

Investor Roadshow Pack

March 2007

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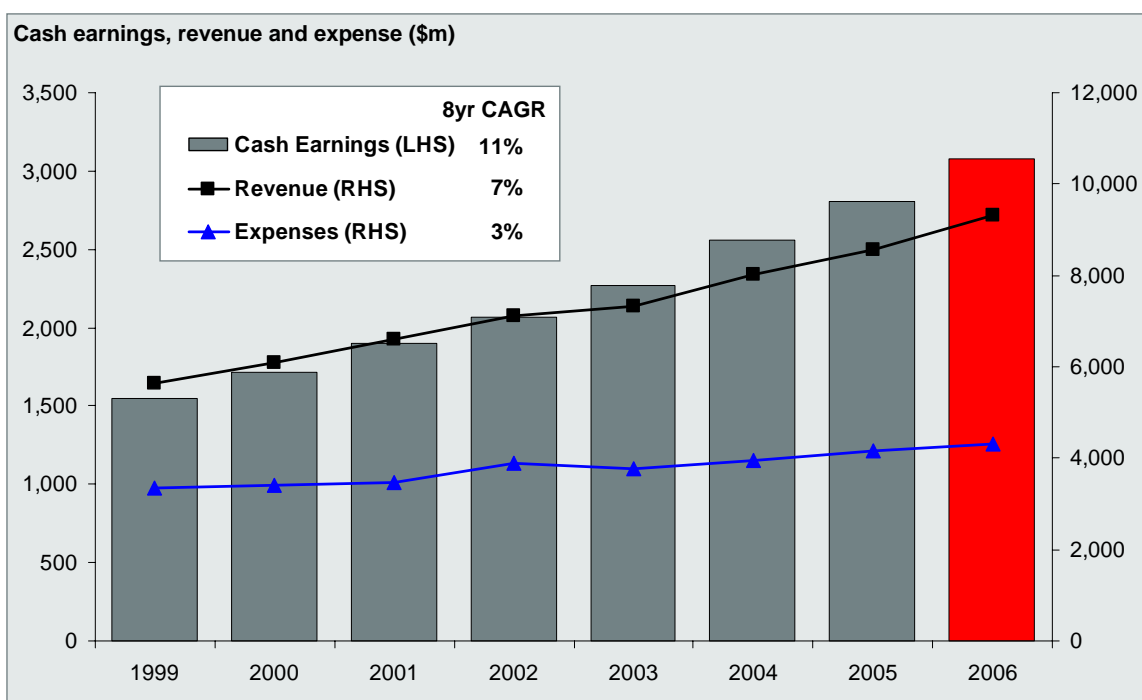
These statements reflect our current views with respect to future events and are subject to certain risks, uncertainties and assumptions. We use words such as 'may', 'expect', 'indicative', 'intend', 'forecast', 'estimate', 'anticipate', 'believe', or similar words to identify forward-looking statements. Should one or more of the risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from the expectations described in this presentation. Factors that may impact on the forward-looking statements made include those described in the sections entitled 'Risk factors,' 'Competition' and 'Risk management' in Westpac's 2006 Annual Report on Form 20-F filed with the U.S. Securities and Exchange Commission. When relying on forward-looking statements to make decisions with respect to us, investors and others should carefully consider such factors and other uncertainties and events. We are under no obligation, and do not intend, to update any forward looking statements contained in this presentation.

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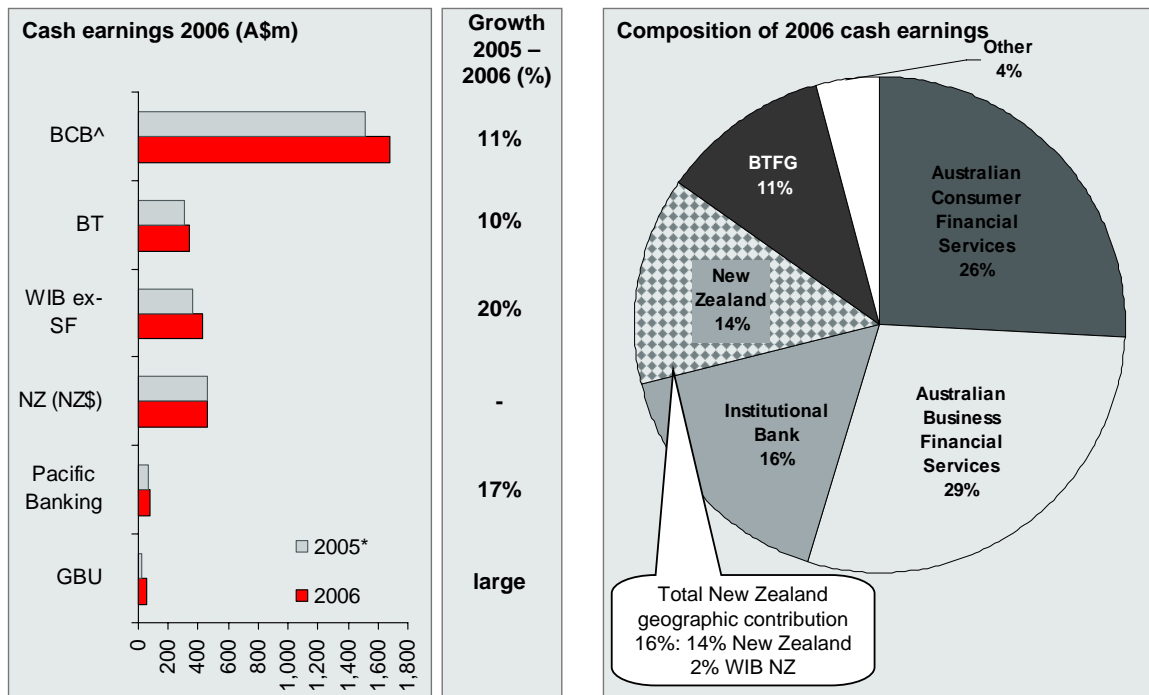
Consistent solid growth



1999 to 2004 on AGAAP basis. 2005 and 2006 adjusted for the impacts of A-IFRS, accounting reclassifications, NZ\$ exchange rate impacts and one-off significant items. Source: Westpac



