# **2021**HALF YEAR RESULTS

HALF YEAR ENDED 31 MARCH 2021

**DEBT INVESTOR UPDATE** 

AUSTRALIA & NEW ZEALAND BANKING GROUP LIMITED

ABN 11 005 357 522



# **CONTENTS**

# 2021 HALF YEAR RESULTS

CEO and CFO Results Presentations	2
CEO Presentation	2
CFO Presentation	8
Treasury	17
Additional Information – Group Performance	28
Income	30
Expenses	32
Customer Remediation	34
Investment in Associates	35
Divisional Performance	36
Australia Retail & Commercial	37
Institutional	40
New Zealand Division	44
Risk Management	45
Loan Repayment Deferrals & Delinquencies	61
Housing Portfolio	64
Corporate Overview and Environment, Social & Governance (ESG)	73
Economics	79



# **2021**HALF YEAR RESULTS

SHAYNE ELLIOTT
CHIEF EXECUTIVE OFFICER



# **FINANCIAL OVERVIEW**

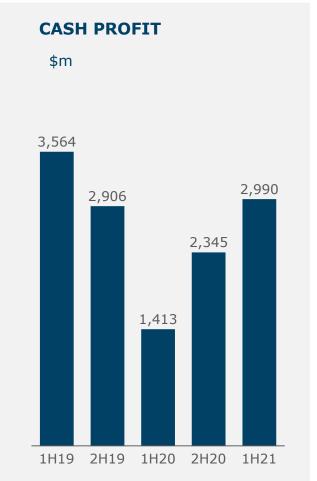
	1H21	1H21 v 2H20
Statutory Profit (\$m)	2,943	+45%
Cash Profit (continuing operations) <sup>1</sup> (\$m)	2,990	+28%
Return on Equity (%)	9.7	+206bps
Earnings Per Share (cents)	105.3	+27%
Cash Profit (continuing operations) ex large / notable items (\$m)	3,807	+33%
Dividend Per Share (cents)	70	+35
Franking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

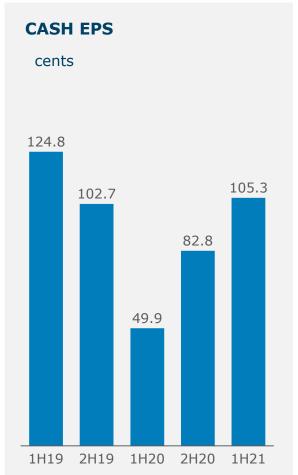


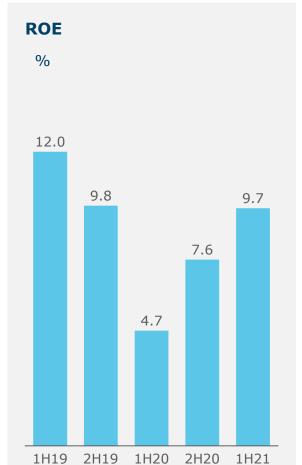
<sup>1.</sup> Includes the impact of Large / Notable items, excludes discontinued operations

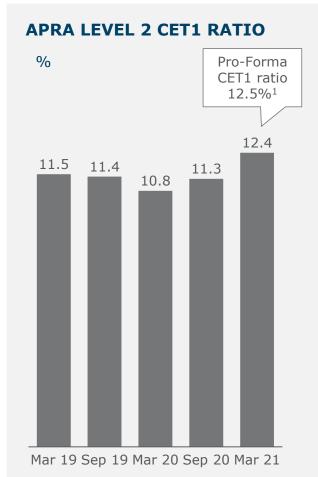
# **OVERVIEW**

# **CONTINUING OPERATIONS**











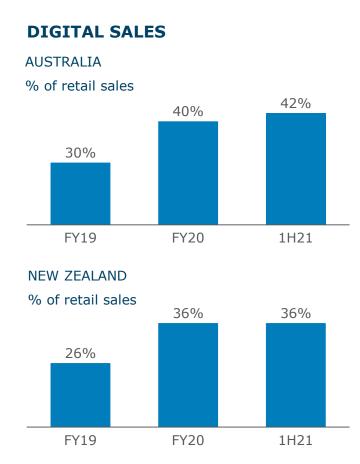
<sup>1.</sup> With conversion of NZD500m Capital Notes

# **DELIVERING ON OUR STRATEGY**

# HELP PEOPLE SAVE FOR, BUY AND OWN A LIVEABLE HOUSE

# **SAVINGS GOALS** SET A SAVINGS GOAL<sup>1</sup> #000 +31% 429 +78% 327 184 0 Sep 19 Mar 20 Mar 21 Sep 20



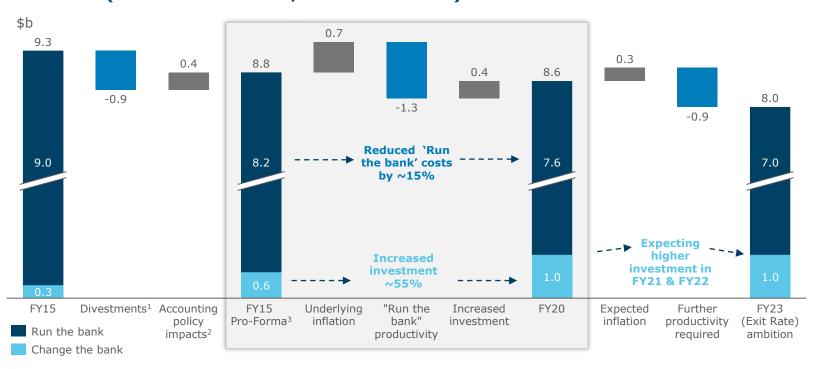




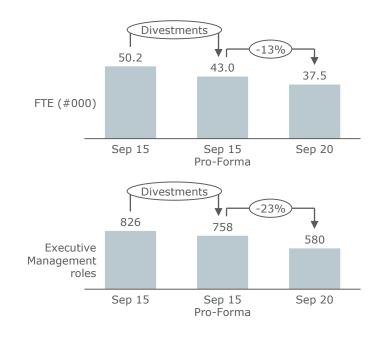
Launched end of October 2019, represents total savings goals ever set through the ANZ App (Australia)
 New accounts includes increases to existing accounts and split loans (fixed and variable components of the same loan)

# TRACK RECORD OF ABSOLUTE COST REDUCTION

# **EXPENSES (EXCLUDING LARGE / NOTABLE ITEMS)**



## **FULL TIME EQUIVALENT STAFF**





- EXPENSES / AVG ASSETS ------

82bps

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



Direct impact of divestments occurring post FY15 – primarily Asia Retail; OnePath Life; OnePath P&I; the Cambodia JV; PNG Retail, Commercial & SME businesses; NZ OPL & UDC

Reflects financial impact to FY15 cost base from the adoption of new accounting standards and retrospective application of the Group's software capitalisation policy

Pro-Forma view adjusts the original metric reported in FY15 to reflect comparable accounting policies and continuing organisational structure as the FY20 relative results

# SUBSTANTIAL ACCELERATED STRATEGY INITIATIVES IN-FLIGHT

Our goal is to drive:





Better employee experience

~12%



Lower operational risk

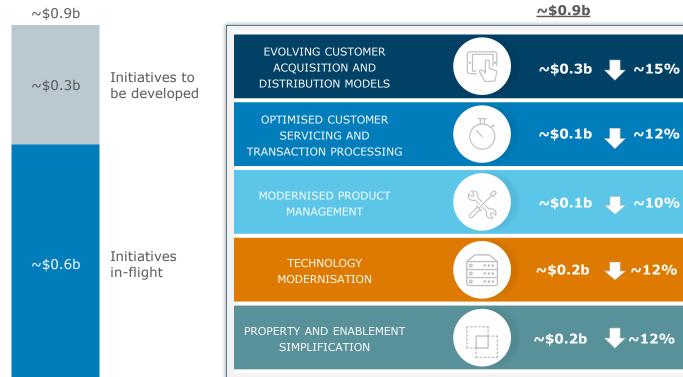


Lower absolute costs

### **RUN THE BANK PRODUCTIVITY AMBITION**

FY23 (EXIT RATE) AMBITION (CHANGE FROM FY20)

~\$0.9b



### **INITIATIVES IN-FLIGHT**

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



# **2021**HALF YEAR RESULTS

**SHANE BUGGLE** 

CHIEF FINANCIAL OFFICER (ACTING)

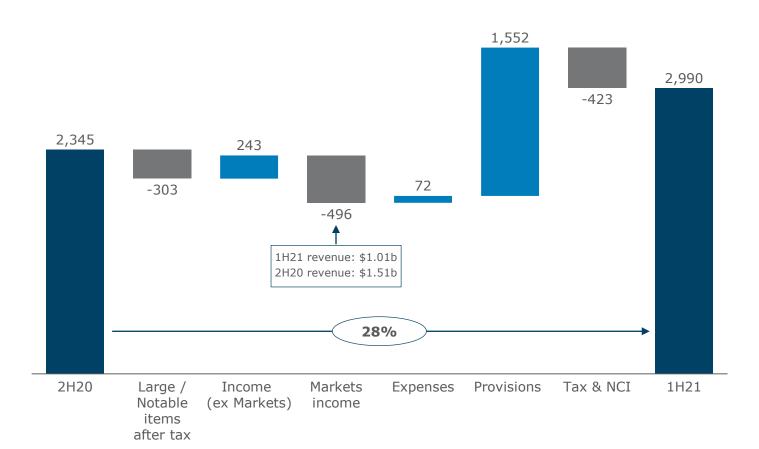


# **FINANCIAL PERFORMANCE**

# **CONTINUING OPERATIONS**

### **GROUP PROFIT DRIVERS**

\$m



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

LARGE / NOTABLE ITEMS1 \$m	2H20	1H21
Total (after tax)	-514	-817
Divestments incl. Gain/(Loss) on sale	-4	-238
Customer remediation	-188	-108
Litigation settlements	-	-48
Restructuring	-41	-76
Asian associate items	-66	-347
Goodwill write-off	-77	-
Accelerated software amortisation	-138	-



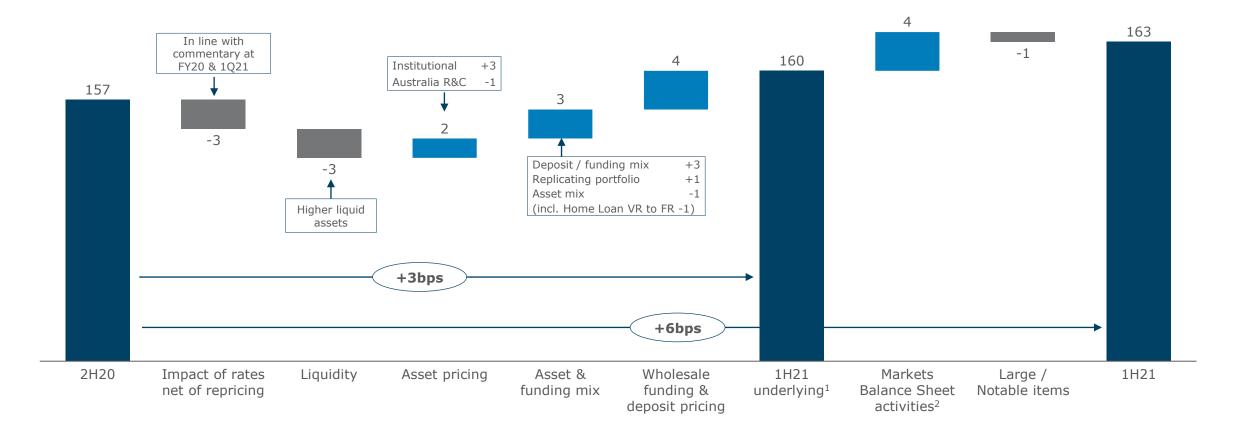
<sup>1.</sup> Further detail on Large / Notable items is included within the Overview and Additional Financials section of the Investor Discussion pack

# **NET INTEREST MARGIN**

# **CONTINUING OPERATIONS**

# **GROUP NET INTEREST MARGIN (NIM)**

bps

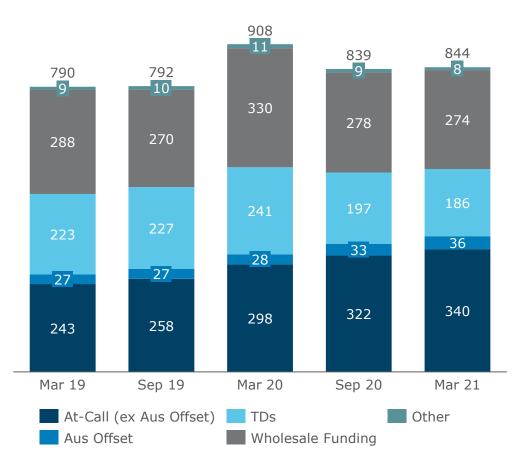


Excluding Large / Notable items and Markets Balance Sheet activities Includes the impact of discretionary liquid assets and other Balance Sheet activities

# **MARGIN CONSIDERATIONS**

### **FUNDING COMPOSITION**

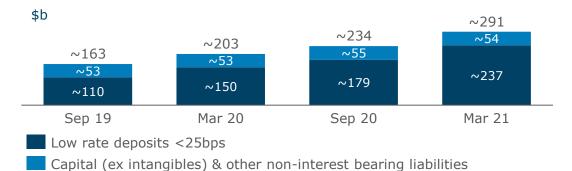
\$b

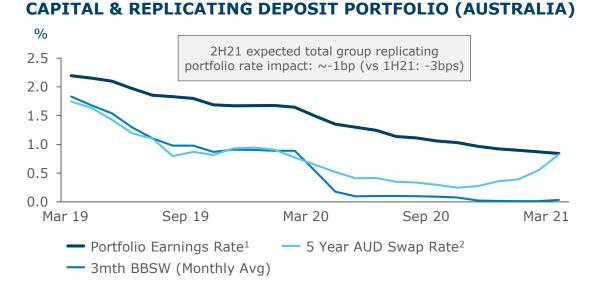


### . Portfolio Earnings Rate is a combination of term swap rates (hedged component) and 3mth BBSW (unhedged)

### 2. Proxy for hedged investment rate

### **LOW RATE DEPOSITS & CAPITAL**

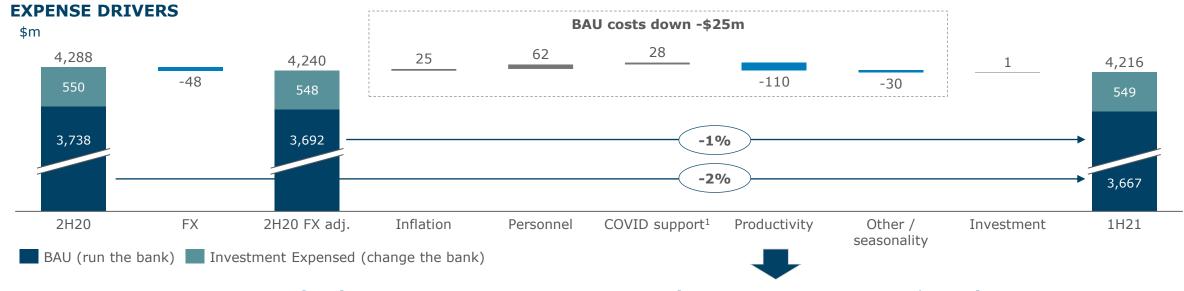




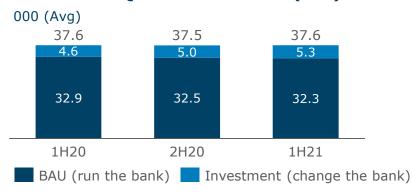


# **EXPENSES**

# CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS



# FULL TIME EQUIVALENT STAFF (FTE)



# **ACCELERATED STRATEGY (PRODUCTIVITY SAVINGS \$110M)**

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

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



# **INVESTMENT SPEND**

### CONTINUING OPERATIONS

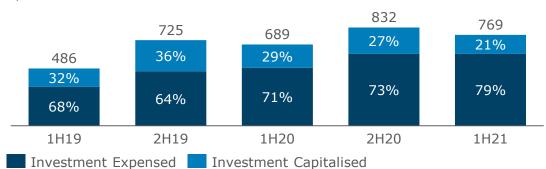
### **INVESTMENT BY CATEGORY<sup>1</sup>**

\$m



# **EXPENSED & CAPITALISED<sup>1</sup>**





### **CAPITALISED SOFTWARE**





<sup>1.</sup> Prior periods restated to reflect current management classification

