

Bruce Mathrick had the great honour of saying a few words at David Craig's funeral in relation to David's career with ANZ.

"I'll briefly touch on important notes in his career after having transferred from New Zealand. He actually spent more time in Australia than he did in his native country.

David held Senior positions with Esanda (which, for those of you who are not aware, was ANZ's subsidiary finance company that specialised in equipment finance, auto loans and dealer funding although the brand was retired in 2019).

Grindlays Bank (an acquisition during the 1980s) where he was appointed as its first CEO after being on the task force team to finalise the acquisition.

Later, on returning to Australia he was appointed as General Manager Business Banking until his final appointment as Chief Financial Officer in 1992 until his retirement in 1997.

Recent comments that have been relayed to me directly or read on the retired officer's Facebook site reaffirmed my personal view of David's integrity, abilities, common sense and humility that were all crucial traits of his character.

Accolades like "good banker and great boss", "terrific guy, real gentleman", "very capable, great man, excellent leader and really understood finance and banking" and "lovely man" all resonate with me from my personal interactions with him.

While I was not a direct report to David, I had regular contact with him and ANZ was the first of the Australian banks to establish debt investor presentations or "roadshows" in Europe, USA and Asia, as well as Australia of course.

This was crucial in support of my role as Head of Wholesale Funding and David was fully on board with that activity and resulted in us travelling to those regions on a regular basis to meet with influential international fund managers like Wellington Management, Cambridge Associates, Franklin Templeton and Allianz; businesses which had several hundred billion dollars under management and in some cases north of \$1 trillion.

We were supported by global investment banks who arranged introductions to potential investors ahead of proposed issues and let me assure you that these companies had excellent analysts who were not averse to asking difficult questions. David always answered concisely, accurately, and with dignity.

David's reputation was enhanced from those meetings with feedback from both the investment banking community and the investment companies themselves, all of whom viewed David as honest, believable, a trustworthy banker and a credible representative of ANZ bank.

The importance of those meetings was crucial as these companies have specific risk management guidelines for a percentage take of a particular issue and are also affected by maximum participation based on credit rating and the perception of liquidity in the

marketplace. We (ANZ) need a good story, one which would stand the test over time and he delivered.

Another sideline to these comments is that the Reserve Bank subsequently acknowledged that ANZ had led the market in this area and paved the way for all Australian banks to access wholesale funds on a regular basis from the Euro markets and the US under foreign bank exemptions from the Securities Exchange Act of 1934.

David's contributions helped forge the way for increased reliance on overseas investors for the bank's wholesale funding requirements.

Now on a lighter note, many people would view these trips as some sort of junket and these comments were often so directed on return from a 14 day intensive roadshow. Allow me to suggest to you that breakfast in Frankfurt, lunch in Luxembourg and dinner in Paris with numerous meetings in between is not exactly a holiday. Now to be fair, I'm not saying that we didn't enjoy the hospitality, but we were still "on show" and David never faltered in his prepared story, his consistency and ability to answer "left field" questions honestly and thoroughly.

On a lighter note, as I said, hospitality was frequently extended by bankers and other intermediaries and some of you may be aware that David was a connoisseur of fine wine and it was during one such a luncheon in Zürich where his wry humour came to the fore. This was about 30 years ago when there was a shortage of cork for wine bottles and screw tops were being experimented with at that time. The Swiss are not known for their culinary skills and a bottle of wine was brought to the table which was, in fact, a screw top and after tasting the wine I politely said to David they experimented with this in Australia but it hasn't really worked very well, to which he politely and quietly responded, "It hasn't here either." The comment was discreet and too subtle for our hosts that day.

Minerva House, which was Grindlay's headquarters and later became the bank's London headquarters had an adjacent accommodation block which was used by visiting Australians, amongst others, and the top floor which had been the Grindlays former CEO's residence had been converted into two apartments with an adjoining door. On one visit, David had one apartment, and I had the other and his, being the larger of the two, had the lock to the door on his side. On the Sunday morning, the day after we arrived from Melbourne, I was still in bed when I heard the door open, David walked through, stopped at my bedroom door and said "I wondered where this door led" He was standing in his underwear, so I said "not today David, I'm too tired."

On a serious note, David never pretended to be anything other than he was, a considered man, conscientious and respectful to everyone regardless of their perceived station in life or in the hierarchy of ANZ.

He once said to me "I don't understand what it is you do, but I rely on you to do it" and that honesty personifies his life and gained just a little more of my respect and I made it my business to keep him informed of anything that we did that could be considered unusual

in the marketplace so that he was properly prepared for the media or analysts. The gesture of empowerment meant a lot to me.

He never lost sight of his Kiwi origins and supported the All Blacks unwaveringly although we seldom discussed the rivalry because I didn't have much to crow about in Bledislow Cup competition. He also supported Richmond in the AFL so he certainly saw the ups and downs in that respect.

Following David's retirement in 1997, we became friends and saw each other regularly, if not frequently, and he was exactly the same person in retirement as he had been in his senior position at ANZ. While essentially a private person, it did not mean that he was anti-social. On the contrary, he was very good company.

I recall on one occasion when Nancye and I were having dinner together with David and Suzie, he commented that he didn't think he would reach 70 years of age. Well, I think 86 is a pretty good innings in cricketing terms.

Janine and Jeff, I am sure you are justifiably proud of your Dad.

I will conclude by saying I'm a better person for having known David and his reputation is well deserved and I am proud to have called him my friend.

Vale David"
Bruce Mathwick