2005 Annual Results

Australia and New Zealand Banking Group Limited

25 October 2005

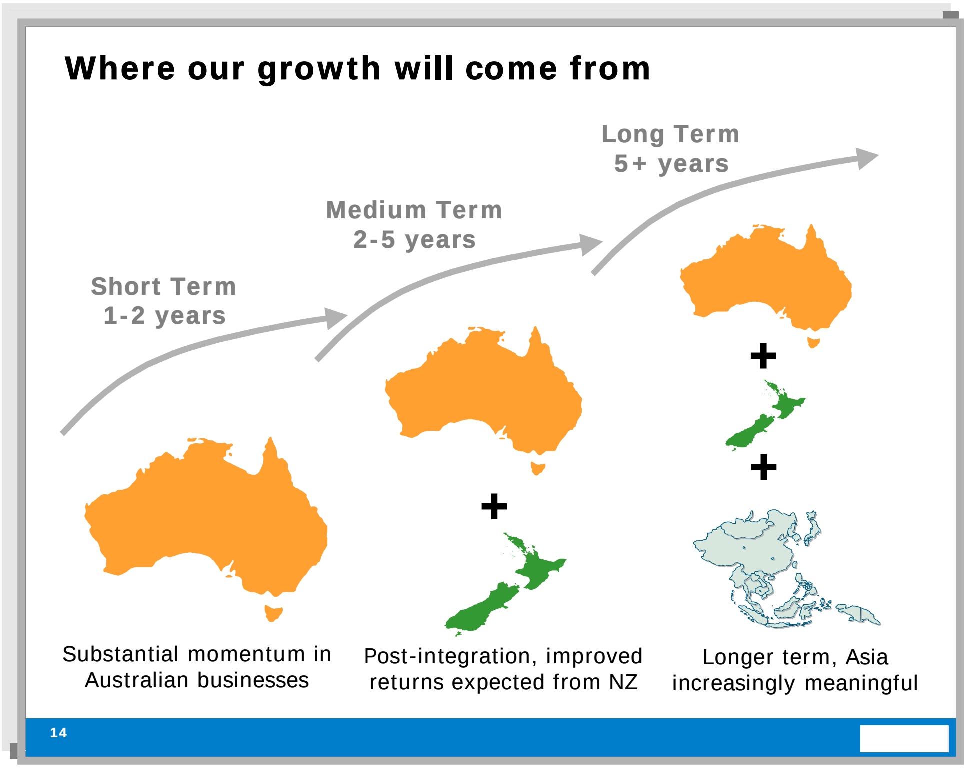
Record profit, ahead of target
Strong revenue momentum in second half

		2005 v 2004
NPAT*	$3,056m	↑ 11.9%
Cash EPS*	175.2c	↑ 8.8%
Dividend	110c	↑ 8.9%

	2h05 v 1h05
NPAT*	↑ 4.8%
Total Income*	↑ 4.9%
Other Operating Income*	↑ 7.6%

*excluding NZ incremental integration costs and significant items

Real progress on strategic agenda in 2005



ANZ Strategy Day – 7 September 2005

Seamless succession

Graham Hodges	New Zealand
Mark Paton	Corporate
David Hisco	Esanda

Australia

- Profit up 14%
- Personal up 15%
- Corporate up 10%
- Esanda up 11%

Institutional

- Up 8%, de-risking completed

New Zealand

- Flat result in competitive market
- Integration largely complete
- Good outlook for 2007 & beyond

Asia-Pacific

- Good underlying momentum
- Progress on expansion agenda

Creating Australasia's leading bank

- **Mission – to become Australasia's leading bank**

- **Favourable 2006 outlook:**

  "Environment should be broadly similar to 2005, enabling us to produce continued good results in the year ahead"

- **New Growth and Transformation agenda:**

Growth	**7% - 9% annual revenue growth**
Transformation	**40% cost-income ratio**

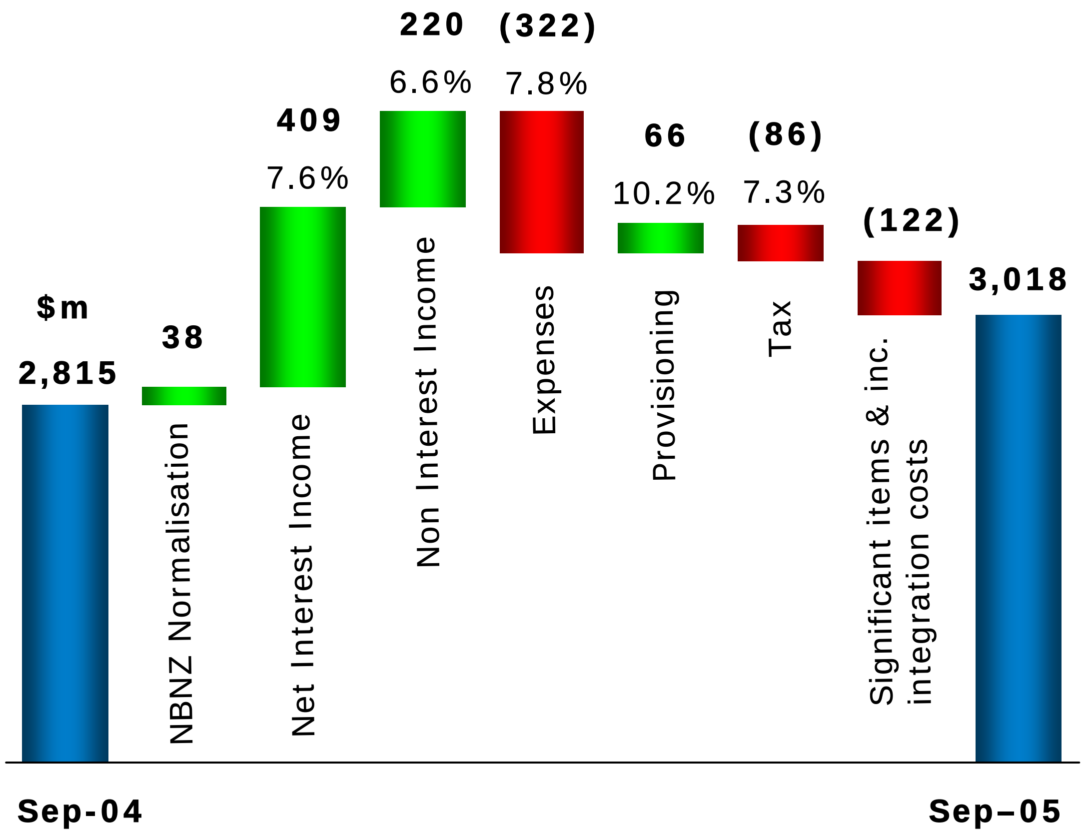
Transformation

Growth

Peter Marriott

Chief Financial Officer

Good full year result: strong revenue momentum in the second half



Cash EPS 161.1 → 8.8 %^ → **Cash EPS 175.2**

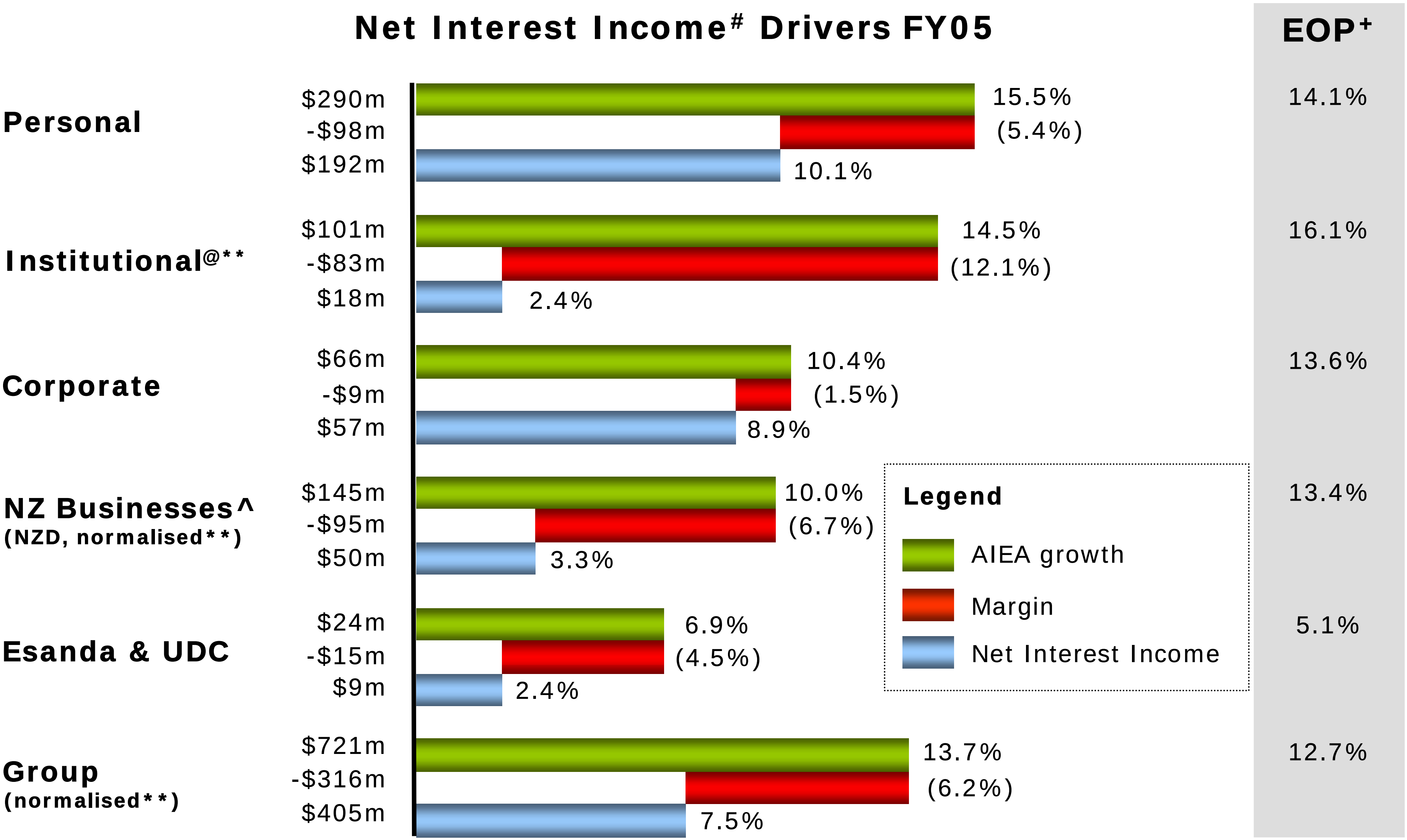
Scorecard	FY05	2H05
Volume Growth	✓✓	✓✓
Interest Margin	X*	X*
Non Int. Income	✓	✓✓
Expenses	X	X
Provisions	✓✓	✓
Tax	✓	✓
Cash EPS	✓	✓

✓✓ - Favourable to expectations
✓ - In line with expectations
X – Unfavourable to expectations

^ excludes significant items & incremental integration costs

*impacted by derivative transactions

Strong lending growth offset by margin pressure



@excludes markets, #NII includes tax equivalent gross-up and margin decline includes joint variance

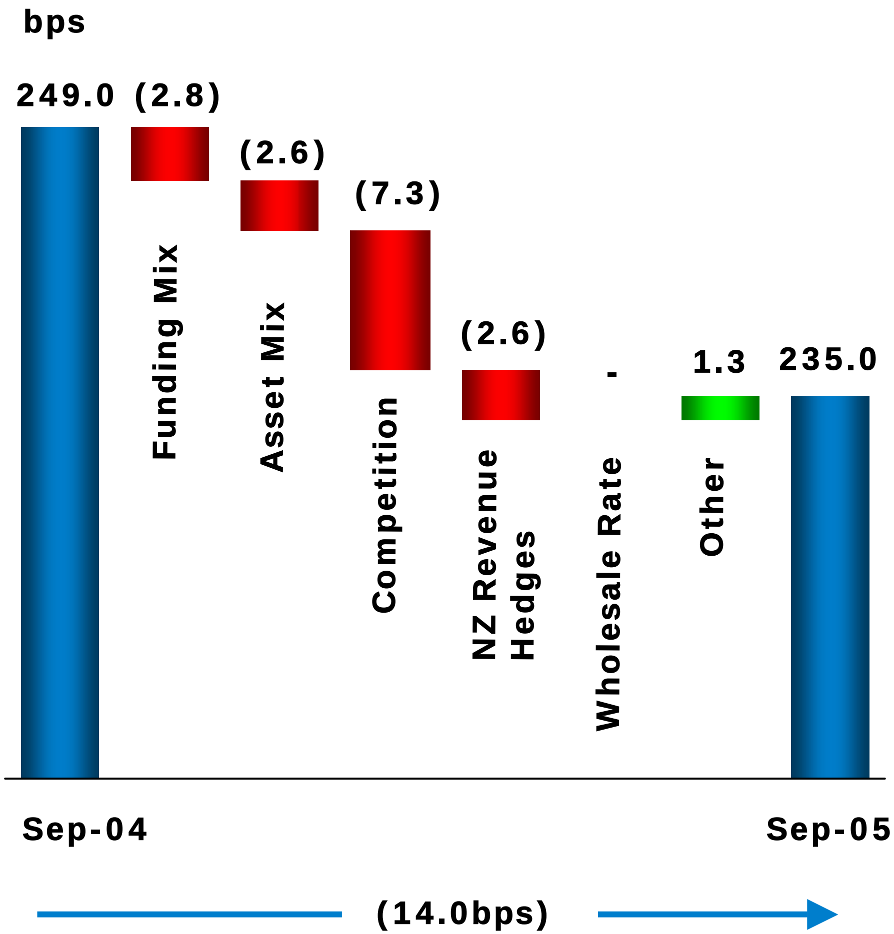
**FY04 normalised for two extra month of NBNZ

^excludes significant items, incremental integration costs & shareholder functions

+growth in net loans & advances

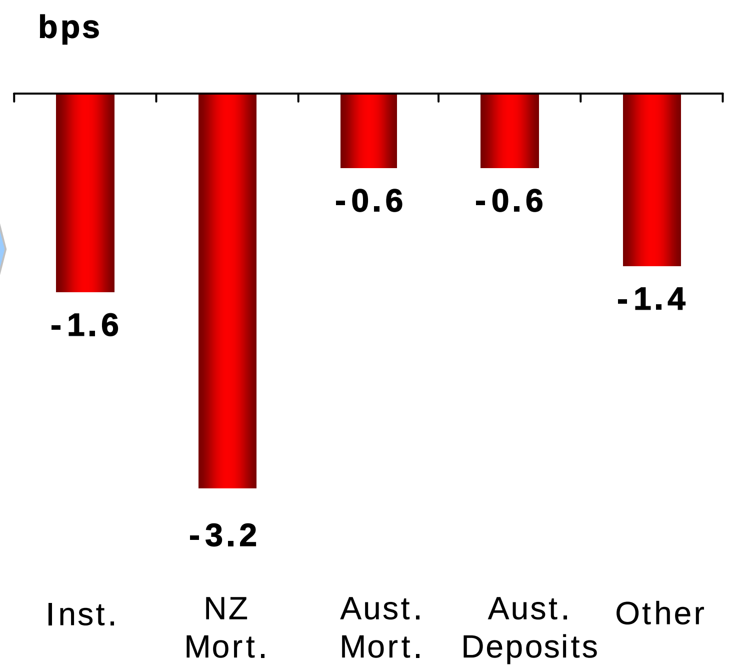
Excluding FX hedge impact, margin decline close to longer term trend

Margin decline a mix of Structural impacts and Competition



Competition most intense in NZ mortgage market

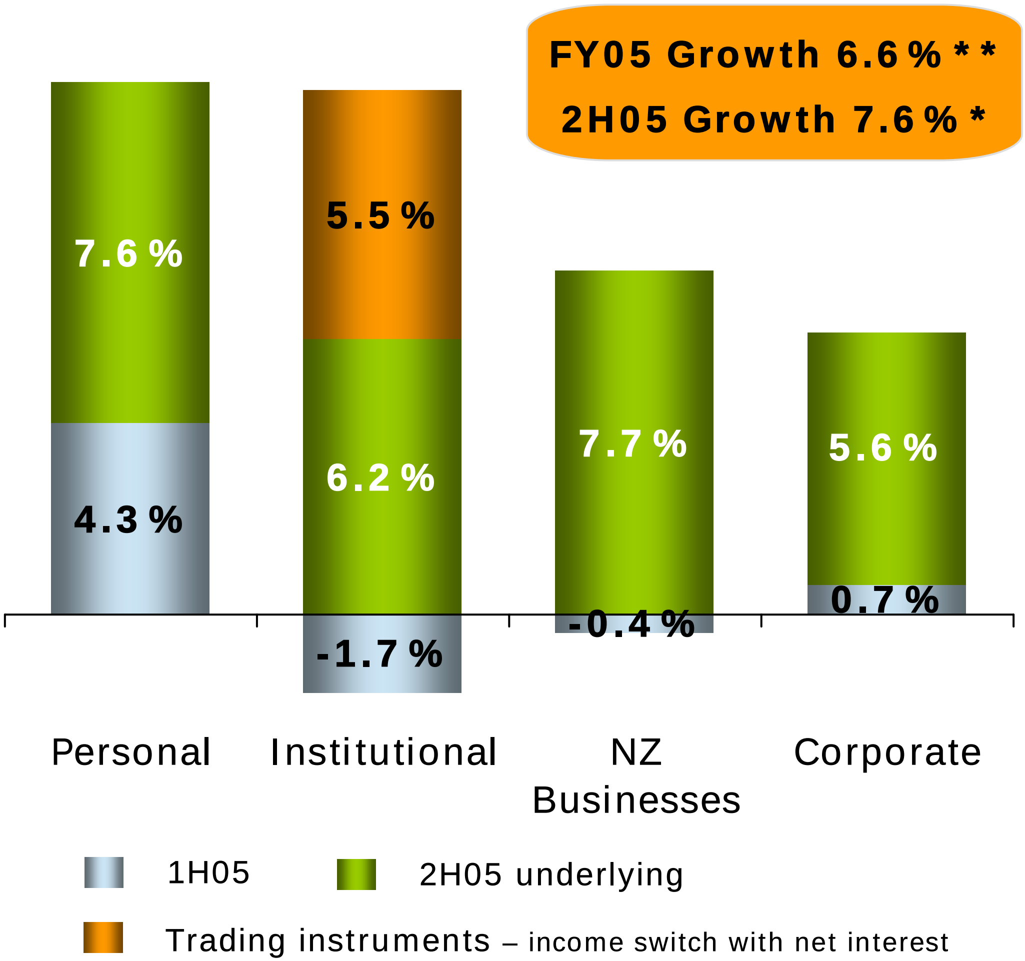
(competition impact on Group Margin Sep 04 – Sep 05)



refer slides 27 & 28 for detailed geographic analysis

Strong 2nd half non-interest income performance

Improved performance across all major Divisions



note – there have been a number of minor restatements to 1H05 numbers
*excluding significant items; ** normalised for two additional months from NBNZ

Key Drivers (2H05 v 1H05)

Personal

- Volume related fee income increases
- Increase fee income from Wealth Management business

Institutional

- Strong client flow in markets business
- Good fee growth in C&SF
- Improved cross sell by Client Relationship Group

New Zealand

- Seasonality of fee income in 2H05
- Volume related fee income increases

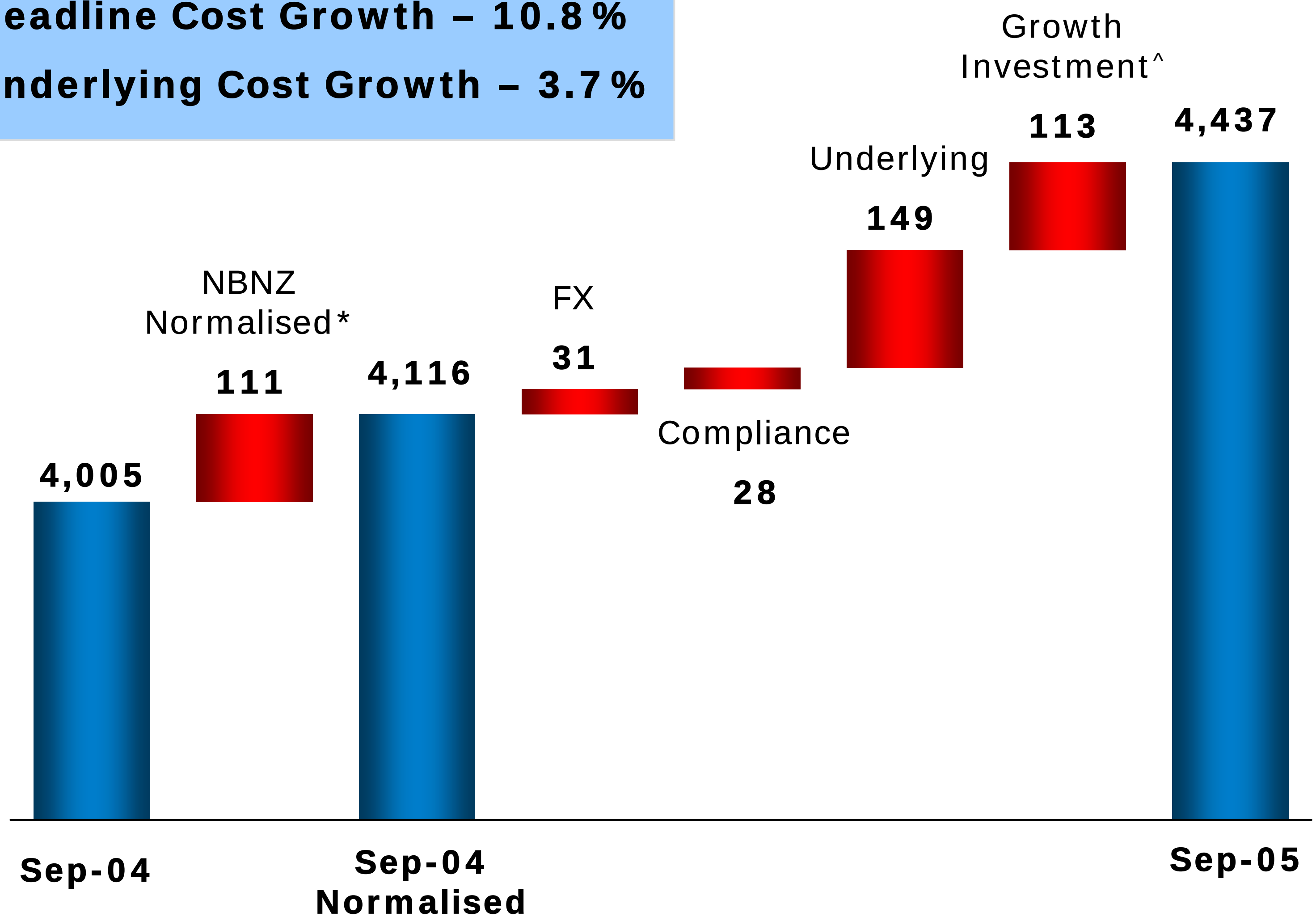
Corporate

- Volume related fee income increases
- Increased contribution from Small Business

Improved revenue growth & lower credit costs has permitted higher growth investment

Headline Cost Growth – 10.8%

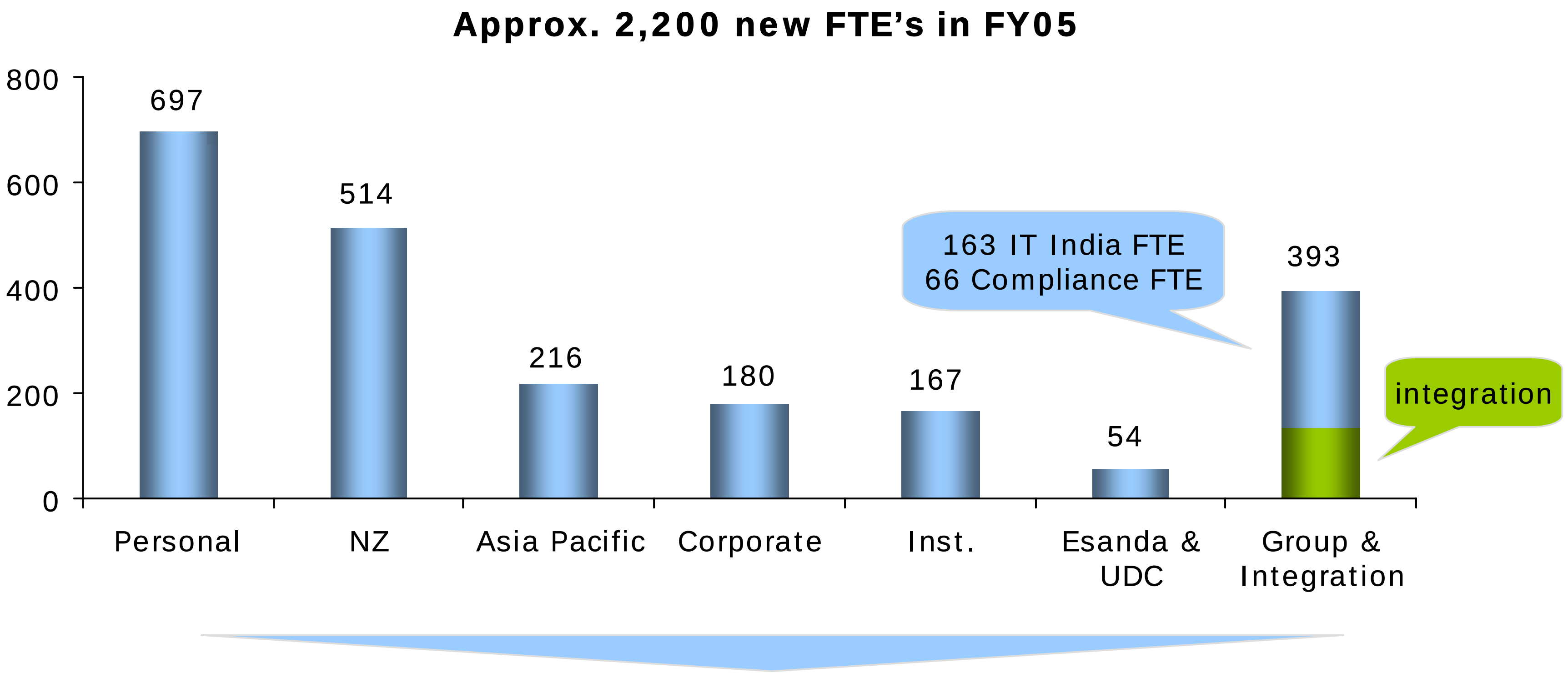
Underlying Cost Growth – 3.7%



*extra 2 months of NBNZ in FY05

^includes investment in branch improvement program

Growth investment has been weighted towards increasing frontline FTE



- Approx. 70% of new business* FTE in frontline roles
- Full run rate of FTE investment to drive expense growth in FY06
- Institutional frontline investment offset by restructuring reductions and PSF sale (approx 30 FTE), investment in TTS support for new operations and increased volumes