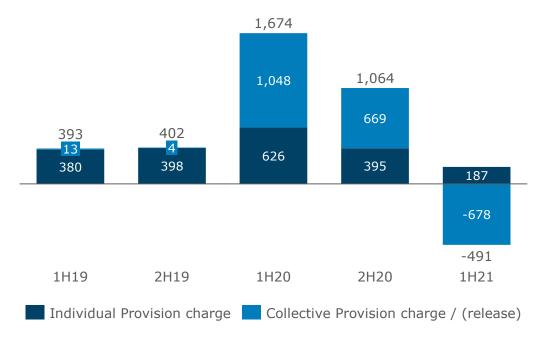
# **PROVISION CHARGE & BALANCE**

# **CONTINUING OPERATIONS**

### **TOTAL PROVISION CHARGE**

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

### \$m

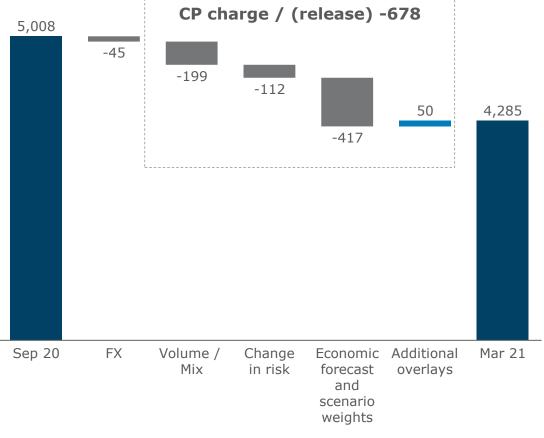


### 1. Individual Provision charge as a % of average Gross Loans and Advances

### Total credit impairment charge / (release) as a % of average Gross Loans and Advances

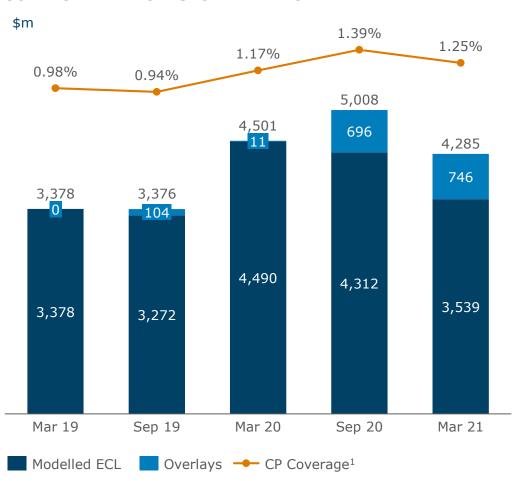
### **COLLECTIVE PROVISION BALANCE MOVEMENT**

\$m

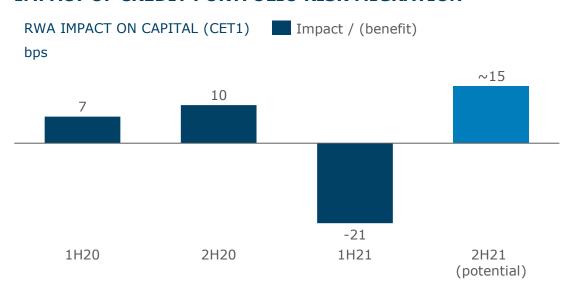


# **PROVISIONING AND RISK MIGRATION**

### **COLLECTIVE PROVISION BALANCE**



## **IMPACT OF CREDIT PORTFOLIO RISK MIGRATION**



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



<sup>1.</sup> Collective Provision balance as a % of Credit Risk Weighted Assets

# **RETAIL & COMMERCIAL CREDIT QUALITY**

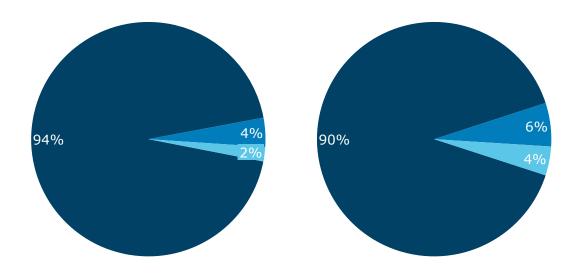
### LOAN DEFERRALS<sup>1</sup>

### **AUS & NZ HOUSING**

~121k loans provided with loan repayment deferrals

### **AUS BUSINESS**

~24k loans provided with loan repayment deferrals

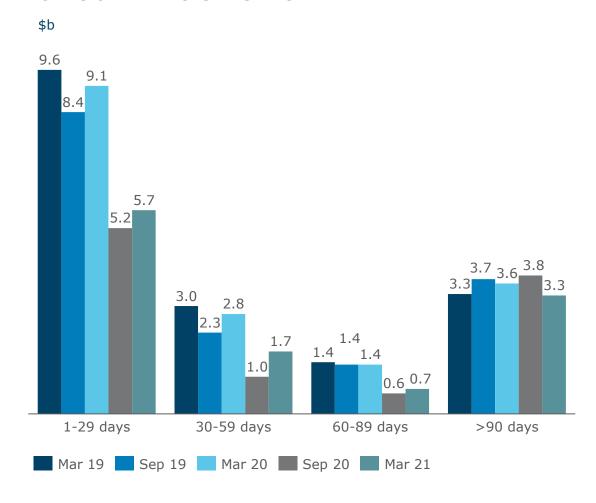


Returned to payment Restructured Transferred to hardship



### Excluding impaired assets

### LOANS & ADVANCES PAST DUE<sup>2</sup>





# **2021**HALF YEAR RESULTS

INVESTOR DISCUSSION PACK
TREASURY



# **REGULATORY CAPITAL**

### **CAPITAL UPDATE**

- Level 2 CET1 ratio of 12.4% (~12.5% pro forma) and 18.1% on an Internationally Comparable basis¹), which is well in excess of 'Unquestionably Strong' benchmark²
  - Benefits from credit impairment charge of +14bps, following \$678m of CP release, partly offset by \$187m of IP charge
  - CRWA migration benefit of \$7.2b (+21bps) mainly from Australia mortgages portfolio – associated with lower RWA intensity in part due to changes in household saving and spending patterns through the COVID period
  - Lower underlying RWA of \$11.2b (+32bps) predominantly in the Institutional business
- APRA Level 1 CET1 ratio of 12.2%. Level 1 primarily comprises ANZ BGL (the Parent including offshore branches) but excludes offshore banking subsidiaries<sup>3</sup>
- Leverage ratio of 5.5% (or 6.2% on an Internationally Comparable basis)

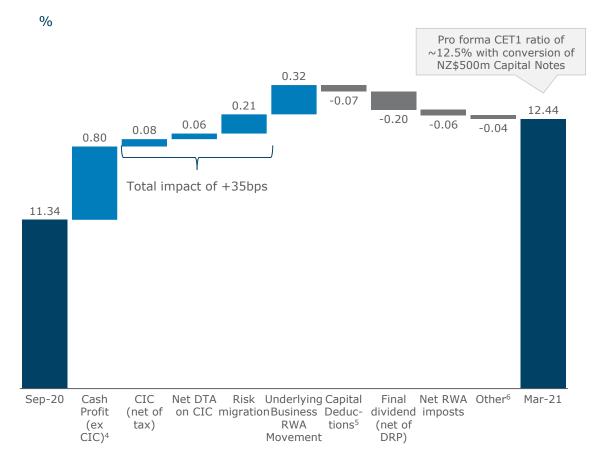
### **Dividend**

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

# **Regulatory Update**

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

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

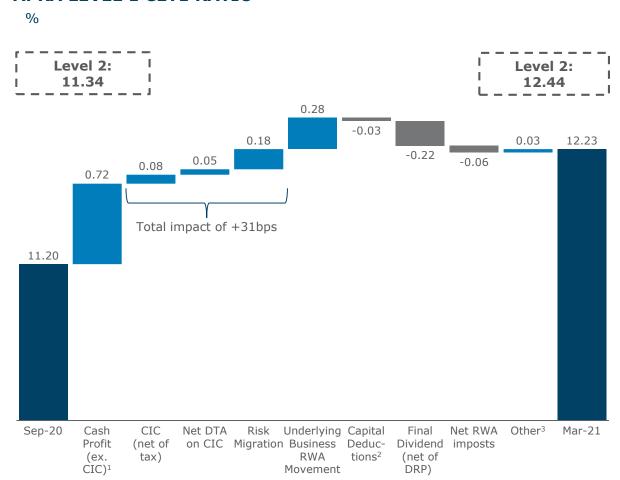


<sup>1.</sup> Internationally Comparable methodology aligns with APRA's information paper entitled International Capital Comparison Study (13 July 2015). Basel III Internationally Comparable ratios do not include an estimate of the Basel I capital floor 2. Based on APRA information paper "Strengthening banking system resilience – establishing unquestionably strong capital ratios" released in July 2017. 3. Refer to ANZ Basel III APS330 Pillar 3 disclosures 4. Excludes Large / Notable items & one-off items 5. Mainly comprises the movement in retained earnings in deconsolidated entities and expected losses in excess of eligible provision shortfall 6. Other impacts include movements in non-cash earnings, net foreign currency translation and impacts from Large / Notable items (non-capital deduction related)



# **REGULATORY CAPITAL**

### **APRA LEVEL 1 CET1 RATIO**



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

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

<sup>1.</sup> Excludes Large / Notable items & one-off items

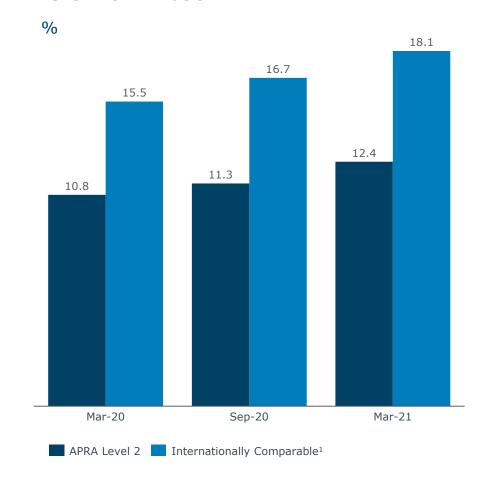
<sup>.</sup> Mainly comprises the movement in retained earnings in deconsolidated entities and expected losses in excess of eligible provision shortfall

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

# INTERNATIONALLY COMPARABLE REGULATORY CAPITAL POSITION

APRA Level 2 CE	T1 Ratio – 31 March 2021	12.4%
Corporate undrawn EAD and unsecured LGD adjustments	Australian ADI unsecured corporate lending LGDs and undrawn CCFs exceed those applied in many jurisdictions	1.7%
Equity Investments & DTA	APRA requires 100% deduction from CET1 vs. Basel framework which allows concessional threshold prior to deduction	0.9%
Mortgages	APRA requires use of 20% mortgage LGD floor vs. 10% under Basel framework. Additionally, APRA also requires a higher correlation factor vs 15% under Basel framework	1.5%
Specialised Lending	APRA requires supervisory slotting approach which results in more conservative risk weights than under Basel framework	0.8%
IRRBB RWA	APRA includes in Pillar 1 RWA. This is not required under the Basel framework	0.3%
Other	Includes impact of deductions from CET1 for capitalised expenses and deferred fee income required by APRA, currency conversion threshold and other retail standardised exposures	0.5%
Basel III Intern	ationally Comparable CET1 Ratio	18.1%
Basel III Internationally Comparable Tier 1 Ratio		
Basel III Intern	ationally Comparable Total Capital Ratio	25.7%

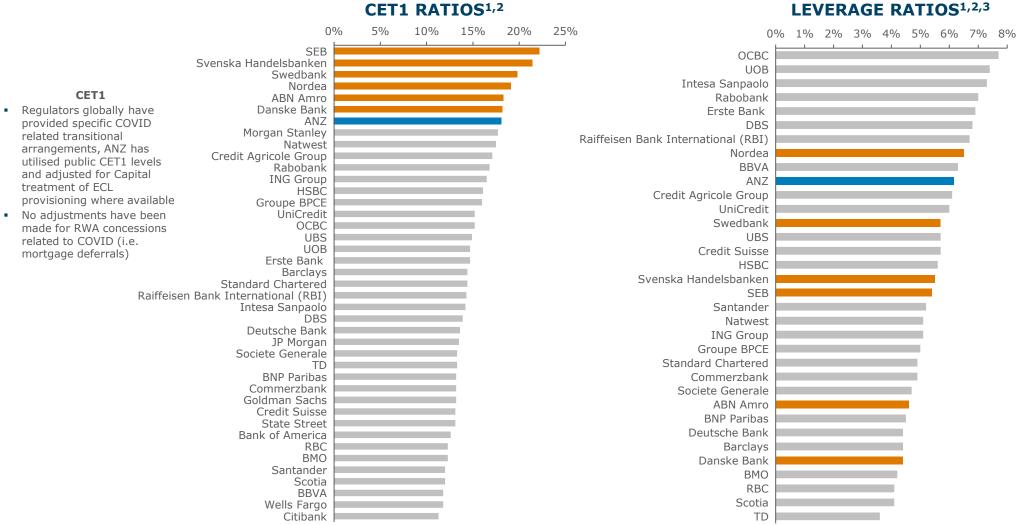
### **Level 2 CET1 Ratio**



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



# **CET1 AND LEVERAGE IN A GLOBAL CONTEXT**



<sup>1.</sup> CET1 and leverage ratios are based on ANZ estimated adjustment for accrued expected future dividends, COVID transitional arrangements for expected credit loss and leverage exposure concessional adjustments where details have been externally disclosed. ANZ ratios are on an Internationally Comparable basis. All data sourced from company reports and ANZ estimates based on last reported half/full year results assuming Basel III capital reforms fully implemented 2. Based on Group 1 banks as identified by the BIS (internationally active banks with Tier 1 capital of more than €3 billion) 3. Includes adjustments for transitional AT1 where applicable. Exclude US banks as leverage ratio exposures are based on US GAAP accounting and therefore incomparable with other jurisdictions which are based on IFRS



Leverage

international comparisons

are more difficult to make

treatment of derivatives

ANZ compares well on

leverage, however

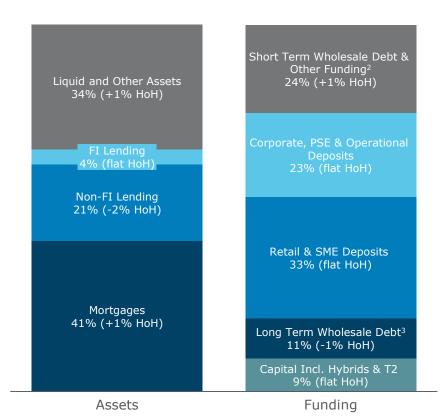
given the favourable

under US GAAP

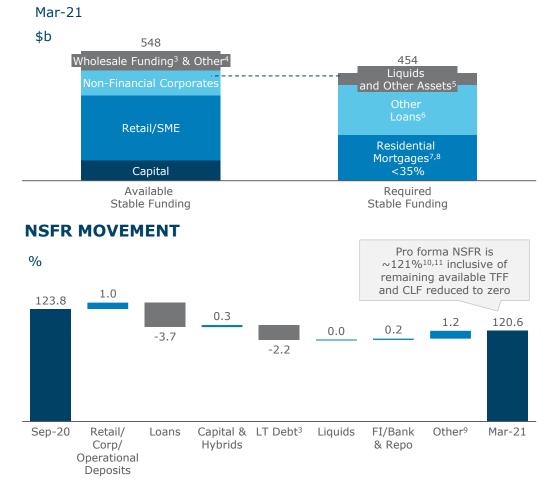
# BALANCE SHEET STRUCTURE<sup>1</sup>

### **BALANCE SHEET COMPOSITION**

Mar-21



### **NSFR COMPOSITION**



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

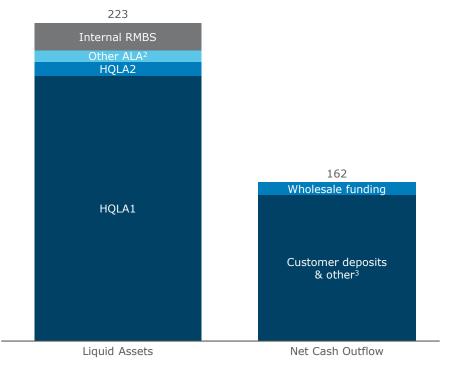


# LIQUIDITY COVERAGE RATIO (LCR) SUMMARY<sup>1</sup>

# LCR COMPOSITION (AVERAGE)

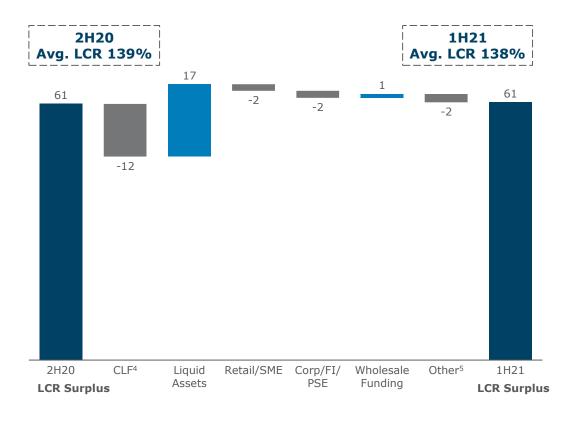
1H21

\$b



### MOVEMENT IN AVERAGE LCR SURPLUS<sup>3</sup>

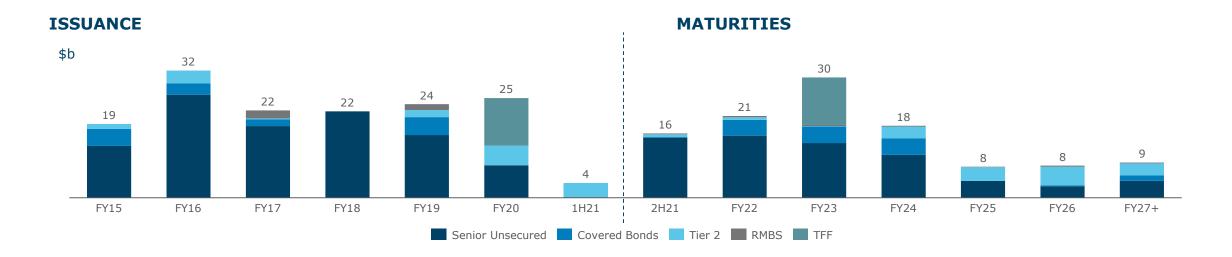
\$b

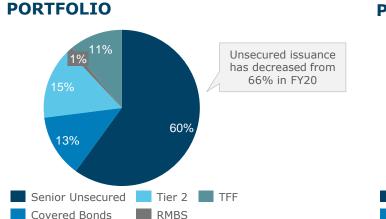


<sup>1.</sup> All figures shown on a Level 2 basis as per APRA Prudential Standard APS210 2. Comprised of assets qualifying as collateral for the Committed Liquidity Facility (CLF), excluding internal RMBS, up to approved facility limit; and any assets contained in the RBNZ's liquidity Policy – Annex: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

