Interim financial report
For the six months ended 31 March 2013

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The interim financial report does not set out all of the notes of the type normally included in an annual financial report. Accordingly, this report is to be read in conjunction with the annual report for the year ended 30 September 2012 and any public announcements made by Westpac Securities NZ Limited during the interim reporting period in accordance with any relevant continuous disclosure obligations.

The interim financial report covers Westpac Securities NZ Limited (the 'Company') as an individual entity.

The Company is limited by shares, incorporated and domiciled in New Zealand. Its registered office is:

Westpac on Takutai Square 16 Takutai Square Auckland

A description of the nature of the Company's operations and its principal activities is included in the interim management report on page 3.

The members of the Board of Directors of the Company ('Board') at the date of these financial statements are:

NamePrincipal activity outside the CompanyPeter Graham ClareChief Executive, Westpac New Zealand Limited ('WNZL')Leigh James BartlettChief Financial Officer, WNZLMariette Maria Bernadette van RynGeneral Manager, Regulatory Affairs & General Counsel NZ, WNZLWilliam David MalcolmChief Risk Officer, WNZL

### Changes to Directorate

- David Andrew Watts resigned as Director of the Company with effect from 1 April 2013
- William David Malcolm was appointed as a Director of the Company with effect from 1 April 2013

The interim financial report was authorised for issue by the Directors on 30 May 2013. The Board has the power to amend and reissue the interim financial report.

## Disclosure regarding forward-looking statements

These interim financial statements contain statements that constitute "forward-looking statements" within the meaning of section 21E of the United States Securities Exchange Act 1934. Forward-looking statements are statements about matters that are not historical facts. Forward-looking statements appear in a number of places in these interim financial statements and include statements regarding the Company's intent, belief or current expectations with respect to the business and operations, market conditions, results of operations and financial condition. We use words such as "will", "may", "expect", "intend", "seek", "would", "should", "could", "continue", "plan", "estimate", "anticipate", "believe", "probability", "risk", or other similar words to identify forward-looking statements. These forward looking statements reflect the Company's current views with respect to future events and are subject to change, certain risks, uncertainties and assumptions which are, in many instances, beyond the Company's control and have been made based upon management's expectations and beliefs concerning future developments and their potential effect upon the Company. There can be no assurance that future developments will be in accordance with the Company's expectations or that the effect of future developments on the Company will be those anticipated. Actual results could differ materially from those which the Company expects, depending on the outcome of various factors including but not limited to:

- the effect of, and changes in, laws, regulations, taxation or accounting standards or practices and government policy, particularly changes to liquidity, leverage and capital requirements;
- the stability of New Zealand, Australian and international financial systems and disruptions to financial markets and any losses or business impacts WNZL, its customers or counterparties may experience as a result;
- market volatility, including uncertain conditions in funding, equity and asset markets;
- adverse asset, credit or capital market conditions;
- changes to the credit ratings of WNZL or Westpac Banking Corporation ('WBC');
- levels of inflation, interest rates, exchange rates and market and monetary fluctuations;
- market liquidity and investor confidence;
- changes in economic conditions, consumer spending, saving and borrowing habits in New Zealand and in other countries in which WNZL or
  its customers or counterparties conduct their operations and WNZL's ability to maintain or to increase market share and control expenses;
- the effects of competition in the geographic and business areas in which WNZL conducts its operations;
- reliability and security of WNZL's technology and risks associated with changes to technology systems;
- the timely development and acceptance of new products and services and the perceived overall value of these products and services by customers:
- the effectiveness of WNZL's risk management policies, including its internal processes, systems and employees;
- the occurrence of environmental change or external events in countries in which WNZL or its customers or counterparties conduct their operations;
- internal and external events which may adversely impact WNZL's reputation;
- changes in political, social or economic conditions in any of the major markets in which WNZL or its customers or counterparties operate;
- the success of strategic decisions involving business expansion and integration of new businesses; and
- various other factors beyond WNZL's and the Company's control.

The above list is not exhaustive. For certain other factors that may impact on forward-looking statements made in these interim financial statements refer to the section on 'Principal risks and uncertainties' in the Interim Management Report and Responsibility statement. When relying on forward-looking statements to make decisions with respect to the Company, investors and others should carefully consider the foregoing factors and other uncertainties and events.

The Company is under no obligation, and does not intend, to update any forward-looking statements contained in these interim financial statements, whether as a result of new information, future events or otherwise, after the date of these interim financial statements.

Information contained in or accessible through the websites mentioned in these interim financial statements does not form part of this report unless we specifically state that it is incorporated by reference and forms part of this report. All references in these interim financial statements to websites are inactive textual references and are for information only.

## Interim management report

#### Review and results of the Company's operations during the six months ended 31 March 2013

The principal activity of the Company (acting through its London branch) is to raise and manage offshore wholesale funding for WNZL.

The profit after income tax expense of the Company for the six months ended 31 March 2013 was \$1,241,000 compared with the profit after income tax expense of \$1,649,000 for the six months ended 31 March 2012, a decrease of 25%.

Interest income decreased by 25% to \$102,756,000 compared to the six months ended 31 March 2012. The reason for the \$34,612,000 decrease is consistent with the explanation given for the decrease in interest expense.

Interest expense decreased by 25% to \$101,074,000 compared to the six months ended 31 March 2012. The \$34,044,000 decrease was mainly due to a decreased level of funding caused by a lower funding demand by WNZL.

Net interest income decreased by 25% to \$1,682,000 compared to the six months ended 31 March 2012.

Non-interest income increased by 18% to \$471,000 compared to the six months ended 31 March 2012.

Operating expenses increased by 21% to \$433,000 compared to the six months ended 31 March 2012. This increase was due to an increased level of operating services received by the Company.

Income tax expense of \$479,000 decreased by 25% due to the decrease in profit before income tax expense for the six month period.

Total debt issues as at 31 March 2013 were \$8,728,657,000 which was a decrease of \$1,233,795,000, or 12%, compared to \$9,962,452,000 as at 30 September 2012. This decrease was due to a decreased funding requirement by WNZL.

For further information on the financial performance and position of WNZL, refer to its most recent Disclosure Statement available on WNZL's website at www.westpac.co.nz.

