

Media Release



Corporate Communications

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For release: 28 August 2008

ANZ rated number one bank for large corporates

ANZ has been rated the number one Lead Bank for large Australian corporates according to the annual Large Corporate and Institutional Banking survey by Peter Lee Associates.

ANZ Managing Director Institutional Banking, Mark Monaghan, said the results reflect the value that ANZ places on the relationships they have with their clients and is driven by their client-centred strategy. "ANZ places enormous importance on the strength and openness of its partnerships with its clients," said Mr Monaghan.

"We aim to give our clients insights, innovative ideas and confidence in our capacity to deliver so they can achieve their goals. We know how important this is, particularly in the current environment."

Peter Lee Associates surveys the chief financial officers and treasurers of Australia's largest corporations about their overall banking relationships. It asks them to rate banks on a range of customer measures as well as delivery of specialist product services.

The 2008 survey results show that ANZ was rated No.1 in the aggregate measures:

- No.1 Share of Lead Relationships
- No.1 Share of Overall Relationships
- No.1 Relationship Strength

ANZ was rated No.1 in 16 qualitative categories, including:

- Most Trusted Advisor
- Support During Current Credit Market Instability
- Provides Creative Ideas and Solutions
- Knows Company's Industry Best
- Best Sector Analysts (joint No.1)
- Understands Funding Needs Best
- Understands Product Range Best
- Best Advice on Use of Complex/Structured Finance Products
- Best Advice on Use of Interest Rate Risk Management (joint No.1)
- Relationship Manager Capability
- Coordinates Product Specialists Best

In addition, ANZ was rated No.1 provider of 9 out of 10 product categories including:

- Domestic Credit
- Syndicated Loans
- Complex and Structured Finance
- Foreign Exchange
- Interest Rate Derivatives
- Trade Services

ANZ has a history of performing very strongly on key measures such as Most Trusted Advisor, Knows Company's Industry Best and Relationship Manager Capability.

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