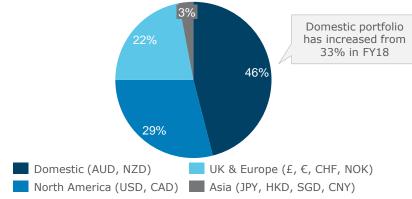


# TERM WHOLESALE FUNDING PORTFOLIO<sup>1</sup>









- ANZ's term funding requirements depend on market conditions, balance sheet needs and exchange rates, amongst other factors
- Remaining available, undrawn RBA Term Funding Facility (TFF) of \$8b<sup>2</sup>
- Subject to balance sheet dynamics, ANZ may have modest senior debt term funding requirements in 2H21
- 1. All figures based on historical FX and exclude AT1. Includes transactions with an original call or maturity date greater than 12 months as at the respective reporting date. Tier 2 maturity profile is based on the next callable date
- 2. As at 1 April 2021



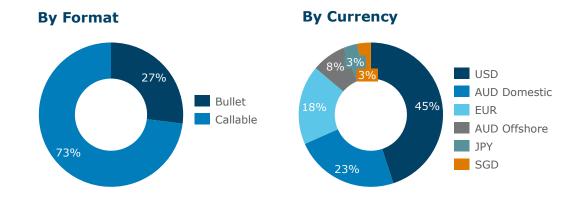
# ANZ'S TIER 2 CAPITAL PROFILE<sup>1</sup>

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

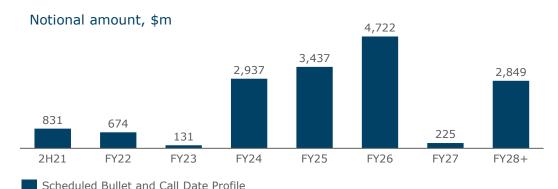
- Issued AUD \$10.5b since July 2019 across AUD, EUR, and USD
- FY21 T2 issuance expected to be ~\$4-5b, ~\$4b issued YTD.
- Remaining required Tier 2 capital net increase of ~\$5bn to ~\$20bn by January 2024 (Based on 5% of current RWAs<sup>2</sup>)
- · Planned issuance in multiple currencies in both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

### **TIER 2 CAPITAL**

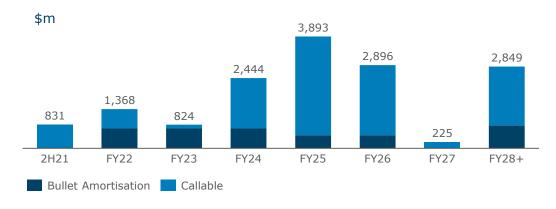
Notional amount



### **FUNDING PROFILE**



## **CAPITAL AMORTISATION PROFILE<sup>3</sup>**



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

Current RWAs \$408b as at 31 March 2021

<sup>3.</sup> Amortisation profile is modelled based on scheduled first call date for callable structures and in line with APRA's amortisation requirements for bullet structures

# **IMPACTS OF RATE MOVEMENTS**

# CAPITAL & REPLICATING DEPOSITS PORTFOLIO (AUSTRALIA)



# **PORTFOLIO EARNINGS RATE (HISTORICAL)**

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

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

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

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

<sup>..</sup> Proxy for hedged investment rate

<sup>2.</sup> Includes other Non-Interest Bearing Assets & Liabilities

# **CAPITAL FRAMEWORK**

# CURRENT REGULATORY PROPOSALS AND RECENT REVISED IMPLEMENTATION DATES<sup>1</sup>

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



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

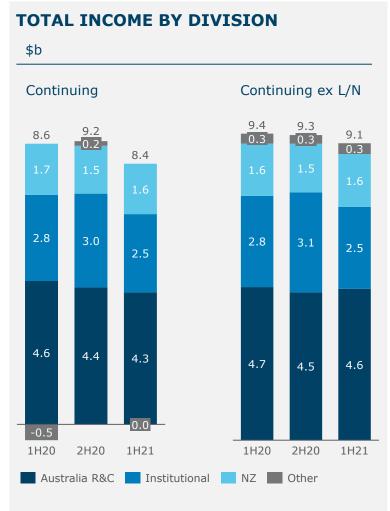
# **2021**HALF YEAR RESULTS

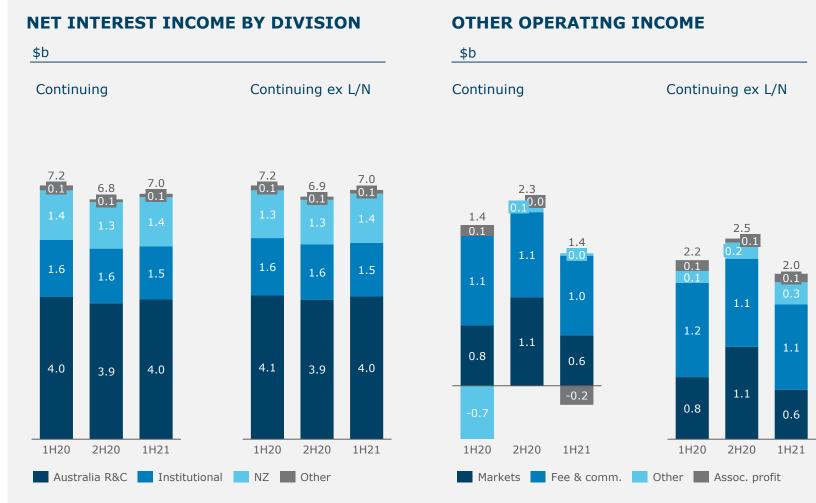
# **INVESTOR DISCUSSION PACK**

ADDITIONAL INFORMATION - GROUP PERFORMANCE



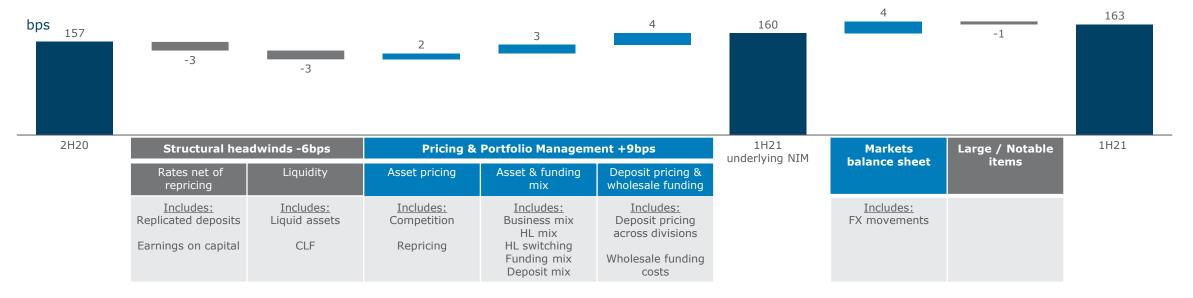
# **TOTAL OPERATING INCOME**





# **NET INTEREST MARGIN**

### **GROUP NIM**

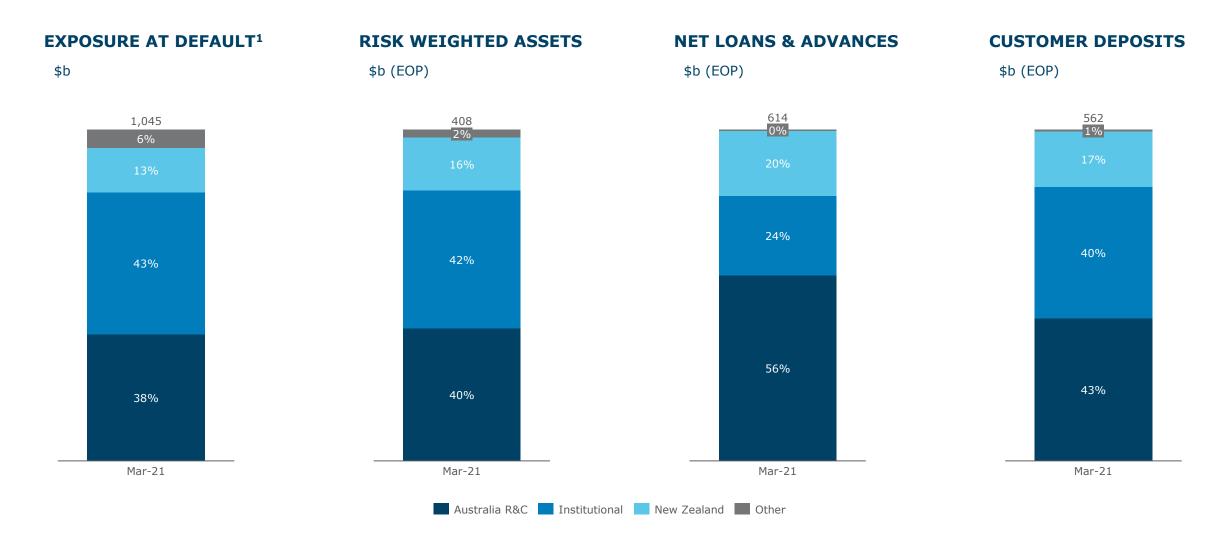




<sup>1.</sup> Cash continuing excluding Large / Notable items

# **BALANCE SHEET COMPOSITION**

# CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

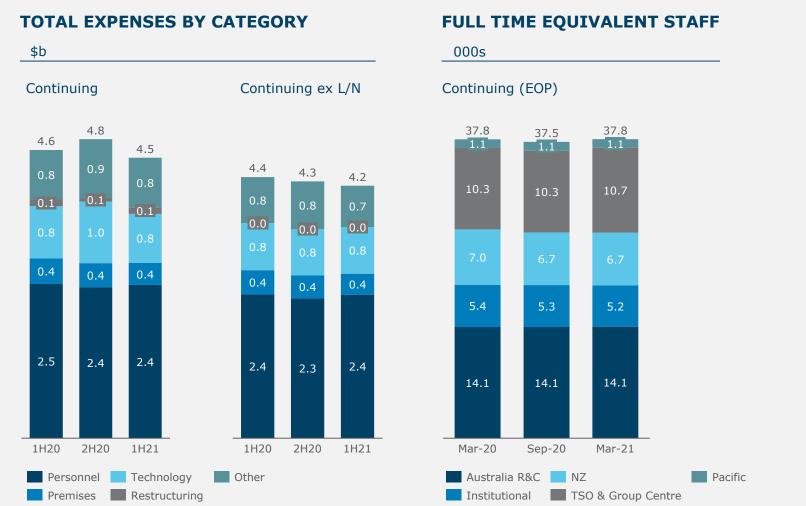


<sup>1.</sup> EAD excludes amounts for 'Securitisation' and 'Other Assets' Basel classes, as per APS330. Data provided is on a Post CRM basis, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral



# **EXPENSE MANAGEMENT**



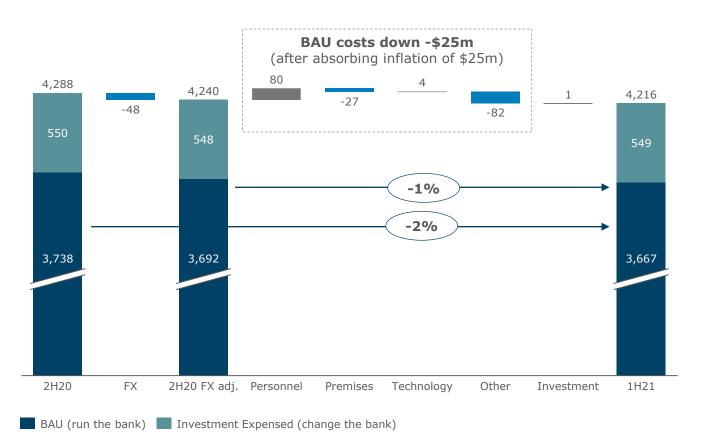


# **EXPENSES & INVESTMENT**

# **CONTINUING OPERATIONS**

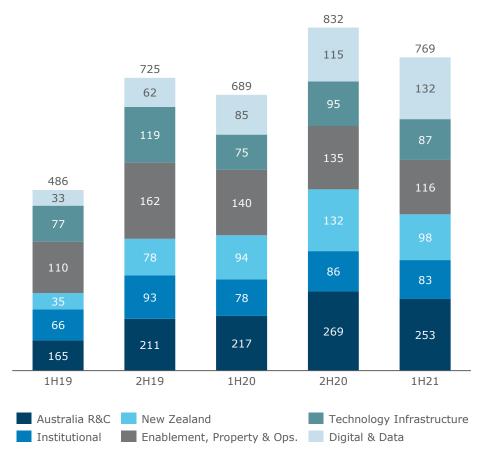
# **EXPENSE DRIVERS**<sup>1</sup>

\$m



### **INVESTMENT SPEND<sup>2</sup>**

\$m



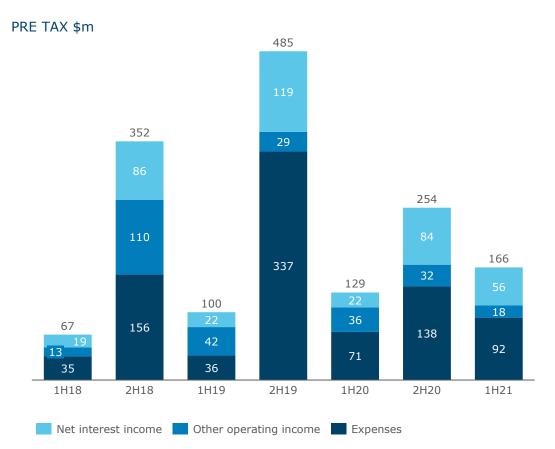
L. Excluding Large / Notable items

Prior periods restated to reflect current management classification

# **CUSTOMER REMEDIATION**

### **CUSTOMER REMEDIATION**

CONTINUING OPERATIONS



### **CUMULATIVE CUSTOMER REMEDIATION**

CONTINUING & DISCONTINUED OPERATIONS



### **Balance Sheet<sup>1</sup>**

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



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

# **INVESTMENTS IN ASSOCIATES**

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

### SHARE OF ASSOCIATES' PROFIT



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

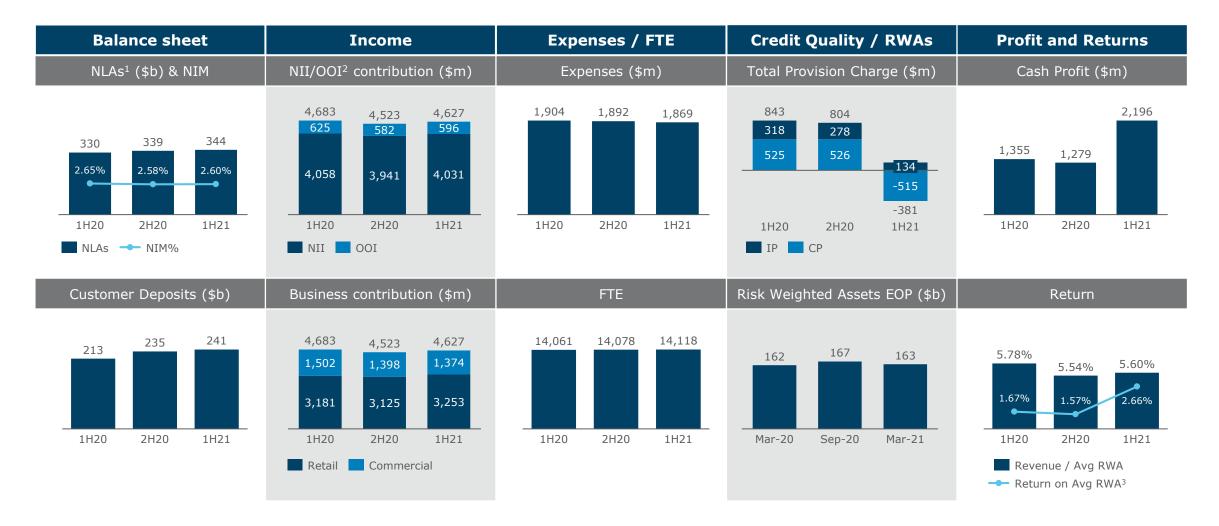
# **2021**HALF YEAR RESULTS

INVESTOR DISCUSSION PACK
DIVISIONAL PERFORMANCE



# **AUSTRALIA RETAIL & COMMERCIAL**

#### FINANCIAL PERFORMANCE: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS



NLAs: Net Loans & Advances

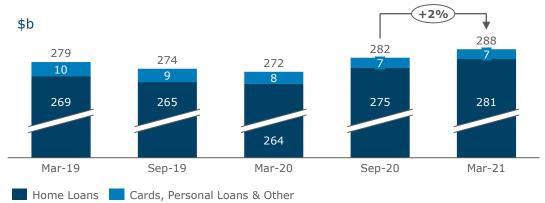
<sup>.</sup> NII: Net Interest Income; OOI: Other Operating Income