### Significant events during the six months ended 31 March 2013

There were no significant events during the six months ended 31 March 2013.

#### Principal risks and uncertainties

The Company's business is subject to risks that can adversely impact its business, results of operations, financial condition and future performance. As the Company is an indirect, wholly-owned subsidiary of WNZL, it is consequently affected by the same principal risks and uncertainties which affect WNZL. The principal risks and uncertainties that affect WNZL are set forth below. There are no additional material risk factors solely affecting the Company. If any of the following risks occur, our business, results of operations, financial condition or future performance could be materially adversely affected, with the result that the trading price of the Company's securities could decline and you could lose all, or part of your investment. You should carefully consider the risks described and the other information in this interim financial report before investing in the Company's securities. The risks and uncertainties described below are not the only ones the Company may face. Additional risks and uncertainties of which we are unaware or that we currently deem to be immaterial, may also become important factors that affect the Company.

## WNZL's businesses are highly regulated and WNZL could be adversely affected by failing to comply with existing laws and regulations or by changes in laws and regulations and regulatory policy

As a financial institution, WNZL is subject to detailed laws and regulations in each of the jurisdictions in which it operates or obtains funding including New Zealand, the United Kingdom, Switzerland and the United States. It is also supervised by a number of different regulatory authorities which have broad administrative power over its businesses. The Reserve Bank of New Zealand ('RBNZ') has supervisory oversight of WNZL's operations.

WNZL is responsible for ensuring that it complies with all applicable legal and regulatory requirements (including accounting standards) and industry codes of practice in the jurisdictions in which it operates or obtains funding, as well as meeting its ethical standards.

Compliance risk arises from these legal and regulatory requirements. If WNZL fails to comply with applicable laws and regulations, it may be subject to fines, penalties or restrictions on its ability to do business. An example of the broad administrative power available to regulatory authorities is the power available to the RBNZ in certain circumstances to investigate WNZL's affairs, issue a direction to WNZL (such as a direction to cease to carry on all or part of its business, consult with the RBNZ or take any action as directed to address a breach of its conditions of registration), or remove a director. Any such costs and restrictions could adversely affect WNZL's business, reputation, prospects, financial performance or financial condition.

As with other financial services providers, WNZL faces increasing supervision and regulation in most of the jurisdictions in which it operates or obtains funding, particularly in the areas of funding, liquidity, capital adequacy and prudential regulation. For example, in December 2010 the Basel Committee on Banking Supervision announced a revised global regulatory framework, known as Basel III. Basel III, among other things, increases the required quality and quantity of capital held by banks and introduces new minimum standards for the management of liquidity risk. The Basel III framework came into effect on 1 January 2013, subject to various transitional arrangements.

During the half year ended 31 March 2013 there were further developments with other previously announced regulatory proposals. These reforms were introduced by authorities in the various jurisdictions in which WNZL operates or obtains funding and propose significant regulatory change for financial institutions. This includes global OTC derivatives reform as well as other components of the US Dodd-Frank legislation which is designed to reform the entire system for the supervision and regulation of financial firms that operate in or have a connection with the US, including foreign banks like WNZL. There is also the RBNZ (Covered Bonds) Amendment Bill (which would implement a legislative framework for covered bonds) and the Financial Markets Conduct Bill (which would replace the New Zealand Securities Act). The RBNZ continued to work with banks on the implementation of its Open Bank Resolution policy, which will be implemented by a new condition of registration which is expected to take effect on 30 June 2013. Other areas of potential change that could impact WNZL include changes to accounting and reporting requirements, tax legislation, securities legislation, regulation relating to remuneration, consumer protection and competition legislation, privacy legislation, bribery, anti-money laundering and counter-terrorism financing laws. In addition, further changes may occur driven by policy, prudential or political factors.

## Interim management report (continued)

Regulation is becoming increasingly extensive and complex. Some areas of potential regulatory change involve multiple jurisdictions seeking to adopt a coordinated approach. This may result in conflicts with specific requirements of the jurisdictions in which WNZL operates and, in addition, such changes may be inconsistently introduced across jurisdictions.

Changes may also occur in the oversight approach of regulators. It is possible that governments in the jurisdictions in which WNZL or the Company operates or obtains funding might revise their application of existing regulatory policies that apply to, or impact, WNZL's or the Company's business, including for reasons relating to national interest and/or systemic stability.

Regulatory changes and the timing of their introduction continue to evolve and WNZL currently manages its businesses in the context of regulatory uncertainty. The nature and impact of future changes are not predictable and are beyond WNZL's control. Regulatory compliance and the management of regulatory change is an increasingly important part of WNZL's strategic planning. WNZL expects that it will be required to continue to invest significantly in compliance and the management and implementation of regulatory change and, at the same time, significant management attention and resources will be required to update existing or implement new processes to comply with the new regulations.

Regulatory change may also impact WNZL's operations by requiring it to have increased levels of liquidity and higher levels of, and better quality, capital as well as place restrictions on the businesses it conducts or require WNZL to alter its product and service offerings. If regulatory change has any such effect, it could adversely affect one or more of WNZL's businesses, restrict its flexibility, require it to incur substantial costs and impact the profitability of one or more of its business lines. Any such costs or restrictions could adversely affect WNZL's business, prospects, financial performance or financial condition.

## Adverse credit and capital market conditions may significantly affect WNZL's ability to meet funding and liquidity needs and may increase its cost of funding

WNZL relies on credit and capital markets to fund its business and as a source of liquidity. WNZL's liquidity and costs of obtaining funding are related to credit and capital market conditions.

Global credit and capital markets have experienced extreme volatility, disruption and decreased liquidity in recent years. While there have been periods of stability in these markets, the environment has become more volatile and unpredictable. This has been exacerbated by the potential for sovereign debt defaults and/or banking failures in Europe which has contributed to volatility in stock prices and in credit spreads. Adding to the uncertainty has been a slowing in the global economic outlook for a number of countries including China and the uncertain recovery of the US economy. WNZL's direct exposure to the affected European countries is immaterial, with the main risks it faces being damage to market confidence, changes to the access, and cost of funding and a slowing in global activity or through other impacts on entities with whom WNZL does business

As of 31 March 2013, approximately 20% of WNZL's total net funding originated from domestic and international wholesale markets (30 September 2012: 23%, 31 March 2012: 24%). Of this around 71% was sourced outside New Zealand (30 September 2012: 71%, 31 March 2012: 76%).