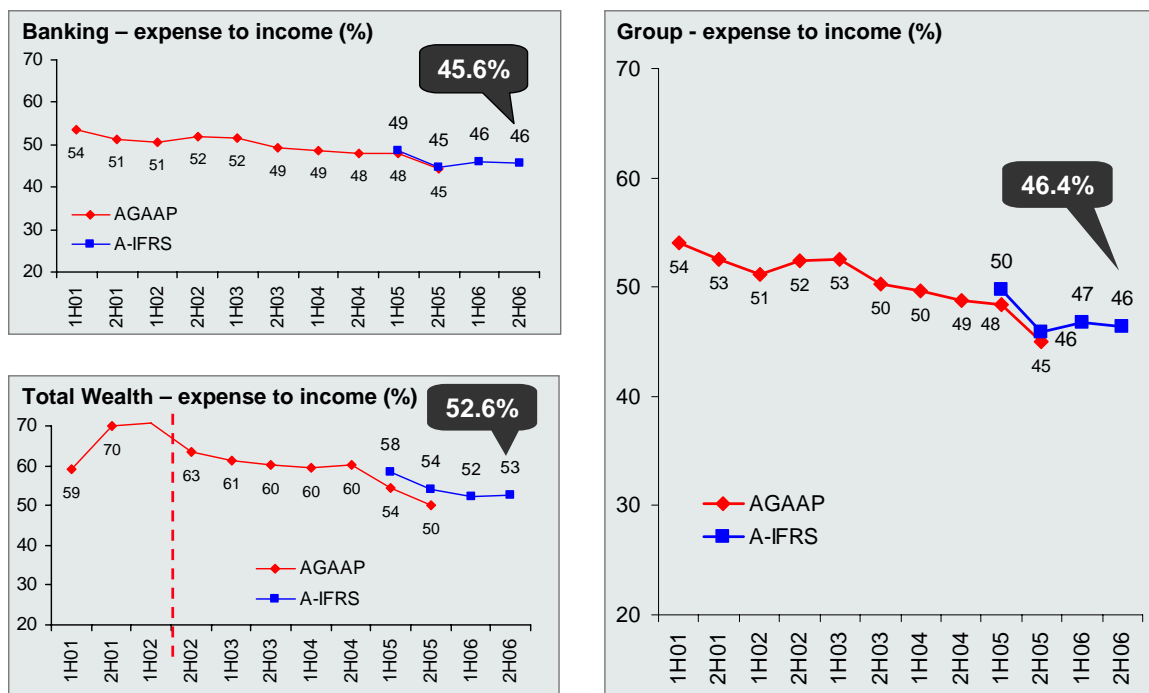
Composition of 2006 earnings by business unit



^ On 20 February 2007, Westpac announced BCB will be split into Consumer Financial Services and Business Financial Services
 *2005 re-stated to A-IFRS excluding AASB 132 & 139. Source: Westpac



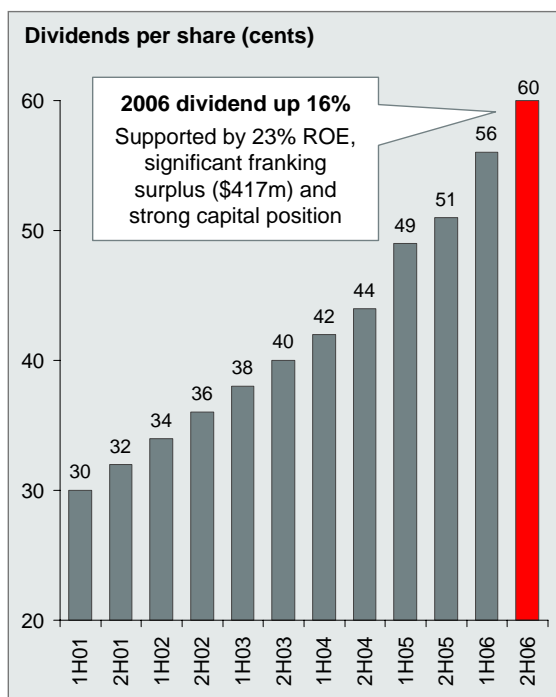
Continuing efficiency improvements



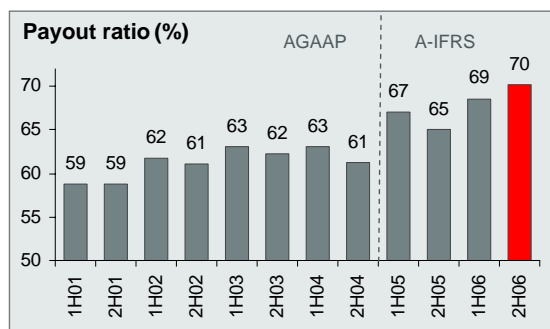
..... Pre BT acquisition – data not comparable. Source: Westpac



Strong dividend growth – higher sustainable payout



Dividend considerations	
Dividend path	Deliver dividend increase each half
Franking	Only pay fully franked dividends
New share issues	General principle is to neutralise new share issuance although some dilution tolerated to utilise franking credits
Pay-out ratio	Absorb some movement in payout ratio given earnings volatility and A-IFRS
Capital	Seek to hold capital ratios within target ranges



Source: Westpac



2007 outlook



- Operating environment remains broadly favourable
- Westpac's franchise is in very good health
- Improved revenue momentum into 2007
- Expenses marginally higher but with healthy gap to revenue growth
- No surprises anticipated for impairment losses or tax expense
- Confident of delivering strong earnings growth in 2007

Revenue	<ul style="list-style-type: none"> • Lending expected to grow broadly in line with system • Margin decline possible at upper end of 5-10 basis points contraction • Solid non-interest income with continuing contributions from BT and WIB
Expenses	<ul style="list-style-type: none"> • Average expense growth 4% over last 5 years • 2007 growth expected to be slightly higher than recent average
Impairment losses	<ul style="list-style-type: none"> • No signs of systemic stress • Delinquencies trending higher than loan growth
Tax	<ul style="list-style-type: none"> • Tax one-offs behind us
NZ\$	<ul style="list-style-type: none"> • 2007 NZ earnings 75% hedged • Expect higher NZ\$ to reduce cash earnings growth by 1%



Leadership transition

Board

- Chairman Leon Davis retiring March 2007
- Chairman elect Ted Evans, Board member since 2001

Chief Executive Officer

- David Morgan, confirmed in 2006 his intention to retire as scheduled in December 2007. Succession process continuing.

