

AUSTRALIA & NEW ZEALAND BANKING GROUP LTD  
Form 6-K  
October 29, 2004

**FORM 6-K**  
**SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

**Report of Foreign Private Issuer**

**Pursuant to Rule 13a-16 or 15d-16  
of the Securities Exchange Act of 1934**

**Australia and New Zealand Banking Group Limited**

(Translation of registrant's name into English)

**Level 6, 100 Queen Street Melbourne Victoria Australia**

(Address of principal executive offices)

Indicate by check mark whether the registrant files or will file annual reports under cover Form 20-F or Form 40-F.

Form 20-F  Form 40-F

Indicate by check mark whether the registrant by furnishing the information contained in this Form is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.

Yes  No

If "Yes" is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b): 82-



**Company Secretary's Office**

Level 6, 100 Queen Street

Melbourne VIC 3000

Phone 03 9273 6141

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[www.anz.com](http://www.anz.com)

**Change to the Registered Office and Address for Service of ANZ  
Holdings (New Zealand) Limited**

On 6 October 2004, the registered office and address for service for ANZ Holdings (New Zealand) Limited changed to Level 10, 2 Hunter Street, Wellington.

This address is consistent with the registered office and address for service for ANZ National Bank Limited, ANZ's registered bank in New Zealand.

ANZ Holdings (New Zealand) Limited is the issuer of reset unsecured notes which comprise part of the ASX listed ANZ Stapled Exchangeable Preferred Securities (ANZ StEPS). It is also the holding company of ANZ National Bank Limited.

John Priestley

Company Secretary

Australia and New Zealand Banking Group Limited

ABN 11 005 357 522

for and on behalf of  
Australia and New Zealand Banking Group Limited and  
ANZ Holdings (New Zealand) Limited

ARBN 105 689 932

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**Corporate Affairs**

100 Queen Street

Melbourne Vic 3000

Facsimile 03 9273 4899

[www.anz.com](http://www.anz.com)

For Release: 12 October 2004

**ANZ Trustees to merge with Equity Trustees**

ANZ today announced it had signed a Heads of Agreement with Equity Trustees Limited to merge ANZ's trustee business with Equity Trustees creating Australia's third largest trustee company and the country's leading manager of charitable foundations.

**Agreement Key Points**

In consideration for ANZ's trustee business, ANZ will become the major shareholder in Equity Trustees with a 37.5% share of the expanded issued capital and will receive \$3 million in cash.

The merged entity will be Australia's largest manager of charitable funds with over \$800 million in assets.

ANZ's traditional role in the charitable trust sector will be maintained in the merged company through the formation of a new ANZ Philanthropy Board to oversee grants by the charitable trusts connected with Equity

Trustees.

ANZ will have the right to nominate two members of the Equity Trustees Board.

ANZ Group Managing Director Strategic Development, Mr Peter Hawkins, said: The merger will create a leading national trustee company and allow ANZ to retain a strategic interest in the trustee sector and in philanthropic activities.

We are pleased to have reached agreement with Equity on the terms of a strategic partnership. The partnership will allow us to participate in their growth and success and also to continue our involvement in the important philanthropic work done by our clients' charitable trusts, he said.

Managing Director of ANZ Trustees, Mr David Ward said: Together the businesses will be stronger and enjoy the benefit of greater economies of scale than each of the current stand-alone businesses. This will be a good outcome for the clients of both companies.

Completion of the merger is expected early in 2005 subject to the outcomes of due diligence, regulatory and government approvals and approval by Equity Trustees' shareholders.

For media enquiries contact:

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**Australia and New Zealand Banking Group Limited ABN 11 005 357 522**

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For Release: 22 October 2004

**ANZ 2004 Results reporting format**

ANZ will announce its 2004 Results on Tuesday, 26 October 2004. ANZ will continue to provide relevant financial information at the business segment level. To assist market participants preparing for their analysis and to understand what disclosures ANZ will make in its Annual Results, a draft pro-forma detailing how ANZ will report individual business units is attached. Prior period numbers in the proforma have been restated to reflect the changes outlined below.

Personal Banking Australia clusters all ANZ's specialised businesses primarily serving personal customers in Australia. Personal Banking Australia consists of Mortgages Australia, Cards and Merchant Services, Banking Products and Personal Banking Distribution (including Private Banking).

The business called Consumer Finance in the 2004 Interim Results has been renamed Cards and Merchant Services and now excludes ANZ New Zealand Consumer Finance (which is reported as part of New Zealand Business) and the Asian Cards business (which is reported as part of the Asia Pacific Division). Within Personal Banking Australia the ATM business has transferred from Banking Products to Cards and Merchant Services. Small Business Banking is reported as part of Corporate.