A shift in investment preferences of businesses and consumers away from bank deposits toward other asset or investment classes would increase WNZL's need for funding from relatively less stable or more expensive forms of funding.

If market conditions deteriorate due to economic, financial, political or other reasons, WNZL's funding costs may be adversely affected and its liquidity and its funding and lending activities may be constrained.

If WNZL's current sources of funding prove to be insufficient, it may be forced to seek alternative financing. The availability of such alternative financing, and the terms on which it may be available, will depend on a variety of factors, including prevailing market conditions, the availability of credit, our credit ratings and credit market capacity. Even if available, the cost of these alternatives may be more expensive or on unfavourable terms, which could adversely affect WNZL's results of operations, liquidity, capital resources and financial condition. There is no assurance that WNZL will be able to obtain adequate funding and do so at acceptable prices, nor that it will be able to recover any additional

If WNZL is unable to source appropriate funding, it may also be forced to reduce its lending or begin to sell liquid securities. Such actions may adversely impact WNZL's business, prospects, liquidity, capital resources, financial performance or financial condition.

WNZL enters into collateralised derivative positions which may require it to post additional collateral based on movements in market rates, which would adversely affect WNZL's liquidity.

## Failure to maintain credit ratings could adversely affect WNZL's cost of funds, liquidity, competitive position and access to capital

Credit ratings are opinions on WNZL's creditworthiness. WNZL's credit ratings affect the cost and availability of funding from capital markets and other funding sources and they may be important to customers or counterparties when evaluating WNZL's products and services. Therefore, maintaining high quality credit ratings is important.

The credit ratings assigned to WNZL by rating agencies are based on an evaluation of a number of factors, including WNZL's financial strength, WNZL's position as part of the Westpac Banking Corporation Group ('WBC Group'), structural considerations regarding the New Zealand financial system and the credit rating of the New Zealand government. A credit rating downgrade could be driven by the occurrence of one or more of the other risks identified in this section or by other events including changes to the methodologies used by the rating agencies to determine ratings.

The credit ratings of a subsidiary are generally linked to the credit ratings of its parent entity. Consequently, should the long-term issuer credit rating of WBC be downgraded, it is likely that WNZL's long-term issuer credit rating would also be downgraded which would adversely affect its cost of funds and related margins, collateral requirements, liquidity, competitive position and access to capital markets.

Failure to maintain WNZL's current credit ratings could adversely affect its cost of funds and related margins, collateral requirements, liquidity, competitive position and its access to capital markets. The extent and nature of these impacts would depend on various factors, including the extent of any ratings change, whether WNZL's ratings differ among agencies (split ratings) and whether any ratings changes also impact WNZL's peers or the sector.

## Interim management report (continued)

A systemic shock in relation to the New Zealand, Australian or other financial systems could have adverse consequences for WNZL or its customers or counterparties that would be difficult to predict and respond to

There is a risk that a major systemic shock could occur that causes an adverse impact on the New Zealand, Australian or other financial systems

As outlined above, the financial services industry and capital markets have been, and may continue to be, adversely affected by continuing market volatility and the negative outlook for global economic conditions. There is an increased focus on the potential for sovereign debt defaults and/or significant bank failures in the 17 countries comprising the Eurozone which has exacerbated these conditions. There can be no certainty that the market disruptions in the Eurozone, including the increased cost of funding for certain Eurozone governments, will not spread, nor can there be any assurance that future assistance packages will be available or sufficiently robust to address any further market contagion in the Eurozone or elsewhere. If the situation in the Eurozone worsens, there could be serious implications for the European Union and the euro, which, if destabilised, could result in currency fluctuations and operational disruptions that negatively impact WNZL.

Any such market and economic disruptions could adversely affect financial institutions such as WNZL because consumer and business spending may decrease, unemployment may rise and demand for the products and services WNZL provides may decline, thereby reducing its earnings. These conditions may also affect the ability of WNZL's borrowers to repay their loans or WNZL's counterparties to meet their obligations, causing WNZL to incur higher credit losses. These events could also result in the undermining of confidence in the financial system, reducing liquidity and impairing WNZL's access to funding and impairing WNZL's customers and counterparties and their businesses. If this were to occur, WNZL's business, prospects, financial performance or financial condition could be adversely affected.

The nature and consequences of any such event are difficult to predict and there can be no guarantee that WNZL could respond effectively to any such event.

## WNZL is subject to contagion and reputation risk, which may adversely impact WNZL's financial conditions and results of operations

As part of a larger business group, WNZL is vulnerable to financial and reputational damage by virtue of its association with other members of the WBC Group, any of which may suffer the occurrence of a risk event, including financial stress or failure. In WNZL's case, the damage may be financial and may impact its financial condition and results of operations if the financial resources provided by WBC to support WNZL are withdrawn. Reputational consequences (including damage to the Westpac franchise), as a result of the occurrence of a risk event (for example, major operational failure), may exceed the direct cost of the risk event itself and may impact on WNZL's results.

#### Declines in asset markets could adversely affect WNZL's operations or profitability

Declines in New Zealand, Australian or other asset markets, including equity, residential and commercial property and other asset markets, could adversely affect WNZL's operations and profitability.

Declining asset prices could impact WNZL's wealth management business. Earnings in WNZL's wealth management business are, in part, dependent on asset values because it receives fees based on the value of securities and/or assets held or managed. A decline in asset prices could negatively impact the earnings of this business.

Declining asset prices could also impact customers and counterparties and the value of security WNZL holds against loans and derivatives which may impact its ability to recover amounts owing to it if customers or counterparties were to default. It may also affect WNZL's level of provisioning which in turn impacts profitability.

## A weakening of the real estate market in New Zealand could adversely affect WNZL

Loans secured by residential mortgages are important to WNZL's business. As at 31 March 2013, housing loans represented approximately 60% of WNZL's gross loans and advances (30 September 2012: 60%, 31 March 2012: 60%).

