

# 2022 HALF YEAR RESULTS

HALF YEAR ENDED 31 MARCH 2022 DEBT INVESTOR UPDATE 25 MAY 2022

Approved for distribution by ANZ's Continuous Disclosure Committee Australia and New Zealand Banking Group Limited 9/833 Collins Street Docklands Victoria 3008 Australia ABN 11 005 357 522

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# 2022 HALF YEAR RESULTS

SHAYNE ELLIOTT

CHIEF EXECUTIVE OFFICER

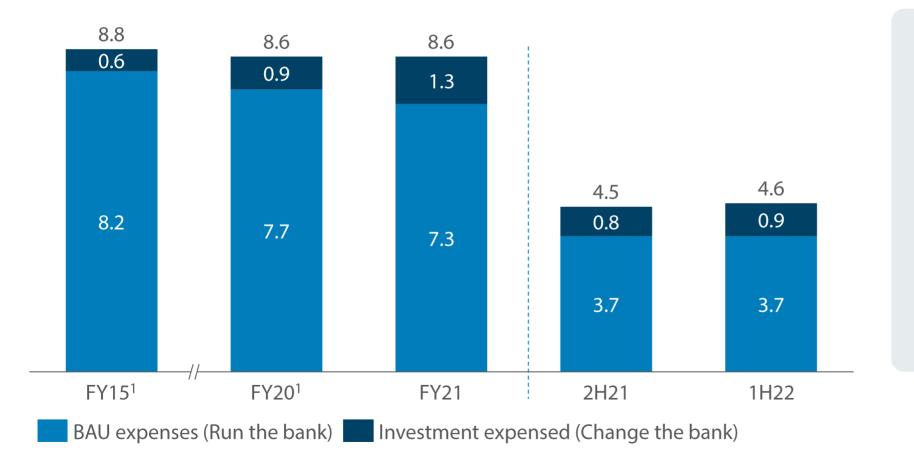
# FINANCIAL PERFORMANCE OVERVIEW

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



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

### TOTAL EXPENSES (\$b)



### **PRODUCTIVITY FOCUS**



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

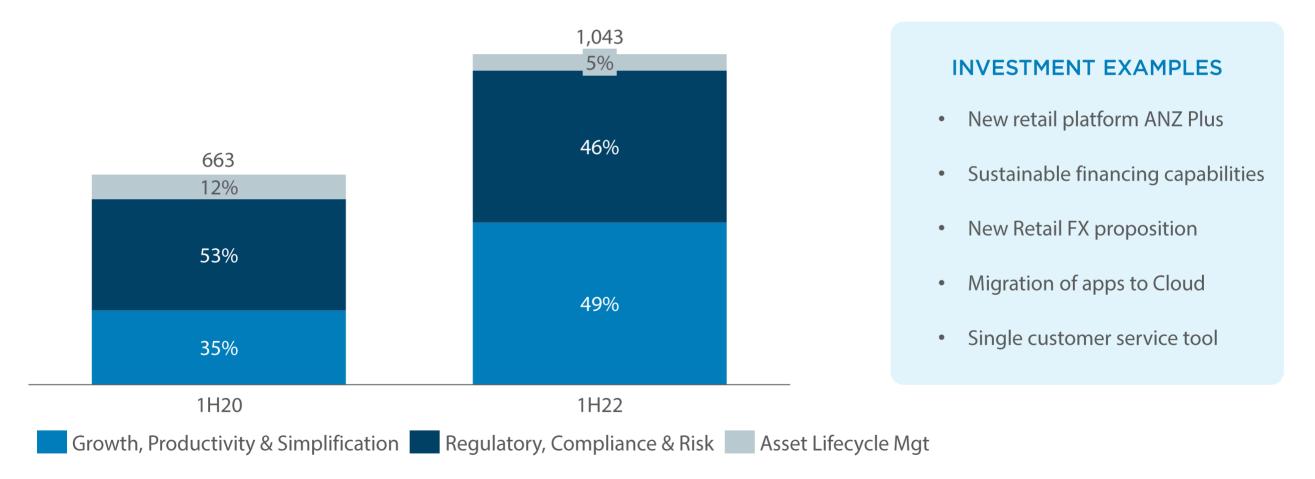
1. Pro-Forma view adjusts the original metric reported in FY15 and FY20 to reflect comparable accounting policies and continuing organisational structure as the 1H22 relative results

2. Straight Through Processing



# **INVESTMENT DIRECTED TO FUTURE GROWTH OPPORTUNITIES**

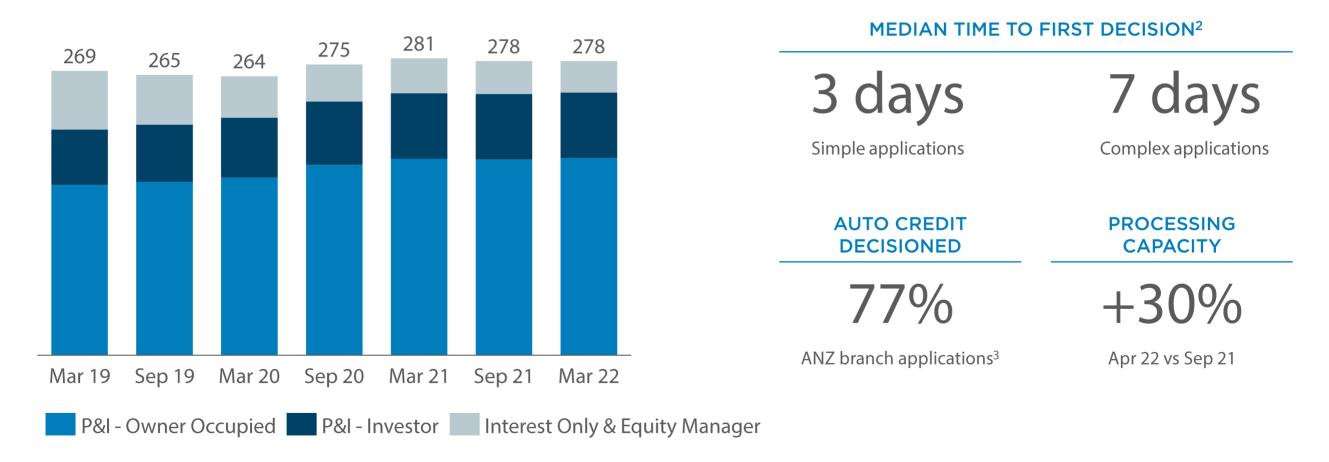
### TOTAL INVESTMENT SPEND (\$m)





# **IMPROVED AUSTRALIA HOME LOAN PERFORMANCE**

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



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

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

3. March 2022

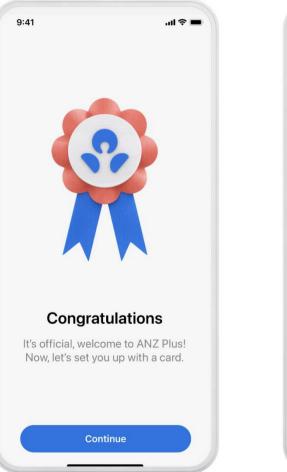
# **EXITING NON-CORE ACTIVITIES**

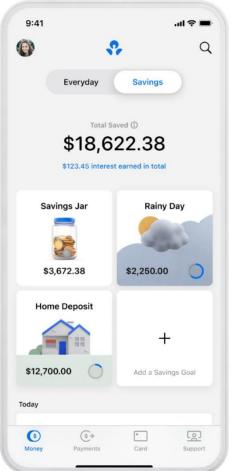




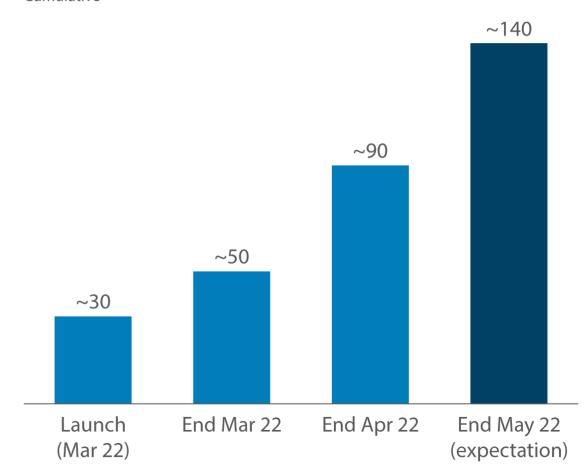
Agreed the sale of 29 businesses, and reshaped the Institutional business, releasing over \$13b in capital

# LAUNCHED ANZ PLUS





### FEATURES & CAPABILITIES ROLLED OUT



Cumulative

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

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



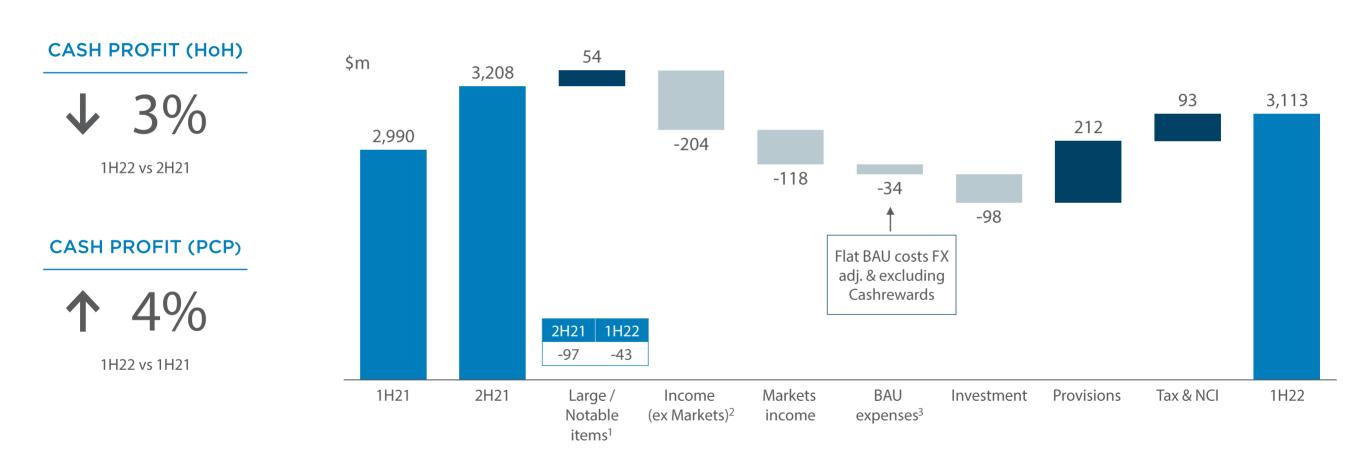
# 2022 HALF YEAR RESULTS

**FARHAN FARUQUI** 

CHIEF FINANCIAL OFFICER



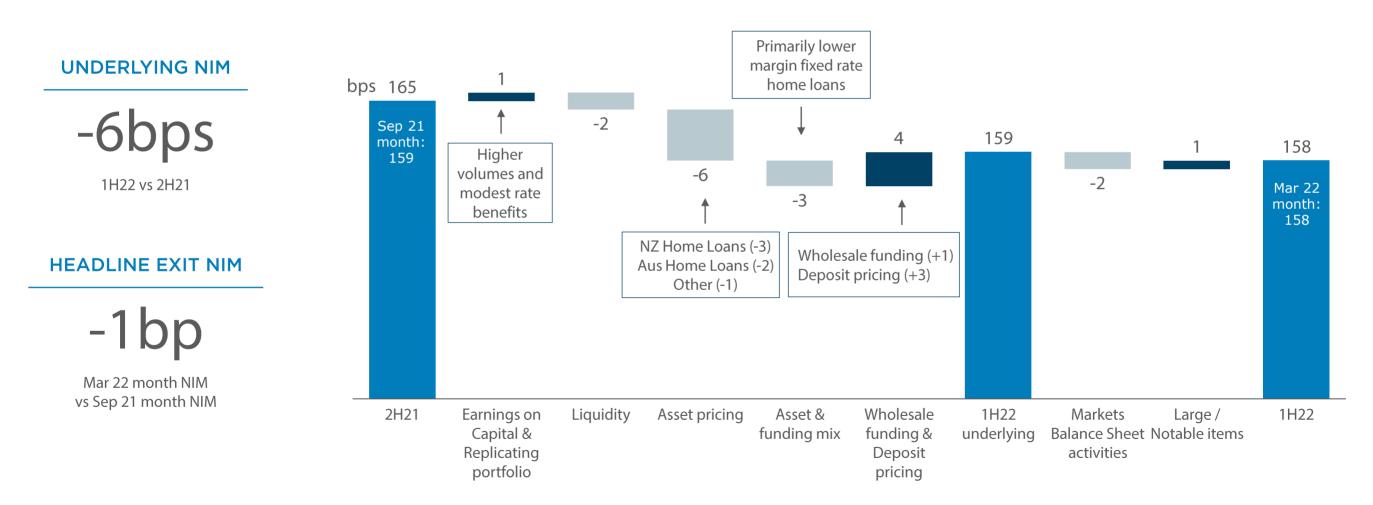
### FINANCIAL PERFORMANCE



Basis: Cash Profit, Continuing Operations

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

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



# **NIM CONSIDERATIONS**

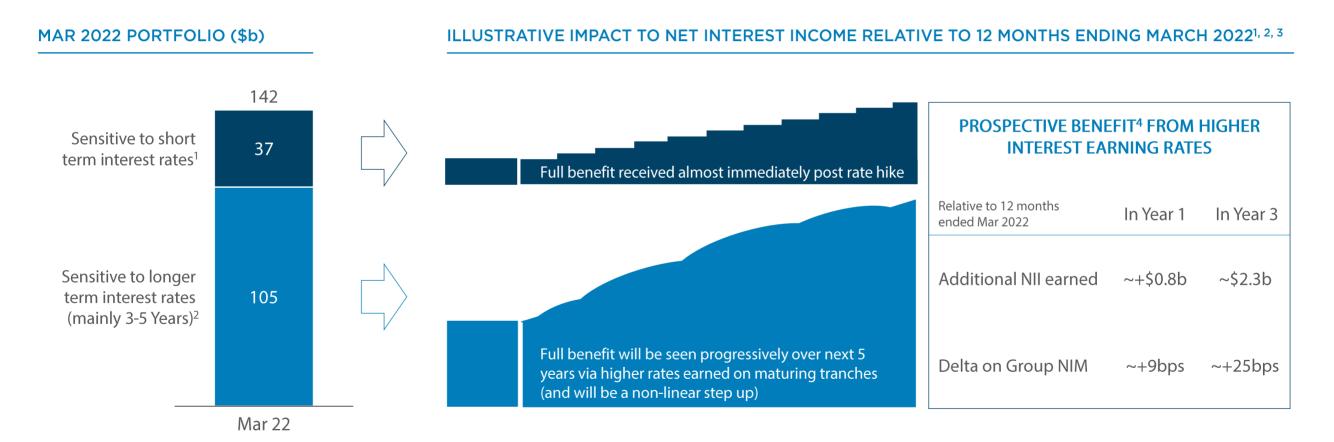
	POSITIVES	NEGATIVES	
Near term	Higher earnings on capital and replicated deposit portfolio from rising interest rates	Competitive pressures	
Near	Flexibility in a rising rate environment	Impact of higher swap rates on fixed rate mortgages (lag impact)	On balance, we see 2H22 margins as being
	Increasing mix of variable Home Loan flows	Customer preferences shifting from At-Call to	slightly positive <sup>1</sup>
E	Mix benefits including growth in Australian	Term Deposits	
Longer term	Home Loans	Higher wholesale debt costs	
Long	Personal lending and card activity	(incl. TFF maturities & potential slowing in deposit system growth)	
This page	may contain forward-looking statements or opinions. Please refer to ANZ's Disclaimer and Important Notice wit	h respect to such statements on page 1	