*excludes Group & Integration

Solid momentum in Australia

Division

Personal Banking

Institutional

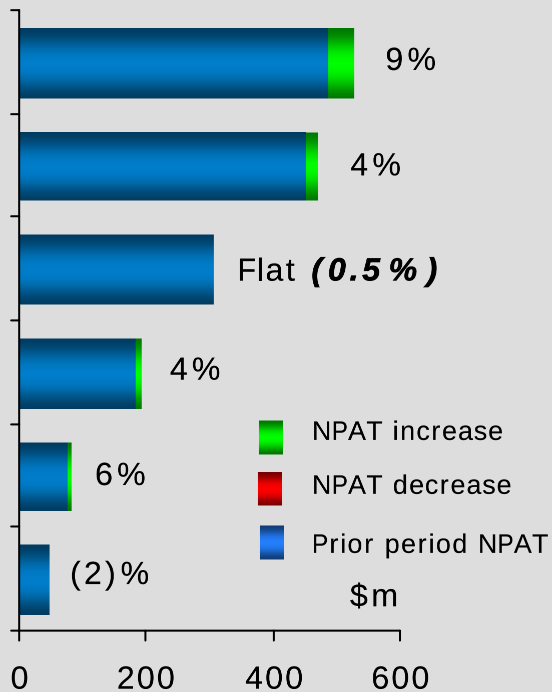
New Zealand* ***(NZ$)***

Corporate

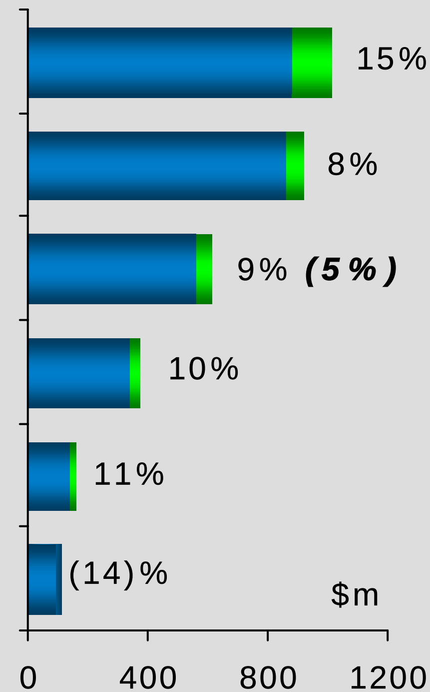
Esanda & UDC

Asia Pacific

NPAT (Half on Half)



NPAT (Year on Year)

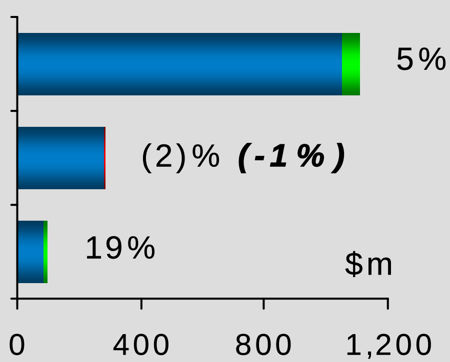


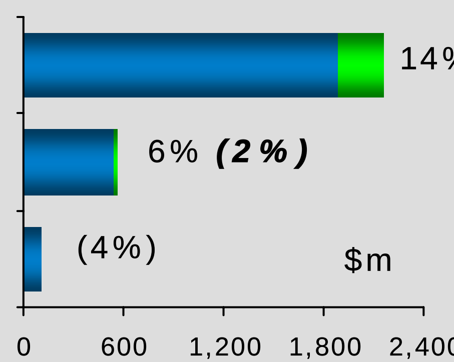
Geographic

Australia*

New Zealand* ***(NZ$)***

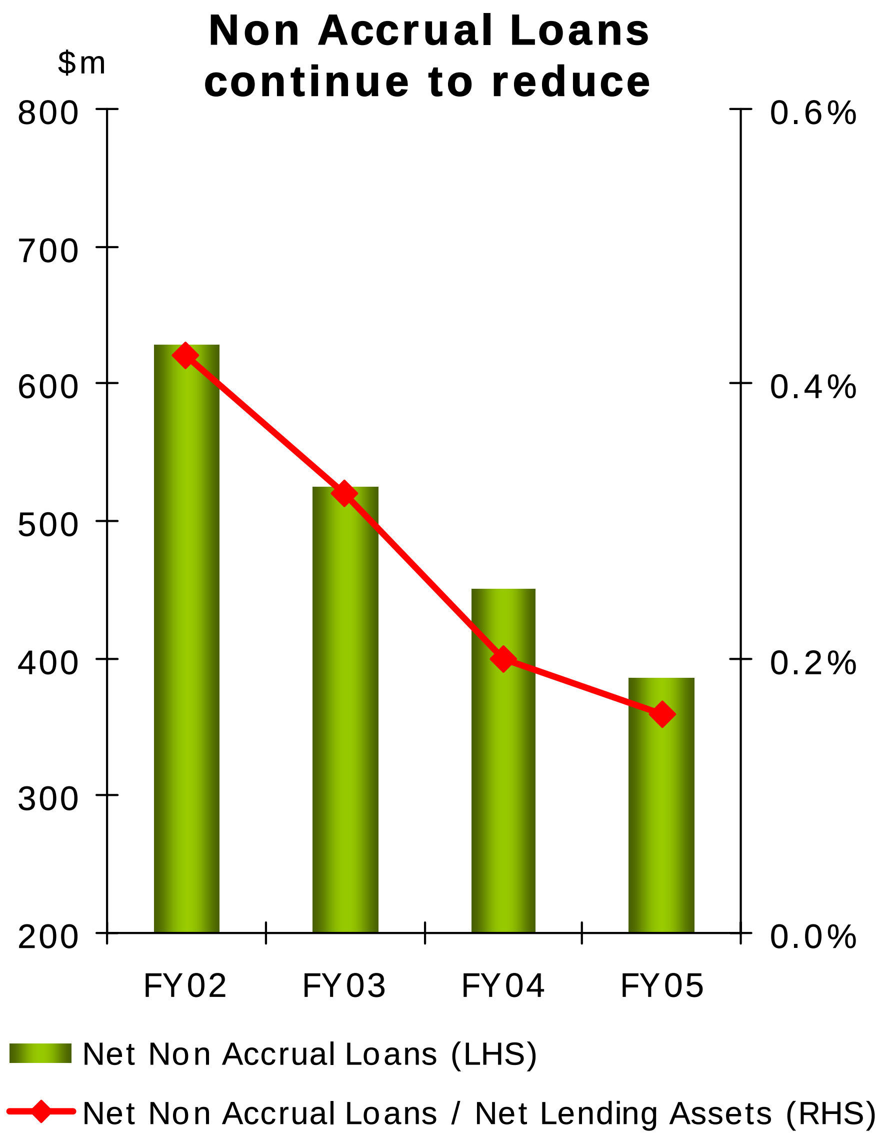
Asia Pacific

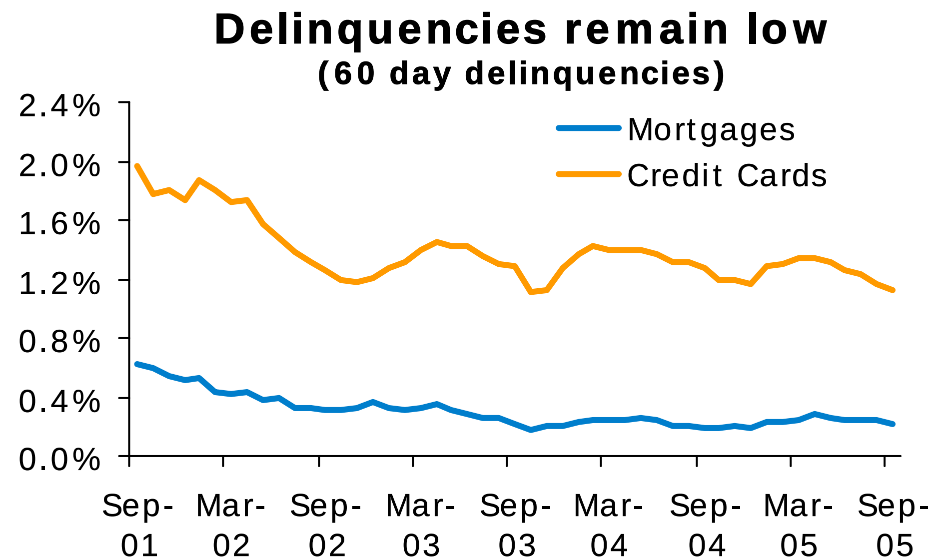


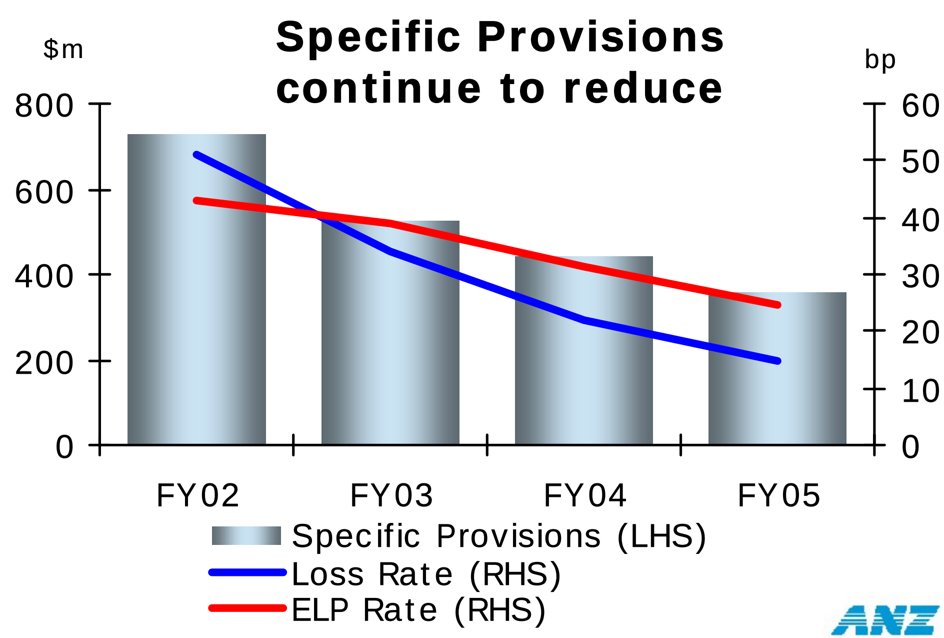


**excludes significant items & incremental integration costs, NZ numbers normalised for 2 extra months of NBNZ in 2004*

Credit quality remains favourable, delinquencies down on 1H05







A-IFRS indicative impact on key measures

Illustrative

	AGAAP	A-IFRS^	Key Drivers
Cash EPS	175.2 cents	172.5 cents	• Impact of share based payments • Hedge derivative revaluations treated as non-cash
Return on Ordinary Equity	17.3%	18.7%	• NPAT increased by ~ $133m • Equity reduced by IFRS adjustments to Retained Earnings
Return on Assets	1.08%	1.11%	• NPAT increased by ~ $133m • Slight increase in assets - securitisation
General/Collective Provision to RWA's	0.99%	0.85%	• Reduction in General Provision to align to Collective Provisioning methodology
Net Interest Margin	2.35%	2.41%	• NII adjusted for fee revenue, Individual provisioning & StEPS dividend • AIEA increased due to recognition of Commercial Bills & Securitised Assets
Cost to Income Ratio*	45.6%	46.6%	• Expenses increased due to recognition of share based payments • Income flat – items offset excluding non cash hedge revaluations
ACE Ratio	5.1%	5.1%	• Small movement to ACE, RWA's unchanged

*Ratios for **year ended** or **as at** 30 September 2005*

*excluding significant items & incremental integration costs, goodwill and hedge derivative revaluations

All numbers subject to finalisation of IFRS figures and possible APRA impacts

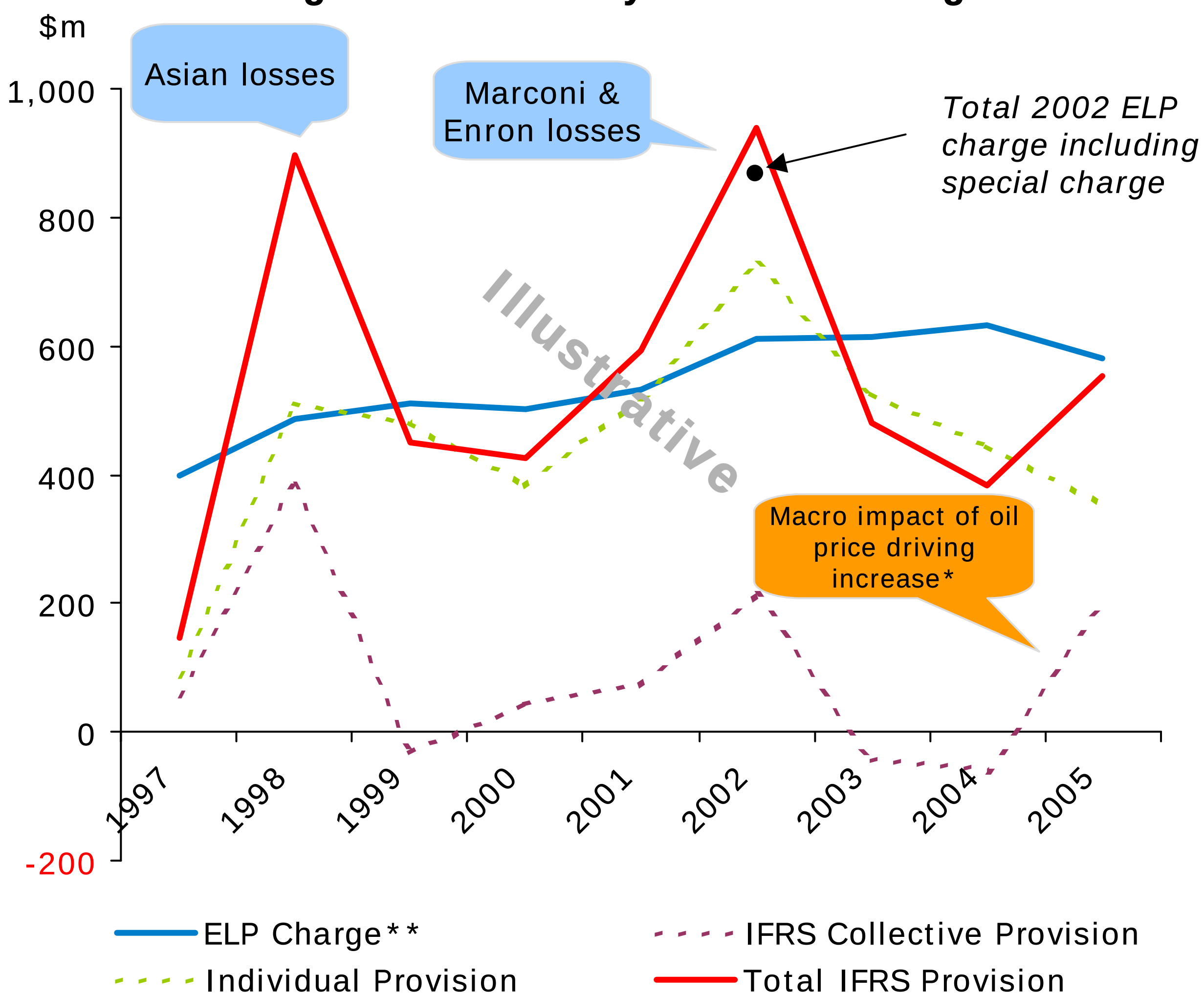
^considers potential impact of provisioning, hedging volatility not included

ANZ NOW

Increased earnings volatility anticipated under IFRS driven by provisioning charge

- ELP charge relatively stable compared to total IFRS provision charge
- Collective provision function of
  - Probability of Default & Loss Given Default
  - Portfolio concentration
  - Specific events
  - Risk & Cycle conditions

IFRS Provision charge exhibits greater volatility than ELP charge



*refer slide 39
**excludes special GP charge in 2002

Capital – regulatory position still under review

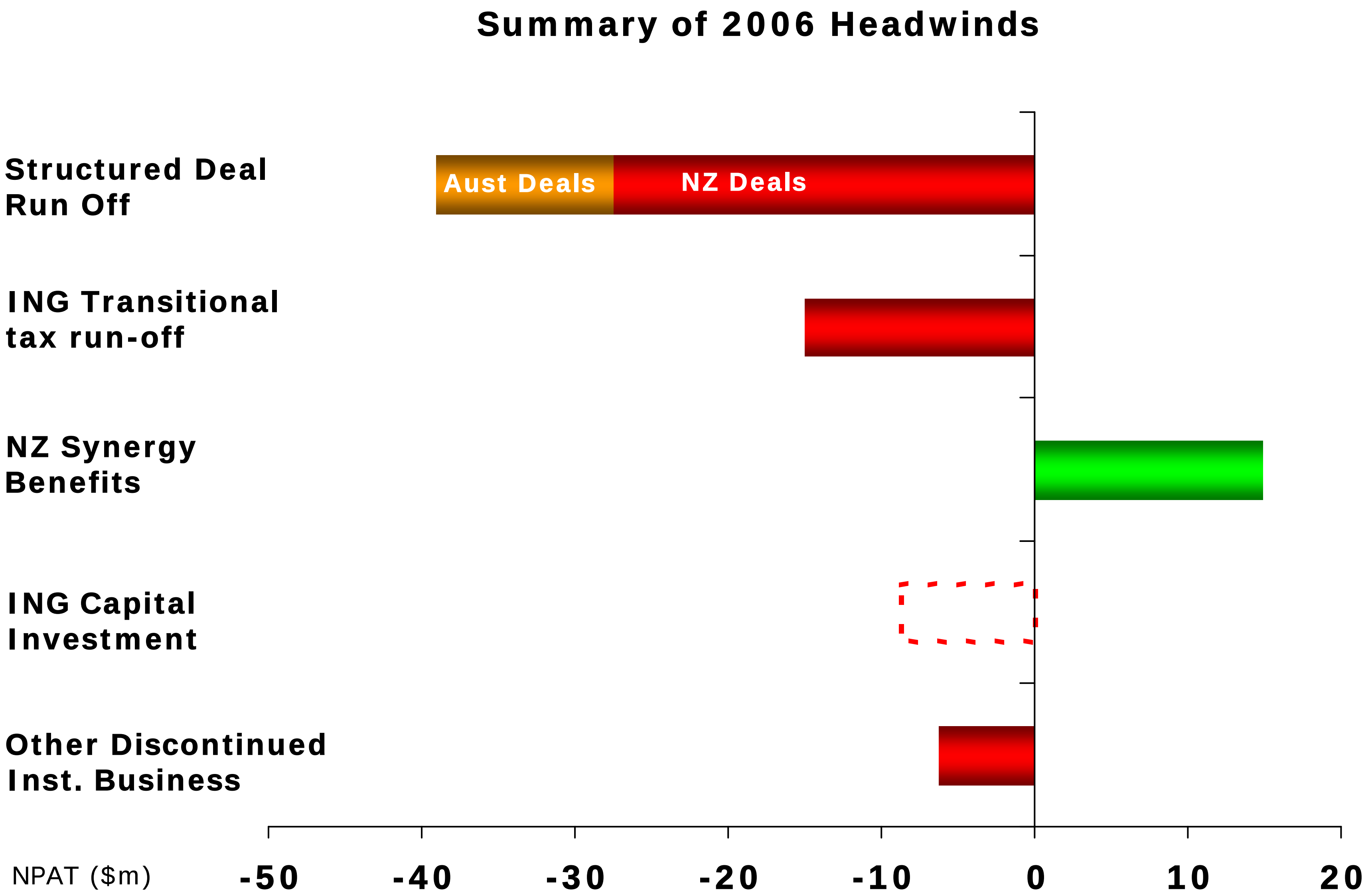
1. IFRS considerations

- Initial capital impacts of IFRS expected to be modest
  - approx. $1.1b decrease in book equity, ACE and Tier 1 impact immaterial
- APRA treatment of IFRS adjustments (eg collective provision)
- Future dividend policy will generally seek to look through "normal" provisioning volatility

2. Innovative v Non-Innovative

- Currently ~ $1.0 billion in excess of APRA's proposed 15% innovative limit
  - expect to "grow-out" of excess by 2010
- Medium term capital needs will be met from ACE and non-innovative capital
- Still considerable uncertainty around:
  - what qualifies for non-innovative capital and market capacity to absorb non-innovative instruments
  - future cost of capital
  - franking impacts

2006 headwinds represent ~2% drag on cash EPS



Group Outlook for 2006

Item	Outlook

Revenue	• **7% - 9% growth:**
	  • Lending & deposit growth to remain strong
	  • Continued momentum in Australian businesses supported by specific growth initiatives
	  • Structured deal run-off & reduced INGA contribution due to end of transitional tax relief are key headwinds

Expenses	• **5% - 7% growth:**
	  • Full year run rate of additional FTE's driving expense growth, will result in earnings growth weighted to second half
	  • Ongoing investment in growth businesses e.g. Small Business

Provision for Doubtful Debts	• IFRS provisioning charge uncertain, dependant on actual losses and level of unidentified impaired assets at balance date • Provision Charge = Individual Provisions + Change in Collective Provision (growth, change in risk) • Continue to report ELP rate. Current credit environment remains favourable
Taxation	• Tax rate higher due to run off of structured deals

Summary - *Good result, good momentum*

2005

- A quality result, ahead of original target
- Strong revenue momentum in second half
- Stronger revenue growth permitted increased investment
- Low risk, strong credit quality

2006

Environment broadly similar to 2005

Earnings growth again weighted to 2^{nd} half

First year of IFRS!

Additional Information

Profit & Cash EPS reconciliation

	FY04 ($m)	FY05 ($m)	Change
Income	8,645	9,350	8.2%
Expenses	(4,026)	(4,515)	12.1%
Operating Profit	***4,619***	***4,835***	***4.7%***
Provision for Doubtful Debts	(632)	(580)	8.2%
Tax & OEI	(1,172)	(1,237)	(5.5%)
NPAT	***2,815***	***3,018***	***7.2%***
Goodwill	189	224	18.5%
Significant Items	(48)	38	large
Pref. Share Dividend	(98)	(84)	14.3%
Cash NPAT	***2,858***	***3,196***	***11.8%***
Average Shares	1,774	1,824	2.8%
Basic Cash EPS (cents)	***161.1***	***175.2***	***8.8%***

Cash EPS comparison – AGAAP v A-IFRS

12 mths ended 30/9/05 ($m)	Reported AGAAP	Goodwill	Share Based Payments	Fee Revenue	Credit Provisioning	Deriv's	StEPS	Other	Full AIFRS
Net interest income	5,798			636	19		(66)	4	6,391
Non-interest income	3,552	45		(654)		35		13	2,991
Operating expenses	(4,336)		(80)					(5)	(4,421)
Goodwill amortisation	(179)	179							0
Bad & doubtful debts	(580)				7				(573)
Tax & OEI	(1,237)		16	6	(10)	(10)		(2)	(1,237)
NPAT	**3,018**	**224**	**(64)**	**(12)**	**16**	**25**	**(66)**	**10**	**3,151**
Goodwill amortisation	224								
Hybrid	(84)						66		(18)
Significant items	38								38
Derivatives Revaluation	0					(25)			(25)
Cash NPAT	**3,196**	**0**	**0**	**0**	**0**	**(25)**	**66**	**0**	**3,146**
Average shares (basic)	1,824								1,824
Basic Cash EPS (cents)	**175.2**	**224**	**(64)**	**(12)**	**16**	**0**	**0**	**10**	**172.5**

Illustrative

Note: 2004 A-IFRS Cash EPS not available

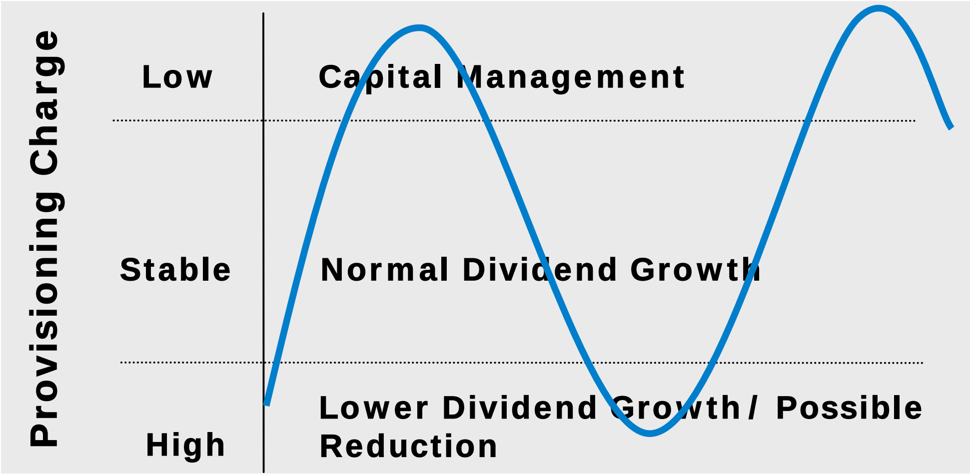
Initial IFRS impact on capital likely to be modest, earnings volatility may impact dividends

Initial IFRS impacts on capital are forecast to be modest*

	Book Equity ($m)	ACE & Tier 1 ($m)	Tier 2 ($m)
Derivative Accounting	33	(108)	-
Defined Benefit Scheme	(107)	(107)	-
Credit Provisioning	191	191	(235)
StEPS Reclassification	(992)	-	-
Fee Revenue	(266)	-	-
INGA	(181)	-	-
Other including goodwill	192	(1)	(31)
Total Adjustment	**(1,130)**	**(25)**	**(266)**

- Under IFRS, reported earnings will become more volatile principally due to new provisioning methodologies
- Prime objective will be to continue to maintain stable dividend growth. In practice, this may require:
  - a larger capital buffer above the minimum capital ratios
  - some potential reduction in dividend payout coinciding with occurrences of outlier higher provisioning charges

Potential Future Dividend Payout Ratio Profile



*Based on 1st October 2005 balance sheet adjustments and subject to APRA finalizing their position on a number of IFRS issues, particularly the treatment of deferred fee income and the collective provision under prudential standards.