A sustained decrease in property valuations in New Zealand could increase the losses WNZL may experience from its existing housing loans and decrease the amount of new housing loans WNZL is able to originate, which could materially and adversely affect WNZL's financial condition, results of operations and future performance.

For the six months ended 31 March 2013, housing loans remained subdued in line with New Zealand's economic conditions. WNZL's loan growth during this period has reduced as a result of New Zealand's weakening economic conditions and a more subdued domestic market generally.

## WNZL's business is substantially dependent on the New Zealand and Australian economies

WNZL's revenues and earnings are dependent on economic activity and the level of financial services its customers require. In particular, lending is dependent on various factors including economic growth, business investment, levels of employment, interest rates and trade flows in New Zealand.

WNZL currently conducts substantially all of its business in New Zealand and, consequently, its performance is influenced by the level and cyclical nature of lending in New Zealand. These factors are in turn impacted by both domestic and international economic conditions, natural disasters and political events. A significant decrease in the New Zealand housing market or property valuations could adversely impact WNZL's home lending activities because the ability of its borrowers to repay their loans or counterparties to honour their obligations may be affected, causing WNZL to incur higher credit losses, or the demand for WNZL's home lending products may decline.

Adverse changes to the economic and business conditions in Australia, New Zealand's most significant trading partner, or other countries such as China, India and Japan with which New Zealand has substantial trade, could also adversely affect the New Zealand economy and WNZL's customers. In particular, due to the current relationship between Australia and New Zealand and China in the mining and resources sectors, a slowdown in China's economic growth could negatively impact the New Zealand and Australian economies. Changes in economic conditions could in turn result in reduced demand for WNZL's products and services and affect the ability of its borrowers to repay their loans. If this were to occur, it could negatively impact WNZL's business, prospects, financial performance or financial condition.

## An increase in defaults in credit exposures could adversely affect WNZL's liquidity, capital resources, financial performance or financial condition

Credit risk is a significant risk and arises primarily from WNZL's lending activities. The risk arises from the possibility that some customers and counterparties will be unable to honour their obligations to WNZL, including the repayment of loans and interest. WNZL holds collective and individually assessed provisions for the credit exposures. If economic conditions deteriorate some customers and/or counterparties could experience higher levels of financial stress and WNZL may experience a significant increase in defaults and write offs, and be required to

## Interim management report (continued)

increase its provisioning. Such events would diminish available capital and could adversely affect WNZL's liquidity, capital, financial performance or financial condition.

Credit risk also arises from certain derivative contracts WNZL enters into and from its dealings with, and holdings of, debt securities issued by other banks, financial institutions, companies, governments and government bodies the financial conditions of which may be impacted to varying degrees by economic conditions in global financial markets.

#### WNZL faces intense competition in all aspects of its business

The financial services industry is highly competitive. WNZL competes with retail and commercial banks, asset managers, investment banking firms, brokerage firms, other financial service firms and businesses in other industries with emerging financial services aspirations. This includes specialist competitors that may not be subject to the same capital and regulatory requirements and therefore may be able to operate more efficiently.

If WNZL is unable to compete effectively in its various businesses and markets, its market share may decline. Increased competition may also adversely affect WNZL by diverting business to its competitors or creating pressure to lower margins.

Increased competition for deposits could also increase WNZL's cost of funding and lead it to access other types of funding. WNZL relies on bank deposits to fund a significant portion of its balance sheet and deposits have been a relatively stable source of funding. WNZL competes with banks and other financial services firms for such deposits. To the extent that WNZL is not able to successfully compete for deposits, it would be forced to rely more heavily on more expensive or less stable forms of funding, or reduce lending.

WNZL is also dependent on its ability to offer products and services that match evolving customer preferences. If WNZL is not successful in developing or introducing new products and services or responding or adapting to changes in customer preferences and habits, it may lose customers to its competitors. This could adversely affect its business, prospects, financial performance or financial condition.

#### WNZL could suffer losses due to market volatility

WNZL is exposed to risk through the asset and liability management of its financial position. WNZL is exposed to losses arising from adverse movements in levels and volatility of interest rates, foreign exchange rates, commodity prices, credit prices and equity prices. If WNZL were to suffer substantial losses due to any market volatility it may adversely affect its business, prospects, liquidity, capital resources, financial performance or financial condition.

The transfer to WNZL of additional banking operations on 1 November 2011 subjects WNZL to increased funding and liquidity requirements which may increase WNZL's funding costs and could adversely affect WNZL's business, prospects, financial performance or financial condition

WNZL has additional funding and liquidity requirements as a result of the transfer of the additional banking activities. These additional funding and liquidity requirements have initially been met through an intra-group loan from the Westpac Banking Corporation - NZ Branch of \$3.1 billion, together with the proceeds from the issuance of ordinary shares to WNZL's parent company. However, WNZL's ability to obtain funding from WBC in the future, or its reliance upon WBC credit, is subject to regulatory limitations under applicable banking regulations. There is no assurance that WNZL will be able to fund any additional funding or liquidity needs from external sources, in the wholesale markets, at rates comparable to its current external borrowing rates or on similar terms and conditions or at all. If WNZL's funding costs increase, it may adversely affect its profitability, and if it cannot obtain sufficient funding, it may not be able to grow its business, it may have decreased liquidity and it may not be able to repay its liabilities as they become due.

#### WNZL could suffer losses due to technology failures

The reliability and security of WNZL's information and technology infrastructure and its customer databases are crucial in maintaining its banking applications and processes. There is a risk that these information and technology systems might fail to operate properly or become disabled as a result of events that are wholly or partially beyond WNZL's control. As a major financial institution, WNZL is subject to the threat of cyber attacks by third parties which are intended to interrupt service to clients and customers or to obtain unauthorised access to customer data. While WNZL has systems and procedures in place to detect and respond to these instances, there is a risk that its security measures may prove inadequate or ineffective. Any failure of these systems could result in business interruption, loss of customers, theft of intellectual property and customer data, reputational damage and claims for compensation and regulatory investigations and penalties, which could adversely affect WNZL's business, financial performance or financial condition.