Institutional Financial Services. The operations of Capital Markets and Foreign Exchange have been brought together as one business called Markets. Markets now also includes the Pacific Foreign Exchange business which was previously reported as part of the Asia Pacific Division.

New Zealand Business consists of The National Bank of New Zealand, ANZ New Zealand Banking, ANZ New Zealand Mortgages and now also includes ANZ New Zealand Consumer Finance.

Corporate Australia consists of Corporate Banking, Business Banking (formerly called Small to Medium Enterprises Australia) and now also includes Small Business Banking that was previously reported within Personal Banking Australia.

Asia Pacific now includes the Asian Cards business and excludes the Pacific Foreign Exchange business.

In addition, there have been a number of function transfers including some minor segmentation between Institutional Banking and Corporate together with a number of relatively minor methodology changes to revenue and cost allocations.

For media enquiries contact:

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**Australia and New Zealand Banking Group Limited ABN 11 005 357 855**

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**BUSINESS PERFORMANCE REVIEW****Profit & Loss**

	Half year Sep 04 \$M	Half year Mar 04 \$M	Movt Sep 04 v. Mar 04 %	Full year Sep 04 \$M	Full year Sep 03 \$M	Movt Sep 04 v. Sep 03 %
<b>Net profit after income tax</b>						
Personal Banking Australia		385			693	
Institutional Financial Services		396			802	
New Zealand Business		248			211	
Corporate Australia		168			311	
Esanda and UDC		69			129	
Asia Pacific		51			100	
ING Australia		47			82	
Group Centre(1)		(52)			20	
<b>Net profit (excl significant items)</b>		1,312			2,348	
Significant items		84				
<b>Net profit</b>		1,396			2,348	

(1). *Group Centre includes the operations of Treasury.*

**Personal Banking Australia**

Brian Hartzler

## Personal Banking Distribution (incl. Rural and Private Banking)

## Banking Products

## Cards and Merchant Services

## Mortgages

	Half year Sep 04 \$M	Half year Mar 04 \$M	Movt Sep 04 v. Mar 04 %	Full year Sep 04 \$M	Full year Sep 03 \$M	Movt Sep 04 v. Sep 03 %
Net interest income		933			1,771	
Other external operating income		405			701	
Net inter business unit fees		66			121	
<b>Operating income</b>		1,404			2,593	
External operating expenses		(622)			(1,144)	
Net inter business unit expenses		(143)			(295)	
<b>Operating expenses</b>		(765)			(1,439)	
<b>Profit before debt provision</b>		639			1,154	
Provision for doubtful debts		(89)			(169)	
<b>Profit before income tax</b>		550			985	
Income tax expense and outside equity interests		(165)			(292)	
<b>Net profit attributable to members of the Company</b>		385			693	
<b>Consisting of:</b>						
Personal Banking Distribution (including Private Bank)		105			199	
Banking Products		82			143	
Mortgages		111			229	
Cards and Merchant Services		87			122	
		385			693	
<b>Balance Sheet</b>						
Net loans & advances including acceptances		85,378			77,991	
Other external assets		2,067			1,838	
External assets		87,445			79,829	
Deposits and other borrowings		35,818			33,980	
Other external liabilities		1,940			1,680	
External liabilities		37,758			35,660	
<b>Ratios</b>						
Net interest average margin		2.29%			2.52%	
Return on assets		0.92%			0.96%	
Return on risk weighted assets		1.66%			1.74%	
Operating expenses to operating income		54.5%			55.5%	
Operating expenses to average assets		1.83%			1.98%	
Net specific provisions		(72)			(131)	

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Net specific provision as a % of average net advances	0.18%	0.19%
Net non-accrual loans	14	23
Net non-accrual loans as a % of net advances	0.02%	0.03%
Total employees	8,701	8,795

**Institutional Financial Services**

Steve Targett

## Institutional Banking

Markets (formerly Foreign Exchange and Capital Markets)