Illustrative A-IFRS Balance Sheet adjustments

as at 30/9/05 ($m)	Reported AGAAP	Goodwill	Defined Benefit schemes	Fee Revenue	Securitisation	Credit Provisioning	Derivative acctg	StEPS	Other	Full AIFRS
Liquid Assets & due for other fin'al inst.	17,948									17,948
Trading & invst sec's & fair value assets	13,226				3,000		8		1	16,235
Net loans & advances	230,952			(390)	1,542	307				232,411
Customers liability for acceptances	13,449									13,499
Derivative fin'al instruments	0								5,006	5,006
Regulatory deposits	159									159
Shares in cont entities, assoc's & JV's	1,872								(126)	1,746
Deferred tax assets	1,337		44	124			25	2	0	1,532
Goodwill	2,898	224							27	3,149
Premises & Equipment	1,441								(381)	1,060
Other Assets	9,903		8					6	(4,625)	5,292
Total Assets	**293,185**	**224**	**52**	**(266)**	**4,542**	**307**	**33**	**8**	**(98)**	**297,987**
Due to other fin'al inst.	12,027									12,027
Deposits & other borrowings	185,693				3,000					188,693
Liability for acceptances	13,449									13,449
Derivative fin'al instruments	0								5,672	5,672
Deferred tax liabilities	1,797		3			116			115	2,031
Bonds & notes	39,073				1,538					40,611
Loan capital	9,137							1,000		10,137
Other liabilities	11,607		156						(5,668)	6,095
Provisions	914									914
Total Liabilities	**273,697**	**0**	**159**	**0**	**4,538**	**116**	**0**	**1,000**	**119**	**279,629**
Shareholders equity	**19,488**	**224**	**(107)**	**(266)**	**4**	**191**	**33**	**(992)**	**(217)**	**18,358**

Continued strong balance sheet growth

Personal

- Solid mortgages and credit card FUM growth driving lending
- Good growth in transaction & savings balances delivering above system deposit growth

Institutional

- Increased domestic lending following de-risking
- Strong deposit growth

New Zealand

- Good growth in Mortgages, Corporate & Institutional
- Deposit growth in line with system

Corporate

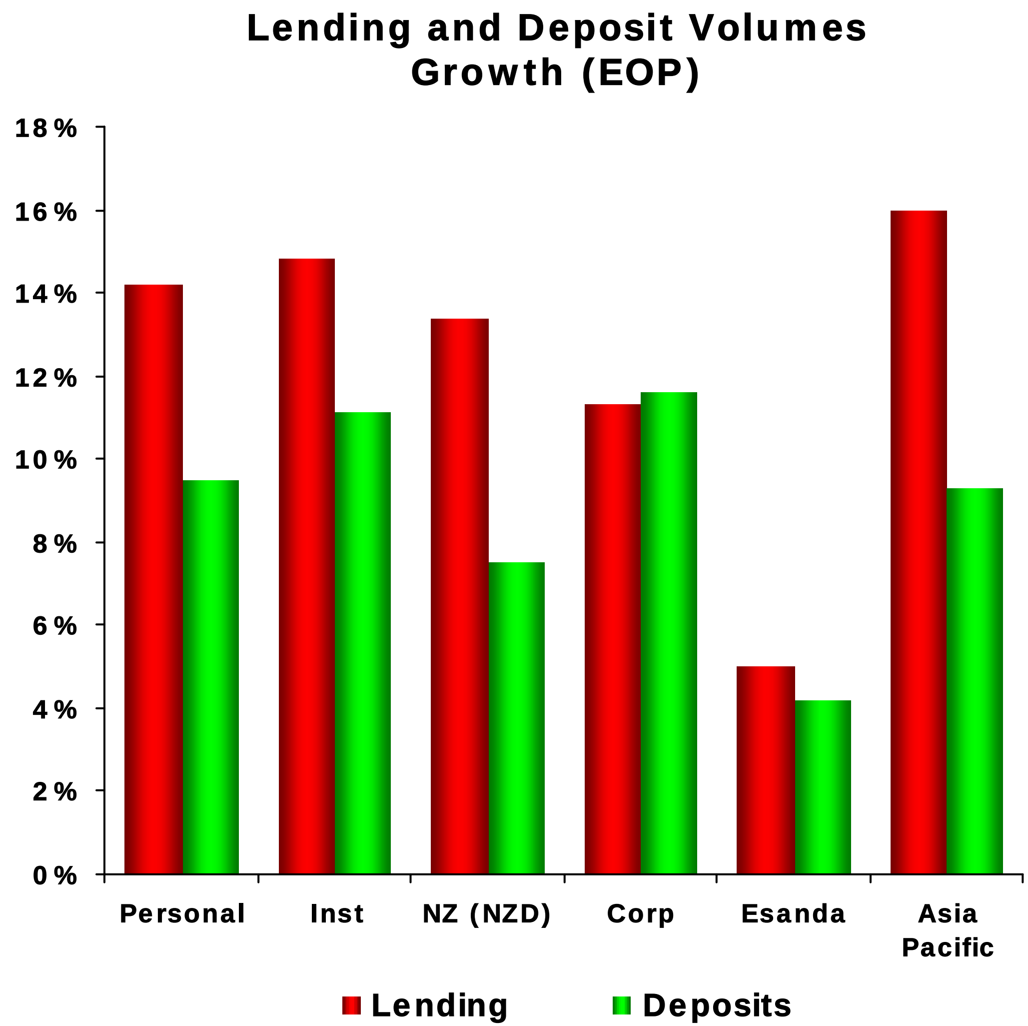
- Good lending growth in both Corporate & Business Banking. 12% Business Banking growth in line with system
- Continued strong deposit growth

Esanda & UDC

- Lending growth strong in Aust (up 9%), NZ impacted by restructuring
- Debentures & Online Saver driving deposit growth

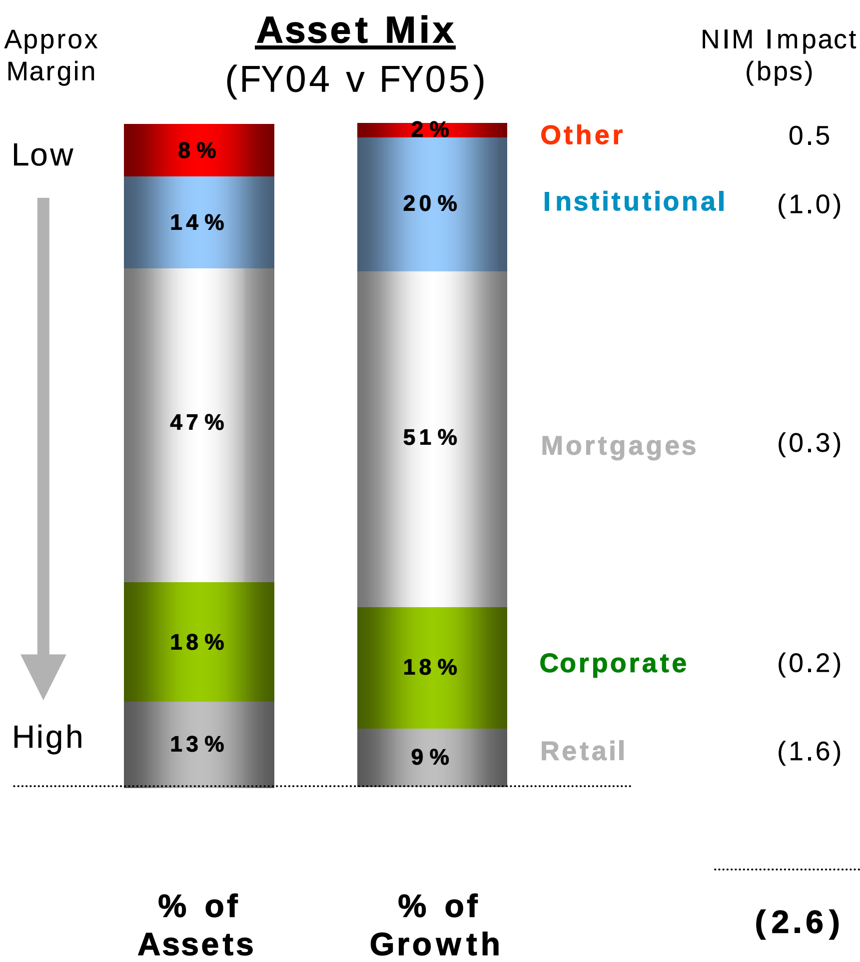
Asia Pacific

- Strong lending growth in the Pacific driven by industry specialisation strategy
- 14% increase in Pacific deposits driving growth

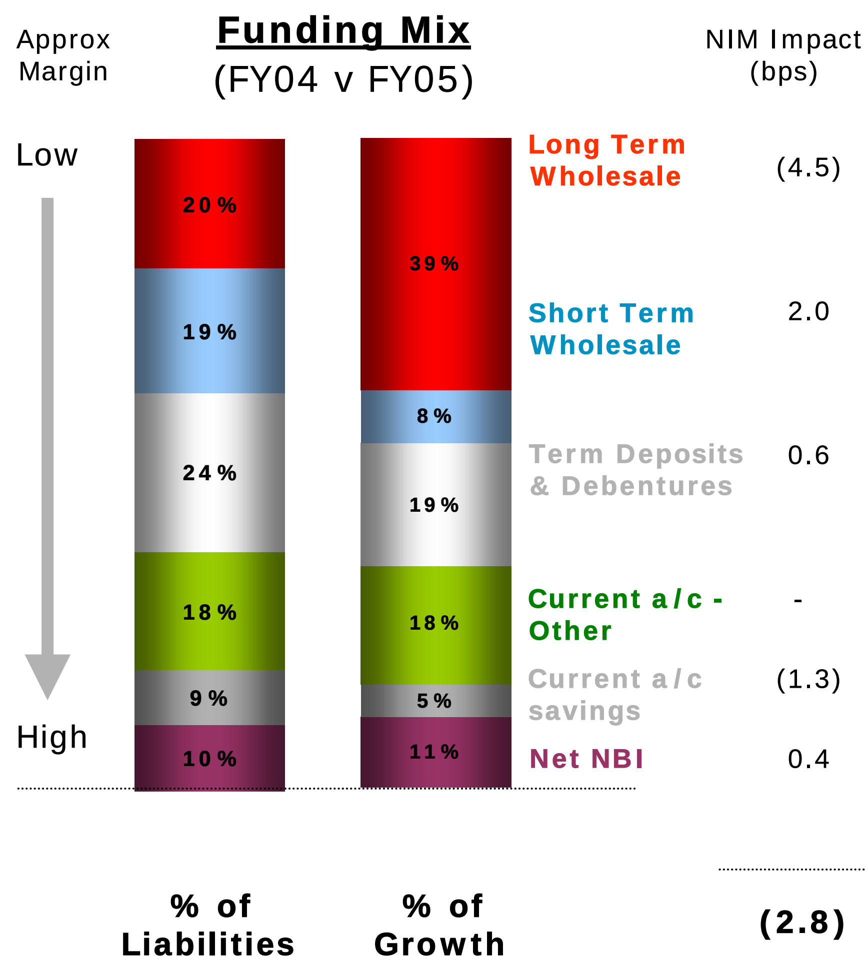


Growth in Mortgages and Long Term Wholesale funding driving asset & funding mix margin impacts

Mortgages continue to grow strongly

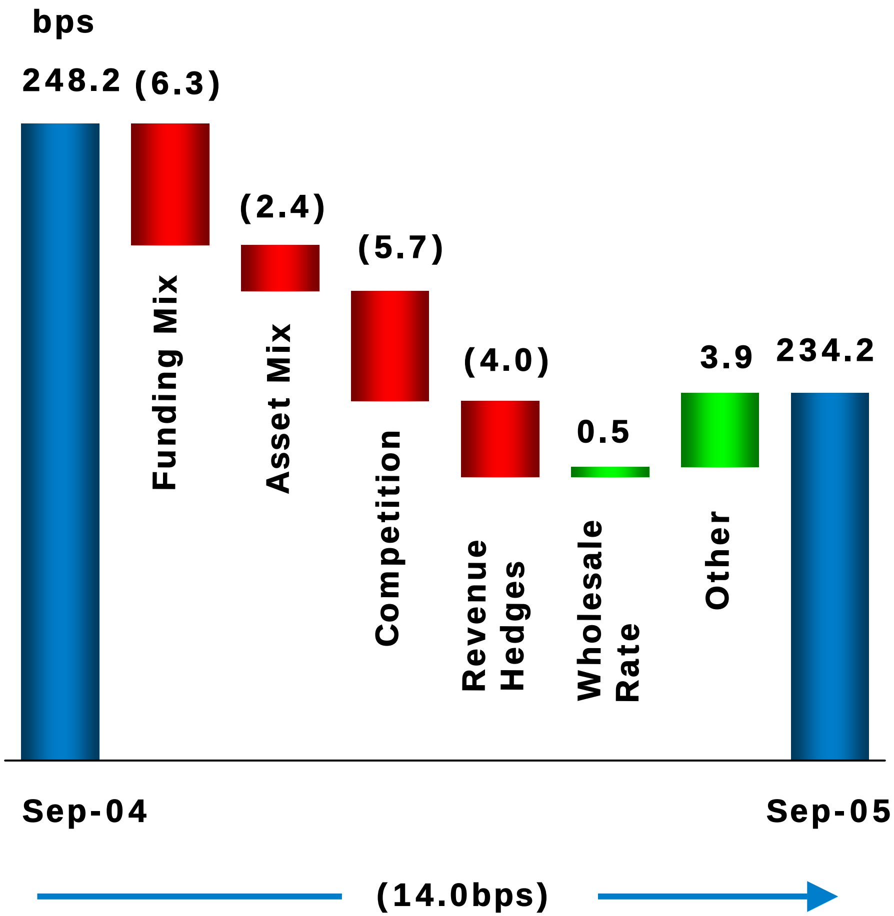


Growth in long term funding key driver of funding mix



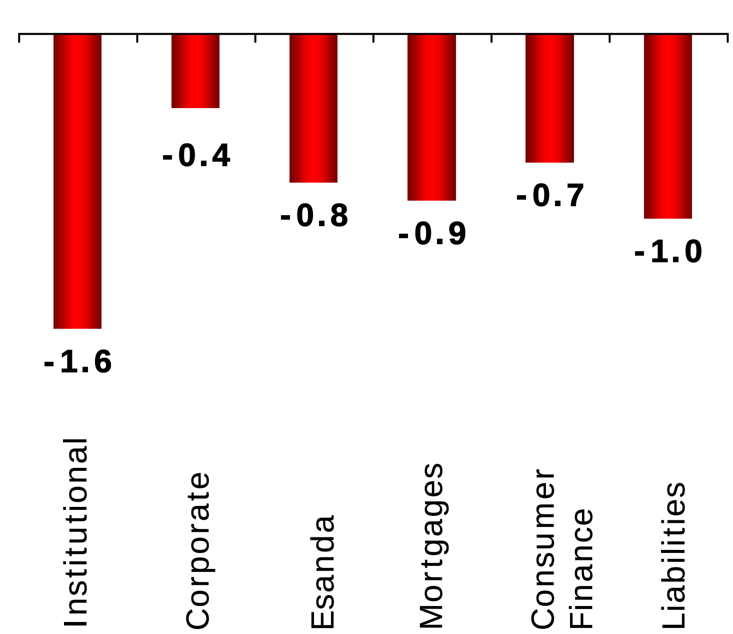
Australian Geographic margin contraction driven by funding mix, competition & revenue hedging impacts

Funding mix & competition driving Australian interest margin contraction



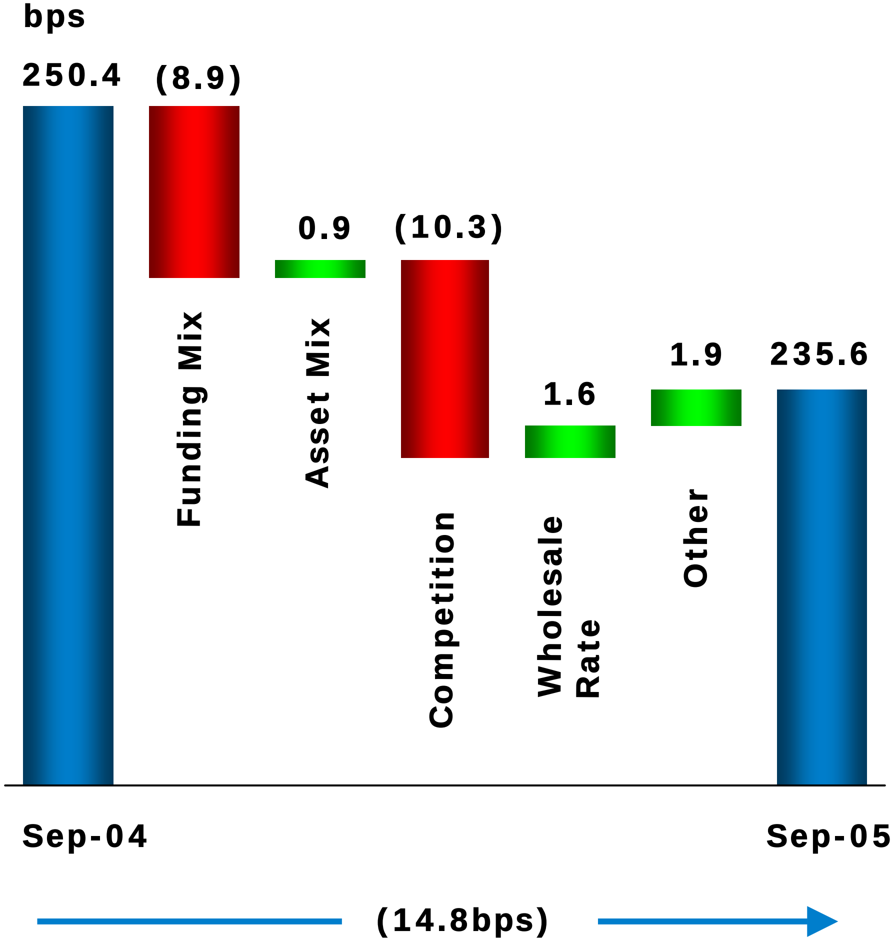
Institutional most competitive segment

(competition impact on Australian margin Sep 04 – Sep 05)



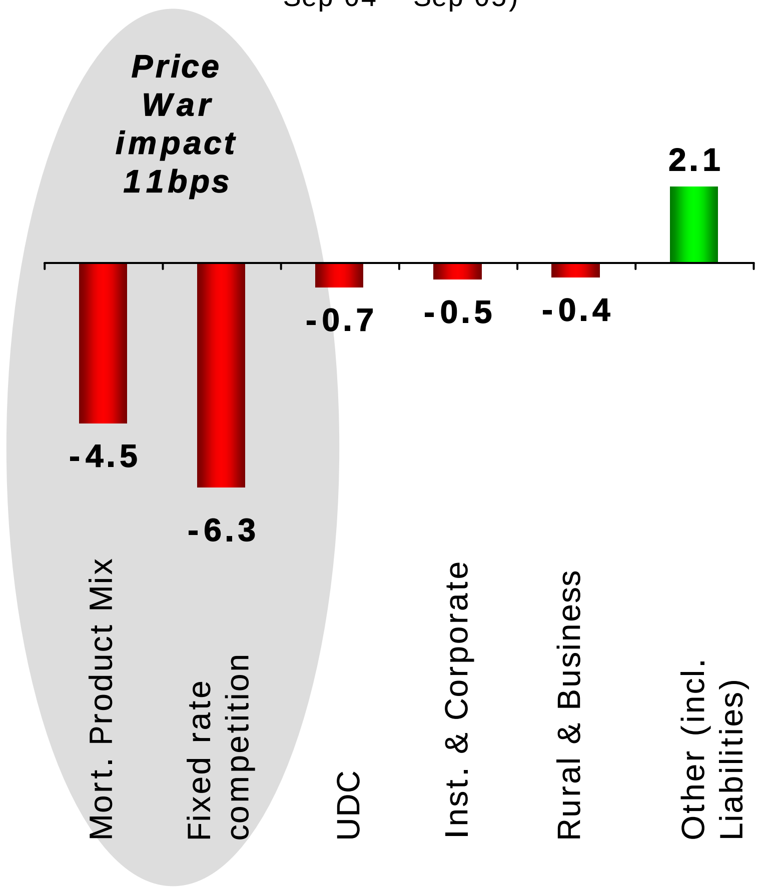
Fixed rate mortgage competition driving NZ Geographic margin contraction

Strong Fixed Rate Mortgage competition adversely impacting NZ margins



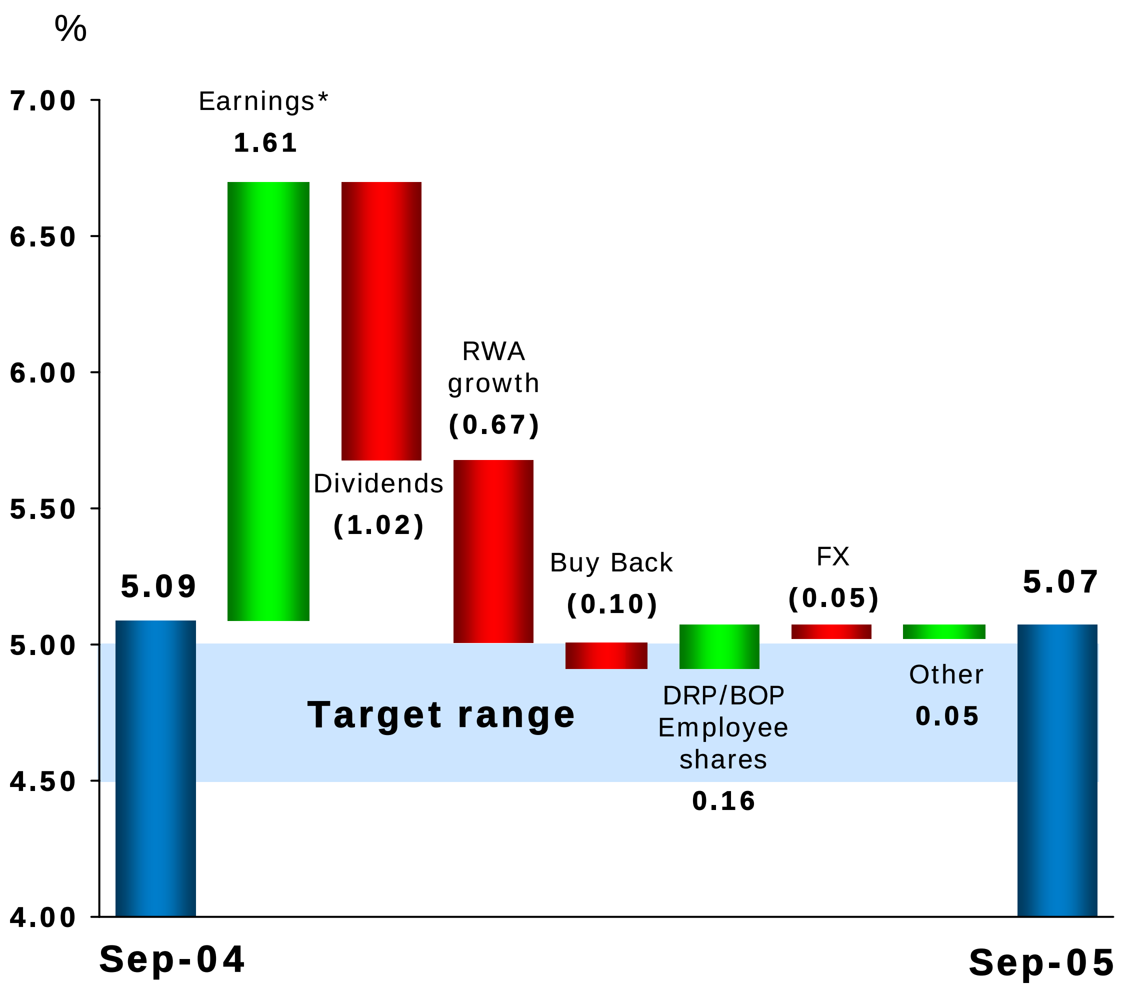
NZ mortgages driving margins down

(competition impact on NZ margin Sep 04 – Sep 05)



Capital position remains above target range

Drivers of the ACE ratio



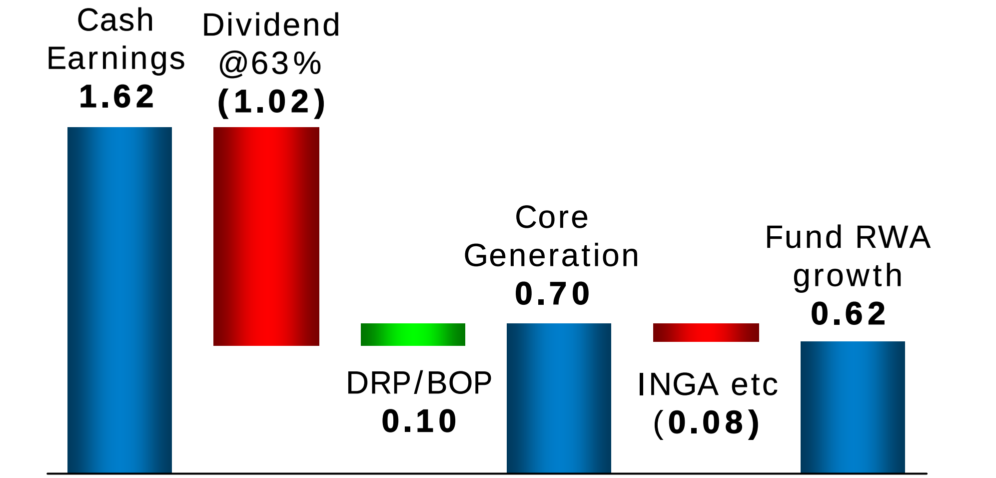
*Core Cash Earnings, defined as earnings after hybrid distributions, but before goodwill

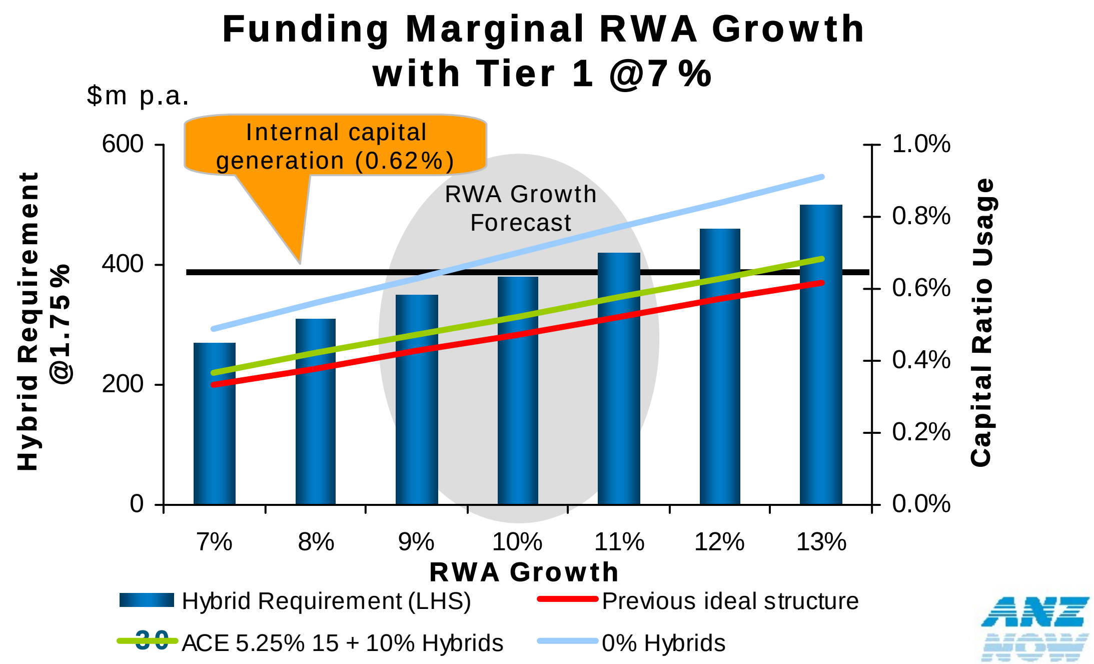
- Adopted a prudent approach given uncertainties regarding IFRS and APRA impact on capital
- $350m buy-back ongoing, $203.6 million completed to-date
- “Other” impact largely reflects dividend & capital return from INGA and NBNZ Life sale, net of increased capital deductions
- Retain flexibility to make small ‘in-fill’ acquisitions and accommodate APRA/IFRS uncertainties

Capital efficiency will be driven by access to non-innovative hybrids

- Current hybrid's are expected to qualify as innovative Tier-1 capital
- Innovative hybrid is currently ~$1bn in excess of APRA's proposed 15% limit and is expected to be corrected by organic growth by 2010
- Non-Innovative capital capacity will grow from $1.5bn (current) to in excess of $2bn by 2010
- Assuming Tier 1 at 7%, without access to hybrid capital (innovative or non-innovative), organic capital generation would fund only 9% pa RWA growth. By using hybrid capital (non-innovative) and ACE capital of 5.25%, RWA growth of around 12% pa can be funded.
- Still considerable uncertainty around what qualifies for Non-Innovative capital and franking impacts

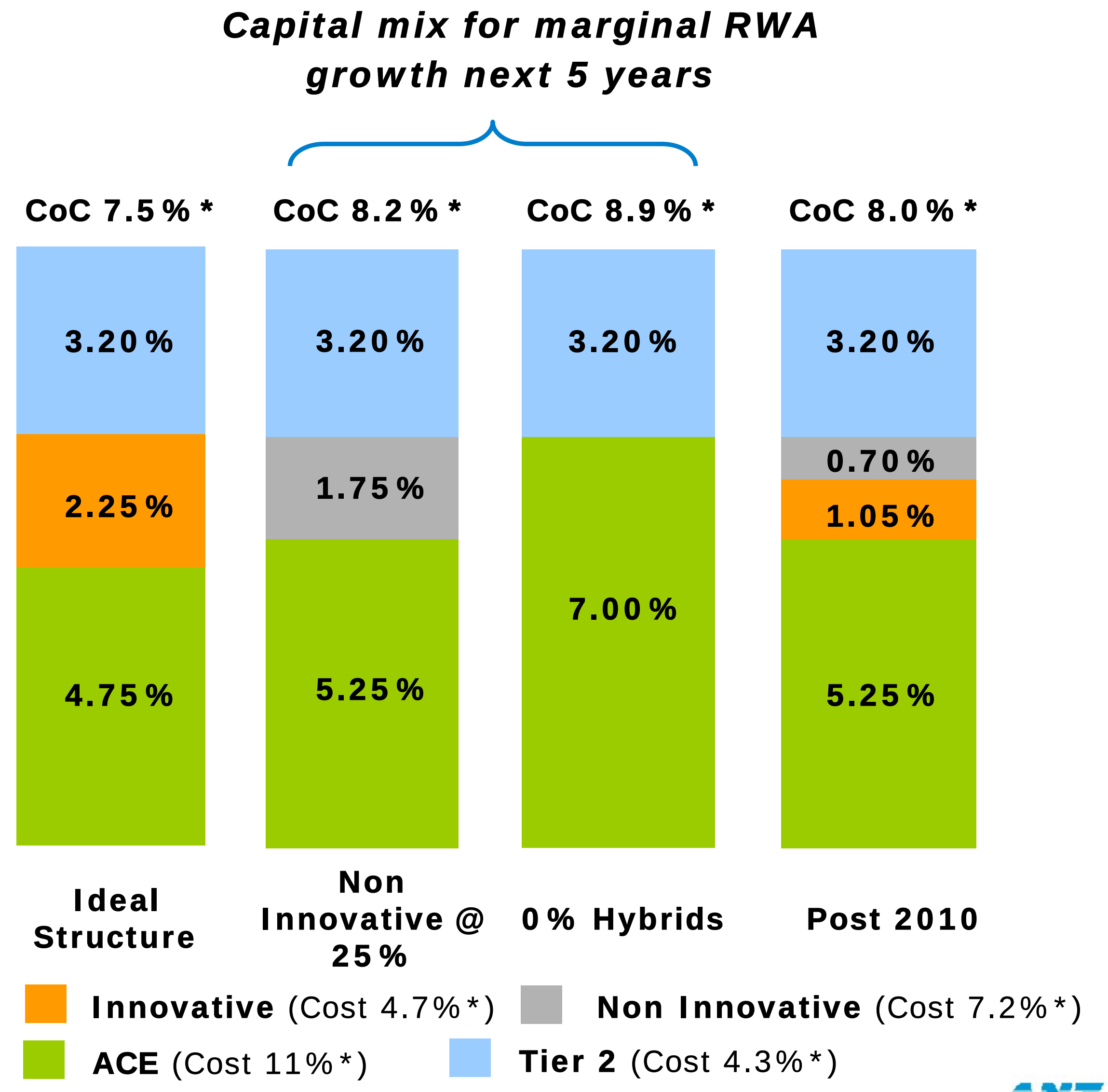
Core Capital Generation & Usage % of RWA