Further, WNZL's ability to develop and deliver products and services to customers is dependent upon technology that requires periodic renewal. WNZL is constantly managing technology projects including projects to consolidate duplicate technology platforms, simplify and enhance its technology and operations environment, improve productivity and provide for a better customer experience. Failure to implement these projects or manage associated change effectively could result in cost overruns, a failure to achieve anticipated productivity, operational instability, reputational damage or operating technology that could place WNZL at a competitive disadvantage and may adversely affect its financial performance.

## An interruption in or breach of information systems provided by third-parties may result in lost business

WNZL relies heavily on communications and information systems furnished by third-party service providers to conduct its business. Any failure or interruption or breach in security of these systems could result in failures or interruptions in its customer relationship management, general ledger, deposit, servicing or loan origination systems. There can be no assurance that such failures or interruptions will not occur or, if they do occur, that they will be adequately addressed by WNZL or the third parties on which WNZL relies. In addition, a significant barrier to online financial transactions is the secure transmission of confidential information over public networks. WNZL's internet banking system relies on encryption and authentication technology to provide the security and authentication necessary to effect secure transmission of confidential information. Advances in computer capabilities, new discoveries in the field of cryptography or other developments could result in a compromise or breach of the algorithms WNZL's third-party service providers use to protect customer transaction data. If any such compromise of security were to occur, it could have a material adverse effect on WNZL's financial condition and results of operations.

Further, if any of these third-party service providers experience financial, operational or technological difficulties, or if there is any other disruption, including failure to comply with banking regulations, in WNZL's relationships with them, WNZL may be required to locate alternative sources of such services, and there can be no assurance that WNZL could negotiate terms that are as favourable to it, or could obtain services with similar functionality as found in its existing systems without the need to expend substantial resources, if at all. The occurrence of any failures or interruptions could have a material adverse effect on WNZL's financial condition and results of operations.

## Interim management report (continued)

### WNZL could suffer losses due to operational risks

Operational risk is the risk of loss resulting from technology failure, inadequate or failed internal processes, people, systems or external events. As a financial services organisation WNZL is exposed to a variety of operational risks.

WNZL's operations rely on the secure processing, storage and transmission of confidential and other information on WNZL's computer systems and networks and the systems and networks of external suppliers. Although WNZL implements significant measures to protect the security and confidentiality of its information, there is a risk that the computer systems, software and networks on which we rely may be subject to security breaches, unauthorised access, computer viruses, external attacks or internal breaches that could have an adverse security impact and compromise its confidential information or that of its customers and counterparts. Any such security breach could result in regulatory enforcement actions, reputational damage and reduced operational effectiveness. Such events could subsequently adversely affect WNZL's business, prospects, financial performance or financial condition.

WNZL is also highly dependent on the conduct of its employees. WNZL could, for example, be adversely affected in the event of human error, inadequate or failed processes or if an employee engages in fraudulent conduct. While WNZL has policies and processes to minimise the risk of human error and employee misconduct, these policies and processes may not always be effective.

Fraudulent conduct can also emerge from external parties seeking to access the bank's systems and customers' accounts. If systems, procedures and protocols for managing and minimising fraud fail, or are ineffective, they could lead to loss which could adversely affect WNZL's business, prospects, reputation, financial performance or financial condition.

WNZL relies on a number of suppliers both in New Zealand and overseas, to provide services to it and its customers. Failure by these suppliers to deliver services as required could disrupt services and adversely impact WNZL's operations, profitability or reputation.

Operational risks could impact on WNZL's operations or adversely affect demand for its products and services. Operational risks can directly impact its reputation and result in financial losses which would adversely affect its financial performance or financial condition.

#### WNZL could suffer losses due to failures in risk management strategies

WNZL has implemented risk management strategies and internal controls involving processes and procedures intended to identify, monitor and mitigate the risks to which it is subject, including liquidity risk, credit risk, market risk (including interest rate, foreign exchange and equity risk) compliance risk, conduct risk, reputational risk and operational risk.

However, there are inherent limitations with any risk management framework as there may exist, or emerge in the future, risks that WNZL has not anticipated or identified.

If any of WNZL's risk management processes and procedures prove ineffective or inadequate or are otherwise not appropriately implemented, WNZL could suffer unexpected losses and reputational damage which could adversely affect its business, prospects, financial performance or financial condition.

## The Christchurch earthquakes could adversely affect WNZL's business, results of operations or financial condition

On 22 February 2011 Christchurch, New Zealand experienced a 6.3 magnitude earthquake which resulted in significant damage in the region. The extent of the damage was greater than that resulting from the earlier earthquake which affected Christchurch on 4 September 2010.

The precise financial impact of the earthquakes remains difficult to quantify accurately as, amongst other things, responses by local and central governments are still being developed and insurance recoveries are still being worked through. A provision of \$30 million is held in WNZL's financial statements to reflect the impact of the Christchurch earthquakes (30 September 2012: \$30 million, 31 March 2012: \$35 million).

If the impact on WNZL, its customers or counterparties is greater than that currently estimated, WNZL's losses could be higher than currently anticipated which could adversely affect WNZL's business, results of operations or financial condition.

## WNZL could suffer losses due to environmental factors

WNZL and its customers operate businesses and hold assets in a diverse range of geographical locations. Any significant environmental change or external event (including fire, storm, flood, volcanic eruption, earthquake or pandemic) in any of these locations has the potential to disrupt business activities, impact on WNZL's operations, damage property and otherwise affect the value of assets held in the affected locations and WNZL's ability to recover amounts owing to it. The Christchurch earthquakes described above are an example of this type of event. In addition, such an event could have an adverse impact on economic activity, consumer and investor confidence, or the levels of volatility in financial markets.

## Reputational damage could harm WNZL's business and prospects

WNZL's ability to attract and retain customers and its prospects could be adversely affected if its reputation is damaged.

There are various potential sources of reputational damage including potential conflicts of interest, pricing policies, failing to comply with legal and regulatory requirements, ethical issues, engagements and conduct of external suppliers, failing to comply with money laundering laws, trade sanctions and counter-terrorism finance legislation or privacy laws, litigation, information security policies, improper sales and trading practices, failing to comply with personnel and supplier policies, improper conduct of companies in which WNZL holds strategic investments, technology failures, security breaches and risk management failures. WNZL's reputation could also be adversely affected by the actions of the financial services industry in general or from the actions of WNZL's customers and counterparties.