1. Based on current market conditions and internal analysis



### CAPITAL & REPLICATED DEPOSIT PORTFOLIO

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



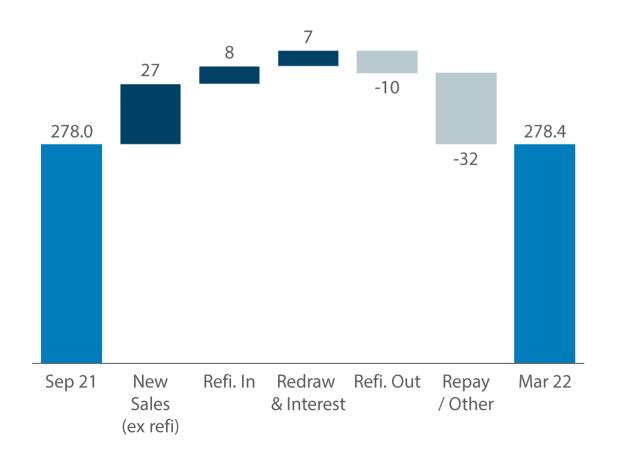
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1. Reflects the positive impact of official rate hikes on overnight to 3month rates assuming the timing and path forecasted by ANZ Research (as at 28 April 2022) were to eventuate. Rate timing and magnitude outlined on page 51

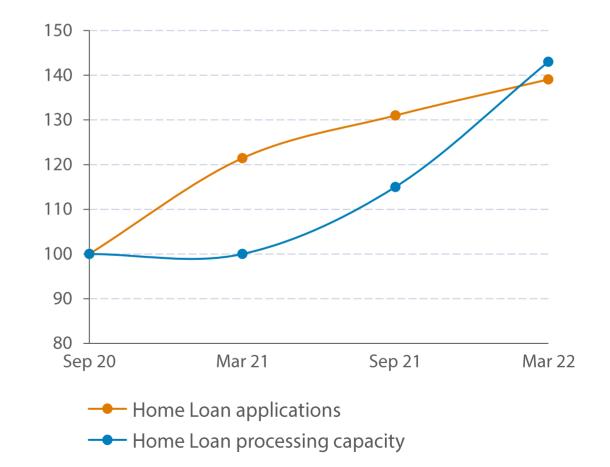
- 2. Longer tenor interest rates held at the level of current reinvestment rates (28 April 2022)
- 3. Key assumptions: Stable FX rates; Replicating and Capital Portfolio construct remains as at current levels in terms of volumes and tenor mix; AIEA and composition remains as at current levels, benefits relate only to Capital and Replicating portfolio. This is a simplified analysis and does not capture the impact of any additional management actions, competitive pressures or other uncertainties
- 4. Illustrates the positive NII delta from modelled portfolio earnings rates for the 12 months ending March 2023 (Year 1) and 12 months ending March 2025 (Year 3) relative to 12 months ending March 2022

# AUSTRALIA HOUSING

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



### HOME LOAN APPLICATIONS & PROCESSING CAPACITY Indexed data<sup>1</sup>



# SUSTAINABILITY-LED VALUE CREATION IN INSTITUTIONAL

### A MAJOR REPONSIBILITY

1st

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

62%

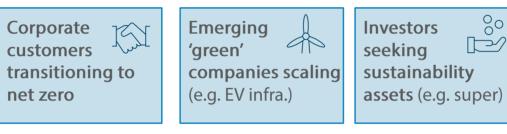
of \$50b sustainable funding and facilitation commitment by 2025 completed since October 2019

#### A MAJOR OPPORTUNITY

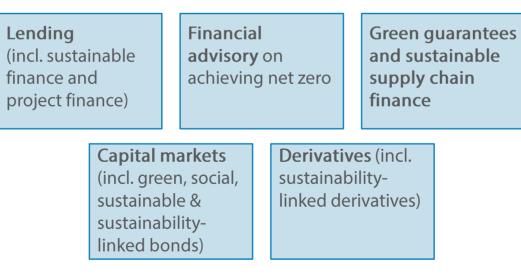
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We are supporting growth in ...

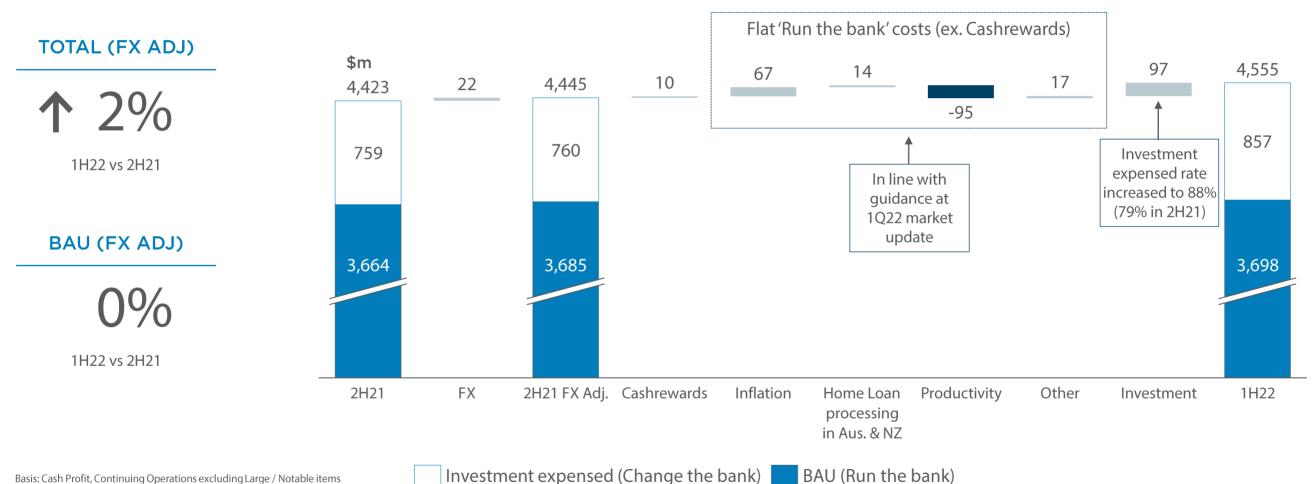


Via mobilising innovative product solutions...

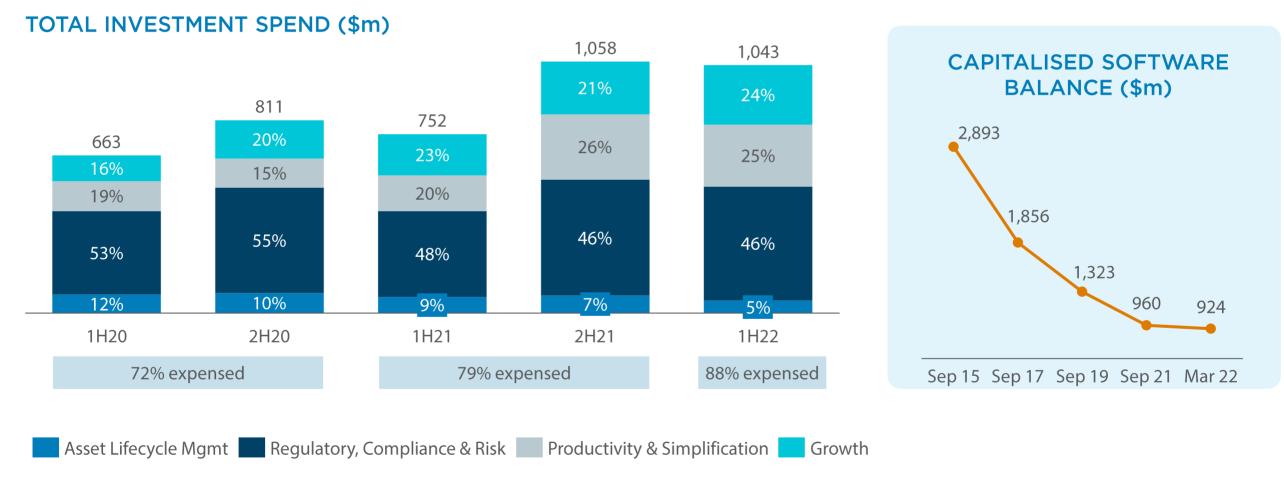




# **EXPENSES**



# **INVESTMENT**



Basis: Continuing Operations



# **BENEFITS OF OUR INVESTMENTS**

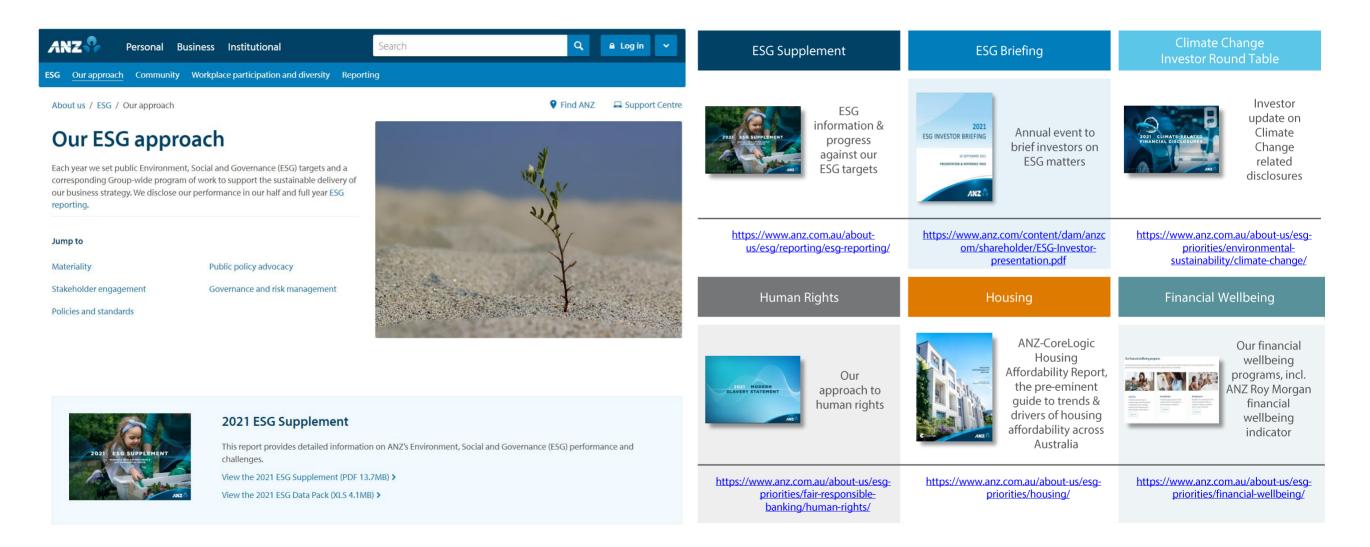
	MODERN DIGITAL EXPERIENCES	ACTIONABLE DATA	SIMPLIFICATION	INTELLIGENT AUTOMATION	EMBEDDED RESILIENCE
VALUE DRIVER	Better customer & employee experience and engagement	Better business decisions & customer insight	Faster & cheaper to adapt, develop & integrate new capabilities	A step change in efficiency	Strengthen operational risk management & resilience
KEY INITIATIVES (EXAMPLES)	ANZ Plus 1835i Digital CX Banker experience Markets digitisation	Data analytics & capability	Technology Home Loan ops Infrastructure	Home Loan automation Back-office automation	Cyber security Cloud migration BS11 Financial crime prevention



# 2022 HALF YEAR RESULTS

ENVIRONMENT, SOCIAL & GOVERNANCE (ESG) & CORPORATE OVERVIEW DEBT INVESTOR UPDATE

### **OUR ESG RELATED DISCLOSURES**





### SNAPSHOT OF HALF YEAR ESG TARGET PERFORMANCE

ESG target	Progress	Relevant SDGs
<b>ENVIRONMENTAL SUSTAINABILITY</b> Fund and facilitate at least AU\$50 billion by 2025 towards sustainable solutions for our customers, including initiatives that help improve environmental sustainability, support disaster resilience, increase access to affordable housing and promote financial wellbeing	Since October 2019, we have funded and facilitated AU\$31.03 billion to support sustainable solutions for our customers	1 Units 1 U
Engage with 100 of our largest emitting customers to encourage them to strengthen their low carbon transition plans so that more customers achieve a 'well developed' or 'advanced' rating; and enhance their efforts to protect biodiversity, by end 2024	We continue to engage with 100 of our largest emitting business customers, encouraging them to strengthen their low carbon transition plans and enhance their efforts to protect biodiversity	
FINANCIAL WELLBEING Establish seven new partnerships to expand the reach and improve impact of MoneyMinded, our adult financial education program, by 2023	Since October 2020, we have established four new partnerships across Australia, New Zealand and the Pacific, to expand the reach and improve the impact of MoneyMinded	1 Nover ↑ ★ ★ ★ ↓ 1 10 Nover ↓ 1 Nover ↑ ↓ ★ ↓ ↓ 1 10 Nover ↓ 1 Nover ↑ ↓ ↓ ↓ ↓ ↓ 1 10 Nover ↓ ↓ ↓ ↓ ↓ ↓ ↓ ↓ ↓ ↓ ↓ ↓ ↓ ↓ ↓ ↓ ↓ ↓ ↓
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)	Since October 2018, we have funded and facilitated over AU\$4.1 billion of investment to support the delivery of more affordable, accessible and sustainable homes to buy and rent	9 MARTIN MINIMA NAME AND A DECEMBER OF A DE
Support more customers into healthier homes with our Healthy Home Loan Package and Interest-free Insulation Loans – through a 2% increase of funds under management and a 4% increase in customer numbers by 2025 (New Zealand, off a 2021 baseline)	Since October 2020, we have supported 1,396 households into healthier homes, through our Healthy Home Loan Package and our Interest-free Insulation Loans	
FAIR AND RESPONSIBLE BANKING		1 N0
Implement ANZ's new Customer Vulnerability Framework, including enhanced training of 5,000 employees to build their capabilities with respect to identifying, supporting and referring impacted customers, by end 2022 (Australia)	We are implementing our Customer Vulnerability Framework Enhanced training has been delivered to 3,200 employees to date	10 model € consecutive 10 model € consecutive 10 model € consecutive 17 forme const € € € € € € € € € € € € € € € € € € €
Achieve the 17 actions in our Reconciliation Action Plan, by end 2024 (Australia)	We continue to work towards achieving the 17 actions in our new Reconciliation Action Plan by end 2024	

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

Note: This information has not been independently assured. KPMG will provide assurance over ANZ's full year performance against targets in its annual ESG reporting to be released in November 2022. Results as at 31 March 2022 See our 2021 ESG Supplement for the complete suite of FY21 ESG targets and details on full year performance



### OUR APPROACH TO CLIMATE CHANGE

### COMMITTED TO PLAYING OUR PART & SUPPORTING OUR CUSTOMERS IN TRANSITION TO NET-ZERO EMISSIONS BY 2050

- The most important role we can play in enabling a transition to net-zero is to finance our customers' efforts to reduce emissions, while also helping them tap into the significant opportunities as a result of this transition
- In October, ANZ became the first Australian bank to join the **Net-Zero Banking Alliance** reflecting our commitment to align our lending portfolios with the goal of achieving net-zero emissions by 2050
- Our updated Climate Change Statement, together with our 2021 Climate-related Financial Disclosures report, will be released prior to our Annual General Meeting (AGM)

Help our customers & support transitioning industries

- Funding & 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 & supporting our largest emitting customers to build climate change mitigation & adaptation risk into their strategies
- Identifying opportunities & financing our customers' transition activities via products such as 'Green' and Sustainability Linked Loans

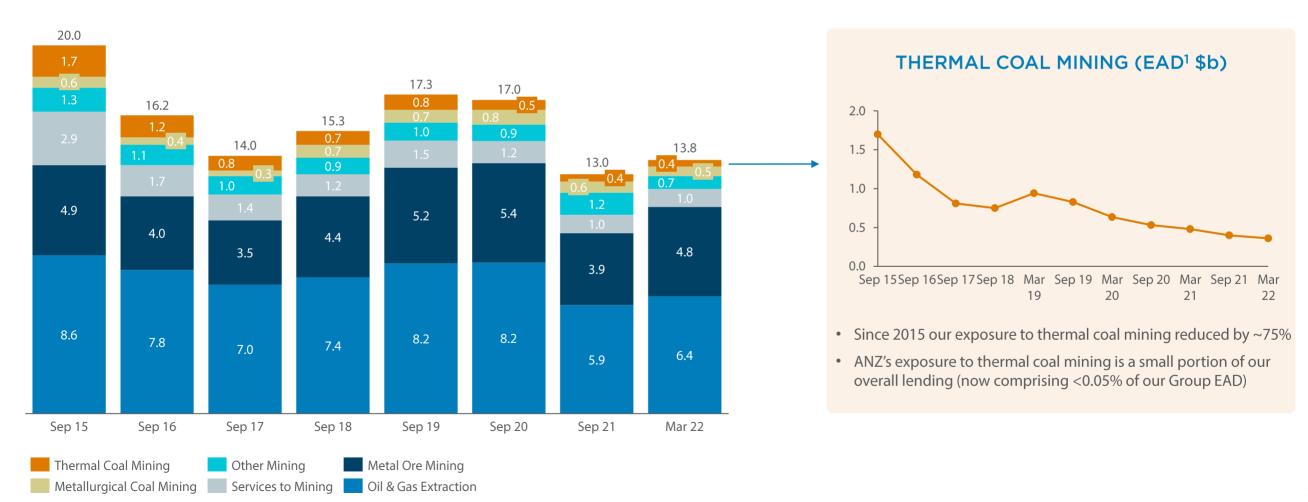
Engage constructively & transparently with stakeholders

- 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



# **OUR RESOURCES PORTFOLIO**

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



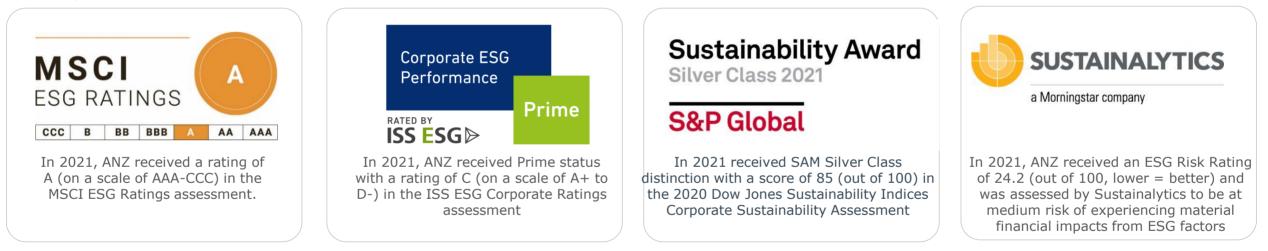


### HOW WE MEASURE AND COMMUNICATE

### **EXTERNAL REPORT CARD - REPUTATION INDICATORS**

#### Context:

Reputation indicators are increasingly being used by investors and analysts to understand our approach to ESG issues and to measure our ESG performance against our peers. We are rated based on our ESG disclosures, analysis of media coverage and, in the case of DJSI, a detailed survey. Indicators are firmly weighted towards governance and how we manage staff and customers.



