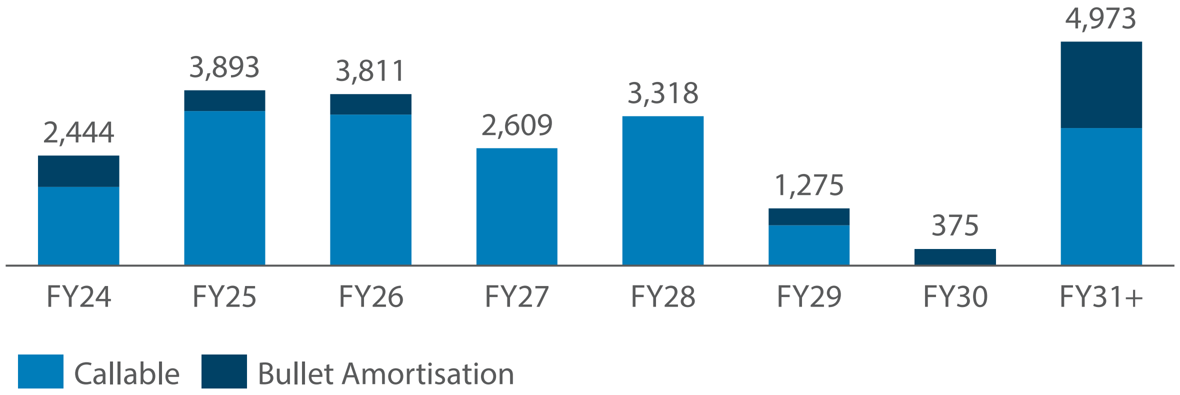
Tier 2 capital, Notional amount %



AT1 First Call date profile[2], Notional amount A$b



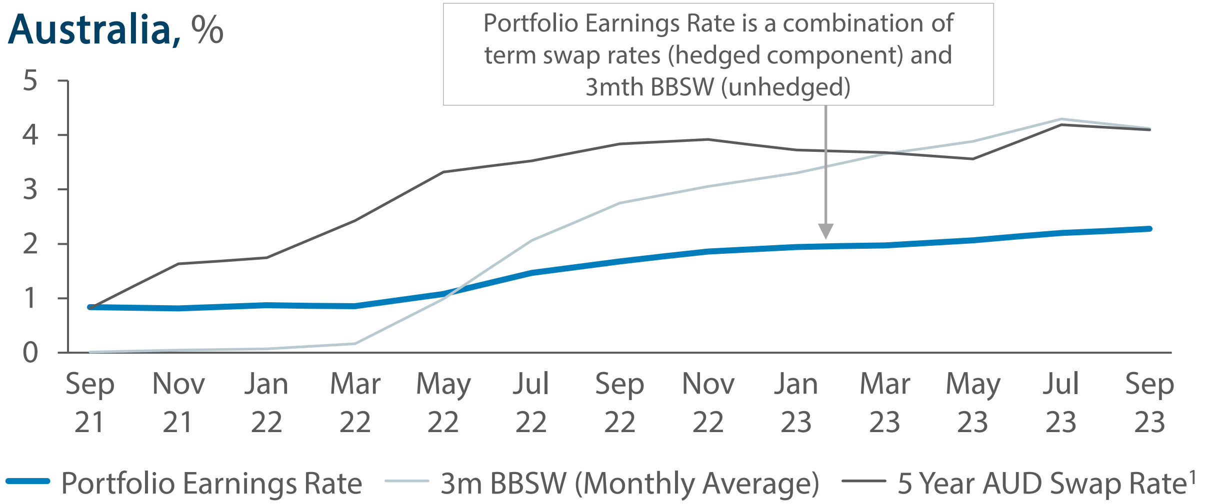
Tier 2 capital amortisation profile[3], $m



1. Profile is AUD equivalent based on historical FX, excluding Perpetual Floating rate notes issued 30 October 1986, ANZ NZ $600m floating rate notes issued September 2021 and ANZ NZ USD$500m fixed rate notes issued August 2022. 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. Profile is AUD equivalent based on historical FX. AT1 securities profiled to the first optional redemption date. No redemption may be made without the prior written approval of APRA. Approval is at the discretion of APRA and may or may not be given. There can be no certainty that APRA will provide its prior written approval for any such redemption. Holders should not expect that APRA's approval will be given for any redemption if requested by ANZ
3. Amortisation profile is modelled based on scheduled first call date for callable structures and in line with APRA's amortisation requirements for bullet structures

CAPITAL & REPLICATING DEPOSITS PORTFOLIO

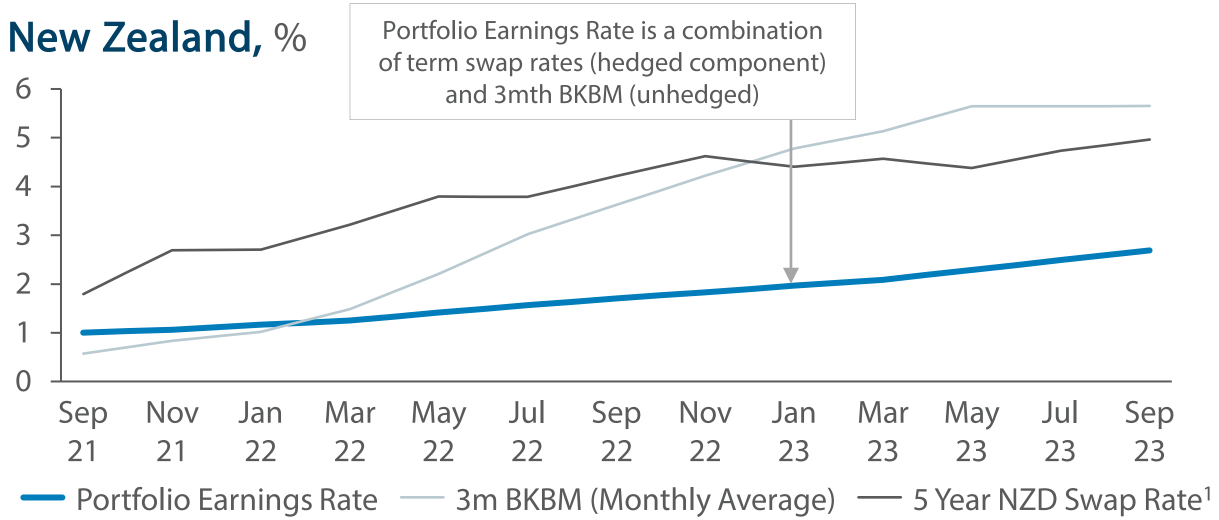
Australia, %



Portfolio earnings rate, Average %

	Australia	New Zealand
2H20	1.20%	1.40%
1H21	0.92%	1.09%
2H21	0.85%	0.99%
1H22	0.84%	1.13%
2H22	1.32%	1.53%
1H23	1.90%	1.93%
2H23	2.16%	2.43%

New Zealand, %



Capital & replicating deposits portfolio[2]

	Australia	New Zealand	International
Volume ($A)	~88b	~30b	~10b
Volume Change (YoY)	~11b decrease	~3b decrease	Flat
Target Duration	Rolling 3 to 5 years		Various
Proportion Hedged	~74%	~87%	Various

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

CAPITAL & LIQUIDITY FRAMEWORK[1]

	Quarter 4 CY2023	CY2024	CY2025	Implementation Date
RBNZ Capital Framework	Transition →			2028
Fundamental Review of the Trading Book (incl. Counterparty Credit Risk)		Consultation		2026
Interest Rate Risk in the Banking Book	Finalise		Implementation	2025
Loss Absorbing Capacity (LAC)	Transition →			2026
Recovery and Resolution planning		Implementation		2024
Liquidity (APS210 Comprehensive Review)		Consultation	Finalise	2026
Groups Regulation: roadmap for review		Consultation	Implementation (TBC)	2025 (TBC)
AT1 Discussion Paper	Submission of responses to the discussion paper	Consultation if there is change to Prudential Standards		(TBC)

1. Timeline is based on calendar year and is largely based on APRA's 2023 Information Paper - APRA's Policy Priorities (published February 2023) and APRA Discussion paper – Enhancing bank resilience: Additional Tier 1 Capital Australia (published September 2023)

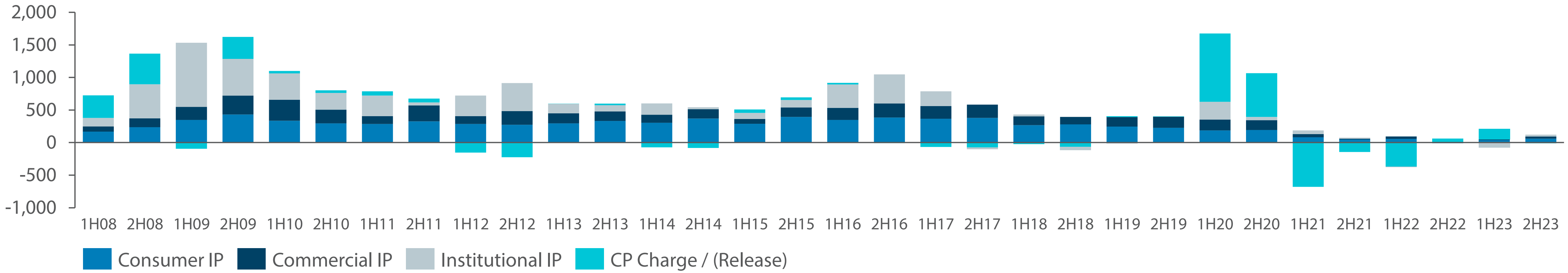
2023 FULL YEAR RESULTS

INVESTOR DISCUSSION PACK

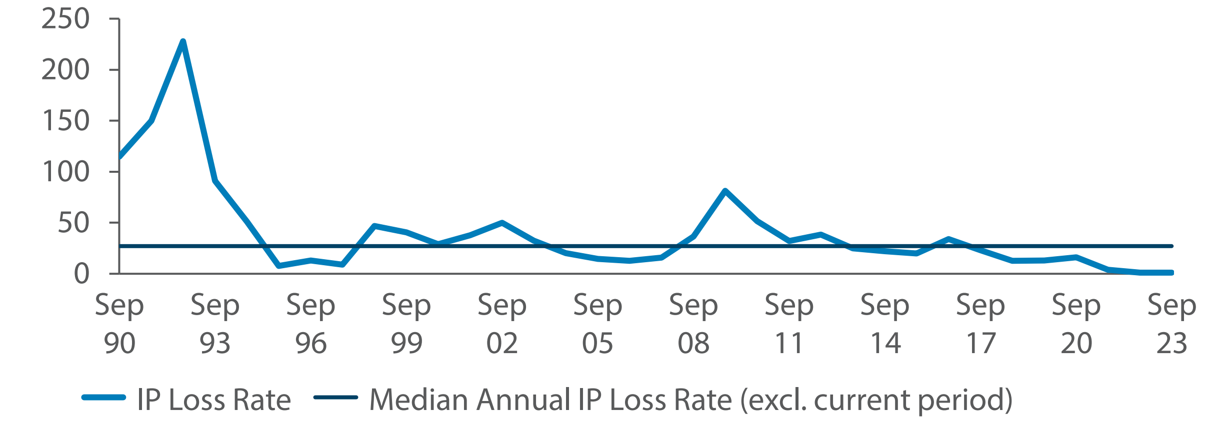
RISK MANAGEMENT

LONG RUN PROVISIONS & LOSS RATES

Total Credit Impairment charge, $m



ANZ historical loss rates[1], bps



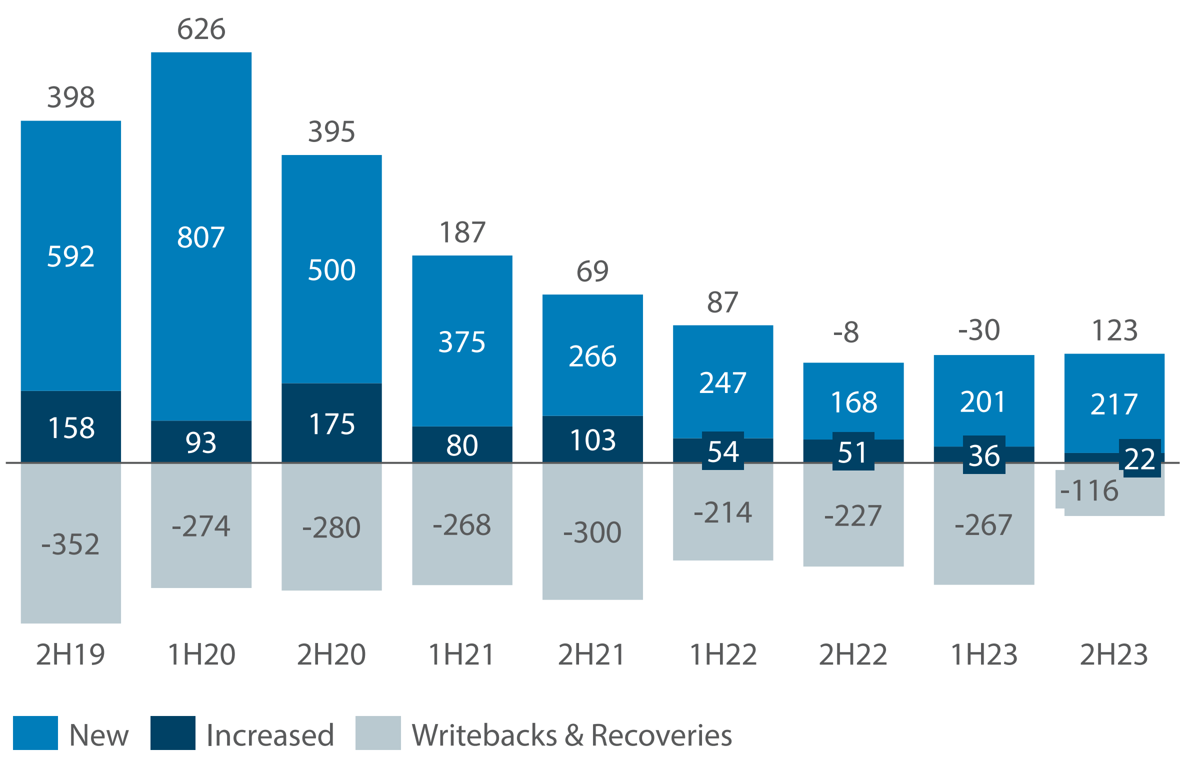
Long run loss rate (Internal Expected Loss[2]), %

Division	Sep 20	Sep 21	Sep 22	Sep 23
Aus. Retail	0.16	0.12	0.11	0.10
Aus. Commercial	0.81	0.68	0.56	0.52
New Zealand	0.16	0.13	0.11	0.12
Institutional	0.30	0.25	0.21	0.19
Pacific	1.46	2.15	2.44	2.17
Total	**0.26**	**0.22**	**0.19**	**0.17**

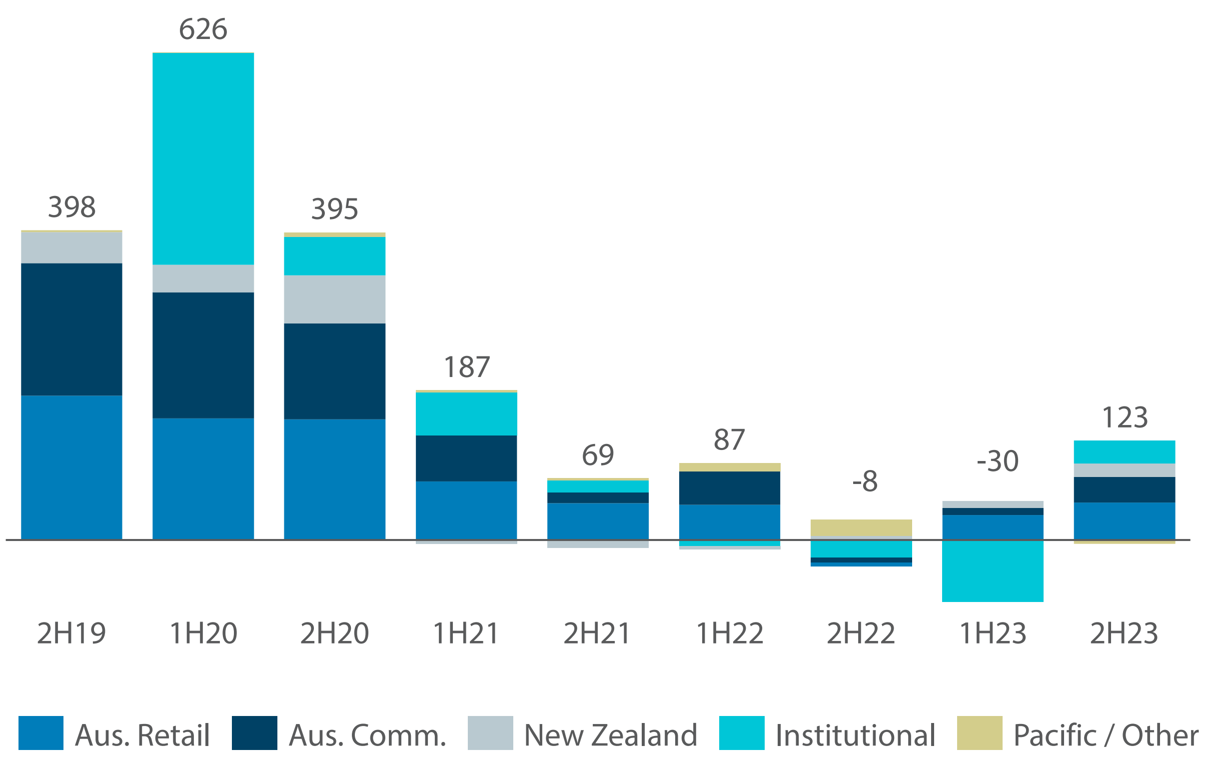
1. IP Charge as a % of average Gross Loans and Advances (GLA)
2. Internal Expected Loss (IEL) is an internal estimate of the average annualised loss likely to be incurred through a credit cycle. Presented as a % of Gross Loans and Advances (GLA)

INDIVIDUAL PROVISION (IP) CHARGE

Individual Provision charge / (release), $m



Individual Provision charge by division[1], $m



Ratios	2H19	1H20	2H20	1H21	2H21	1H22	2H22	1H23	2H23
IP loss rate (bps)[2]	13	20	12	6	2	3	0	-1	4
Total loss rate (bps)[2]	13	53	33	-16	-2	-9	2	4	3
IP balance / Gross Impaired Assets	40%	42%	36%	33%	35%	37%	38%	35%	25%

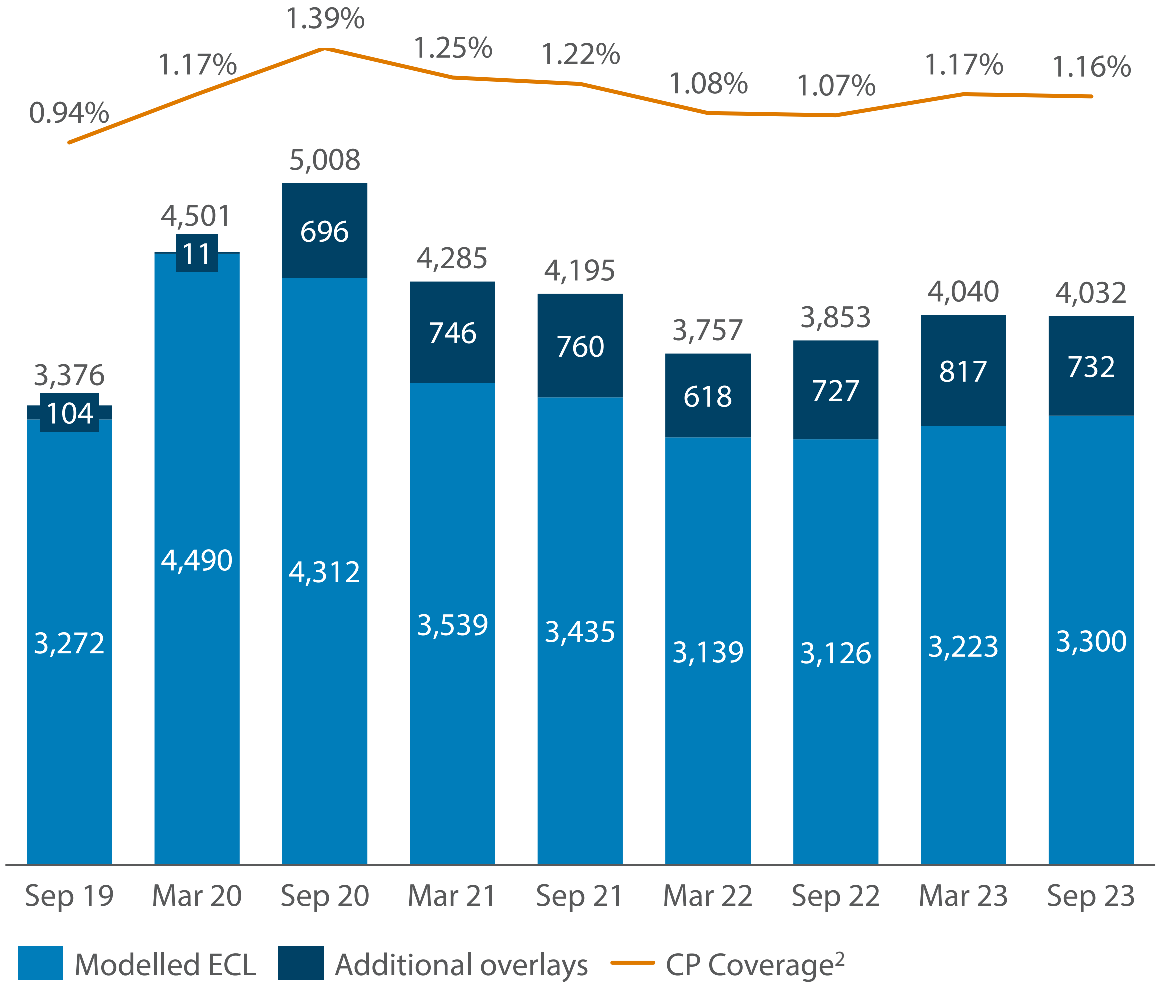
1. 1H22 and 2H22 have not been restated to reflect structural changes for Institutional and New Zealand
2. Annualised loss rate as a % of Gross Loans and Advances (GLA)

COLLECTIVE PROVISION (CP) CHARGE & BALANCE

Collective Provision charge, $m

	2H19	1H20	2H20	1H21	2H21	1H22	2H22	1H23	2H23
CP charge	**4**	**1,048**	**669**	**-678**	**-145**	**-371**	**60**	**163**	**-11**
Volume/Mix	-51	0	46	-199	-83	-98	-160	-41	-28
Change in Risk	19	17	44	-112	-41	-172	-172	24	30
Economic forecast & scenario weights[1]	31	1,124	-106	-417	-31	37	278	100	71
Additional overlays	5	-93	685	50	10	-138	114	80	-84

Collective Provision balance, $m



1. Includes impact of model changes
2. CP as a % of Credit Risk Weighted Assets (CRWA)

COLLECTIVE PROVISION (CP) BALANCE

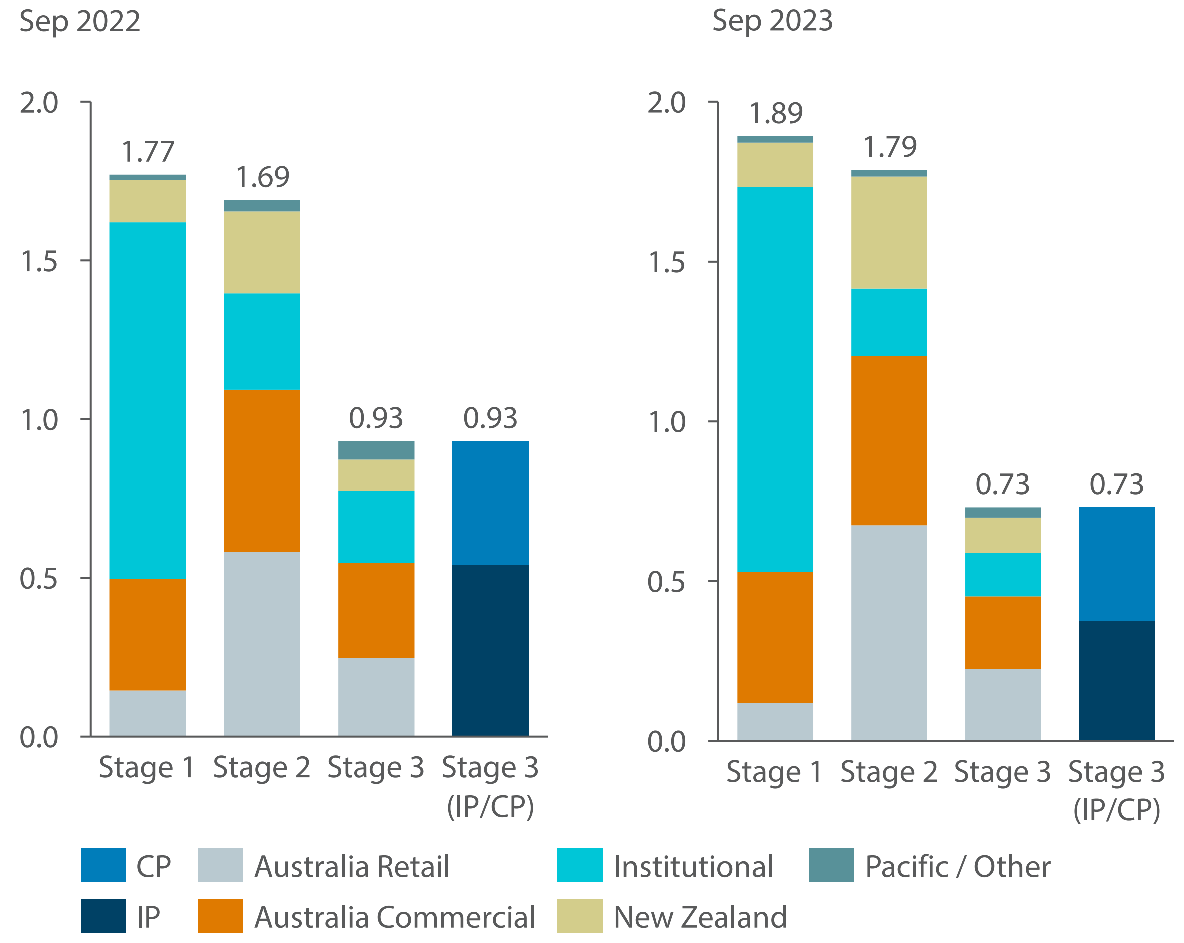
Collective Provision balance by division, $b

