

Media Release



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ANZ annual results reporting format

ANZ's Annual Results will be announced on Friday 24 October 2003. ANZ will continue to provide relevant financial information at both the segment level and for each specialised business unit.

To assist market participants preparing for their analysis and to understand what disclosures ANZ will make in its Annual Results, a draft pro forma of how ANZ will report segments and individual business units is attached. Prior period numbers in the proforma have been restated to reflect the changes outlined below.

The re-organisation within Personal Banking Australia, effective from 1 April 2003, will be reflected in the full year results announcement. This segment consists of:

- **Personal Distribution** which provides a full range of banking services, including the distribution of Wealth Management products, to personal customers and small to medium rural customers in Australia through branches, call centres, ATMs and on-line banking
- **Banking Products** which manufactures deposit & transaction accounts, and Margin Lending products. In addition, the business manages ANZ's direct channels covering Phone Banking, ATMs and Internet Banking

In addition to the changes above, there have been a number of function transfers including the transfer of the Contact Centre to Personal Banking Australia, further customer segmentation between Institutional Banking, Structured Finance International and Corporate, and a number of relatively minor methodology changes to revenue and cost allocations.

ANZ has changed its EVA methodology to increase the allocation of economic capital to business units carrying goodwill on investments. Business units carrying goodwill will show increased earnings on capital in the equity standardised statement of financial performance.

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CHIEF FINANCIAL OFFICER'S REVIEW (continued)

Profit & Loss (including effect of movements in foreign currencies)

	Half year Sep 03 \$M	Half year Mar 03 \$M	Movt Sep 03 v. Mar 03 %	Full year Sep 03 \$M	Full year Sep 02 \$M	Movt Sep 03 v. Sep 02 %
Net profit after income tax						
Personal Banking Australia		188			360	
Institutional Financial Services		384			715	
Corporate		131			242	
New Zealand Banking		74			131	
Mortgages		132			247	
Consumer Finance		48			150	
Asset Finance		61			103	
ING Australia ¹		17			43	
Asia Pacific		67			98	
Treasury		49			125	
Group Centre		(10)			(46)	
Net profit (excl significant transactions)²		1,141			2,168	
Significant transactions ²		-			154	
Net profit		1,141			2,322	

CHIEF FINANCIAL OFFICER'S REVIEW (continued)



PERSONAL BANKING AUSTRALIA
Elmer Funke Kupper

- ◆ Personal Distribution
- ◆ Banking Products

	Half year Sep 03 \$M	Half year Mar 03 \$M	Movt Sep 03 v. Mar 03 %	Full year Sep 03 \$M	Full year Sep 02 \$M	Movt Sep 03 v. Sep 02 %
Net interest income		421			790	
Other external operating income		187			368	
Net inter business unit fees		187			399	
Operating income		795			1,557	
External operating expenses		(409)			(812)	
Net inter business unit expenses		(106)			(207)	
Operating expenses		(515)			(1,019)	
Profit before debt provision		280			538	
Provision for doubtful debts		(13)			(24)	
Profit before income tax		267			514	
Income tax expense and outside equity interests		(79)			(154)	
Net profit attributable to members of the Company		188			360	
Net loans & advances including acceptances		5,197			4,945	
Other external assets		1,034			887	
External assets		6,231			5,832	
Deposits and other borrowings		30,425			28,968	
Other external liabilities		1,105			1,108	
External liabilities		31,530			30,076	
Net interest average margin		2.84%			3.06%	
Return on assets		1.21%			1.31%	
Return on risk weighted assets		3.78%			4.12%	
Operating expenses to operating income		64.8%			65.4%	
Operating expenses to average assets		3.31%			3.70%	
Net specific provisions		(9)			(17)	
Net specific provision as a % of average net advances		0.35%			0.36%	
Net non-accrual loans		7			10	
Net non-accrual loans as a % of net advances		0.13%			0.20%	
Total employees		6,733			6,577	

PERSONAL DISTRIBUTION – Satyendra Chelvendra (Personal Banking); Mike Guerin (Rural Banking)
Michael Saadie (Private Banking); Dean Nalder (Financial Planning)

Provides a full range of banking and financial planning services to personal customer across Australia, and to small business and agri customers in rural Australia

	Half year Sep 03 \$M	Half year Mar 03 \$M	Movt Sep 03 v. Mar 03 %	Full year Sep 03 \$M	Full year Sep 02 \$M	Movt Sep 03 v. Sep 02 %
Net profit after tax		110			234	
Revenue		555			1,094	
Operating expenses		(392)			(746)	
Provision for doubtful debts		(8)			(14)	
Net specific provisions		(5)			(10)	
Net non-accrual loans		7			9	