#### Outcome:

- Reputation indicators for ANZ and other major Australian banks show long-term, mid-range rank among major corporates.
- All indicators are consistent.

#### Relevant ESG target:

• Group scorecard, maintain strong performance on Dow Jones Sustainability Index.

Disclaimer: The use by ANZ of any ESG research data, logos, trademarks, service marks or index names herein, do not constitute a sponsorship, endorsement, recommendation or promotion of ANZ by those companies.

# **CORPORATE PROFILE**



- Founded in 1835 and headquartered in Melbourne
- Top 7 listed corporate in Australia and the largest bank in New Zealand by bank market share
- Consumer and corporate offerings in our core markets, and regional trade and capital flows across the region
- Market capitalisation of AU\$77.1b<sup>1</sup>
- Total Assets of AU\$1,017.4b<sup>1</sup>
- Credit rating

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



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

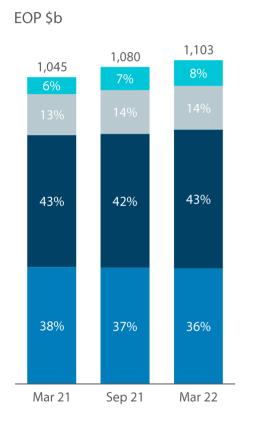
#### OUR LARGEST BUSINESSES – 1H22 CASH PROFIT (\$m)<sup>2</sup>

730	$\rightarrow$	INSTITUTIONAL Providing products, services and solutions to global Institutional and Corporate customers across geographies Products: Payments & Cash Mgmt., Corporate Finance, Trade, Markets
787		Geographies: In 32 markets across Australia, New Zealand, Asia, Europe, America, PNG and the Middle East
		NEW ZEALAND DIVISION
		Providing products, services and solutions to Personal and Business customers <b>Personal:</b> Consumer and private banking customers <b>Business:</b> Privately owned small, medium and large enterprises and agricultural businesses
1,986		
	$\rightarrow$	AUSTRALIA RETAIL & AUSTRALIA COMMERCIAL Providing products, services and solutions to Retail and Commercial customers Retail: Consumer Commercial: Small & medium businesses, corporates and specialised industry customers and private banking



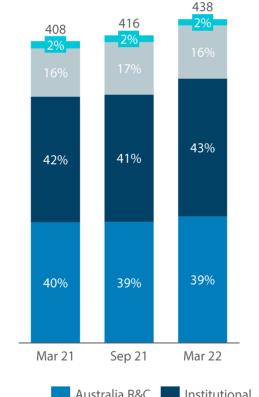
### **BALANCE SHEET COMPOSITION**

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



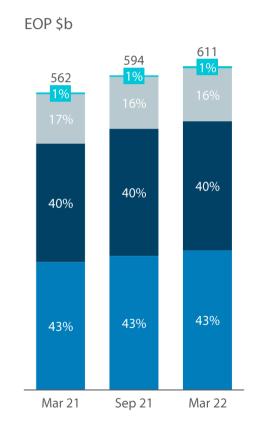
#### **RISK WEIGHTED ASSETS**

#### EOP \$b



### **NET LOANS & ADVANCES** EOP \$b 651 630 614 27% 25% 24% 56% 54% 53% Sep 21 Mar 21 Mar 22

#### **CUSTOMER DEPOSITS**



Australia R&C 📕 Institutional 📃 New Zealand 📃 Other

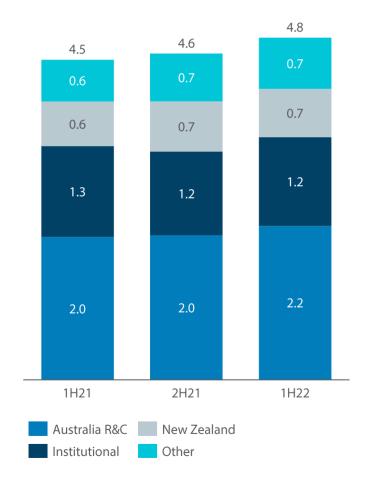
#### Basis: Continuing Operations

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

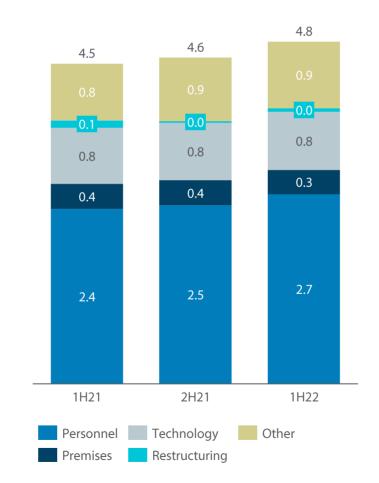


### EXPENSE MANAGEMENT

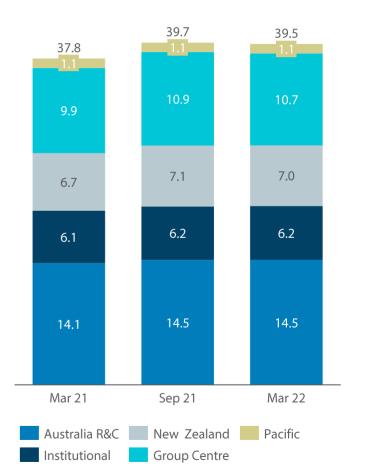
#### TOTAL EXPENSES BY DIVISION (\$b)



#### TOTAL EXPENSES BY CATEGORY (\$b)



#### FULL TIME EQUIVALENT STAFF (000s)



# INTEREST RATE SENSITIVITY

### **ILLUSTRATIVE PATH & MAGNITUDE OF MOVEMENTS**

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

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

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

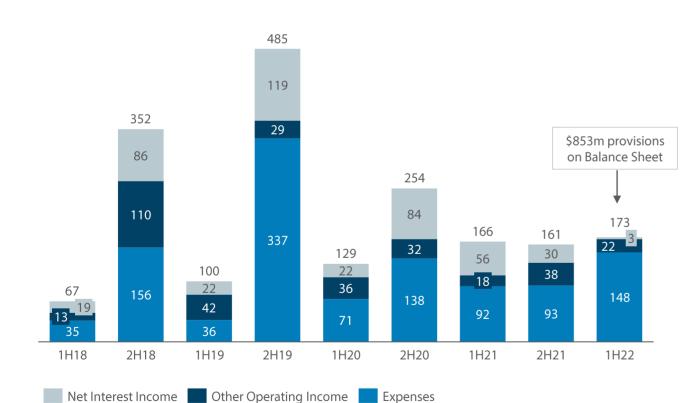
Term Interest Rates <sup>1</sup> (%)	Current
AUD 5 year	3.20
NZD 3 year	3.79
NZD 5 year	3.80
USD 1 year	2.00

# ?

# LARGE / NOTABLE ITEMS

#### **CUSTOMER REMEDIATION**

#### Continuing Operations Pre-Tax \$m



### LARGE / NOTABLE ITEMS

\$m

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

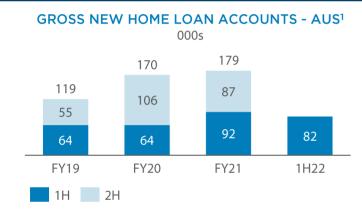


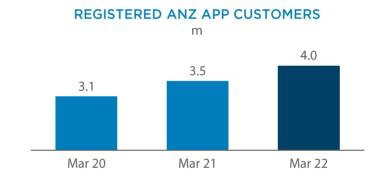
# 2022 HALF YEAR RESULTS

DIVISIONAL PERFORMANCE DEBT INVESTOR UPDATE

### **AUSTRALIA & NEW ZEALAND**

### AUSTRALIA

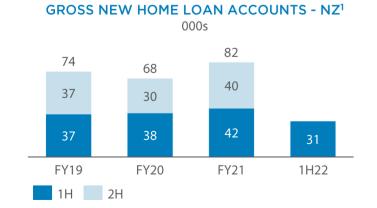




#### DIGITAL SALES – AUS % of total retail sales



#### **NEW ZEALAND**



### KIWISAVER SUPERANNUATION FUM NZDb



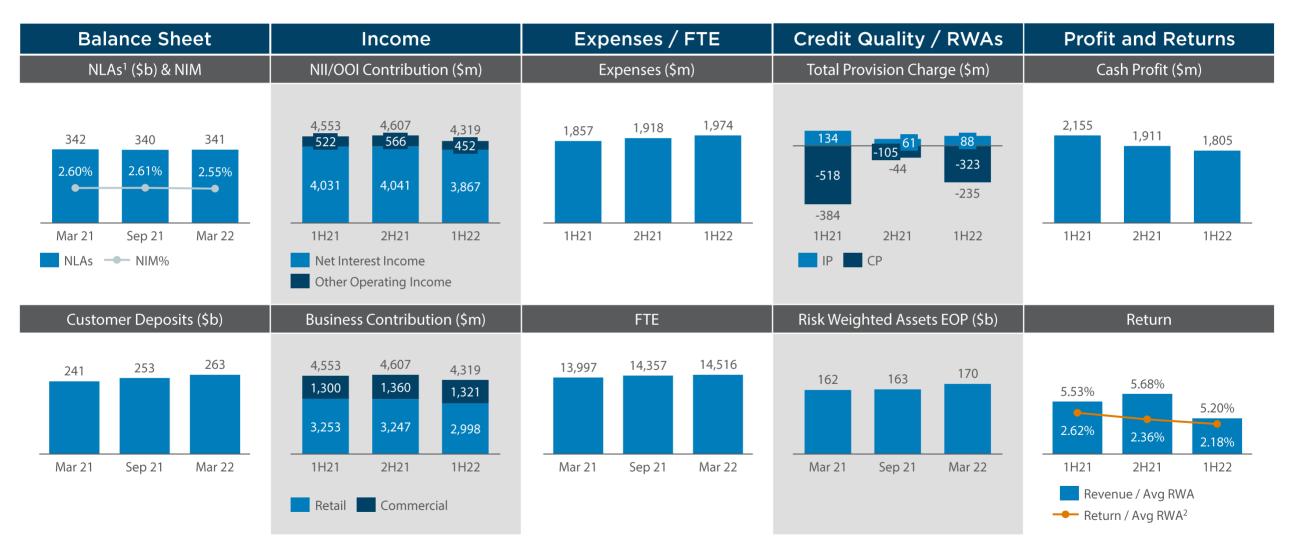
#### **DIGITAL SALES – NZ** % of total personal sales



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



## **AUSTRALIA RETAIL & COMMERCIAL - FINANCIAL PERFORMANCE**



Basis: Continuing Operations Excluding Large / Notable items

1. NLAs: Net Loans & Advances; Asset Finance run-off businesses have been excluded from NLAs

2. Cash profit divided by average Risk Weighted Assets

## **AUSTRALIA RETAIL**

#### CONTRIBUTION (MAR 22 \$b)



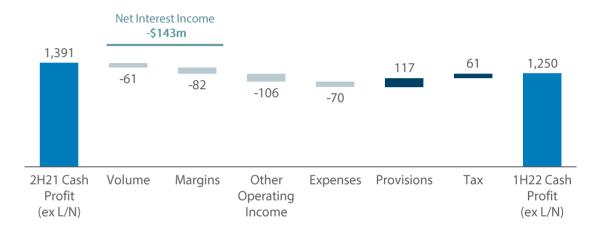
Total Retail	1H22 v 1H21	1H22 v 2H21
Income	-8%	-8%
Expenses	+11%	+6%
Profit Before Provisions	-19%	-16%
Cash Profit	-22%	-10%
Net Loans & Advances (NLAs)	-1%	Flat
Customer Deposits	+9%	+4%
Total Customers	+81k	+43k

Basis: Continuing Operations Excluding Large / Notable items

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

2. Includes Home Loans offset accounts

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



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

## AUSTRALIA COMMERCIAL & PRIVATE BANK (C&PB)

#### CONTRIBUTION (MAR 22 \$b)

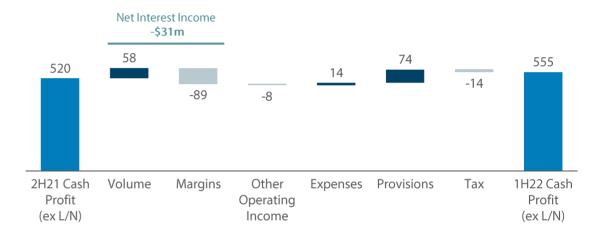


Total C&PB	1H22 v 1H21	1H22 v 2H21
Income	+2%	-3%
Expenses	-1%	-2%
Profit Before Provisions	+5%	-4%
Cash Profit	Flat	+7%
Net Loans & Advances (NLAs) <sup>1</sup>	+3%	+1%
Customer Deposits	+9%	+5%
Total Customers	+12k	+5k

Basis: Continuing Operations Excluding Large / Notable items

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

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

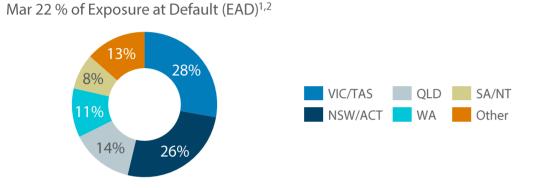


Income drivers	1H22 v 1H21	1H22 v 2H21
Net Interest	+1%	-3%
Other Operating	+3%	-5%
NLA drivers	1H22 v 1H21	1H22 v 2H21
Private Bank & Advice (PB&A)	+9%	+5%
Business Banking (BB) <sup>1</sup>	+5%	+2%
Small Business Banking (SBB)	-4%	-1%
Deposit drivers	1H22 v 1H21	1H22 v 2H21
Term Deposits	-22%	-7%
Transact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