Cost of Capital dependant on access to Non-Innovative or Preference Share capital

- As we are capped out on Innovative capital until 2010 marginal RWA growth will be funded by either Core or Non-Innovative Capital
- APRA's low 25% limit for hybrid capital may result in incremental RWA growth being funded with at least 5.25% ACE (75% of Tier 1)
- Strategy will be to reconsider Tier 1 targets and develop Non-Innovative capacity
- The amount of non-innovative capital issued and cost of capital will be dependant upon APRA's final definition and investor appetite



*after tax

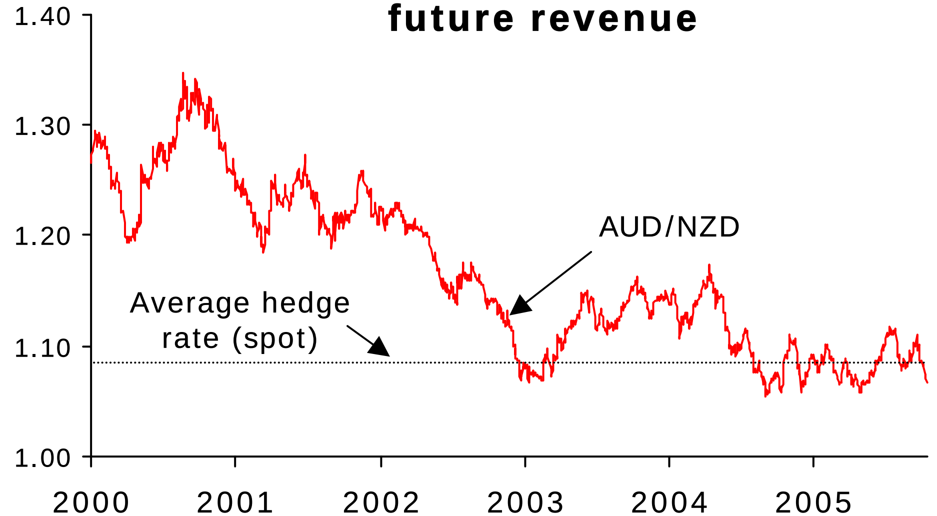
Current hybrids

	ANZ StEPS	US Trust Securities	€ Trust Securities
Currency & Amount	A$1 billion	US$1.1 billion • US$350m – Jan 2010 • US$750m – Dec 2013	EUR500 million
Issue Date	24 September 2003	26 November 2003	13 December 2004
Final Maturity Date	14 September 2053	15 December 2053	12 December 2053
Interest Rate	Floating – BBSW + 100bpts	Fixed • US$350m @ 4.48% • US$750m @ 5.36%	Floating – Euribor + 66bpts
Innovative / Non Innovative	**Innovative** • Step up of 100bpts at Sept 2013, or issuer call at Sept 2008	**Innovative** • Convertible to ordinary shares at investors option in Jan 10/Dec 13	**Innovative** • Step up 100bpts at Dec 2014
Debt / Equity classification	• Equity under AGAAP • Debt under A-IFRS as convertible to variable # of ordinary shares	• Debt under AGAAP • Debt under A-IFRS as mandatory conversion to variable # of ordinary shares	• Equity under AGAAP • Equity under A-IFRS as no conversion remains a preference share
Position to 2010	No change anticipated	No change anticipated	No change anticipated

New Zealand currency risk substantially hedged

- Revenue hedging continues to be undertaken when currency is assessed to be outside its normal trading range and fair value estimates.
- Under IFRS, hedge accounting remains until 1 Oct 2006. Subsequently, the full MTM of the FX derivatives will impact the P&L with no offset in the current period for future revenue flows. Objective will be to continue hedging if economically justified, however, some changes in hedging approach may be required.

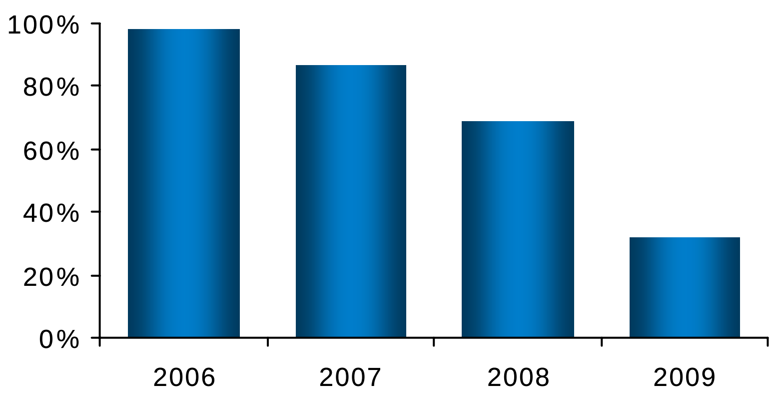
Attractive rates for hedging future revenue



NZD revenue hedging position (A$m)

	2005	2004
Notional Principal	3,957	3,450
Income from hedge	(19)	10
Unrealised gain/(loss)	29	(41)
Exchange rate (spot)	~ 1.09	~ 1.09
Exchange rate (with forward points)	~ 1.11	~ 1.11

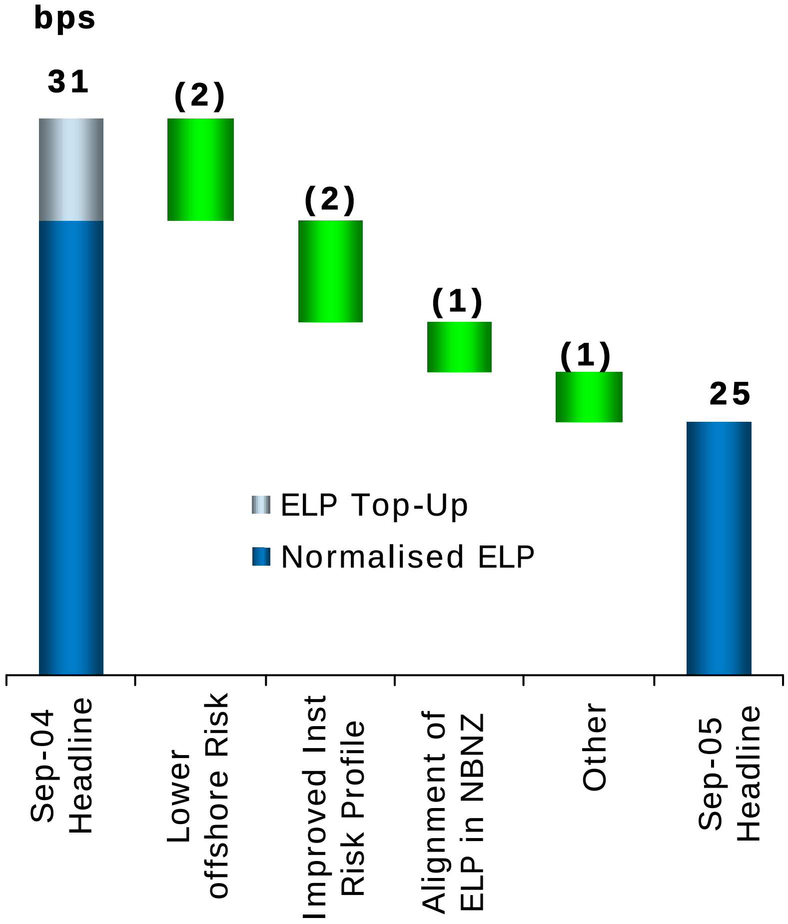
Estimated proportion of NZ earnings hedged
(rolling 12 month basis)



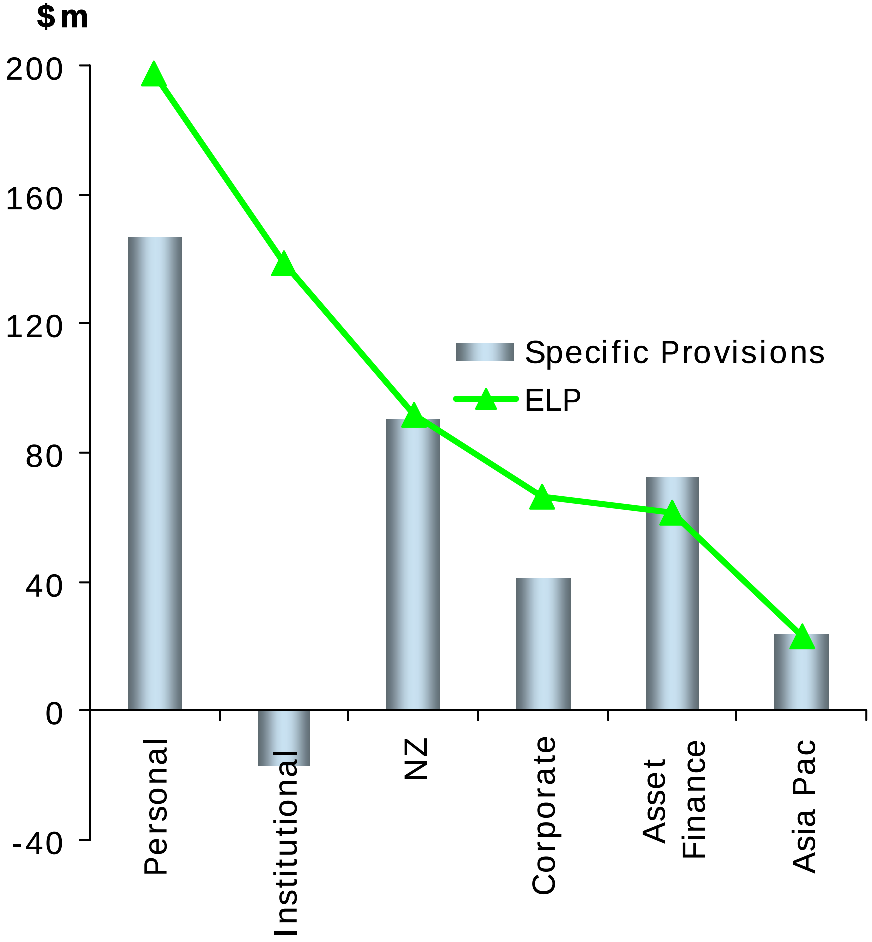
Credit Quality

ELP reduction reflects improved credit quality

Improved risk profile drives reduction in ELP rate

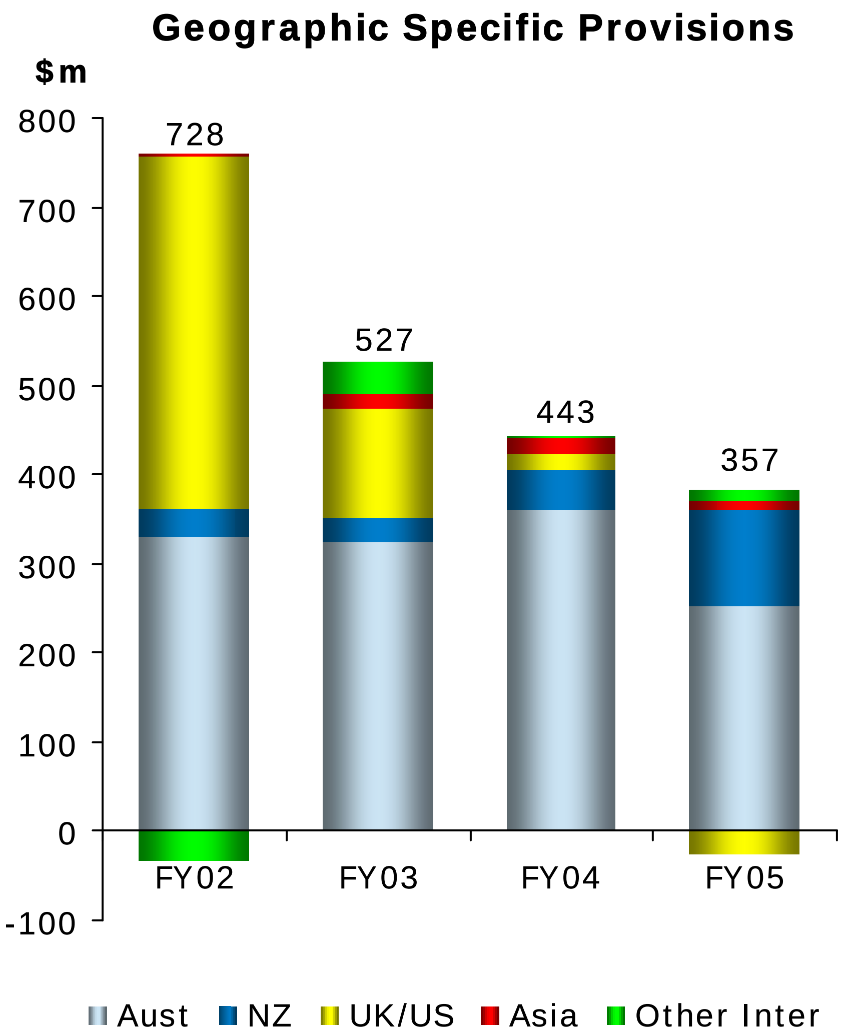


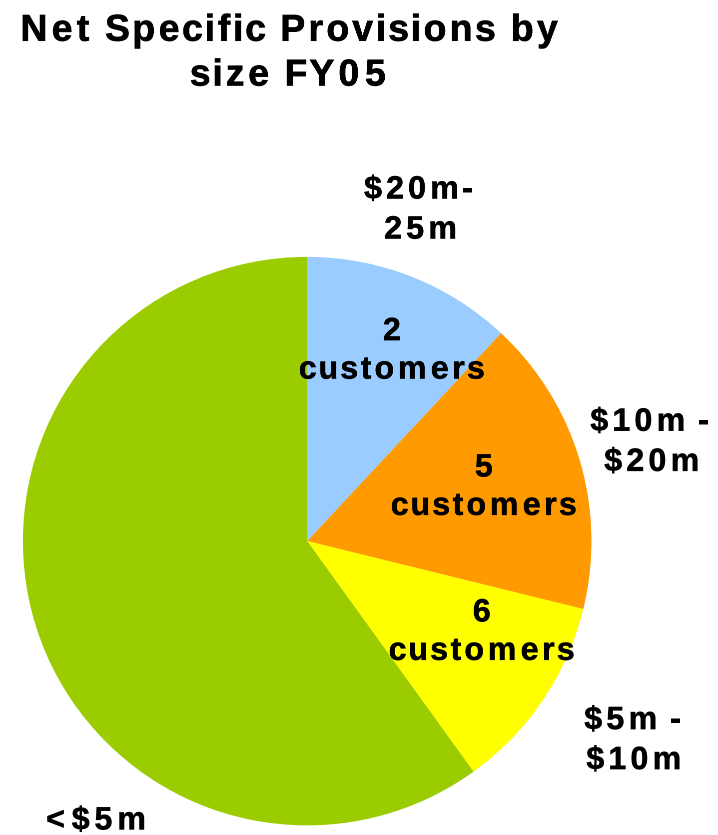
ELP charge exceeded SP's by 63% in FY05



Net Specific Provisions down 19%

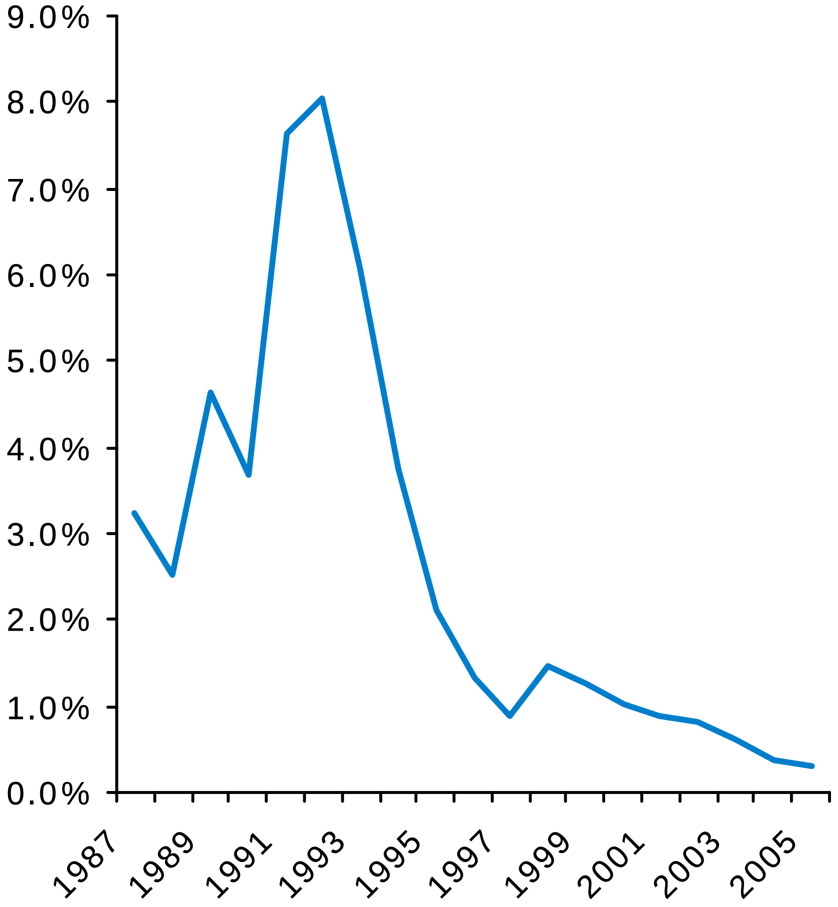
- Credit quality in Australia continues to improve, with lower Specific Provisions
- Specific Provisions up in New Zealand due to two medium sized Corporate accounts plus a handful of smaller exposures impacted by a significant downturn in the exported apples industry.
- Some recoveries and write-backs recorded on legacy US Power accounts in 2005



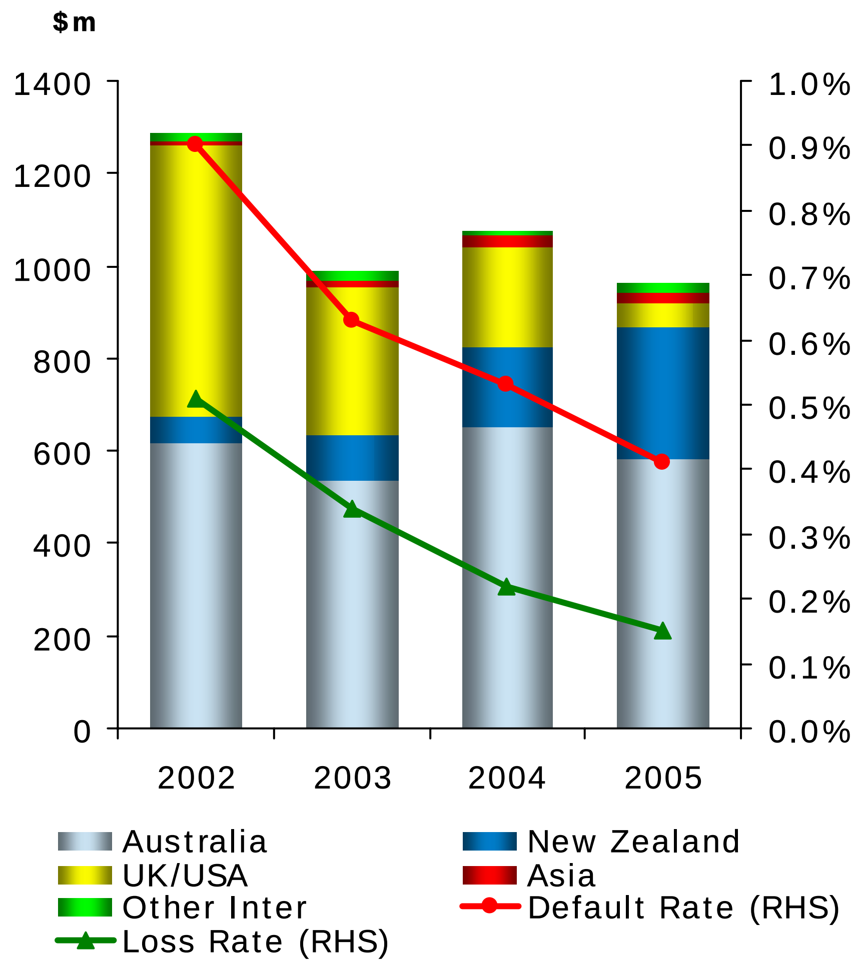


Non Accrual loans remain at historically low levels

Gross Non-Accrual Loans at historical lows*

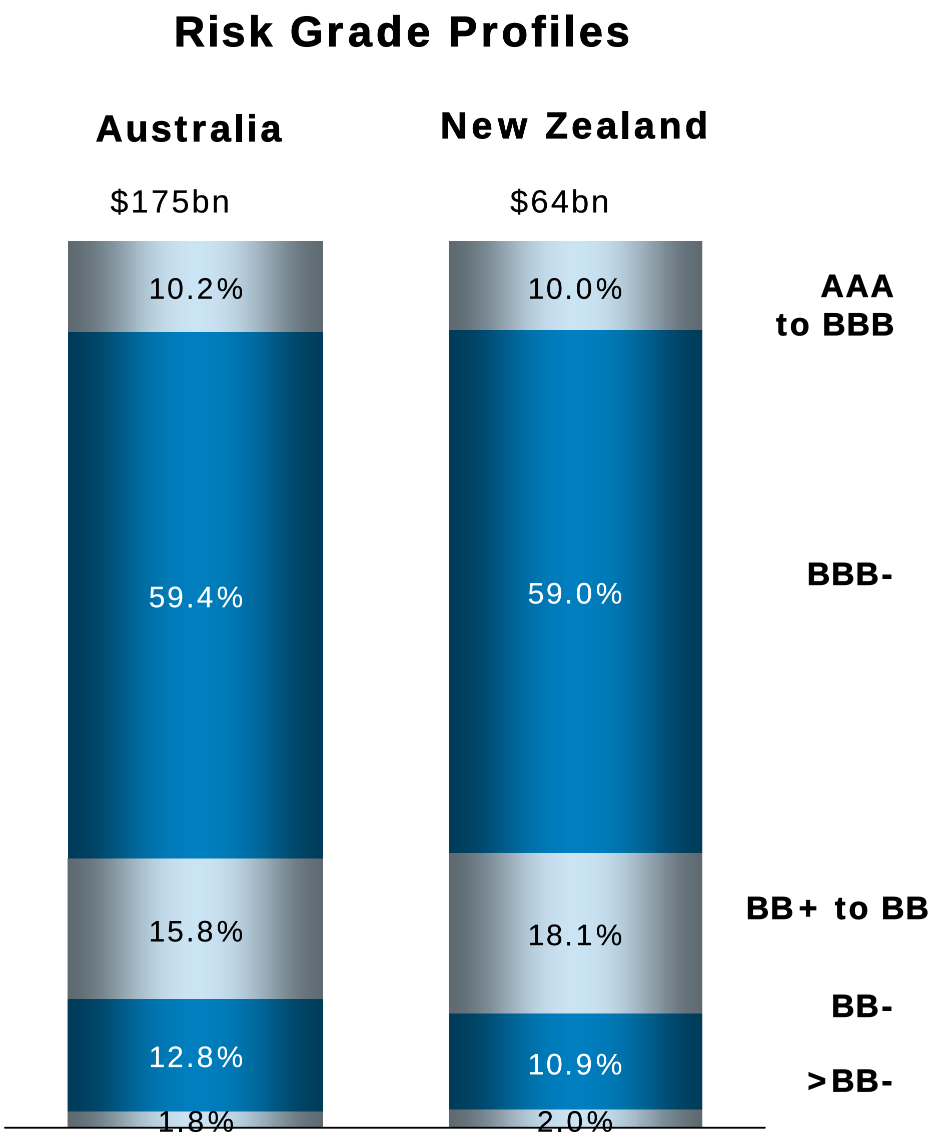


New Non Accruals impacted by a small number of accounts



* Gross Non-Accrual Loans to Gross Loans & Acceptances

New Zealand portfolio remains sound, a small number of isolated defaults

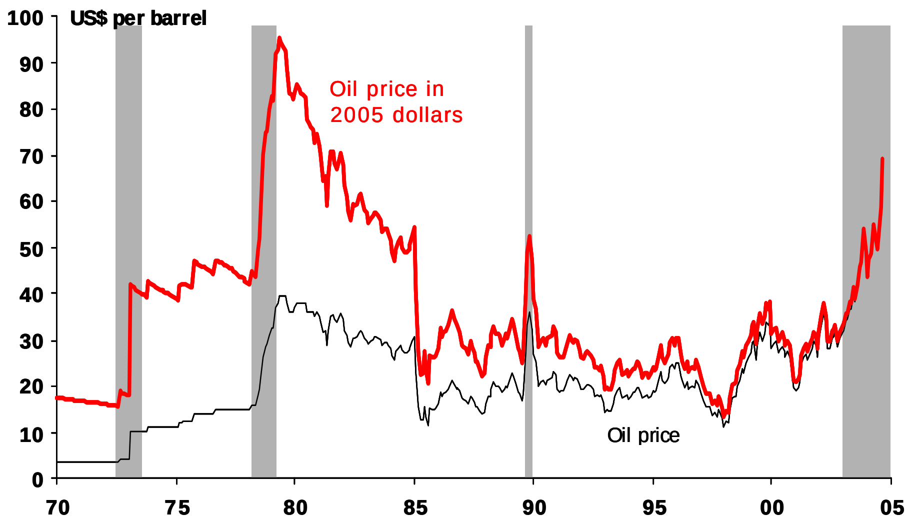


- NZ overall portfolio remains high quality, in line with Australia
- New Zealand new Non Accruals increased with the downgrade of two medium sized accounts and a small number of accounts impacted by a downturn in the export apple & pear industry
- Net specific provisions still slightly less than ELP
- New Zealand investment grade lending increased in FY05

We are closely monitoring potential impacts of the high oil price

	Driver	Current position
Impact of High Oil Prices	• The recent spike in oil prices is likely to impact on credit quality	• ANZ's credit quality remains in excellent shape, however we expect some additional losses as a result of the increased oil price • Market information suggests some consumer spending patterns are already changing • Profit warnings directly attributable to higher oil prices have increased • Industries with sub sectors identified as being directly at risk include; road transport, motor vehicle retailing, motor vehicle manufacturing, motor vehicle wholesaling and plastics manufacturing • Other sectors indirectly impacted to lesser degrees include: retail, hospitality and tourism. • Analysis suggests that sustained higher Oil Prices could have the equivalent effect of a 0.50% increase in interest rates