Leadership team

- Changes have been progressively introduced over the last year or so to achieve a balance of stability and rejuvenation in the executive team
 - Broadening experience of existing executives – Phil Coffey to CFO and Phil Chronican to Group Executive Westpac Institutional Bank
 - Elevating high performers – Rob Whitfield to Chief Risk Officer, Peter Hanlon to Group Executive Business Financial Services
 - New talent – Brad Cooper appointed CEO elect New Zealand (commences April 2007), Jon Nicholson appointed Chief Strategy Officer

Sector leading platforms – a strength

Reach	One integrated technology platform to support the Bank's customer sales and service efforts
Pinnacle	Re-engineering of Westpac's end-to-end credit and lending processes
Corporate Online	Web-based platform delivering a wide range of complex transactional requirements, account handling and payment mechanisms
Internet	Readers Choice: Best Personal Banking website category in Money magazine's Consumer Finance Awards 2006
Wrap	Sophisticated yet simple system of managing general investments, superannuation or retirement income
Corporate Super	Secure, online administration system for employers to manage their corporate superannuation plan

Sustainability a comparative advantage



Snapshot of Westpac's 2006/07 Dow Jones Sustainability Index rating



Westpac assessed as the #1 bank in the world by the Dow Jones Sustainability Index for the 5th year in a row

Excellent corporate governance, risk management and compliance underline Westpac's commitment to being accountable
– DJSI 2006

■ DJSI sector average on a global basis
■ Westpac Banking Corp.
■ Best company on a global basis within DJSI sector



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Disciplined approach to acquisitions

- No particular requirement to acquire customers
 - Customer franchise enhanced in Australia and New Zealand with three regional bank acquisitions 1995 – 1998
- Filled major strategic gaps
 - Wealth management capability enhanced with three acquisitions in 2002
 - BT acquisition particularly successful
- Some niche opportunities remain in core markets
- Disciplined approach
 - Aligned with strategic direction
 - Strict valuation criteria
 - Not unduly diverting

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Diversified wholesale funding franchise

Wholesale Funding Objective

- Raise efficiently priced funds within prudent liquidity limits, simultaneously building capacity ahead of balance sheet needs

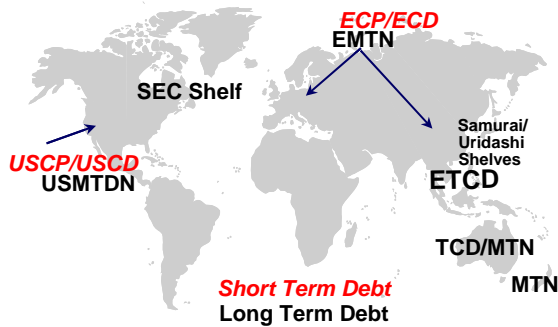
Issuance strategy

- Well timed deals driven by investor demand
- Responsible pricing and realistic volume expectations
- Lead Manager(s) selected on market knowledge and proven secondary market support
- Syndicate selected on performance and distribution
- Markets selected for capacity build or to replenish capacity and refresh credit lines
- Medium Term Note franchise to tap unutilised lines

Debt Investor Relations

- Dedicated debt investor relations, multiple information platforms

Global funding diversity



Debt Programmes and Issuing Shelves

- US\$15bn Euro Commercial Paper Program
- US\$2.5bn Euro Transferable CD Program
- US\$25bn Euro Debt Issuance Program
- US\$20bn US Commercial Paper Program
- US\$5bn US Medium Term Deposit Note Program
- ¥300bn Uridashi shelf
- Domestic debt issuance programmes - no limits
- US\$7.5bn US Commercial Paper Program (WSNZL)
- US\$25bn Euro Debt Issuance Program (WSNZL)

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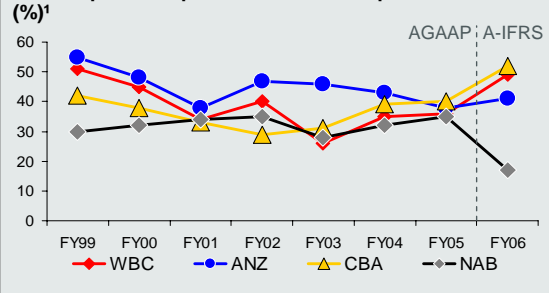


Credit quality

Categories of stressed exposures as a % of total commitments (%)

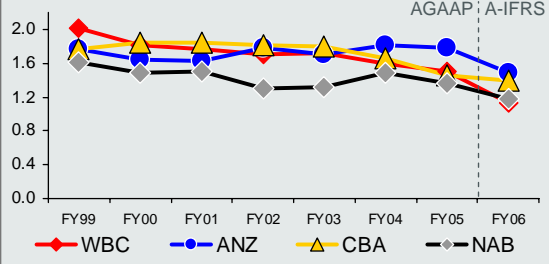


Total impairment provisions / Total impaired assets (%)¹



• 2H 06 coverage ratio is 1.5x.

Collectively assessed provisions² / Non-housing performing loans & acceptances (%)³