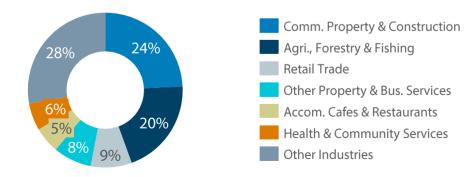
## AUSTRALIA C&PB - BOOK COMPOSITION & RISK WEIGHT INTENSITY

#### **DIVERSIFIED PORTFOLIO - GEOGRAPHICAL VIEW**

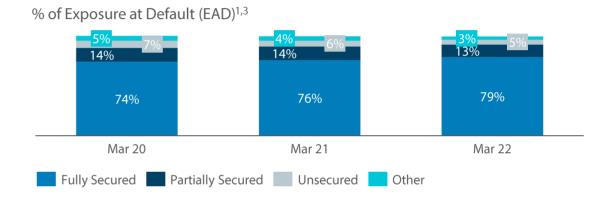


#### **DIVERSIFIED PORTFOLIO - INDUSTRY VIEW**

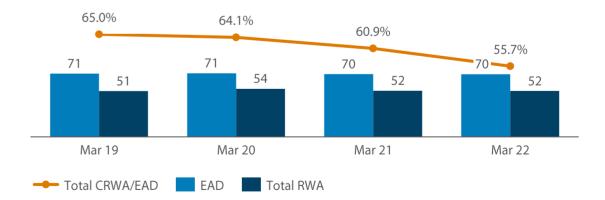
Mar 22 % of Exposure at Default (EAD)<sup>1</sup>



#### SECURITY PROFILE



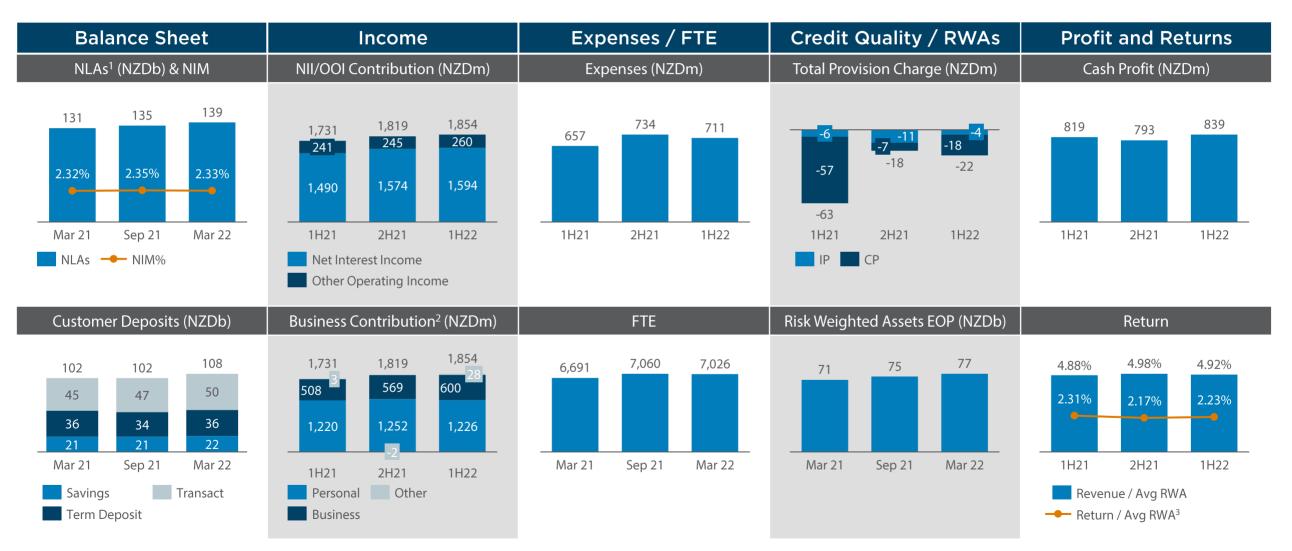
#### RISK WEIGHT INTENSITY<sup>1</sup> (\$b)



1. Excludes the Merchants divested business results; prior periods have been restated to be on a comparable basis where relevant

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

## **NEW ZEALAND DIVISION - FINANCIAL PERFORMANCE**



Basis: Continuing Operations Excluding Large / Notable items

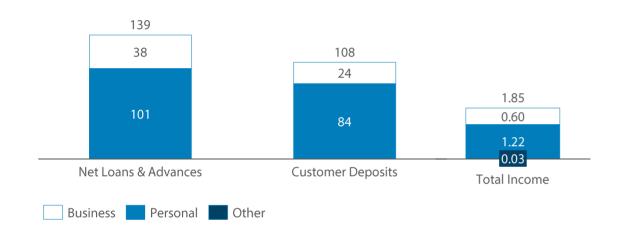
1. NLAs: Net Loans & Advances

2. During 2H21 & 1H22 business units were reorganised from Retail and Commercial to Personal and Business which resulted in some customer re-segmentation

3. Cash profit divided by average Risk Weighted Assets

## **NEW ZEALAND DIVISION - CONTRIBUTION & PROFIT DRIVERS**

#### CONTRIBUTION (MAR 22 NZDb)

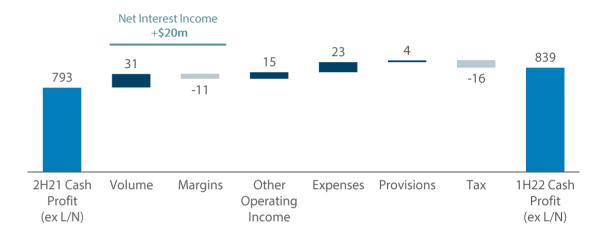


NZ DIVISION	1H22 v 1H21	1H22 v 2H21
Income	+7%	+2%
Expenses	+8%	-3%
Profit before provisions	+6%	+5%
Cash Profit	+2%	+6%
Net Loans & Advances (NLAs)	+6%	+4%
Customer Deposits	+6%	+5%

Basis: Continuing Operations Excluding Large / Notable items

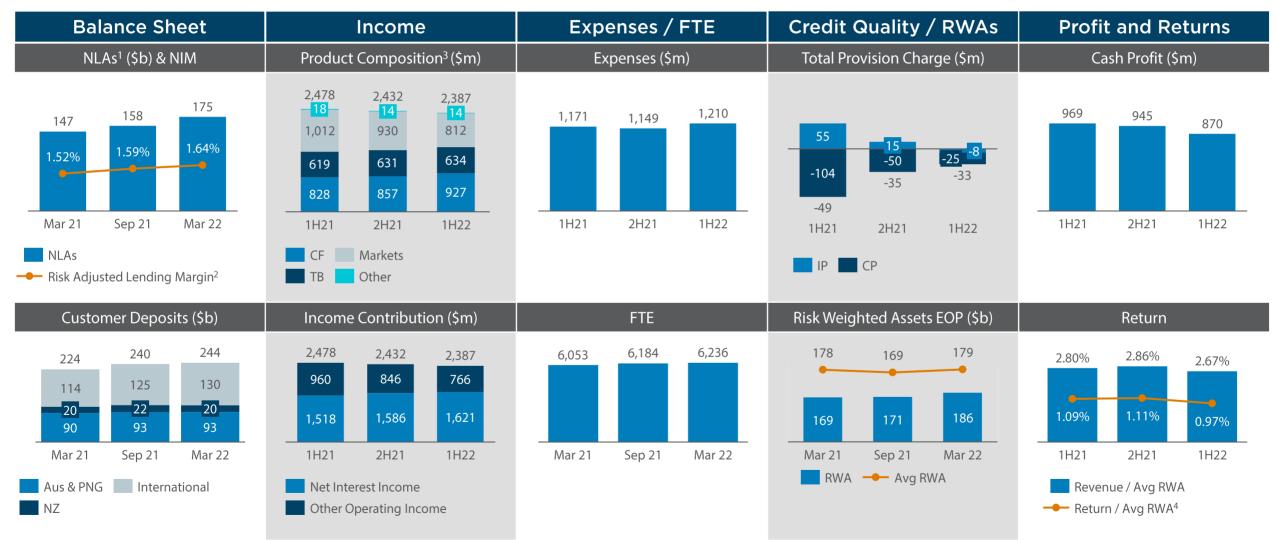
1. Business excludes business loans secured by residential properties, includes Agri lending

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



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

## **INSTITUTIONAL - FINANCIAL PERFORMANCE**



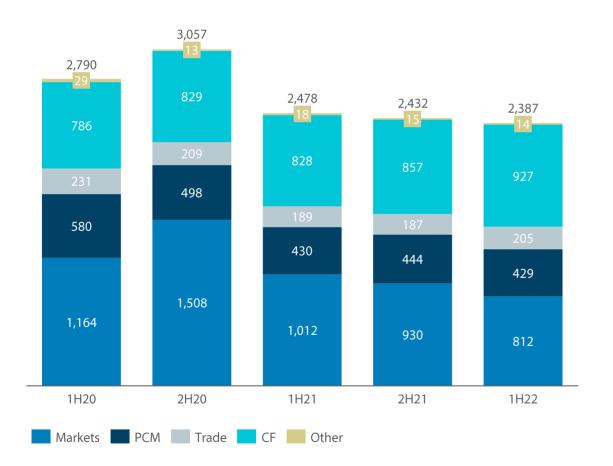
Basis: Continuing Operations Excluding Large / Notable items

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



## **INSTITUTIONAL - INCOME & ASSET COMPOSITION**

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



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



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



Basis: Continuing Operations Excluding Large / Notable items

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

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

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

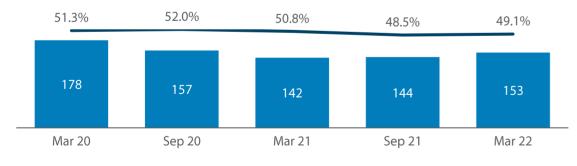


## **INSTITUTIONAL - CREDIT RISK WEIGHTED ASSETS (CRWA)**



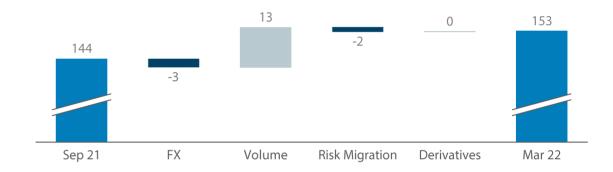
#### CRWA AVERAGE<sup>1</sup> (\$b)

#### CRWA INTENSITY (EOP \$b)

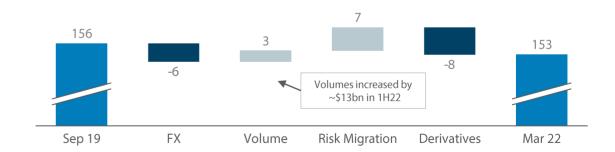


CRWA — CRWA/EAD (ex Markets)

#### CRWA MOVEMENT FROM SEP 21 (EOP \$b)



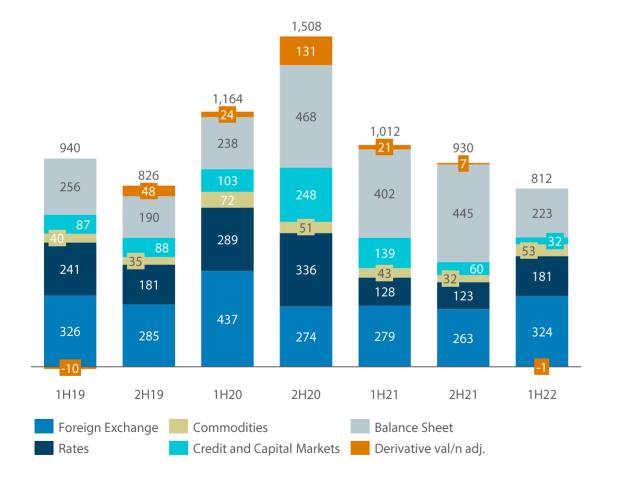
#### CRWA MOVEMENT FROM SEP 19 (EOP \$b)



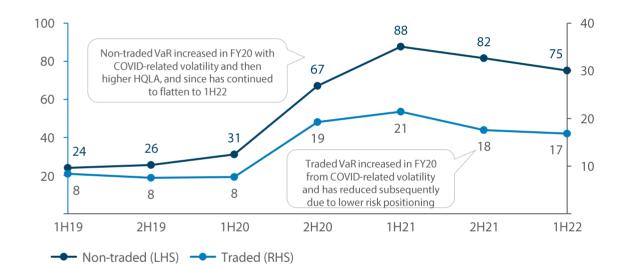


## **INSTITUTIONAL - MARKETS INCOME COMPOSITION**

#### MARKETS INCOME COMPOSITION (\$m)



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



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

Basis: Continuing Operations Excluding Large / Notable items



# 2022 HALF YEAR RESULTS

TREASURY DEBT INVESTOR UPDATE

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## **REGULATORY CAPITAL**

#### **CAPITAL UPDATE**

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

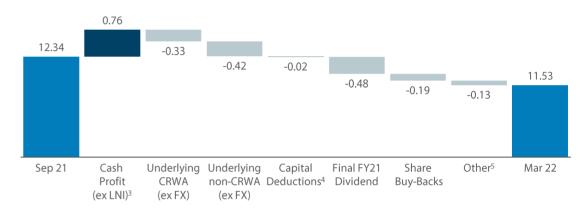
#### DIVIDEND

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

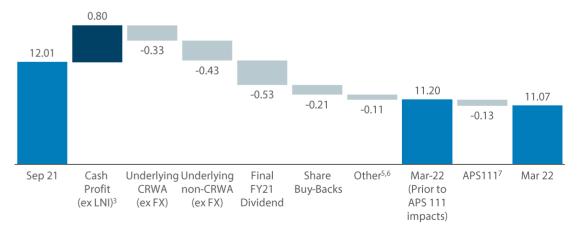
#### **REGULATORY UPDATE**

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

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



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

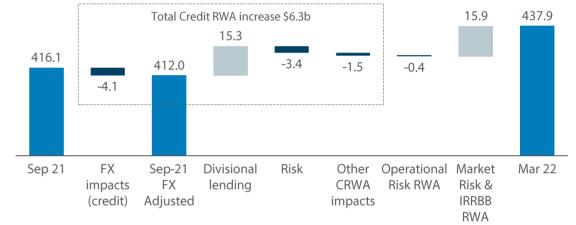


1. Internationally Comparable methodology aligns with APRA's information paper entitled International Capital Comparison Study (13 July 2015). Basel III Internationally Comparable ratios do not include an estimate of the Basel I capital floor 2. Based on APRA information paper "Strengthening banking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

## **REGULATORY CAPITAL**

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

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



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



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



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



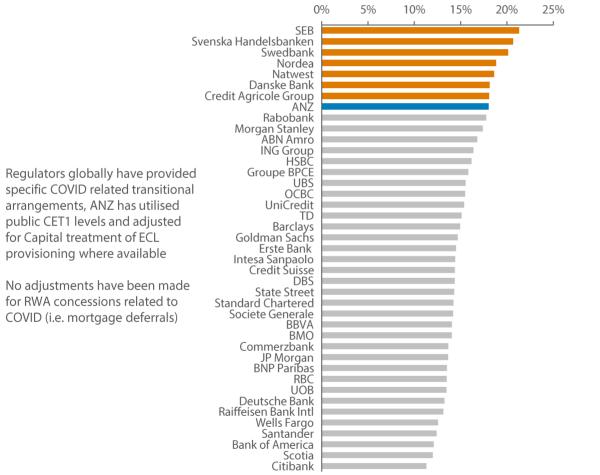
#### LEVEL 2 CAPITAL RATIO (APRA VS INTERNATIONALLY COMPARABLE)<sup>2</sup> (%)

APRA Level 2 CET1 Ratio -	31 March 2022	11.5%
Corporate undrawn EAD and unsecured LGD adjustments	Australian ADI unsecured corporate lending LGDs and undrawn CCFs exceed those applied in many jurisdictions	+1.8%
Equity Investments & DTA	APRA requires 100% deduction from CET1 vs. Basel framework which allows concessional threshold prior to deduction	+1.0%
Mortgages	APRA requires use of 20% mortgage LGD floor vs. 10% under Basel framework. Additionally, APRA also requires a higher correlation factor vs 15% under Basel framework	+1.4%
Specialised Lending	APRA requires supervisory slotting approach which results in more conservative risk weights than under Basel framework	+0.8%
IRRBB RWA	APRA includes in Pillar 1 RWA. This is not required under the Basel framework	+1.0%
Other	Includes impact of deductions from CET1 for capitalised expenses and deferred fee income required by APRA, currency conversion threshold and other retail standardised exposures	+0.5%
Basel III Internationally Co	mparable CET1 Ratio - 31 March 2022	18.0%