BANKING PRODUCTS - Craig Coleman

Banking Products manufactures deposit, transaction accounts and Margin Lending products. In addition, the businesses manages ANZ's direct channels covering Phone Banking, ATMs and Internet Banking

	Half year Sep 03 \$M	Half year Mar 03 \$M	Movt Sep 03 v. Mar 03 %	Full year Sep 03 \$M	Full year Sep 02 \$M	Movt Sep 03 v. Sep 02 %
Net profit after tax		78			126	
Revenue		240			463	
Operating expenses		(123)			(273)	
Provision for doubtful debts		(5)			(10)	
Net specific provisions		(4)			(7)	
Net non-accrual loans		-			1	

CHIEF FINANCIAL OFFICER'S REVIEW (continued)



INSTITUTIONAL FINANCIAL SERVICES

Bob Edgar

- ◆ Institutional Banking
- ◆ Transaction Services
- ◆ Foreign Exchange
- ◆ Capital Markets
- ◆ Structured Finance International
- ◆ Corporate Financing & Advisory

	Half year Sep 03 \$M	Half year Mar 03 \$M	Movt Sep 03 v. Mar 03 %	Full year Sep 03 \$M	Full year Sep 02 \$M	Movt Sep 03 v. Sep 02 %
Net interest income		372			714	
Other external operating income		578			1,118	
Net inter business unit fees		(13)			(28)	
Operating income		937			1,804	
External operating expenses		(279)			(568)	
Net inter business unit expenses		(62)			(114)	
Operating expenses		(341)			(682)	
Profit before debt provision		596			1,122	
Provision for doubtful debts		(81)			(173)	
Profit before income tax		515			949	
Income tax expense and outside equity interests		(131)			(234)	
Net profit attributable to members of the Company		384			715	
Net loans & advances including acceptances		42,262			41,863	
Other external assets		17,151			17,292	
External assets		59,413			59,155	
Deposits and other borrowings		28,638			26,530	
Other external liabilities		20,973			23,934	
External liabilities		49,611			50,464	
Net interest average margin		1.75%			1.75%	
Return on assets		1.27%			1.17%	
Return on risk weighted assets		1.16%			1.08%	
Operating expenses to operating income		36.4%			37.7%	
Operating expenses to average assets		1.13%			1.12%	
Net specific provisions		(123)			(454)	
Net specific provision as a % of average net advances		0.56%			1.03%	
Net non-accrual loans		406			448	
Net non-accrual loans as a % of net advances		0.93%			1.04%	
Total employees		2,660			2,612	

INSTITUTIONAL BANKING – Murray Horn

Managing customer relationships through nine specialised industry segments. Developing financial services solutions and strategies for large businesses (turnover greater than \$100 million) in Australia & New Zealand, and through corporates where we have an existing customer relationship in United Kingdom, United States and Asia

	Half year Sep 03 \$M	Half year Mar 03 \$M	Movt Sep 03 v. Mar 03 %	Full year Sep 03 \$M	Full year Sep 02 \$M	Movt Sep 03 v. Sep 02 %
Net profit after tax		144			249	
Revenue		348			648	
Operating expenses		(85)			(165)	
Provision for doubtful debts		(55)			(122)	
Net specific provisions		(42)			(352)	
Net non-accrual loans		199			265	

TRANSACTION SERVICES – Mark Paton

Provision of cash management, trade finance, international payments, clearing and custodian services principally to institutional and corporate customers in Australasia and overseas

	Half year Sep 03 \$M	Half year Mar 03 \$M	Movt Sep 03 v. Mar 03 %	Full year Sep 03 \$M	Full year Sep 02 \$M	Movt Sep 03 v. Sep 02 %
Net profit after tax		84			153	
Revenue		212			417	
Operating expenses		(92)			(188)	
Provision for doubtful debts		(4)			(10)	
Net specific provisions		3			(6)	
Net non-accrual loans		4			4	

FOREIGN EXCHANGE – Rick Sawers

Provision of foreign exchange and commodity trading and sales related services to corporate and institutional clients globally

	Half year Sep 03 \$M	Half year Mar 03 \$M	Movt Sep 03 v. Mar 03 %	Full year Sep 03 \$M	Full year Sep 02 \$M	Movt Sep 03 v. Sep 02 %
Net profit after tax		44			84	
Revenue		126			248	
Operating expenses		(63)			(123)	
Provision for doubtful debts		(1)			(3)	
Net specific provisions		(24)			1	
Net non-accrual loans		53			77	