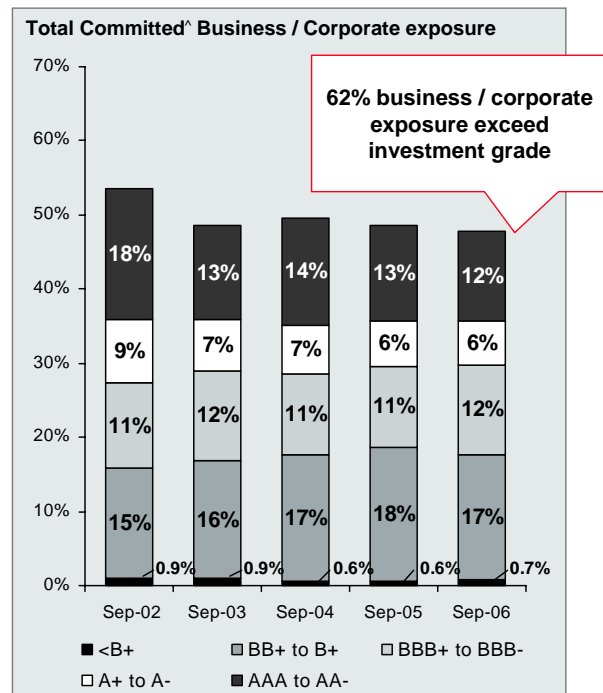
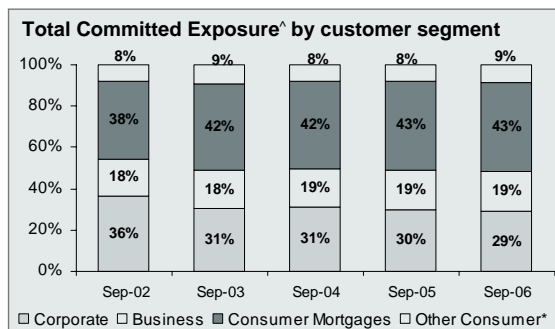
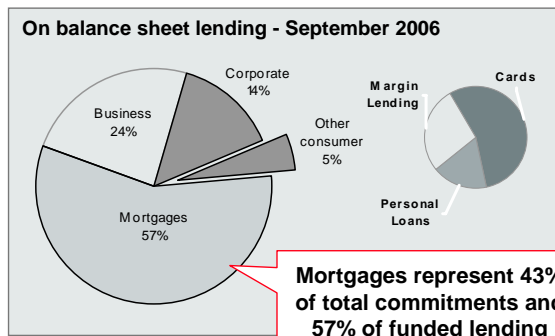
1. Westpac's impaired assets for Sep 05 have been restated to reflect APRA's prudential approach to the adoption of A-IFRS by ADI's, which came into effect 1 July 06. Total impaired assets for Sep 05 includes \$72m of consumer accounts > 90 days past due but not well secured. Prior to 2006, impaired provisions equals specific provisions.
 2. Includes General Reserve for Credit Losses (GRCL) adjustment (pre-tax) above A-IFRS provisioning levels. WBC \$117m, CBA \$500m, ANZ nil and NAB \$193m.
 3. Prior to 2006 : General provisions / Non-housing performing loans & acceptances

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Composition of portfolio

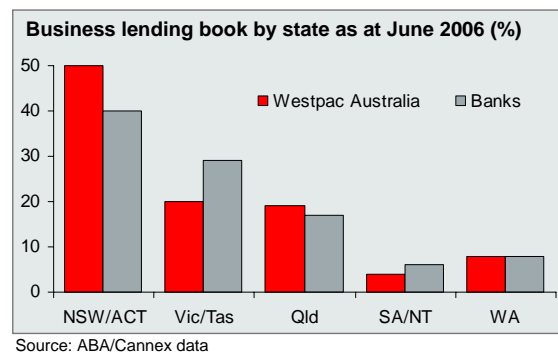
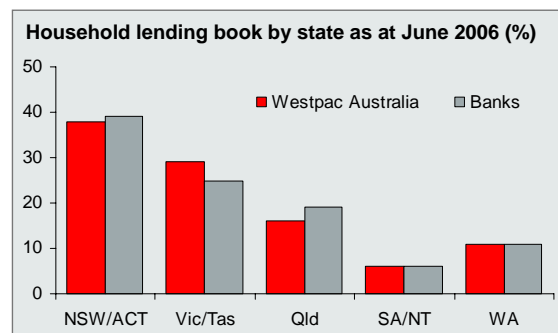


[^]Total committed exposures include outstanding facilities and un-drawn commitments that may give rise to lending risk or pre-settlement risk
^{*}Other consumer includes credit cards, personal lending and margin lending



Geographically well diversified portfolio

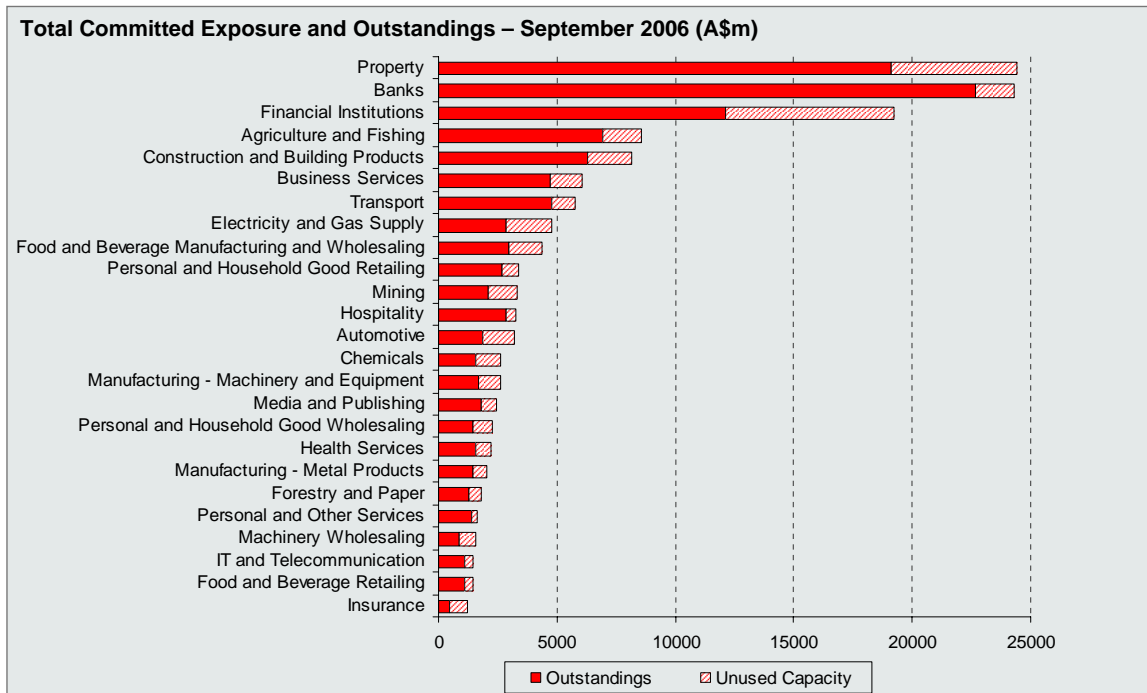
- Household lending book is broadly in line with the market in NSW
- BCB's business lending in NSW/ACT is closer to market, at approximately 36%
- At a Group level, business credit is above market in NSW/ACT, given WIB exposures
- Importantly, at an aggregate level we are not underweight in WA and QLD



On 20 February 2007, Westpac announced BCB will be split into Consumer Financial Services and Business Financial Services