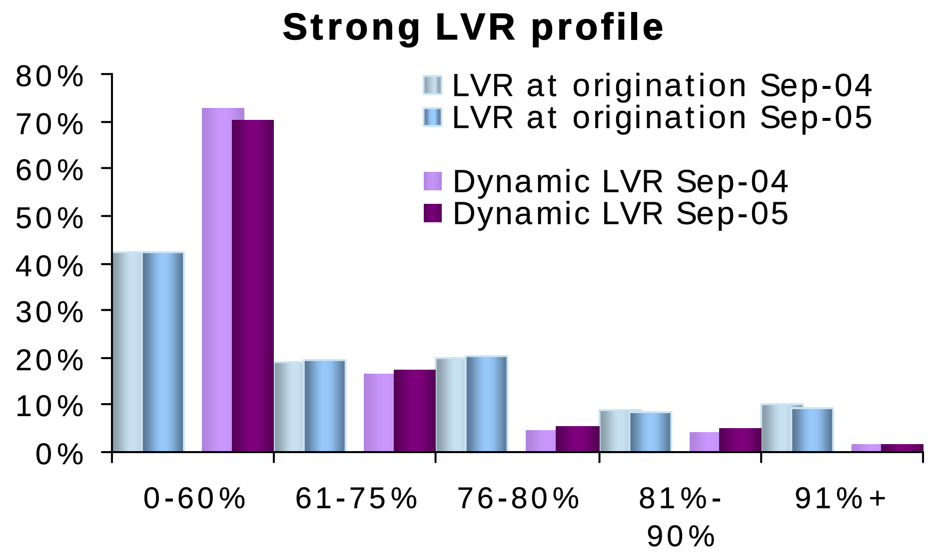
Nominal and Real Oil Price

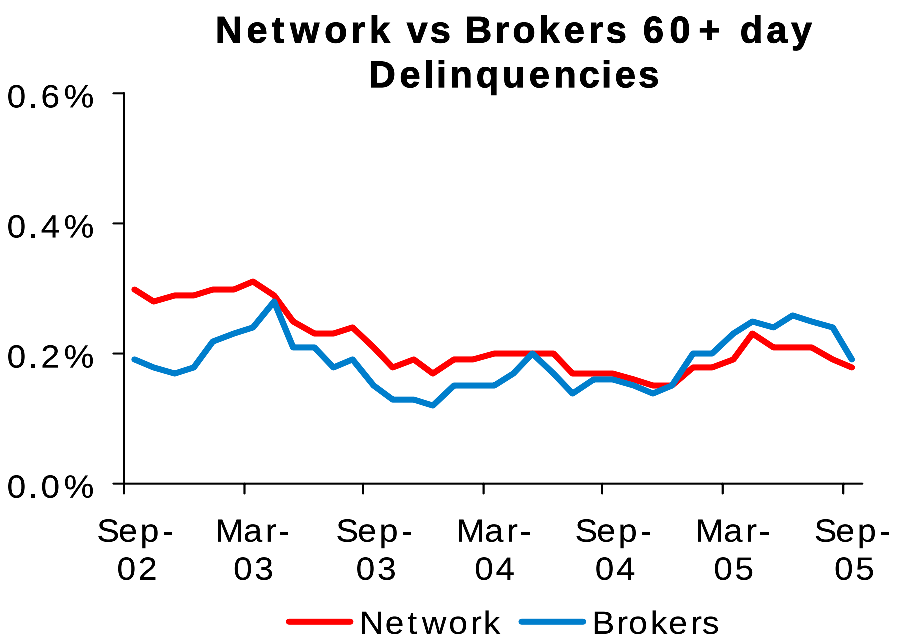


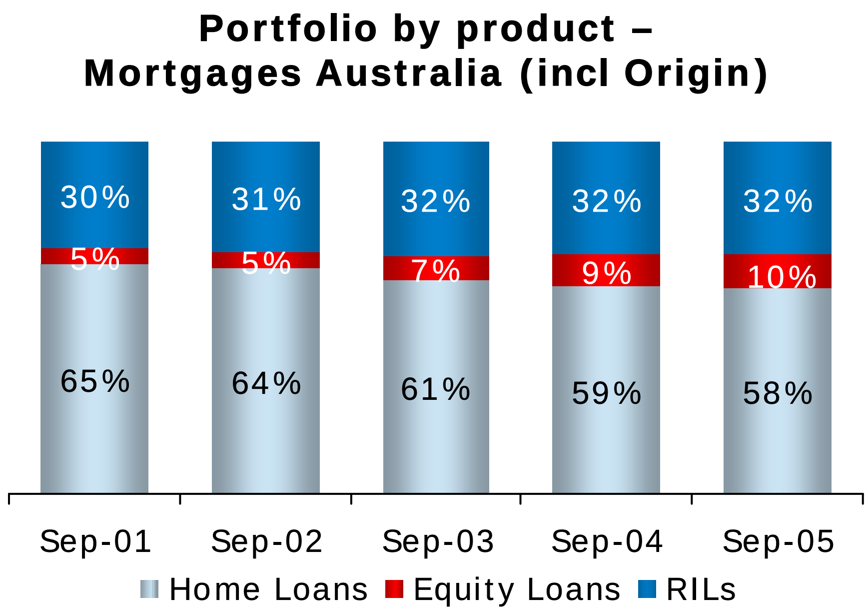
Note: Oil price is *West Texas Intermediate* (WTI); Shaded areas denote oil price 'shocks'.
Source: Thomson Financial Datastream; US Bureau of Labor Statistics; Economics@ANZ.

Credit quality robust in Mortgages Australia

- Dynamic LVR profile reflects strong migration into lower LVR buckets compared to time of origination
- Owner Occupied dominates the portfolio, although increased uptake of Equity products continues.
- 60+ day arrears have improved in the Sep-05 quarter.

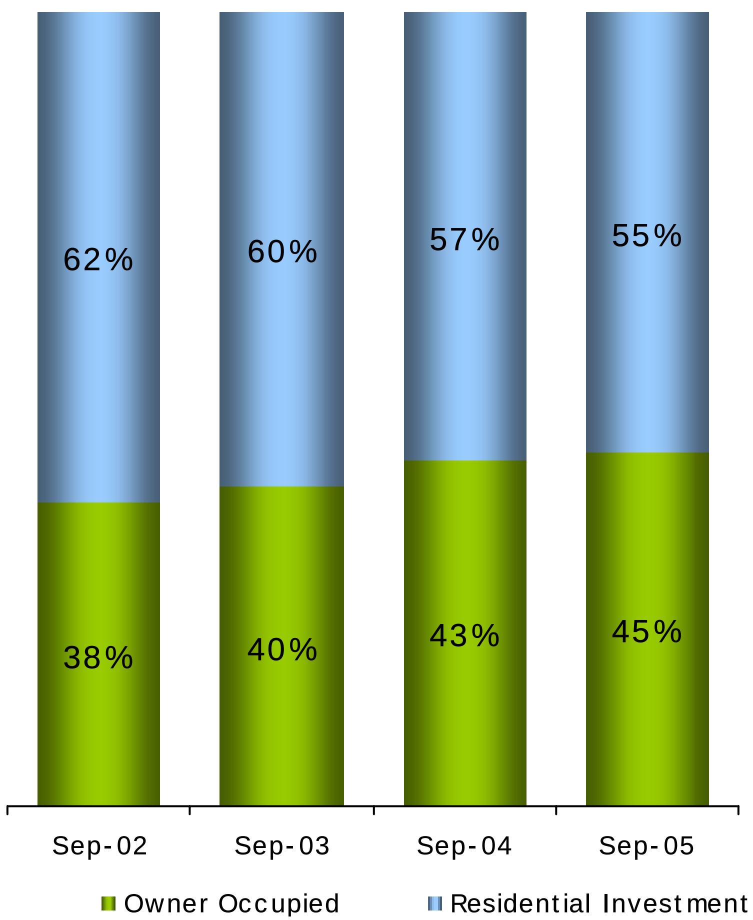




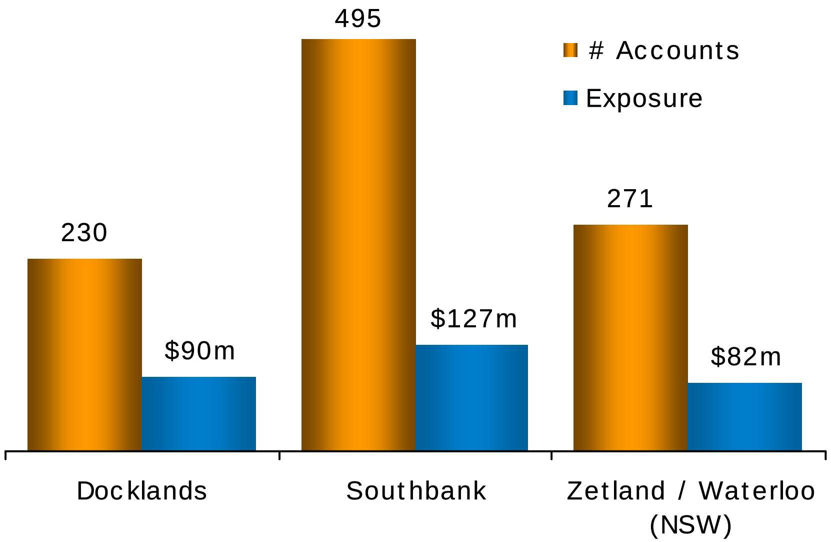


Inner City arrears immaterial

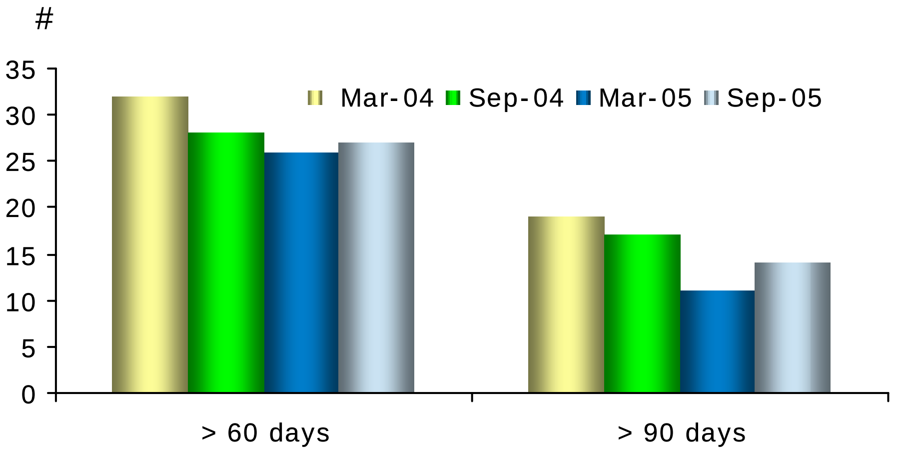
Purpose of inner city lending shifting towards Owner Occupied



Inner City Accounts & Exposure

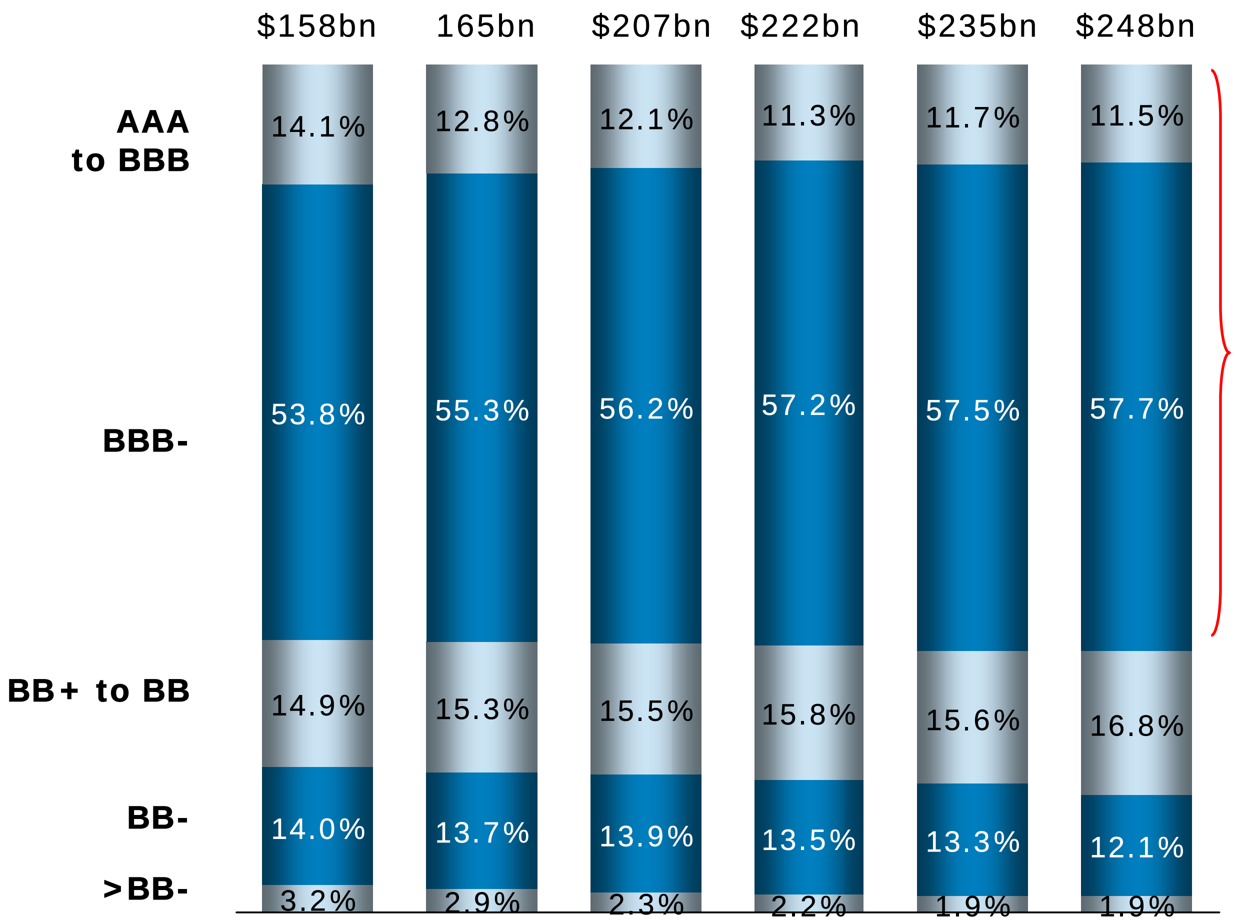


Inner city delinquencies negligible



Group risk grade profile

ANZ Group – Outstandings*



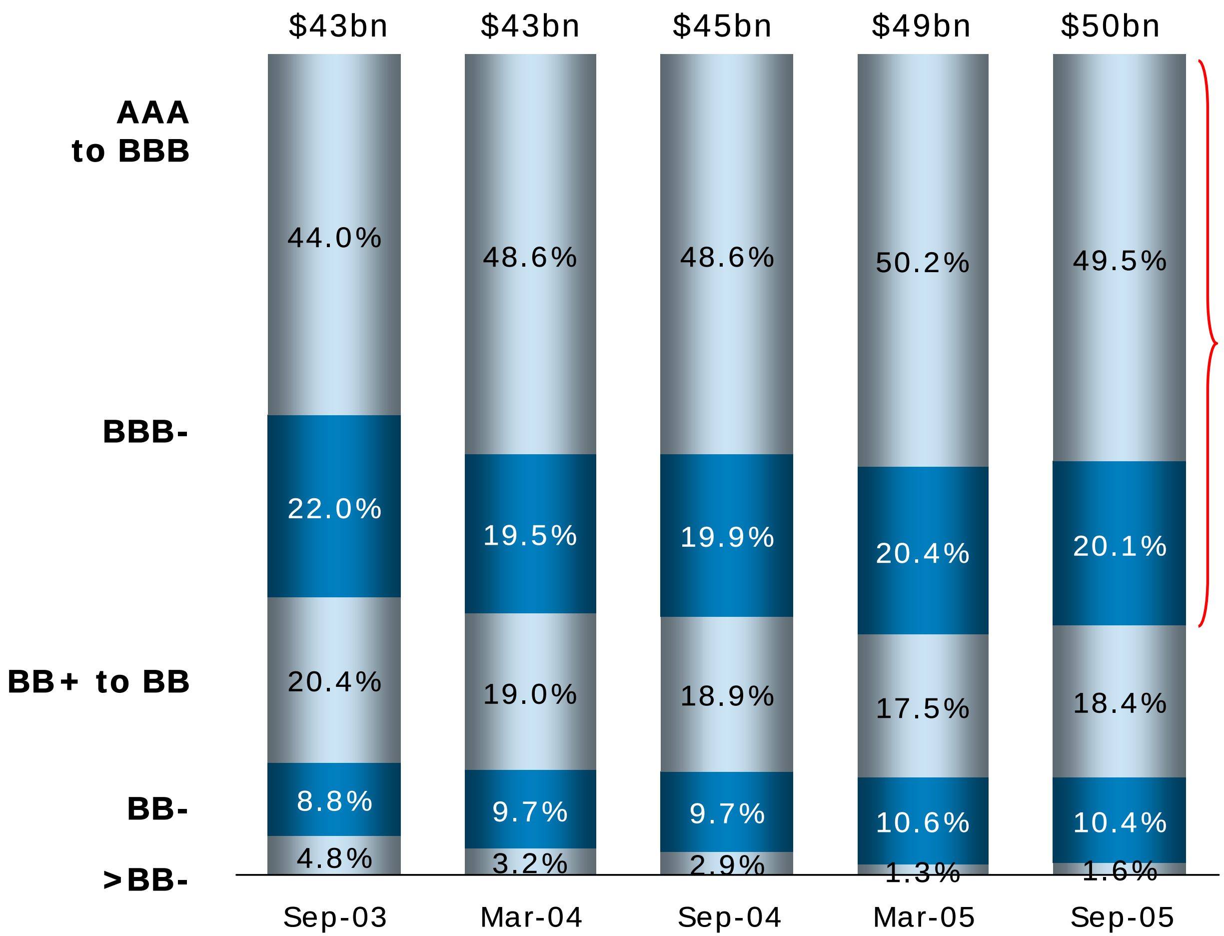
Total investment grade as at Sep-05 - $172bn or 69.2% of the portfolio

	Mar-03	Sep-03	Mar-04	Sep-04	Mar-05	Sep-05
B+ to CCC	2.5%	2.3%	1.9%	1.8%	1.6%	1.6%
Non Accrual	0.7%	0.6%	0.4%	0.4%	0.3%	0.3%

*NBNZ acquired December 2003

Institutional risk grade profile

Institutional – Outstandings*

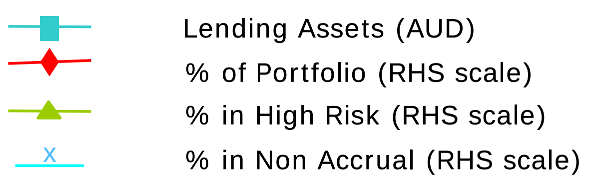


Total investment grade as at Sep-05 $35bn or 69.6%

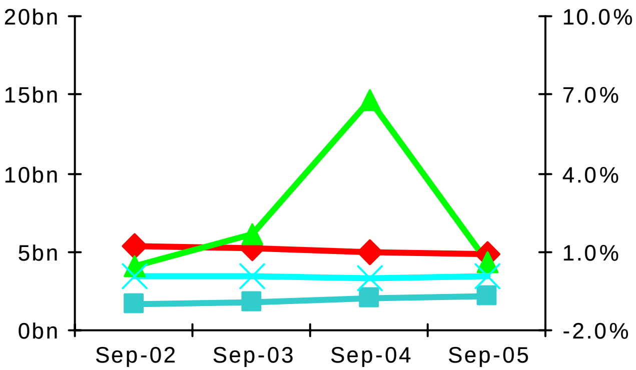
	Sep-03	Mar-04	Sep-04	Mar-05	Sep-05
B+ to CCC	3.2%	1.9%	1.8%	0.7%	1.1%
Non Accrual	1.6%	1.3%	1.1%	0.6%	0.5%

*NBNZ acquired December 2003

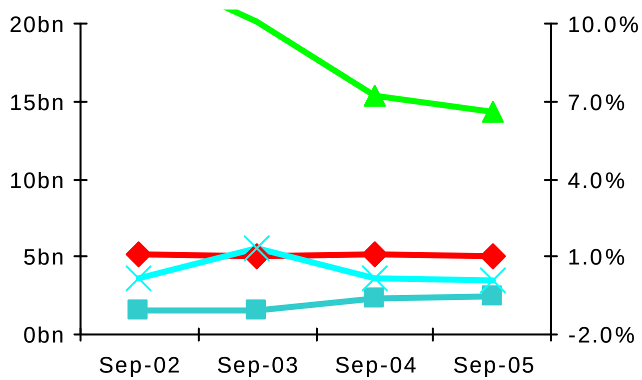
Industry exposures – Australia & New Zealand



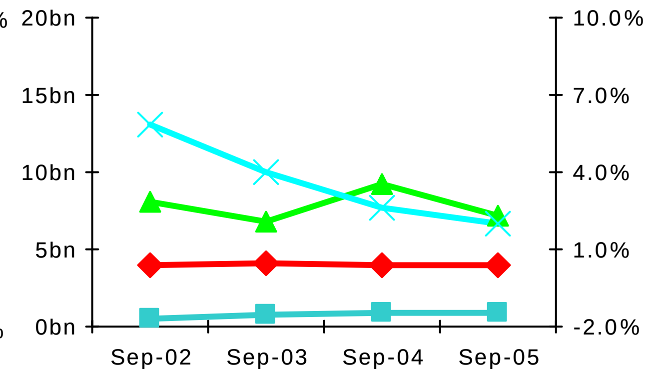
Health & Community Services



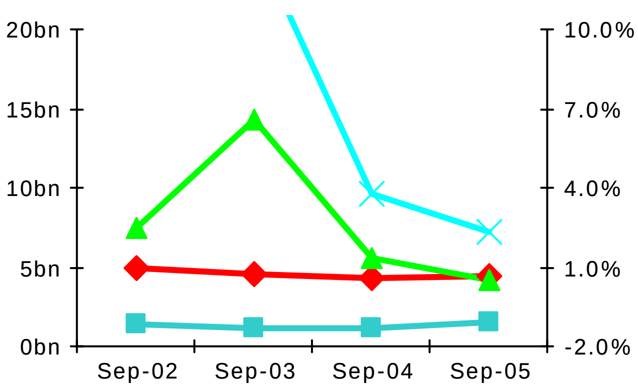
Cultural & Recreational Services



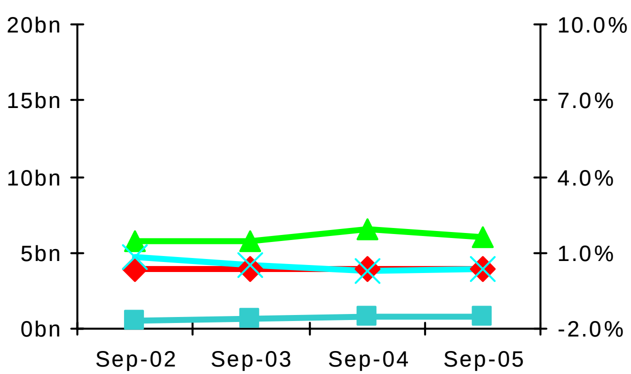
Forestry & Fishing



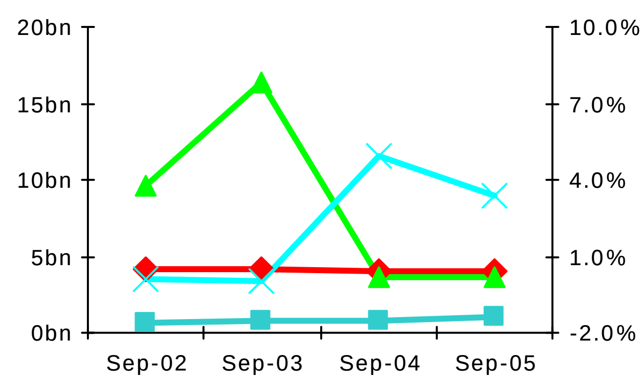
Mining



Personal & Other Services



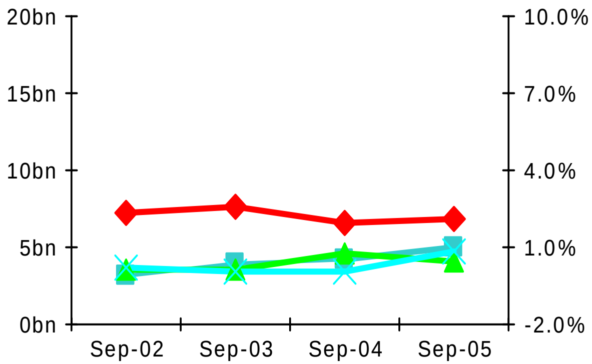
Communication Services



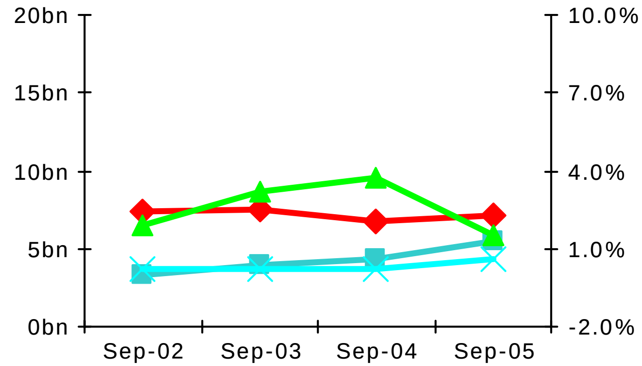
Industry exposures – Australia & New Zealand

Lending Assets (AUD)
% of Portfolio (RHS scale)
% in High Risk (RHS scale)
% in Non Accrual (RHS scale)

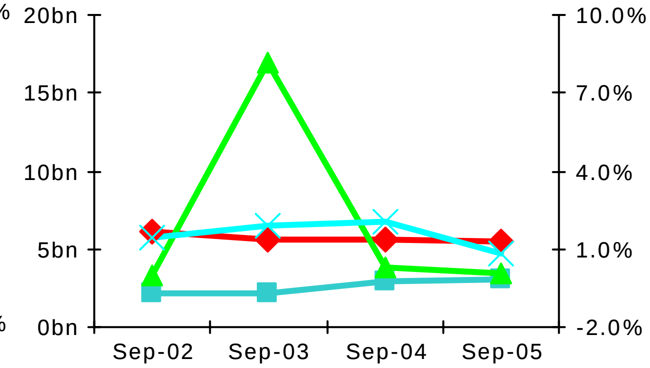
Finance - Other



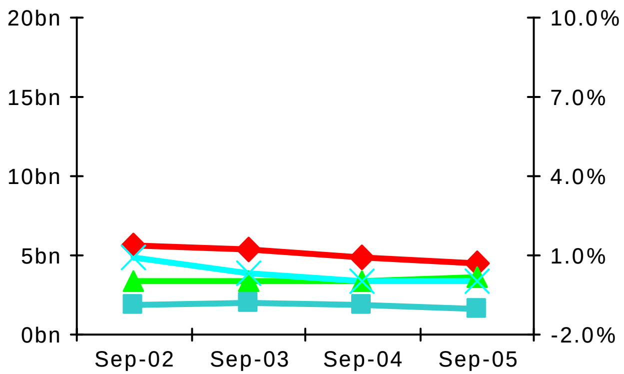
Transport & Storage



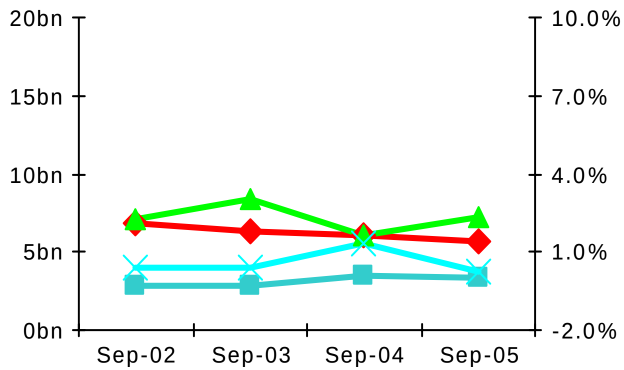
Utilities



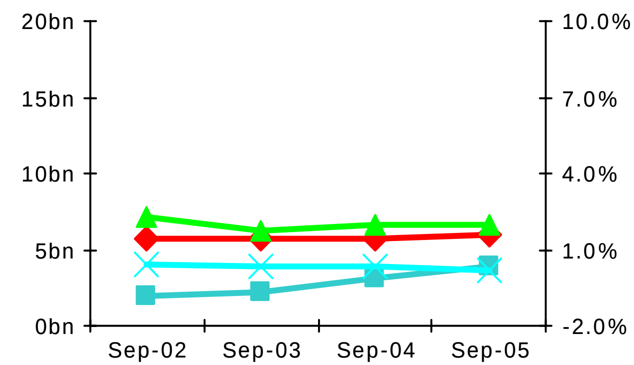
Finance – Banks, Building Soc etc.



