

Credit Suisse Asian Investment Conference

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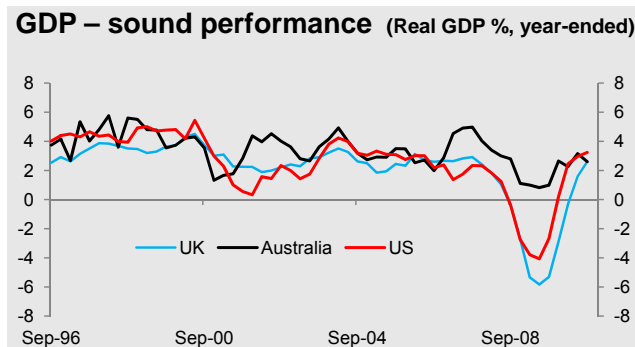
Westpac Banking Corporation ABN 33 007 457 141

Well positioned to sustain shareholder returns

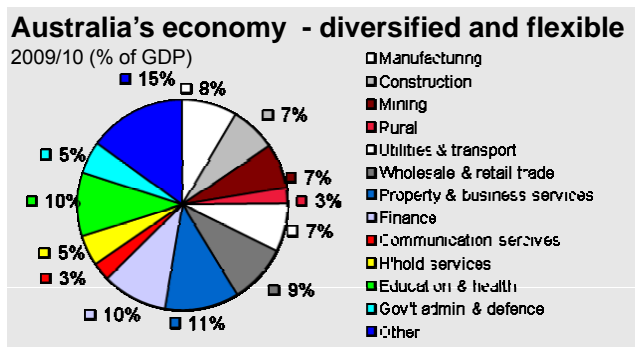
- Australia's economic fundamentals remain strong
- Westpac's focus is on its core markets, with a leading suite of businesses well placed to capture growth in their chosen markets
- Strong balance sheet, with asset quality improving
- Solid start to 2011 financial year with a good margin performance
- Diverse sources of growth including expanding in the State of Victoria with our newest local brand, the Bank of Melbourne
- Consistent long term performance and strong dividends

Australia is positioned for growth

- GDP 2010 2.7%, 2011(f) 3.2%
- Unemployment of 5.0% is down from recent peak of 5.8% in 2H09
- Inflation 2010 2.7%, 2011(f) 3.2%
- Diversified and flexible economy performed well through the financial crisis
- Mining, infrastructure and proximity to Asia helping to sustain growth



Sources: RBA, ABS, CEIC, Thomson Reuters, Westpac Economics



The Westpac Group – at a glance









- Australia's first bank – 1817
- One of the four major Australian banks; world's 17th largest bank ranked by market capitalisation
- Australia and New Zealand focus
- Low risk profile, high quality balance sheet
- 11.8 million customers
- Solid earnings profile
- Leader in sustainability

| Key financials ¹ 30 September 2010 | |
|---|------------------|
| Cash earnings | A\$5,879m |
| Return on equity (cash basis) | 16.1% |
| Total assets | A\$618bn |
| Market capitalisation | A\$69bn |

| Australian market share (31 December 2010) | |
|--|------------|
| Housing ² | 24% |
| Business ² | 17% |
| Household deposits ² | 23% |
| Wealth platforms ³ | 20% |

1. Cash earnings basis – see Disclaimer. 2. APRA, December 2010. 3. Source: QDS Plan for Life All Master Funds, September 2010 share of annual net flows.