<sup>3.</sup> Cash profit divided by average Risk Weighted Assets

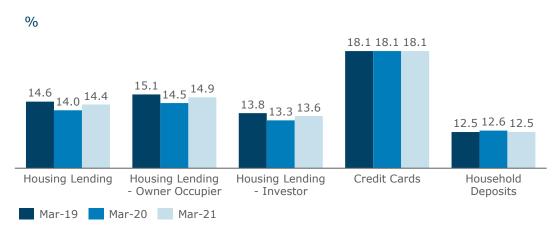
# **AUSTRALIA RETAIL & COMMERCIAL**

#### **RETAIL: LOANS & DEPOSITS**

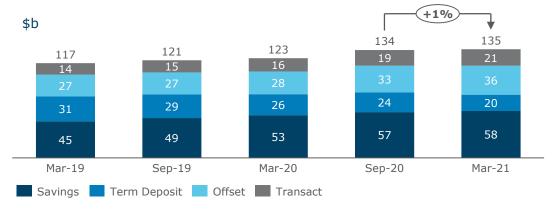
#### **LENDING COMPOSITION**



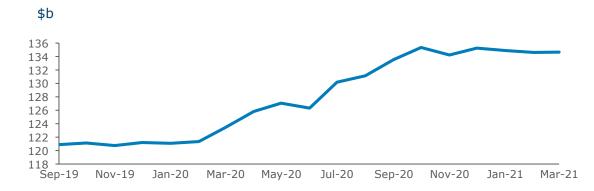
#### MARKET SHARE<sup>1</sup>



#### **DEPOSIT COMPOSITION**



#### MONTHLY DEPOSIT TREND







# **AUSTRALIA RETAIL & COMMERCIAL**

#### RETAIL: HOME LOANS AND CREDIT CARDS TRENDS

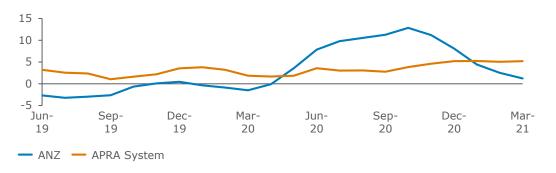
#### **HOME LOANS FLOWS**

GROSS LOANS & ADVANCES1 (\$b)



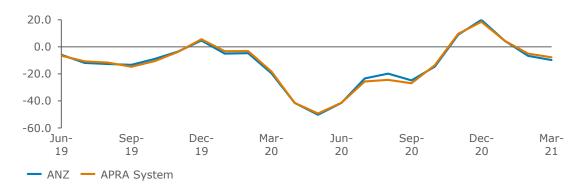
#### **HOME LOANS GROWTH<sup>2</sup>**

% 3-MONTH ANNUALISED



#### **CREDIT CARDS GROWTH<sup>2</sup>**

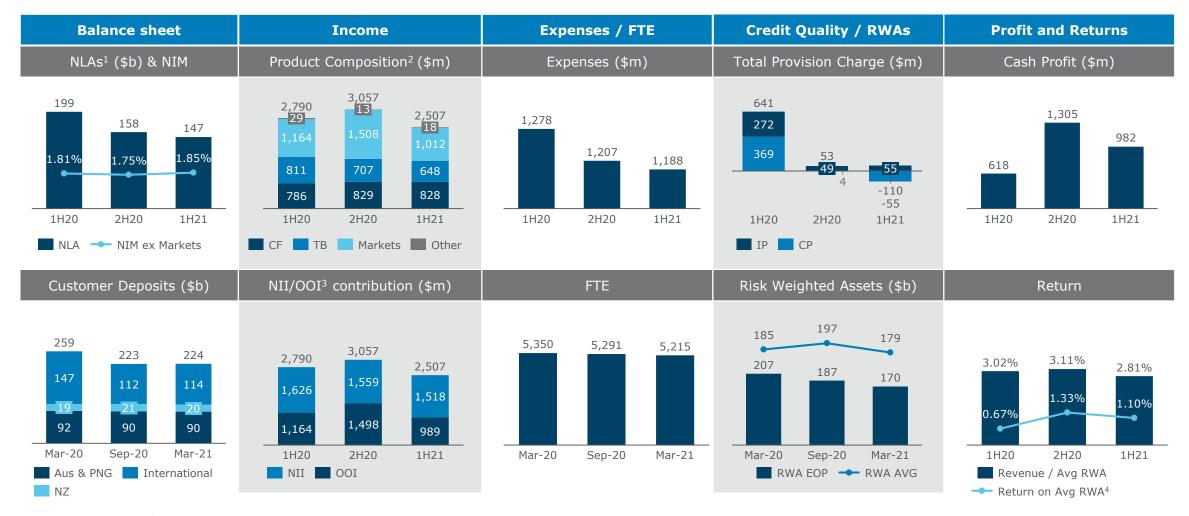
% 3-MONTH ANNUALISED



<sup>1.</sup> Including non performing loans

<sup>2.</sup> Source: APRA Monthly Authorised Deposit-taking Institution Statistics (MADIS)

#### FINANCIAL PERFORMANCE: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

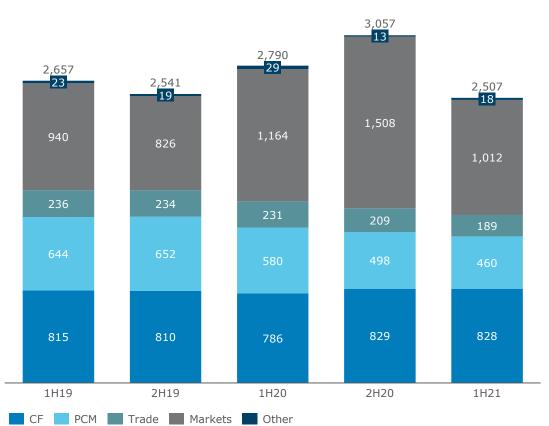


- 1. NLAs: Net Loans & Advances
- 2. TB: Transaction Banking; CF: Corporate Finance
- 3. NII: Net Interest Income; OOI: Other Operating Income
- 4. Cash profit divided by average risk weighted assets

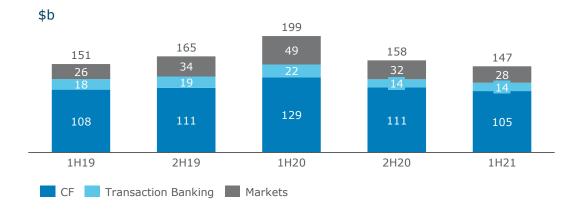
#### INCOME & ASSET COMPOSITION: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

#### INSTITUTIONAL INCOME COMPOSITION<sup>1</sup>

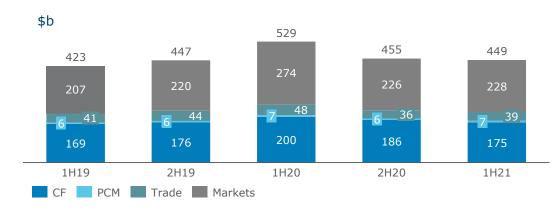
\$m



#### **NET LOANS & ADVANCES**



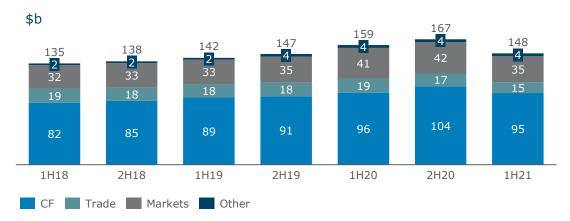
#### **EXPOSURE AT DEFAULT<sup>1</sup>**



<sup>1.</sup> Trade: Trade & Supply Chain; PCM: Payments & Cash Management; CF: Corporate Finance

## CREDIT RWA: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

#### CREDIT RWA (AVG)<sup>1</sup>

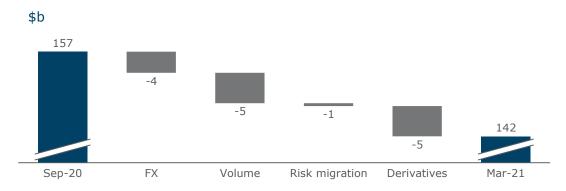


# **CREDIT RWA INTENSITY (EOP)**

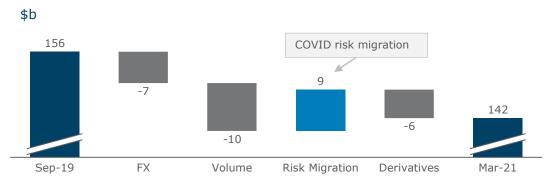


Credit RWA/EAD (ex Markets) CRWA

#### **CREDIT RWA MOVEMENT - 1H21 (EOP)**



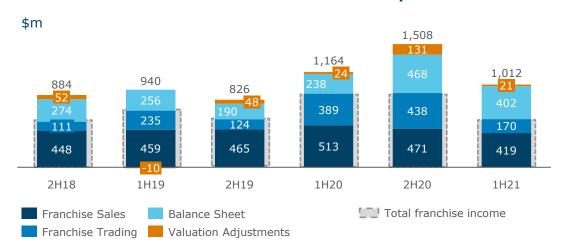
## **CREDIT RWA MOVEMENT - FROM SEPTEMBER 2019 (EOP)**



<sup>1.</sup> Trade: Trade & Supply Chain; CF: Corporate Finance

#### MARKETS INCOME COMPOSITION: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS

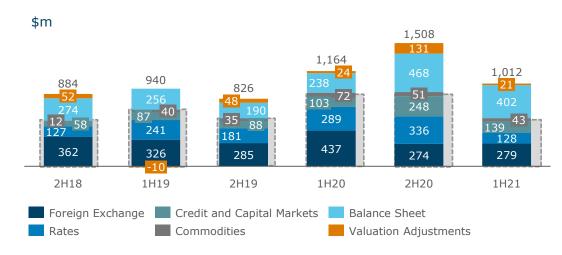
#### **MARKETS INCOME COMPOSITION - SALES / TRADING VIEW**



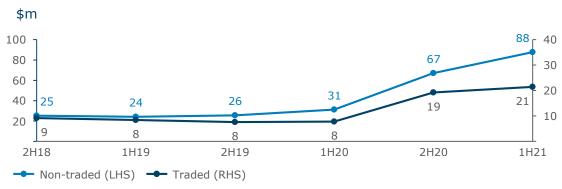
#### **CHANGES IN PRESENTING MARKETS INCOME COMPOSITION**

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

#### MARKETS INCOME COMPOSITION - BUSINESS VIEW

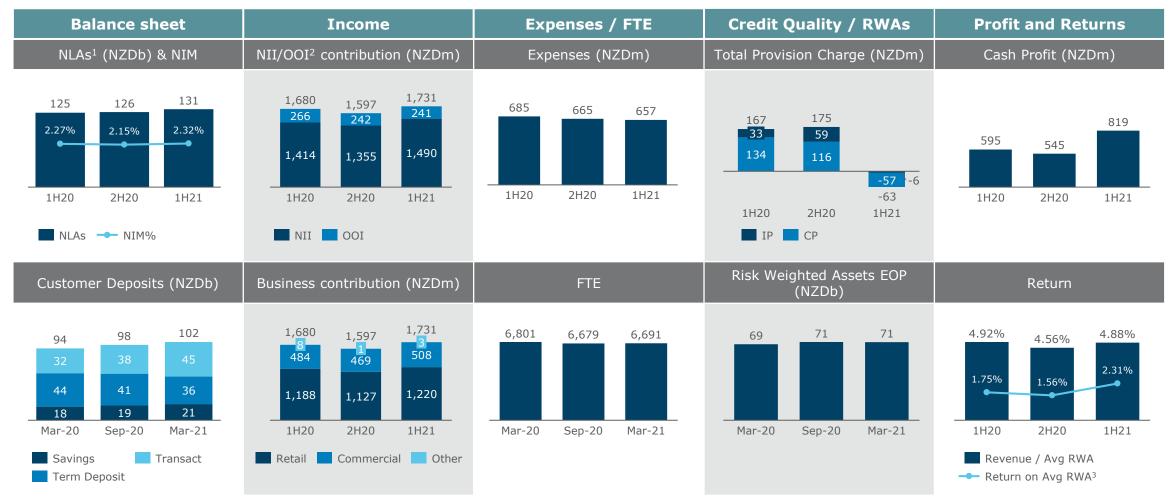


# MARKETS AVG VALUE AT RISK (99% VAR)



# **NEW ZEALAND DIVISION**

#### FINANCIAL PERFORMANCE: CONTINUING OPERATIONS EXCLUDING LARGE / NOTABLE ITEMS



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

# **2021**HALF YEAR RESULTS

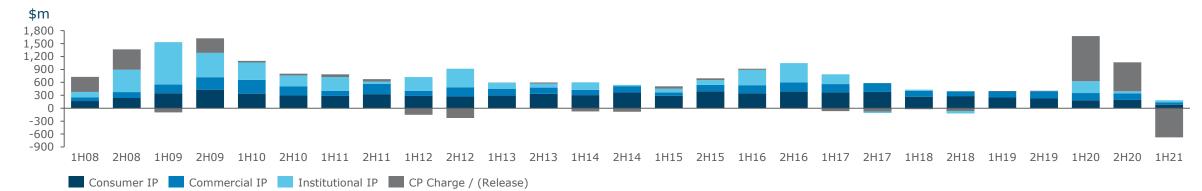
**INVESTOR DISCUSSION PACK** 

**RISK MANAGEMENT** 

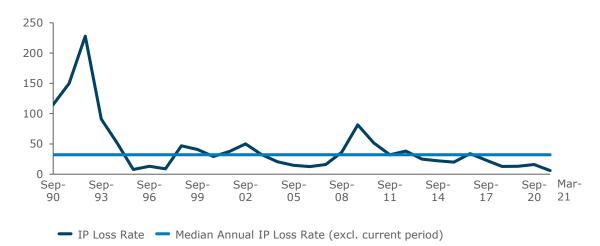


#### LONG RUN PROVISIONS & LOSS RATES

#### **TOTAL CREDIT IMPAIRMENT CHARGE**



#### **ANZ HISTORICAL LOSS RATES**<sup>1</sup> (basis points)



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

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

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

<sup>1.</sup> IP as a % of average Gross Loans and Advances (GLA)

#### INDIVIDUAL PROVISION CHARGE

#### **INDIVIDUAL PROVISION CHARGE**



#### INDIVIDUAL PROVISION CHARGE BY DIVISION



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



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

#### **COLLECTIVE PROVISION BALANCE & CHARGE**

#### **COLLECTIVE PROVISION CHARGE**

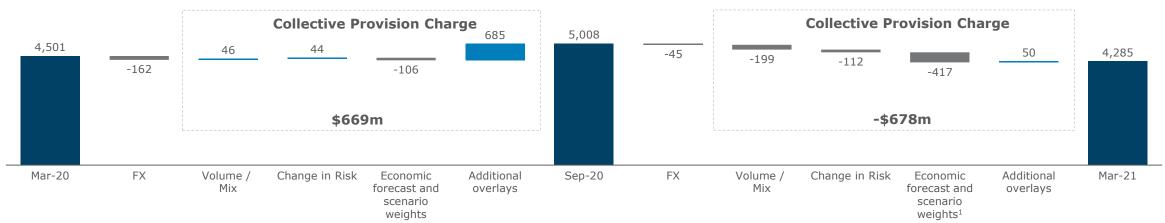
\$m	1H19	2H19	1H20	2H20	1H21
CP charge	13	4	1,048	669	-678
Volume/Mix	-28	-51	0	46	-199
Change in Risk	-40	19	17	44	-112
Economic forecast scenario weights <sup>1</sup>	99	31	1,124	-106	-417
Additional overlays	-18	5	-93	685	50