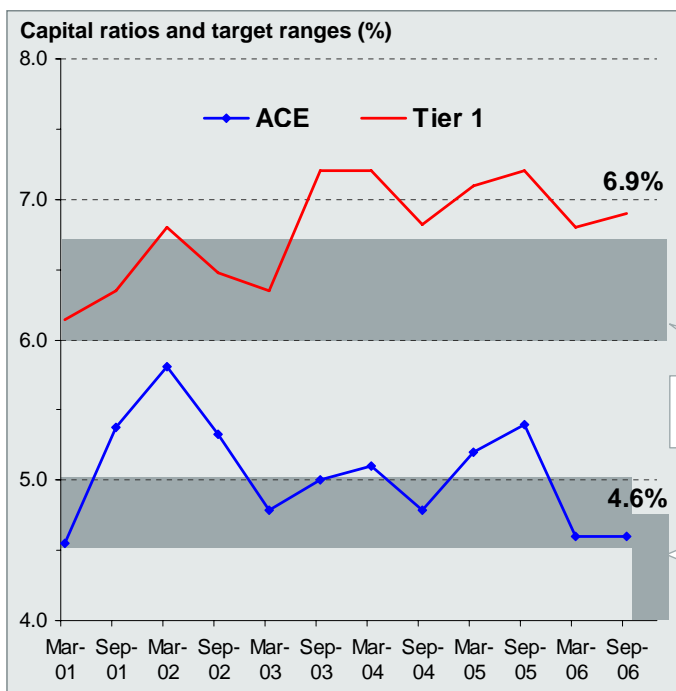
Industry concentrations



Note: Excludes governments



Committed to maintaining 'AA' rating



- Westpac actively manages its capital base to enhance shareholder value
- Targets capital structure consistent with 'AA' senior debt rating – to balance interests of shareholders, regulators and ratings agencies
- Upgraded one notch by S&P to AA in February 2007

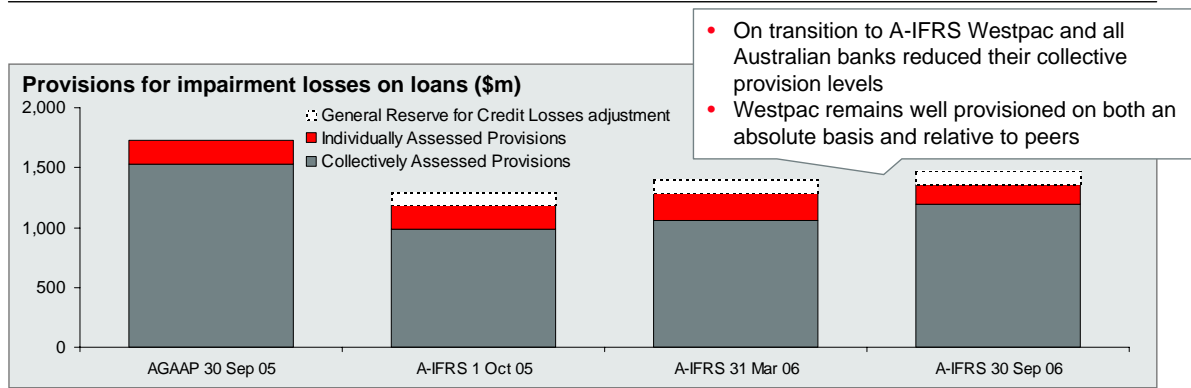
Tier 1 ratio targets unchanged, transitional relief applies until 1 Jan 2008

New ACE ratio target range: 4.0% to 4.75%
 New ACE ratio due to additional capital deductions. No change in economics or risk of the business.

Note: 2006 ACE ratios re-stated



Well provisioned under A-IFRS



- On transition to A-IFRS Westpac and all Australian banks reduced their collective provision levels
- Westpac remains well provisioned on both an absolute basis and relative to peers

Source: Westpac

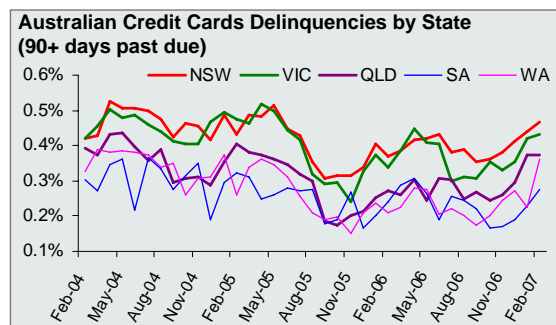
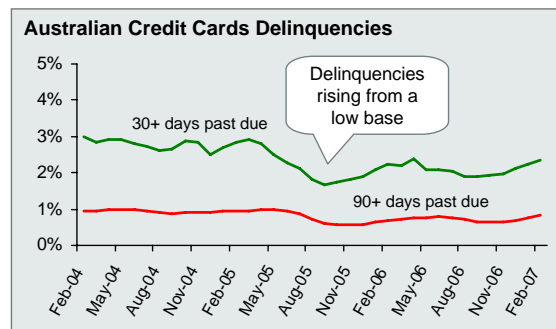
A-IFRS FY06	
Total provisions ¹ to RWA (%)	0.76
Collective provisions for drawn and undrawn exposures ¹ to RWA (%)	0.68
Total provisions ¹ to GLAA (%)	0.63
Collective provisions ¹ to GLAA (%)	0.56
Collective provisions ¹ to non-housing GLAA (%)	1.13
Total provision coverage of impairment losses on loans written off (annualised, 3 year average)	4.80

1. Includes General Reserve for Credit Losses (GRCL) adjustment (pre-tax) above A-IFRS provisioning levels (\$117m)



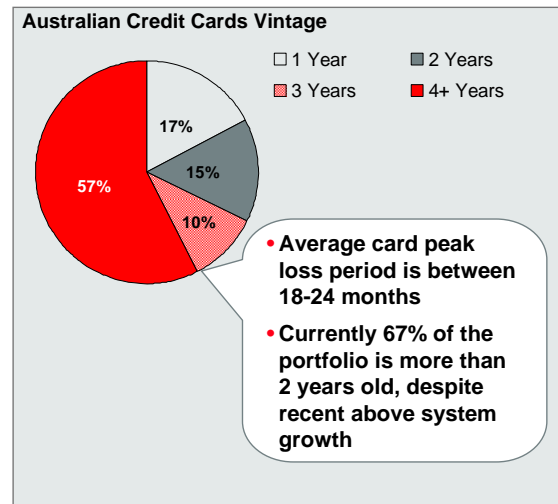
Cards delinquencies trending up off a low base