Strong portfolio of businesses and brands

| Business | Brand | Segment | % FY10 Earnings | Position/Share |
|-----------------------------------|---|--------------------------------|-----------------|---|
| Westpac Retail & Business Banking |  | Consumer & SME | 30 | <ul style="list-style-type: none"> 18% share of mortgages¹ 15% share of household deposits¹ |
| |  | Mortgages | | <ul style="list-style-type: none"> Niche player with 69 outlets |
| St. George Bank |  | Consumer, SME & some corporate | 18 | <ul style="list-style-type: none"> 9% share of mortgages¹ 9% share of household deposits¹ |
| |  | | | <ul style="list-style-type: none"> Largest bank in South Australia: 16% mortgage share², 24% deposits share² |
| |  | | | <ul style="list-style-type: none"> Launching in Victoria in August 2011, with significant expansion plans |
| Westpac New Zealand |  | Consumer & SME | 4 | <ul style="list-style-type: none"> 20% share of mortgages¹ 20% share of household deposits³ |
| BT Financial Group |  | Wealth/insurance | 10 | <ul style="list-style-type: none"> 20% share in wealth platforms⁴ 7% share in life insurance⁵ |
| Westpac Institutional Bank |  | Corporate & institutional | 26 | <ul style="list-style-type: none"> Lead institutional bank in Australia/NZ⁶ with \$62bn in loans, \$48bn in deposits |

1. APRA Banking Statistics (Sep 2010). 2. Cannex Data, July 2010. Market share in South Australia. 3. RBNZ statistics (Sep 2010). 4. Platform (including Wrap) market shares, Plan for Life, June 2010. 5. Life Insurance market share of inflows, Plan for Life 2010. 6. Peter Lee Associates Large Corporates and Institutional Relationship Banking survey – Australia, 2010.

Differentiated by our strong franchise and domestic focus

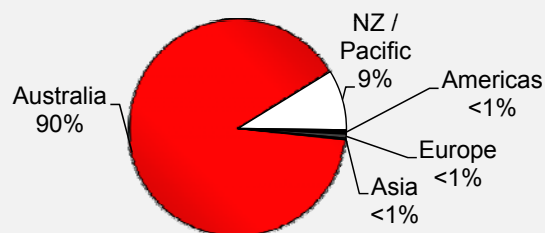
| | |
|----------------------------------|---|
| Focus on core markets | <ul style="list-style-type: none"> Focused on Australia, New Zealand and the near Pacific |
| Strategically well placed | <ul style="list-style-type: none"> Portfolio of strong, distinctive brands – well placed in target segments Transformational St. George merger, now effectively complete, delivered multi-brand capability All businesses well positioned in target segments |
| Efficiency leader | <ul style="list-style-type: none"> Expense to income ratio 41%¹, around 400bps below peer average Comprehensive productivity program in place to maintain advantage |
| High quality portfolio | <ul style="list-style-type: none"> Strongest asset quality and highest provisioning of peers |
| Sustainability leader | <ul style="list-style-type: none"> Ranked 18th in the Global 100 most sustainable corporations announced at 2011 World Economic Forum, the only Australian bank |

1. As at 30 September 2010.

High quality portfolio

- Exposures predominantly in Australia/New Zealand – markets we understand

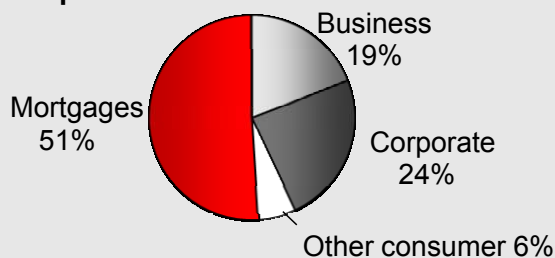
Exposure by region¹ (%) at 30 September 2010



1. Total committed exposure, by booking office.

- Portfolio biased to retail customers and mortgages

Exposure by customer segment² (%) at 30 September 2010

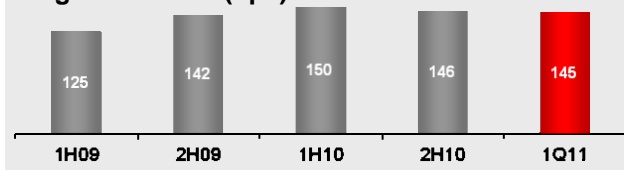


2. Total committed exposure.

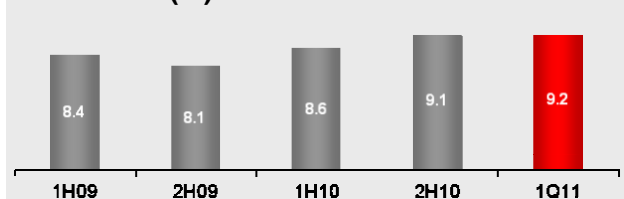
Strong balance sheet

- Provision coverage leads the sector
- Strong Tier 1 ratio at 9.2%
 - 13% under FSA
 - Healthy organic capital growth
 - St. George tax consolidation to add 40bps over time
- Strong funding profile
 - Customer deposits represent 52% of funding
 - Lengthened funding duration over last two years