CAPITAL MARKETS – David Hornery

Provision of origination, underwriting, structuring, risk management, advice and sale of credit and derivative products globally

	Half year Sep 03 \$M	Half year Mar 03 \$M	Movt Sep 03 v. Mar 03 %	Full year Sep 03 \$M	Full year Sep 02 \$M	Movt Sep 03 v. Sep 02 %
Net profit after tax		36			64	
Revenue		98			181	
Operating expenses		(44)			(88)	
Provision for doubtful debts		(1)			(2)	
Net specific provisions		-			(3)	
Net non-accrual loans		19			4	

STRUCTURED FINANCE INTERNATIONAL – Gordon Branston

Provision of advisory, arranging, underwriting, financial engineering and funding services outside Australia and New Zealand in relation to project and structured finance transactions

	Half year Sep 03 \$M	Half year Mar 03 \$M	Movt Sep 03 v. Mar 03 %	Full year Sep 03 \$M	Full year Sep 02 \$M	Movt Sep 03 v. Sep 02 %
Net profit after tax		36			84	
Revenue		101			201	
Operating expenses		(37)			(76)	
Provision for doubtful debts		(11)			(22)	
Net specific provisions		(55)			(56)	
Net non-accrual loans		117			77	

CORPORATE FINANCING & ADVISORY – Peter Hodgson

Provision of complex financing and advisory services, structured financial products, leasing, private equity, project, export and leveraged finance and infrastructure investment in Australia and New Zealand

	Half year Sep 03 \$M	Half year Mar 03 \$M	Movt Sep 03 v. Mar 03 %	Full year Sep 03 \$M	Full year Sep 02 \$M	Movt Sep 03 v. Sep 02 %
Net profit after tax		40			81	
Revenue		52			108	
Operating expenses		(20)			(42)	
Provision for doubtful debts		(9)			(14)	
Net specific provisions		(5)			(38)	
Net non-accrual loans		14			21	

CHIEF FINANCIAL OFFICER'S REVIEW (continued)



CORPORATE
Graham Hodges

- ◆ Small to Medium Enterprises Australia
- ◆ Corporate Banking Australia

	Half year Sep 03 \$M	Half year Mar 03 \$M	Movt Sep 03 v. Mar 03 %	Full year Sep 03 \$M	Full year Sep 02 \$M	Movt Sep 03 v. Sep 02 %
Net interest income		238			448	
Other external operating income		100			197	
Net inter business unit fees		(21)			(41)	
Operating income		317			604	
External operating expenses		(87)			(170)	
Net inter business unit expenses		(19)			(42)	
Operating expenses		(106)			(212)	
Profit before debt provision		211			392	
Provision for doubtful debts		(24)			(46)	
Profit before income tax		187			346	
Income tax expense and outside equity interests		(56)			(104)	
Net profit attributable to members of the Company		131			242	
Net loans & advances including acceptances		14,827			13,472	
Other external assets		58			66	
External assets		14,885			13,538	
Deposits and other borrowings		11,881			11,155	
Other external liabilities		4,636			4,544	
External liabilities		16,517			15,699	
Net interest average margin		3.82%			4.05%	
Return on assets		1.61%			1.63%	
Return on risk weighted assets		1.87%			1.84%	
Operating expenses to operating income		33.4%			35.1%	
Operating expenses to average assets		1.30%			1.42%	
Net specific provisions		(8)			(49)	
Net specific provision as a % of average net advances		0.12%			0.38%	
Net non-accrual loans		87			77	
Net non-accrual loans as a % of net advances		0.60%			0.57%	
Total employees		1,522			1,487	

SMALL TO MEDIUM ENTERPRISES AUSTRALIA – Graham Hodges

Provides a full range of banking services for metropolitan based small to medium business in Australia with turnover up to \$10 million

	Half year Sep 03 \$M	Half year Mar 03 \$M	Movt Sep 03 v. Mar 03 %	Full year Sep 03 \$M	Full year Sep 02 \$M	Movt Sep 03 v. Sep 02 %
Net profit after tax		77			137	
Revenue		171			308	
Operating expenses		(53)			(100)	
Provision for doubtful debts		(8)			(13)	
Net specific provisions		(2)			(13)	
Net non-accrual loans		6			5	

CORPORATE BANKING AUSTRALIA – Graham Hodges

Managing customer relationships and developing financial solutions for medium sized businesses (turnover \$10 million to \$100 million) in Australia