	Sep 19	Mar 20	Sep 20	Mar 21	Sep 21	Mar 22	Sep 22	Mar 23	Sep 23
Aus. Retail	0.91	1.18	1.42	1.11	1.07	0.91	0.90	0.95	0.95
Aus. Commercial	0.89	1.14	1.43	1.22	1.16	0.98	0.98	1.03	1.04
Institutional	1.17	1.59	1.51	1.36	1.35	1.28	1.38	1.45	1.43
New Zealand	0.37	0.54	0.57	0.51	0.53	0.50	0.52	0.54	0.56
Pacific & Other	0.04	0.05	0.08	0.08	0.10	0.09	0.08	0.07	0.05
Total	**3.38**	**4.50**	**5.01**	**4.29**	**4.20**	**3.76**	**3.85**	**4.04**	**4.03**

Collective Provision balance by portfolio, $b

	Sep 19	Mar 20	Sep 20	Mar 21	Sep 21	Mar 22	Sep 22	Mar 23	Sep 23
Corporate	1.62	2.22	2.30	2.13	2.09	1.87	1.96	1.84	1.87
Specialised Lending	0.19	0.29	0.32	0.28	0.27	0.23	0.26	0.28	0.27
Residential Mortgage	0.52	0.81	1.06	0.78	0.79	0.71	0.73	0.82	0.79
Retail (ex Mortgages)	0.97	1.10	1.25	1.04	0.96	0.87	0.81	0.84	0.82
Sovereign / Financial Institution[1]	0.08	0.08	0.08	0.06	0.09	0.08	0.09	0.26	0.28
Total	**3.38**	**4.50**	**5.01**	**4.29**	**4.20**	**3.76**	**3.85**	**4.04**	**4.03**

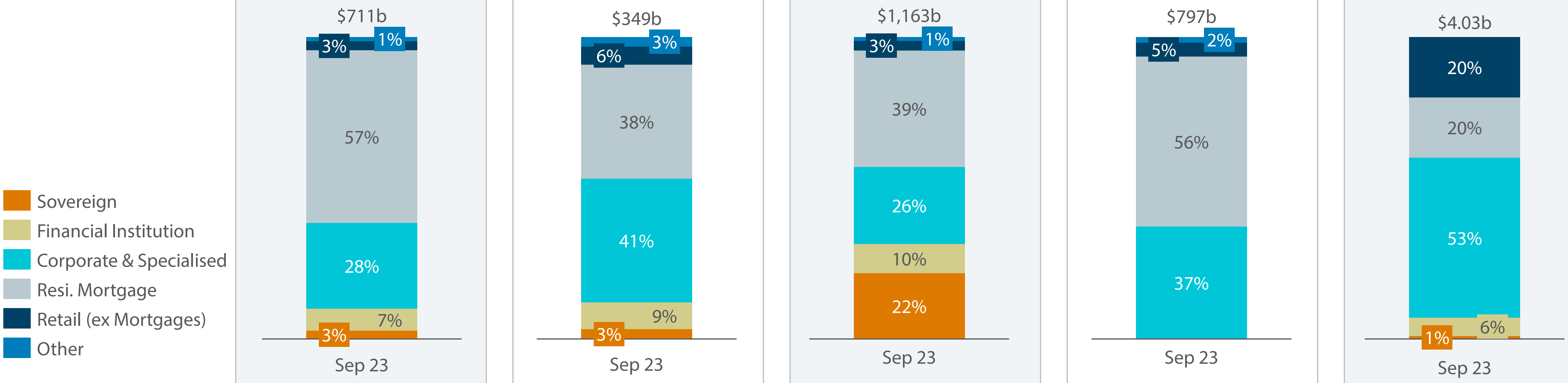
Provision balance by stage, $b



1. Due to the implementation of APRA's new capital framework the exposure reported in the Sovereign and Financial Institution (incl Banks) includes non-bank Financial Institutions. Prior to March 2023, non-bank FIs were reported as Corporate

PORTFOLIO COMPOSITION AND COVERAGE RATIOS

Gross Loans & Advances | Credit RWA | Exposure at Default[1] | Exposure at Default[1] (ex Sovereign & Financial Institution) | Expected Credit Loss (Collective Provision Balance)

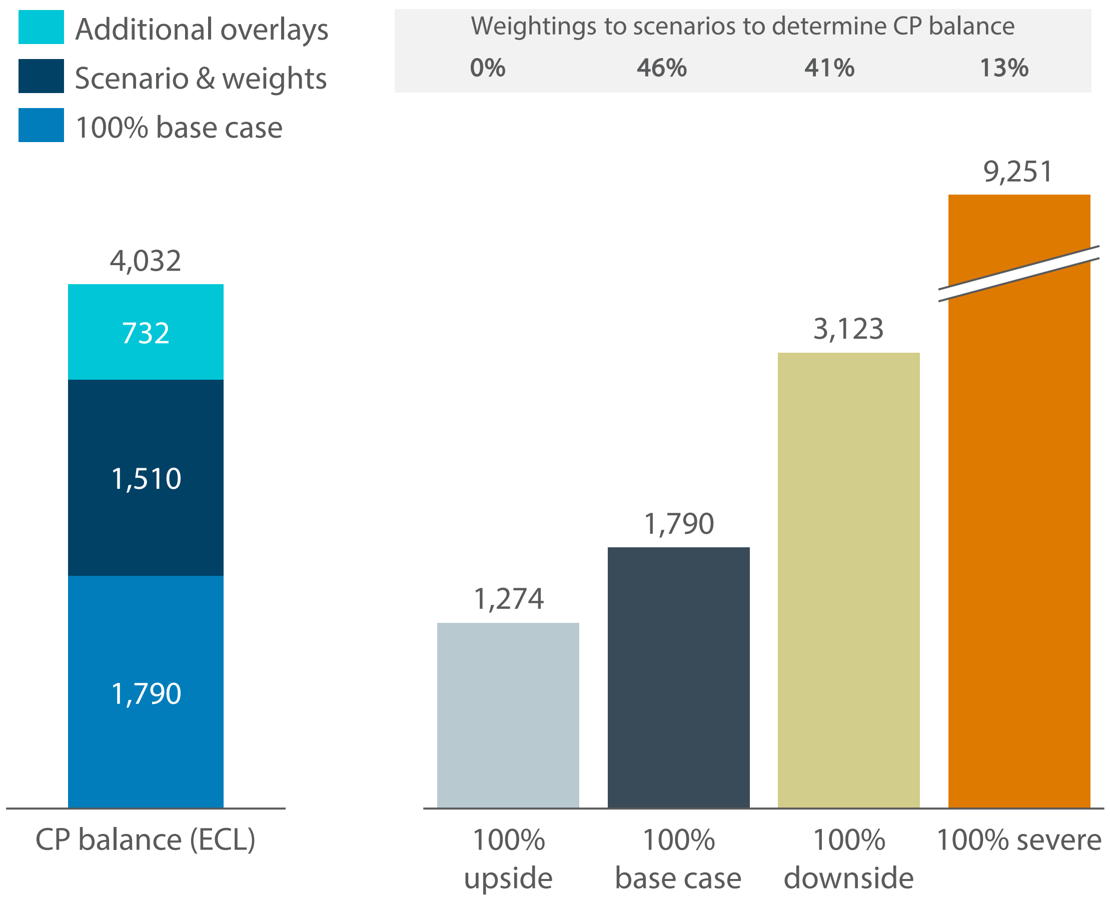


Coverage Ratios	%	%	%	%
CP Coverage	0.57%	1.16%	0.35%	0.51%
Total Coverage[2]	0.62%	1.26%	0.38%	0.55%

1. EAD excludes amounts for the 'Securitisation' Basel class, 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)[1]

Sep 23, $m



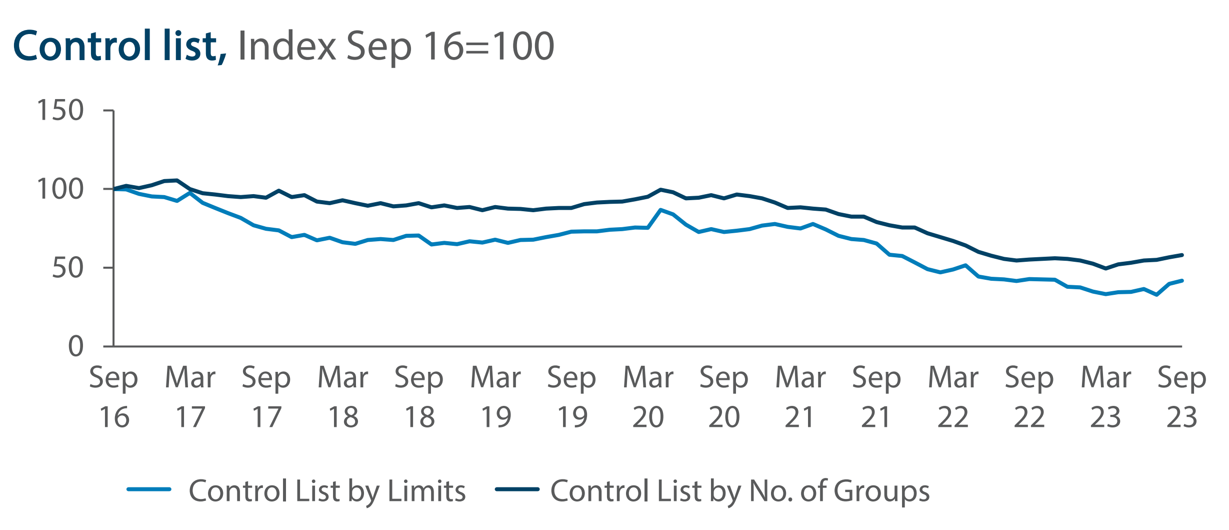
Economic scenarios 30 September 2023	Actual CY2021A	Actual CY2022A	Base case[2] CY2023F	Base case[2] CY2024F	Base case[2] CY2025F
Australia					
GDP change[3]	4.5%	3.6%	1.5%	1.3%	2.2%
Unemployment rate[4]	5.1%	3.7%	3.6%	4.4%	4.5%
Resi. property price change[3]	21.0%	-6.9%	5.9%	2.8%	4.3%
New Zealand					
GDP change[3]	5.5%	2.8%	0.7%	0.3%	1.5%
Unemployment rate[4]	3.8%	3.3%	3.8%	4.8%	5.1%
Resi. property price change[3]	26.5%	-13.0%	-0.6%	2.3%	3.2%

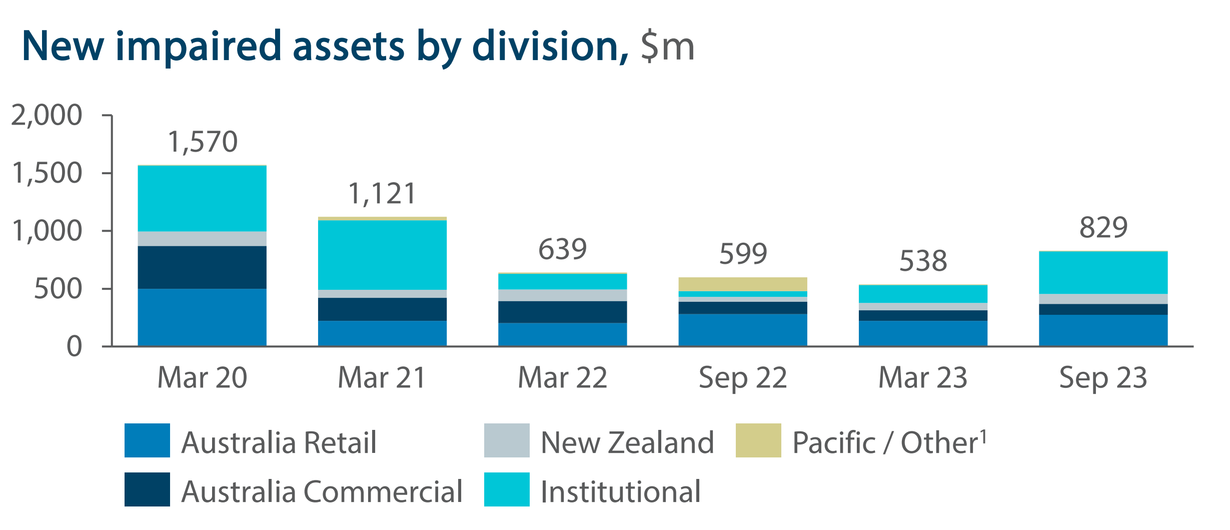
Australia peak impacts of economic scenarios[5]		Downside	Severe
Unemployment	Peak next 2 years	6.9%	10.5%
Resi. property prices	Peak to trough drop	-14%	-48%
GDP	Lowest over 3 years	-1.3%	-2.8%

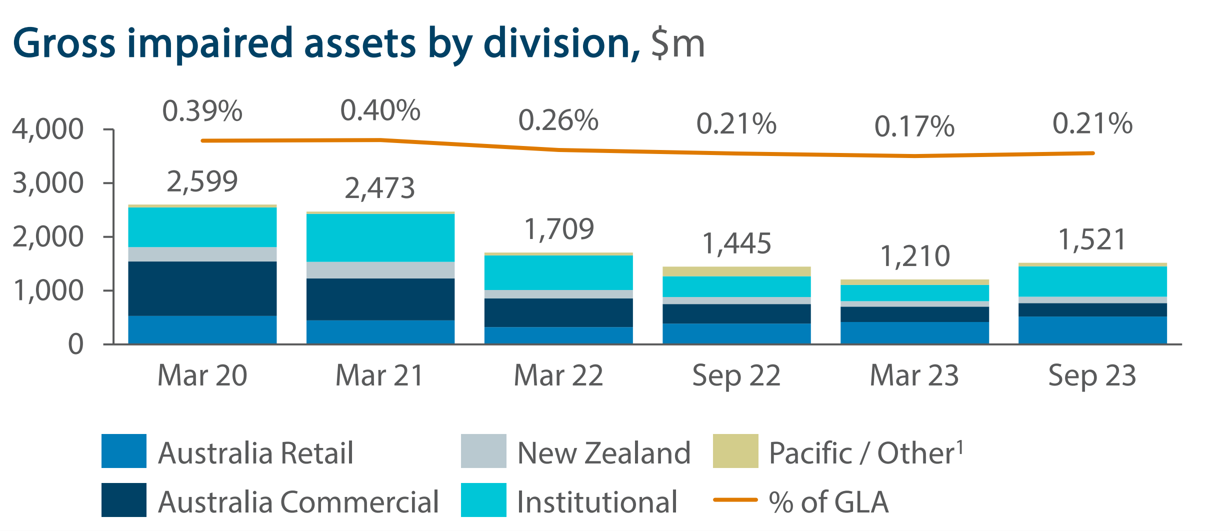
New Zealand peak impacts of economic scenarios[5]		Downside	Severe
Unemployment	Peak next 2 years	6.6%	8.7%
Resi. property prices	Peak to trough drop	-23%	-52%
GDP	Lowest over 3 years	-1.7%	-2.8%

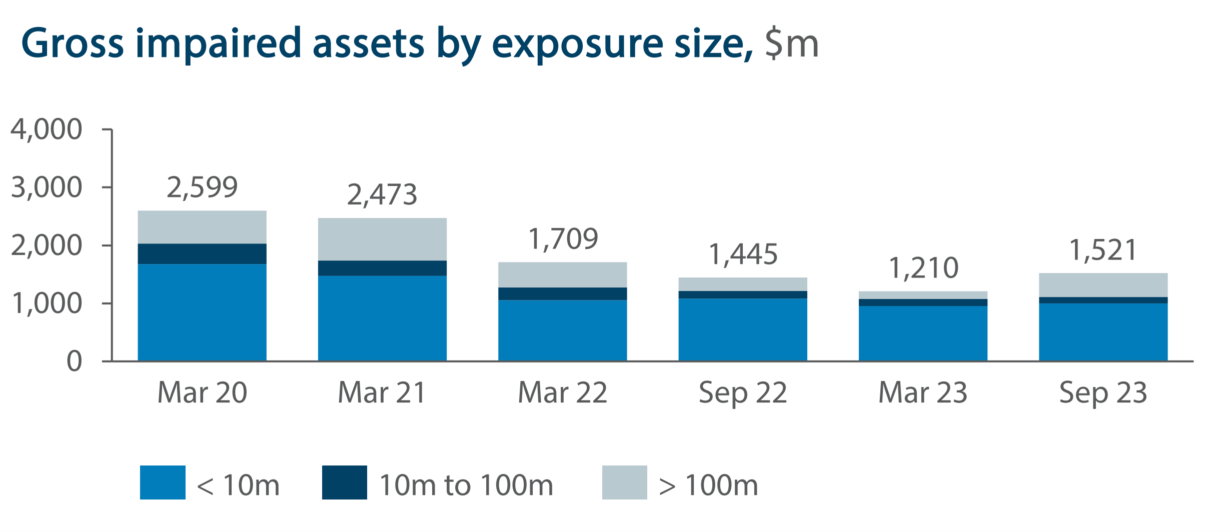
1. The Downside Scenario is specified in terms of an index of economic stress. The economic variables shown represent a characterisation of the scenario to facilitate comparison
2. Subset of a range of economic indicators shown. Economic forecasts also undertaken for international markets
3. 12 months to December Year on Year change
4. Annual average: 12 months to December
5. The peak impact of the severe scenario is similar to that at September 2022, however for the September 2023 scenario the peak occurs sooner, leading to a higher expected loss

IMPAIRED ASSETS





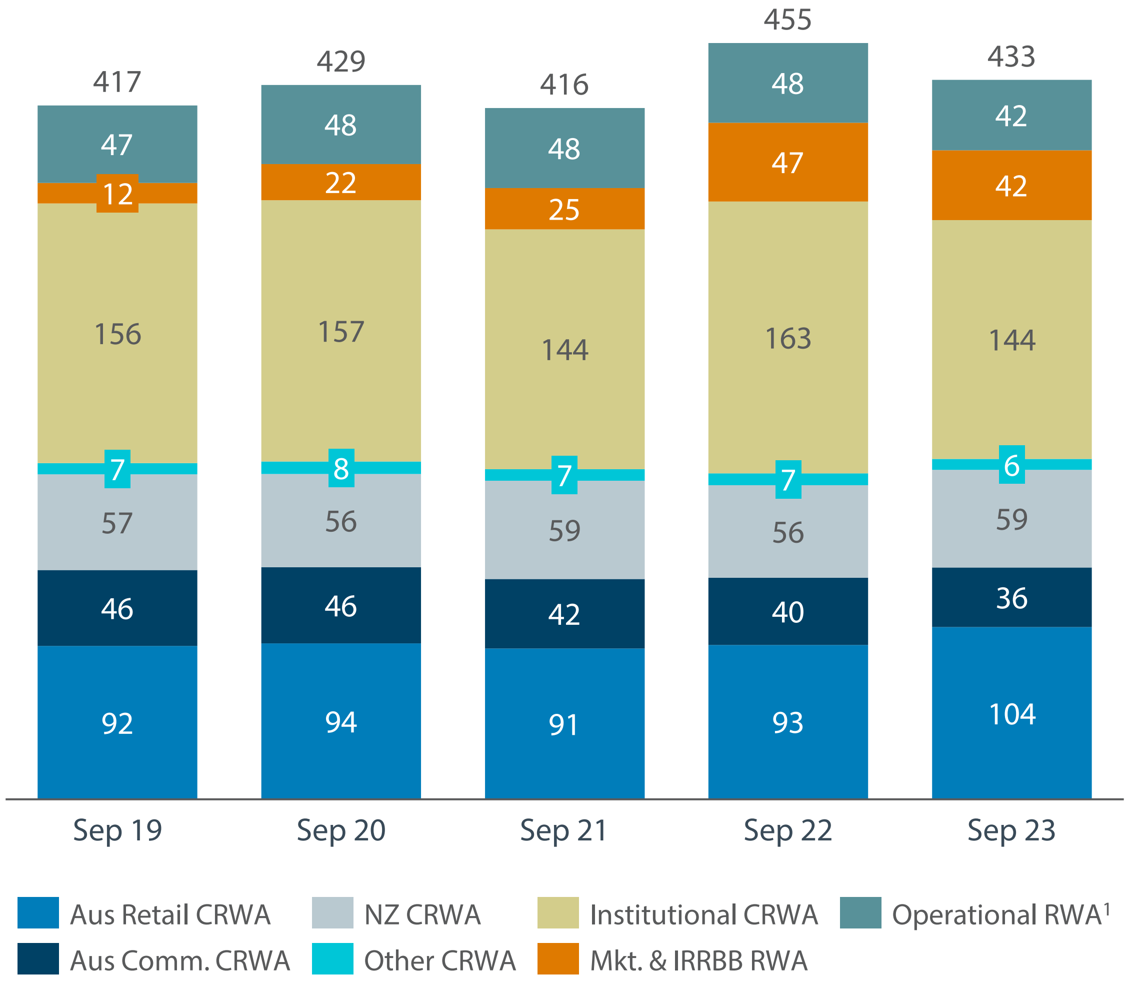




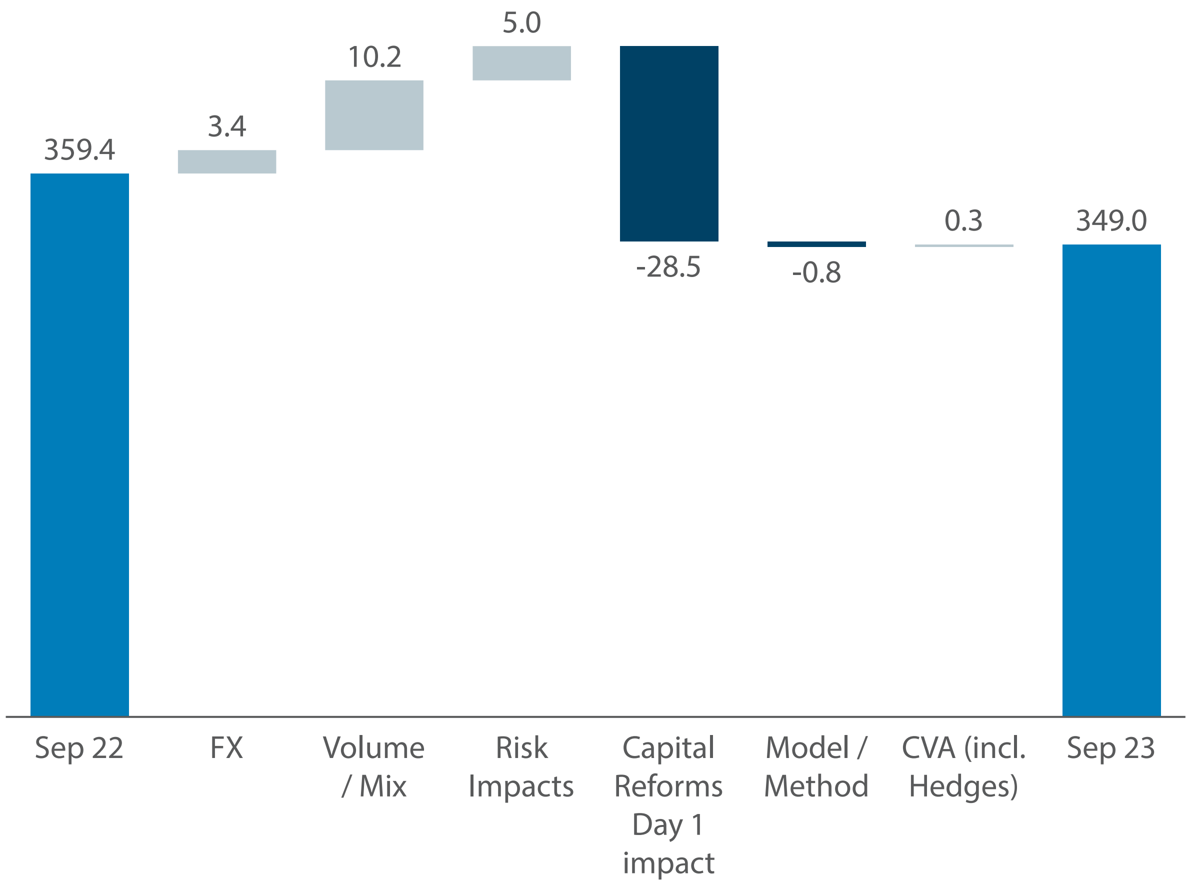
1. Pacific Division customers that rolled off COVID-19 relief packages during 2H22 have subsequently been classified as restructured

RISK WEIGHTED ASSETS (RWA)