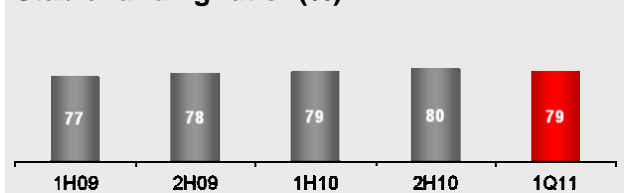
Collectively assessed provisions/credit risk weighted assets (bps)



Tier 1 ratio (%)



Stable funding ratio¹ (%)

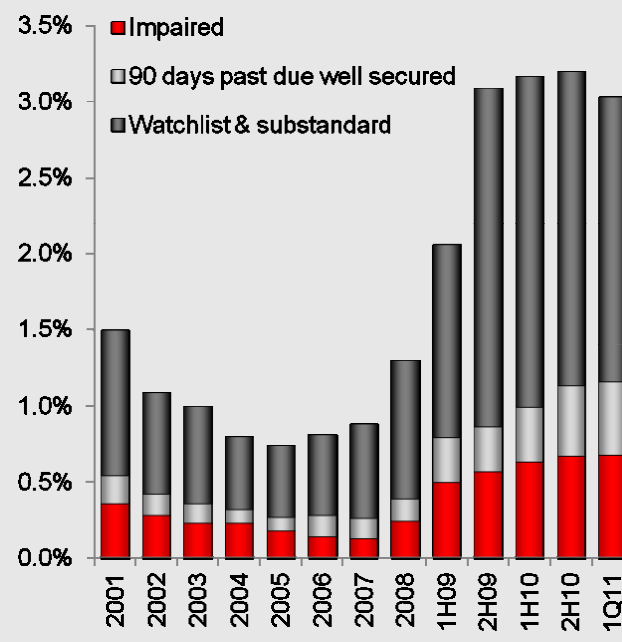


1. Stable funding ratio includes, customer deposits plus term funding with a residual maturity greater than one year plus securitisation.

Improving asset quality

- Asset quality showing early signs of improving
- New stress slowing
- Commercial property portfolio declining, with quality improving
- Lowest level of impaired assets against peers

Stressed exposures as a % of total committed exposures¹



1. Includes St. George Bank from 1H09

Solid start to year – 1Q11 Cash earnings around \$1.55bn

| | |
|----------------------------|---|
| Net interest income | <ul style="list-style-type: none"> ▪ Lending relatively flat, customer deposits up \$8bn in the quarter ▪ Net interest margin 2.20%, up 3 basis points on 2H10 |
| Non-interest income | <ul style="list-style-type: none"> ▪ Strong performance in wealth absorbing the impact of higher claims in general insurance from recent floods in Australia ▪ Markets income up slightly |
| Expenses | <ul style="list-style-type: none"> ▪ Lower than average of 3Q10 and 4Q10, with productivity program delivering good results |
| Impairment charges | <ul style="list-style-type: none"> ▪ Lower than average of 3Q10 and 4Q10, at \$280m or 24 basis points of loans |

Sources of future growth

Deliver returns from significant front line investment

Selected expansion in branch network

Positioned to capture return of business growth

Wealth products delivering more products per customer

- Invested \$129 million in network during 2010
- Realigned network with Westpac Local model and St.George regional model, more authority in front line

- Continue to build presence in under represented regions, particularly in Victoria with Bank of Melbourne expanding branches to over 100 (from 34) during next five years