Failure to appropriately address issues that could or do give rise to reputational risk could also impact the regulatory change agenda, give rise to additional legal risk, subject WNZL to regulatory enforcement actions, fines and penalties or remediation costs, or harm WNZL's reputation among its customers, investors and the marketplace. This could lead to loss of business which could adversely affect WNZL's business, prospects, financial performance or financial condition.

### WNZL could suffer losses if it fails to syndicate or sell down underwritten securities

As a financial intermediary WNZL underwrites listed and unlisted debt and equity securities. Underwriting activities include the development of solutions for corporate and institutional customers who need capital and investor customers who have an appetite for certain investment products. WNZL may guarantee the pricing and placement of these facilities. WNZL could suffer losses if it fails to syndicate or sell down its risk to other market participants. This risk is more pronounced in times of market volatility.

## Interim management report (continued)

Certain strategic decisions may have adverse effects on WNZL's business

WNZL, at times, evaluates and may undertake strategic decisions which may include business expansion. The expansion, or integration of a new business, can be complex and costly and may require WNZL to comply with additional local or foreign regulatory requirements which may carry additional risks. These decisions may, for a variety of reasons, not deliver the anticipated positive business results and could have a negative impact on WNZL's business, prospects, engagement with regulators, financial performance or financial condition.

#### Wholesale Funding

The wholesale funding base is diversified with respect to term, investor base, currency and funding instrument. WNZL and the Company maintain funding programmes for both short and long-term debt in several jurisdictions including New Zealand, Europe and the United States. The following table sets forth the wholesale funding programmes of WNZL and the Company as at 31 March 2013.

Markets	Issuer	Programme Type	Programme Limit
Euro market	WBC/ Company <sup>1</sup>	Euro Commercial Paper and Certificate of Deposit Programme	US\$20 billion
Euro market	Company <sup>1</sup>	Programme for Issuance of Debt Instruments	US\$7.5 billion
Euro market	Company <sup>1</sup>	Global Covered Bond Programme <sup>2</sup>	€.0 billion
United States	Company <sup>1</sup>	Section 4(2) US Commercial Paper Programme	US\$ 10 billion
NewZealand	WNZL	Medium-term Note and Registered Certificate of Deposit Programme	No limit

<sup>&</sup>lt;sup>1</sup>Notes issued by the Company (acting through its London branch) are guaranteed by WNZL.

## Responsibility Statement

The Directors of Westpac Securities NZ Limited confirm that to the best of their knowledge:

- the condensed set of financial statements have been prepared in accordance with NZ IAS 34 'Interim Financial Reporting' and also comply with IAS 34 'Interim Financial Reporting' as issued by the International Accounting Standards Board; and
- 2. the Interim management report includes a fair review of the information required by the Disclosure and Transparency Rules 4.2.7R of the United Kingdom Financial Services Authority.

<sup>&</sup>lt;sup>2</sup>Prospectus is currently being renewed.

## Directors' report

The Board has pleasure in presenting the financial statements of Westpac Securities NZ Limited and the auditors' report for the six months

The Board authorised these financial statements on 30 May 2013.

This Directors' report has been signed by two of the Directors:

Auckland

30 May 2013

30 May 2013

## Interim financial statements

## Statement of comprehensive income

for the periods ended

for the periods chaca	Six months ended	Six months ended	Year ended
	31 M arch	31M arch	30 September
	2013	2012	2012
	Unaudited	Unaudited	Audited
	\$'000	\$'000	\$'000
Interest income	102,756	137,368	258,484
Interest expense	(101,074)	(135,118)	(254,210)
Net interest income	1,682	2,250	4,274
Non-interest income	471	398	903
Net operating income	2,153	2,648	5,177
Operating expenses	(433)	(358)	(817)
Profit before income tax expense	1,720	2,290	4,360
Income tax expense	(479)	(641)	(5,338)
Profit/(loss) after income tax expense	1,241	1,649	(978)
Other comprehensive income	_	-	-
Total comprehensive income/(loss), net of tax	1,241	1,649	(978)
Profit/(loss) after income tax expense and total comprehensive income/(loss), net of tax, attributable to:			
Owners of the Company	1,241	1,649	(978)
	1,241	1,649	(978)

The above statement of comprehensive income should be read in conjunction with the accompanying notes.



## Interim financial statements

## Statement of changes in equity

for the periods ended

### Attributable to the equity holders of the Company

	Share	Retained	Total \$'000
	Capital	Profits	
	\$'000	\$'000	
As at 1 October 2011	651	10,294	10,945
Six months ended 31 March 2012			
Profit after income tax expense	_	1,649	1,649
Total comprehensive income for the six months ended 31 March 2012	-	1,649	1,649
As at 31 M arch 2012	651	11,943	12,594
Year ended 30 September 2012			
Loss after income tax expense		(978)	(978)
Total comprehensive loss for the year ended 30 September 2012	•	(978)	(978)
As at 30 September 2012	651	9,316	9,967
Six months ended 31 M arch 2013			
Profit after income tax expense	_	1,241	1,241
Total comprehensive income for the six months ended 31 M arch 2013	-	1,241	1,241
As at 31 M arch 2013	651	10,557	11,208

The above statement of changes in equity should be read in conjunction with the accompanying notes.



## Interim financial statements

## Balance sheet

as at

as at		31 March	31M arch	30 September
		2013	2012	2012
	Note	Unaudited	Unaudited	Audited
		\$'000	\$'000	\$'000
Assets				
Cash and cash equivalents		6,083	5,122	4,877
Due from related entities		8,796,072	12,170,270	10,029,016
Current tax asset		•	-	383
Deferred tax assets	******	1,005	4,337	-
Total assets	411	8,803,160	12,179,729	10,034,276
Liabilities				
Current tax liabilities		157	1,897	-
Due to related entities		4,819	5,963	5,992
Debt issues	2	8,728,657	12,079,115	9,962,452
Other liabilities		58,319	80,160	55,865
Total liabilities		8,791,952	12,167,135	10,024,309
Net assets		11,208	12,594	9,967
Equity				
Share capital		651	651	651
Retained profits		10,557	11,943	9,316
Total equity attributable to owners of the Company		11,208	12,594	9,967

The above balance sheet should be read in conjunction with the accompanying notes.