Total Risk Weighted Assets, $b



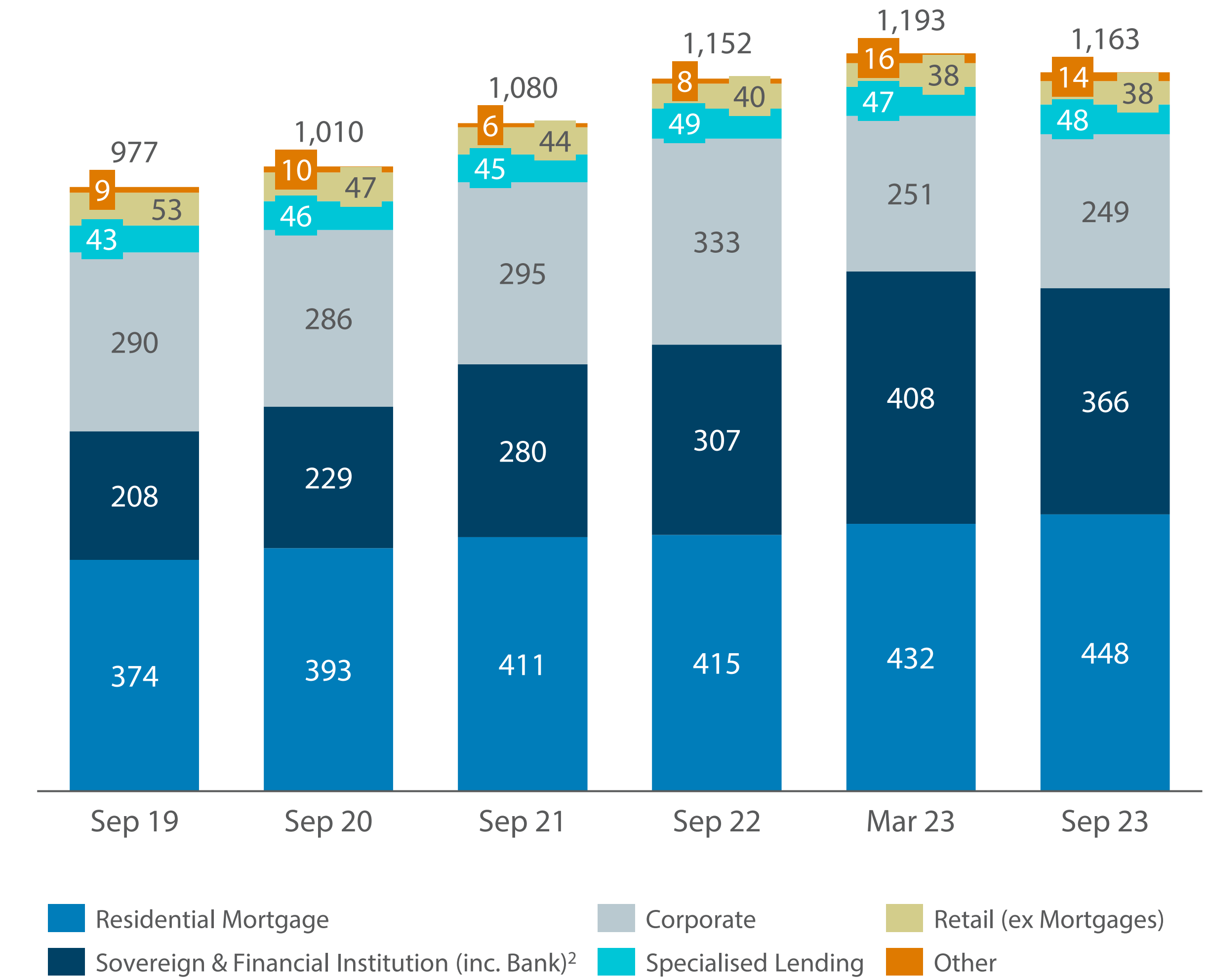
Credit Risk Weighted Asset drivers[2], $b



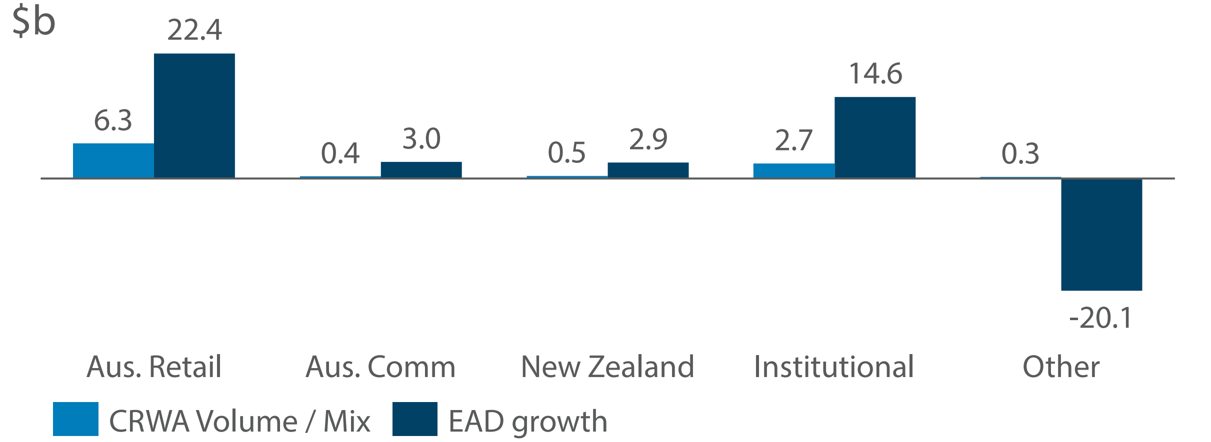
1. Operational Risk RWA decreased by $6 billion due to adoption APS 115 Capital Adequacy: Standardised Measurement Approach (SMA) to Operational Risk in December 2022
2. The attribution of CRWA movements requires assumptions and judgement; different assumptions could lead to different attributions

RISK WEIGHTED ASSETS & EXPOSURE AT DEFAULT COMPOSITION[1]

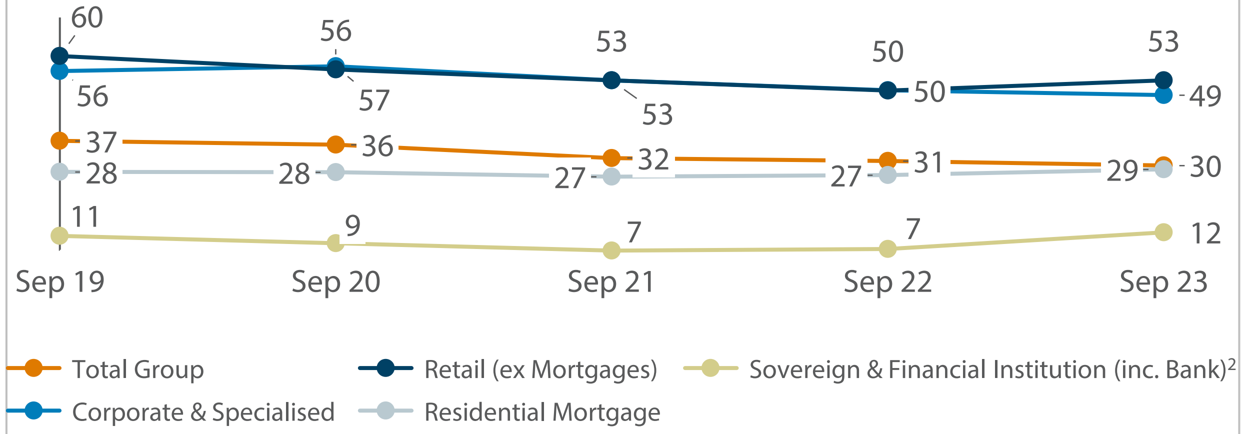
EAD composition, $b



EAD & CRWA movement, FY23 vs FY22 FX adjusted



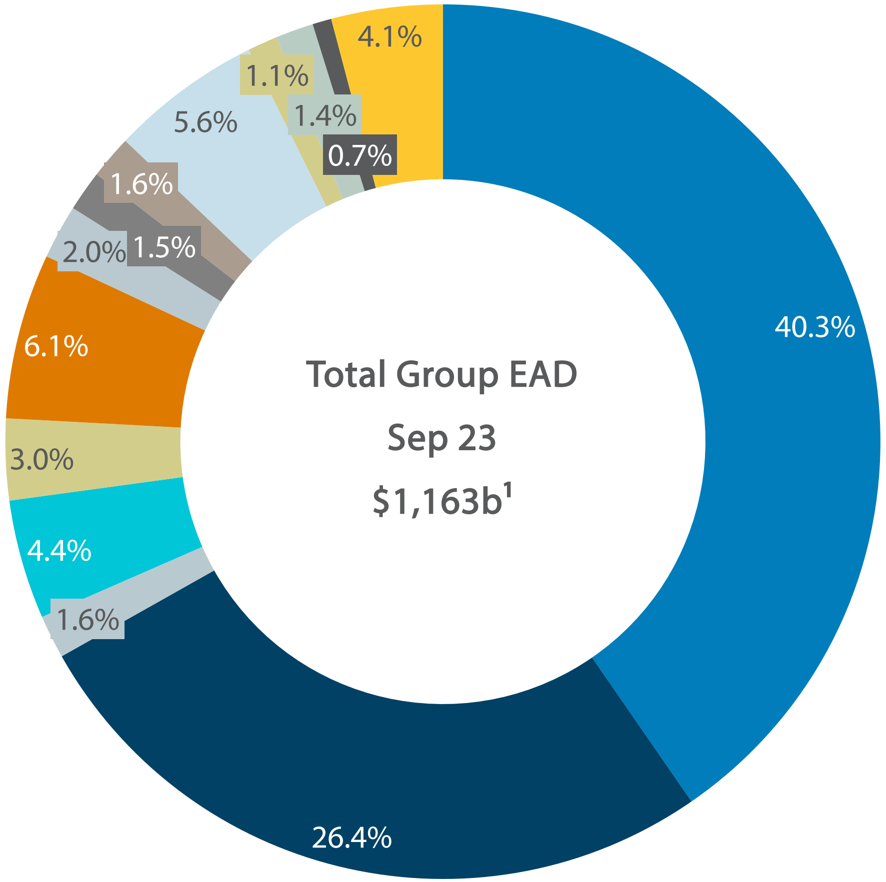
Credit RWA / EAD by portfolio[3], %



1. EAD excludes amounts for 'Securitisation', and for 'Other assets' prior to March 2023 (included from March 2023 due to the implementation of APRA's new capital framework), 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. Due to the implementation of APRA's new capital framework the exposure reported in the Sovereign and Financial Institution (incl Banks) includes non-bank Financial Institutions. Prior to March 2023, non-bank FIs were reported as Corporate
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

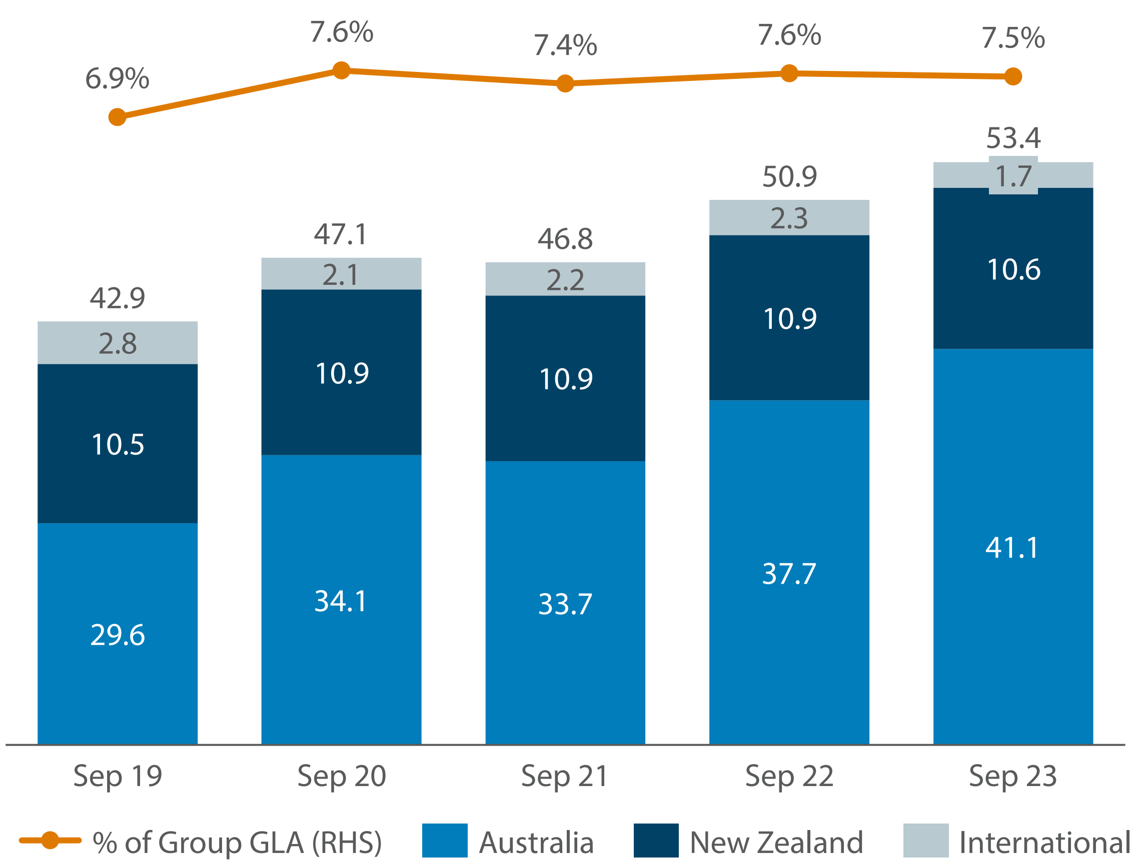


Category	% of Group EAD[1]		% of Impaired Assets to EAD[1]		Gross Impaired Assets[2]
	Sep 22	Sep 23	Sep 22	Sep 23	Sep 23
Consumer Lending	37.8%	40.3%	0.1%	0.1%	$567m
Finance, Investment & Insurance	28.9%	26.4%	0.0%	0.0%	$7m
Business & Property Services	1.8%	1.6%	0.1%	0.2%	$36m
Manufacturing	4.3%	4.4%	0.1%	0.1%	$42m
Agriculture, Forestry, Fishing	2.9%	3.0%	0.4%	0.3%	$87m
Government & Official Institutions	5.6%	6.1%	0.0%	0.0%	$0m
Wholesale Trade	2.5%	2.0%	0.9%	0.1%	$35m
Retail Trade	1.5%	1.5%	0.3%	0.5%	$80m
Transport & Storage	1.7%	1.6%	0.4%	0.1%	$27m
Commercial Property	5.7%	5.6%	0.3%	0.4%	$241m
Resources (Mining)	1.2%	1.1%	0.1%	0.1%	$11m
Electricity, Gas & Water Supply	1.5%	1.4%	0.0%	0.0%	$2m
Construction	0.8%	0.7%	0.7%	0.5%	$44m
Other	3.8%	4.1%	0.5%	0.7%	$342m
Total	100%	100%			
Total Group EAD[1]	**$1,152b**	**$1,163b**			**$1,521m**

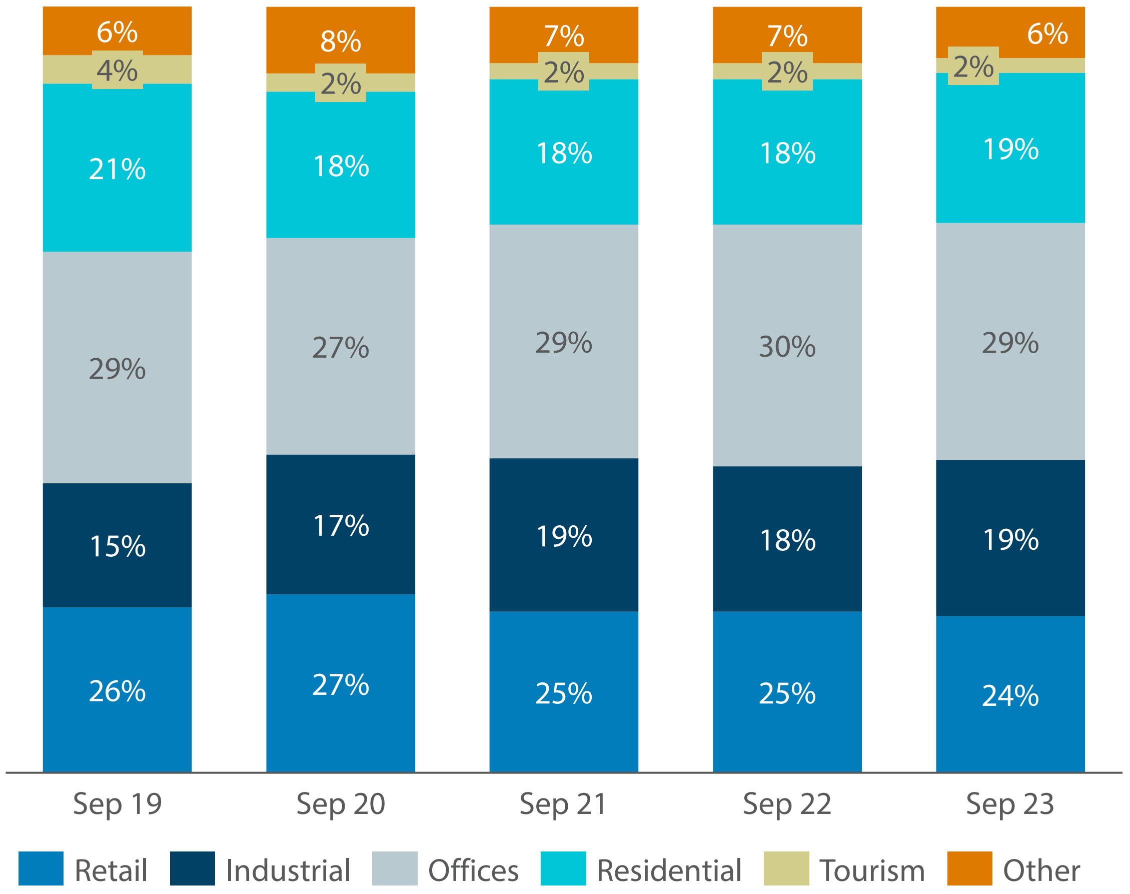
1. EAD excludes amounts for 'Securitisation', and for 'Other assets' prior to March 2023 (included from March 2023 due to the implementation of APRA's new capital framework), whereas CRWA is inclusive of these asset classes, as per APS 330 EAD data provided is on a Post CRM basis, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral
2. Excludes unsecured retail products which are 90+ DPD and treated as Impaired for APS330 reporting

COMMERCIAL PROPERTY – SEGMENTS OF INTEREST

Outstandings by region, GLA $b

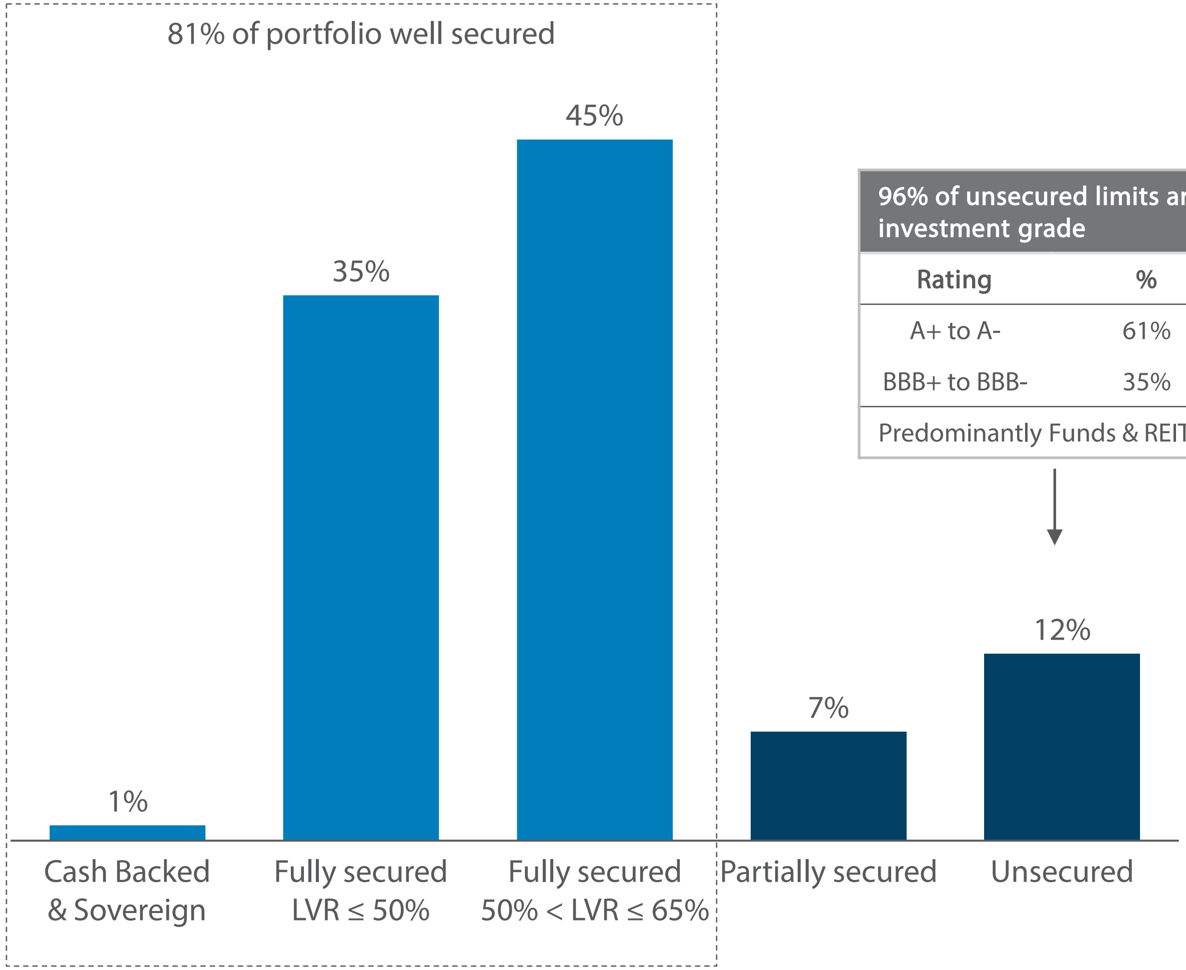


Outstandings by sector, %



COMMERCIAL PROPERTY – SEGMENTS OF INTEREST

Commercial property collateral[1,2], %



96% of unsecured limits are investment grade

Rating	%
A+ to A-	61%
BBB+ to BBB-	35%
Predominantly Funds & REITS	

Portfolio growth

- Predominately in Australia across a diversified portfolio of lending segments

Portfolio quality

- ~80% of exposures well secured
- >95% of unsecured exposure to investment grade customers, supported by diversified investment grade REITs or assets with stronger fundamentals, stable earnings profile, and low gearing
- International portfolio remains stable with exposure predominately to large, well rated names in Singapore and Hong Kong (SAR)

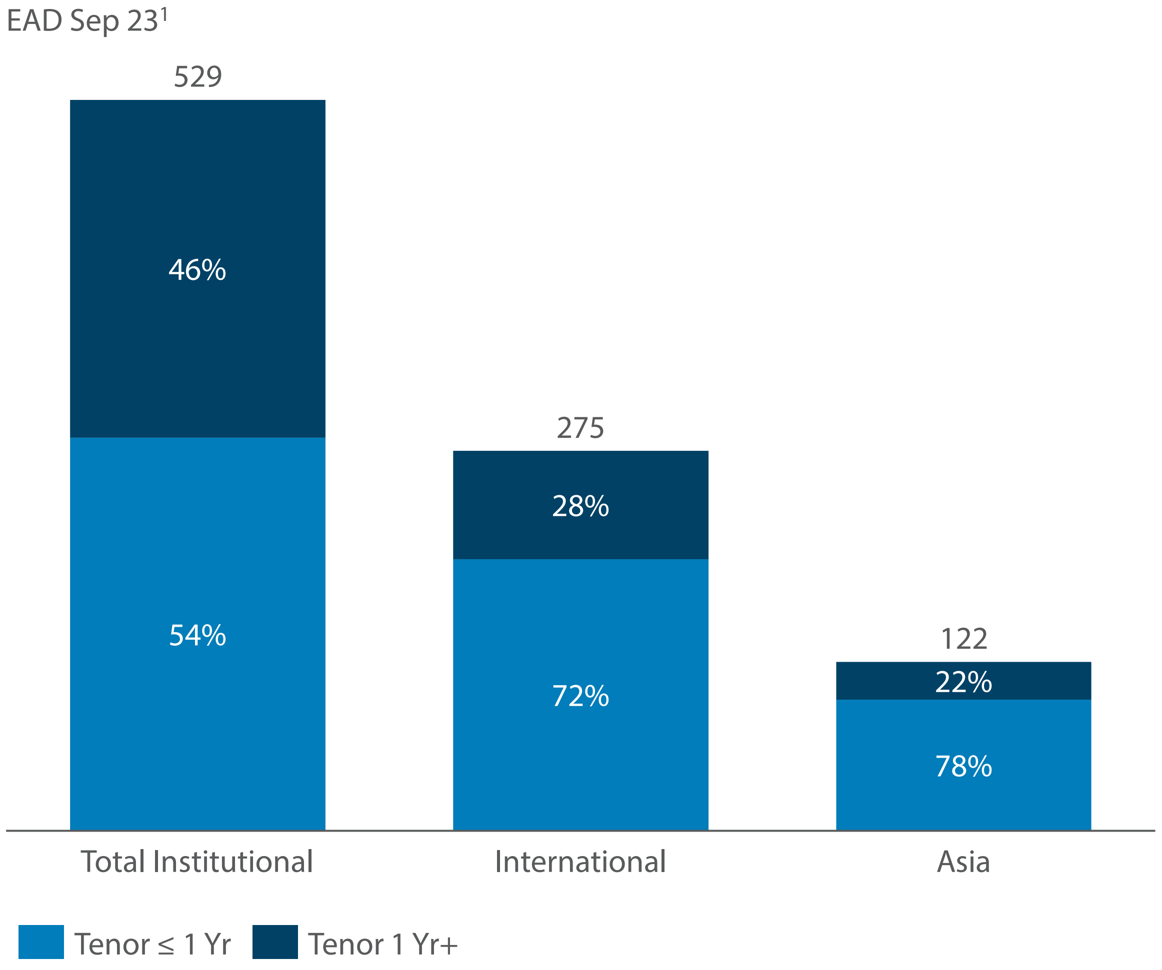
Portfolio approach

- ANZ exposure to office sector is predominantly Premium / A Grade (investment grade). Secondary (B&C grade) office exposure ~$1.8b (2.7% of portfolio) with strong sponsor recourse, cross-collateralisation, and moderate gearing
- Residential development strategy is to support existing customers and grow selectively. These are experienced sponsors with technical capability and a track record of delivery. Strong developer and contractor selection is a well-entrenched discipline in the business
- Contractor risk remains high but ANZ's direct exposure to the sector is limited. Portfolio is comprised of larger exposures that are well secured and diversified smaller exposures

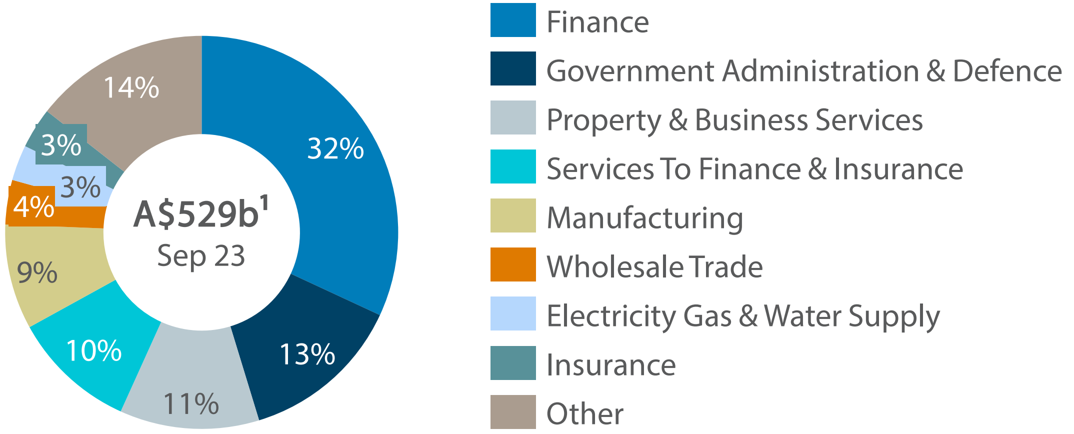
1. Commercial property collateral distribution based on limits (includes drawn and undrawn exposures)
2. Fully Secured: loan amount ≤100% of extended security value; Partially Secured: loan amount >100% of the extended security value