Trade &amp; Transaction Services

Corporate &amp; Structured Financing

	Half year Sep 04 \$M	Half year Mar 04 \$M	Movt Sep 04 v. Mar 04 %	Full year Sep 04 \$M	Full year Sep 03 \$M	Movt Sep 04 v. Sep 03 %
Net interest income		322			703	
Other external operating income		641			1,245	
Net inter business unit fees		(10)			(26)	
<b>Operating income</b>		953			1,922	
External operating expenses		(278)			(551)	
Net inter business unit expenses		(62)			(124)	
<b>Operating expenses</b>		(340)			(675)	
<b>Profit before debt provision</b>		613			1,247	
Provision for doubtful debts		(86)			(165)	
<b>Profit before income tax</b>		527			1,082	
Income tax expense and outside equity interests		(131)			(280)	
<b>Net profit attributable to members of the Company</b>		396			802	
<b>Consisting of:</b>						
Institutional Banking		151			302	
Transaction Services		87			164	
Markets		94			189	
Corporate and Structured Financing		64			147	
		396			802	
<b>Balance Sheet</b>						
Net loans & advances including acceptances		39,285			40,911	
Other external assets		15,821			16,066	
External assets		55,106			56,977	
Deposits and other borrowings		28,583			27,170	
Other external liabilities		20,188			20,835	
External liabilities		48,771			48,005	
<b>Ratios</b>						
Net interest average margin		1.62%			1.68%	
Return on assets		1.40%			1.34%	
Return on risk weighted assets		1.10%			1.22%	
Operating expenses to operating income		35.6%			35.1%	
Operating expenses to average assets		1.20%			1.13%	

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Net specific provisions	(62)	(217)
Net specific provision as a % of average net advances	0.31%	0.52%
Net non-accrual loans	360	352
Net non-accrual loans as a % of net advances	0.92%	0.86%
Total employees	2,872	2,795

**New Zealand Business(1)**

Sir John Anderson

ANZ New Zealand Banking

ANZ New Zealand Mortgages

National Bank of New Zealand

ANZ New Zealand Consumer Finance

	Half year Sep 04 \$M	Half year Mar 04 \$M	Movt Sep 04 v. Mar 04 %	Full year Sep 04 \$M	Full year Sep 03 \$M	Movt Sep 04 v. Sep 03 %
Net interest income		548			497	
Other external operating income		232			254	
Net inter business unit fees		3			5	
<b>Operating income</b>		783			756	
External operating expenses		(316)			(280)	
Net inter business unit expenses		(61)			(122)	
<b>Operating expenses</b>		(377)			(402)	
<b>Profit before debt provision</b>		406			354	
Provision for doubtful debts		(45)			(37)	
<b>Profit before income tax</b>		361			317	
Income tax expense and outside equity interests		(113)			(106)	
<b>Net profit attributable to members of the Company</b>		248			211	
<b>Balance Sheet</b>						
Net loans & advances including acceptances		45,232			13,926	
Other external assets		8,823			453	
External assets		54,055			14,379	
Deposits and other borrowings		43,322			11,708	
Other external liabilities		4,765			308	
External liabilities		48,087			12,016	
<b>Ratios</b>						
Net interest average margin		2.85%			3.57%	
Return on assets		1.23%			1.49%	
Return on risk weighted assets		1.74%			2.15%	
Operating expenses to operating income		48.1%			53.2%	
Operating expenses to average assets		1.87%			2.84%	
Net specific provisions		(11)			(20)	
Net specific provision as a % of average net advances		0.06%			0.15%	
Net non-accrual loans		25			8	
Net non-accrual loans as a % of net advances		0.06%			0.06%	
Total employees		7,784			2,939	



**Corporate Australia**

Graham Hodges

Corporate Banking Australia

Business Banking Australia

Small Business Banking

	Half year Sep 04 \$M	Half year Mar 04 \$M	Movt Sep 04 v. Mar 04 %	Full year Sep 04 \$M	Full year Sep 03 \$M	Movt Sep 04 v. Sep 03 %
Net interest income		313			574	
Other external operating income		132			251	
Net inter business unit fees		(49)			(92)	
<b>Operating income</b>		396			733	
External operating expenses		(98)			(180)	
Net inter business unit expenses		(29)			(54)	
<b>Operating expenses</b>		(127)			(234)	
<b>Profit before debt provision</b>		269			499	
Provision for doubtful debts		(28)			(55)	
<b>Profit before income tax</b>		241			444	
Income tax expense and outside equity interests		(73)			(133)	
<b>Net profit attributable to members of the Company</b>		168			311	
<b>Consisting of:</b>						
Business Banking Australia		86			159	
Corporate Banking Australia		57			106	
Small Business Banking		25			46	
		168			311	
<b>Balance Sheet</b>						
Net loans & advances including acceptances		17,635			15,937	
Other external assets		63			56	
External assets		17,698			15,993	
Deposits and other borrowings		15,080			14,408	
Other external liabilities		5,397			5,100	
External liabilities		20,477			19,508	
<b>Ratios</b>						
Net interest average margin		4.01%			4.05%	
Return on assets		1.67%			1.72%	
Return on risk weighted assets		1.97%			2.09%	
Operating expenses to operating income		32.1%			31.9%	
Operating expenses to average assets		1.26%			1.29%	
Net specific provisions		(20)			(63)	
Net specific provision as a % of average net advances		0.24%			0.43%	
Net non-accrual loans		42			77	
Net non-accrual loans as a % of net advances		0.24%			0.48%	