# **MOVEMENT IN COLLECTIVE PROVISION BALANCE – BY DIVISION**



#### **MOVEMENT IN COLLECTIVE PROVISION BALANCE**



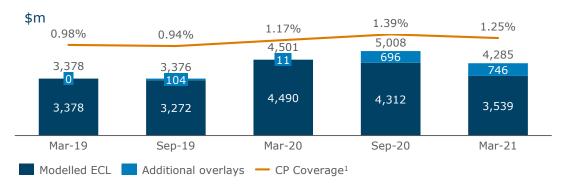


<sup>1.</sup> Reduction driven by the improving economic outlook is offset by changes to scenario weightings and an allowance for model uncertainty due to the continuing pandemic and recent wind-back of government support programs

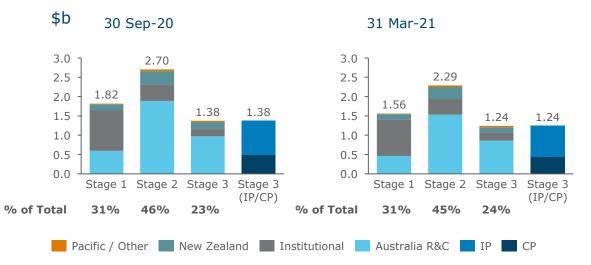


# COLLECTIVE PROVISION (CP) BALANCE

#### **CP BALANCE BY CATEGORY**



#### **PROVISION BALANCE BY STAGE**



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

#### **CP BALANCE BY DIVISION**

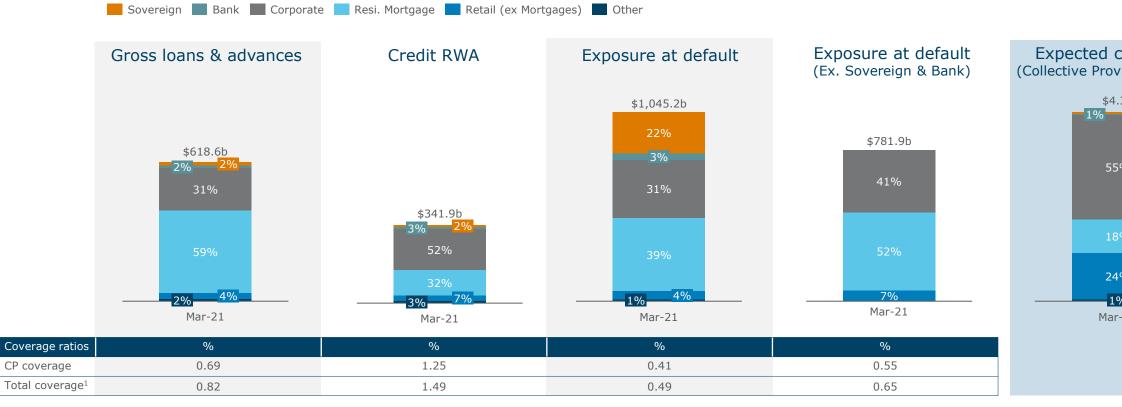
\$b	Mar-19	Sep-19	Mar-20	Sep-20	Mar-21
Australia Retail & Commercial	1.83	1.80	2.32	2.85	2.33
Institutional	1.13	1.17	1.59	1.51	1.36
New Zealand	0.37	0.37	0.54	0.57	0.51
Pacific	0.04	0.04	0.05	0.08	0.08

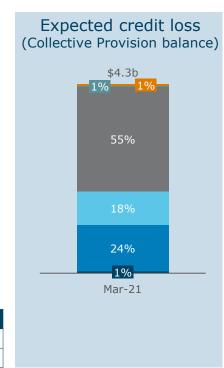
#### **CP BALANCE BY PORTFOLIO**

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

#### PORTFOLIO COMPOSITION AND COVERAGE RATIOS

#### **PORTFOLIO COMPOSITION**





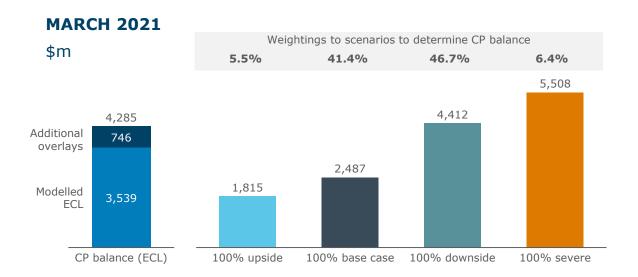
Coverage rates by asset classes are available in the ANZ risk template available at https://www.anz.com/shareholder/centre/reporting/results-announcement/



<sup>1.</sup> Individual Provision balance and Collective Provision balance

# **EXPECTED CREDIT LOSS**

# ECONOMIC SCENARIOS - MODELLED OUTCOMES (COLLECTIVE PROVISION BALANCE SCENARIOS)1



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

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

#### **PORTFOLIO RISK MIGRATION - RWA IMPACT ON CET1**

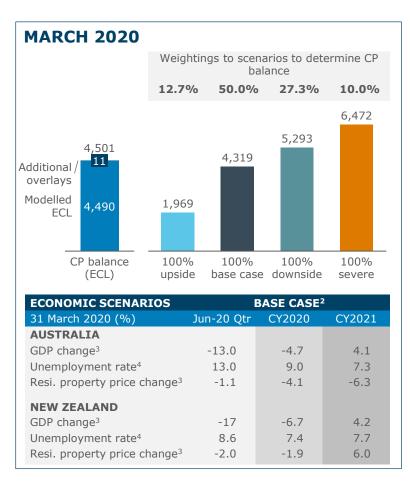
Base case	Ac	Potential impacts		
CET1 ratio (bps)	1H20	2H20	1H21	2H21
CET1 impact / (benefit)	7	10	(21)	~15
Institutional	8	16	(1)	
Aus. Retail & Commercial	(1)	(7)	(16)	
New Zealand	0	1	(4)	

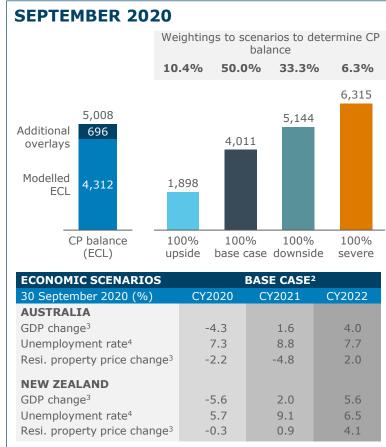
- 1. Illustration of the impact on ANZ's modelled ECL. The Upside, Downside and Severe Scenarios are fixed economic scenarios which do not move with changes to the Base Case forecast
- . Subset of a range of economic indicators shown. Economic forecasts also undertaken for international markets
- 3. CY2020, CY2021 & CY2022: 12 months to December Year on Year change
- 4. Annual average: 12 months to December
- As a fixed scenario, the Downside Scenario (like the Upside and Severe Scenarios) is specified in terms of an index of economic stress. The economic variables shown represent a characterisation of the scenario to facilitate a comparison to the base case



# **EXPECTED CREDIT LOSS**

# ECONOMIC SCENARIOS - MODELLED OUTCOMES (COLLECTIVE PROVISION BALANCE SCENARIOS)<sup>1</sup>







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



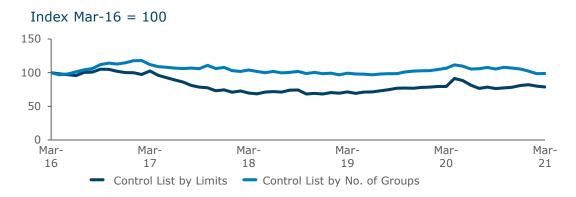
<sup>2.</sup> Subset of a range of economic indicators shown. Economic forecasts also undertaken for international markets

<sup>3.</sup> CY2020, CY2021 & CY2022: 12 months to December Year on Year change (Jun-20 Qtr is quarter on quarter change)

<sup>4.</sup> Annual average: 12 months to December

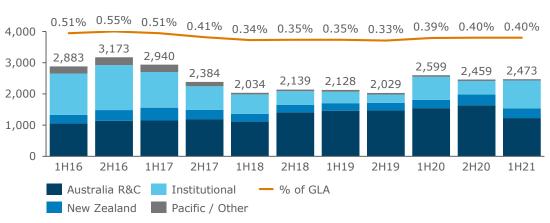
#### **IMPAIRED ASSETS**

#### **CONTROL LIST**

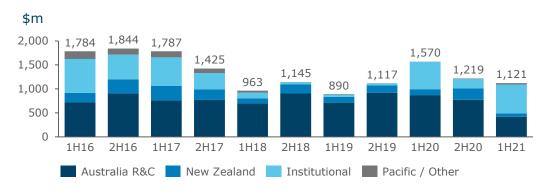


#### **GROSS IMPAIRED ASSETS BY DIVISION**



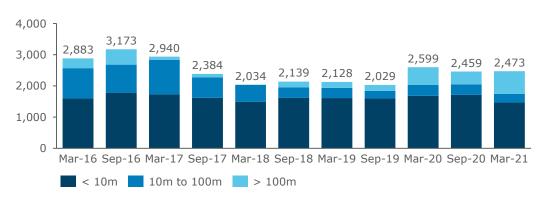


#### **NEW IMPAIRED ASSETS BY DIVISION**



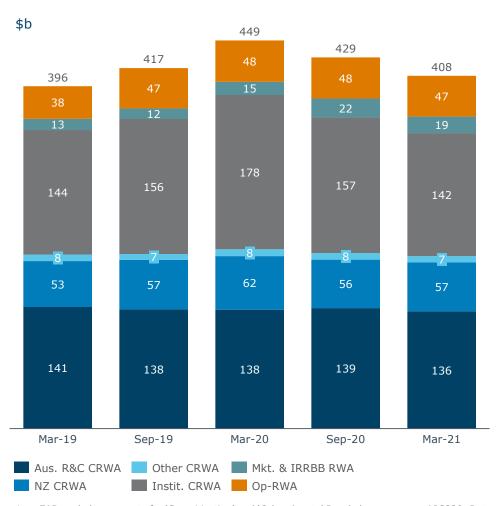
#### **GROSS IMPAIRED ASSETS BY EXPOSURE SIZE**

#### \$m

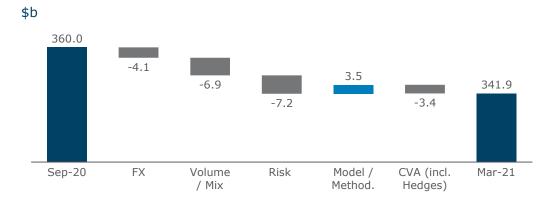


#### RISK WEIGHTED ASSET AND EXPOSURE AT DEFAULT - DIVISIONAL VIEW

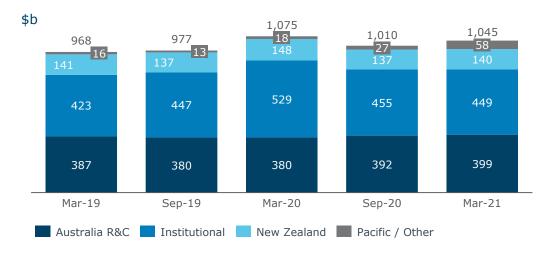
#### **TOTAL RISK WEIGHTED ASSETS**



#### **CREDIT RWA DRIVERS**



#### EAD BY DIVISION<sup>1</sup>



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

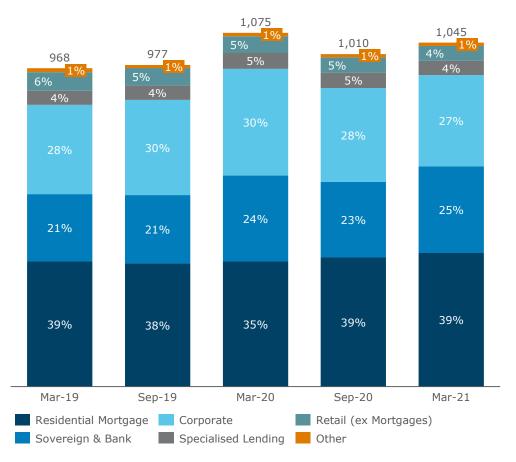


# **RISK WEIGHTED ASSETS & EXPOSURE AT DEFAULT**

EAD COMPOSITION<sup>1</sup>

#### **EAD COMPOSITION**

\$b



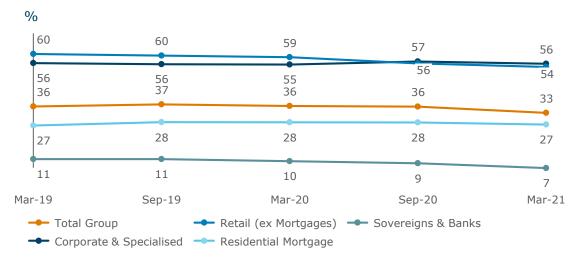
#### **EAD & CRWA MOVEMENT**

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

Increased exposure to the RBA via higher ESA (exchange settlement account) balance



#### **CREDIT RWA / EAD BY PORTFOLIO**



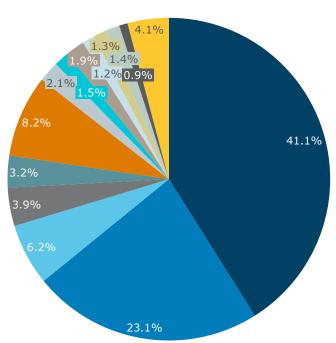
<sup>1.</sup> EAD excludes Securitisation and Other assets, whereas CRWA is inclusive of these asset classes, as per APS 330. EAD data provided is on a Post CRM basis, net of credit risk mitigation such as quarantees, credit derivatives, netting and financial collateral



#### TOTAL PORTFOLIO COMPOSITION

#### **EXPOSURE AT DEFAULT (EAD) DISTRIBUTION**





Category	%	of Group I	EAD	% of In	npaired A	ssets to	Impaired Assets Balance <sup>3</sup>
	Mar-20 <sup>2</sup>	Sep-20 <sup>2</sup>	Mar-21	Mar-20 <sup>2</sup>	Sep-20 <sup>2</sup>	Mar-21	Mar-21
Consumer Lending	38.0%	41.3%	41.1%	0.2%	0.2%	0.1%	\$536m
Finance, Investment & Insurance	23.6%	20.2%	23.1%	0.0%	0.0%	0.0%	\$57m
Property Services	6.4%	6.6%	6.2%	0.2%	0.2%	0.2%	\$117m
Manufacturing	5.1%	4.6%	3.9%	0.1%	0.2%	0.2%	\$96m
Agriculture, Forestry, Fishing	3.3%	3.3%	3.2%	1.4%	1.7%	1.0%	\$344m
Government & Official Institutions	7.0%	8.2%	8.2%	0.0%	0.0%	0.0%	\$0m
Wholesale trade	2.8%	2.3%	2.1%	1.1%	0.3%	1.5%	\$320m
Retail Trade	1.7%	1.7%	1.5%	1.6%	1.8%	1.7%	\$264m
Transport & Storage	2.2%	2.1%	1.9%	0.5%	0.5%	1.8%	\$360m
Business Services	1.3%	1.3%	1.2%	0.6%	0.8%	0.8%	\$102m
Resources (Mining)	1.8%	1.7%	1.3%	0.2%	0.1%	0.2%	\$22m
Electricity, Gas & Water Supply	1.4%	1.4%	1.4%	0.1%	0.1%	0.1%	\$9m
Construction	0.9%	0.9%	0.9%	0.9%	1.0%	0.9%	\$84m
Other	4.5%	4.4%	4.1%	0.4%	0.4%	0.4%	\$162m
Total	100%	100%	100%				\$2,473m
Total Group EAD¹	\$1,075b	\$1,010b	\$1,045b				

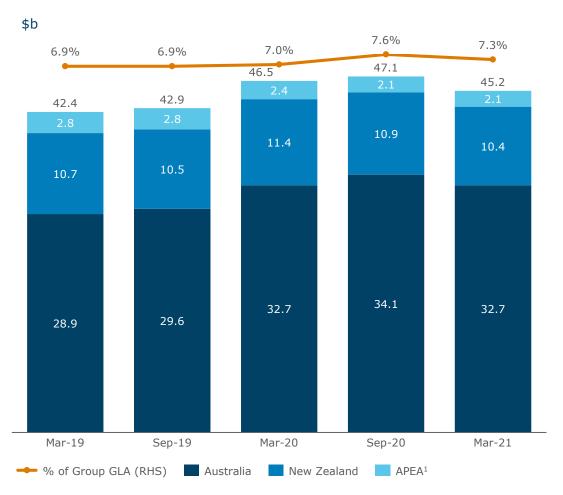


<sup>1.</sup> EAD excludes amounts for 'Securitisation' and 'Other Assets' Basel classes, as per APS330. Data provided is on a Post CRM basis, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral
2. The industry split has been revised for September 2020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