ANZ INSTITUTIONAL PORTFOLIO

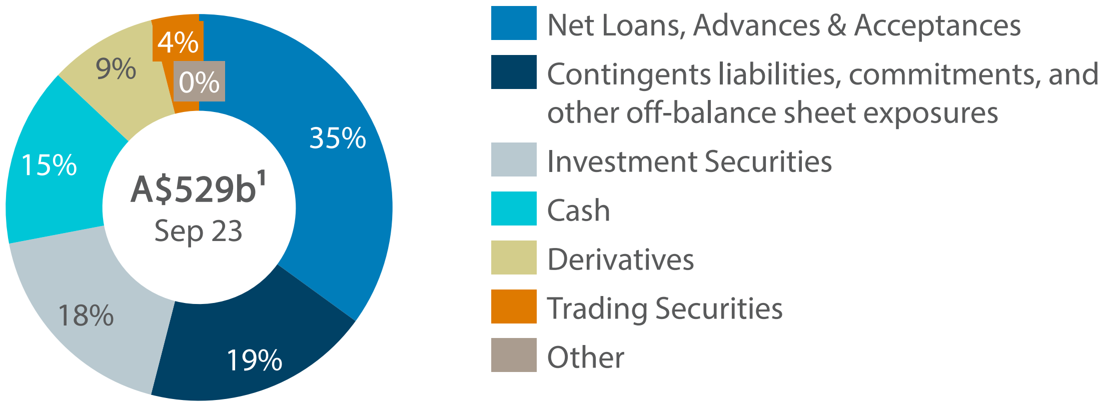
Size & tenor by market of incorporation, $b



Industry composition



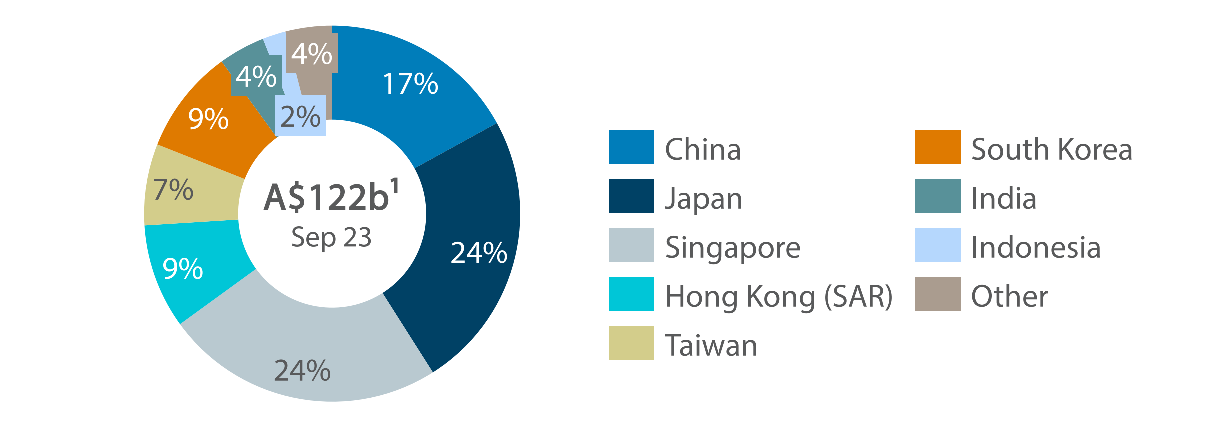
Product composition



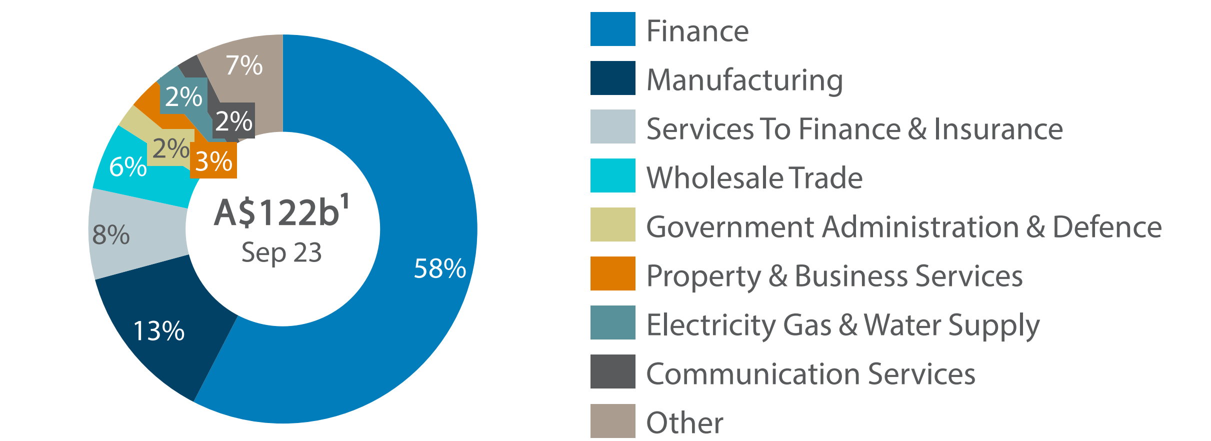
1. EAD excludes amounts for the 'Securitisation' Basel class, as per APS330. Data provided is on a Post CRM basis, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral

ANZ ASIA INSTITUTIONAL PORTFOLIO

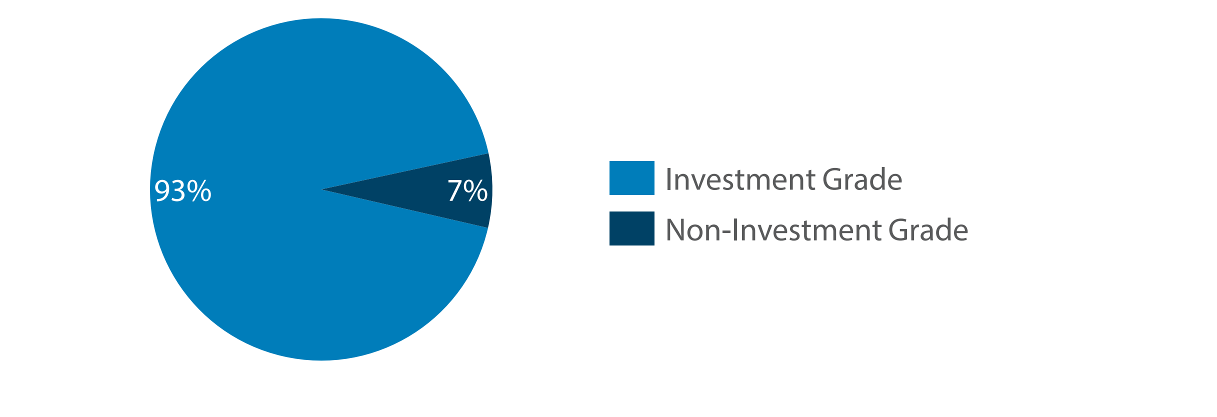
Market of incorporation



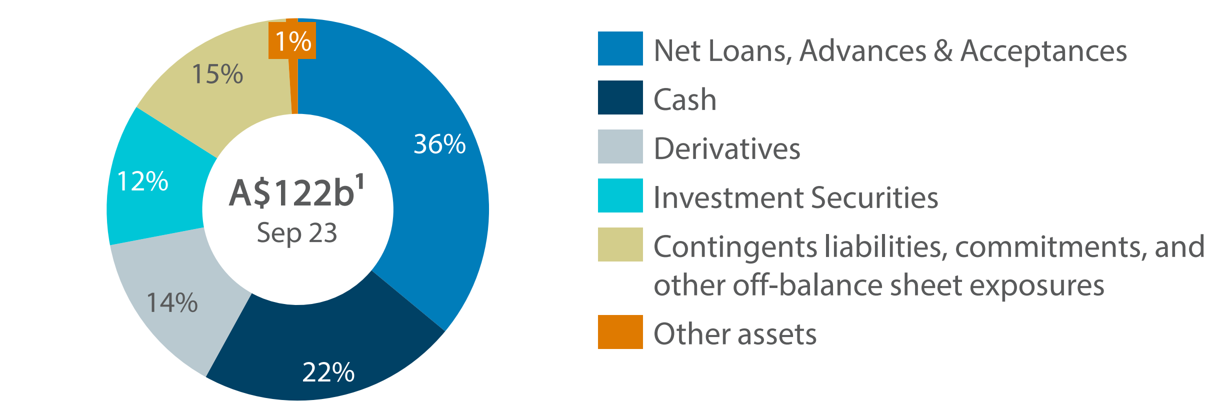
ANZ Asia industry composition



ANZ Asia portfolio composition, % of EAD (Sep 23)



ANZ Asia product composition



1. EAD excludes amounts for the 'Securitisation' Basel class, 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

2023 FULL YEAR RESULTS

INVESTOR DISCUSSION PACK

HOUSING

AUSTRALIA HOME LOANS – PORTFOLIO OVERVIEW

	Portfolio[1]			Flow	
	FY21	FY22	FY23	FY22	FY23
Number of Home Loan accounts	1,002k	968k	958k	172k[2]	193k[2]
Total FUM	$278b	$283b	$304b	$75b	$89b
Average Loan Size[3]	$277k	$292k	$317k	$474k	$486k
% Owner Occupied[4]	68%	68%	68%	65%	66%
% Investor[4]	30%	31%	31%	35%	34%
% Equity Line of Credit[5]	2%	1%	1%	0%	0%
% Paying Variable Rate Loan[6]	67%	72%	84%	77%	95%
% Paying Fixed Rate Loan[6]	33%	28%	16%	23%	5%
% Paying Interest Only[7]	9%	9%	9%	16%	14%
% Broker Originated[8]	54%	54%	56%	58%	64%

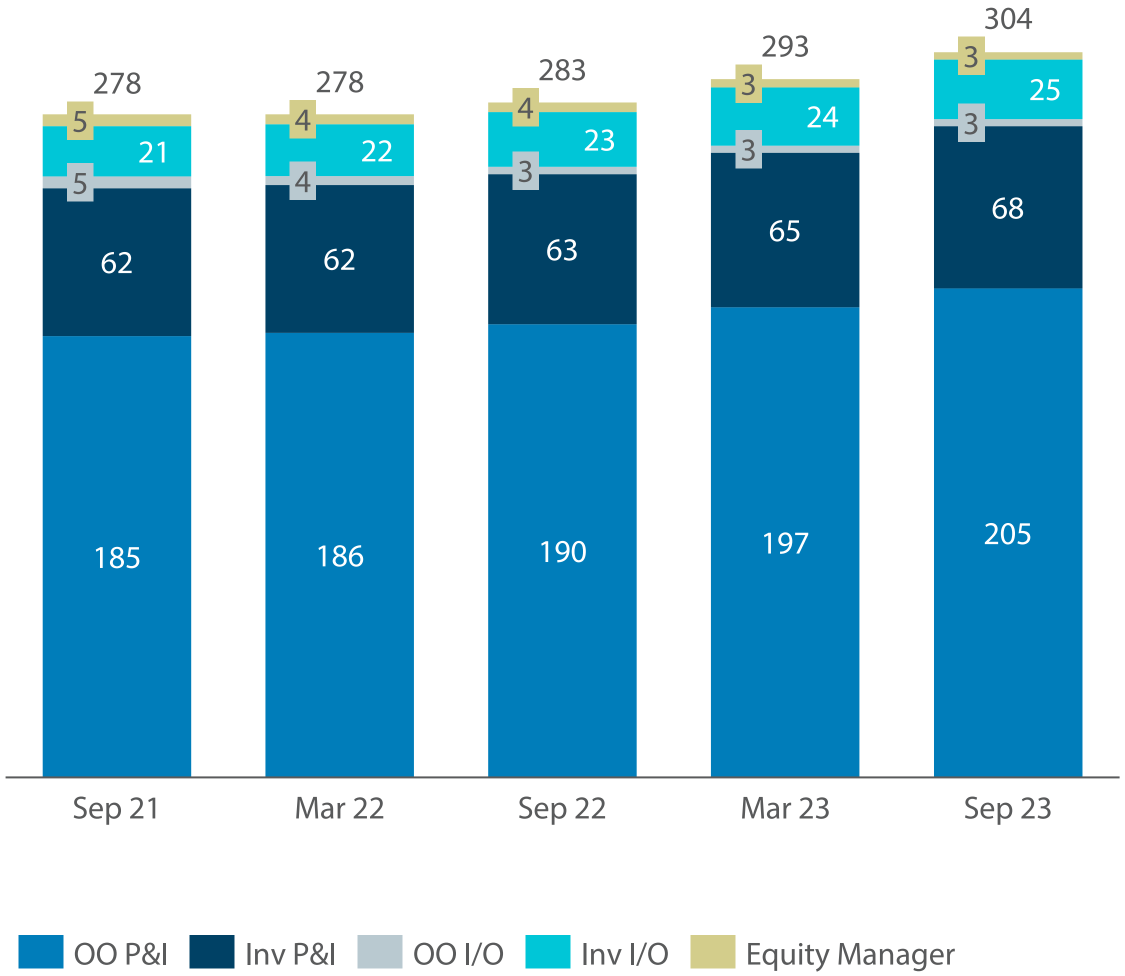
	Portfolio[1]		
	FY21	FY22	FY23
Average LVR at Origination[9]	71%	68%	65%
Average Dynamic LVR (excl. offset)[9,10]	52%	49%	49%
Average Dynamic LVR (incl. offset)[9,10]	47%	43%	43%
Market share[11]	13.7%	13.0%	13.4%
% Ahead of Repayments[12]	70%	69%	72%
Offset Balances[13]	$36b	$39b	$42b
% First Home Buyer	8%	8%	8%
% Low Doc[14]	2%	2%	1%
Loss Rate[15]	0.03%	0.01%	0.01%
% of Australia Geography Lending[16,17]	64%	61%	62%
% of Group Lending[16]	44%	42%	43%

Unless otherwise stated metrics are based on balances

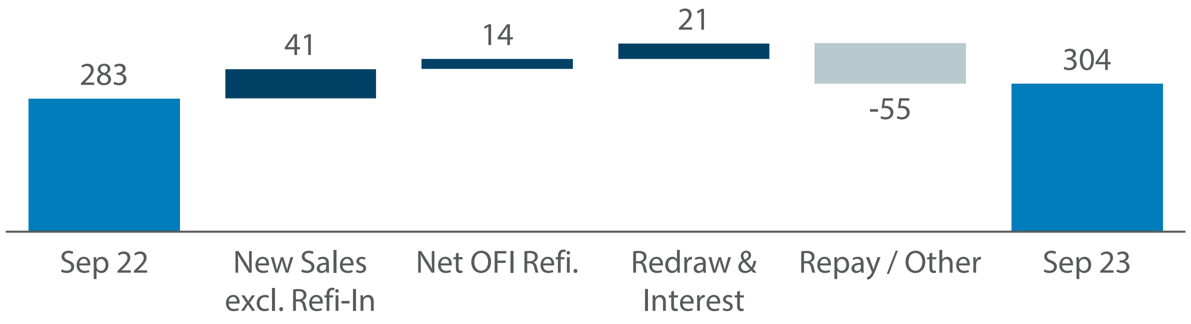
1. Home Loans portfolio (includes Non Performing Loans, excludes Offset balances) 2. New accounts includes increases to existing accounts and split loans (fixed and variable components of the same loan) 3. Average loan size for Flow excludes increases to existing accounts 4. The current classification 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 5. ANZ Equity Manager product no longer offered for sale as of 31 July 2021 6. Excludes Equity Manager Accounts 7. Based on customers that request a specific interest only period and does not include loans being progressively drawn e.g. construction 8. Historical 'Portfolio' numbers restated due to changes in reporting classifications 9. Unweighted based on # accounts and includes capitalised LMI premiums 10. Valuations updated to Aug 23 where available. Excludes unknown DLVR. Historical DLVR has been restated as a result of enhancements to methodology 11. Source: APRA Monthly Authorised Deposit-Taking Institutions Statistics (MADIS) to Sep 23 12. % of Owner Occupied and Investor Loans that have any amount ahead of repayments based on available redraw and offset 13. Offset balances reflect only those balances linked to Home Loan accounts 14. Note Low Doc lending at ANZ is no longer offered 15. Annualised write-off net of recoveries 16. Based on Gross Loans & Advances 17. Australia Geography includes Australia Retail, Australia Commercial and Institutional Australia

AUSTRALIA HOME LOANS – PORTFOLIO COMPOSITION

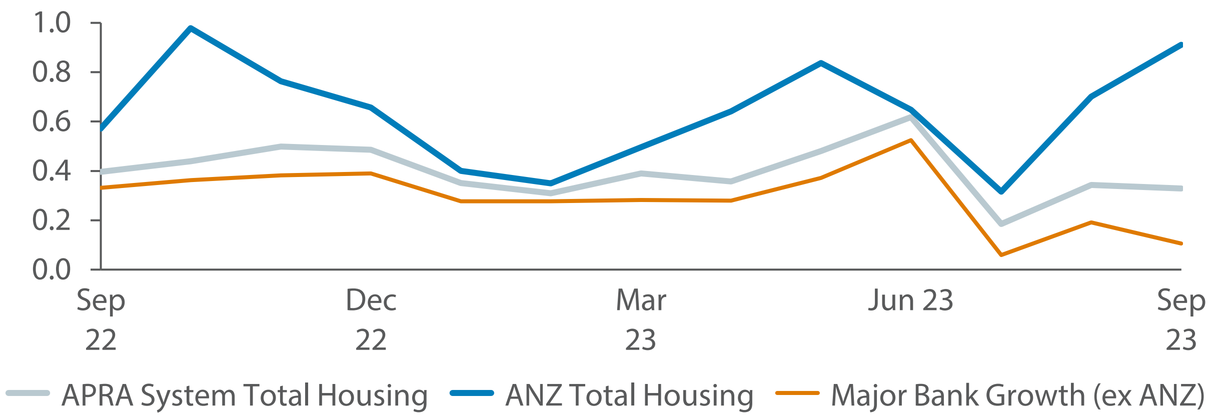
Home Loan balance composition[1,2], $b



Home Loan balance & lending flows[1,4], $b



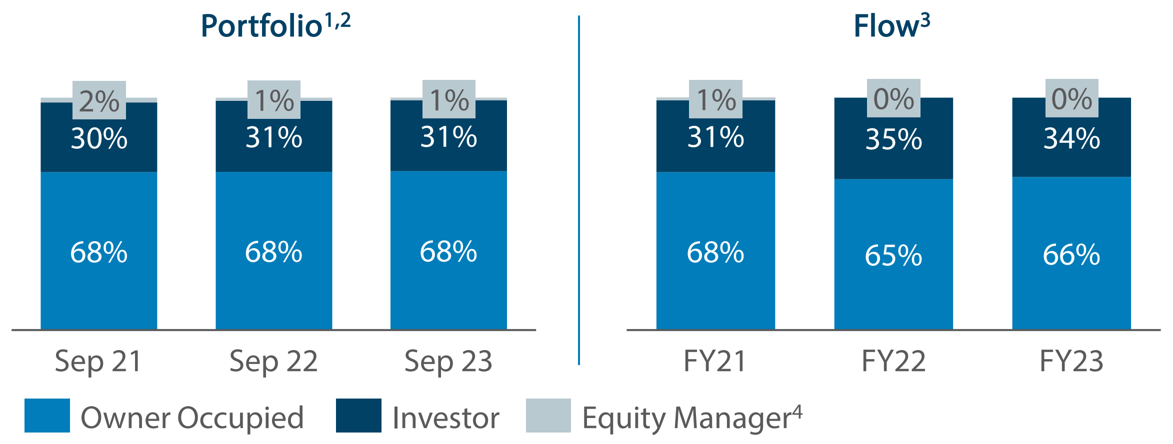
Home loan growth – ANZ & system[3], MoM %



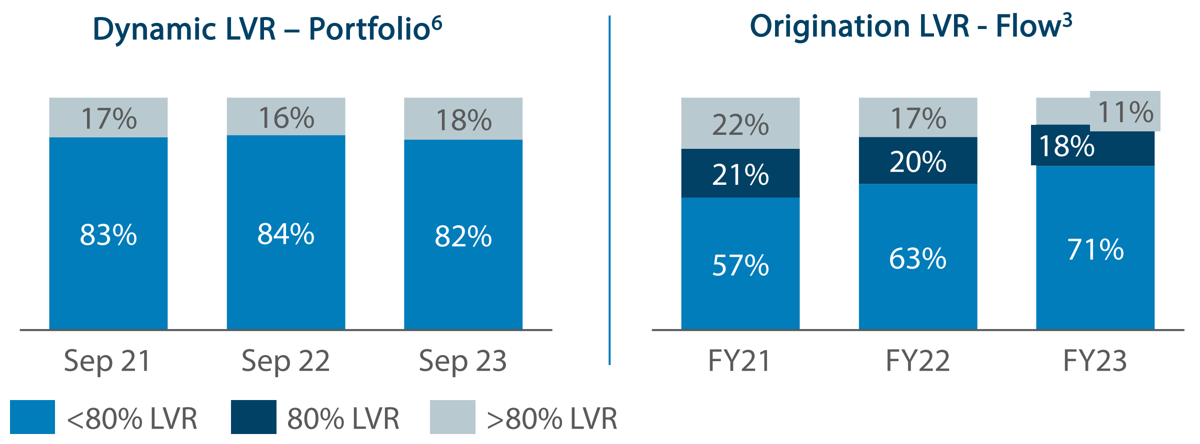
1. Based on Gross Loans and Advances. Includes Non-Performing Loans
2. The current classification of Investor vs Owner Occupied is based on ANZ's product category, determined at origination as advised by the customer and the ongoing precision relies primarily on the customer's obligation to advise ANZ of any change in circumstances. 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. ANZ Equity Manager product no longer offered for sale as of 31 July 2021
3. Month on month growth. Source: APRA Monthly Authorised Deposit-taking Institution Statistics (MADIS)
4. This chart has been updated to a new data source, this source introduces a new methodology which is more granular and effective at categorising housing flows

AUSTRALIA HOME LOANS – PORTFOLIO COMPOSITION & FLOW

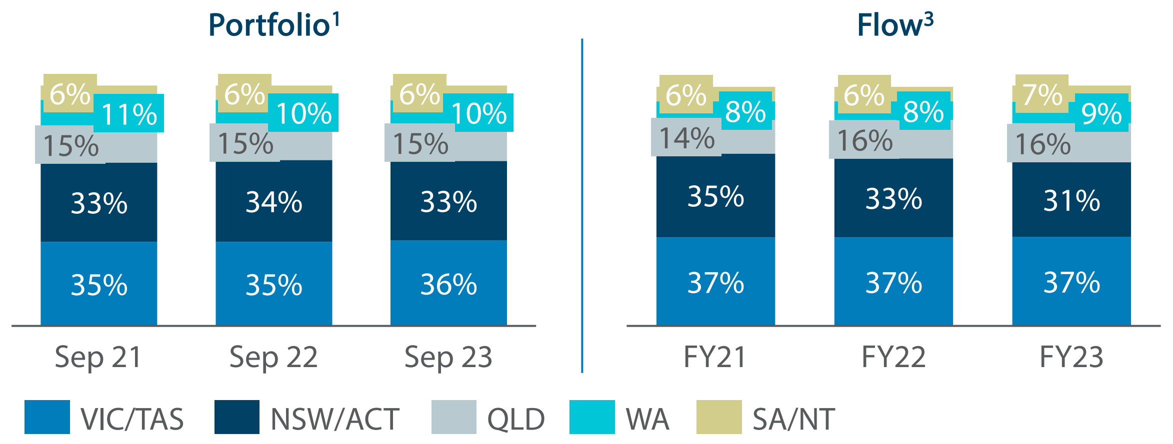
By Purpose, % of total balances



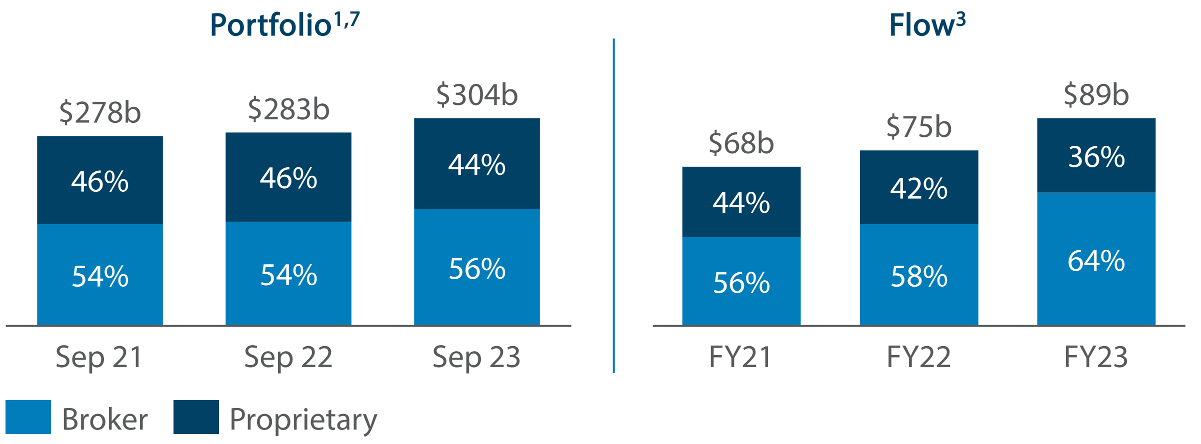
LVR profile[5], % of total balances



By Location, % of total balances



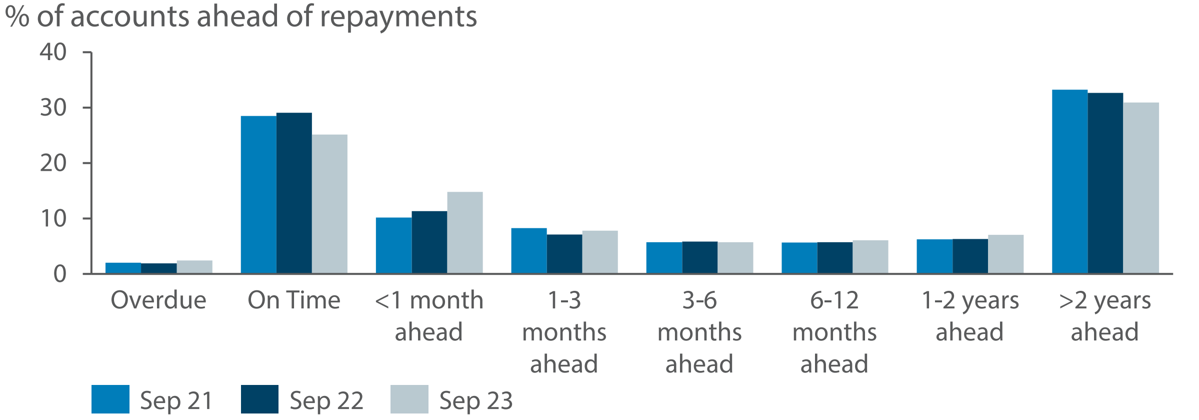
By Channel, % of total balances



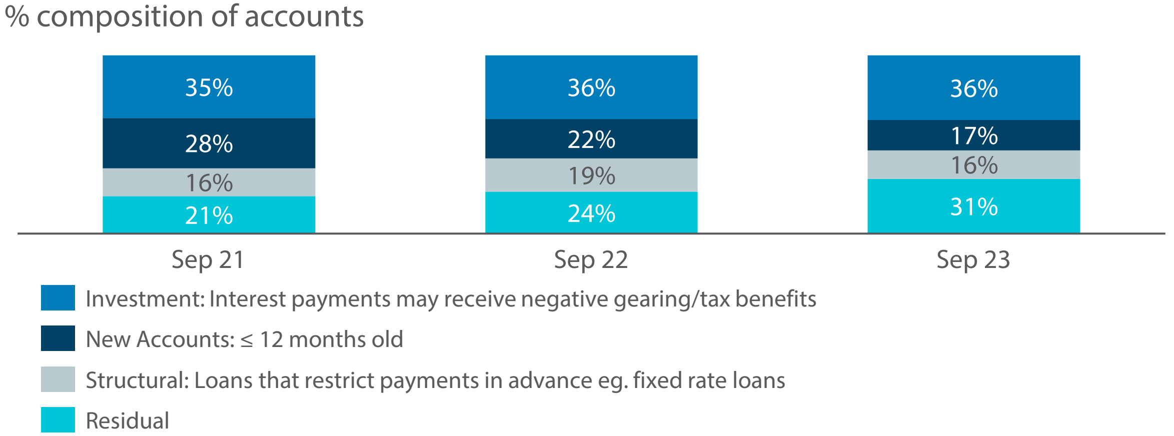
1. Includes Non Performing Loans
2. The current classification of Investor vs Owner Occupied is based on ANZ's product category, determined at origination as advised by the customer and the ongoing precision relies primarily on the customer's obligation to advise ANZ of any change in circumstances
3. Based on drawn month
4. ANZ Equity Manager product no longer offered for sale as of 31 July 2021
5. Includes capitalised LMI premiums
6. Doesn't consider offset balances, and excludes unknown DLVR. Valuations updated to Aug 23 where available. Historical DLVR has been restated as a result of enhancements to methodology
7. Historical numbers restated due to changes in reporting classifications