Accommodation, Clubs, Pubs etc.



Construction



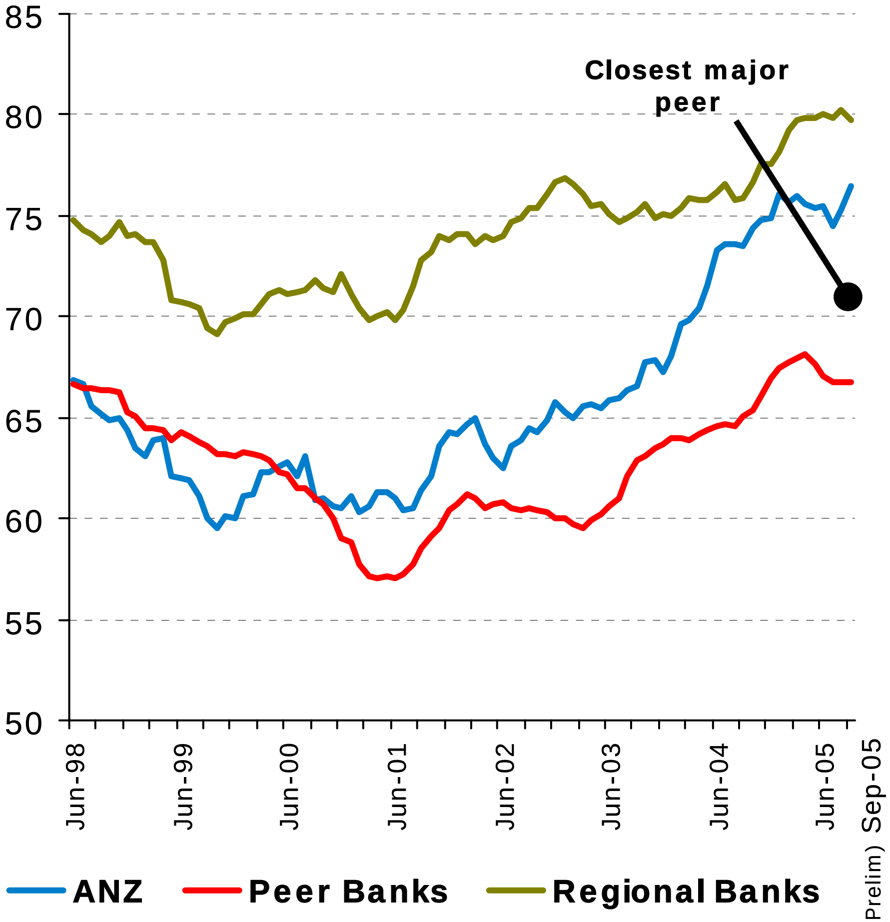
Industry exposures – Australia & New Zealand

Divisional Performance

Customer satisfaction and market share has grown

Leading major bank customer satisfaction

(Main Financial Institution*)

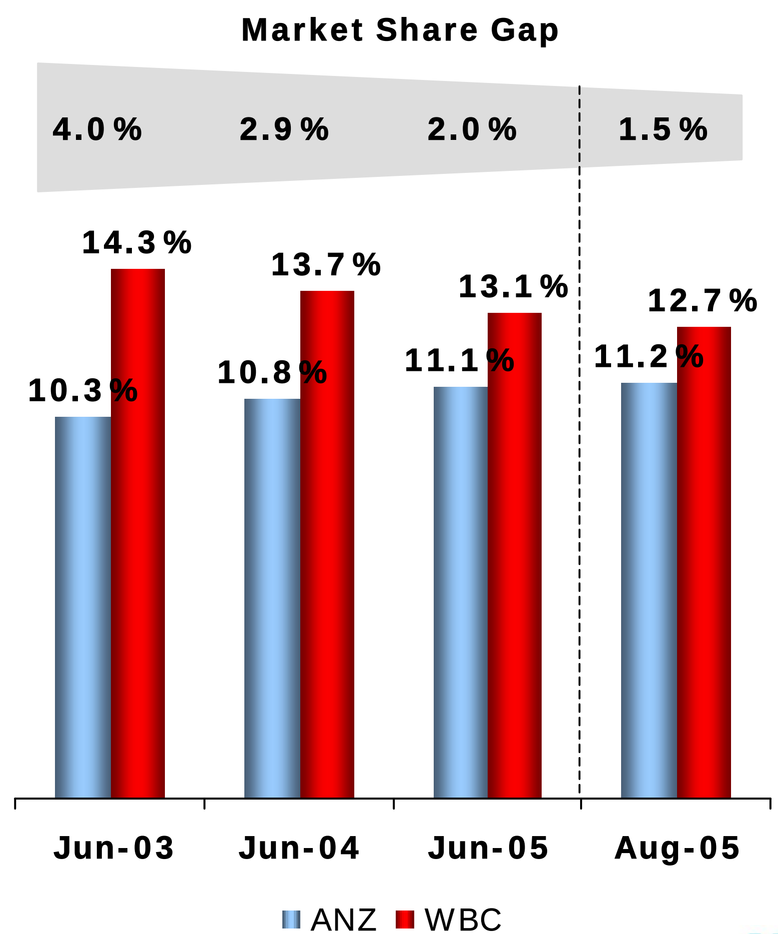


*Source: Roy Morgan Research – Main Financial Institution, September 2005 results preliminary only

% Satisfied (Very or Fairly Satisfied), 6 monthly moving average

Overtaken NAB and closing the market share gap to WBC

(share of traditional banking products)

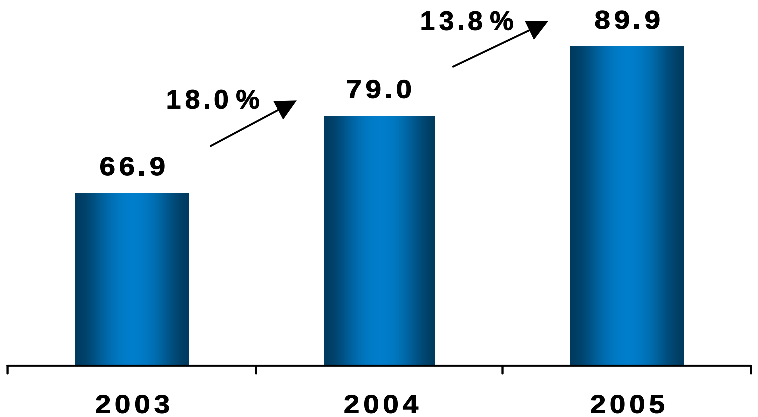


Source: Roy Morgan Research – Traditional Banking

12 monthly moving average

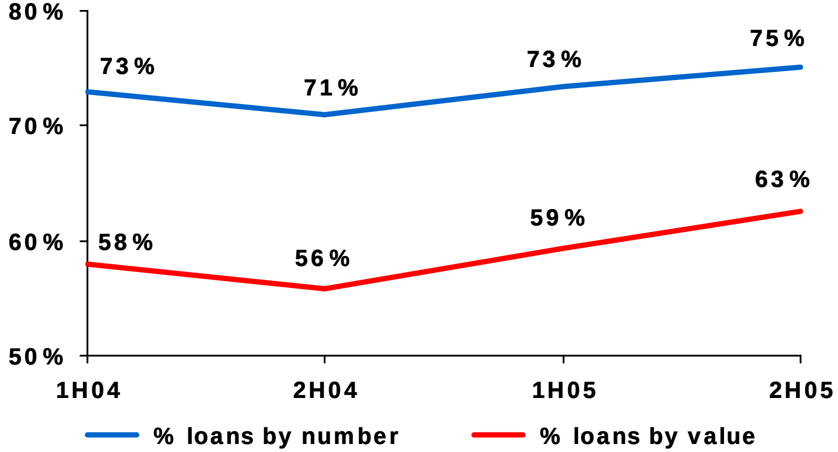
Mortgages: solid FUM growth with strong performance by ANZ proprietary channels

Housing market continues to deliver attractive FUM growth^ ($b)

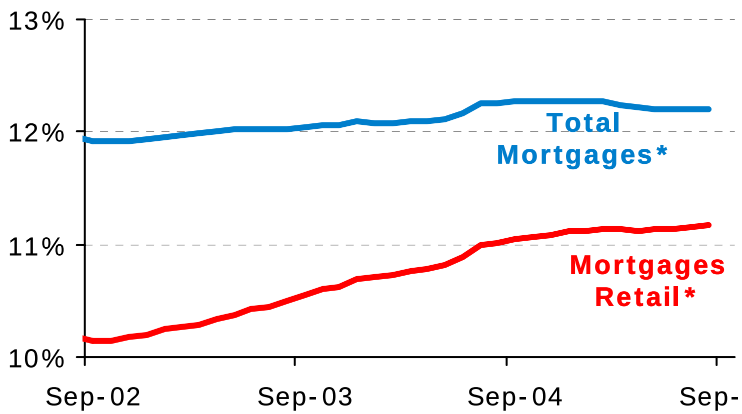


^ *excludes Securitised Assets*

ANZ channels increasing their share of new sales flows

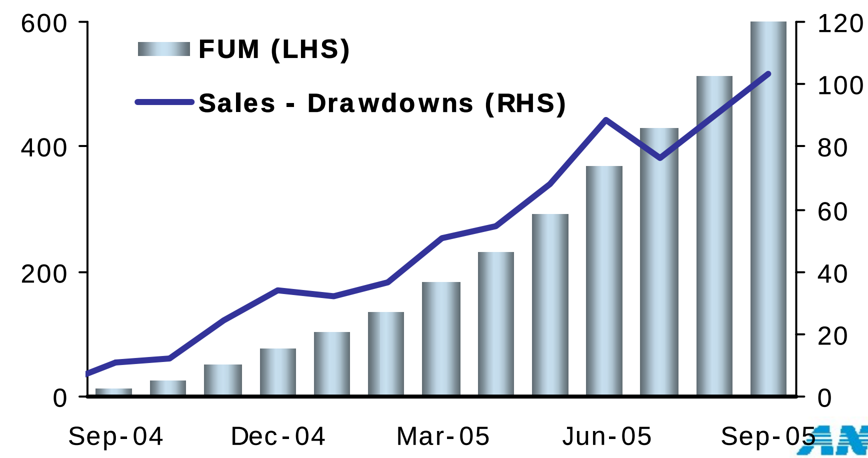


Retail channels increasing market share; Origin refocusing



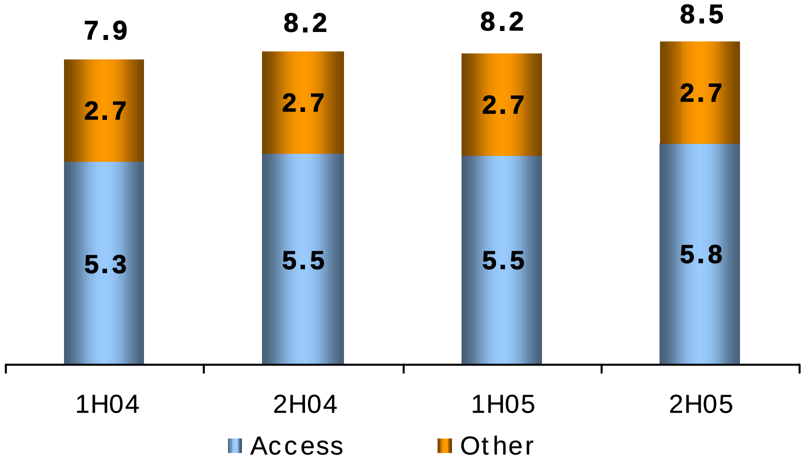
*Mortgages Retail includes mortgages sourced from ANZ's distribution network and brokers. "Total Mortgages" includes white-labelled mortgages through Origin

Mortgage Solutions growing ahead of expectations ($m)

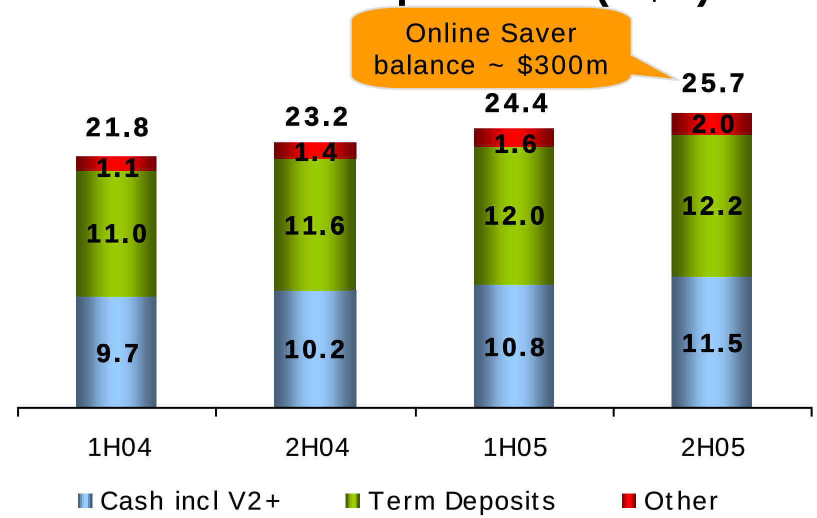


Banking Products: good FUM growth in Savings & Transaction accounts

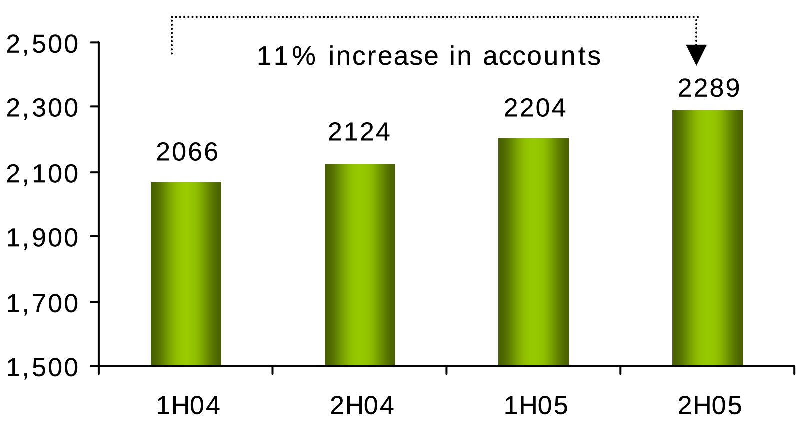
Transaction FUM: Access accounts driving growth (A$b)



Savings FUM: good growth across all products (A$b)

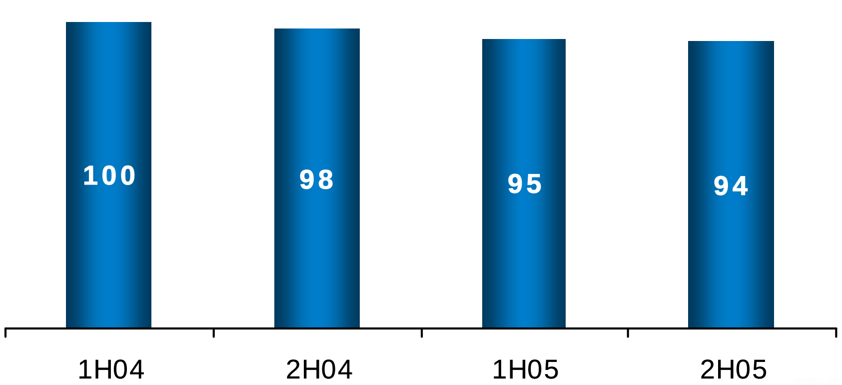


Good growth in Transaction accounts



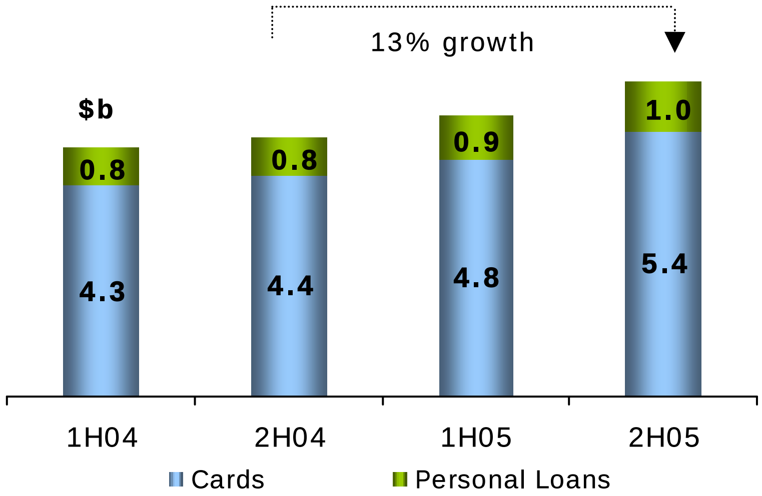
Deposit margins have remained relatively stable despite competition

(index: 1H04 = 100)

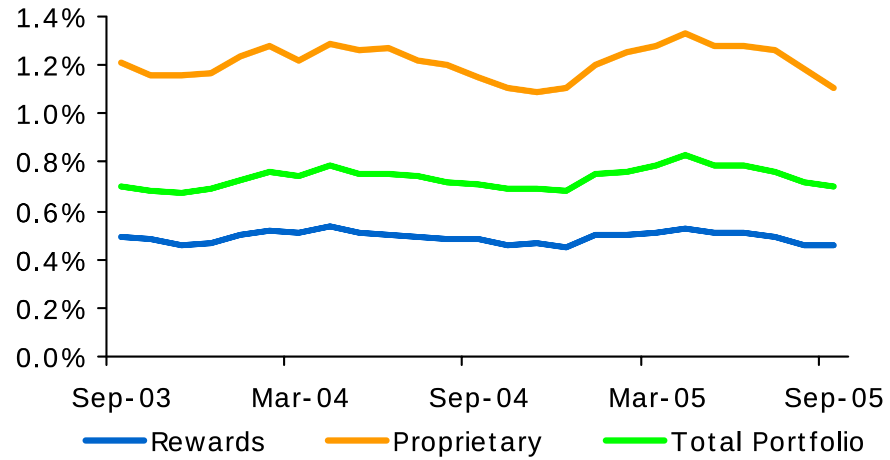


Consumer Finance: strong growth in all products driving market share gains

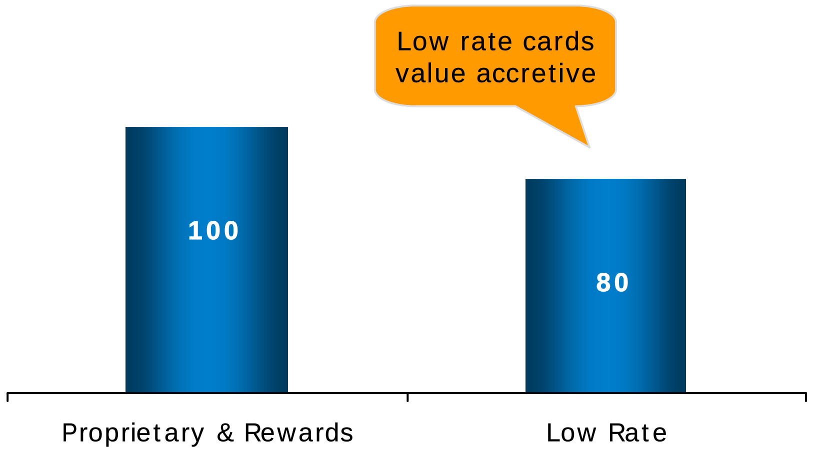
Continued strong FUM growth



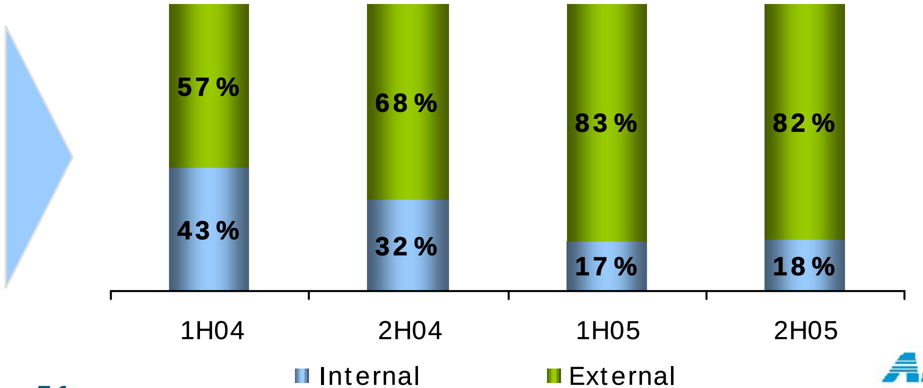
Delinquencies trending down across the portfolio (90+ day arrears)



All card products adding economic value (indexed annual EVA)



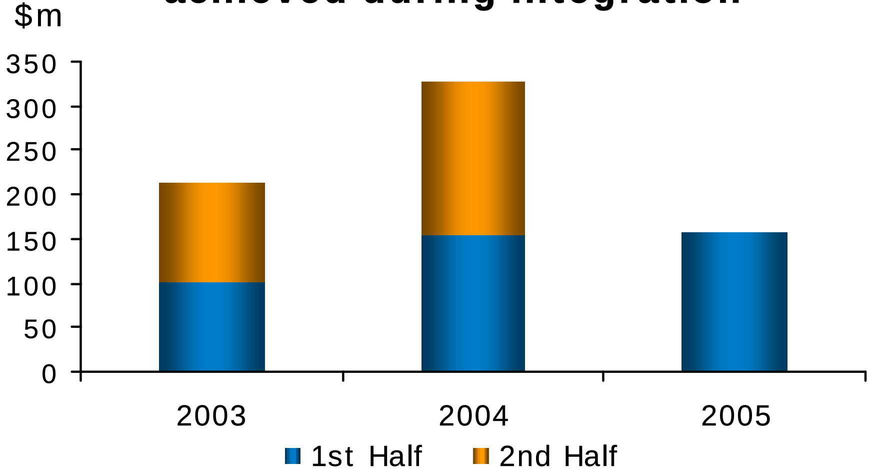
Greater than 80% of low rate customers acquired externally



INGA: underlying business performing well

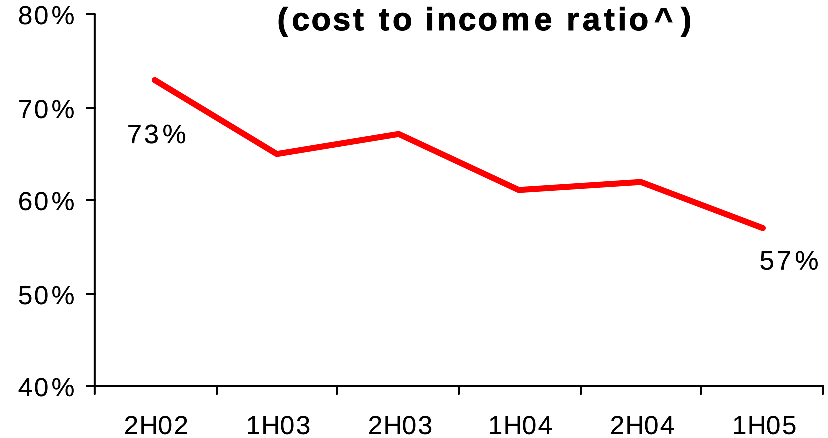
Note – all data based on INGA December Year End, 1H05 at Jun-05

Solid underlying profit growth achieved during integration

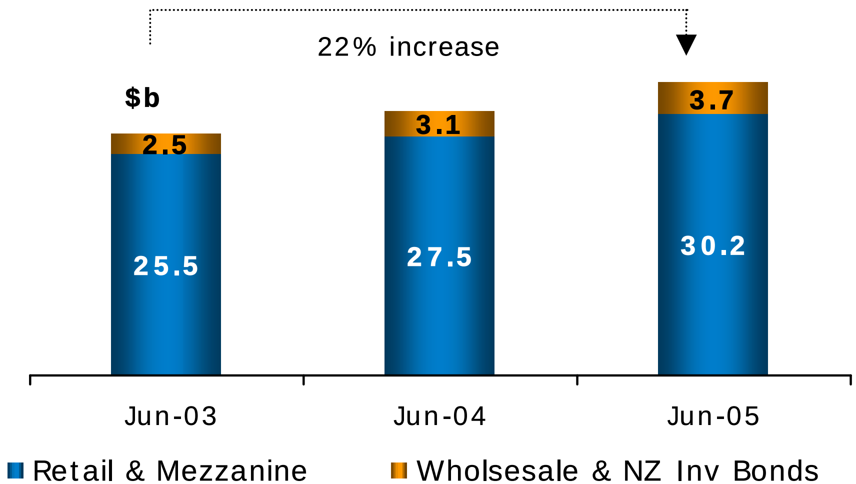


Significant efficiency gains realised since JV formed

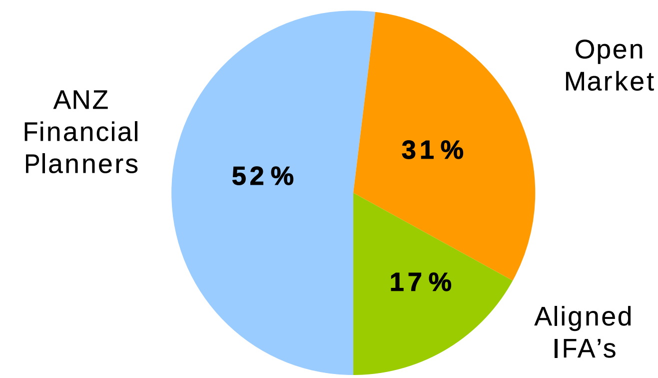
(cost to income ratio^)



Continued strong FUM growth



ANZ Channels driving majority of new sales*



^ Excluding non-recurring remediation expenses

*Retail and Mezzanine Sales, 12 months to 30 June 2005

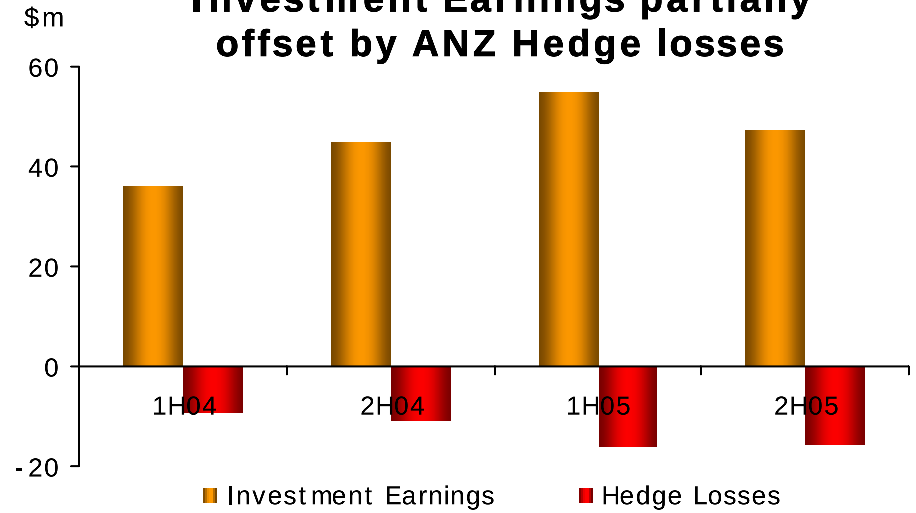
INGA JV: strong underlying contribution partially offset by capital investment hedge losses