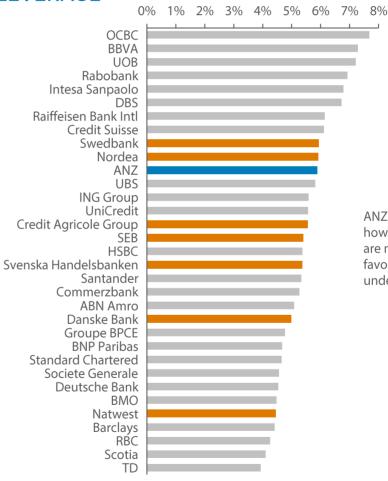
1. Internationally Comparable methodology aligns with APRA's information paper entitled International Capital Comparison Study (13 July 2015). Basel III Internationally Comparable ratios do not include an estimate of the Basel I capital floor 2. Sum of individual capital ratios may not be equal to Total Capital ratio due to rounding

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

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



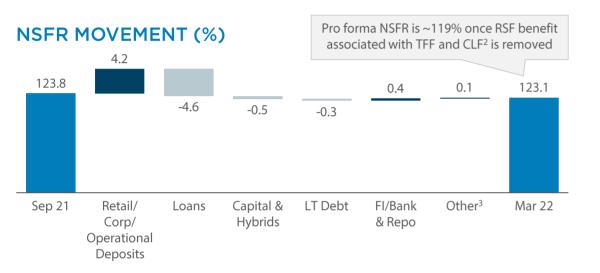
#### LEVERAGE<sup>1,2,3</sup>



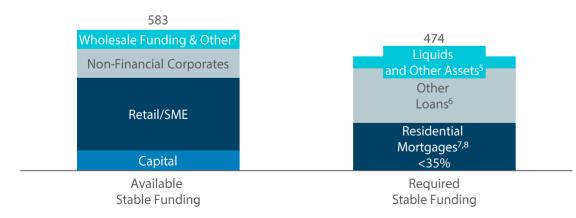
ANZ compares well on leverage, however international comparisons are more difficult to make given the favourable treatment of derivatives under US GAAP

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

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



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

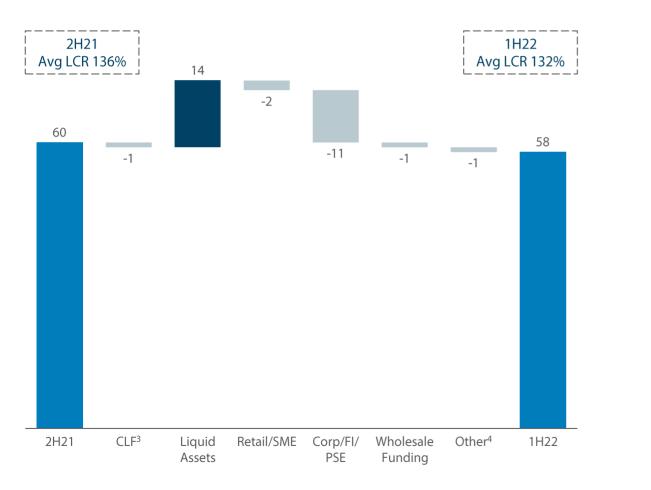


#### BALANCE SHEET COMPOSITION (Mar-22)

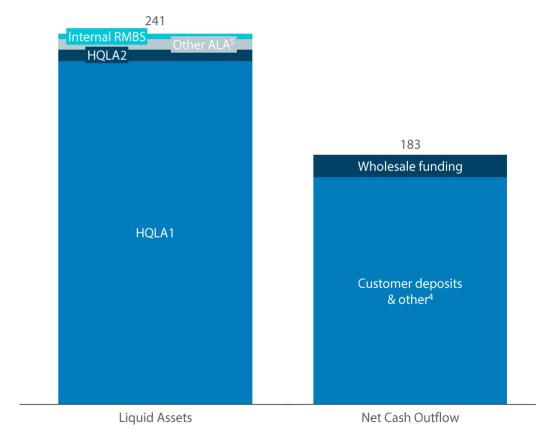


1. NSFR Required Stable Funding (RSF) and Available Stable Funding (ASF) categories and all figures shown are on a Level 2 basis per APRA prudential standard APS210 2. RBA CLF decreased by \$2.7b from 1 January 2022 to \$8.0b. Consistent with APRA's requirement, ANZ's CLF will decrease to zero through reductions of \$2.7bn on 1 May 2022, 1 September 2022 and 1 January 2023 3. Net of other ASF and other RSF, net FX impacts and Liquids 4. 'Other' includes Sovereign, and non-operational FI Deposits 5. 'Other Assets' include Off Balance Sheet, Derivatives, Fixed Assets and Other Assets 6. All lending >35% Risk weight 7. Includes NSFR impact of self-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. Includes FI/Bank deposits, Repo funding and other short dated liabilities

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



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



#### LCR COMPOSITION (AVERAGE 1H22, \$b)

1. All figures shown on a Level 2 basis as per APRA Prudential Standard APS210

2. LCR surplus excludes surplus liquids considered non-transferrable across the Group. As at 31 March 2022, this included \$12b of surplus liquids held in NZ

- 3. RBA CLF decreased by \$2.7b from 1 January 2022 to \$8.0b. Consistent with APRA's requirement, ANZ's CLF will decrease to zero through reductions of \$2.7bn on 1 May 2022, 1 September 2022 and 1 January 2023
- 4. 'Other' includes off-balance sheet and cash inflows

5. Comprised of assets qualifying as collateral for the Committed Liquidity Facility (CLF), excluding internal RMBS, up to approved facility limit; and any assets contained in the RBNZ's liquidity policy – Annex: Liquidity Assets – Prudential Supervision Department Document BS13A

ISSUANCE (\$b)



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



PORTFOLIO BY CURRENCY

MATURITIES (\$b)

#### PORTFOLIO



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

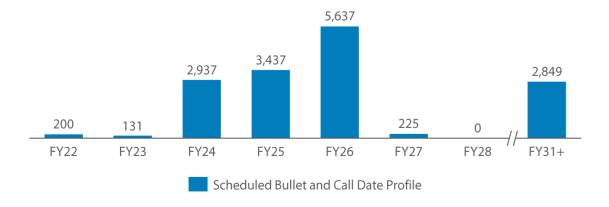
1. All figures based on historical FX and exclude AT1. Includes transactions with an original call or maturity date greater than 12 months as at the respective reporting date. Tier 2 maturity profile is based on the next callable date

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

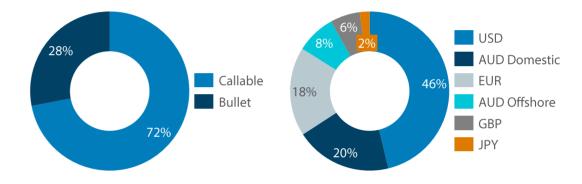
#### ANZ'S TIER 2 CAPITAL REQUIREMENT TO PROGRESSIVELY INCREASE TO MEET TLAC REQUIREMENT

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

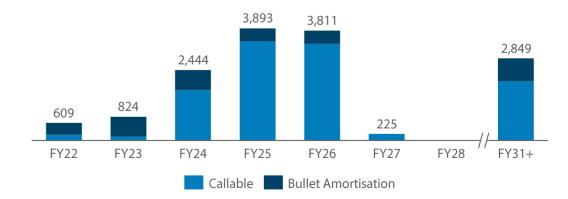
#### FUNDING PROFILE (NOTIONAL AMOUNT \$m)



#### TIER 2 CAPITAL (NOTIONAL AMOUNT)



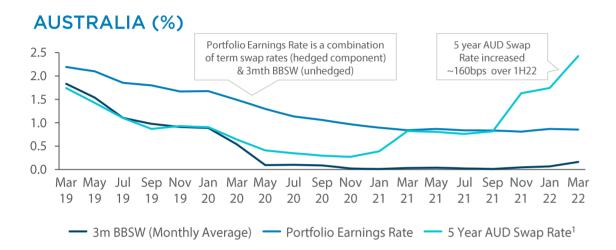
#### CAPITAL AMORTISATION PROFILE<sup>2</sup> (\$m)



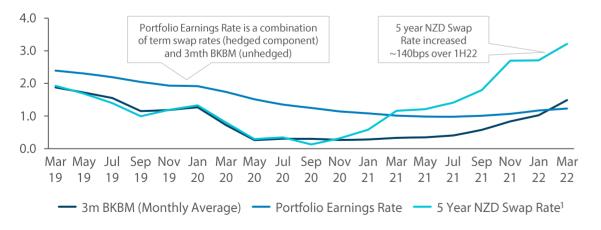
1. Profile is AUD equivalent based on historical FX, excluding Perpetual Floating rate notes issued 30 October 1986 and ANZ NZ \$600m floating rate notes issued September 2021. Comprises Tier 2 capital in the form of Capital Securities only (i.e. does not include other Tier 2 capital such as eligible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

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

## **CAPITAL & REPLICATING DEPOSITS PORTFOLIO**



#### NEW ZEALAND (%)



#### **PORTFOLIO EARNINGS RATE (AVERAGE %)**

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

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

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

## •

## **BASEL III CET1 REFORMS AND TLAC FINALISATION**

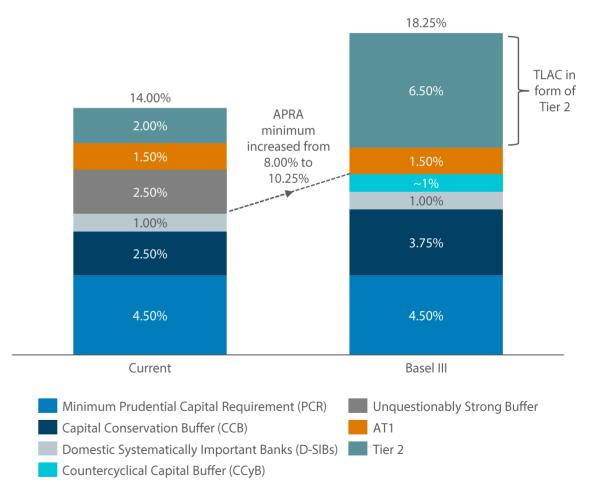
#### **APRA CET1 REFORMS**

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

#### **TLAC FINALISATION**

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

#### UPDATED MINIMUM CAPITAL REQUIREMENTS (%)



<sup>1.</sup> The CCyB is calculated on a bank's Australian assets only. The final CCyB requirement will reduce based on a bank's international exposures

<sup>2.</sup> TLAC requirement of 6.5% is calibrated based on future RWA from APRA's Capital Reforms (effective January 2023) which is expected to be lower than current requirements. As a result, APRA noted the additional TLAC requirement of ~4.5% of RWA under the new capital framework will in dollar terms equate to the lower end of APRA's previously announced TLAC range of 4-5% of RWA.

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

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

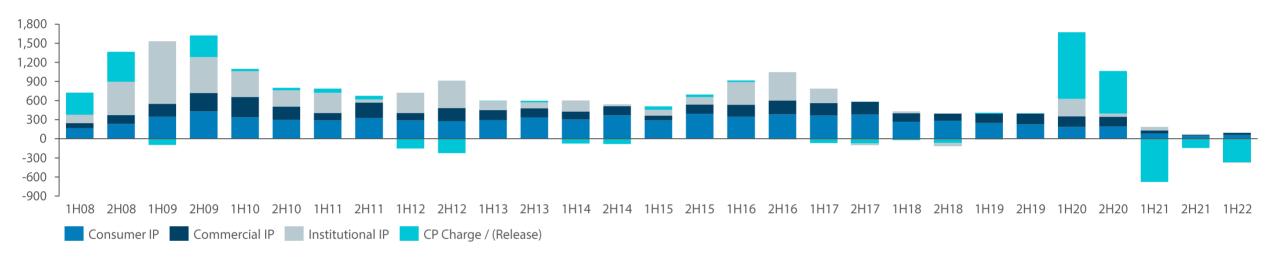
1. Timeline is based on calendar year and is largely based on APRA's 2022 Information Paper - APRA's Policy Priorities (published February 2022)



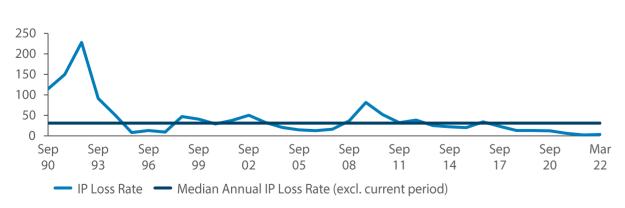
# 2022 HALF YEAR RESULTS

RISK MANAGEMENT DEBT INVESTOR UPDATE

## LONG RUN PROVISIONS & LOSS RATES



#### TOTAL CREDIT IMPAIRMENT CHARGE (\$m)



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

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

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

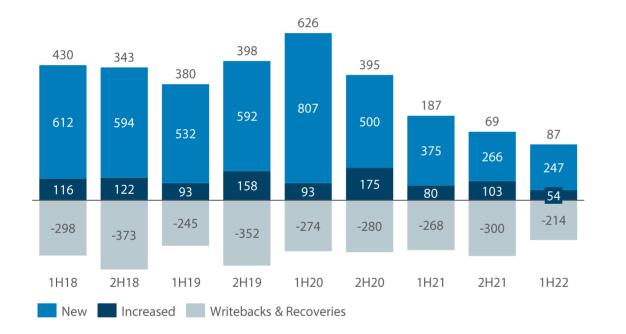
1. IP Charge as a % of average Gross Loans and Advances (GLA)

2. IEL: Internal Expected Loss (IEL) is an internal estimate of the average annualised loss likely to be incurred through a credit cycle



## **INDIVIDUAL PROVISION (IP) CHARGE**

#### IP CHARGE (\$m)



#### IP CHARGE BY DIVISION (\$m)



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

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



## **COLLECTIVE PROVISION (CP) BALANCE & CHARGE**

#### CP CHARGE (\$m)

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

#### CP BALANCE BY CATEGORY (\$m)



Modelled ECL Additional overlays — CP Coverage<sup>1</sup>



## **COLLECTIVE PROVISION (CP) BALANCE**

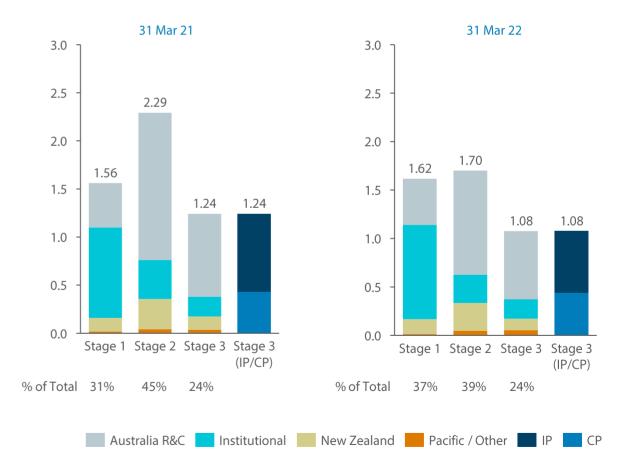
#### CP BALANCE BY DIVISION (\$b)

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

#### CP BALANCE BY PORTFOLIO (\$b)

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

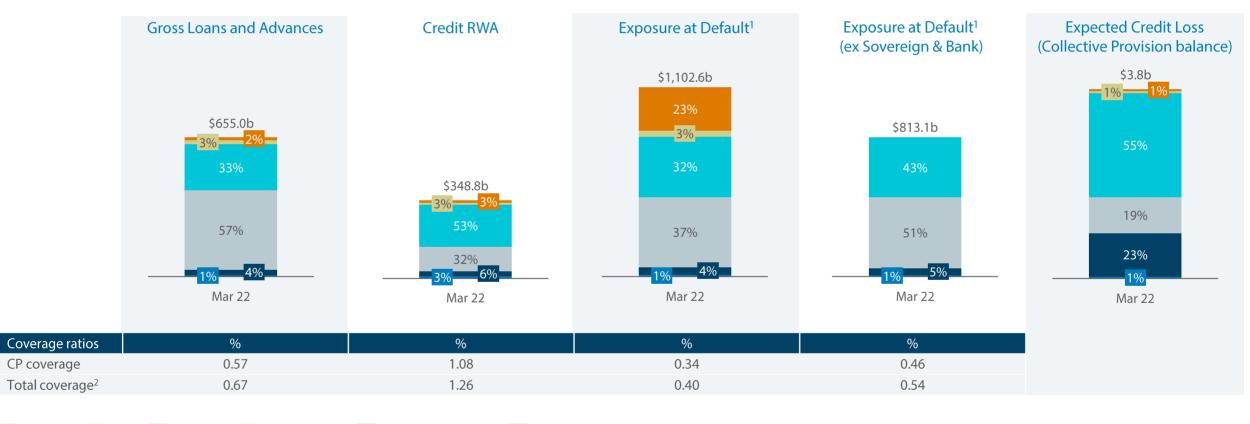
#### PROVISION BALANCE BY STAGE (\$b)