- 90+ days delinquencies have remained broadly stable over past 3 years with increases evident over recent months
- 30+ days delinquencies eased over 2005 due to portfolio growth and investment in collections and analytics
- Overall delinquencies trending upwards given:
 - Change in portfolio mix (Low Rate cards growth)
 - Maturity of Low Rate cards written over last year
 - Macro-economic trends e.g. rising bankruptcy levels
- Higher delinquency levels in NSW given the more subdued economic environment



Credit card loss rates

- We expect impairment losses related to credit cards will continue to rise at a rate in excess of portfolio growth
- Higher impairment losses given:
 - Increase in write-offs as portfolio matures
 - Portfolio mix – growth in Low Rate cards
 - Rising industry delinquency levels e.g. increase in personal bankruptcies
- Actual losses are consistent with the overall return from credit cards
- Improved analytics and investment in collections has enhanced the management of delinquent facilities



Source: Westpac

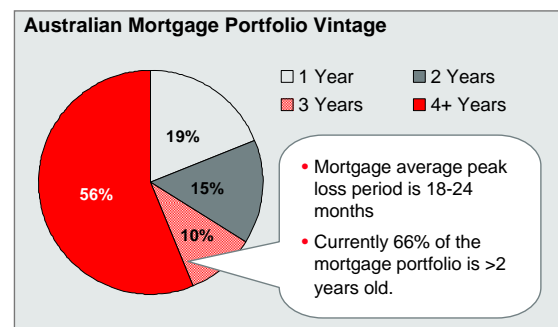
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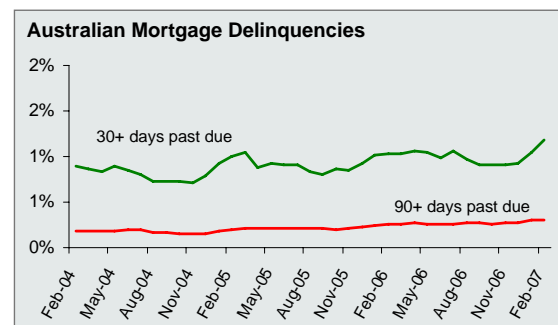


High quality mortgage portfolio

- Recent losses on loans average <1bp per year
- Average LVR of the portfolio at drawdown 68%¹
- Risk of loss in higher LVR segments remains low due to mortgage insurance cover
- 66% of the portfolio past the peak loss period (18 – 24 months)
- No sub-prime mortgages
- Low Doc lending subject to lower maximum LVRs, mortgage insurance required where LVR >60%, security restrictions, all standard credit policies applied
- Recent increase in delinquencies in line with industry trends



Source: Westpac



1. As at 30 September 2006

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Mortgage portfolio stress testing

- Further improvements in the model in 2006, including additional economic variables in the stress scenarios
- Capacity to absorb interest rate rises strong with 72% of amortising borrowers repaying in excess of required minimum
- In addition to normal expenses, an interest rate buffer is applied in Westpac's assessment of capacity to repay a loan, to allow for any future interest rate increases

Westpac mortgage portfolio stress testing – 2006 results	Base case	Scenario 1	Scenario 2
Interest rate % pa Individual effect \$m	7.8% 0	9.8% 3	11.8% 6
Price growth % pa Individual effect \$m	3.4% 0	(10)% 18	(20)% 44
Unemployment rate % pa Individual effect \$m	4.9% 0	6.9% 6	8.9% 14
Average weekly earnings growth % pa Individual effect \$m	4.3% 0	3.3% 4	2.3% 9
Housing credit growth % pa Individual effect \$m	12.2% 0	10.2% 4	8.2% 7
Combined effect \$m Combined effect bps	0 0.0	55 5.0	212 19.0

Maximum expected loss if ALL economic factors coincided

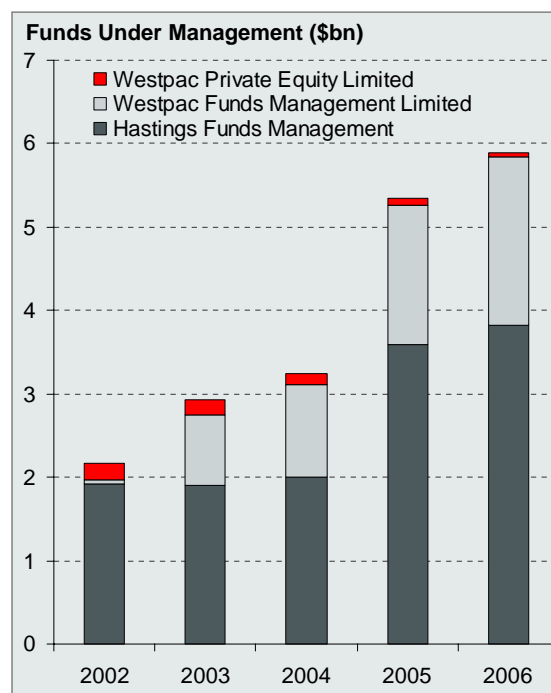
Individual effects do not sum to the total effect because the impact of each of the individual effects is multiplicative in the model

Asia – executing on growth opportunities

Revenues	<ul style="list-style-type: none"> • Locally booked revenues up 38% in 2006
Footprint	<ul style="list-style-type: none"> • Repositioned geographic footprint and seeking to expand activities into India and China. Reserve Bank of India approved plans to open a representative office in Mumbai. Application submitted to open branch in Shanghai.
Capabilities	<ul style="list-style-type: none"> • Growing success in corporate banking and financial markets • Focus on working capital and trade, introducing business banking • Continuing to utilise third party relationships to support our efforts • Supporting Australian and New Zealand small to medium enterprises interested in entering the China market • Collaboration with Standard Chartered on promoting India-Australia/NZ banking capabilities for Australia/NZ firms interested in India and vice versa
Key Transactions	<ul style="list-style-type: none"> • Singtel Group Treasury Pte Ltd • Asian Development Bank • Hongkong Electric Company Limited • World Bank • American Express Credit Corporation

Specialised Capital Group

- Provides alternative asset and structured products, and institutional funds management
- Solid position in a competitive market
 - Funds under management up 11% over prior year
 - Successful fund performance
- Launching new funds:
 - Westpac Essential Services Trust
 - Westpac Residential Property Trust
 - Westpac Diversified Property Fund
- Hastings accessing new markets through offices in UK and USA
- Strong pipeline of deals for 2007