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

#### **SEGMENTS OF INTEREST**

#### **COMMERCIAL PROPERTY OUTSTANDINGS BY REGION**

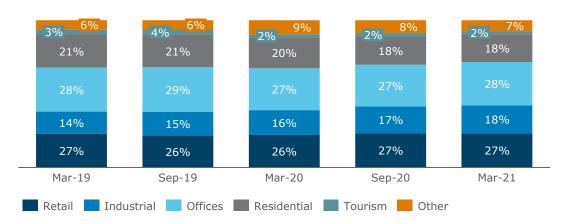


#### COMMERCIAL PROPERTY OUTSTANDINGS BY SECTOR

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

#### COMMERCIAL PROPERTY OUTSTANDINGS BY SECTOR

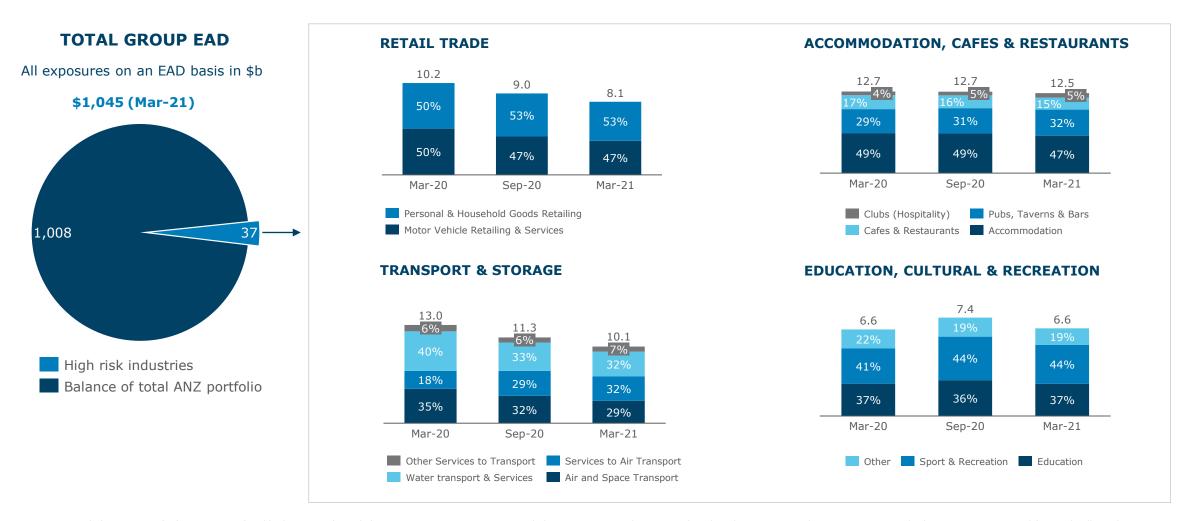
%





<sup>1.</sup> APEA = Asia Pacific, Europe & America

#### EXPOSURE TO SOME INDUSTRIES MORE IMPACTED BY DOWNGRADES DURING THE COVID-19 PANDEMIC<sup>1,2,3</sup>



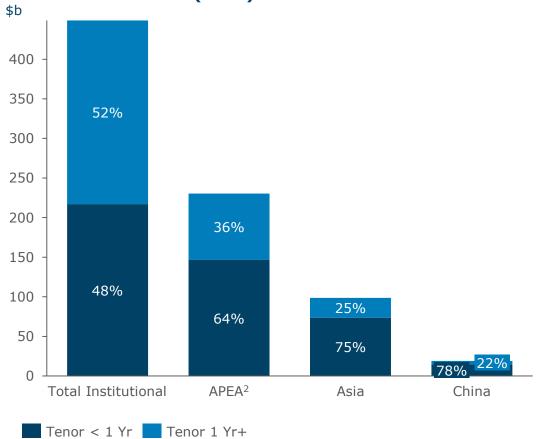
<sup>1.</sup> EAD excludes amounts for 'Securitisation' and 'Other Assets' Basel classes, as per APS330. Data provided is on a Post CRM basis, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral

<sup>2.</sup> Exposure represents a subset of sectors within the respective ANZSIC industry group

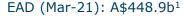
The industry split has been revised for September 2020 and March 2020 comparatives to align to APS330 Pillar 3 disclosure

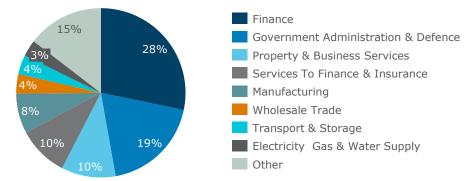
#### ANZ INSTITUTIONAL PORTFOLIO

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



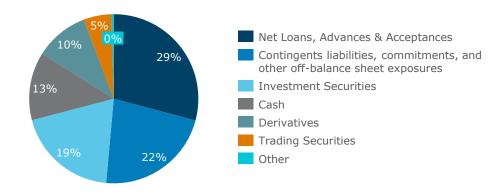
#### **ANZ INSTITUTIONAL INDUSTRY COMPOSITION**





#### ANZ INSTITUTIONAL PRODUCT COMPOSITION

EAD (Mar-21): A\$448.9b<sup>1</sup>





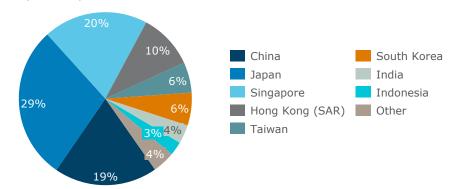
<sup>1.</sup> EAD excludes amounts for 'Securitisation' and 'Other Assets' Basel classes, as per APS330. Data provided is on a Post CRM basis, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral

<sup>2.</sup> APEA: Asia, Pacific, Europe & America

# ANZ ASIAN INSTITUTIONAL PORTFOLIO (MARKET OF INCORPORATION)

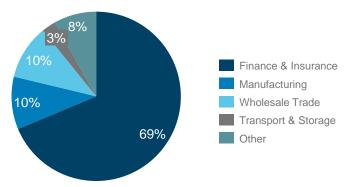
#### MARKET OF INCORPORATION

EAD (Mar-21): A\$99b1



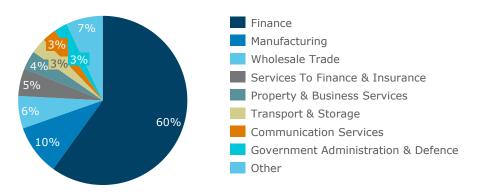
#### **ANZ CHINA COMPOSITION**

EAD (Mar-21): A\$19b<sup>1</sup>



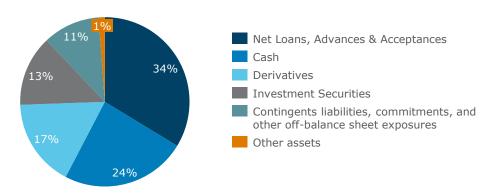
#### **ANZ ASIA INDUSTRY COMPOSITION**

EAD (Mar-21): A\$99b1



#### **ANZ ASIA PRODUCT COMPOSITION**

EAD (Mar-21): A\$99b1



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



# **2021**HALF YEAR RESULTS

# **INVESTOR DISCUSSION PACK**

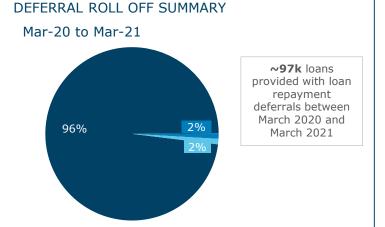
LOAN REPAYMENT DEFERRALS & DELINQUENCIES

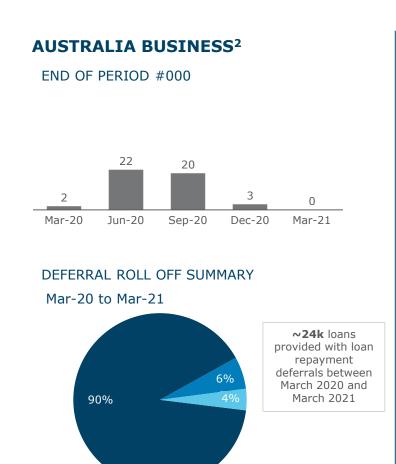


# LOAN REPAYMENT DEFERRALS

## TREND AND OUTCOME ANALYSIS (31 MARCH)<sup>1</sup>

# AUSTRALIA HOUSING END OF PERIOD #000 83 74 23 Mar-20 Jun-20 Sep-20 Dec-20 Mar-21



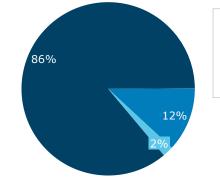




END OF PERIOD #000



# DEFERRAL ROLL OFF SUMMARY Mar-20 to Mar-21



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

Completed and returned to repayment arrangements Restructured Transferred to hardship

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

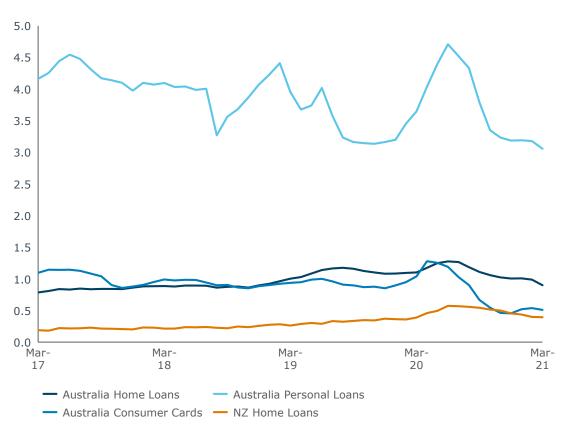
<sup>2.</sup> Excludes Commercial overdraft facilities where COVID-19 impacted customers received assistance of temporary limit increases of 10% and Asset Finance

# **DELINQUENCIES**

90+ DAYS PAST DUE (DPD)

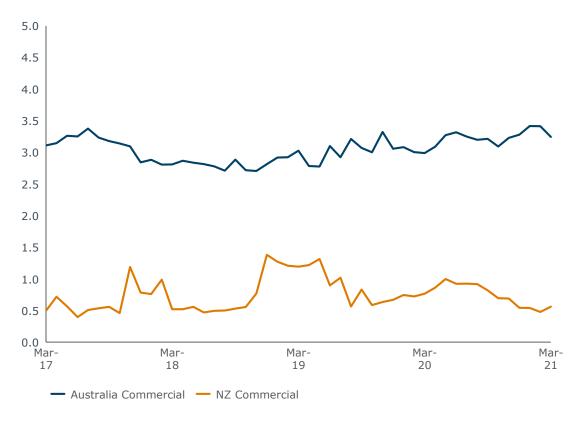
#### **CONSUMER PORTFOLIO**<sup>1,2,3</sup>

% of Total Portfolio Balances



#### **COMMERCIAL PORTFOLIO**<sup>4,5</sup>

% of Total Portfolio Balances



<sup>1.</sup> Includes Non Performing Loans

<sup>2.</sup> ANZ delinquencies are calculated on a missed payment basis for amortising and Interest Only loans

Australia Home Loans 30+ and 90+ excludes eligible Home Loans accounts that had requested COVID-19 assistance but due to delays in processing had not had the loan repayment deferral applied to the account

<sup>.</sup> Australia Commercial includes Business Banking and Small Business Banking

<sup>5.</sup> NZ Commercial is inclusive of Agri (previously shown as a separate series)

# **2021**HALF YEAR RESULTS

**INVESTOR DISCUSSION PACK** 

HOUSING PORTFOLIO



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

		Portfolio <sup>1</sup>		Flo	w <sup>2</sup>
	1H19	1H20	1H21	1H20	1H21
Number of Home Loan accounts <sup>1</sup>	1,000k	971k	1,019k	64k³	92k <sup>3</sup>
Total FUM <sup>1</sup>	\$269b	\$264b	\$281b	\$23b	\$34b
Average Loan Size <sup>4</sup>	\$269k	\$272k	\$275k	\$382k	\$364k
% Owner Occupied <sup>5</sup>	66%	68%	68%	69%	68%
% Investor <sup>5</sup>	31%	30%	30%	30%	31%
% Equity Line of Credit	3%	2%	2%	1%	1%
% Paying Variable Rate Loan <sup>6</sup>	82%	85%	73%	87%	59%
% Paying Fixed Rate Loan <sup>6</sup>	18%	15%	27%	13%	41%
% Paying Interest Only	18%	12%	10%	13%	14%
% Broker originated	52%	52%	54%	49%	58%

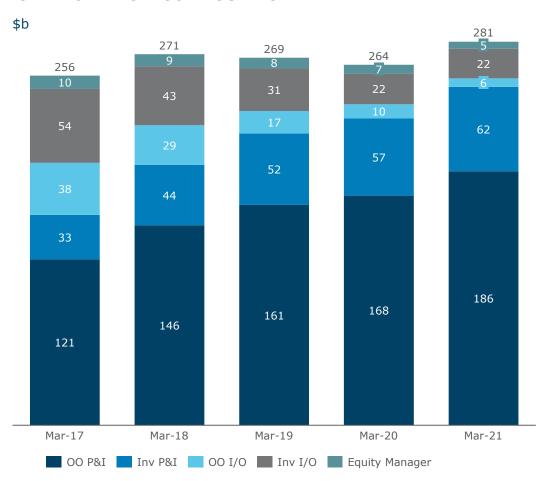
		ortfolio <sup>1</sup>	
	1H19	1H20	1H21
Average LVR at Origination <sup>7,8,9</sup>	67%	68%	71%
Average Dynamic LVR (excl. offset) <sup>8,9,10</sup>	56%	56%	55%
Average Dynamic LVR (incl. offset) <sup>8,9,10</sup>	51%	51%	49%
Market share (MADIS publication) <sup>11</sup>	14.6%	14.0%	14.4%
% Ahead of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

<sup>1.</sup> Home Loans portfolio (includes Non Performing Loans, excludes Offset balances) 2. YTD unless noted 3. New accounts includes increases to existing accounts and split loans (fixed and variable components of the same loan) 4. Average loan size for Flow excludes increases to existing accounts 5. The current classification of Investor vs Owner Occupied is based on ANZ's product category, determined at origination as advised by the customer and the ongoing precision relies primarily on the customer's obligation to advise ANZ of any change in circumstances. 6. Excludes Equity Manager Accounts 7. Originated in the respective year 8. Unweighted based on # accounts 9. Includes capitalised LMI premiums 10. Valuations updated to Feb-21 where available. Includes Non Performing Loans and excludes accounts with a security guarantee and unknown DLVR 11. Source: APRA Monthly Authorised Deposit-Taking Institutions Statistics (MADIS) to Mar-21 12. % of Owner Occupied and Investor Loans that have any amount ahead of repayments based on available Redraw and Offset 13. Balances of Offset accounts connected to existing Instalment Loans 14. Low Doc is comprised of less than or equal to 60% LVR mortgages primarily for self-employed without scheduled PAYG income. However, it also has <0.1% of less than or equal to 80% LVR mortgages, primarily booked pre-2008 15. Annualised write-off net of recoveries 16. Based on Gross Loans and Advances 17. Australia Geography includes Australia Retail & Commercial and Institutional Australia

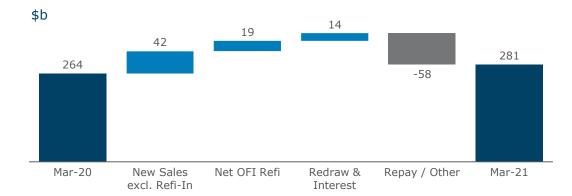


#### PORTFOLIO GROWTH

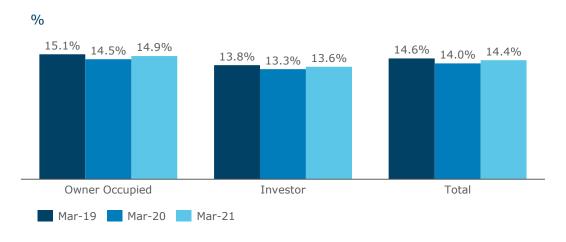
#### **HOME LOAN FUM COMPOSITION**<sup>1,2</sup>



#### LOAN BALANCE & LENDING FLOWS<sup>1</sup>



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



<sup>1.</sup> Based on Gross Loans and Advances. Includes Non Performing Loans

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

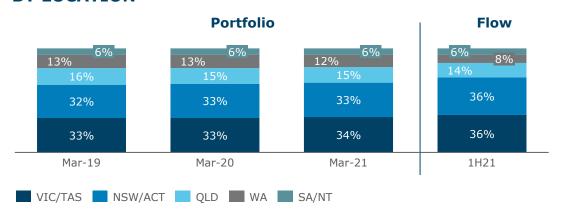
<sup>3.</sup> Source: APRA Monthly Authorised Deposit-Taking Institutions Statistics (MADIS) to Mar-21

PORTFOLIO<sup>1,2</sup> & FLOW<sup>3,5</sup> COMPOSITION (% of TOTAL BALANCES)