AUSTRALIA HOME LOANS – PORTFOLIO RESILIENCE

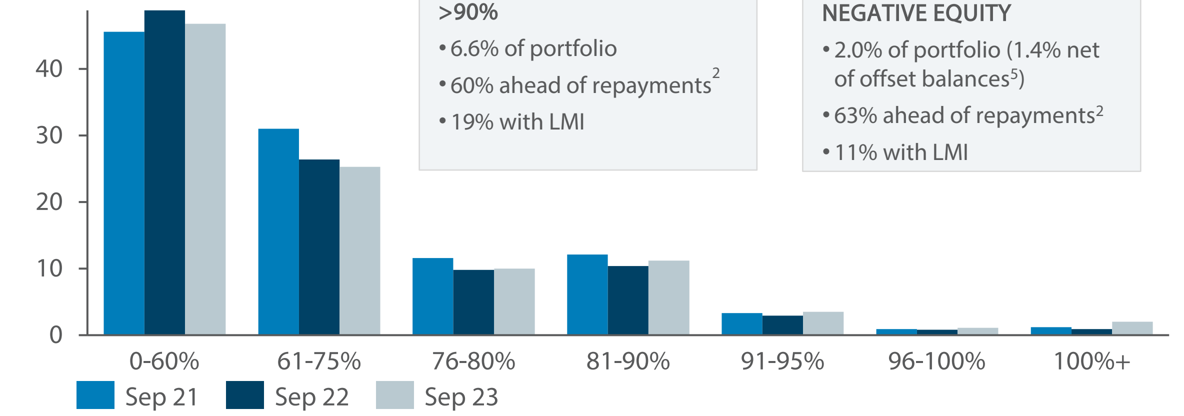
Home Loans repayment profile[1,2]



Home Loans on time and <1 month ahead profile[2,3]



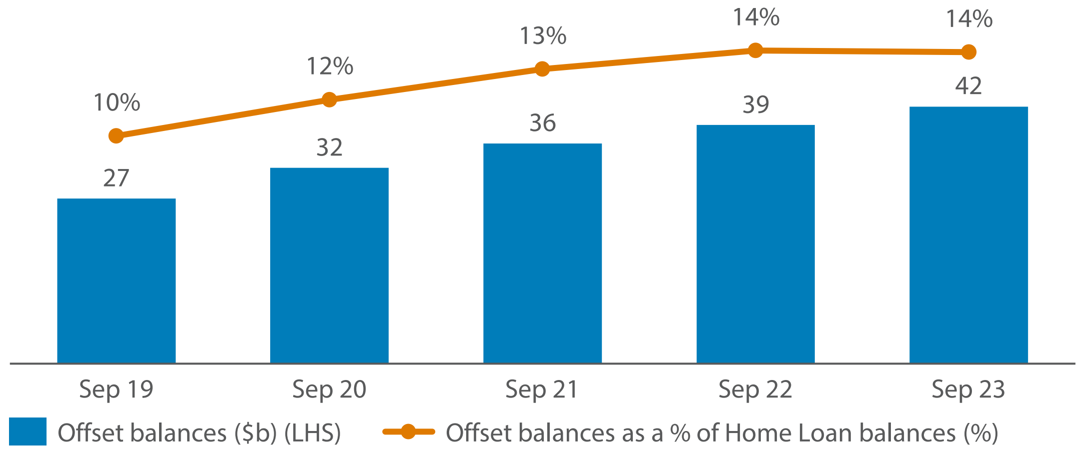
Dynamic LVR based on portfolio balances[1,4], %



>90%
- 6.6% of portfolio
- 60% ahead of repayments[2]
- 19% with LMI

NEGATIVE EQUITY
- 2.0% of portfolio (1.4% net of offset balances[5])
- 63% ahead of repayments[2]
- 11% with LMI

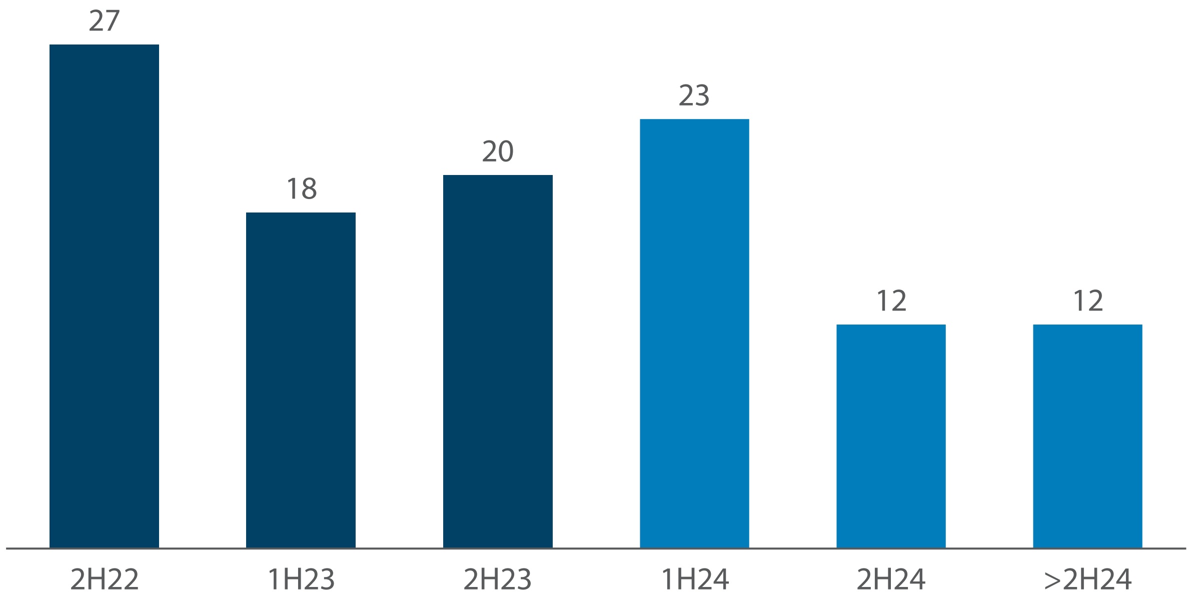
Offset account balances[5]



1. Includes Non Performing Loans
2. % of Owner Occupied and Investment Loans that are ahead of repayments by >$100. Excess repayments based on available redraw and offset. Excludes Equity Manager Accounts
3. The current classification of Investor vs Owner Occupied, is based on ANZ's product category, determined at origination as advised by the customer and the ongoing precision relies primarily on the customer's obligation to advise ANZ of any change in circumstances.
4. Includes capitalised LMI premiums, doesn't consider offset balances, and excludes unknown DLVR. Valuations updated to Aug 23 where available. Historical DLVR has been restated as a result of enhancements to methodology
5. Offset balances reflect only those balances linked to Home Loan accounts

AUSTRALIA HOME LOANS – PORTFOLIO RESILIENCE

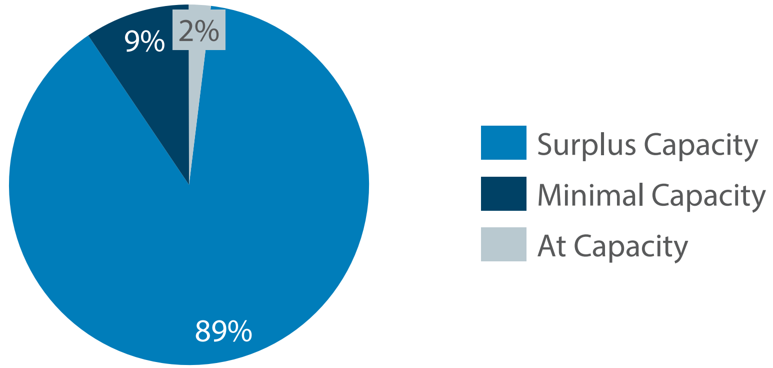
Fixed rate Home Loan expiry profile, $b



For new ANZ fixed rate loans, serviceability is assessed as:

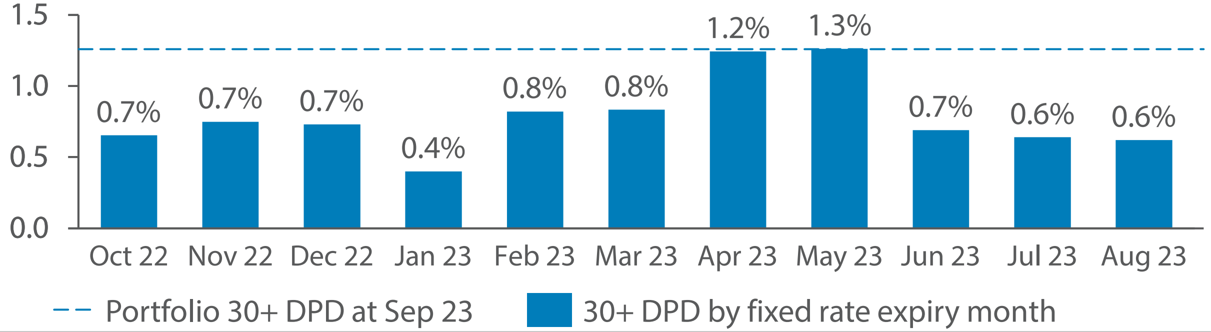
- if the standard variable rate (less customer discount) plus the 3% serviceability buffer is higher than the customer fixed rate, then the higher of the standard variable rate (less customer discount) plus the 3% serviceability buffer and the floor rate which is currently 5.1%
- else the higher of the customer fixed rate plus the 3% serviceability buffer and the floor rate which is currently 5.1%

ANZ flow borrowing capacity[1], FY23



30+ DPD at September 23 by fixed rate expiry month

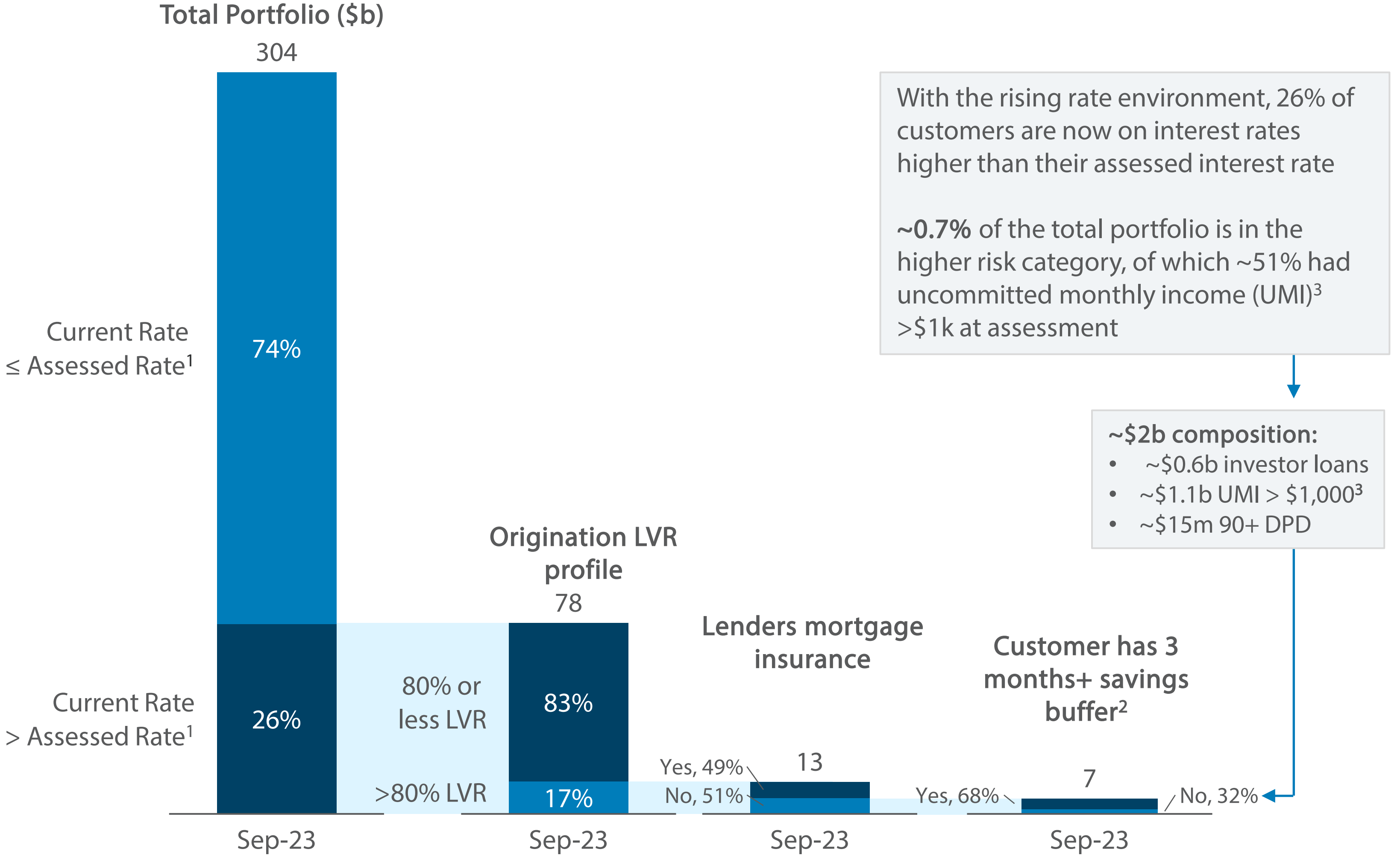
The chart reflects the 30+ DPD as at Sep 23 for all fixed rate loans that expired in the specified month e.g. the 30+ DPD as at Sep 23 for all fixed rate loans that expired in Oct 22 is 0.7%



1. Majority of lending 'at capacity' is bridging finance while 'minimal capacity' reflects the proportion of customers with a borrowing capacity of less than $50 of uncommitted monthly income (UMI). Borrowing capacity is determined after income and expense buffers and shading are applied, and based on verified income only therefore the customer's actual borrowing capacity will be higher than what is reflected in the chart

AUSTRALIA HOME LOANS – BOOK ORIGINATED AND ATTRIBUTES

Home Loans portfolio, Sep 23

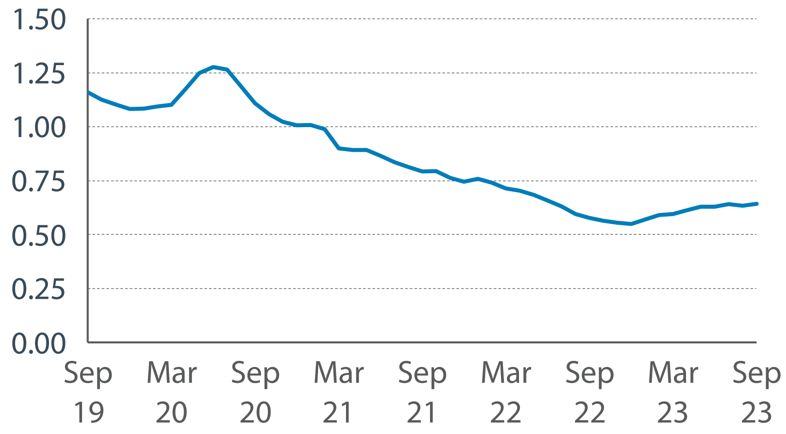


ANZ interest rate buffer & floor

Home loan applications are assessed at the greater of the customer interest rate plus the interest rate buffer or an interest rate floor

	Feb 20	Feb 21	Nov 21	Current
Floor	5.25% →	5.1%	→	→
Buffer above customer rate	+2.5%	→	+3.0%	→

90+ DPD as a % of total portfolio balances[5]

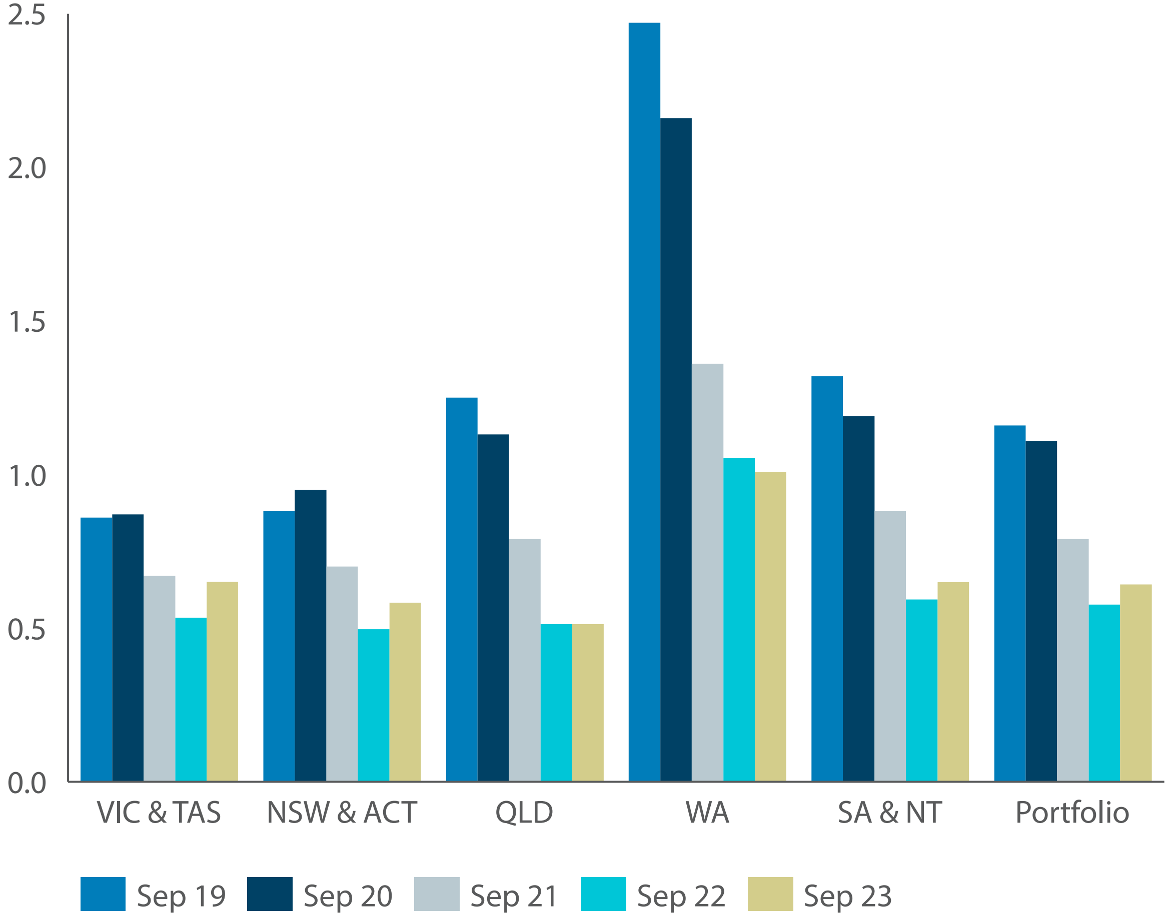


1. Accounts with missing assessed rate information are grouped into customer rate ≤ assessed rate based on the assumption that the assessed rate used in the mortgage assessment stage to account for borrower's ability to repay at origination should be higher than the current interest rate
2. Buffers are calculated at customer level, incorporating all Retail debts within the customer cluster at ANZ, and all funds available in ANZ redraw, offset and transaction and savings accounts
3. Uncommitted monthly income (UMI) is determined after income and expense buffers and shading are applied, and based on verified income only
4. Includes Non Performing Loans. ANZ delinquencies are calculated on a missed payment basis for amortising and Interest Only loans. 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

AUSTRALIA HOME LOANS – PORTFOLIO PERFORMANCE

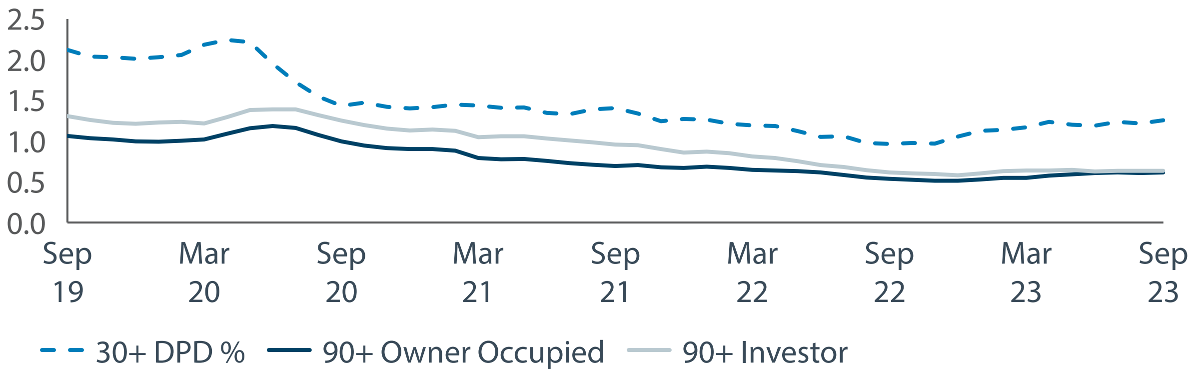
Home Loans 90+ DPD (by State)[1,2]

% of Portfolio Segment Balances

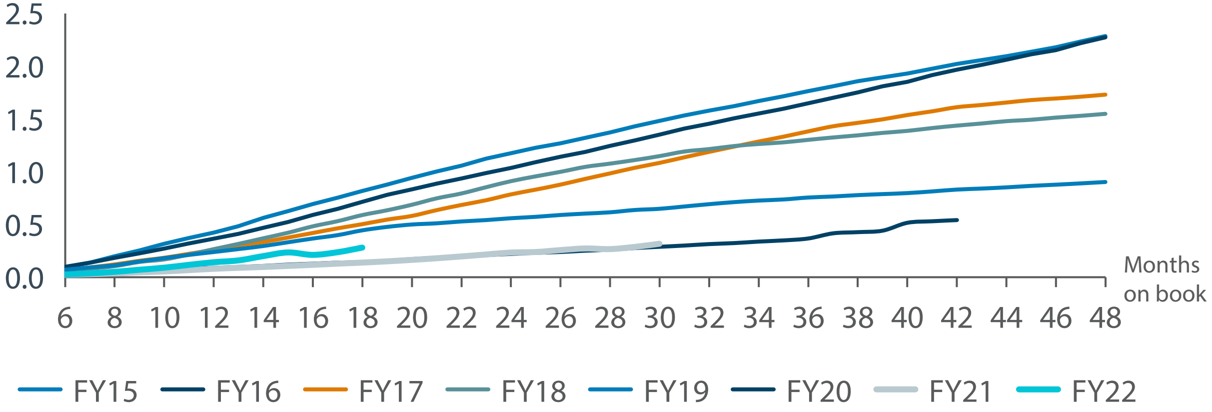


Home Loans delinquencies[1,2,3,4]