Total employees	1,635	1,596
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**Esanda and UDC**

Elizabeth Proust

Provides vehicle and equipment finance and rental services. Operates in Australia as Esanda and Esanda FleetPartners and in New Zealand as UDC and Esanda FleetPartners

	Half year Sep 04 \$M	Half year Mar 04 \$M	Movt Sep 04 v. Mar 04 %	Full year Sep 04 \$M	Full year Sep 03 \$M	Movt Sep 04 v. Sep 03 %
Net interest income		179			350	
Other external operating income		48			86	
Net inter business unit fees		(5)			(8)	
<b>Operating income</b>		222			428	
External operating expenses		(75)			(155)	
Net inter business unit expenses		(14)			(24)	
<b>Operating expenses</b>		(89)			(179)	
<b>Profit before debt provision</b>		133			249	
Provision for doubtful debts		(33)			(63)	
<b>Profit before income tax</b>		100			186	
Income tax expense and outside equity interests		(31)			(57)	
<b>Net profit attributable to members of the Company</b>		69			129	
Operating expenses to operating income		40.1%			41.8%	
Net specific provisions		(24)			(72)	
Net non-accrual loans		59			49	
Total employees		1,247			1,311	

**Asia Pacific**

Elmer Funke Kupper

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 included in the geographic results for Asia Pacific which are included in IFS results

	Half year Sep 04 \$M	Half year Mar 04 \$M	Movt Sep 04 v. Mar 04 %	Full year Sep 04 \$M	Full year Sep 03 \$M	Movt Sep 04 v. Sep 03 %
Net interest income		72			140	
Other external operating income		72			149	
Net inter business unit fees						
<b>Operating income</b>		144			289	
External operating expenses		(53)			(111)	
Net inter business unit expenses		(14)			(31)	
<b>Operating expenses</b>		(67)			(142)	
<b>Profit before debt provision</b>		77			147	
Provision for doubtful debts		(11)			(19)	
<b>Profit before income tax</b>		66			128	
Income tax expense and outside equity interests		(15)			(28)	
<b>Net profit attributable to members of the Company</b>		51			100	
Operating expenses to operating income		46.5%			49.1%	
Net specific provisions		(7)			(1)	
Net non-accrual loans		17			17	
Total employees		1,632			1,624	

**ING Australia**

Paul Bedbrook

INGA, 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

	Half year Sep 04 \$M	Half year Mar 04 \$M	Movt Sep 04 v. Mar 04 %	Full year Sep 04 \$M	Full year Sep 03 \$M	Movt Sep 04 v. Sep 03 %
Funds management income		206			392	
Risk income		80			158	
		286			550	
Costs (excl goodwill on purchase of ANZ business)		(198)			(403)	
		88			147	
Capital investment earnings		65			85	
Net income		153			232	
Income tax expense		(27)			(29)	
<b>Profit after tax</b>		126			203	
<b>ANZ share</b>						
ANZ share of INGA earnings @ 49%		62			99	
ANZ capital hedges		(6)			(6)	
Net funding cost		(9)			(11)	
<b>Net return to ANZ</b>		47			82	

**Other Units**

Group People Capital

Group Risk Management

Treasury

Group Strategic Development

Group Financial Management

Operations, Technology & Shared Services

	Half year Sep 04 \$M	Half year Mar 04 \$M	Movt Sep 04 v. Mar 04 %	Full year Sep 04 \$M	Full year Sep 03 \$M	Movt Sep 04 v. Sep 03 %
Net interest income		152			292	
Other external operating income		(10)			32	
Net inter business unit fees		(5)				
<b>Operating income</b>		137			324	
External operating expenses		(461)			(809)	
Net inter business unit expenses		324			652	
<b>Operating expenses</b>		(137)			(157)	
<b>Profit before debt provision</b>					167	
Provision for doubtful debts		(21)			(106)	
<b>Profit before income tax</b>		(21)			61	
Income tax expense and outside equity interests		(31)			(41)	
<b>Net profit attributable to members of the Company</b>		(52)				