	Half year Sep 03 \$M	Half year Mar 03 \$M	Movt Sep 03 v. Mar 03 %	Full year Sep 03 \$M	Full year Sep 02 \$M	Movt Sep 03 v. Sep 02 %
Net profit after tax		54			105	
Revenue		146			296	
Operating expenses		(53)			(112)	
Provision for doubtful debts		(16)			(33)	
Net specific provisions		(6)			(35)	
Net non-accrual loans		81			72	

CHIEF FINANCIAL OFFICER'S REVIEW (continued)



NEW ZEALAND BANKING
Greg Camm

Provides a full range of banking services, including wealth management, for personal, small business and corporate customers in New Zealand through branches, call centres, relationship managers and on-line banking. New Zealand Banking excludes Mortgages, Consumer Finance and Asset Finance. New Zealand geography (page xx) includes all ANZ operations in NZ.

	Half year Sep 03 \$M	Half year Mar 03 \$M	Movt Sep 03 v. Mar 03 %	Full year Sep 03 \$M	Full year Sep 02 \$M	Movt Sep 03 v. Sep 02 %
Net interest income		161			277	
Other external operating income		92			167	
Net inter business unit fees		22			46	
Operating income		275			490	
External operating expenses		(111)			(191)	
Net inter business unit expenses		(46)			(90)	
Operating expenses		(157)			(281)	
Profit before debt provision		118			209	
Provision for doubtful debts		(7)			(13)	
Profit before income tax		111			196	
Income tax expense and outside equity interests		(37)			(65)	
Net profit attributable to members of the Company		74			131	
Operating expenses to operating income		57.1%			57.3%	
Net specific provisions		3			(5)	
Net non-accrual loans		4			3	
Total employees		2,437			2,371	

CHIEF FINANCIAL OFFICER'S REVIEW (continued)



MORTGAGES
Chris Cooper

Provision of mortgage finance secured by residential real estate in Australia and New Zealand

	Half year Sep 03 \$M	Half year Mar 03 \$M	Movt Sep 03 v. Mar 03 %	Full year Sep 03 \$M	Full year Sep 02 \$M	Movt Sep 03 v. Sep 02 %
Net interest income		370			685	
Other external operating income		44			89	
Net inter business unit fees		(124)			(233)	
Operating income		290			541	
External operating expenses		(67)			(120)	
Net inter business unit expenses		(19)			(40)	
Operating expenses		(86)			(160)	
Profit before debt provision		204			381	
Provision for doubtful debts		(15)			(28)	
Profit before income tax		189			353	
Income tax expense and outside equity interests		(57)			(106)	
Net profit attributable to members of the Company		132			247	
Operating expenses ¹ to operating income		28.3%			28.3%	
Net specific provisions		(9)			(10)	
Net non-accrual loans		32			29	
Total employees		1,145			1,047	

CHIEF FINANCIAL OFFICER'S REVIEW (continued)



CONSUMER FINANCE
Brian Hartzer

Provides consumer and commercial credit cards, ePayment products, personal loans, and merchant payment facilities in Australia, New Zealand, and selected overseas markets

	Half year Sep 03 \$M	Half year Mar 03 \$M	Movt Sep 03 v. Mar 03 %	Full year Sep 03 \$M	Full year Sep 02 \$M	Movt Sep 03 v. Sep 02 %
Net interest income		214			392	
Other external operating income		152			394	
Net inter business unit fees		(47)			(92)	
Operating income		319			694	
External operating expenses		(127)			(234)	
Net inter business unit expenses		(44)			(76)	
Operating expenses		(171)			(310)	
Profit before debt provision		148			384	
Provision for doubtful debts		(75)			(161)	
Profit before income tax		73			223	
Income tax expense and outside equity interests		(25)			(73)	
Net profit attributable to members of the Company		48			150	
Operating expenses ¹ to operating income		53.0%			43.7%	
Net specific provisions		(65)			(132)	
Net non-accrual loans		2			2	
Total employees		1,043			1,156	



CHIEF FINANCIAL OFFICER'S REVIEW (continued)



ASSET FINANCE
Elizabeth Proust

Operating under the Esanda and UDC brands, our vision is to be the leading provider of vehicle and equipment finance and rental services. This means delivering superior shareholder returns, fast, convenient and excellent customer experience, an environment for our people to excel, value for our channel partners and a contribution to our community.