% of Portfolio Segment Balances



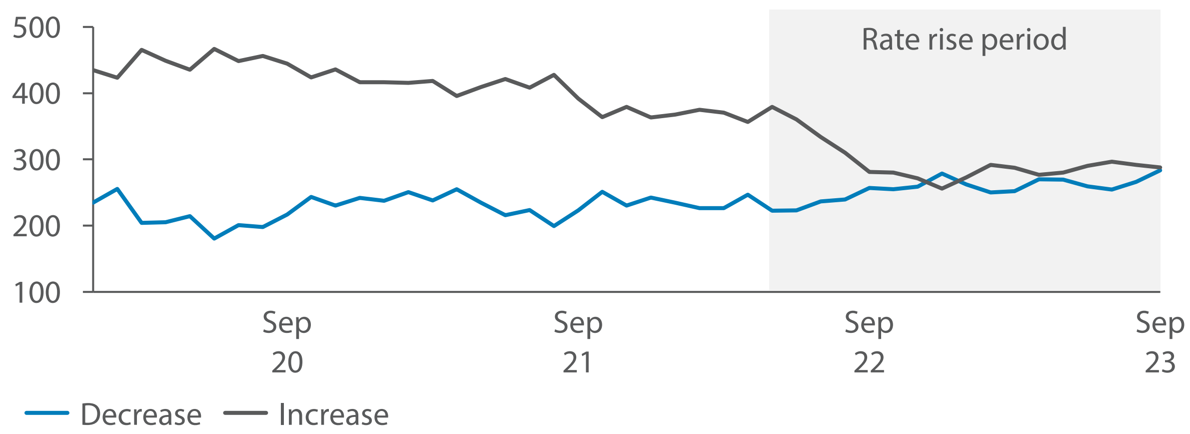
Home Loans 90+ DPD (by vintage)[5], %



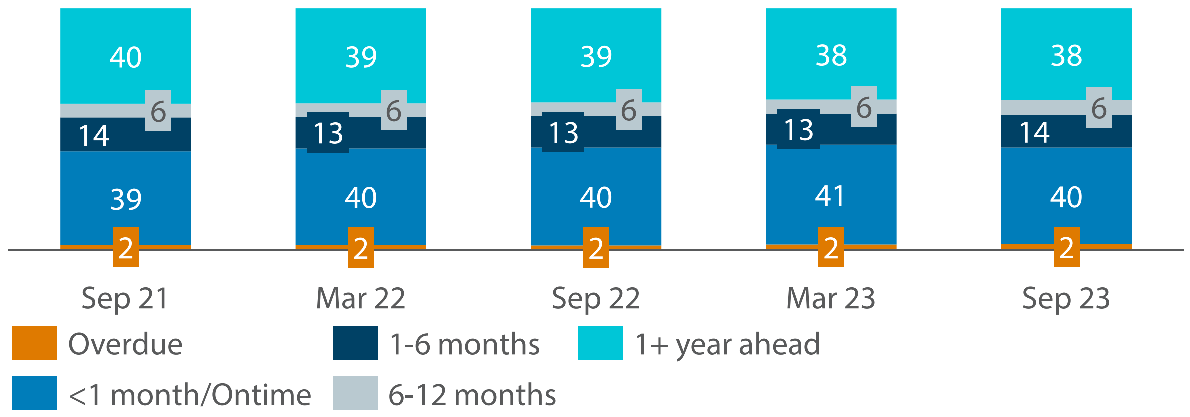
1. Includes Non Performing Loans
2. ANZ delinquencies are calculated on a missed payment basis for amortising and Interest Only loans
3. The current classification of Investor vs Owner Occupied, is based on ANZ's product category, determined at origination as advised by the customer and the ongoing precision 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

AUSTRALIAN HOUSING – LEADING INDICATORS

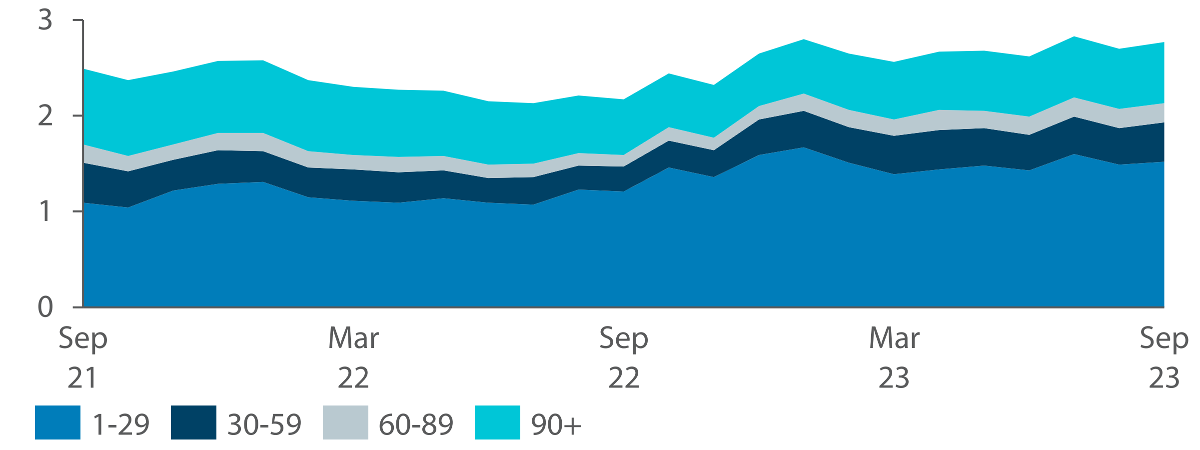
Monthly Changes in Savings Balances[1], #000s of accounts



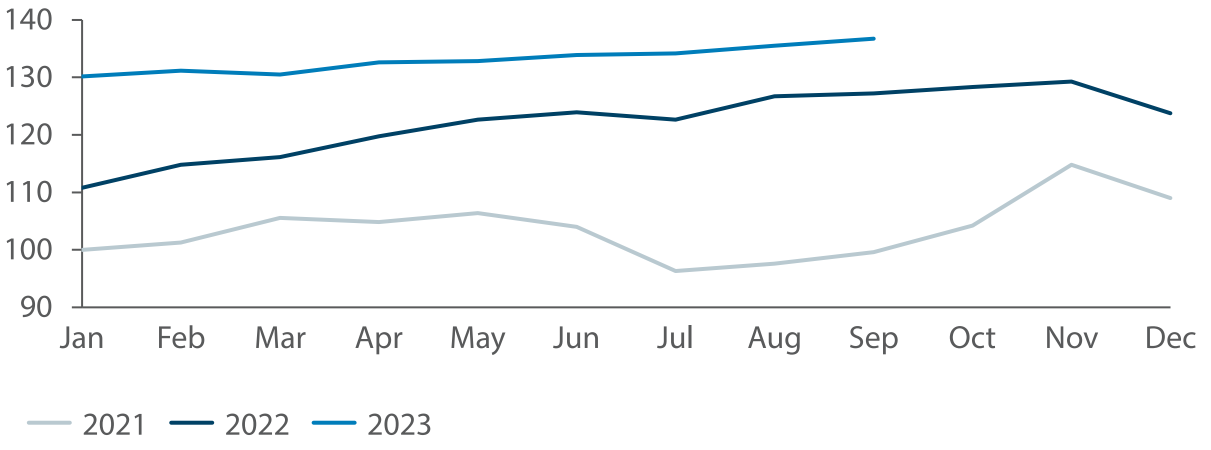
Repayment profile, %



Days past due, % of total portfolio balances



Value of retail credit & debit card payments[2], indexed Jan 21=100



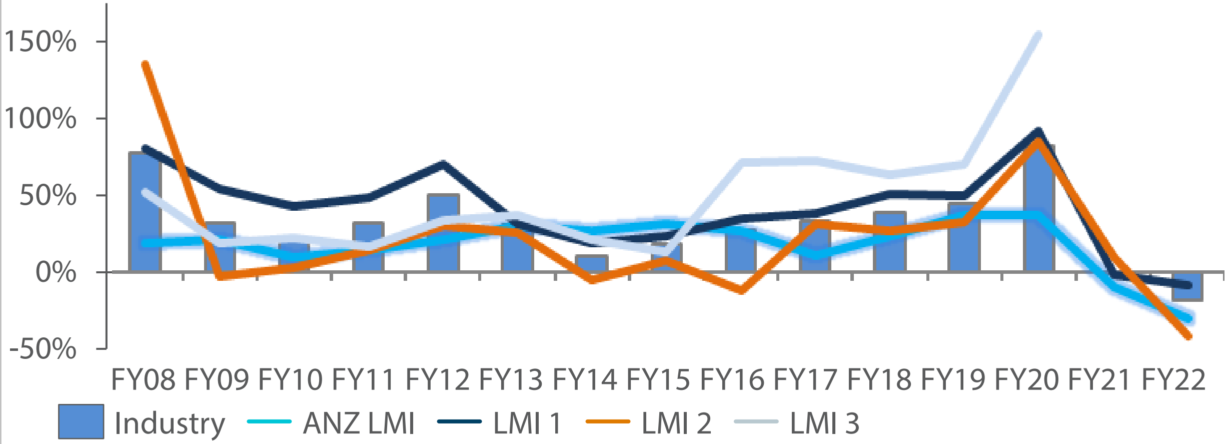
1. Includes Offset and Redraw balances (combined) and shows any month-on-month movement with no minimum threshold. Chart will not show accounts where savings balances are stable month-on-month
2. Total purchases on Australian-issued credit and debit cards Source: RBA

LENDERS MORTGAGE INSURANCE

September Full Year 2023 results

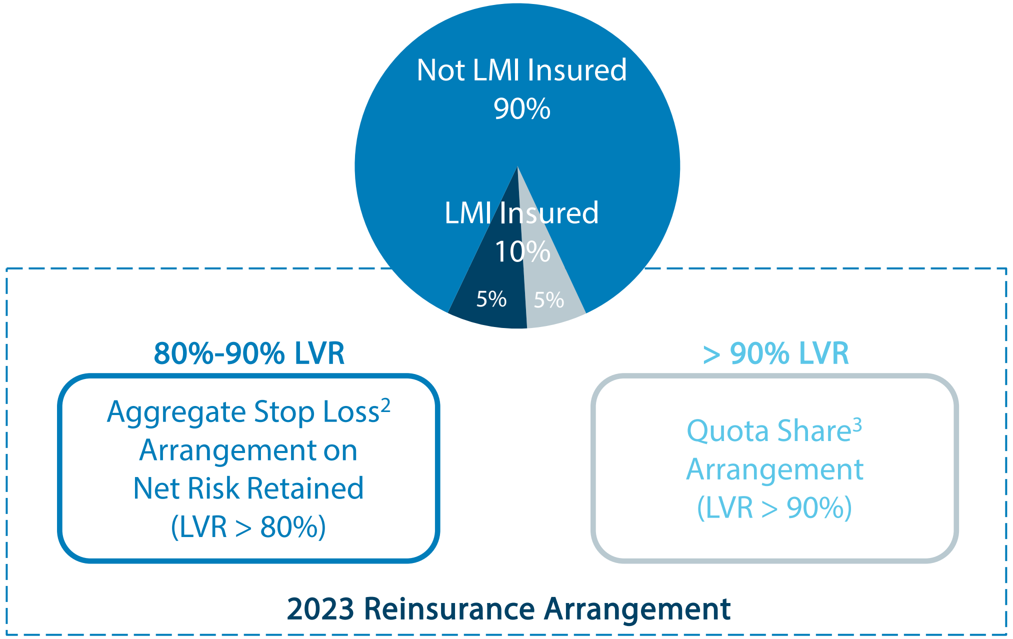
Gross Written Premium ($m)	$83.1m
Net Claims Paid ($m)	$4.0m
Loss Rate (of Loan Exposure - annualised)	1.4bps

ANZLMI claims loss ratios remained comparable to peers[1]



LMI & Reinsurance structure

Australian Home Loan portfolio LMI and Reinsurance structure at 30 Sep 23 (% New Business FUM Oct 22 to Sep 23)



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

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

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

NEW ZEALAND HOME LOANS – PORTFOLIO OVERVIEW

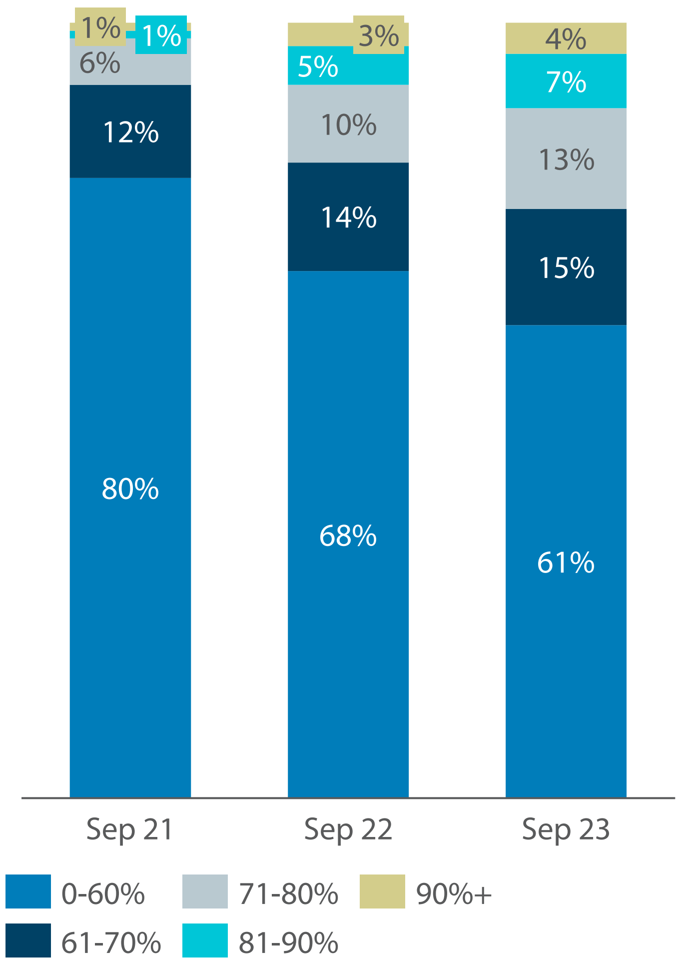
	Portfolio			Flow	
	FY21	FY22	FY23	FY22	FY23
Number of Home Loan Accounts	535k	538k	545k	56k	50k
Total FUM	NZD99b	NZD104b	NZD107b	NZD24b	NZD19b
Average Loan Size	NZD185k	NZD194k	NZD197k	NZD434k	NZD371k
% Owner Occupied	75%	76%	77%	79%	81%
% Investor	25%	24%	23%	21%	19%
% Paying Variable Rate Loan[1]	10%	11%	11%	25%	19%
% Paying Fixed Rate Loan[1]	90%	89%	89%	75%	81%
% Paying Interest Only	15%	13%	11%	20%	17%
% Paying Principal & Interest	85%	87%	89%	80%	83%
% Broker Originated	43%	47%	50%	56%	60%

	Portfolio		
	FY21	FY22	FY23
Average LVR at Origination	57%	56%	55%
Average Dynamic LVR	35%	37%	40%
Market Share[2]	30.4%	30.4%	30.4%
% Low Doc[3]	0.26%	0.22%	0.20%
Home Loan Loss Rates	0.00%	0.00%	0.00%
% of NZ Geography Lending	70%	71%	72%

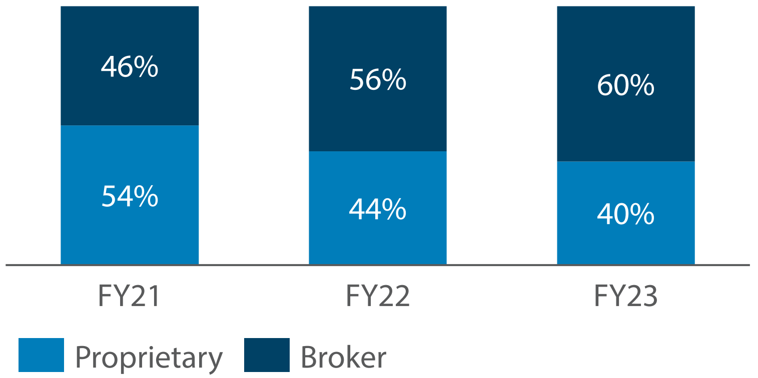
1. Flow excludes revolving credit facilities
2. Source: RBNZ, market share at NZ Geography level
3. Low documentation (Low Doc) lending allowed customers who met certain criteria to apply for a mortgage with reduced income confirmation requirements. New Low Doc lending ceased in 2007

NEW ZEALAND LOANS – HOME LENDING & ARREARS TRENDS

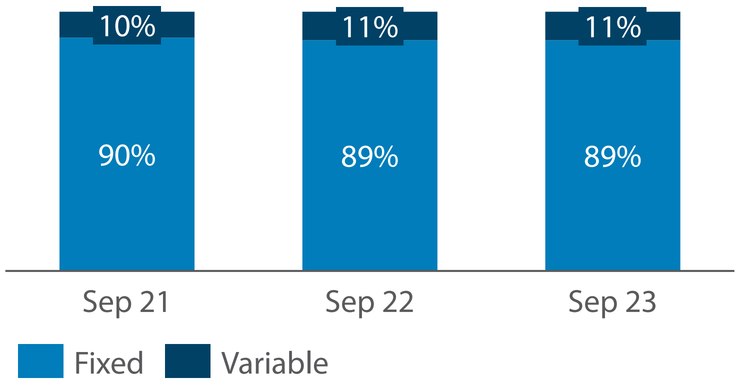
Home Loan LVR profile[1]



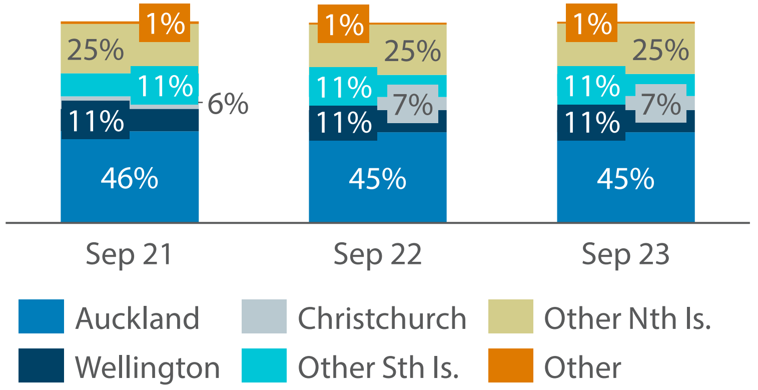
Housing flows



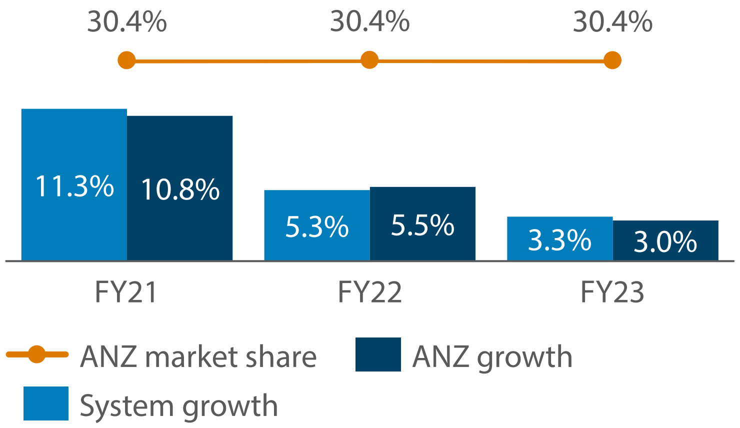
Housing portfolio



Housing portfolio by region



Market share[2]



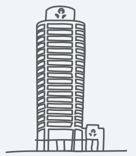
1. Dynamic basis
2. Source: RBNZ, market share at NZ Geography level

2023 FULL YEAR RESULTS

INVESTOR DISCUSSION PACK

CORPORATE PROFILE

CORPORATE PROFILE



ANZ traces its origins to the Bank of Australasia, which opened its first office in Sydney in 1835. The bank established a Melbourne office in 1838, where ANZ's world headquarters is located today at 833 Collins Street, Melbourne

- ANZ is a publicly listed company and was incorporated on 14 July 1977 in Australia. ANZ Group Holdings Limited is the main holding and operating company for the Group and our registered office is ANZ Centre, Level 9, 833 Collins Street, Docklands, Victoria, Australia
- ANZ is one of the top ten largest listed companies in Australia by market capitalisation, one of four major banks in Australia and the largest bank in New Zealand (by market share & total assets)
- ANZ operates in 29 markets across Australia, New Zealand, Asia, Pacific, Europe, America and the Middle East

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

Overview[1]

ANZ Employees & Customers
- More than 40,000 ANZ people across 29 markets
- ~9.5m customers across Retail, Commercial and Institutional

ANZ Balance Sheet
- Total assets of $1,106b, with $707b in net loans and advances
- Total liabilities of $1,036b, with $647b in customer deposits

ANZ Ownership
- Market capitalisation of $77b; 531k shareholders
- Retail shareholding: ~43% of ANZ's issued capital
- Institutional shareholding: ~57% of ANZ's issued capital

ANZ Banking Group Limited credit ratings (Long term)

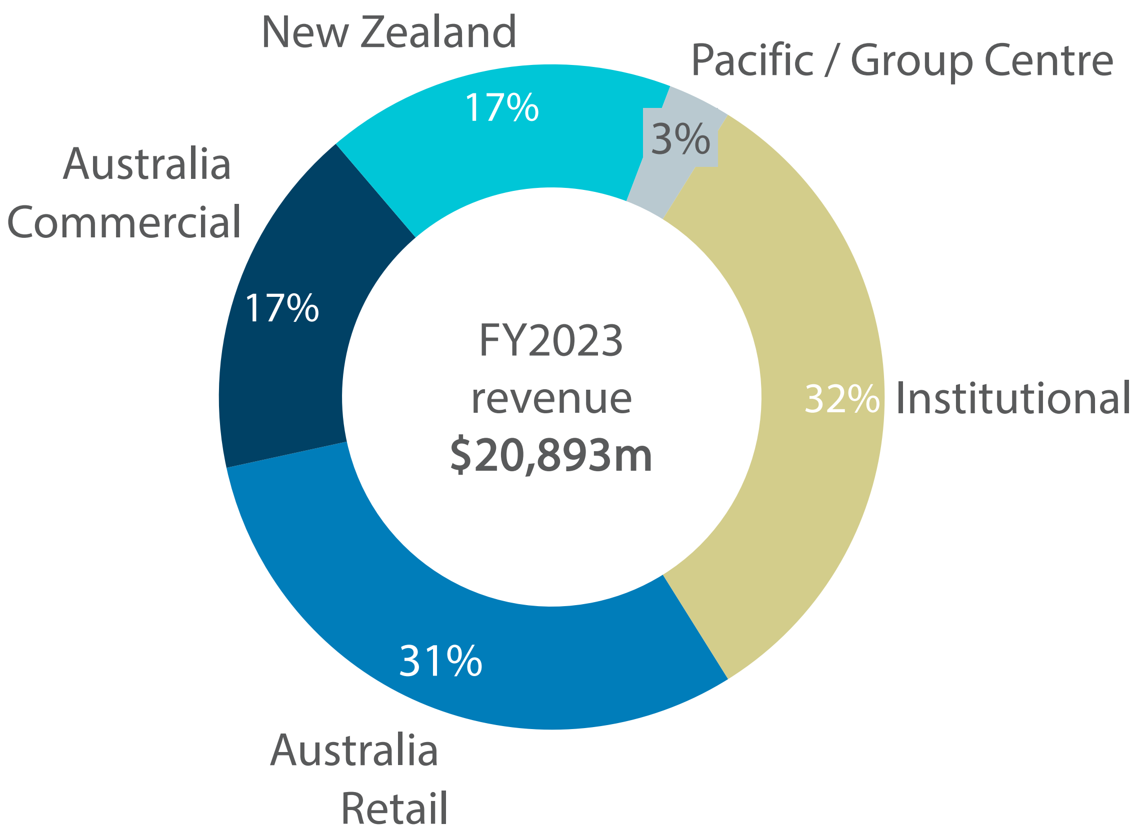
Standard & Poors	Moody's	Fitch
AA- / Stable	Aa3 / Stable	A+ / Stable

Basis: Cash Profit Continuing Operations

1. Metrics as of 30 September 2023

ANZ CORPORATE PROFILE - DIVISIONS

Group revenue, FY23 %



Institutional
Services global institutional and corporate customers, and governments across Australia, New Zealand and International (including PNG) via Transaction Banking, Corporate Finance and Markets business units

Australia Retail
Provides a range of banking products and services to Australian consumers

Australia Commercial
Provides a range of banking products and financial services to small business owners, medium commercial customers, large commercial customers, high net worth individuals and family groups

New Zealand
Provides a range of banking and wealth management products and services to consumer and private banking customers and a range of banking services to business customers

Pacific / Group Centre
Provides banking products and services to retail and commercial customers (including multi-nationals) and to governments located in the Pacific region (excluding PNG which forms part of the Institutional division)

ANZ'S GLOBAL PRESENCE

Institutional has a significant international footprint which enables it to connect clients to opportunities globally

Australia, New Zealand, Pacific

Australia	Cook Islands	Samoa
New Zealand	Fiji	Tonga
Papua New Guinea	Kiribati	Timor Leste
Solomon Islands	Vanuatu	

Asia

China	Laos	South Korea
Hong Kong	Malaysia	Taiwan
India	Philippines	Thailand
Indonesia	Singapore	Vietnam
Japan		

Europe, America, Middle East

France	United Kingdom	USA
Germany	United Arab Emirates	

OUR PURPOSE & STRATEGY

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

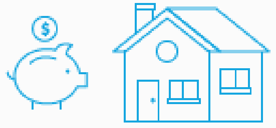
It explains 'why' we exist and drives everything we do at ANZ, including the choices we make each day about those we serve and how we operate.

We bring our purpose to life through our strategy; to improve the financial wellbeing and sustainability of customers through excellent services, tools and insights that engage and retain them, and help positively change their behaviour.