- Lead Institutional bank
- Westpac RBB and St.George have the highest (ranked 1st and 2nd) customer advocacy in key segments

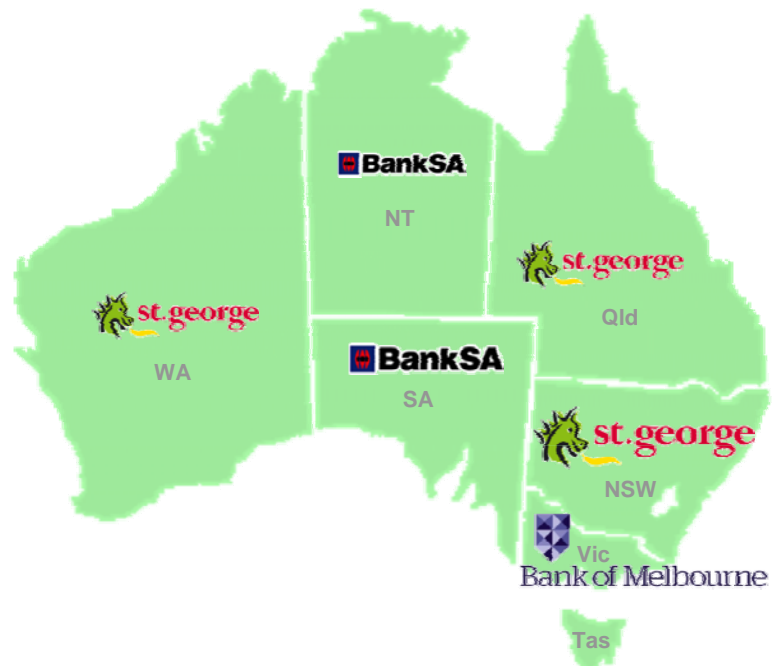
- Continuing strong growth in wealth platforms, including leading BT Super for Life product
- Expanding insurance distribution via planner network

Taking multi-brand to the next level with Bank of Melbourne

- Westpac's multi-brand strategy creates choice for customers
- Strong nationwide brand in Westpac
- Further building regional brands, particularly in larger States
 - St.George - lead position in NSW, strong in Qld
 - Bank of Melbourne - launching in Vic
 - BankSA - lead position in SA



Westpac, nationwide brand and network across Australia



Bank of Melbourne – a unique opportunity

Unique opportunity

- Victoria, Australia's second largest State, is under-represented by regional brands and Victorians are looking for choice

Strong brand

- St. George has a strong foundation with 4% lending share
- Launching a recognised brand combined with further investment will drive higher growth