## **PORTFOLIO COMPOSITION AND COVERAGE RATIOS**

#### PORTFOLIO COMPOSITION



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

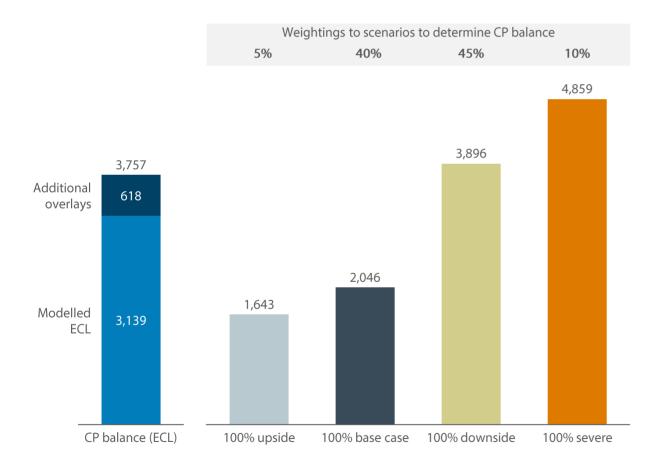
1. EAD excludes amounts for 'Securitisation' and 'Other Assets' Basel classes, as per APS330. Data provided is on a Post CRM basis, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral

2. Individual Provision balance and Collective Provision balance



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

MAR 22 (\$m)



ECONOMIC SCENARIOS		BASE CASE <sup>2</sup>							
31 March 22	CY2019A	CY2020A	CY2021A	CY2022F	CY2023F				
AUSTRALIA									
GDP change <sup>3</sup>	1.8%	-2.4%	4.5%	4.6%	2.7%				
Unemployment rate <sup>4</sup>	5.2%	6.5%	5.1%	3.6%	3.3%				
Resi. property price change <sup>3</sup>	3.0%	1.9%	21.0%	8.0%	-5.8%				
NEW ZEALAND									
GDP change <sup>3</sup>	2.2%	-3.0%	5.5%	2.4%	2.8%				
Unemployment rate <sup>4</sup>	4.1%	4.6%	3.8%	3.0%	3.0%				
Resi. property price change <sup>3</sup>	5.3%	15.6%	26.5%	-6.0%	3.3%				

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

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

3. CY2020A, CY2021A & CY2022F: 12 months to December Year on Year change

4. Annual average: 12 months to December

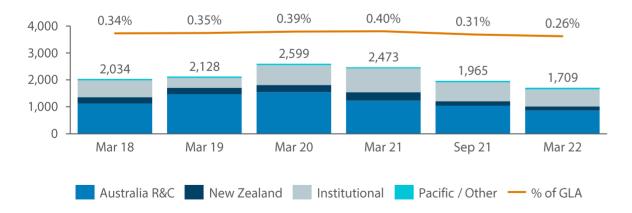
## ?

## **IMPAIRED ASSETS**

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



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



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



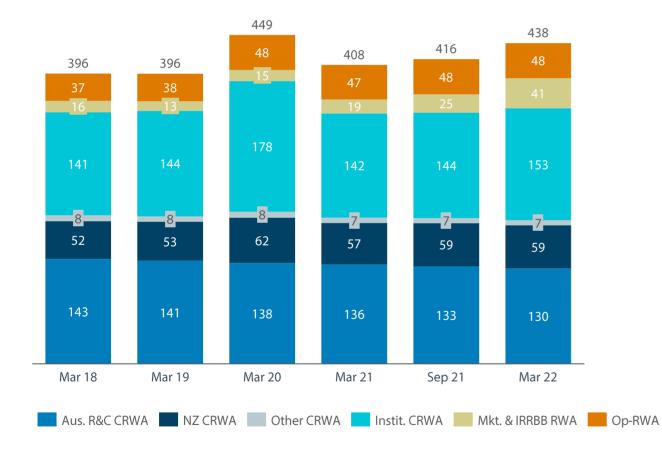
#### GROSS IMPAIRED ASSETS BY EXPOSURE SIZE (\$m)



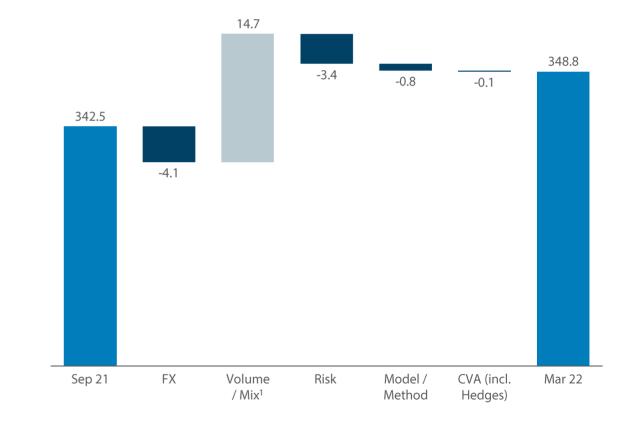


## **RISK WEIGHTED ASSET (RWA)**

#### TOTAL RWAs (\$b)



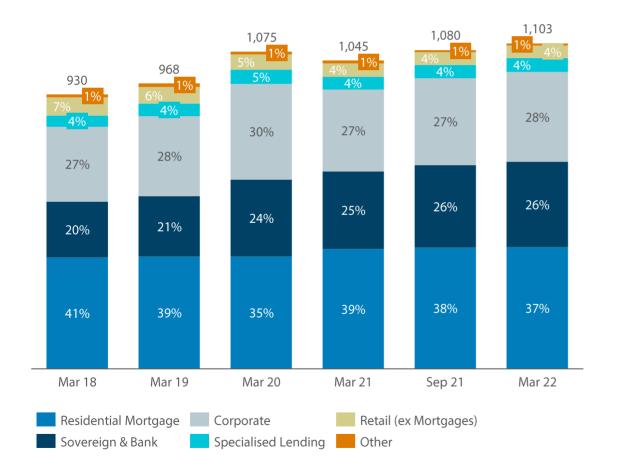
#### CREDIT RWA DRIVERS (\$b)





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

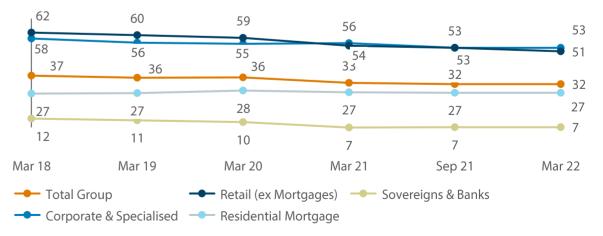
#### EAD COMPOSITION (\$b)



#### EAD & CRWA MOVEMENT (\$b)



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



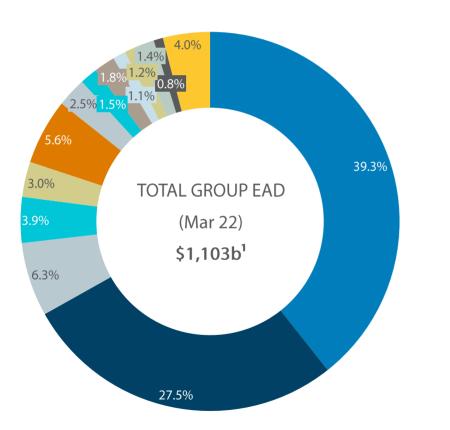
1. EAD excludes Securitisation and Other assets, whereas CRWA is inclusive of these asset classes, as per APS 330. EAD data provided is on a Post CRM basis, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral

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

3. Total Group ratio from Mar 21 is inclusive of increased exposure to the RBA via higher exchange settlement account balances

## TOTAL PORTFOLIO COMPOSITION

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



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

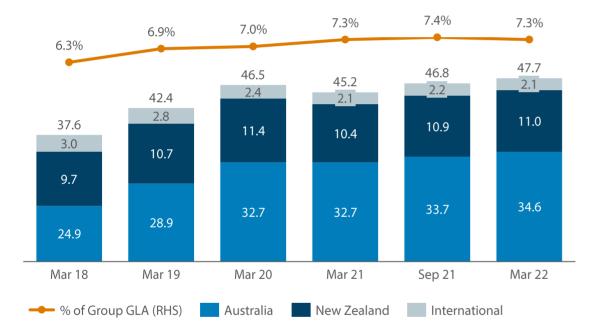
1. EAD excludes amounts for 'Securitisation' and 'Other Assets' Basel classes, as per APS330. Data provided is on a Post CRM basis, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral

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



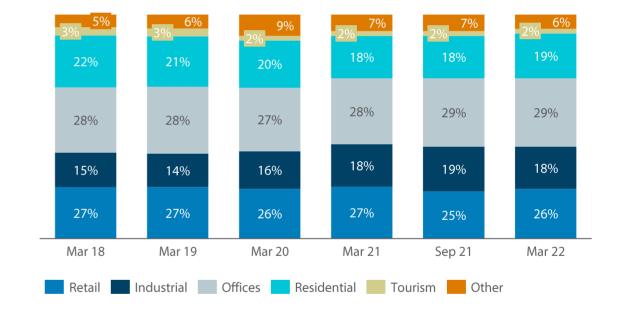
## **COMMERCIAL PROPERTY - SEGMENTS OF INTEREST**

#### OUTSTANDINGS BY REGION (GLA \$b)



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

#### OUTSTANDINGS BY SECTOR (%)

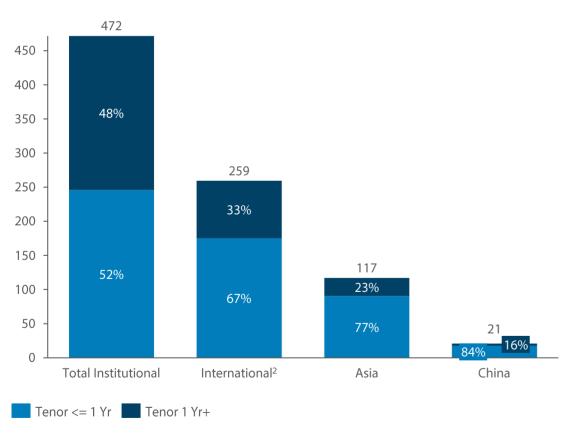


• YoY composition remained relatively stable with an increase in Industrial and Office volumes offsetting a decline in the Retail sector where a number of investment grade REITs have recently refinanced, including accessing debt capital markets

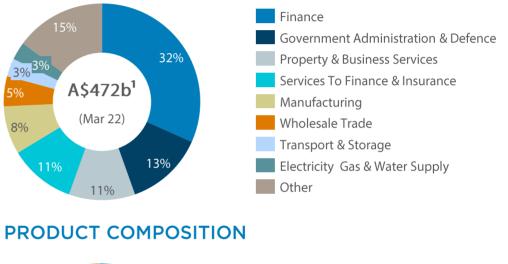
## ANZ INSTITUTIONAL PORTFOLIO

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

EAD Mar 22<sup>1</sup>



#### INDUSTRY COMPOSITION



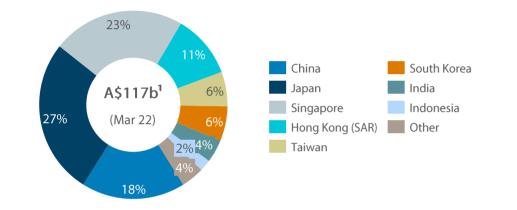


1. EAD. Excludes amounts for 'Securitisation' and 'Other Assets' Basel classes, as per APS330. Data provided is on a Post CRM basis, net of credit risk mitigation such as guarantees, credit derivatives, netting and financial collateral

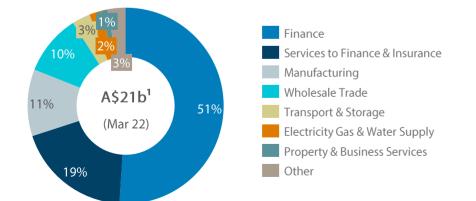
2. International includes Asia Pacific, Europe and America

## ANZ ASIAN INSTITUTIONAL PORTFOLIO (MARKET OF INCORPORATION)

#### MARKET OF INCORPORATION

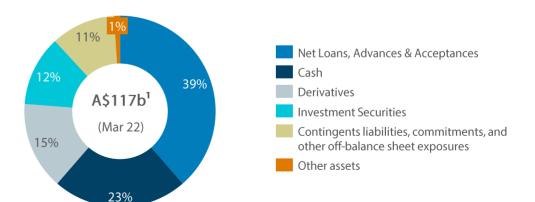


ANZ CHINA COMPOSITION



# Finance Manufacturing Wholesale Trade Services to Finance & Insurance Property & Business Services Transport & Storage Communication Services Government Administration & Defence Other

#### ANZ ASIA PRODUCT COMPOSITION



Finance

ANZ ASIA INDUSTRY COMPOSITION

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



# 2022 HALF YEAR RESULTS

HOUSING PORTFOLIO DEBT INVESTOR UPDATE

Portfolio<sup>1</sup>

1H21

71%

55%

49%

14.4%

72%

\$36b

8%

2%

0.05%

64%

45%

1H22

70%

50%

44%

13.2%

68%

\$41b

8%

2%

0.01%

62%

43%

73

1H20

68%

56%

51%

14.0%

76%

\$28b

8%

3%

0.03%

59%

40%

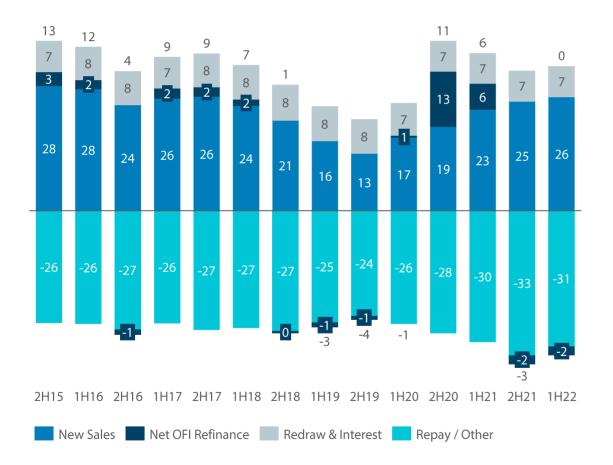
## AUSTRALIA HOME LOANS - PORTFOLIO OVERVIEW

	P	ortfolic	) <sup>1</sup>	Flo	W <sup>2</sup>
	1H20	1H21	1H22	1H21	1H22
Number of Home Loan accounts	971k	1,019k	984k	92k <sup>3</sup>	82k <sup>3</sup>
Total FUM	\$264b	\$281b	\$278b	\$34b	\$35b
Average Loan Size <sup>4</sup>	\$272k	\$275k	\$283k	\$400k	\$458k
% Owner Occupied <sup>5</sup>	68%	68%	68%	68%	65%
% Investor <sup>5</sup>	30%	30%	30%	31%	35%
% Equity Line of Credit <sup>6</sup>	2%	2%	2%	1%	0%
% Paying Variable Rate Loan <sup>7</sup>	85%	73%	65%	59%	59%
% Paying Fixed Rate Loan <sup>7</sup>	15%	27%	35%	41%	41%
% Paying Interest Only <sup>8</sup>	12%	10%	9%	14%	16%
% Broker Originated	52%	54%	52%	58%	53%