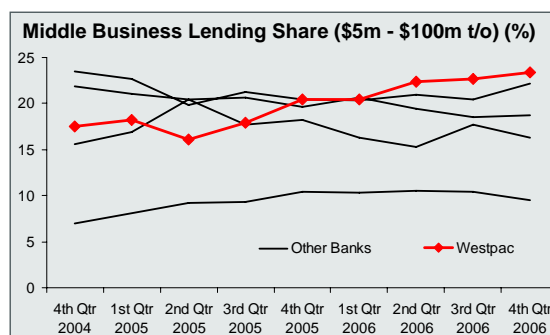
Source: Westpac

Private Equity

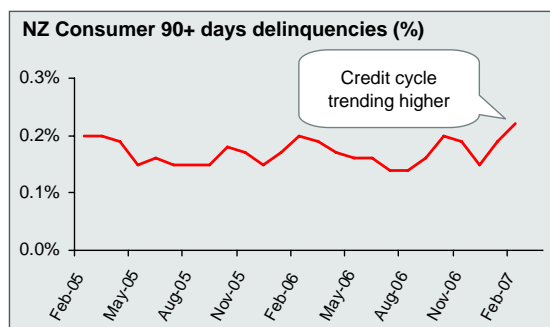
- Core customers increasingly involved in private equity transactions. We underwrite debt for investee companies of private equity funds
- Westpac supports private equity transactions that are appropriately structured and bear acceptable risk
- Builds on our leading capital markets position
- Current residual holdings around \$1.7bn (representing <0.5% of Group total committed exposures). Average deal size \$50m.
- Westpac is alert to aggregate changes in leverage across private equity transactions but also levels of gearing generally
- Westpac monitoring risks as:
 - Recent higher debt multiples not yet fully tested; and
 - Trend toward life covenants

New Zealand

- Business banking performing well
- Initiatives to improve New Zealand consumer banking performance are showing traction - however, 18 month turnaround expected
- Higher impairment losses offsetting underlying performance improvements



Source: TNS Business Finance Monitor September 2006



Source: Westpac



BT – key performance indicators

Key performance indicators	Dec 06	% Change Q4 06 to Q1 07
Total FUM	\$41bn ↑	6
Total FUA	\$44bn ↑	9
Margin lending LUM	\$4bn ↑	5
Life in-force premiums	\$258m ↑	2
GI gross premium revenue	\$69m ↑	13*

Note: * % increase on same period last year



BT - sustained investment performance over 3 years

	Performance and Quartile Ranking as at Dec 2006					
	1 yr (%)	Quartile	2 yrs (% pa)	Quartile	3 yrs (% pa)	Quartile
Core Australian Share Fund	25	2	26	1	27	1
Ethical Share Fund	30	1	30	1	31	1
Imputation Fund*	31	1	30	1	31	1
Smaller Companies Fund	36	2	31	1	36	1
Balanced	18	2	18	2	18	1
Domestic Fixed Interest	4	1	5	3	5	4
International Equities	15	1	16	2	14	2
Australian Property	34	3	22	4	25	4
Global Property	43	N/A	31	N/A	30	N/A

Source: Intech, *Mercer

BT - insurance businesses - great potential

- Continued momentum in insurance business
- Benefiting from cross-sell initiatives across the group
- Life sales up 32% on same period last year
- Life Direct accounts for approximately 1/3 of Life Insurance Sales
- In Q1, Life Direct increased new premiums by 73% and new policy numbers by 61% on same period in the previous year

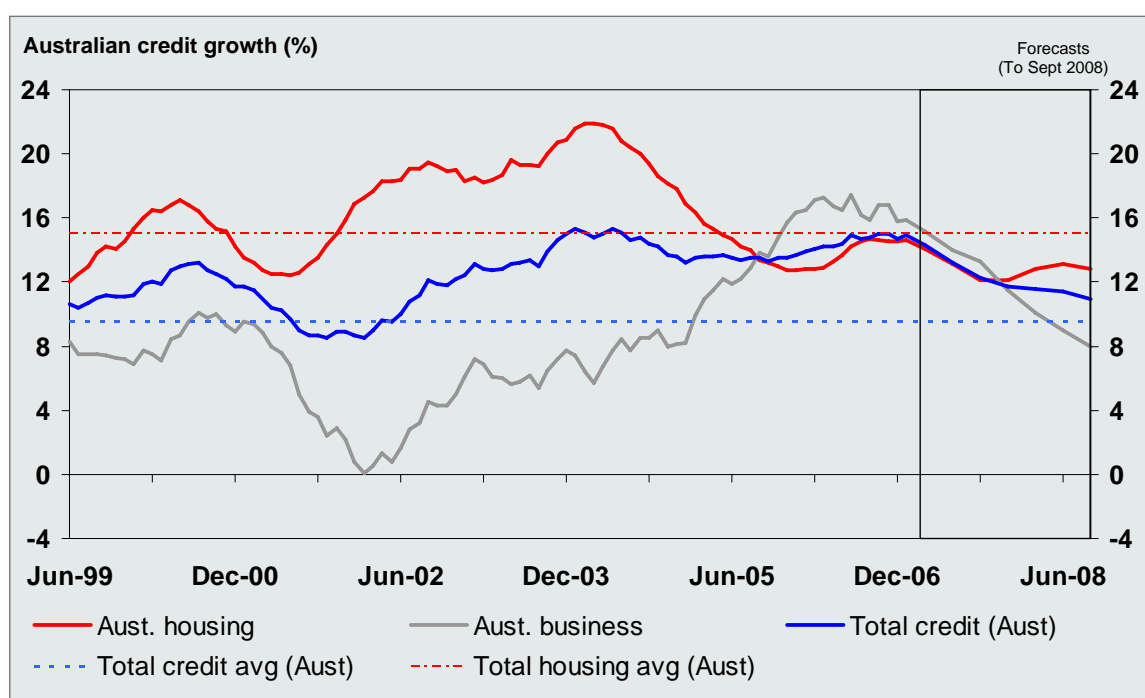
Sales	Q1 06/07	% change on same period last year
General Insurance Policies (volume)	60,861	7%
Life insurance (dollars)	\$12.8m	32%

