



Media Release

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MoU with Switzerland's Vontobel continues development of distinctive ANZ private bank offering

ANZ today announced it had signed a Memorandum of Understanding (MoU) with Switzerland's Vontobel Group to bring together capabilities for the development of a distinctive private bank offering to ANZ's clients across the Asia Pacific region.

The planned alliance will also provide Vontobel with the opportunity to further grow distribution in Australia, New Zealand and Asia Pacific through ANZ's network in 30 countries.

ANZ Global Wealth and Private Banking CEO Joyce Phillips said: "This MoU is another step in bringing our super regional strategy to life in ANZ Private Bank.

"It provides a pathway to develop a distinctive relationship with Vontobel that will deliver a unique offering for our private bank clients in Australia, New Zealand and Asia. The aim is to provide clients with access to world-class investment capabilities to support our transition to an investment-led client offering," Ms Phillips said.

Vontobel Chief Executive Officer Zeno Staub said: "We are very proud to take this step toward entering a strategic partnership with ANZ and we are looking forward to working together to enhance the private banking experience of ANZ's customers."

The ANZ-Vontobel MoU sets out the broad areas of intended cooperation between ANZ and Vontobel which are expected to be formalised in a Cooperation Agreement in the first half of 2013. These areas of cooperation include: Vontobel's expertise in global investments, discretionary portfolio management, structured products and tools, client advisory and client processes; and ANZ's presence and franchise in Asia Pacific.

Ms Phillips added: "The planned alliance with Vontobel will bring a truly global perspective to the way we view investments as part of a strategy to provide clients with a holistic approach to managing their wealth."

ANZ Global Wealth and Private Banking has a distribution footprint across Australia, New Zealand, Hong Kong, Singapore, Taiwan and Indonesia with an established, high quality client base.

The Vontobel Group is a globally-oriented Swiss private bank specialising in wealth management for private clients and asset management for institutional investors, as well as in investment banking. Vontobel holds approximately CHF140 billion (A\$141 billion) of client assets and is recognised for its capabilities in providing world-class investments for clients. Further information on Vontobel can be found at www.vontobel.com.

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