Ability to deliver

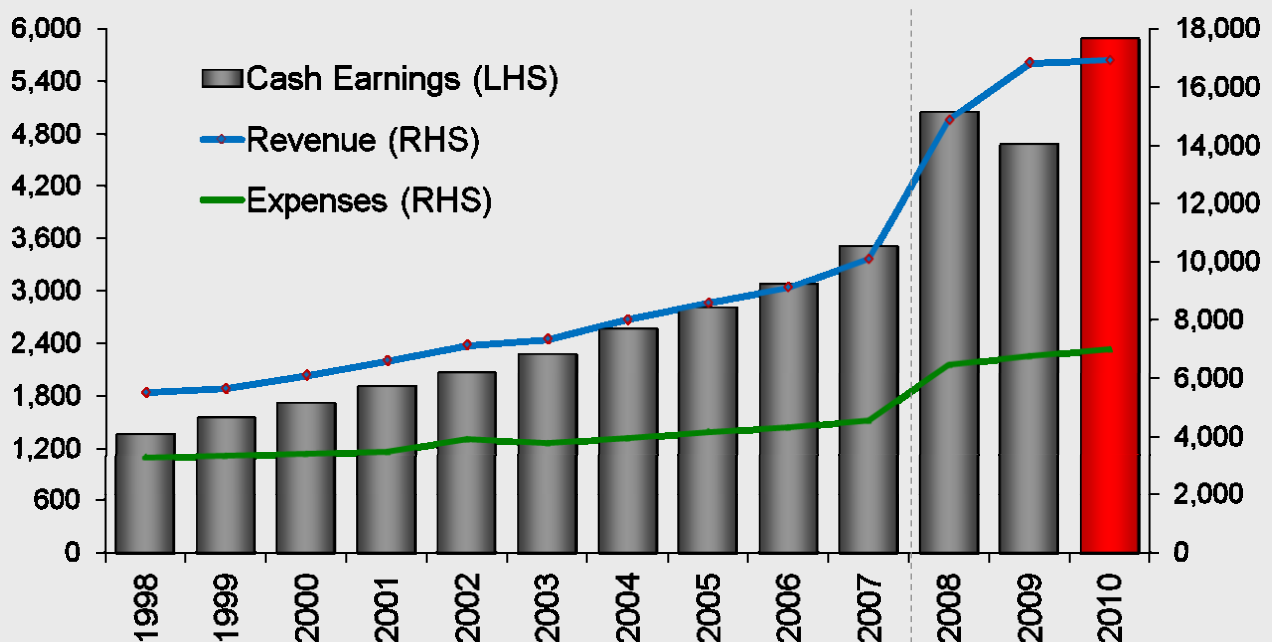
- The Westpac Group is 'brand ready' with established systems and track record of operating multiple brands

Financially attractive

- Organically expanding in an under-represented market with minimal costs, creates a new growth option with solid returns

Consistent long-term performance

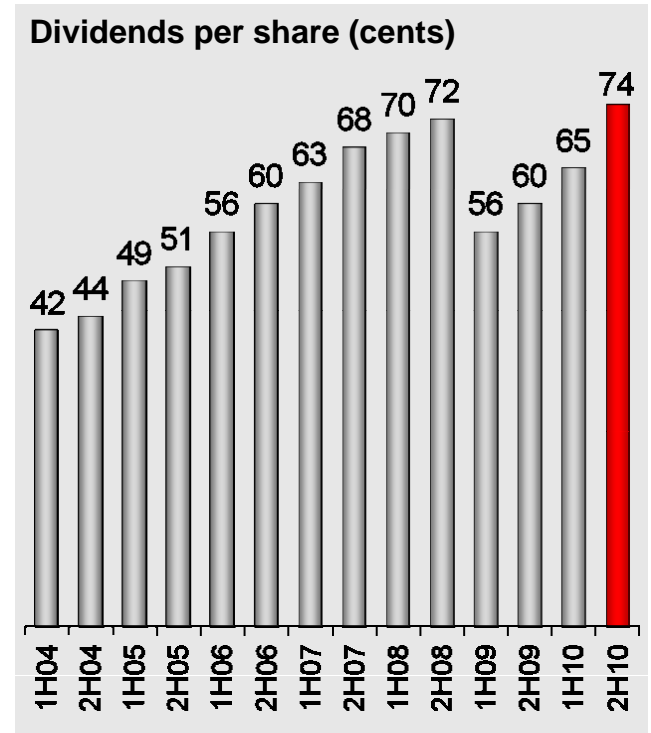
Cash earnings, revenue and expenses¹ (\$m)



1. 2008 rebased to include St. George Bank.

High dividend, consistent growth

- 2H10 dividend 74 cents, highest half yearly dividend ever paid
- Dividend yield around 6%
- High and sustainable cash earnings pay-out ratio of around 70%



Key take-aways

- Australia's economic fundamentals remain strong
- Westpac's focus is on its core markets, with a leading suite of businesses well placed to capture growth in their chosen markets
- Strong balance sheet, with asset quality improving
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- Diverse sources of growth including expanding local regional brand in the State of Victoria with the launch of Bank of Melbourne
- Consistent long term performance and strong dividends

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Future operating results may differ materially from the unaudited pro forma financial information presented in this presentation due to various factors including those described below in the section "Disclosure regarding forward-looking statements".

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