



Media Release

For Release: 18 November 2011

ANZ appoints Michael Luk as Global Head of Debt Origination and Head of Capital Markets Asia

ANZ today announced the appointment of Michael Luk as Global Head of Debt Origination and Head of Capital Markets Asia.

Mr Luk is former Managing Director, Head of Asia Pacific Debt Capital Markets at Bank of America Merrill Lynch. Prior to this, he spent nine years at Deutsche Bank as Managing Director, Head of Asia Fixed Income Capital Markets and Head of Asia Leveraged Debt Capital Markets, taking the firm from a ranking outside the top 10 to a consistent number one position in the Asia league tables.

Mr Luk replaces Reuben Tucker, who held the role since 2008 and recently decided to return to New Zealand with his family. Reuben starts with ANZ in Auckland in February 2012.

Commenting on the appointment, ANZ Global Head of Capital Markets Cathryn Carver said: "Michael will assume responsibility for the next phase of growth of ANZ's capital markets platform across Asia and the expansion of our global bond origination business, in line with our super regional strategy.

"The appointment demonstrates the strong growth momentum that ANZ has in Asia Pacific capital markets. Our deep sector knowledge in natural resources, agribusiness, utilities and infrastructure, financial institutions and property has brought clear insight and value to our clients.

"As Asia's capital markets continue to grow in scale and relevance, we are building our capacity to originate debt product from Asia Pacific and bring the world to this region."

Mr Luk starts with ANZ on 23 November and will be based in Hong Kong, reporting to Cathryn Carver and Richard Huston, Head of Markets Asia Pacific, Europe and America.

ANZ has achieved strong momentum in Asia Pacific capital markets:

- Developed key local currency businesses across five Asian markets, positioned in the top 10 underwriters of Asia-Pacific (ex-Japan) bonds for the last two years (source: Bloomberg).
- Maintained top 5 position in the Singapore dollar market for three consecutive years, leading four single asset property financings over the last two years.
- Leading domestic bond house in Vietnam, voted Euroweek Asian bond house of the year (2009) and The Asset Vietnam Deal of the Year (2010).
- ANZ's foray as arranger in the Asian USD bond market, including the inaugural USD transaction for San Miguel and a landmark USD\$250 million sovereign bond for the Republic of Fiji, both brought to market in challenging Q1 conditions this year.
- Completed ANZ's first three Asian securitisation transactions over the last 12 months.
- Leading arranger of Kangaroo financings for Asian issuers in 2011.

For media enquiries, contact:

Simon Taylor
Senior Manager Media Relations - Asia Pacific,
Europe & America
Tel: +852 3929 5389 or +852 6771 7570
Email: Simon.Taylor2@anz.com

Kevin Foley
Senior Manager, Corporate Communications
Tel: +61-2-9227-1026 or +61-401 561 480
Email: Kevin.Foley@anz.com