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**Additional information about ANZ's approach to small businesses, for the Joint
Select Committee on Trade and Investment Growth Inquiry
into Australia's Future in Research and Innovation**

Dear Committee,

This letter is to provide examples of ANZ's approach to supporting small business, supplementing our submission.

Supporting new small businesses is a priority for ANZ. ANZ is one of the few banks that provide unsecured, cashflow-based loans to small business, that is loans that do not require security over a home or other property. We are actively competing to increase our share of this market and have ample funds available for lending to small business.

In the three years to September 2015, we achieved 14 per cent average growth in loans. In response to strong customer demand, we increased the number of specialist small business bankers by 8 per cent in 2015 and 70 per cent of branch staff now have small business accreditation. We announced the \$2bn lending pledge for new small businesses. ANZ has also launched a \$3bn trade lending pledge to help customers develop their businesses in the region.

The ANZ also supports the ANZ Business Growth Program in partnership with the University of South Australia. The program, developed by Professor Jana Matthews Director of the Centre of Business Growth at the university, is open to management teams of ANZ business customers with less than 200 employees and more than \$5 million in annual sales.

Ten high-performing small to medium sized enterprises (SMEs) from around Australia have been selected to undertake the 2016 program, a nine-month intensive course aimed to help businesses build the foundations for long-term growth. The ten companies who participated in 2015 have since created 114 jobs in total and achieved an aggregate 24 per cent increase in revenue, taking earnings from \$132m to \$164m.

ANZ also works actively to promote the opportunities from the growth of Asia growth to customers. For example, the ANZ Regional Business Banking group took a delegation of



around 25 agribusiness customers (grain growers and traders) to China and Vietnam in March 2016. The tour focused on grain for brewing, milling and feed, and helping our agricultural customers gain a deeper understanding of these two key Asian markets. We believe that the tour has assisted Australian growers gain first-hand knowledge on how to navigate the local environment and develop new business opportunities.

We would be happy to respond to any additional questions from the Committee.

Yours sincerely

Rob Lomdahl