Through our purpose we have elevated areas facing significant societal challenges aligned with our strategy and our reach which include commitments to:

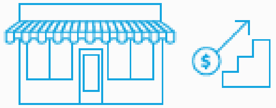
- Improving the financial wellbeing of our people, customers and communities by helping them make the most of their money throughout their lives;
- Supporting household, business and financial practices that improve environmental sustainability;
- Improving the availability of suitable and affordable housing options for all Australians and New Zealanders

In particular, we want to help customers:



Save for, buy and own a liveable home

+



Start or buy and sustainably grow their business

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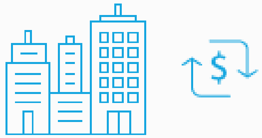


Move capital and goods around the region and sustainably grow their business

THE BANK WE'RE BUILDING

Value Creation Model

Better customer propositions:
'purposeful', engaging, efficient and 'safe'

Better financial wellbeing &
sustainability outcomes

More engaged workforce

Higher customer engagement,
greater use of our products and services

Better data,
risk decisions and pricing

Better acquisition & retention,
higher share of target customers

Better financial outcomes

Better access to capital and talent,
driving greater capacity to invest

ANZ: 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 customers' lives easier. We build loyalty by improving our customers' 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

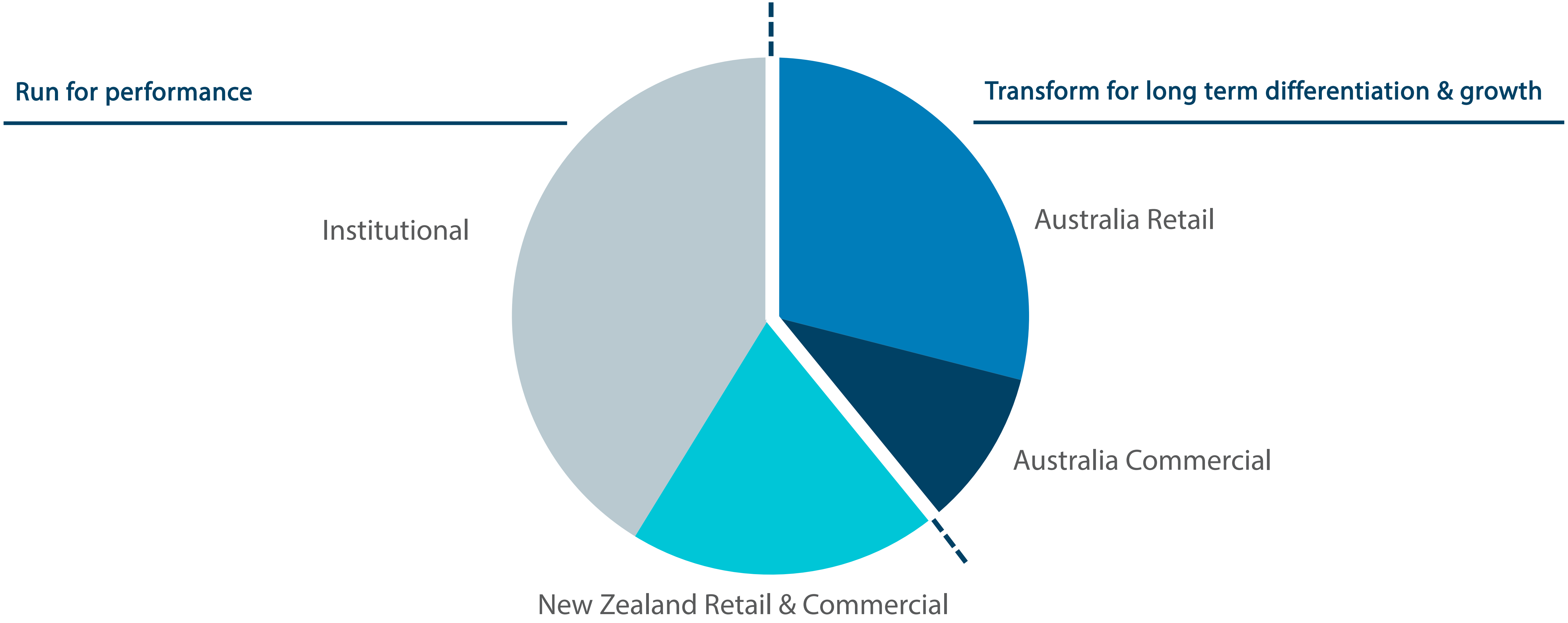
Purpose and values-led **People**

Flexible digital banking **Platforms**

Partnerships that unlock new value

FOCUSED ON PORTFOLIO OPTIMISATION

Capital allocation across ANZ divisions[1]



1. Subset of total ANZ capital. Excludes capital in Group Centre, Pacific, Asia Partnerships, Non-banking Group & NOHC surplus capital

2023 FULL YEAR RESULTS

INVESTOR DISCUSSION PACK

ENVIRONMENT, SOCIAL & GOVERNANCE - CLIMATE

OUR APPROACH TO CLIMATE

ANZ's Climate Ambition

To be the leading Australia and New Zealand-based bank in supporting customers to transition to net zero by 2050

The opportunity

The pathway to net zero emissions presents significant financing opportunities. ANZ has an opportunity to assist customers as they invest in new capabilities, technologies and assets, provide lower emissions energy and power, nature positive solutions or adapt to a less carbon intensive economy.

Our climate change commitment

Provides the framework to achieve our strategy of transitioning our lending in line with the goals of the Paris Agreement.

Our key focus areas to achieve our net zero ambition

- Support our customers to transition
- Transition our lending in line with the goals of the Paris Agreement
- Engage constructively and transparently with stakeholders
- Reduce emissions from our operations

Facilitated by…

- Our Environmental Sustainability Strategy
- Our risk management approach
- Our sensitive sector requirements
- Industry and product expertise
- Progressively deepening our staff's understanding of climate risks and opportunities
- Developing the right internal culture and mindset
- Target and pathways
- Customer engagement
- Strategic partnerships

OVERVIEW

Supporting our customers to transition

ANZ has chosen some key focus areas as part of our Environmental Sustainability Strategy

Focusing where we can make the most impact

- A new phase of customer engagement in 2024, triggered in part by the Safeguard Mechanism reform in Australia[4]
- The new Large Emitters Engagement Program (LEEP) will see us:
  - Focusing on our absolute 100 largest emitters
  - Raising our customer transition plan benchmarks
  - Expecting customers to obtain third-party assurance of emissions performance and targets
- The LEEP, together with sectoral pathways, are informing our credit decisions in high emitting sectors
- Expanding sectoral pathways, four new 2030 targets in two sectors: Thermal Coal and Transport (three sub-sectors)
- Consolidating commitments into a more explicit oil and gas (O&G) policy and enhancing it:
  - Targeting a reduction in upstream O&G exposure by ~40 per cent by end 2025[5]
  - O&G transition plans – customers must attain at least a 'well developed' (category B) plan by end 2025

1. Supporting sustainable resource extraction in areas such as iron ore, lithium, nickel, cobalt, rare earths, copper and bauxite
2. Supporting basic materials production including green steel and low-carbon aluminium production
3. Supporting new technology projects focused on upstream hydrogen and carbon capture use and storage
4. [The Safeguard Mechanism in Australia (cleanenergyregulator.gov.au)](https://cleanenergyregulator.gov.au)
5. From a 2020 baseline. Subject to foreign exchange rates, given that a significant portion of our oil & gas exposures are denominated in USD

ANZ CLIMATE APPROACH - PROGRESS TOWARDS NET ZERO

2018
Set a target to encourage and support 100 of our largest emitting business customers to develop or strengthen their transition plans

2021
First Australian bank to join the NZBA[1]

NZBA Sectoral Pathways targets: Commercial Real Estate, Power Generation

2023
NZBA Sectoral Pathway targets: Thermal coal, Transport sub sectors, Shipping, Institutional Agribusiness, Residential mortgages

2025
Enhanced customer engagement through LEEP, including additional Sectoral Pathways customers

Starting Early → **Scaling Up** → **Enhanced Customer Engagement** → **From Ambition to Action**

2015
Issued first Green Bond certified by the Climate Bonds Initiative

2019
Target to fund and facilitate at least $50 billion[2] by 2025 towards sustainable solutions

2022
Announced target to fund and facilitate at least $100 billion by 2030 in social and environmental outcomes

NZBA Sectoral Pathway targets: Oil & Gas, Cement, Aluminium, Steel

2024
New phase of LEEP, including focused engagement and raised expectations for our 100 largest emitting business customers

2030
Aim to achieve NZBA Sectoral Pathway Targets

1. Net Zero Banking Alliance
2. All amounts are in $AUD unless otherwise stated

ENHANCED ASSESSMENT FRAMEWORK FOR OUR LARGEST EMITTING CUSTOMERS

Three key elements of a robust low carbon transition plan (governance, targets, disclosures)

Enhanced framework includes a sharper focus on whether our customers are implementing their plans, e.g., to achieve an 'A' rating customers will need to be 'on track' or 'almost on track' with meeting their scope 1 & 2 targets

Illustrative examples of characteristics of customers within each category are shown below

	Category A *'Advanced'*	Category B *'Well Developed'*	Category C *'Underdeveloped'*	Category D *'No public plans'*
Governance	✓ Strong governance in place to manage climate risk ✓ Acknowledges climate risk is a material risk and opportunity	✓ Public climate change commitment	✓ Sustainability and climate risk discussed with senior leaders	➢ Acknowledges the need to develop a transition plan
Targets	✓ Decarbonisation trajectory is on track for scope 1 & 2 "Paris-aligned" targets ✓ Discloses material scope 3 emissions ✓ Incorporates climate change performance into executive remuneration	✓ "Paris-aligned" 2030 emissions reductions targets[1] for scope 1 & 2	✓ Has targets to reduce 'emissions intensity' across some of its operations	No public targets or other plans to reduce emissions ➢ Developing sustainability projects ➢ Developing sustainability framework
Disclosures	✓ TCFD-aligned reporting	✓ TCFD-aligned reporting	➢ Moving towards TCFD-aligned reporting	Has not reported against TCFD

➢ In Progress ✓ In place/ met

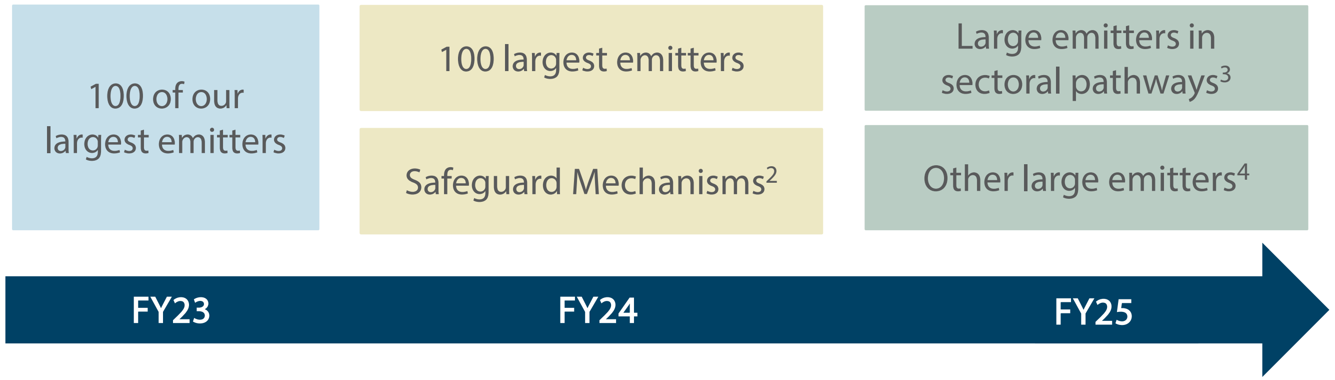
1. Energy customers will need to achieve at least a 'B' by end 2025 and disclose:
   - Material scope 3 emissions and any progress towards reducing those emissions
   - How company strategy, targets and planned capital expenditure is aligned with the Paris goals

ENHANCED CUSTOMER ENGAGEMENT TO SUPPORT EMISSIONS REDUCTIONS

Increased focus on emission targets

- In FY24, a more challenging assessment framework applied to our 100 largest emitting business customers
- In FY25, remaining large emitters in our sectoral pathways captured in our engagement program
- By end 2025, continue to seek improved plans from Category C and D customers or look to reduce exposure

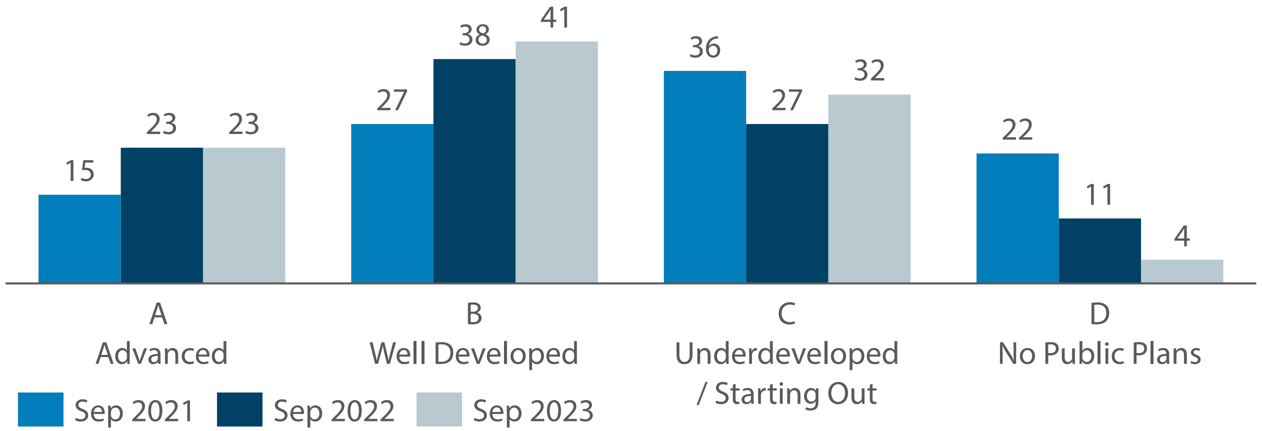
Climate Change Risk Assessment Scope[1]
Large Emitters Engagement Program (from FY24)



Each of the 100 of our largest emitting customers were engaged in FY23

- A positive change over a three-year period as customers built or strengthened their capacity to transition
- 64% of customers now with 'well developed' or 'advanced' transition plans (61% in 2022, 42% in 2021)
- It is timely to focus our efforts to *'where we can make the most impact'*

Customers grouped by transition plan category



1. Climate Change Risk Assessment (CCRA) is an online tool that will be used to help guide customer engagement and assess and manage climate-related risks of certain customers in Institutional, including our largest emitting business customers
2. Additional Safeguard Mechanism customers if not already covered in our 100 largest emitters
3. Additional large emitters in sectoral pathways if not already covered in FY24, focusing on the most material exposures
4. Any remaining material corporate exposures in carbon-intensive sectors such as large agribusiness, or chemical manufacturers

BACKING THE TRANSITION THROUGH FINANCING SUSTAINABILITY

ANZ is supporting our customers through labelled and other financing products and services

Sustainable Finance

- ANZ's Sustainable Finance team is helping our customers by encouraging them to identify climate and nature-related risks and opportunities
- Sustainable financing includes deployment of capital into eligible green, social and sustainability initiatives
- Highlight: In June 2023, ANZ solely arranged and participated in a US$280 million syndicated green loan for SK Battery America Inc.

Supporting customers' sustainability ambitions

- Supporting customers' sustainability ambitions through unlabelled[1] financing products and services, such as relationship lending, project and export finance, asset finance, loan syndications, advisory and markets solutions
- Highlight: ANZ provided a A$40 million loan for the procurement of zero emission electric buses for a subsidiary of Kelsian Group Limited
- Highlight: Tilt Renewables, one of Australia's largest renewables energy generators, refinanced and increased their syndicated debt facility to $2.6 billion. ANZ acted as the Joint Mandated Lead Arranger

During 2023 we participated in 111 sustainable finance deals with a total deal size of $144b[2] compared to 127 deals with a total deal size of $155b in 2022:

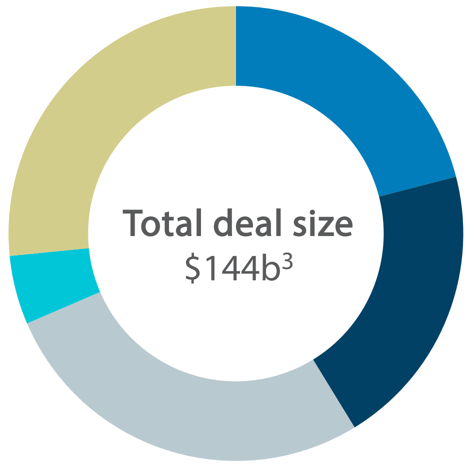
$112b (53 deals) from **International**

+

$22b (35 deals) from **Australia**

+

$10b (23 deals) from **New Zealand**



- $30b (26 deals) from Diversified Industries
- $29b (11 deals) from Food, Beverage and Agriculture
- $39b (38 deals) from Financial Institutions Group
- $7b (16 deals) from Property and Health
- $38b (21 deals) from Resources, Energy and Infrastructure

1. 'Unlabelled' refers to our existing banking products and services where no specific sustainability related label is applied
2. Of the 111 sustainable finance deals we participated in, $7.9 billion was attributed to ANZ via our distribution capability, and $8.2 billion via on balance sheet loans and other credit lines
3. Numbers do not add to $144 billion due to rounding

SUPPORTING OUR COMMERCIAL CUSTOMERS SHIFT TO LOW CARBON BUSINESS MODELS AND HOMEOWNERS TO IMPROVE ENERGY EFFICIENCY

Helping commercial customers invest in energy efficiency	• Continuing to work with the Clean Energy Finance Corporation (CEFC) Energy Efficient Asset Finance Program to support Australian businesses invest in emission reducing infrastructure • Since its launch in 2017, this program has helped finance more than $279 million of investment in 1,240 clean energy technology deals • Highlight: Tandy Group, a customer involved in concrete production, quarries, agricultural lime and potable water production in Queensland invested in sustainable equipment to reduce their carbon footprint
Supporting NZ business and retail customers implement sustainable initiatives	• New Zealand customers are using business and retail lending products to reduce their carbon footprint and improve their home's health and energy efficiency • In New Zealand, we supported more than 6,400 households in lending through our Good Energy Home Loan[1] top up, while our business and agriculture customers invested more than NZ$30 million in assets or projects that demonstrated environmental benefits through the ANZ Business Green Loan
Building internal capacity and helping customers with carbon credits	• ANZ's Environmental Markets team is building capability to help customers to devise innovative carbon credit acquisition strategies and to help relevant stakeholders bring high quality carbon credits to market and streamline carbon trading

1. anz.co.nz/personal/home-loans-mortgages/loan-types/good-energy/

EXPANDED SECTORAL PATHWAYS AND TARGETS[1]

Sectoral Pathways and Targets backing customer decarbonisation

- As per NZBA, 2030 interim targets set for eight priority sectors
- Aimed at ensuring by end 2024 at least 75% of our lending portfolio emissions are on a net zero pathway
- Expanding sectoral pathways in 2023: new 2030 targets for **Thermal Coal** and **Transport** sub-sectors (Aviation, Shipping and Auto Manufacturing)

Existing Pathways	2030 Interim Target	Status
Power Generation	50% reduction (2020 baseline)	On track
Oil and Gas	26% reduction (2020 baseline)	On track
Aluminium	30% reduction (2021 baseline)	Not on track
Cement	20% reduction (2021 baseline)	On track
Steel	28% reduction (2021 baseline)	Close to on track
Large-scale Commercial real estate	60% reduction (2019 baseline)	On track
New Pathways		
Thermal Coal	100% reduction (2020 baseline)	On track
Transport sub-sector: Aviation	30% reduction (2019 baseline)	On track
Transport sub-sector: Auto Manufacturing	29% reduction (2022 baseline)	On track
Transport sub-sector: Shipping	10% reduction (2022 baseline)	On track

● >10% above pathway ● <=10% above pathway ● On or below pathway

1. Please see the important information about forward-looking statements and climate-related information at the start and end of this presentation pack

BACKING CUSTOMER DECARBONISATION – NEW SECTORAL PATHWAYS AND TARGETS[1]

By 2025 ANZ includes majority of auto manufacturing customers in LEEP

AUTOMOTIVE MANUFACTURING
"Auto Manufacturing Company Corp."

Suppliers → Auto Manufacturers → Auto Services

Paris-aligned targets set their path

In 2023
- Disclosed Paris-aligned plans and decarbonisation strategy

By 2025
- Customers increase research and development into zero emissions vehicle production

By 2030
- Interim net zero targets for newly produced cars
- Set production targets to phase out internal combustion vehicles

Examples of Paris-aligned investments

Company increasingly invests in:
- Research and development into zero emissions vehicle production
- Manufacturing plant upgrades to increase production of zero emissions vehicles

Customer Highlight: Auto Manufacturing

- ANZ led a syndicated transaction for a global car parts manufacturer for the financing of their capex program to establish new electrification facilities
- The facilities support the production of electric vehicles reducing transport related carbon emissions and delivering on the customer's commitment to pursue investment in relation to sustainable energy related projects
- Further investments are planned as the company undertakes its transformation to 2045 net zero across its business and supply chain

1. Please see the important information about forward-looking statements and climate-related information at the start and end of this presentation pack

BACKING CUSTOMER DECARBONISATION – NEW SECTORAL PATHWAYS AND TARGETS[1]

By 2025 ANZ includes majority of Aviation and Shipping customers in LEEP

	AVIATION *"Aviation Company Corp."*	SHIPPING *"Shipping Company Corp."*
	Suppliers → Airplane Manufacturers → Airline Services	Suppliers → Ship Manufacturers → Shipping Operator / Owners → Recycling
Paris-aligned targets set their path	**In 2023** • Disclosed Paris-aligned plans and decarbonisation strategy **By 2025** • Increase research and development into low / no carbon technology **By 2030** • Increased adoption of sustainable aviation fuel • Review options for carbon capture and/or offsets	**In 2023** • Disclosed Paris-aligned plans and decarbonisation strategy **By 2025** • Optimising operational efficiency • Retrofitting existing assets • Increasing research and development into low / no carbon technology **By 2030** • Switching to low-carbon fuels
Examples of Paris-aligned investments	**Company increasingly invests in:** • Low / zero carbon technologies • Research and development into low / no carbon technology	**Company increasingly invests in:** • Retrofitting existing assets • Switching to low-carbon fuels • Research and development into low / no carbon technology

1. Please see the important information about forward-looking statements and climate-related information at the start and end of this presentation pack

BACKING CUSTOMER DECARBONISATION IN SECTORAL PATHWAYS[1]

Sectoral Pathways and LEEP informing our credit decisions, enabling us to accelerate progress in carbon-intensive sectors

Oil & Gas (O&G)

Oil & Gas Policy

- Targeting a reduction in upstream O&G exposure by ~40% by 2025[2], complementing our existing financed emissions reduction target

O&G customer transition plans

- New lending after FY25 will be dependent on customers meeting our transition plan expectations
- A customer approached us with a new financing request. They hadn't sufficiently progressed their transition plan, we declined to participate. We'll continue working with them, so they understand our expectations
- Another customer was able to show enough evidence of improvement with their transition plan. We felt comfortable participating in a new lending facility and will monitor their progress to seek further improvement by end of 2025

Power Generation

Renewable Energy Highlight

- ANZ has funded 2.3GW of greenfield renewables throughout our portfolio in FY23, including 1GW in Australia

Customer financing highlight

- ANZ arranged and provided financing and hedging for a large renewable infrastructure fund invested in wind farms
- The fund seeks to connect investors with the opportunity to participate directly in the energy transition
- The wind farm operator manages a globally diversified portfolio of renewable energy assets

Thermal Coal

Thermal Coal exposure will continue to decline over time

- ANZ is targeting a reduction in Thermal Coal mining exposure by 100% by 2030 based on 2020 levels[3]

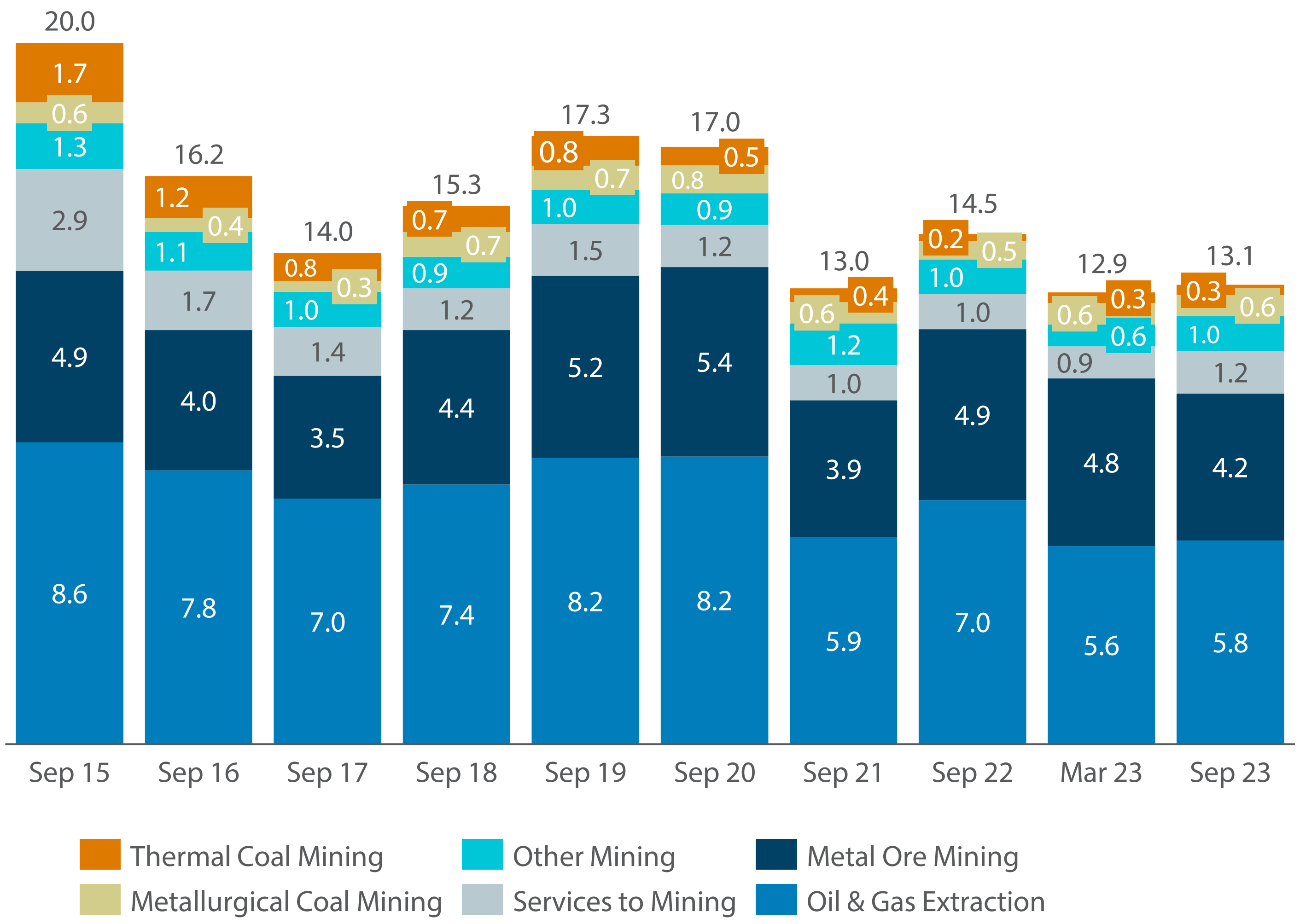
Customer engagement

- In addition to managing our thermal coal exposure, we are engaging with customers deriving revenue from mining-related activities
- A diversified mining sector customer approached ANZ mid 2022 to re-engage a lending relationship
- We have seen a significant shift in their sustainability journey and strategic response to the net zero transition
- This renewed approach persuaded ANZ to recommence engagement and resulted in ANZ providing a new loan facility in 2023

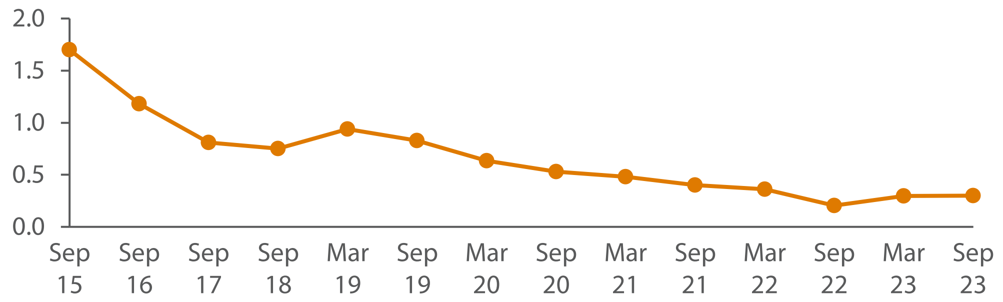
1. Please see the important information about forward-looking statements and climate-related information at the start and end of this presentation pack
2. Based on 2020 levels. Subject to foreign exchange rates, given that a significant portion of our oil & gas exposures are denominated in USD
3. Companies that generate the majority of their revenue from thermal coal (categorised into ANZSIC code 1102)

OUR RESOURCES PORTFOLIO

Resources Portfolio, EAD[1] $b



Thermal Coal Mining, EAD[1] $b



Since 2015 our exposure to thermal coal mining has reduced by ~85%

ANZ's exposure to thermal coal mining is a small portion of our overall lending (now comprising ~0.02% of Group EAD)

Movements in Oil and Gas and Thermal Coal Mining exposures

Some of the movements in our exposures this year can be attributed to APRA's capital reforms[2], which changed the factors applied to loan amounts used to determine our EAD, requiring more capital to be held for certain types of lending and other banking facilities, and less for others.