## Interim financial statements

## Statement of cash flows

for the periods ended

of the periods ended			
	Six months ended	Six months ended	Year ended
	31 M arch	31M arch	30 September
	2013	2012	2012
	Unaudited	Unaudited	Audited
	\$'000	\$'000	\$'000
Cash flows from operating activities			
Interest income received	100,977	133,521	280,372
Service fees received - related entities	309	288	359
Interest expense paid	(98,620)	(132,445)	(275,817)
Income taxpaid	(944)	(484)	(3,124)
Service fees paid - related entities	(100)	(276)	(282)
Operating expenses paid	(86)	(62)	(137)
Net cash provided by operating activities	1,536	542	1,371
Cash flows from investing activities			
Net decrease in due from related entities	1,198,430	3,134,563	4,883,306
Net cash used in investing activities	1,198,430	3,134,563	4,883,306
Cash flows from financing activities			
Net decrease in due to related entities	(1,420)	(198,921)	(199,952)
Net decrease from debt issues	(1,197,340)	(2,934,487)	(4,683,273)
Net cash provided by financing activities	(1,198,760)	(3,133,408)	(4,883,225)
Net increase in cash and cash equivalents	1,206	1,697	1,452
Cash and cash equivalents at beginning of the period/year	4,877	3,425	3,425
Cash and cash equivalents at end of the period/year	6,083	5,122	4,877
Reconciliation of profit after income tax expense to net cash flows	***************************************		
cash provided by operating activities:			
Profit after income tax expense	1,241	1,649	(978)
A djustments:			
Movement in accrued assets	(1,941)	(3,957)	21,344
Movement in accrued liabilities	2,701	2,693	(21,209)
M ovement in deferred tax assets and current tax liabilities	(465)	157	2,214
Net cash provided by operating activities	1,536	542	1,371

The above statement of cash flows should be read in conjunction with the accompanying notes.



## Notes to the financial statements

### Note 1. Basis of preparation

These interim financial statements have been prepared and presented in accordance with the Financial Reporting Act 1993 (New Zealand) and the Companies Act 1993 (New Zealand). It has been prepared in accordance with Generally Accepted Accounting Practice in New Zealand (NZ GAAP). For the purpose of complying with NZ GAAP, the Company is a profit-oriented entity. The interim financial statements comply with New Zealand Equivalent to International Accounting Standard 34 Interim Financial Reporting.

These interim financial statements comply with IAS 34 Interim Financial Reporting as issued by the International Accounting Standards Board.

These financial statements are based on the general principles of historical cost accounting, as modified by fair value accounting for financial assets and financial liabilities at fair value through profit or loss. The going concern concept and the accrual basis of accounting have been adopted.

Amounts in these interim financial statements are presented in New Zealand Dollars and have been rounded to the nearest thousand dollars.

The accounting policies and methods of computation adopted in these interim financial statements are consistent with those of the previous financial year and corresponding interim reporting period.

Certain comparative information has been restated to ensure consistent treatment with the current reporting period. Where there has been a material restatement of comparative information, the nature of, and the reason for, the restatement is disclosed.

In the current period, the presentation of interest income and non-interest income has been revised to better reflect the amounts recharged by the Company to WNZL relating to debt issuance and programme costs. These recharges were previously reported as non-interest income but reclassified to interest income to reflect that they are part of the effective interest rate of the underlying due from related entities balance. To improve presentation, comparative figures have also been revised for interest income (31 March 2012: \$137,368,000, 30 September 2012: \$258,484,000) and non-interest income (31 March 2012: \$398,000, 30 September 2012: \$903,000). The revised presentation has no impact on net operating income.

These interim financial statements do not include all the notes of the type normally included in an annual financial report. Accordingly, these interim financial statements are to be read in conjunction with the annual financial statements for the year ended 30 September 2012.

The Company's operations are not subject to seasonality.

The Board has the power to amend and reissue the interim financial report.

#### Note 2. Debt Issues

	Asat	Asat	Asat
	31 March	31M arch	30 September
	2013	2012	2012
	Unaudited	Unaudited	Audited
	\$'000	\$'000	\$'000
Short-term debt			
Commercial paper	4,027,314	4,210,685	4,032,609
Total short-term debt	4,027,314	4,210,685	4,032,609
Long-term debt			
Non-domestic medium-term notes	4,701,343	7,868,430	5,929,843
Total long-term debt	4,701,343	7,868,430	5,929,843
Total debt issues	8,728,657	12,079,115	9,962,452
Debt issues measured at amortised cost	4,701,343	7,525,252	5,899,882
Debt issues measured at fair value	4,027,314	4,553,863	4,062,570
Total debt issues	8,728,657	12,079,115	9,962,452
Movement in debt issues			
Balance at beginning of the period/year	9,962,452	15,832,655	15,832,655
Issuances during the period/year	3,204,571	5,598,333	11,202,293
Repayments during the period/year	(4,401,911)	(8,532,153)	(15,885,566)
Effect of foreign exchange movements during the period/year	(35,066)	(820,417)	(1,187,938)
Effect of fair value movements during the period/year	(1,389)	697	1,008
Balance at end of the period/year	8,728,657	12,079,115	9,962,452

As at 31 March 2013, the Company had New Zealand Government guaranteed debt of \$1,185,354,000 (31 March 2012: \$3,099,775,000, 30 September 2012: \$1,245,210,000).



## Notes to the financial statements

#### Note 3. Related entities

#### Ultimate Holding Company

The Company is a wholly-owned subsidiary of Westpac NZ Operations Limited. The Company is also an indirect, wholly-owned subsidiary of WNZL. WNZL's Disclosure Statement is available, free of charge, at www.westpac.co.nz. The ultimate parent company is WBC, which is incorporated in Australia and whose financial statements are available, free of charge, at www.westpac.com.au.

#### Nature of Transactions

Loan finance, current account banking facilities and other financial products are provided by WNZL and the WBC London Branch to the Company on normal commercial terms.