Full year NPAT to Sept-05 increased 9% driven by:

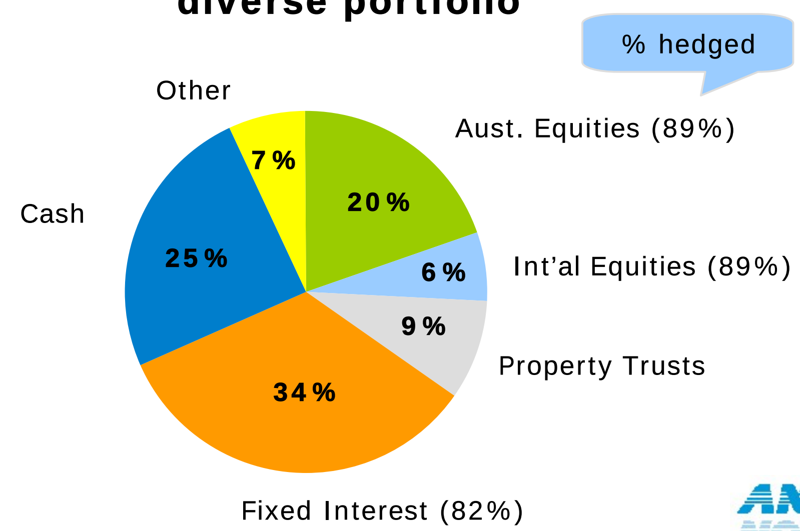
- Funds management income increased by 5% based on higher average funds under management underpinned by strong investment markets and improved net flows
- Risk income grew 28% due to growth in in-force premiums and continued favourable claims experience
- Capital investment earnings increased by 10% but were negatively impacted by
  - interest costs related to a return of shareholder capital
- Capital hedge losses (in ANZ) impact the net return on investment earnings
- Core operating cost were lower in 2005, offset by
  - costs associated with remediation of past unit pricing errors
  - upgrading systems and processes
- INGA currently ranks fifth in Retail FUM as measured by ASSIRT

Current JV Valuation	$m
Carrying value at Sep-04	**1,697**
• Capital return	(245)
• Movement in Reserves	2
• 2005 Equity accounted profits	107
• Dividend Received	(82)
Carrying value at Sep-05	**1,479**

Investment Earnings partially offset by ANZ Hedge losses

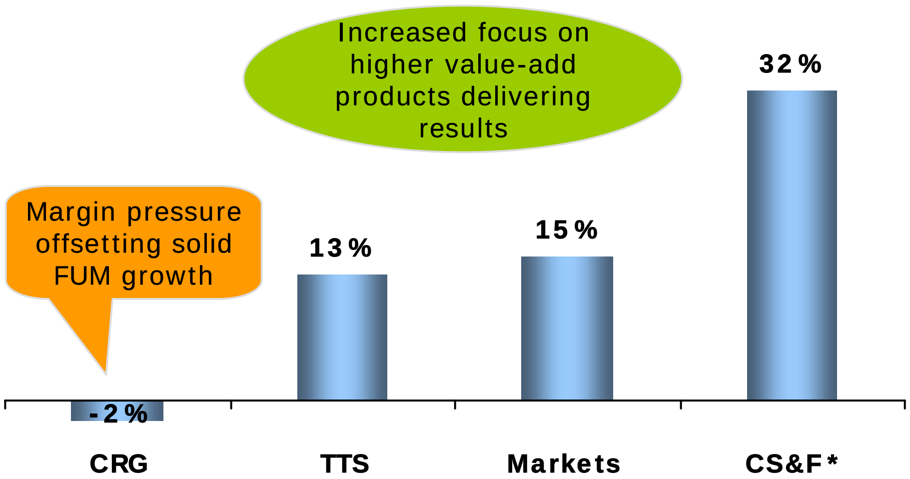


ANZ capital invested in diverse portfolio

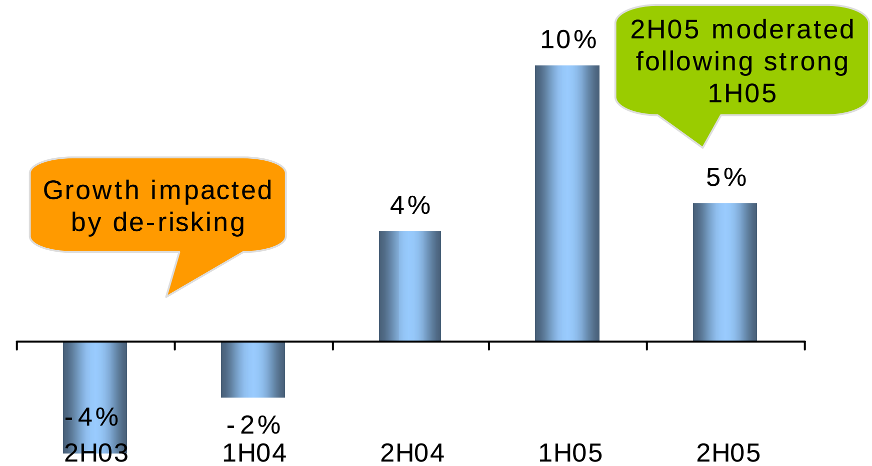


Institutional: strong second half momentum

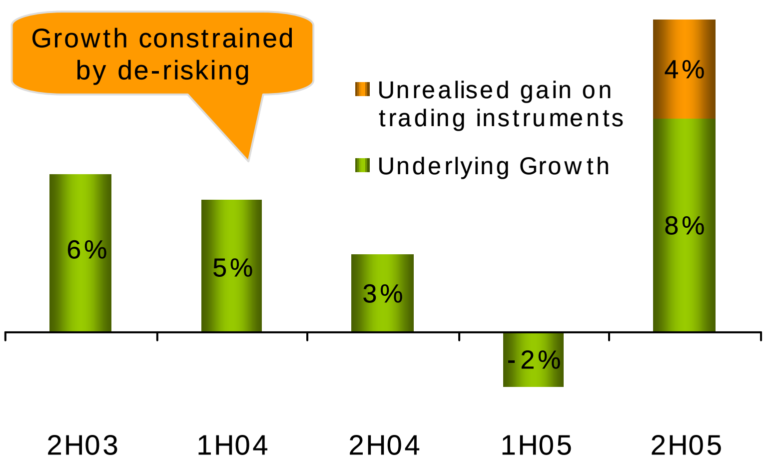
Business performance in line with expectations (NPAT growth)



Lending Asset growth moderating in 2H05

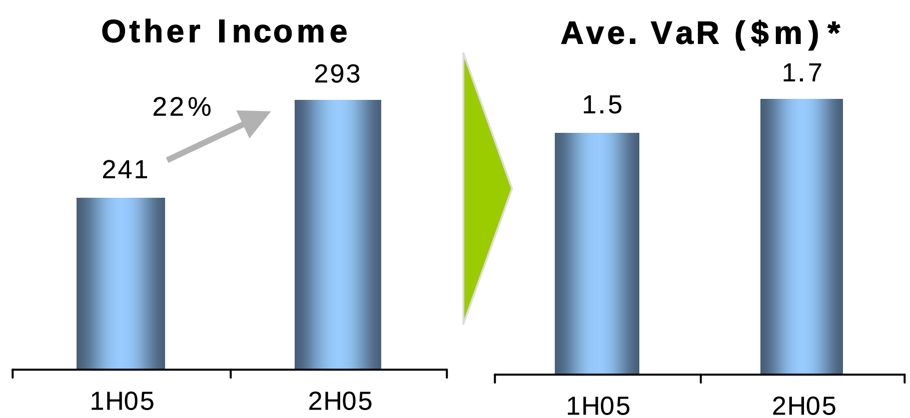


Strong non interest income growth delivered in 2H05



*continuing businesses

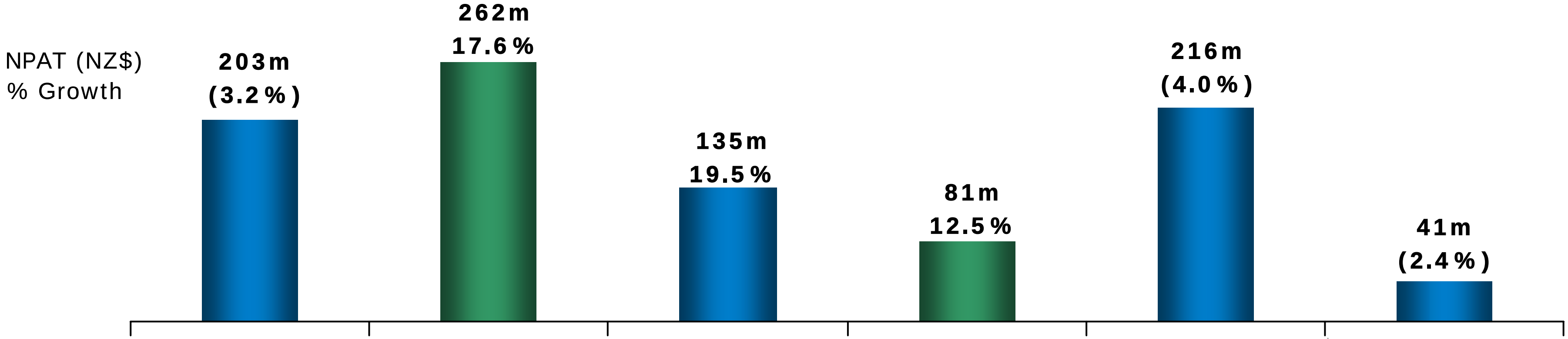
Strong growth in Markets income: VaR remains low



*97.5 confidence

New Zealand: financial performance softer than expected, but good operational momentum

Strong performance in NBNZ Retail, Corporate and Rural, whilst ANZ Retail, Institutional and UDC reposition*



ANZ Retail

- Improved volume growth
- Customer Satisfaction at 7 year high
- Ongoing investment in brand & people
- 2 new branches
- Restructuring of fee income
- Margin pressure in mortgages

NBNZ Retail

- Strong volume growth in both business and personal
- Mortgages market share of growth held
- 2 new branches
- Margin pressure
- Above market deposit growth

Corporate

- Strong lending and deposit growth supported by stable margins
- Stronger fee growth in second half
- Increased market share

Rural

- Good lending and deposit growth
- Stable margins
- Fee income stronger in second half
- Disciplined cost control

Institutional

- Strong deposit & lending growth, offset by margin contraction
- #1 Lead Bank, increased market share and service ratings
- NZ$14.5m reduction in NPAT from structured transactions
- Increased cross-sell and non interest income

UDC

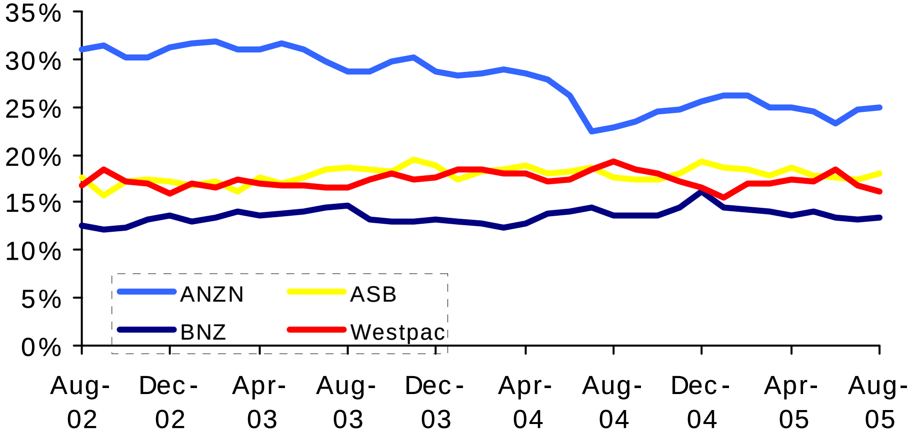
- Slower volume growth due to changes away from the franchisee model and competitive pressure
- Significant competitive pressure impacting margins

*growth numbers normalised for NBNZ

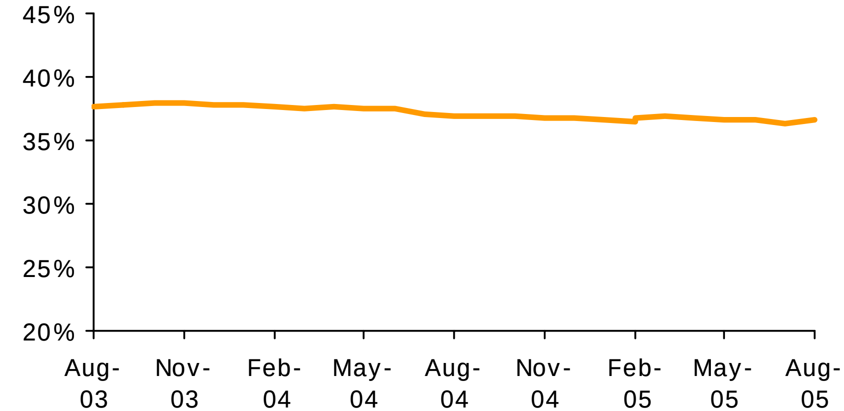
Both NZ retail brands continue to hold market share & improve customer satisfaction

Stabilising mortgages position*

(share of new mortgage registration by number)

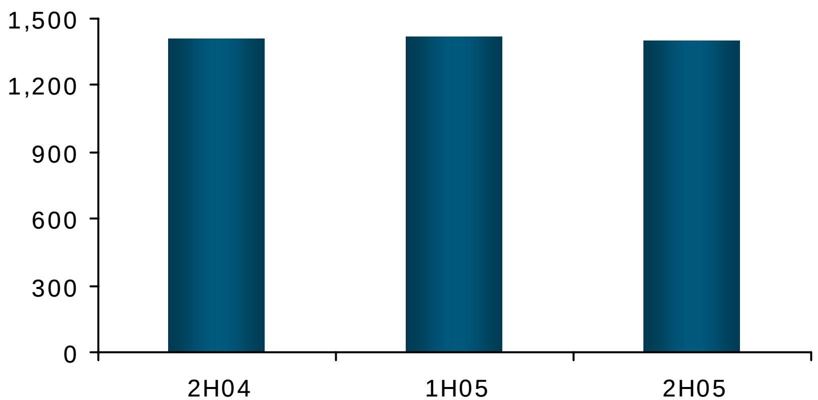


Household deposits share stable at ~37%**

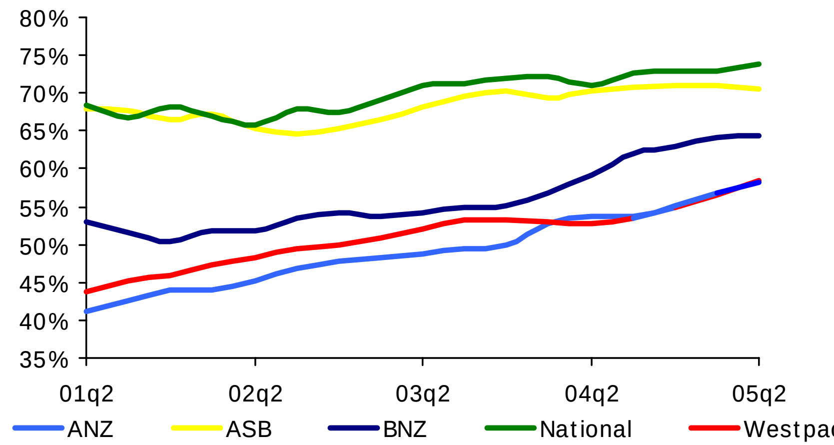


Continue to maintain share of customers

(ANZN number of Main Bank Personal customers '000)



Customer satisfaction continues to improve in both brands#



*Sources – *Terralink International Ltd, NZ*

***RBNZ Aggregate SSR & ANZN SSR*

#Source: ACNielsen© Consumer Finance Monitor. Major banks only; rolling 4 quarter average percentage of customers rating their main bank as 'Excellent' or 'Very good' in response to the question 'How would you rate your (main) provider of financial services on its overall service?'

NBNZ integration on track

NZ$m	2004	2005	2006	2007
Total Integration costs	49	139	52	0
Incremental Integration Opex	*29*	*85*		
Cost synergies	6	33	39	58
Revenue synergies	1	26	47	53
Attrition	20	33	34	34

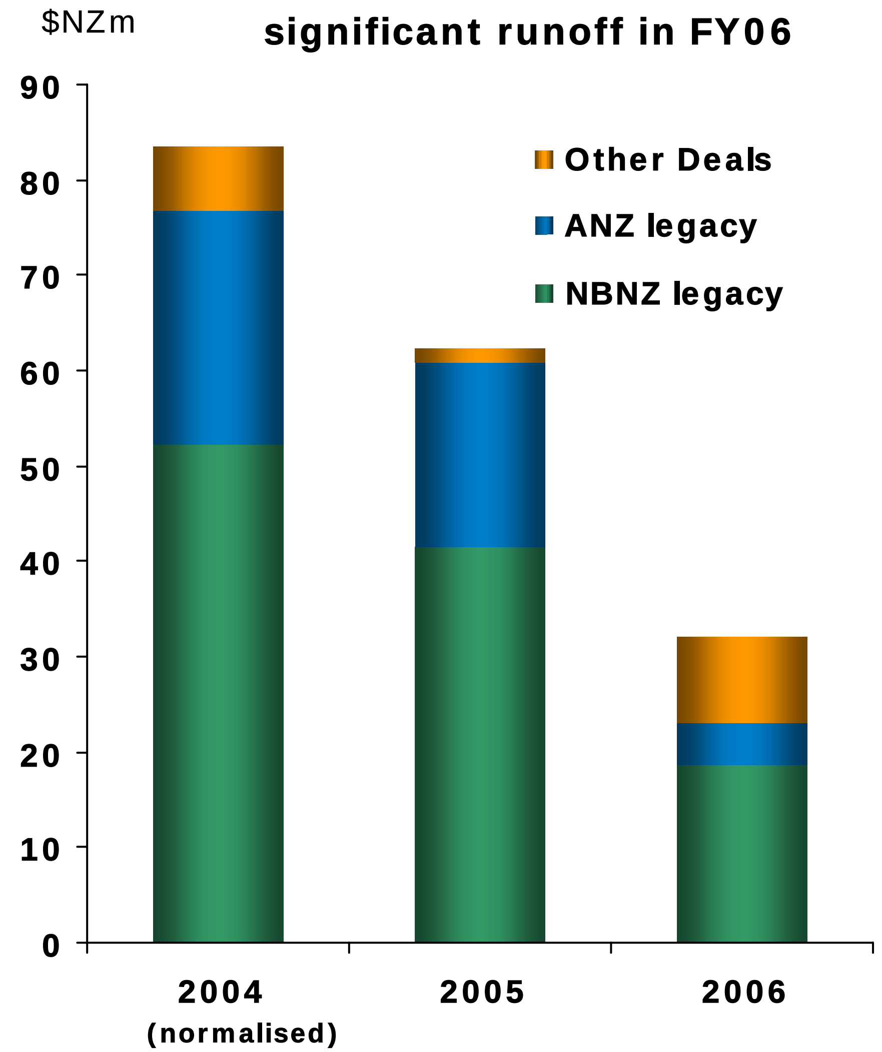
Likely to be approximately
- 10% costs capitalised,
- 5% covered by restructuring provision, and;
- 20% from existing resources

- No material change to forecast integration costs and benefits
- Full impact to satisfy regulatory requirements under ANZ National Bank's Conditions of Registration have been assessed and along with higher program management costs will increase total integration costs from NZ$220m to NZ$240m
- Outsourcing Policy changes have recently been announced by RBNZ – impact under consideration, but likely to provide more flexibility in outsourcing processes and systems
- Integration to be virtually finalised by end of 2005
- 2005 integration tasks completed include
    - New IT infrastructure established to support systems migrating from Australia
    - Successful migrations to single integrated core systems for general ledger, procurement, property and HR/payroll
    - Commenced migrations to ANZ Group systems in Institutional, Corporate and Commercial

New Zealand structured finance transactions

- IRD audit focused on so called "conduit" transactions
  - Notices of Proposed Adjustment and assessments received as expected
  - Net potential liability on all similar transactions $NZ308m*
- Legislative change to 'thin cap' rules in NZ will make these transactions economically unviable after 2005
  - No new conduit transactions entered into in over 2 years
  - Conduit transactions have been exited during 2H05
  - More capital now held in NZ – negligible profit impact. Franking impact limited by redirecting UK capital to NZ

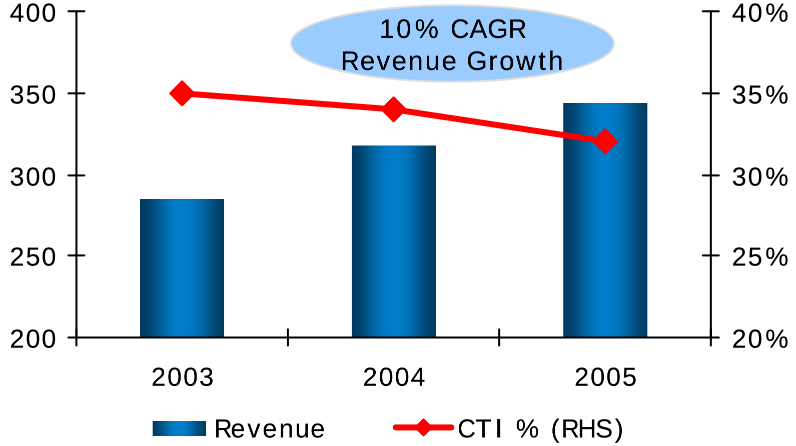
NPAT from NZ Structured Finance Transactions – significant runoff in FY06



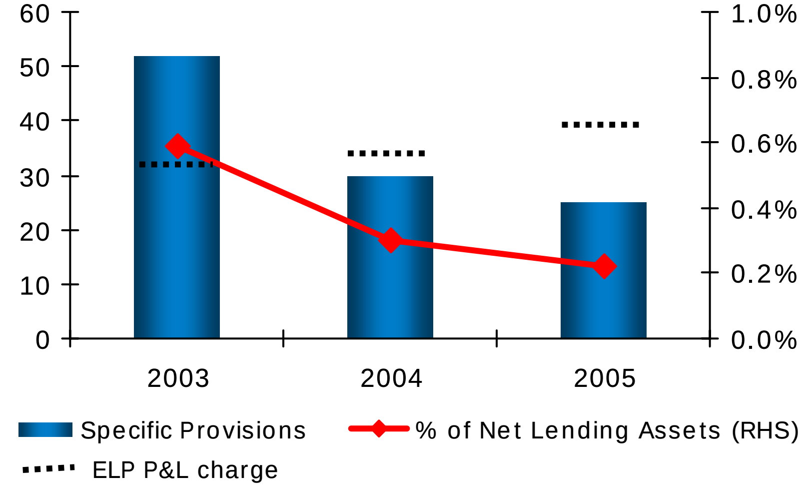
** including interest which is tax effected, up to 30 September 2005 and net of Lloyds indemnity*

Corporate: Strong performance for Corporate Banking, significant investment in Small Business

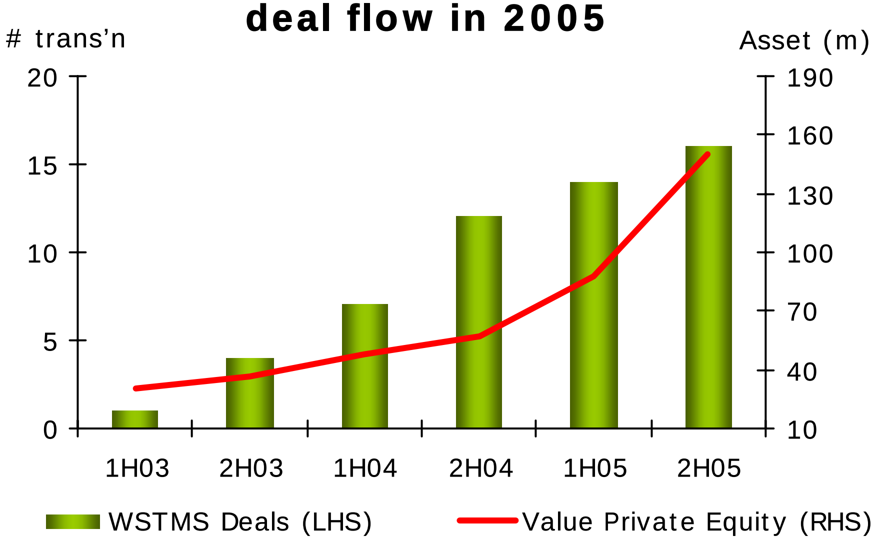
Corporate Banking – good revenue and cost momentum



Strong credit quality driving low specific provisions

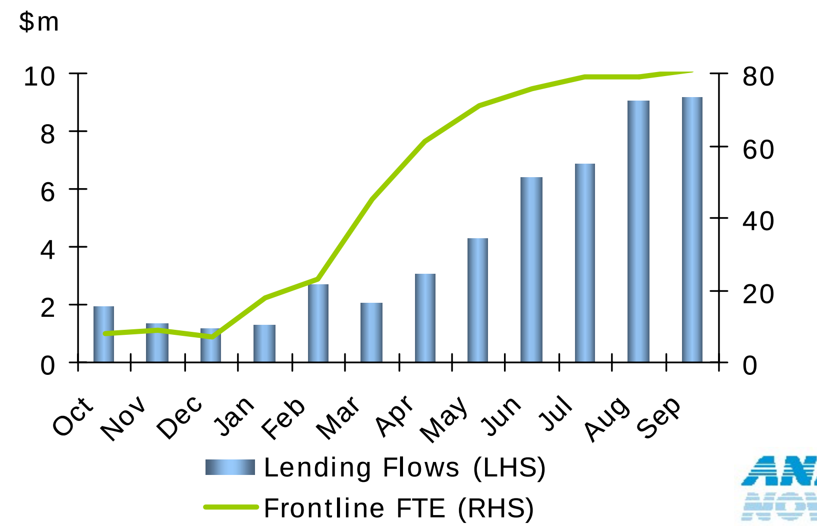


Significant increase in WSTMS* deal flow in 2005



*Wall St to Main St

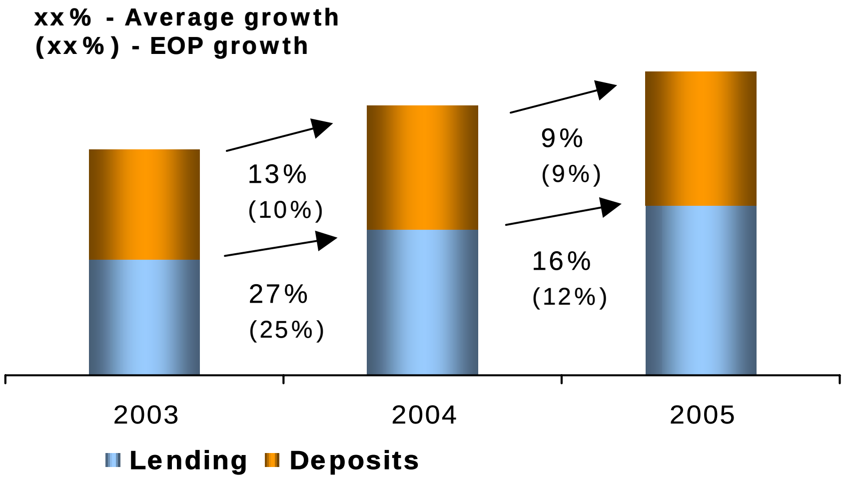
Small Business – investment and focus driving lending growth