	Half year Sep 03 \$M	Half year Mar 03 \$M	Movt Sep 03 v. Mar 03 %	Full year Sep 03 \$M	Full year Sep 02 \$M	Movt Sep 03 v. Sep 02 %
Net interest income		173			338	
Other external operating income		42			69	
Net inter business unit fees		(4)			(8)	
Operating income		211			399	
External operating expenses		(79)			(151)	
Net inter business unit expenses		(12)			(29)	
Operating expenses		(91)			(180)	
Profit before debt provision		120			219	
Provision for doubtful debts		(32)			(69)	
Profit before income tax		88			150	
Income tax expense and outside equity interests		(27)			(47)	
Net profit attributable to members of the Company		61			103	
Operating expenses ¹ to operating income		42.7%			44.6%	
Net specific provisions		(25)			(58)	
Net non-accrual loans		55			56	
Total employees		1,290			1,303	

CHIEF FINANCIAL OFFICER'S REVIEW (continued)



ING AUSTRALIA (JOINT VENTURE)

Paul Bedbrook

ING Australia, the joint venture between ANZ and ING Group, provides integrated manufacture and distribution of wealth creation, management and protection products and services aligned to ANZ distribution and the open market

ING Australia and former ANZ businesses

	Half year Sep 03 \$M	Half year Mar 03 \$M	Movt Sep 03 v. Mar 03 %	Full year Sep 03 \$M	Full year Sep 02 \$M	Movt Sep 03 v. Sep 02 %
Net profit after tax		17			43	
Revenue		16			113	
Operating expenses		-			(43)	
Net profit after tax reconciliation						
Sold Businesses		-			40	
ING Australia		17			3	
		17			43	

ING Australia

	6 months to Sep 03 \$M	6 months to Mar 03 \$M	5 months to Sep 02 \$M	Movt Sep 03 v. Mar 03 %	Annualised Movt Sep 03 v. Sep 02 %
Funds management income		190	183		
Risk income		76	58		
		266	241		
Costs (excl goodwill on purchase of ANZ business)		(207)	(188)		
		59	53		
Capital investment earnings		24	(6)		
Net income		83	47		
Income tax expense		-	(5)		
Profit after tax		83	42		
ANZ share					
ANZ share of INGA earnings @ 49%		41	20		
Notional goodwill		(22)	(18)		
ANZ equity accounted profits		19	2		
ANZ capital hedges		2	5		
Net funding cost		(4)	(4)		
Net return to ANZ		17	3		

CHIEF FINANCIAL OFFICER'S REVIEW (continued)



ASIA PACIFIC
Bob Lyon

Provision of primarily retail banking services in the Pacific Region and Asia, including ANZ's share of PT Panin Bank in Indonesia; this business unit excludes Institutional and Corporate transactions that are included in the geographic results for Asia

	Half year Sep 03 \$M	Half year Mar 03 \$M	Movt Sep 03 v. Mar 03 %	Full year Sep 03 \$M	Full year Sep 02 \$M	Movt Sep 03 v. Sep 02 %
Net interest income		60			122	
Other external operating income		99			145	
Net inter business unit fees		-			-	
Operating income		159			267	
External operating expenses		(51)			(95)	
Net inter business unit expenses		(17)			(29)	
Operating expenses		(68)			(124)	
Profit before debt provision		91			143	
Provision for doubtful debts		(5)			(10)	
Profit before income tax		86			133	
Income tax expense and outside equity interests		(19)			(35)	
Net profit attributable to members of the Company		67			98	
Operating expenses ¹ to operating income		41.5%			45.3%	
Net specific provisions		1			(5)	
Net non-accrual loans		12			11	
Total employees		1,562			1,558	

CHIEF FINANCIAL OFFICER'S REVIEW (continued)



TREASURY
Michael Dontschuk

The Banker for all ANZ businesses. Charged with providing cash flow support, ensuring liquidity, managing interest rate risk and providing capital to the businesses

	Half year Sep 03 \$M	Half year Mar 03 \$M	Movt Sep 03 v. Mar 03 %	Full year Sep 03 \$M	Full year Sep 02 \$M	Movt Sep 03 v. Sep 02 %
Net interest income		81			200	
Other external operating income		-			(1)	
Net inter business unit fees		-			-	
Operating income		81			199	
External operating expenses		(7)			(15)	
Net inter business unit expenses		(3)			(5)	
Operating expenses		(10)			(20)	
Profit before debt provision		71			179	
Provision for doubtful debts		-			-	
Profit before income tax		71			179	
Income tax expense and outside equity interests		(22)			(54)	
Net profit attributable to members of the Company		49			125	
Total employees		43			46	