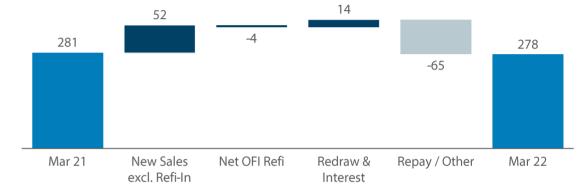
Unless otherwise stated metrics are based on balances

1. Home Loans portfolio (includes Non Performing Loans, excludes Offset balances) 2. YTD unless noted 3. New accounts includes increases to existing accounts and split loans (fixed and variable components of the same loan) 4. Average loan size for Flow excludes increases to existing accounts; 1H21 restated from prior disclosures for comparability with 1H22 5. The current classification of Investor vs Owner Occupied is based on ANZ's product category, determined at origination as advised by the customer and the ongoing precision relies primarily on the customer's obligation to advise ANZ of any change in circumstances. 6. ANZ Equity Manager product no longer offered for sale as of 31 July 2021 7. Excludes Equity Manager Accounts 8. Based on customers that request a specific interest only period and does not include loans being progressively drawn e.g. construction 9. Originated in the respective year 10. Unweighted based on # accounts 11. Includes capitalised LMI premiums 12. Valuations updated to Feb 22 where available. Includes Non Performing Loans and excludes accounts with a security guarantee and unknown DLVR 13. Source: APRA Monthly Authorised Deposit-Taking Institutions Statistics (MADIS) to Mar 22 14.% of Owner Occupied and Investor Loans that have any amount ahead of repayments based on available Redraw and Offset 15. Reflects balances of ANZ's offset account product, in some instances offset accounts no longer offset Home Loan balances, e.g. where associated Home Loan account is closed. 16. Low Doc is comprised of less than or equal to 60% LVR mortgages primarily for self-employed without scheduled PAYG income. However, it also has <0.1% of less than or equal to 80% LVR mortgages, primarily booked pre-2008 Note Low Doc lending at ANZ is no longer offered. 17. Annualised write-off net of recoveries 18. Based on Gross Loans & Advances 19. Australia Geography includes Australia R&C and Institutional Australia

## **AUSTRALIA HOME LOANS - PORTFOLIO COMPOSITION**



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



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

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



1. Based on Gross Loans and Advances. Includes Non Performing Loans

2. The current classification of Investor vs Owner Occupied is based on ANZ's product category, determined at origination as advised by the customer and the ongoing precision relies primarily on the customer's obligation to advise ANZ of any change in circumstances

3. Interest Only (I/O) is based on customers that request a specific interest only period and does not include loans being progressively drawn e.g. construction

4. ANZ Equity Manager product no longer offered for sale as of 31 July 2021



## **AUSTRALIA HOME LOANS - PORTFOLIO COMPOSITION & FLOW**

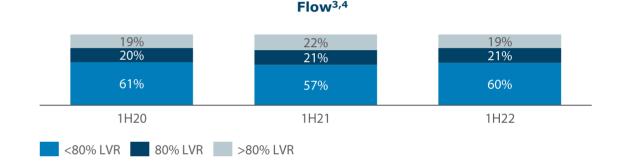


#### BY PURPOSE (% OF TOTAL BALANCES)

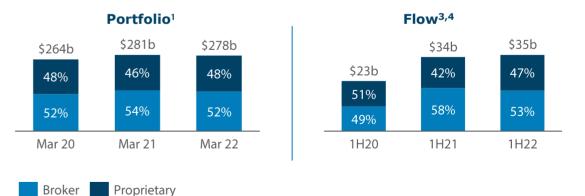
#### **BY LOCATION (% OF TOTAL BALANCES)**



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



#### **BY CHANNEL (% OF TOTAL BALANCES)**

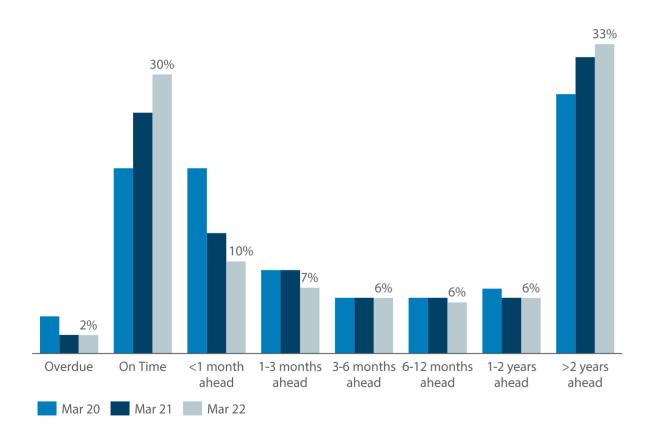


1. Includes Non Performing Loans; 2. The current classification of Investor vs Owner Occupied is based on ANZ's product category, determined at origination as advised by the customer and the ongoing precision relies primarily on the customer's obligation to advise ANZ of any change in circumstances;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

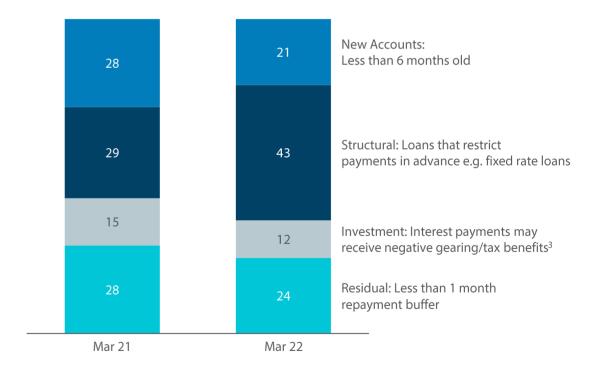
## **AUSTRALIA HOME LOANS - REPAYMENT PROFILE**

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





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



% composition of accounts (Mar 22 vs Mar 21)

#### 1. Includes Non Performing Loans

2. % of Owner Occupied and Investment Loans that have any amount ahead of repayments. Excess repayments based on available Redraw and Offset. Excludes Equity Manager Accounts

3. The current classification of Investor vs Owner Occupied, is based on ANZ's product category, determined at origination as advised by the customer and the ongoing precision relies primarily on the customer's obligation to advise ANZ of any change in circumstances

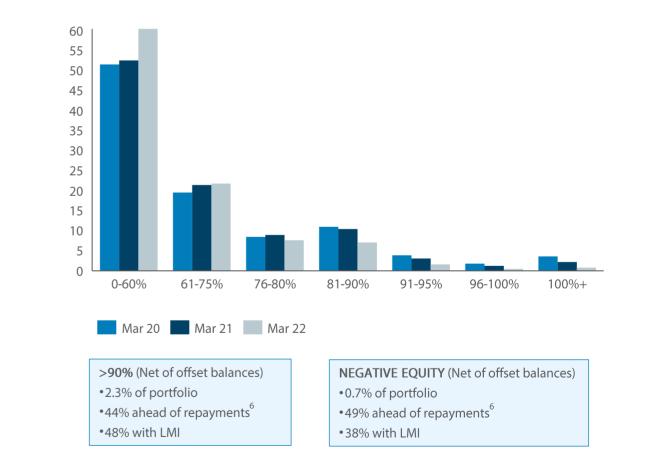


## AUSTRALIA HOME LOANS - DYNAMIC LOAN TO VALUE RATIO (DLVR)

#### 60 55 50 45 40 35 30 25 20 15 10 5 Ω 0-60% 61-75% 76-80% 81-90% 91-95% 96-100% 100%+ Mar 20 Mar 21 Mar 22 >90% (Net of offset balances) **NEGATIVE EQUITY** (Net of offset balances) • 3.1% of portfolio •0.8% of portfolio • 39% ahead of repayments<sup>6</sup> •46% ahead of repayments<sup>6</sup> •44% with LMI • 34% with LMI

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

#### DLVR BASED ON TOTAL PORTFOLIO ACCOUNTS 1,2,3,4,5 (%)

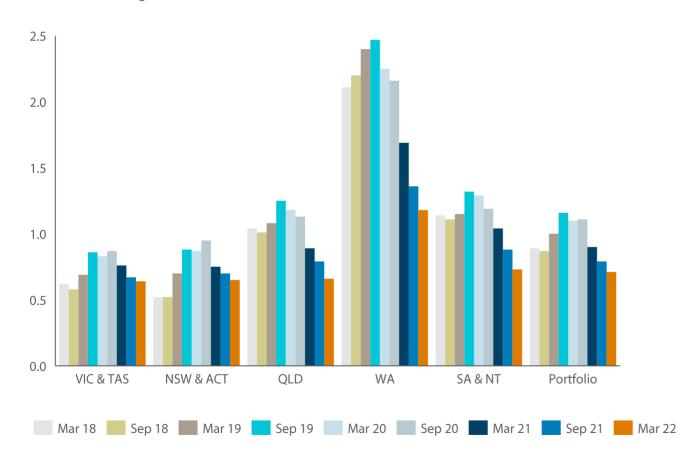


1. Includes capitalised LMI premiums; 2. Valuations updated to Feb 22 where available; 3. Includes Non Performing Loans and excludes accounts with a security guarantee and unknown DLVR; 4. DLVR does not incorporate offset balances; 5. Aligning with calculations that produce 77 a portfolio average DLVR unweighted based on # accounts of 50%; 6. % of Owner Occupied and Investment Loans that have any amount ahead of repayments

## **AUSTRALIA HOME LOANS - PORTFOLIO PERFORMANCE**

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

% of Portfolio Segment Balances



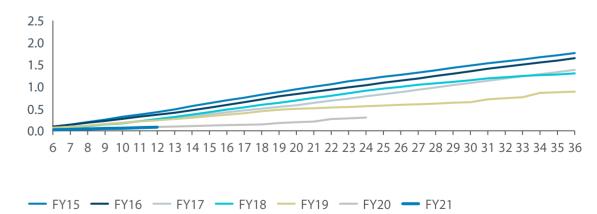
#### HOME LOAN DELINQUENCIES<sup>1,2,3,4</sup>

% of Portfolio Segment Balances



- - 30+ DPD % - 90+ Owner Occupied 90+ Investor

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



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

## **NEW ZEALAND HOME LOANS - PORTFOLIO OVERVIEW**

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

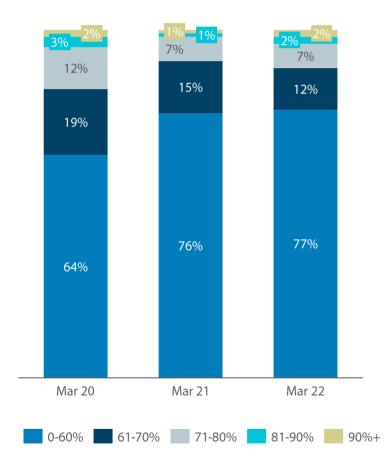
	Portfolio				
	1H20	1H21	1H22		
Average LVR at Origination	57%	58%	56%		
Average Dynamic LVR	40%	37%	35%		
Market Share <sup>1</sup>	30.7%	30.6%	30.7%		
% Low Doc <sup>2</sup>	0.32%	0.28%	0.24%		
Home Loan Loss Rates	0.01%	0.00%	0.00%		
% of NZ Geography Lending	64%	69%	70%		

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

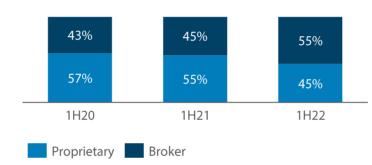
2. Low documentation (Low Doc) lending allowed customers who met certain criteria to apply for a mortgage with reduced income confirmation requirements. New Low Doc lending ceased in 2007

## **NEW ZEALAND LOANS - HOME LENDING & ARREARS TRENDS**

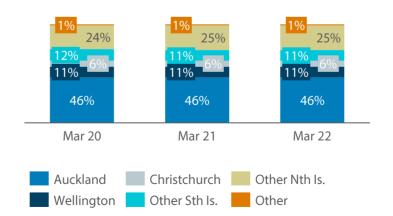
#### HOME LOAN LVR PROFILE<sup>1</sup>



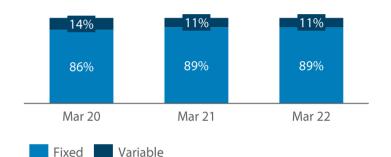
#### **HOUSING FLOWS**



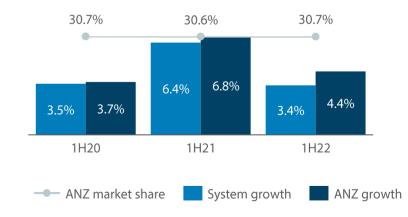
#### HOUSING PORTFOLIO BY REGION<sup>2</sup>



#### HOUSING PORTFOLIO



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



1. Dynamic basis

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

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



# 2022 HALF YEAR RESULTS

ECONOMICS DEBT INVESTOR UPDATE

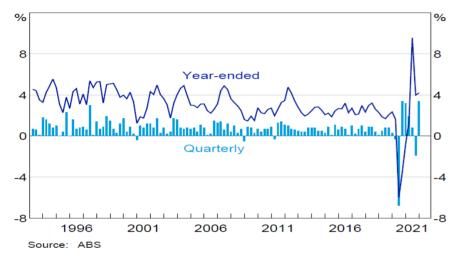


## AUSTRALIAN ECONOMY FORECAST TABLE

	2018	2019	2020	2021	2022F <sup>1</sup>	2023F <sup>1</sup>
Australia – annual % growth GDP	2.8	1.9	-2.2	4.7	4.3	3.1
Headline CPI (% y/y)	1.9	1.6	0.8	2.9	4.6	2.8
Employment (% y/y)	2.3	2.2	-1.0	2.2	4.7	2.1
Unemployment (% Q4 avg)	5.0	5.2	6.8	4.7	3.3	3.3
Wage Price Index	2.3	2.2	1.4	2.3	3.5	4.0
RBA cash rate (% year end)	1.50	0.75	0.10	0.10	1.50	2.25
3yr bond yield (% year end)	2.06	0.91	0.11	1.18	2.35	3.25
10 year bond yield (% year end)	2.64	1.37	1.12	1.86	2.85	3.25
AUD/USD (year-end value)	0.74	0.70	0.77	0.73	0.78	0.76

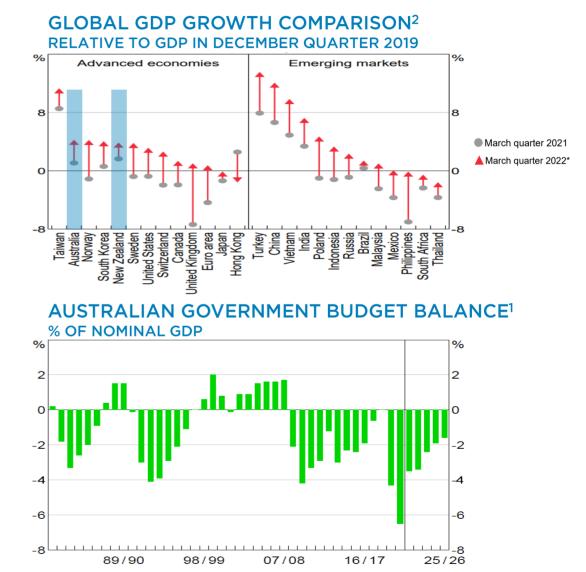
### **AUSTRALIAN ECONOMY - GDP**

**GDP GROWTH<sup>1</sup>** 



#### CAPITAL EXPENDITURE INTENTIONS<sup>2</sup> NOMINAL

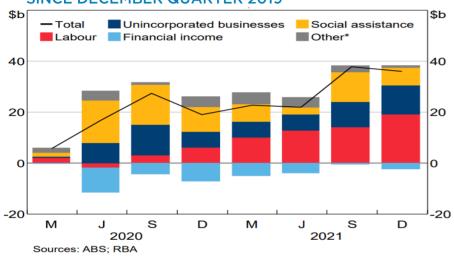




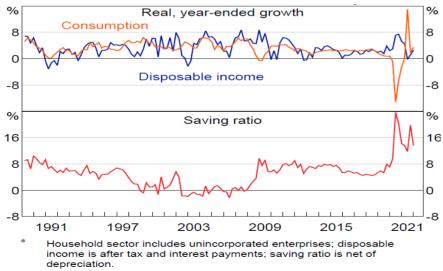
\* Underlying cash balance; 2022/23 Budget. Source: Australian Treasury