Interest income of \$102,756,000 (six months ended 31 March 2012: \$137,368,000, year ended 30 September 2012: \$258,484,000) was received from WNZL.

The Company raises offshore wholesale funding and on-lends all amounts raised or borrowed to WNZL. Included within interest income is a funding margin of \$1,686,000 (six months ended 31 March 2012: \$2,137,000, year ended 30 September 2012: \$4,337,000) paid to the Company by WNZL.

Interest expense includes an amount relating to bonds held by WBC of \$6,000 in 2013 (six months ended 31 March 2012: \$39,000, year ended 30 September 2012: \$48,000) and an amount relating to borrowing from WBC London Branch of nil (six months ended 31 March 2012: \$36,000, year ended 30 September 2012: nil).

Non-interest income comprises service fees of \$471,000 (six months ended 31 March 2012: \$398,000, year ended 30 September 2012: \$903,000) which were charged to WNZL to recover operating expenses incurred by the Company.

Within operating expenses are reimbursements of \$347,000 (six months ended 31 March 2012: \$296,000, year ended 30 September 2012: \$680,000) which were paid to WNZL and WBC for certain operating costs incurred on the Company's behalf.

Cash and cash at bank due from related entities comprise \$5,984,000 (six months ended 31 March 2012: \$5,089,000, year ended 30 September 2012: \$4,764,000) held with WNZL.

WNZL guarantees the due and punctual payment of all sums payable to the holders of the debt securities issued by the Company, the proceeds of which are immediately on-lent to WNZL. The aggregate amount of outstanding principal and interest as at 31 March 2013 was \$8,804,138,000 (31 March 2012: \$12,188,720,000, 30 September 2012: \$10,041,521,000). As the proceeds of the debt issuances are immediately on-lent to WNZL, the aggregate amount guaranteed by WNZL is already reflected in WNZL's balance sheet as part of the amounts due to related entities.

The Company issued bonds under WNZL's Global Covered Bond programme ('CB Programme'). Investors of debt issued by the Company under the CB Programme have dual recourse: first, to WNZL as WNZL guarantees all the debts issued by the Company and second, to Westpac NZ Covered Bond Limited ('WNZCBL'). WNZCBL is a special purpose entity which was set up to hold housing loans and to provide a financial guarantee for the debts issued by the Company under the CB Programme. WNZL is considered to control WNZCBL based on certain contractual arrangements existing between WNZCBL and WNZL, and as such WNZCBL is consolidated in the financial statements of WNZL Group. Included in interest expense is the guarantee fee paid by the Company to WNZCBL amounting to \$2,754,000 (31 March 2012: \$2,224,000, 30 September 2012: \$4,990,000). Included in interest income is recovery from WNZL of guarantee fees paid to WNZCBL amounting to \$2,754,000 (31 March 2012: \$2,754,000 (31 March 2012: \$2,224,000, 30 September 2012: \$4,990,000).

## Note 4. Commitments and contingencies

## Capital expenditure commitments

There were no capital expenditure commitments as at 31 March 2013 (six months ended 31 March 2012: nil and at 30 September 2012: nil).

#### Operating lease commitments

There were no operating lease commitments as at 31 March 2013 (six months ended 31 March 2012: nil and at 30 September 2012: nil).

#### **Contingent Liabilities**

The Company has no contingent liabilities as at 31 March 2013 (six months ended 31 March 2012: nil and at 30 September 2012: nil).

## Note 5. Segment information

Operating segments are reported to the chief operating decision maker in a manner consistent with the financial statements disclosed in these interim financial statements. For this reason, no additional operating segment disclosure is made.

The chief operating decision maker of the Company (i.e. the person or group that allocates resources to and assesses the performance of the operating segments of an entity) is the Directors of the Company. The Directors of the Company are listed on page 1. This reflects that the Company is a wholly-owned, indirect subsidiary of WNZL and that the principal activity of the Company is to raise and manage offshore wholesale funding for WNZL.

## Revenue from Products and Services

The Company does not generate any revenue from external customers.





## Independent Auditors' Review Report

to the shareholder of Westpac Securities NZ Limited

## Report on the Interim Financial Statements

We have reviewed the interim condensed financial statements ("financial statements") of Westpac Securities NZ Limited on pages 10 to 15, which comprise the balance sheet as at 31 March 2013, the statement of comprehensive income, statement of changes in equity and statement of cash flows for the period then ended, and the notes to the financial statements that include a summary of significant accounting policies and other explanatory information.

## Directors' Responsibility for the Interim Financial Statements

The Company's Directors are responsible for the preparation and presentation of the financial statements that present fairly the financial position of the Company as at 31 March 2013, and its financial performance and cash flows for the period ended on that date.

## Accountants' Responsibility

We are responsible for reviewing the financial statements presented by the Directors in order to report to you whether, in our opinion and on the basis of the procedures performed by us, anything has come to our attention that would indicate that the financial statements do not present fairly the matters to which they relate.

A review is limited primarily to enquiries of company personnel and analytical review procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit on the financial statements and, accordingly, we do not express an audit opinion.

We have reviewed the financial statements of the Company for the period ended 31 March 2013 in accordance with the Review Engagement Standards issued in New Zealand.

We have no relationship with, or interests in, Westpac Securities NZ Limited other than in our capacities as auditors, providers of other assurance services and tax advisors. These services have not impaired our independence as reviewers of the Company.



## Independent Accountants' Report

Westpac Securities NZ Limited

## Opinion

Based on our review, nothing has come to our attention that causes us to believe that the financial statements which have been prepared in accordance with International Accounting Standard 34 and New Zealand Equivalent to International Accounting Standard 34: Interim Financial Reporting do not present fairly the financial position of the Company as at 31 March 2013 and its financial performance and cash flows for the period ended on that date.

## Restriction on Distribution or Use

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This report is made solely to the Company's shareholder, as a body. Our review work has been undertaken so that we might state to the Company's shareholder those matters which we are required to state to them in an accountants' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Company and the Company's shareholder, as a body, for our review procedures, for this report or for the opinions we have formed.

Chartered Accountants 30 May 2013

Auckland