

News Release

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ANZ maintains position as No.1 Institutional Bank in Australia according to Peter Lee Survey

-Ranked No.1 for relationship strength for 4th consecutive year-

ANZ today announced its Institutional Business maintained its No.1 rank for overall market and lead penetration, as well overall relationship strength, according to the 2017 Peter Lee Associates Large Corporate and Institutional Relationship Banking Survey, Australia.

ANZ Managing Director Institutional Australia Graham Turley said: "These results are testament to the work we've done in deepening our client engagement and sharpening our focus on priority products and customers. It's extremely pleasing to see we have maintained our leading position in a number of areas, while simplifying and reshaping the business.

"Connecting our clients to business and strategic opportunities across Australia, New Zealand and Asia remains our key focus and strength, that these results show, continues to be well received in the market," Mr Turley said.

Survey highlights:

- Out of the 560 companies participating in the survey, 75 per cent stated they had a relationship with ANZ, ranking the bank in outright No.1 position.
- ANZ ranked No.1 for Overall Bank, Lead Bank and Offshore Bank Penetration for the second consecutive year.
- ANZ ranked No.1 for Relationship Strength (RSI) for the fourth consecutive year.
- Against the four domestic banks, ANZ ranked No.1 or =No.1 for 16 of 19 Relationship Strength indicators, including RM Capability, Most Trusted Adviser, Most Creative Ideas and Solutions, and Offshore Banking Needs.
- This included a No.1 ranking for Best Advice on Foreign Exchange Needs and an =No.1 for Best Advice on Use of Interest Rate Risk Management.

A leading indicator of performance across wholesale banking, the survey ranks the big four domestic banks and their major international peers; 560 Australia-based large corporates and financial institutions with more than \$500 million in annual turnover were surveyed.

Separately, in the 2017 Peter Lee Associates Large Corporate and Institutional Transactional Banking Survey, Australia, ANZ ranked No.1 Lead Domestic Transactional bank and maintained its long-held No.1 position as Lead Trade bank.

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