The impact on two sectors is outlined below:

- Our thermal coal mining exposure[3] increased this year, almost entirely related to the impact of the capital reforms. The majority of our exposures to the thermal coal mining sector are made up of mining rehabilitation guarantees, which requires increased capital under the reforms. The increase was not due to new lending to the sector.
- Our upstream oil and gas exposures decreased in FY23, driven by the capital reforms, lower lending balances, and decreases in trade and markets exposures

1. Exposure at Default
2. APRA release minor amendments to capital frameworks for ADIs: https://www.apra.gov.au/news-and-publications/apra-releases-minor-amendments-to-capital-framework-for-adis
3. This exposure is to the ANZSIC code 1102, ie those customers for whom thermal coal mining is their predominant activity. It does not include other thermal coal mining exposure to diversified miners, which will be captured under other ANZSIC codes

CUSTOMER ENGAGEMENT TO SUPPORT BIODIVERSITY PROTECTION

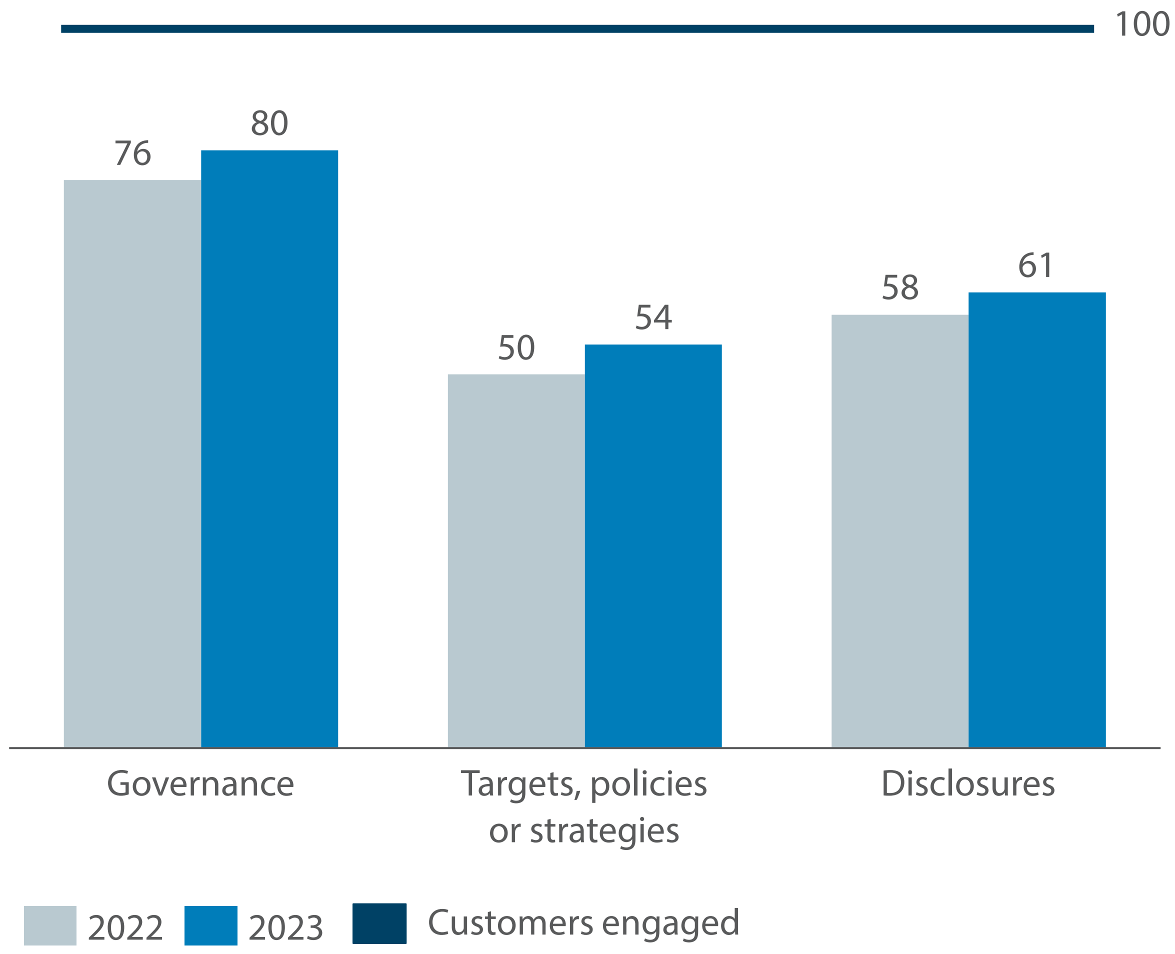
Supporting customers to transition to nature positive outcomes

- ANZ seeks to support customers to transition to net zero and nature positive outcomes
- Positive engagement with 100 of our largest emitting business customers group on biodiversity, with increased customer awareness of biodiversity and an increasing willingness to improve holistic management approaches
- Our engagement is helping to refine our screening, improve our knowledge and enhance our capacity to further engage

Pilot of the TNFD 'LEAP' Framework

- In 2023, we participated in a pilot study of the TNFD[1] framework's application and provided feedback on the learnings and existing barriers to adopting and implementing the framework in the Australian context[2]
- Piloting the approach enabled ANZ to develop an understanding of how nature-related risks and opportunities are expected to be identified, assessed and disclosed in line with the TNFD

Large emitting business customers' approach to biodiversity



1. Taskforce on Nature-related Financial Disclosures
2. We acknowledge the Department of Climate Change, Energy, the Environment and Water for sponsoring the pilot study, which was facilitated by EY

2023 FULL YEAR RESULTS

INVESTOR DISCUSSION PACK

ENVIRONMENT, SOCIAL & GOVERNANCE - TARGETS, HOUSING AND FINANCIAL WELLBEING

OUR FY23 ESG PERFORMANCE AGAINST TARGETS

Target	Performance	Relevant SDGs
Have 30% or more of ANZ Plus Save customers set a savings goal, by end 2023.	• 36% of ANZ Plus customers have created a goal	10
Establish seven new partnerships to expand the reach and improve the impact of MoneyMinded for disadvantaged communities, by end 2023	• We have established 14 new MoneyMinded partnerships since October 2020. These partnerships have enabled us to deliver MoneyMinded to more lower income people across the markets we operate in to help improve their financial wellbeing	17
Fund and facilitate at least $100 billion by end of 2030 in social and environmental outcomes through customer activities and direct investments. This includes initiatives that help lower carbon emissions, protect nature and biodiversity, increase access to affordable housing and promote financial wellbeing.	• Since 1 April 2023, we have funded and facilitated approximately $8.8 billion, across 54 transactions, of which $4.1 billion is funded and $4.7 billion is facilitated • On 31 March 2023 ANZ concluded its $50 billion by 2025 sustainable solutions target. We had funded and facilitated close to $47 billion[1] across 387 transactions and were forecast to meet our $50 billion target well in advance of 2025	1, 5, 6, 7, 8, 9, 10, 11, 12, 13
Engage with 100 of our largest emitting business customers to encourage them to, by end 2024: strengthen their low carbon transition plans so that more customers achieve a 'well developed' or 'advanced' rating; and enhance their efforts to protect biodiversity.	• We re-engaged with all 100 customers on their low carbon transition plans and efforts to protect biodiversity this year • 64 customers now have 'well developed' or 'advanced plans' versus 42 in September 2021. • We prioritised engagement with 'underdeveloped / starting out' and 'no public plans' rated customers (those with less developed or no public plans) to seek improvements in their plans. Seven customers have improved from 'no public plans' to 'underdeveloped / starting out' in 2023 • For biodiversity, 54 customers have targets, policies or strategies in place to protect biodiversity, with 61 making disclosures of their efforts to protect biodiversity • We are revising this target with a new phase of engagement with our largest emitting business customers commencing in FY24 triggered, in part, by the Safeguard Mechanism in Australia	12, 13, 15

See our 2023 ESG Supplement and Climate-related Financial Disclosures for the complete suite of FY23 ESG targets and details on full year performance

1. This number is a restatement from our 2023 Half Year unaudited disclosures made on 5 May 2023. The $50 billon target was closed after reaching $47.09 billion; the closing audited balance has since been confirmed as $46.99 billion.

OUR FY23 ESG PERFORMANCE AGAINST TARGETS

Target	Performance	Relevant SDGs
Improve the management of climate change risks through the following activities by end 2023: - preparing a set of risk standards based on regulatory obligations, to be applied across all countries and territories where ANZ operates; - extending our Climate Change Risk Assessment (CCRA) methodology beyond our Project Finance business, starting with Institutional customers in higher emitting sectors such as resources and energy; and - developing a data strategy to inform our approach to sourcing and integrating climate data into sectoral transition pathways, scenario analysis, stress testing and analytics. This will include lessons learned from the New Zealand climate risk program.	• We engaged an external provider to undertake an assessment comparing regulatory expectations across seven of the jurisdictions in which we operate: Australia, New Zealand, Singapore, Hong Kong, the United Kingdom, Europe and the USA. The assessment will help inform the integration of climate risk standards and obligations into our Non-Financial Risk Framework commencing from 2024. • The CCRA has been digitised and integrated into our credit risk assessment process via our Online Customer Profile platform, alongside our Social & Environmental Risk screening tool. • The CCRA is being expanded beyond our Project Finance business starting with Institutional energy sector customers subject to the enhanced due diligence process and customers in our Large Emitters Engagement Program. • The CCRA will continue to be rolled out to Institutional customers in a phased approach across 2024 and 2025. • An Environmental Sustainability (ES) data strategy has been developed and endorsed by Data Prioritisation Forum members. • We expect that the data strategy will help us to develop a more coordinated, centralised approach to climate data that can be shared across divisions and jurisdictions in which we operate	

See our 2023 ESG Supplement and Climate-related Financial Disclosures for the complete suite of FY23 ESG targets and details on full year performance

OUR FY23 ESG PERFORMANCE AGAINST TARGETS

Target	Performance	Relevant SDGs
Reduce the direct impact of our business activities on the environment by: 6.1 Reducing Scope 1 and 2 emissions by 85% by 2025 and 90% by 2030 (against 2015 baseline); 6.2 Increasing renewable electricity to 100% by 2025*; 6.3 Reducing water consumption by 40% by 2025 (against 2017 baseline); 6.4 Reducing waste to landfill by 40% by 2025 (against 2017 baseline); & 6.5 Reducing paper consumption (both office and customer paper use) by 70% by 2025 (against 2015 baseline).	• 6.1 – Combined Scope 1 and 2 emissions have decreased by 80% against a 2015 baseline • 6.2 – 49% of electricity consumption associated with our operations came from renewable sources in 2023 • 6.3[1] – Global water consumption has decreased by 61% against a 2017 baseline • 6.4[2] – Waste to landfill generated by global operations has decreased by 71% since 2017 • 6.5[3] – Paper consumption has decreased 71% since 2015 *N.B. Environmental reporting year is 1 July – 30 June, in line with the Australian regulatory reporting year*	
Fund & facilitate AU$10 billion of investment by 2030 to deliver more affordable, accessible and sustainable homes to buy and rent (Australia /New Zealand)	This year we have funded and facilitated an additional ~$610 million, bringing our total since October 2018 to ~$5.3 billion[4].	

See our 2023 ESG Supplement and Climate-related Financial Disclosures for the complete suite of FY23 ESG targets and details on full year performance

1. Water: Although we are currently exceeding our 2025 target, this year we have seen normalisation of our water consumption towards pre-pandemic levels. We expect water consumption to increase in the coming year, due to an increase in staff returning to our workplaces
2. Waste: Although we are currently exceeding our 2025 target, waste to landfill generation increased by 4% since last year. This change was due to an increase in staff returning to our workplaces, which we expect to continue over the coming year
3. Paper: Although we are currently exceeding our 2025 target and have seen a 2% reduction in our paper consumption year on year, we expect paper consumption to increase in the coming year, due to an increase in staff returning to our workplaces
4. Includes ~$4.4 billion disclosed in FY22, ~$610 million achieved in FY23 and an additional ~$288 million in deferred deals from FY22 that have not previously been disclosed

OUR FY23 ESG PERFORMANCE AGAINST TARGETS

Target	Performance	Relevant SDGs
Support more customers into healthier homes through discounted lending of NZ$300m funds under management and 12,000 households by end 2025 (New Zealand).	Since Oct 2020 we have supported 9,482 households into healthier homes and drawn down NZ$379.09 million through: • Our Healthy Home Loan package • Our Good Energy Home Loan Top Up • Interest-free Insulation Loans[1] As at the end of Sep 23 we have achieved: • 126% of our FY25 FUM target • 74% of our FY25 Household target	
Achieve the 17 actions in our Reconciliation Action Plan, by end 2024 (Australia)	We continue to make good progress against the 17 actions in our RAP, delivering all objectives that fell due in 2023. This year, we: • Launched a Commercial banking proposition, appointing two Indigenous Small Business Managers to work with our Indigenous Commercial customers. • Partnered with Indigenous Business Australia to host a one-day CEO Assessment Clinic for the leaders of six Indigenous businesses. • Spent $11.7 million with Indigenous businesses ($24.4 million since the RAP commenced). • Implemented a Cultural Learning Strategy designed to improve the cultural competency of Australia-based non-Indigenous employees to meet the needs of Aboriginal and Torres Strait Islander customers, employees and community partners. • Embedded First Nations design principles into the design concepts for key offices and branch refurbishments or new builds, in consultation with local Traditional Owners. • Developed and implemented ANZ's First Nations Recruitment, Retention and Professional Development Strategy (FY24 – FY26) to drive greater representation across all levels of the organization. • Partnered with BlackCard to provide cultural capability training to more than 280 Australia-based employees. • Delivered eight MoneyBusiness coach training sessions to community workers and financial counsellors working in remote communities.	

1. Product rolled off in July 22

DELIVERED $5 BILLION OF HOUSING SUPPLY IN FIVE YEARS

>$5b

Delivered ~$5.3 billion into the housing sector, with ~$610 million in 2023

ANZ's housing target is to fund and Facilitate at least $10 billion of investment by end 2030[1]

Supported the launch of a new project to market by specialist affordable housing fund manager Super Housing Partnership (SHP) and their venture partner, Assemble

SHP's first residential development comprises 362 apartments including 73 social, 73 affordable, 14 specialist disability accommodation and 202 private market rental homes

1. Including A$750 million by end 2024,. Target is to deliver homes to buy and rent that are more affordable, accessible or sustainable

FINANCIAL WELLBEING – CENTRAL TO OUR STRATEGY

ANZ is committed to improving the financial wellbeing of our people, customers and communities by helping them make the most of their money throughout their lives

Customer	• Strong uptake of ANZ Plus savings goal functionality with 36% of Plus customers having set a savings goal since October 2022[1] • Financial Wellbeing Hub content in Australia and New Zealand with personalised messaging • Delivering proactive customer support including communications and webinars to help customers as they head into challenging economic times
Community	• Long running financial education programs - MoneyMinded, Saver Plus and MoneyBusiness – are delivered with government and community partners, reaching nearly 84,000 participants (927,500 since 2002) • Training and employment opportunities to support economic participation for under-represented groups including Indigenous Traineeships, Given the Chance and Return to Work • Signed the United Nations Environment Program Finance Initiative Commitment to Financial Health and Inclusion
Capability	• Regular research of Australian and New Zealand Financial Wellbeing with quarterly snapshots through the ANZ Roy Morgan Financial Wellbeing Indicator • Enhancing capability in line with commitments in our Reconciliation Action Plan, Financial Inclusion Action Plan and new Accessibility and Inclusion Plan (2023 – 2025) • Building internal capability with financial wellbeing and behavioural science expertise

1. As at 30 September 2023

IMPORTANT INFORMATION – CLIMATE-RELATED INFORMATION

This presentation may contain climate-related statements, including in relation to climate-related risks and opportunities, climate-related goals and ambitions, climate scenarios, emissions reduction pathways and climate projections. While the Group has prepared the statements in good faith, climate-related statements are subject to significant uncertainty, challenges and risks that may affect their usefulness, accuracy and completeness, including:

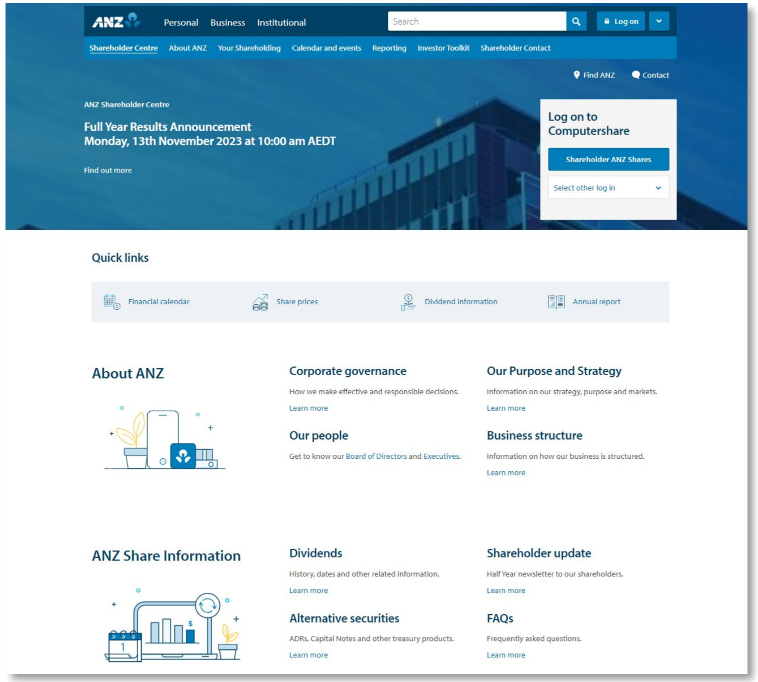
1. *Availability and reliability of data* – emissions and climate-related data may be incomplete, inconsistent, unreliable or unavailable (including information from the Group's clients), and it may be necessary to rely on assumptions, estimates or proxies where that is the case.
2. *Uncertain methodologies and modelling* – methodologies, frameworks and standards used for calculations of climate-related metrics, modelling and climate data are not universally applied, are rapidly evolving and subject to change. This may impact the data modelling, approaches, and targets used in preparation of this presentation.
3. *Complexity of calculations and estimates* – Estimating financed emissions (including allocating emissions to financing activities) and emissions reduction is complex and relies on assumptions and judgments, often made in respect of long periods of time. For facilitated emissions, suitable standards to allow financial institutions to calculate facilitated emissions are still under development as at October 2023.
4. *Changes to climate-related governing frameworks* - changes to climate-related policy, laws, regulations and market practices, standards and developments, including those resulting from legal proceedings and regulatory investigations.
5. *Lack of consistency in definitions and climate-science terminology subject to changes* – definitions and standards for climate-related data and assessment frameworks used across industries and jurisdictions may vary, and terminology and concepts relating to climate science and decarbonisation pathways may evolve and change over time. These inconsistencies and changes can also make comparisons between different organisations' climate targets and achievements difficult or inappropriate.
6. *Reliance on third parties for data or involvement* – the Group may need to rely on assistance, data or other information from external data and methodology providers or other third parties, which may also be subject to change and uncertainty. Additionally, action and continuing participation of third parties, such as stakeholders, may be required (including financial institutions and governmental and non-governmental organisations).

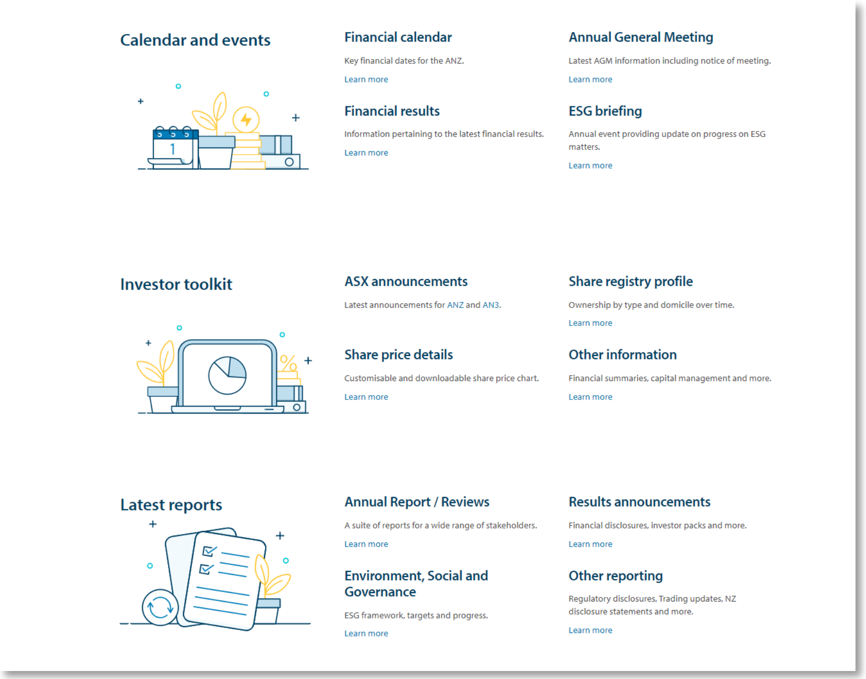
Due to these uncertainties, challenges and risks, statements, assumptions, judgments, calculations, estimates or proxies made or used by the Group may turn out to be incorrect, inaccurate or incomplete. You should conduct your own independent analysis and not rely on the information for investment decision-making. The information in this notice should be read with the qualifications, limitations and guidance included throughout this presentation, as well as the:

- ANZ Financed Emissions Calculation Methodology available anz.com/esgreport
- ANZ Greenhouse Gas Reporting and Carbon Offset Guidelines available anz.com/esgreport
- ANZ Social and Environmental Sustainability Target Methodology available anz.com/esgreport

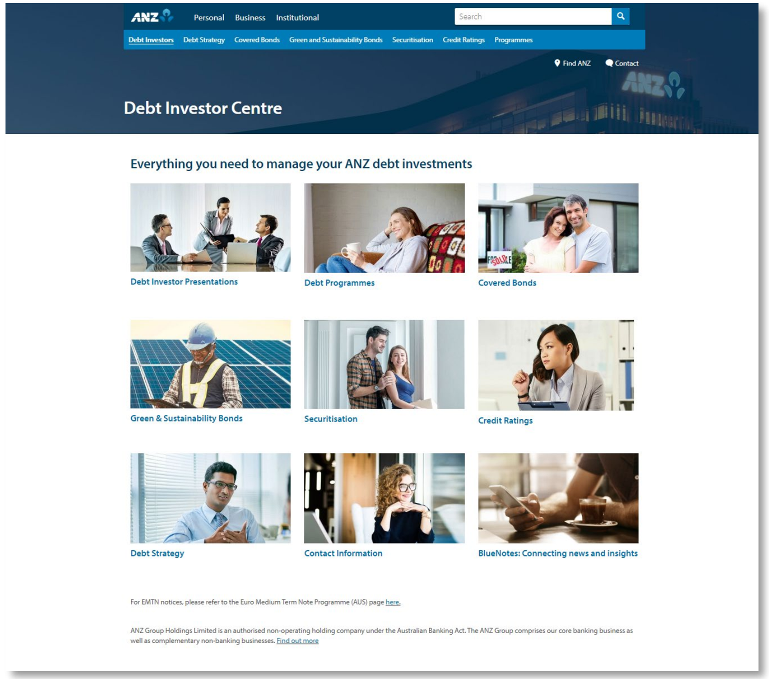
SHAREHOLDER CENTRE & INVESTOR RELATIONS CONTACTS

ANZ Shareholders Centre





ANZ Debt Investors Centre



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