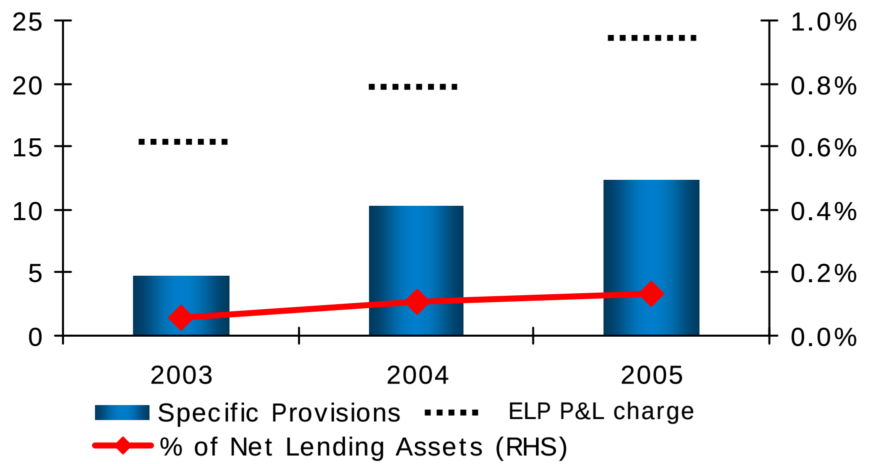
Business Banking: growth has moderated, fundamentals remain sound

- Business Banking balance sheet growth has moderated, reflecting:
  - slowdown in property related lending
  - increased competition in the market; margins have remained relatively stable
  - steady new lending volumes (with around one third due to new customers), but
  - higher amortisation due to the strong cash performance of the segment (also reflects in excellent credit quality)
- Modest market share gain during the year; retained highest customer satisfaction and lowest likelihood to switch as measured by independent research

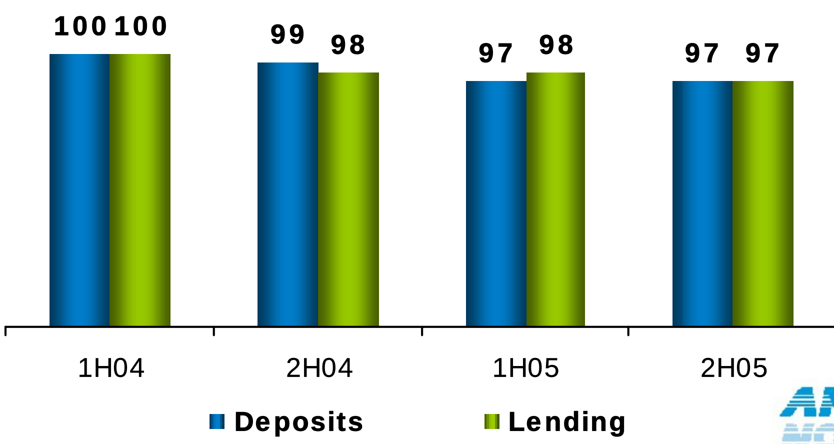
Balance Sheet growth has moderated



Excellent credit quality and low Specific Provisions

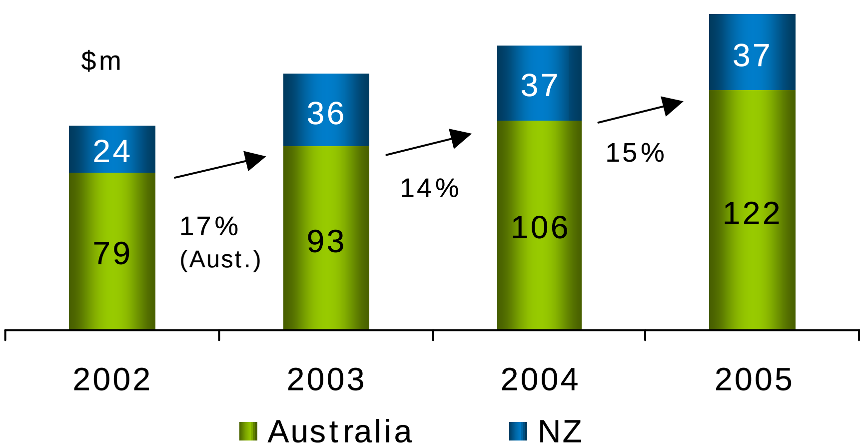


Margins remain stable for core lending and deposit products (index: 1H04 = 100)

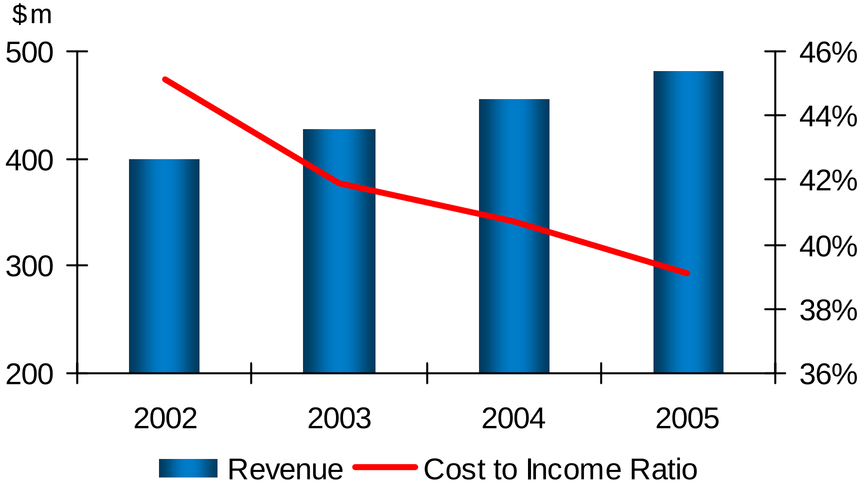


Esanda & UDC: good growth in Australia, NZ impacted by restructure

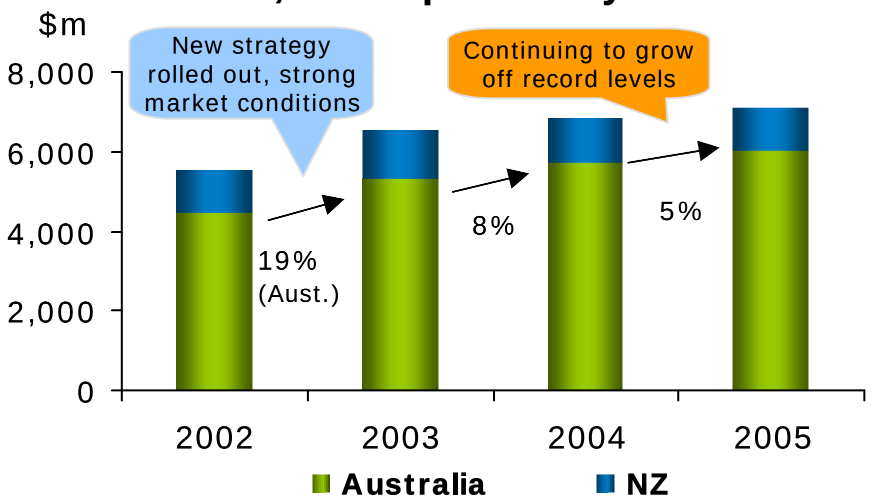
Strong NPAT growth in Australia, flat in NZ



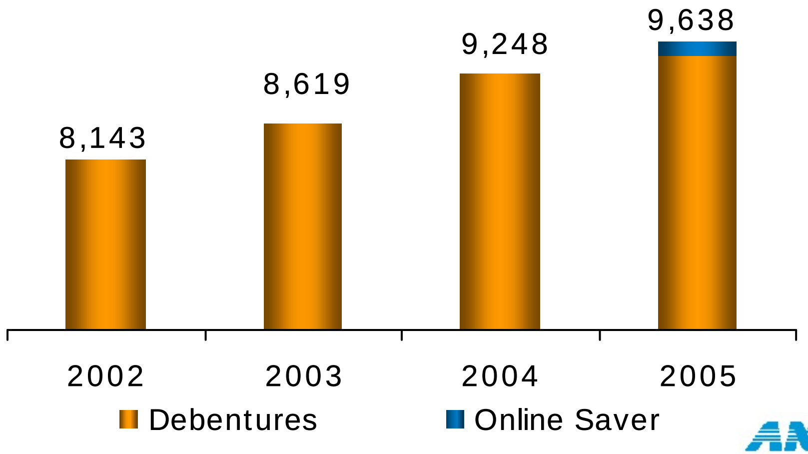
Solid Revenue growth and continued cost discipline driving CTI below 40%



New Business Writings growth driven by Australia, NZ impacted by restructure



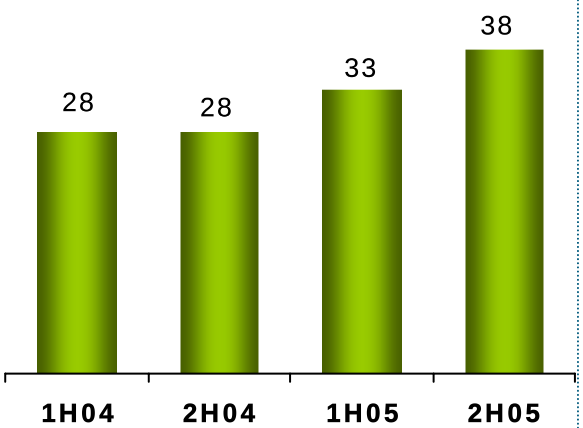
Debentures & Online Saver continue to grow supporting asset growth



Asia: good underlying performance

ANZ Asian Network
- Excluding Treasury NPAT grew 23%
- Return to balance sheet growth following de-risking, lending up 10% yoy, deposits up 12% yoy
- Good momentum in Institutional businesses, Markets, Trade and Corporate & Structured Financing
- Continuing to add product specialists and increased focus on personal banking products in 2006

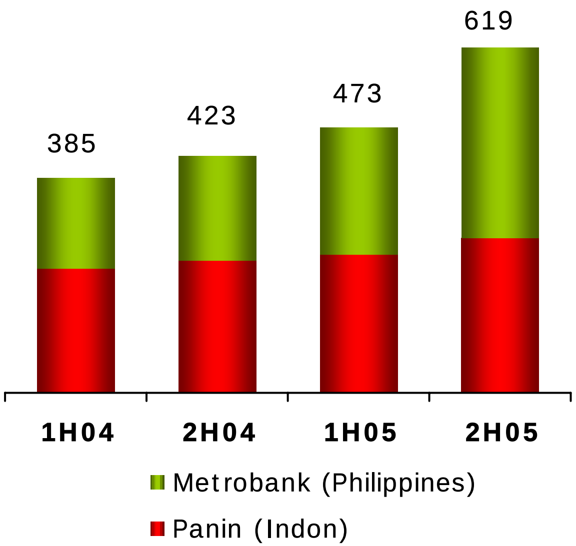
Good NPAT momentum in core business* (A$m)



*excludes Treasury

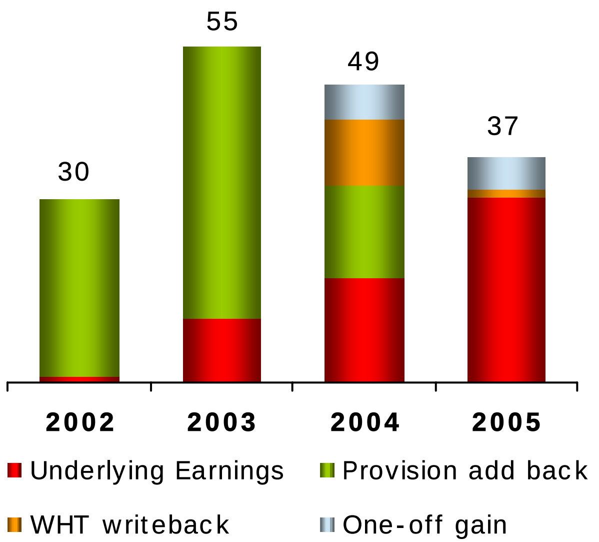
Retail Partnerships
- NPAT down 22% yoy driven by FY04 Panin one-offs not repeated in FY05, and costs of establishing new partnerships eg Cambodia
- Cards continues to perform well with a 22% increase in NPAT[1]
- New partnerships established:
  - Vietnam (SacomBank)
  - Cambodia (ANZ Royal)
- Discussions ongoing with two potential Chinese partners

Credit Card JV's performing well (# card accounts '000)



Panin Partnership
- Strong underlying growth in Consumer and SME; outlook still positive
- Provisioning, tax and other equity accounting adjustments in 2004 not repeated in 2005
- Recent interest rate rises are likely to impact market growth and put pressure on margins
- Book value of $143m against market value of $249m at Sep-05

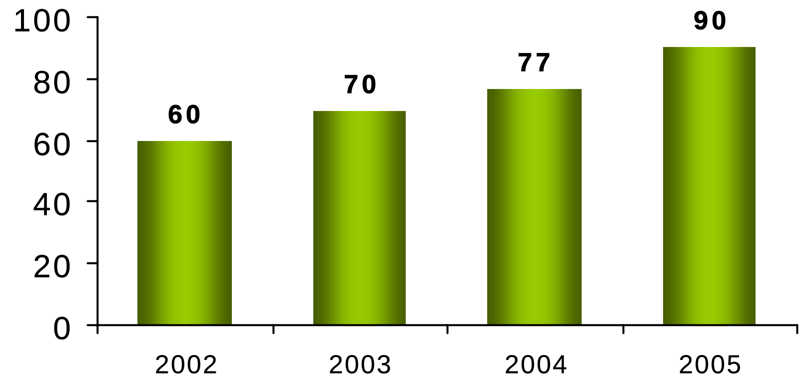
Strong underlying earnings momentum (A$m)



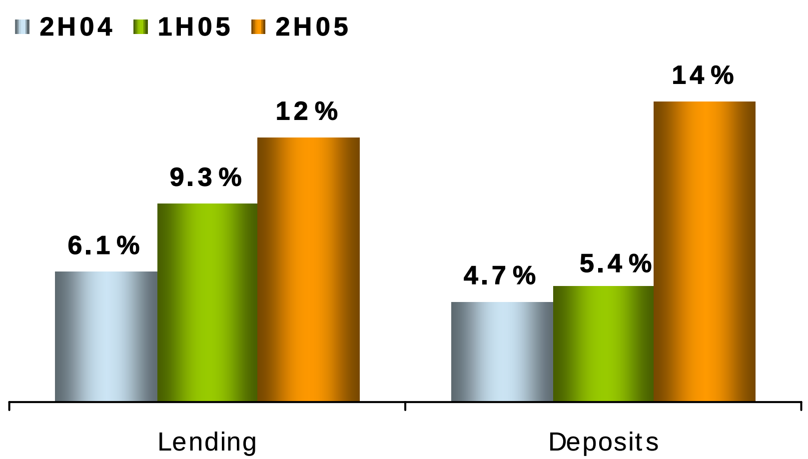
Pacific: strong performance across the region

- NPAT up 17% on FY04, driven by:
  - Lending growth of 23% pcp (12% hoh)
  - Deposits growth of 20% pcp (14% hoh)
- Good momentum across the Pacific underlined by:
  - Strong staff engagement of 68%, well above Group
  - Increased sales focus and training
  - Implementation of regional specialists eg Tourism sector
- Strong community investment eg Banking the Unbanked in Fiji, Alliance with PNG Post
- Small in-fill acquisitions a possibility to increase footprint

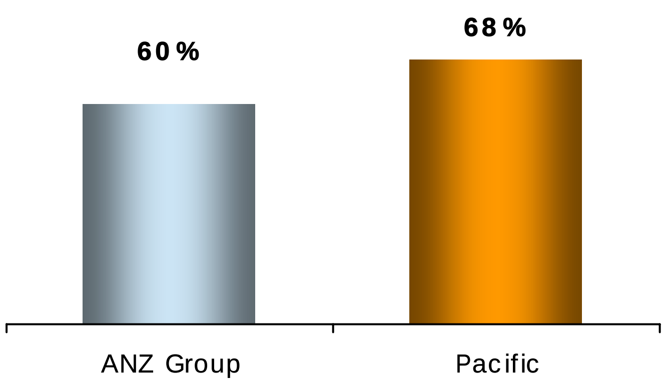
Strong NPAT growth (A$m)



Continued strong balance sheet growth across the region



Leading staff engagement driving performance

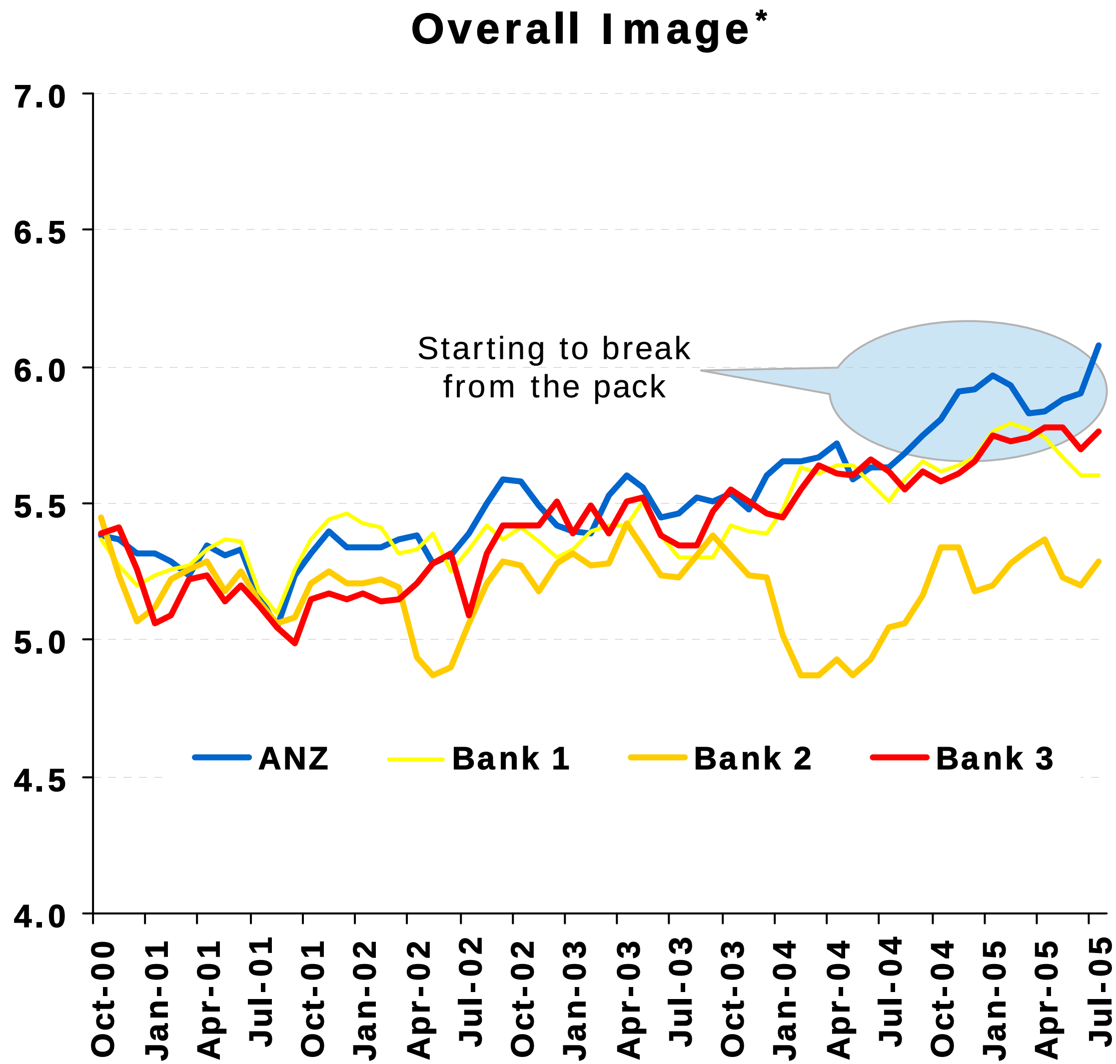


Good progress on corporate responsibility agenda

- **"Community Involvement" No.2 value evident in ANZ's culture according to our staff** (Customer Focus was number 1)
- **Ranked in the top 10 of top 10% of banks globally on the Dow Jones Sustainability Index**
- **100% for community management practice on Corporate Responsibility Index**
- **Member of FTSE4Good Global Index**
- **A+ on Reputex Social Responsibility ratings**

FTSE4Good

CORPORATE RESPONSIBILITY INDEX



•Wallace Associates, Base: Total Metro Population 18+ (2M: Wtd MFI

•Data collection commenced in 2000

Community investment strategy is leading practice

Increasing the financial literacy and inclusion of adult Australians, particularly the most vulnerable

MoneyMinded

- Financial education program for adults facing financial difficulty, delivered by community partners and financial councillors Australia-wide.
- More than 400 facilitators trained to deliver the program and more than 3,500 consumers have participated so far. Our aim is to reach 100,000 consumers over the next five years.
- Victorian State Government is funding the adaptation of MoneyMinded for the Iraqi community in Shepparton

Saver Plus

- Assisting low-income families to develop a long-term savings habit, improve their financial knowledge and save for their children's education.
- ANZ matches the savings of participants in the program up $2000 per person.
- ANZ provided $481,000 in matched savings to 257 participants in 2004 and, at the end of September, a further 453 families had saved $384,703 to be matched by ANZ.

Financial Inclusion

- ANZ and the Aus Government launched MoneyBusiness – a program to build the money skills and confidence of Indigenous Australians.
- We will contribute $1m over three years to adapt MoneyMinded for Indigenous communities, introduce SaverPlus to reach 300 Indigenous families, and work with the Government to develop a strategy for delivery of MoneyBusiness nationally by May 2006.

Opportunities for our people to engage with their local communities and support causes that are important to them

ANZ Volunteers

- 8 hours paid volunteer leave for staff.
- 18% of Australian staff contributed 24,000 hours, valued at 1.18 million to community organisations in 05. This included 600 staff who gave 4,200+ volunteer hours to Tsunami relief efforts.
- ANZ will provide the entire Volunteer network required to support the inaugural Australian Comic Relief for Oxfam Community Aid Abroad.
- ANZ's program is amongst the leaders globally; the average corporate volunteering participation rate is 8.5%

Community Giving

- Our workplace giving program, supports more than 18 community organisations that were selected to reflect the causes that are important to our staff.
- 28% of Australian staff participated in this program over 05, principally through our contribution to Tsunami appeals; the average participation rate in similar schemes at large organisations is 3-4%.
- $1m in total from staff donations and matched funds from ANZ contributed to World Vision's Tsunami relief efforts.

ANZ Community Fund

- Empowering branch staff with resources to fund community projects in their local markets.
- 'Grass roots' business and community partnerships.
- We achieved our target to invest a further $350,000 in these partnerships in 2005.

- ANZ invested $8.26 million in community initiatives during its 2004-05 financial year, including almost $2.37 million in its financial literacy and inclusion programs which have directly benefited thousands of Australians.
- The measurement of ANZ's community contributions follows an assessment by the London Benchmarking Group (LBG) whose benchmarking model is the emerging standard for measuring corporate community investment programs and is used by almost 100 leading international companies. ANZ is the first Australian company to have its community investments assured based on the LBG methodology.

People strategy has created the most engaged workforce of major banks

Building a vibrant, energetic and high-performing culture, where ANZ's values guide our actions and decisions

Cultural Transformation

- 5-year focus on cultural transformation and values-based decision making. 20,000+ staff have participated in Breakout workshops. Target to reach 7,000 frontline staff by end of 2006. Breakout "recharge" launched with a focus on enhancing teamwork and collaboration.
- Staff satisfaction up from 50% in 2000 to 85% in 2004 across 32,000 staff. Staff engagement at 63% is ahead of our major bank peers and participating large companies (ASX Top 20).
- In 2004/5, staff cited the most visible cultural values as *"customer focus"* and *"community involvement".*
- Performance management and rewards aligned with outcomes and behaviours.

Attracting and Nurturing Talent

- Attractive benefits including flexible pay options for all staff, share ownership, salary sacrifice for laptops, PCs@home, discounted medical insurance and ANZ products and services.
- Development plans for all staff. Innovative programs to identify, nurture and fast-track high potential people from graduates through to senior executives.
- Added 3,000 mostly customer-facing staff in the past 18 months.
- Largest graduate recruitment intake of publicly-listed companies.

Flexibility for a Diverse Workforce

- 12 weeks paid parental leave, with no minimum service requirement.
- Guaranteed part-time employment for staff over 55, and a Career Extensions program offering flexible options for mature-aged staff.
- Partnership with ABC Learning Centres offering childcare services, with five centres open around Australia
- Flexible leave options including lifestyle leave which enables staff to take up to an additional four weeks' leave for any purpose and career breaks of up to five years.

Employee Well-being

- Upgraded occupational health and safety policy and system.
- Ongoing facilities improvement programs including $130 million branch refurbishment and upgrade, particularly in NSW.
- Lost time injury frequency rate continues to decrease and is best amongst our peer group.
- Free, comprehensive health checks for all staff and on-line health information service.
- Free employee assistance counselling services.
- Extensive financial literacy program for staff, including financial fitness sessions rolled out to staff Australia-wide.

- Most engaged workforce of all major companies in Australia (Hewitt Employee Engagement Survey)
- Recognised as the Leading Australian Organisation for the Advancement of Women (for organisations of more than 500 employees) by the Equal Opportunity for Women in the Workplace Agency (EOWA) Business Achievement Awards. (September 05)
- Recognised for leadership and excellence in diversity for Employment and Inclusion of Culturally and Linguistically Diverse Australians in the Diversity@work annual awards. (October 05)

Integrating environmental and social considerations into our business practices

Demonstrating business leadership by integrating environmental and social considerations into our business practices, decisions & behaviors

Institutional & Corporate Sustainability

- An environmental and social issues screen of clients and transactions is being rolled out across Institutional. This allows key risks to be identified and addressed in the credit process. Where issues are identified, mitigation measures must be in place.
- Formal processes in place to ensure more effective integration of environmental and social considerations in lending policies and decision-making principles, for example our Institutional and Corporate Sustainability unit now forms part of, and provides advice to, our Institutional Client Relationship Group.
- A program to build broad staff awareness and understanding of the business rationale for environmental and social issues screening has been developed and will be implemented by December 05.

Operational Environmental Footprint

- Programs and targets in place to reduce the impact of our operations on the environment. These include a focus on:
  - Reducing electricity consumption.
  - Reducing office paper consumption.
  - Increasing recycling and reducing waste to landfill.
  - Implementing our Sustainability Procurement policy to address environmental risks and opportunities in our supply chain.
- New Group Environment Charter setting higher performance standards introduced in July 05

New Products and Services

- Updated Environment Charter commits ANZ to provide new products and services designed to help our customers and clients improve their environmental performance.
- ANZ Markets has established trading capability for Renewable Energy Certificates and is the first bank to be transacting Gas Abatement Certificates.
- ANZ has joined a number of consortia (with BP Solar) and submitted expressions of interest to the Australian Government's Solar Cities Program (subsidies and grants).
- We are investing in a number of biodiesel production facilities in Australia and New Zealand within our diversified energy vehicle, the Energy Infrastructure Trust.

- ANZ is a signatory to the UNEP Finance Initiative Statement and participates in a number of its local work programs coordinated by the Victoria EPA.

Summary of forecasts – Australia (bank year)

	2005	2006	2007
GDP	2.3	3.4	3.7
Inflation	3.2	2.1	2.1
Unemployment	5.1	5.1	5.0
Cash rate	5.50	5.50	5.75
10 year bonds	5.4	5.3	5.5
$A / $US	0.76	0.68	0.76
$A / $NZ	1.09	1.15	1.27
Credit	13.3	10.9	10.5
- Housing	13.4	13.3	12.2
- Business	13.1	8.5	8.7
- Other	13.7	6.3	6.1

All Forecasts for Sept bank year

Summary of forecasts – New Zealand (bank year)

	2005	2006	2007
GDP	2.7	1.9	2.6
Inflation	3.4	3.2	1.7
Unemployment	3.6	4.4	4.7
Cash rate	6.75	6.75	6.00
10 year bonds	5.7	6.0	6.1
$NZ/$US	0.70	0.59	0.60
Credit	16.1	9.9	7.3
- Housing	15.8	10.0	8.2
- Business	20.0	9.9	6.2
- Other	7.5	7.4	7.2

All Forecasts for Sept bank year

The material in this presentation is general background information about the Bank's activities current at the date of the presentation. It is information given in summary form and does not purport to be complete. It is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. These should be considered, with or without professional advice when deciding if an investment is appropriate.

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