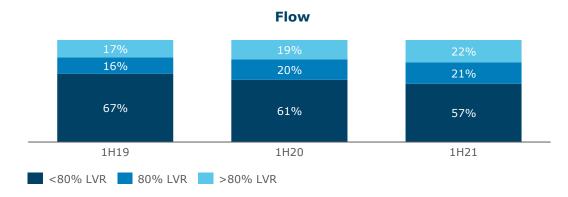
#### **BY PURPOSE**



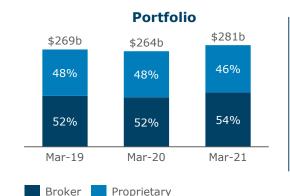
#### **BY LOCATION**

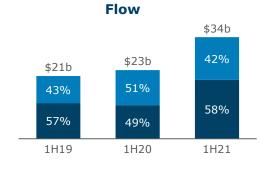


#### BY ORIGINATION LVR<sup>4,5,6</sup>



#### **BY CHANNEL**





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

#### PORTFOLIO DYNAMICS

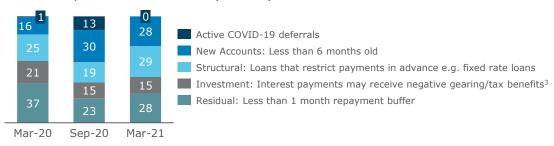
#### HOME LOANS REPAYMENT PROFILE<sup>1,2</sup>

72% of accounts ahead of repayments



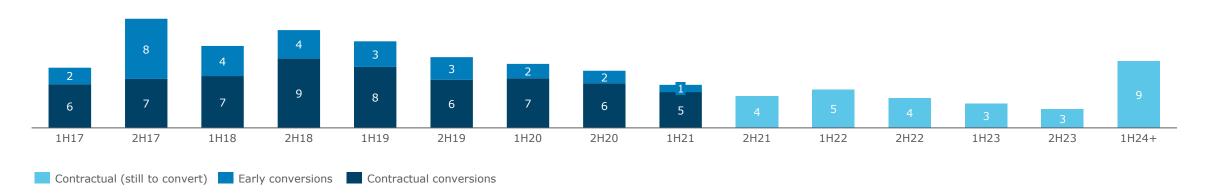
#### **HOME LOANS ON TIME & <1 MONTH AHEAD PROFILE<sup>2</sup>**

% composition of accounts (Mar-21)



#### SWITCHING INTEREST ONLY TO P&I AND SCHEDULED INTEREST ONLY TERM EXPIRY<sup>4,5</sup>

\$b

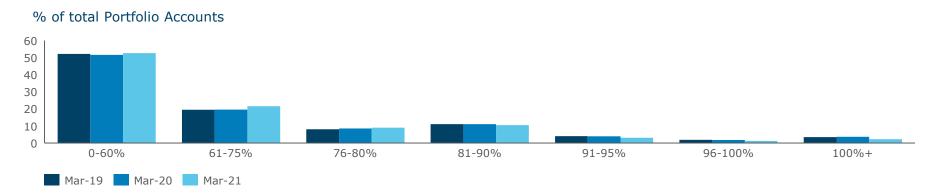


<sup>1.</sup> Includes Non Performing Loans 2. % of Owner Occupied and Investment Loans that have any amount ahead of repayments. Excess repayments based on available Redraw and Offset. Excludes Equity Manager Accounts 3. The current classification of Investor vs Owner Occupied, is based on ANZ's product category, determined at origination as advised by the customer and the ongoing precision relies primarily on the customer's obligation to advise ANZ of any change in circumstances 4. Total portfolio including new flows 5. As at Mar-21



#### PORTFOLIO DYNAMICS

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



#### >90%

Net of offset balances

- 5.2% of portfolio
- 54% ahead of repayments<sup>6</sup>
- •49% with LMI

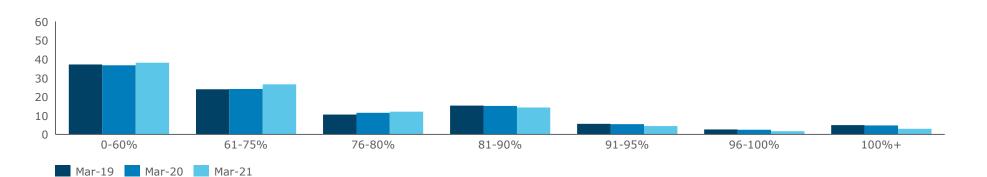
#### **NEGATIVE EQUITY**

Net of offset balances

- 1.9% of portfolio
- 57% ahead of repayments<sup>6</sup>
- 47% with LMI

#### DYNAMIC LOAN TO VALUE RATIO BASED ON PORTFOLIO BALANCES 1,2,3,4

% of total Portfolio Balances



#### >90%

Net of offset balances

- 7.0% of portfolio
- •50% ahead of repayments
- 43% with LMI

#### **NEGATIVE EQUITY**

Net of offset balances

- 2.4% of portfolio
- 53% ahead of repayments<sup>6</sup>
- 42% with LMI

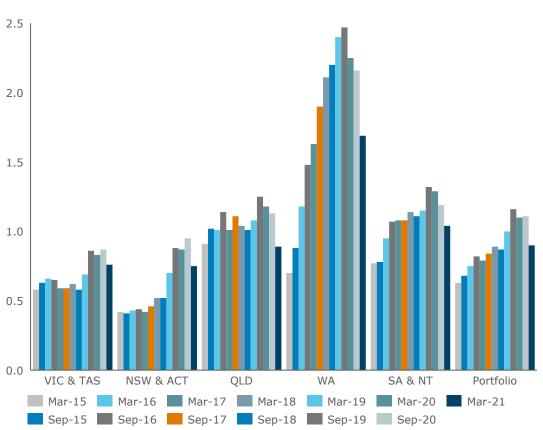
<sup>1.</sup> Includes capitalised LMI premiums 2. Valuations updated to Feb-21 where available 3. Includes Non Performing Loans and excludes accounts with a security guarantee and unknown DLVR 4. DLVR does not incorporate offset balances 5. Aligning with calculations that produce a portfolio average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



#### PORTFOLIO PERFORMANCE

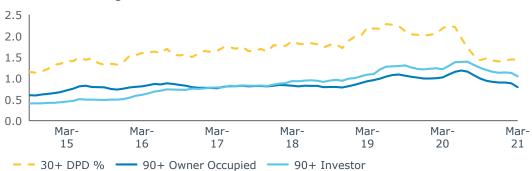
#### **HOME LOANS 90+ DPD BY STATE<sup>1,2</sup>**

% of Portfolio Segment Balances

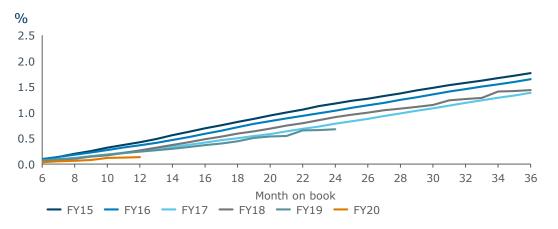


#### **HOME LOAN DELINQUENCIES**<sup>1,2,3,4</sup>

% of Portfolio Segment Balances



## **HOME LOANS - 90+ DPD (BY VINTAGE)**<sup>5,6</sup>



<sup>1.</sup> Includes Non Performing Loans 2. ANZ delinquencies are calculated on a missed payment basis for amortising and Interest Only loans 3. The current classification of Investor vs Owner Occupied, is based on ANZ's product category, determined at origination as advised by the customer and the ongoing precision relies primarily on the customer's obligation to advise ANZ of any change in circumstances 4. 30+ and 90+ between Mar-20 and Jun-20 excludes eligible Home Loans accounts that had requested COVID-19 assistance but due to delays in processing had not had the loan repayment deferral applied to the account. 5. Home loans 90+ DPD vintages represent % ratio of over 90+ delinquent (measured by # accounts), contains at least 6 application months of that fiscal year contributing to each data point. 6. Historical vintages have been restated as a result of enhancements to methodology



# **NEW ZEALAND HOME LOANS**

#### PORTFOLIO OVERVIEW<sup>1</sup>

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

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

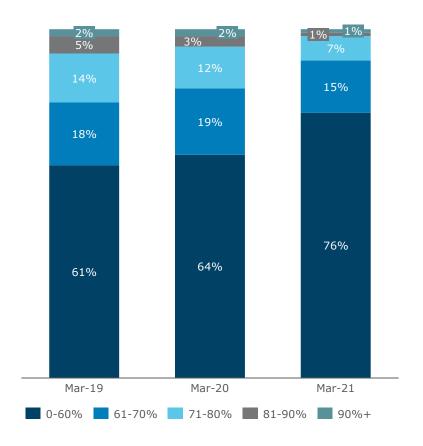
New Zealand Geography
 Flow excludes revolving credit facilities

<sup>3.</sup> Source: RBNZ, 1H21 share of all banks as at March 2021 4. Low documentation (Low Doc) lending allowed customers who met certain criteria to apply for a mortgage with reduced income confirmation requirements. New Low Doc lending ceased in 2007

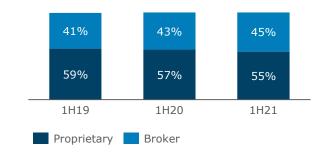
# **NEW ZEALAND HOME LOANS**

## HOME LENDING & ARREARS TRENDS<sup>1</sup>

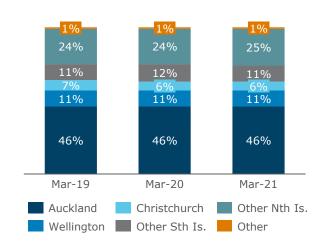
#### ANZ HOME LOAN LVR PROFILE<sup>2</sup>



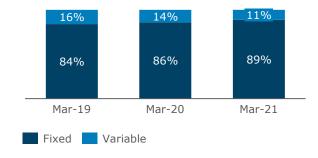
#### **HOUSING FLOWS**



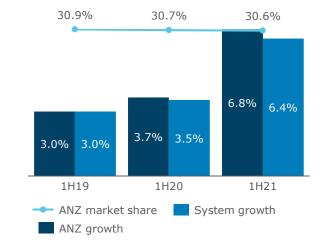
#### **HOUSING PORTFOLIO BY REGION<sup>3</sup>**



#### **HOUSING PORTFOLIO**



#### MARKET SHARE<sup>4</sup>



<sup>1.</sup> New Zealand Geography

Dynamic hasis

Prior periods have been restated to reflect loans previously included in "Other" have now been allocated across regions

<sup>4.</sup> Source: RBNZ, 1H21 growth rates and market share as at March 2021

# **2021**HALF YEAR RESULTS

INVESTOR DISCUSSION PACK
CORPORATE OVERVIEW AND

ENVIRONMENT, SOCIAL & GOVERNANCE (ESG)



# **SNAPSHOT OF HALF YEAR ESG TARGET PERFORMANCE**

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

ESG target	Progress	Relevant SDGs	
ENVIRONMENTAL SUSTAINABILITY		6 CLEAN WATER 7 AFFORMATE AND 9 MOUSTRY INVOLUTION 10 REQUESTS	
Fund and facilitate at least \$50 billion by 2025 towards sustainable solutions for our customers	Funded and facilitated AU\$13.95 billion in sustainable finance transactions since October 2019.	<b>♥</b> ♦ €	
Encourage and support 100 of our largest emitting customers to establish, and where appropriate, strengthen existing low carbon transition plans, by end 2021	Engaged with 98 of our largest emitting business customers.	11 SUSTAINABLECTIES 12 RESPONSIBLE AND COMMITTEE 13 ACTION AND PRODUCTION AND PRODUCTION	
FINANCIAL WELLBEING		1 NO 8 DECENT WORK AND ECONOMIC SERVITH	
Support 250,000 customers to build a savings habit, by end 2021. (Australia/New Zealand)	Supported approximately 85,000 customers to build a savings habit since October 2020.	Ťv <del>ě Š</del> víř	
Establish seven new partnerships to expand the reach and improve impact of MoneyMinded for vulnerable people, by end 2023	Established two new partnerships - with Fruition Horticulture Bay of Plenty (New Zealand) and the Reserve Bank of Fiji (via a Memorandum of Understanding).	10 INDUCED 17 PRITINGOUS  TO FIRST HIS GOLDS  ***  ***  ***  ***  ***  ***  ***	
HOUSING			
Fund and facilitate AU\$10 billion of investment by 2030 to deliver more affordable, accessible and sustainable homes to buy and rent. (Australia /New Zealand)	Funded and facilitated AU\$302.6 million of investment since October 2020.	9 NOISTRI MONATOR 10 REDUCES 11 SUSTAINABECTIES AND COMMENTES	
Support more customers into healthier homes with our Healthy Home Loan Package and Interest-free Insulation Loans – through a 2%* increase of funds under management and a 4%¹ increase in customer numbers by 2025. (New Zealand)	Supported 463 households into healthier homes since October 2020.		
FAIR AND RESPONSIBLE BANKING			
Develop and commence implementation of a new Vulnerable Customer Framework to improve the support we provide to customers experiencing vulnerability, by end 2021. (Australia)	Commenced implementation of our new Customer Vulnerability Framework.	1 NO ESTATI WORK AND ESTATI WORK AND ESTATION CASE AND ESTATION C	
Design and commence implementation of a human rights grievance mechanism, using the UN Guiding Principles on Business and Human Rights, by end 2021	Designed the bank's first human rights grievance mechanism, informed by internal and external stakeholders. User testing will be undertaken before finalising the mechanism.		





# **OUR APPROACH TO CLIMATE CHANGE**

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

Help our customers
and support
transitioning
industries

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

Engage constructively and transparently with stakeholders

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

# **SUSTAINABLE FINANCE - \$50B TARGET**

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



**Funded:** loans and other credit lines provided to borrowers by ANZ

Facilitated: loans, bonds and other credit lines arranged by ANZ and provided by other lenders eq. fund managers, super funds, other banks

Affordable housing: construction of, or investment in, housing supply that supports positive market change

Sustainable development: credit lines to global development banks and agencies providing support to emerging economies

**Energy:** wind / solar / battery / transmission infrastructure / energy transition

Transport: low carbon transportation projects such as light rail, electric vehicle manufacturing

**Sustainability-linked facilities:** corporate loans to borrowers across multiple industry sectors where terms are linked to improved performance against agreed sustainability targets that reflect the borrower's material sustainability risks eg. emissions reduction, increased renewable energy consumption, workforce diversity

Renewables Advisory: providing advisory services in relation to the purchase, sale and raising of capital for renewable energy projects

Green Buildings / Renewables Loan Distribution: loans initially underwritten by ANZ and subsequently sold on to other lenders

ESG-format Bonds: Green, Social, Sustainable, Sustainability-Linked and Transition Bonds and other ESG-format bonds within the sustainable finance market

## **CUSTOMER ENGAGEMENT – FINANCING SUSTAINABILITY**

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



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

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

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



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

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

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



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

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

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



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

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



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

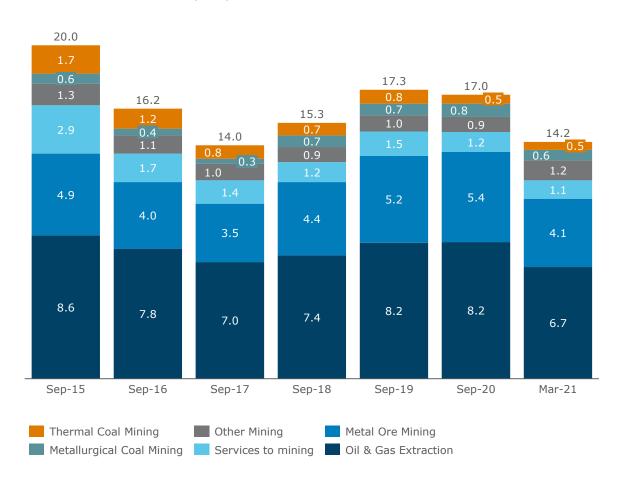
To date, this program has helped finance more than **\$205** million of investment in over **1374** clean energy technology deals for our corporate and agribusiness customers. Energy Efficiency remains the major asset category, with customers seeing rapid paybacks associated with upgrades to new and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