Australian and New Zealand economic outlook

Key economic indicators	Calendar year		
	2006	2007f	2008f
World			
GDP	5.2%	4.6%	4.5%
Australia			
Private consumption	3.1%	3.7%	3.5%
Business investment ¹	8.7%	5.0%	2.7%
GDP	2.7%	3.5%	4.0%
Unemployment – end period	4.6%	4.7%	4.6%
CPI headline - yr end	3.3%	2.9%	2.5%
Interest rates – cash rate	6.25% (Dec 06)	6.25% (Dec 07)	6.50% (Dec 08)
New Zealand			
GDP	1.7%	2.2%	1.9%
Unemployment – end period	3.7%	3.5%	3.8%
Consumer prices	2.6%	2.8%	2.3%
Interest rates – overnight cash rate	7.25% (Dec 06)	7.50% (Dec 07)	5.75% (Dec 08)

¹ Business investment adjusted to exclude the effect of private sector purchases of public assets. Source: Westpac Economics

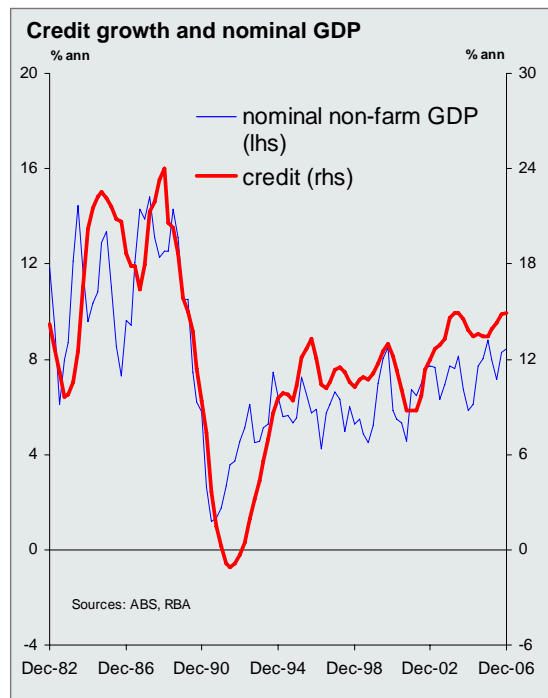
Credit growth expected to edge lower



Source: RBA, RBNZ, Westpac

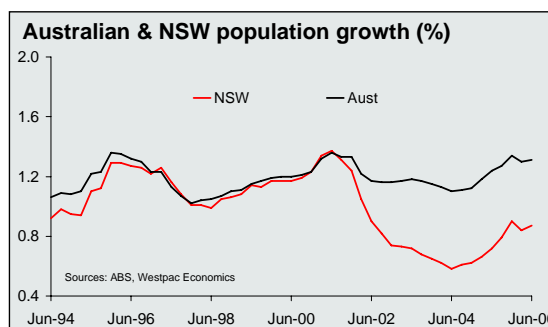
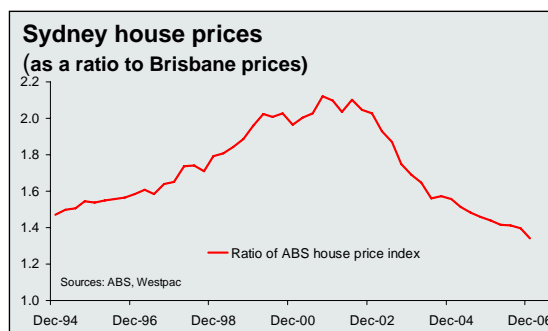
Aust. credit growth and nominal non-farm GDP

- Australian credit growth has historically tracked the direction of nominal GDP growth but with a multiplier of around 1.5 times
- Financial innovation and household's ability to allocate a greater share of disposable income to wealth creation supports a multiplier in excess of 1
- Currently, credit growth is tracking above this long term trend, at 1.8 times nominal GDP
- Looking forward, credit growth is expected to remain higher than nominal GDP but to ease to be more in line with this longer term trend, with interest rates up on levels of recent years.



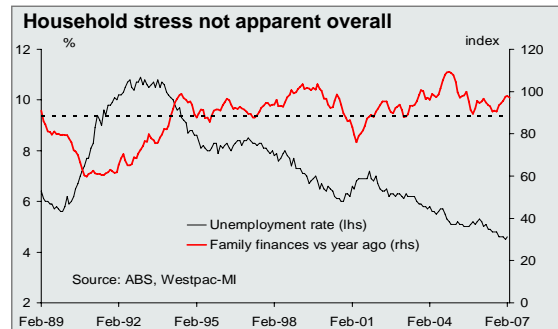
New South Wales

- Westpac only modestly overweight in NSW
- NSW growth has lagged the overall Australian economy due to:
 - Lower relative exposure to the resources sector
 - Under investment in infrastructure
 - Lagged impact of lower population growth
- Some turnaround in NSW State's fortunes is expected following:
 - Recovery of population growth
 - State government capital spending up sharply
 - Housing to improve later in 2007 if interest rates unchanged

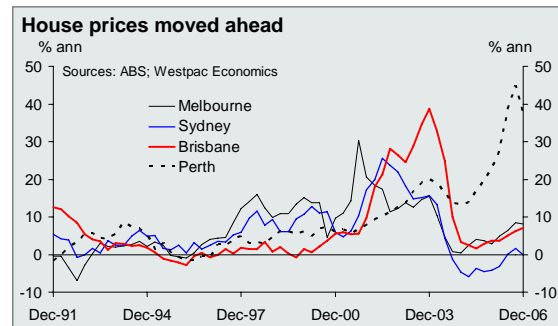
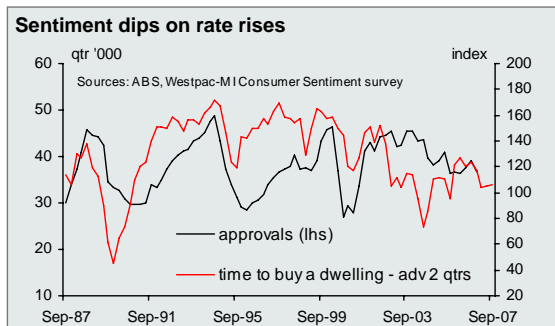


Housing market – to adjust to rate rises

- Consumer Sentiment has rebounded sharply, as petrol price falls largely offset the August and November rate rises.
- Arrears rates up as interest rates increase – but coming off low levels.
- Households enjoying job security – jobs up 3% yr & unemployment rate at 31 year low.
- Property prices strengthened, up 7% yr. However, stretched affordability a constraint.



* Family finances – Westpac Melbourne Institute Consumer Sentiment Index Aug-04



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