## AUSTRALIAN ECONOMY- INCOME AND SAVINGS

#### CHANGE IN HOUSEHOLD INCOME<sup>1</sup> SINCE DECEMBER QUARTER 2019



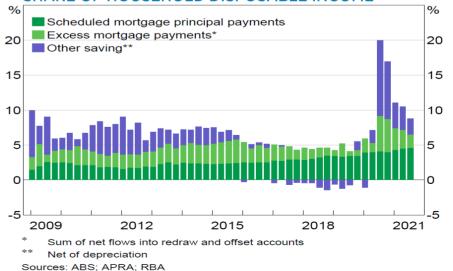
#### HOUSEHOLD INCOME AND CONSUMPTION<sup>2</sup>





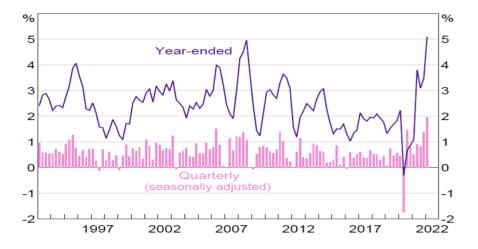


#### HOUSEHOLD SAVING RATIO<sup>3</sup> SHARE OF HOUSEHOLD DISPOSABLE INCOME

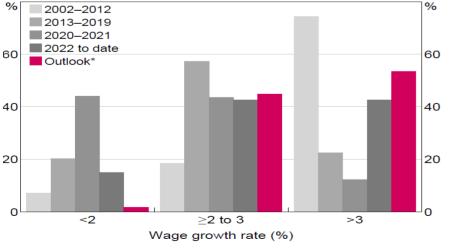


## **AUSTRALIAN ECONOMY - INFLATION**

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

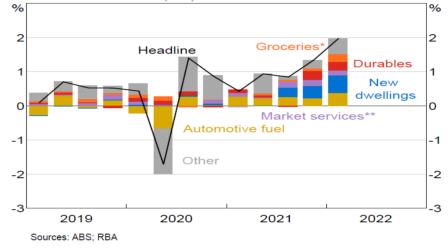


#### DISTRIBUTION OF WAGES GROWTH<sup>\*, 2</sup> AS A SHARE OF FIRMS REPORTING WAGE DATA IN LIAISON

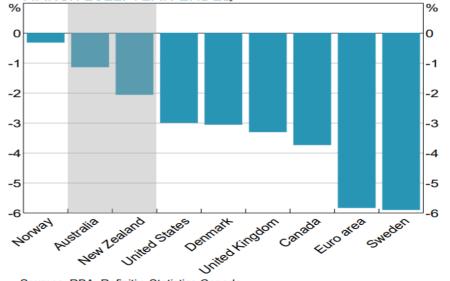


 \* Expectations for the year ahead for firms reporting in the March and June quarters of 2022.
 Source: RBA

**QUARTERLY CPI INFLATION<sup>2</sup>** SEASONALLY ADJUSTED, WITH CONTRIBUTIONS

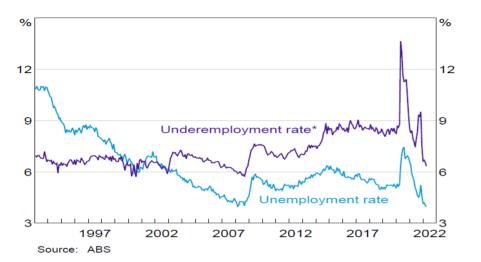


REAL WAGES GROWTH<sup>2</sup> MARCH 2022. YEAR-ENDED

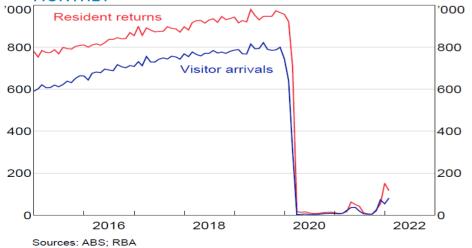


## AUSTRALIAN LABOUR MARKET

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



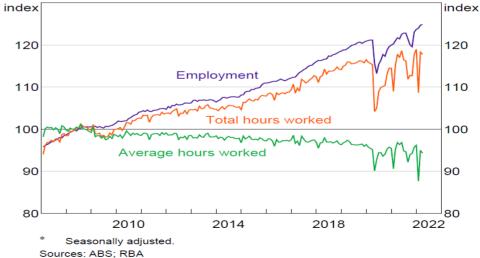
#### SHORT-TERM VISITOR ARRIVALS AND RESIDENT RETURNS<sup>2</sup> MONTHLY



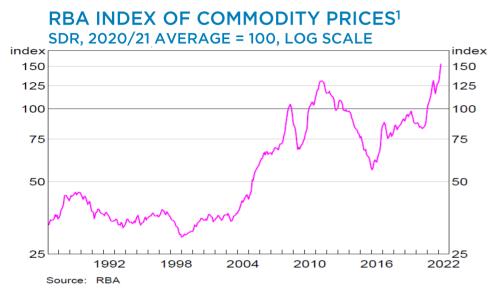
JOB VACANCIES AND ADVERTISEMENTS<sup>1</sup> % OF LABOUR FORCE



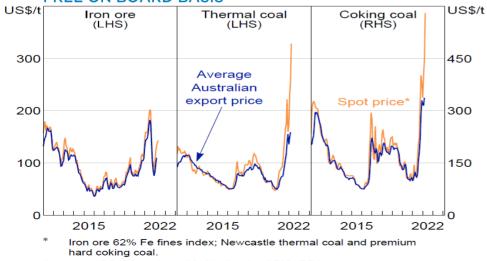
#### EMPLOYMENT AND HOURS WORKED\*, 1 2008 AVERAGE=100



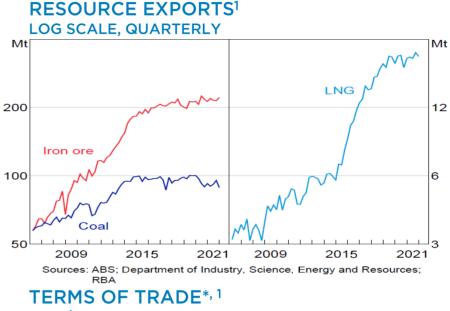
## COMMODITIES



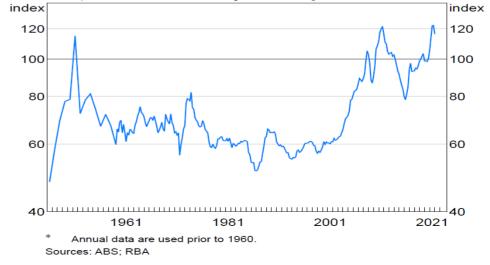
#### BULK COMMODITY PRICES<sup>1</sup> FREE ON BOARD BASIS



Sources: ABS; Bloomberg; McCloskey by OPIS; RBA

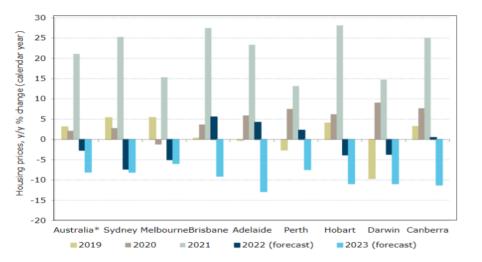


2019/20 AVERAGE = 100, LOG SCALE

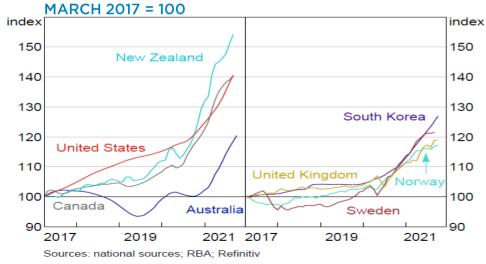


## AUSTRALIAN HOUSING DYNAMICS

### HOUSING PRICE FORECASTS BY CAPITAL CITY<sup>1</sup>

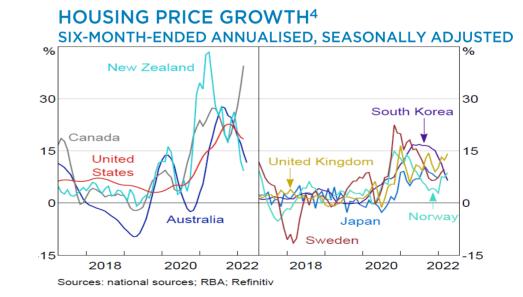


#### HOUSING PRICE INDICES<sup>3</sup>



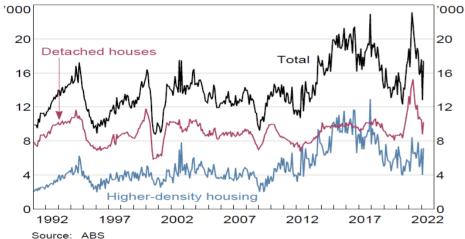
#### HOUSE PRICE GROWTH<sup>2</sup>

Apr 2022	6 Month Change			Year on	Year Cha	nge	5 Year Cumulative Change			
	All dwellings	Houses	Units	All dwellings	Houses	Units	All dwellings	Houses	Units	
Sydney	1.2	1.9	-0.5	14.7	17.1	8.9	21.7	27.1	9	
Melbourne	0.6	0.5	1	8.4	10.1	4.7	16.7	15.5	18.4	
Brisbane	14.5	15.5	8.9	29.3	32	15.6	45	51.1	17.5	
Adelaide	13.2	13.9	8.9	26.2	28.4	12.6	44	47.9	21.5	
Perth	3.6	3.9	1	6.7	6.9	4.7	15.2	17.2	2.3	
Hobart	4.6	5.1	2.5	20.7	20.1	23.2	69.1	70.1	65.4	
Darwin	2.9	3	2.8	8.7	5.6	15.2	3.9	8.5	-4.1	
Canberra	6.5	5.8	9.6	20.9	21.5	18.4	56	63	32.6	
Australia	5.4	6.2	2.5	16.7	18.6	10.4	27.3	30.7	16.2	

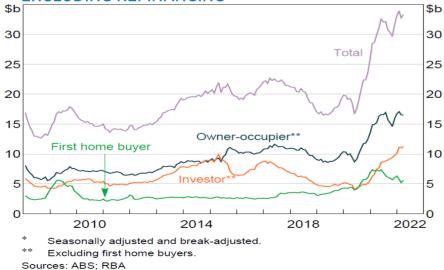


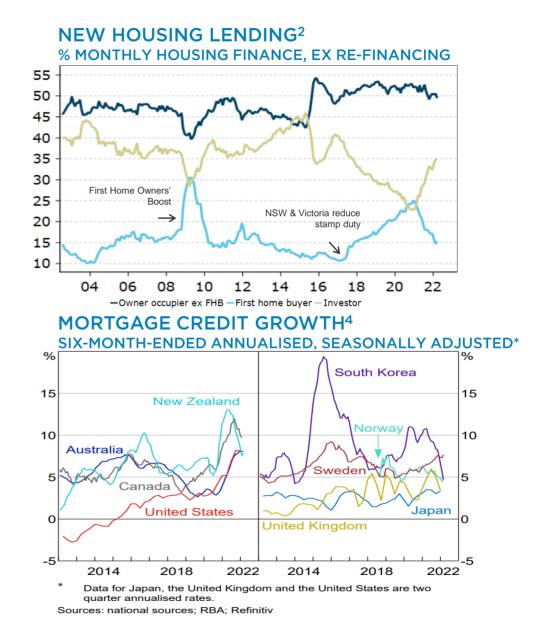
## **AUSTRALIAN HOUSING DYNAMICS**

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



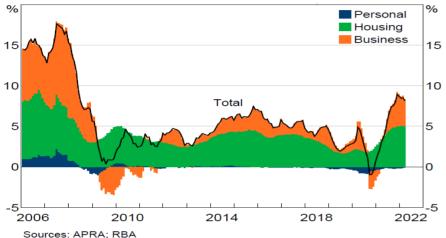
#### HOUSING LOAN COMMITMENTS<sup>3</sup> EXCLUDING REFINANCING



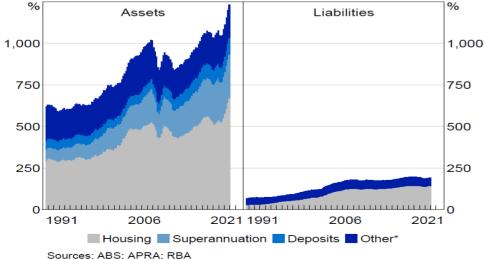


## **AUSTRALIAN HOUSING DYNAMICS**

#### CONTRIBUTION TO TOTAL CREDIT GROWTH<sup>1</sup> SIX-MONTH-ENDED ANNUALISED

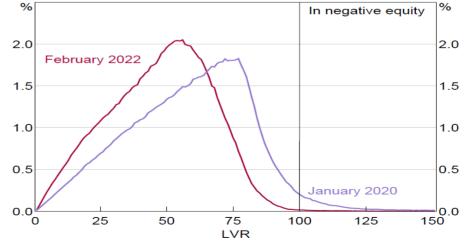


#### HOUSEHOLD BALANCE SHEET<sup>2</sup> SHARE OF DISPOSABLE INCOME



OUTSTANDING LVR DISTRIBUTION<sup>2</sup> SHARE OF BALANCES % 20 20 DTI>6 15 15 LVR>90 10 10 LVR\*>90 2009 2012 2015 2018 2021 Sources: APRA: RBA

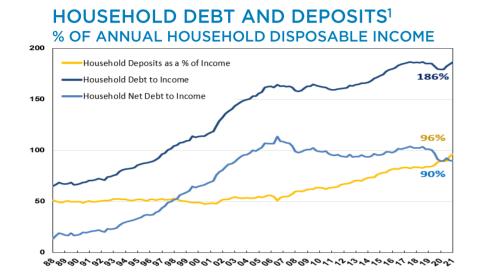
#### ADIS' HOUSING LOAN CHARACTERISTICS<sup>2</sup> SHARE OF TOTAL NEW LENDING



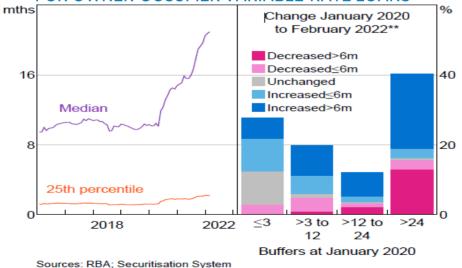
Sources: ABS; CoreLogic; RBA; Securitisation System



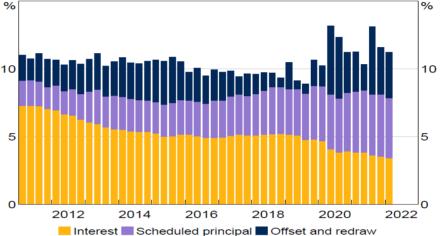
## **AUSTRALIAN HOUSING - HOUSEHOLD DEBT AND INCOME**



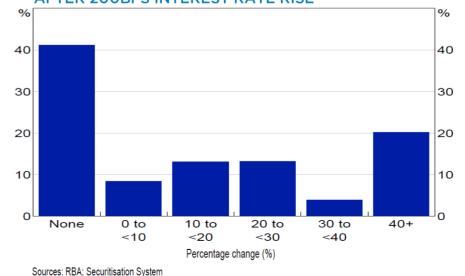
#### MORTAGE EXCESS PAYMENT BUFFERS<sup>3</sup> FOR OWNER-OCCUPIER VARIABLE-RATE LOANS



#### FLOWS INTO HOUSING LOAN AND OFFSET ACCOUNTS<sup>2</sup> SHARE OF DISPOSABLE INCOME; QUARTERLY



Sources: ABS; APRA; RBA REPAYMENT INCREASES FOR VARIABLE RATE LOANS<sup>3</sup> AFTER 200BPS INTEREST RATE RISE



Sources: 1. ABS, RBA. Housing Debt refers to ratio of housing debt to annualised household disposable income. Deposits include transferrable and other deposits 2. RBA Statement of Monetary Policy, May 2022 3. RBA Financial Stability Review, Apr 2022. Repayment increases measures changes between average monthly repayments over the last 12 months and the new required repayments after a 200bps interest rate rise

## **KEY CONTACTS**



Everything you need to manage your ANZ debt investments







Debt Investor Presentations

25



Green & Sustainability Bonds



Credit Ratings

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