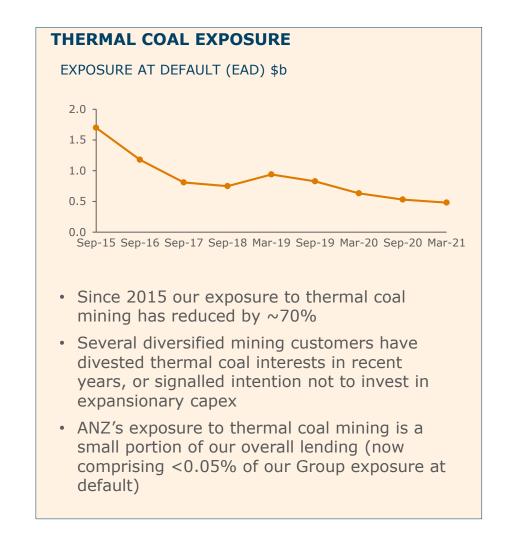
# HOW OUR LENDING IS SUPPORTING THE PARIS GOALS

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

#### **RESOURCES PORTFOLIO**

EXPOSURE AT DEFAULT (EAD) \$b





# **2021**HALF YEAR RESULTS

INVESTOR DISCUSSION PACK ECONOMICS

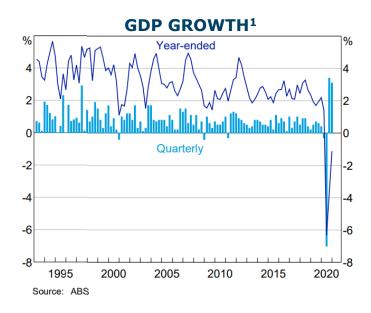


# **ECONOMICS**

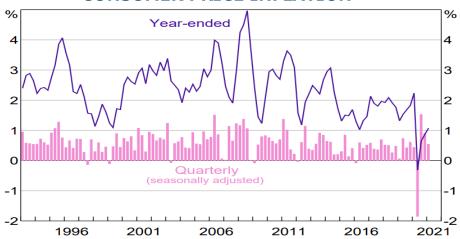
## AUSTRALIA FORECAST TABLE

	2018	2019	2020	2021F <sup>1</sup>	2022F <sup>1</sup>
Australia – annual % growth GDP	2.8	1.8	-2.5	4.8	3.3
Headline CPI (% y/y)	1.9	1.6	0.8	2.1	1.7
Employment (% y/y)	2.3	2.2	2.7	2.4	1.9
Unemployment (ann. avg)	5.0	5.2	5.3	6.4	5.4
RBA cash rate (% year end)	1.50	0.75	0.10	0.10	$0.10^{1}$
3yr bond yield (% year end)	2.06	0.91	0.11	0.40	0.40
10 year bond yield (% year end)	2.64	1.37	1.12	2.00	2.00
AUD/USD (year-end value)	0.74	0.70	0.77	0.82	0.82

## **AUSTRALIAN ECONOMY- GDP**



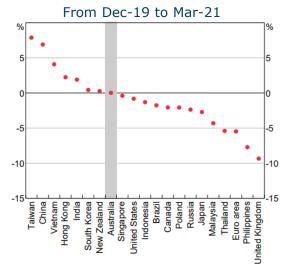
#### CONSUMER PRICE INFLATION<sup>1</sup>



Excludes interest charges prior to the September quarter 1998; adjusted for the tax changes of 1999–2000

Sources: ABS; RBA

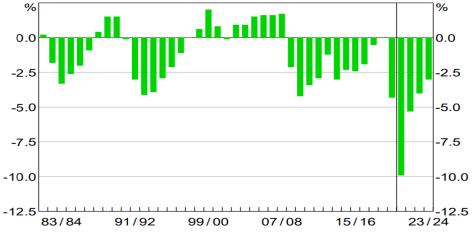
#### **GLOBAL GDP GROWTH COMPARISON\*,2**



\* Forecasts used where March quarter GDP has not yet been reported Sources: ABS; Blomberg; CEIC Data; Consensus Economics; RBA;

### AUSTRALIAN GOVERNMENT BUDGET BALANCE<sup>1</sup>

% of nominal GDP

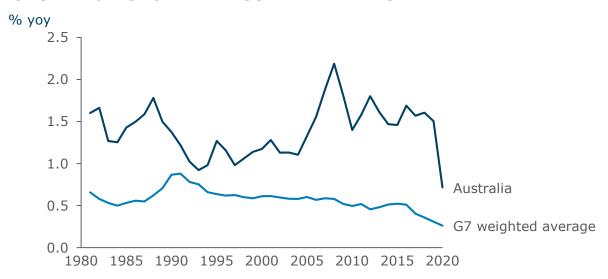


\* Underlying cash balance; 2020/21 Mid-year economic and fiscal outlook Source: Australian Treasury

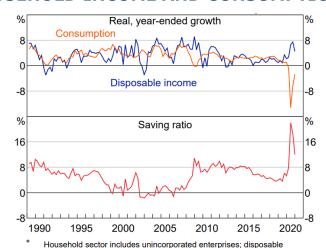


# **AUSTRALIAN ECONOMY- POPULATION AND SAVINGS**

#### POPULATION GROWTH - AUSTRALIA AND G71



#### HOUSEHOLD INCOME AND CONSUMPTION\*,3

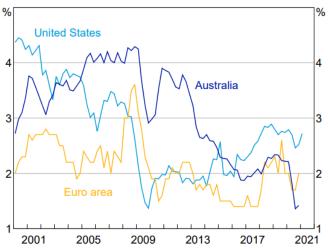


income is after tax and interest payments; saving ratio is net of

depreciation

Sources: ABS; RBA

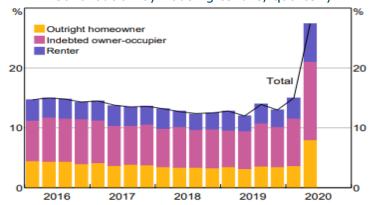
#### **WAGES GROWTH\*,2**



\* Wages Price Index for Australia; Employment Cost Index for the United States; indicator of negotiated wages for the euro area Sources: RBA: Refinitiv

### **HOUSEHOLD SAVING RATE\*,4**

#### Contribution by housing tenure, quarterly



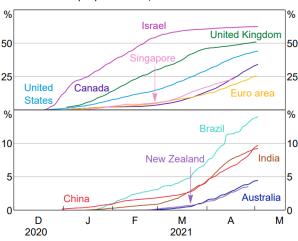
 Average saving estimated as the difference between net household income and expenses; average saving of each group weighted by 2016 Census housing tenure shares

Sources: ABS; RBA; Roy Morgan

## **AUSTRALIAN ECONOMY – COVID 19**

#### **VACCINATIONS\*,1**

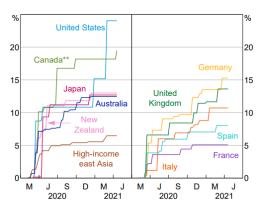
% of population, at least one dose



Total doses divided by 2 for Australia and China Sources: Our World in Data: RBA

#### **ACUTE PHASE DIRECT FISCAL SUPPORT\*,1**

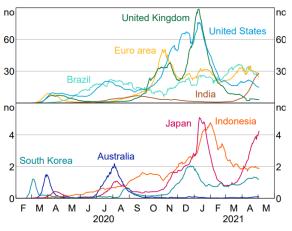
% of 2019 GDP, date of announcement



- Includes state government stimulus for Australia, Canada and Germany; excludes loan guarantees, unallocated funds, public investment and consumption incentives
- \*\* April 2021 increase is not yet approved Sources: IMF; national sources; RBA; Refinitiv

#### COVID-19 NEW CASES PER CAPITA<sup>1</sup>

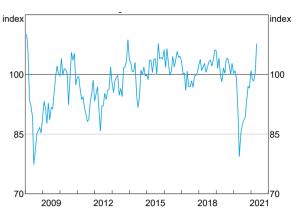
Per 100,000 cases, smoothed



Sources: Johns Hopkins CSSE: RBA

#### **CONSUMER SENTIMENT\*,2**

Average since 1980 = 100

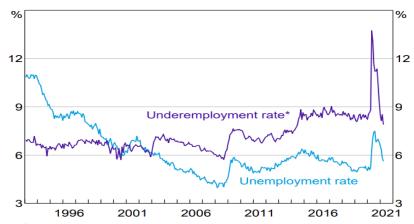


Average of the ANZ-Roy Morgan and Westpac-Melbourne Institute consumer sentiment measure of respondents' perceptions of their personal finances relative to the previous year: ANZ-Roy Morgan index rescaled to have the same average as the Westpac-Melbourne Institute index since 1996

Sources: ANZ-Roy Morgan; RBA; Westpac and Melbourne Institute

## **AUSTRALIAN LABOUR MARKET**

#### UNEMPLOYMENT AND UNDEREMPLOYMENT<sup>1</sup>



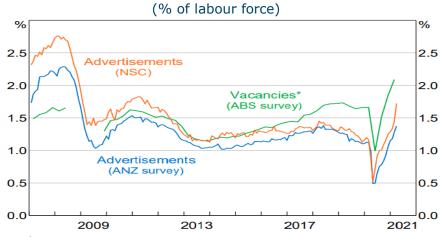
\* Full-time workers on reduced hours for economic reasons and part-time workers who would like, and are available, to work more hours Source: ABS

### WAGES GROWTH<sup>1</sup>



\* Wages Price Index for Australia; Employment Cost Index for the United States; indicator of negotiated wages for the euro area Sources: RBA; Refinitiv

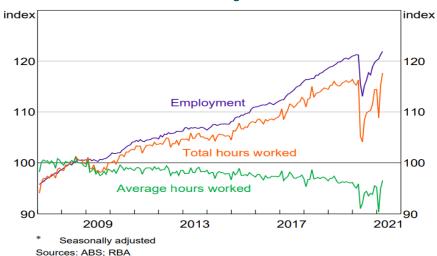
## JOB VACANCIES AND ADVERTISEMENTS<sup>1</sup>



\* This survey was suspended between May 2008 and November 2009 Sources: ABS; ANZ; National Skills Commission (NSC); RBA

## **EMPLOYMENT AND HOURS WORKED**<sup>1,2</sup>

2008 average=100



## **COMMODITY PRICES**

#### **RBA INDEX OF COMMODITY PRICES<sup>1</sup>**

SDR, 2019/20 Average = 100, log scale



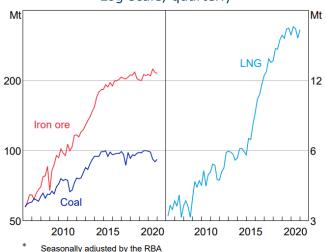
## **BULK COMMODITY PRICES<sup>2</sup>**

USD, 2015 average = 100



## **RESOURCE EXPORTS\*,1**

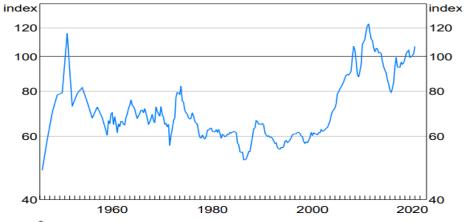
Log scale, quarterly



Sources: ABS; Department of Industry, Science, Energy and Resources;

#### **TERMS OF TRADE**\*,1

2018/19 average = 100, log scale

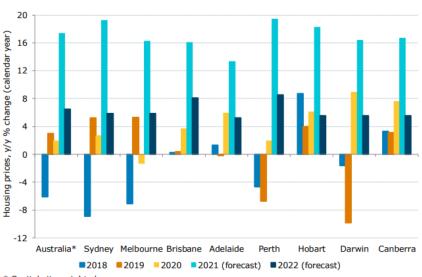


Annual data are used prior to 1960 Sources: ABS: RBA



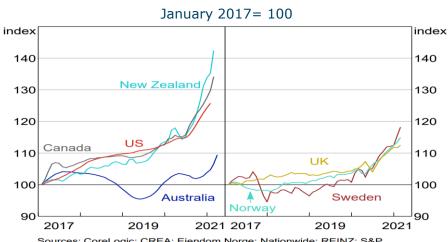
# **AUSTRALIAN HOUSING DYNAMICS: LOW RATES DRIVE RECENT GROWTH**

## HOUSING PRICE FORECASTS BY STATE<sup>1</sup>



<sup>\*</sup> Capital city weighted average

#### **HOUSING PRICE INDICES**<sup>3</sup>



Sources: CoreLogic; CREA; Eiendom Norge; Nationwide; REINZ; S&P

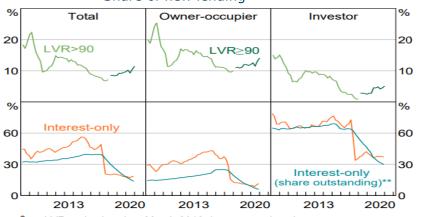
Global; Valueguard

**HOUSE PRICE GROWTH<sup>2</sup>** 

	6 Month Change			Year on Year Change		5 Year Cumulative Change			
April 2021	All dwellings	Houses	Units	All dwellings	Houses	Units	All dwellings	Houses	Units
Sydney	10.5	13.4	3.7	7.5	10.4	0.9	23.1	28.0	12.3
Melbourne	8.0	9.0	5.4	2.2	2.2	1.9	21.8	21.9	20.9
Brisbane	8.3	9.2	4.0	8.3	9.6	2.4	14.2	18.2	-2.6
Adelaide	7.7	8.6	2.2	10.3	11.1	4.8	18.5	19.8	10.7
Perth	8.2	8.4	6.6	6.7	6.9	4.8	-8.6	-7.1	-15.1
Hobart	11.0	11.4	9.5	13.8	14.3	11.6	56.4	58.2	49.9
Darwin	12.9	14.2	9.9	15.3	18.2	9.5	-9.9	-0.3	-25.0
Canberra	10.6	4.5	10.6	14.2	7.6	14.2	36.0	15.6	36.0

## ADIS' HOUSING LOAN CHARACTERISTICS\*,3

## Share of new lending

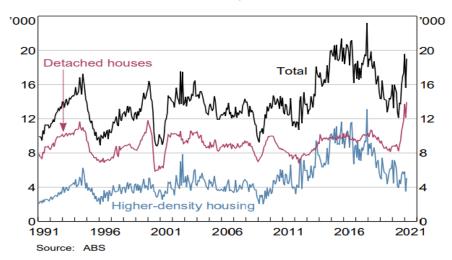


- LVR series break at March 2018 due to reporting changes;
- interest-only series are break-adjusted and seasonally adjusted
- Share of outstanding interest-only loans to housing credit Sources: APRA; RBA

## **AUSTRALIAN HOUSING DYNAMICS**

## PRIVATE RESIDENTIAL BUILDING APPROVALS<sup>1</sup>

Monthly



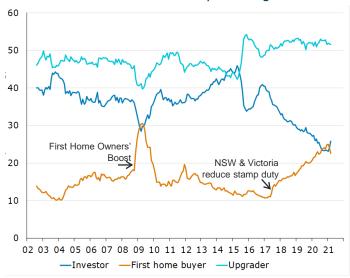
## HOUSING LOAN COMMITMENTS<sup>1</sup>

(excluding refinancing)



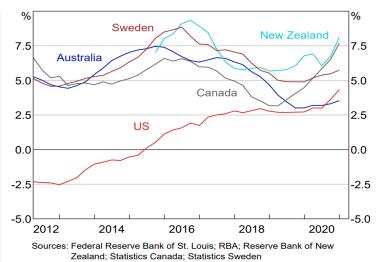
#### SHARE OF NEW HOUSING LENDING<sup>2</sup>

% Of new monthly housing



#### MORTGAGE CREDIT<sup>3</sup>

Year ended growth

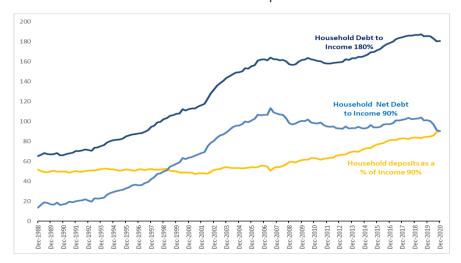


# **AUSTRALIAN HOUSING**

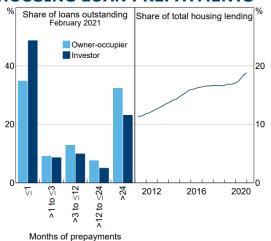
## HOUSEHOLD DEBT AND INCOME

#### HOUSEHOLD DEBT AND DEPOSITS<sup>1</sup>

% of annual household disposable income



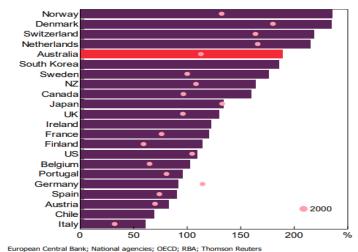
#### **HOUSING LOAN PREPAYMENTS\*,3**



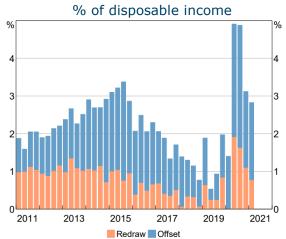
Available redraw plus offset account balances

#### HOUSEHOLD DEBT-TO-INCOME RATIOS<sup>2</sup>

End 2018 or latest observation



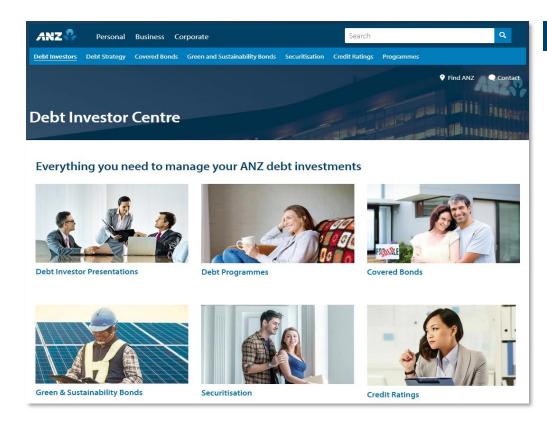
#### FLOWS INTO OFFSET & REDRAW ACCOUNTS<sup>4</sup>



Seasonally adjusted and break-adjusted Sources: ABS; APRA; RBA



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#### For further information visit

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