



Westpac
Australia's First Bank

Westpac Institutional Bank

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Group Executive

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Agenda

- **WIB at a glance**
- **Growing distribution capabilities**
- **Offshore exposures**
- **Market share**



WIB at a glance

- **Australian and New Zealand focus**
 - 1,500 customers
 - 1,300 staff
 - full range of services
 - global reach
 - operating revenues ~\$1bn
- **Segmented relationship management**
- **Specialist product expertise**

Our focus is unchanged

Our vision is to be the pre-eminent wholesale bank in Australasia by leveraging customer relationships

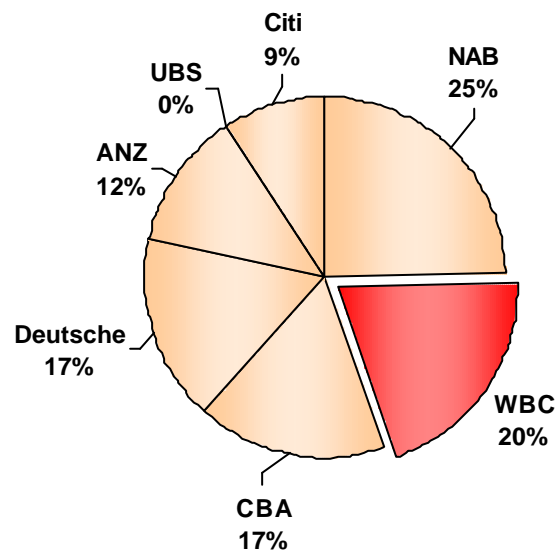
Our strategic drivers:

- Customer service focus
- Product excellence
- **Distribution**
- Operational efficiencies
- Culture

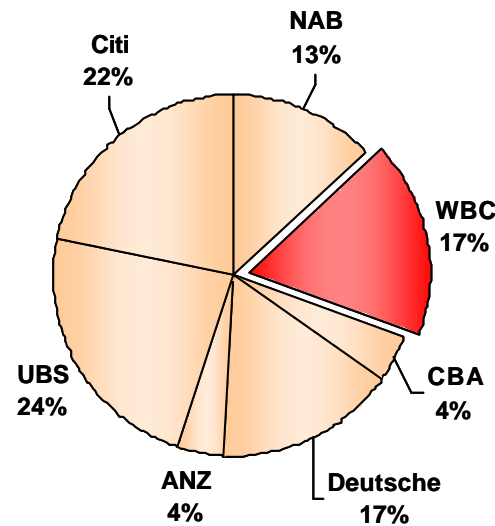
Prime position to distribute to wholesale investors - sound position in capital markets

Market share – Most active investors

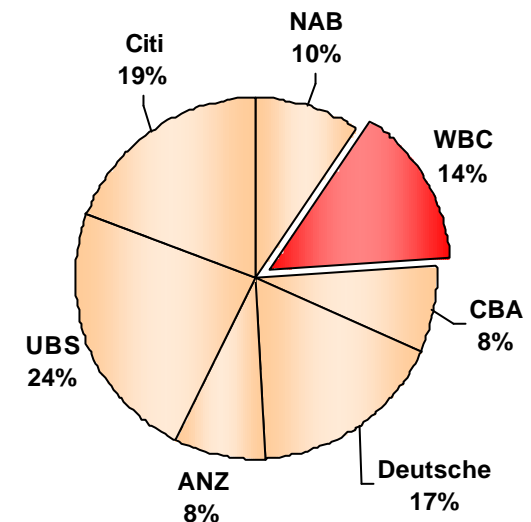
Short Dated Securities



Bonds/Semis



Credit Securities

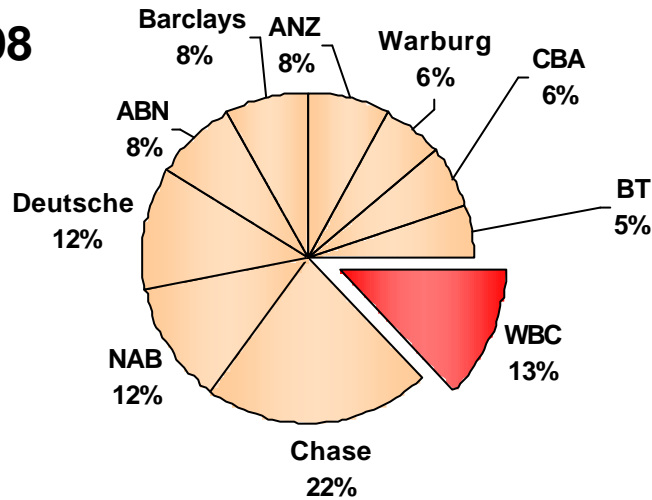


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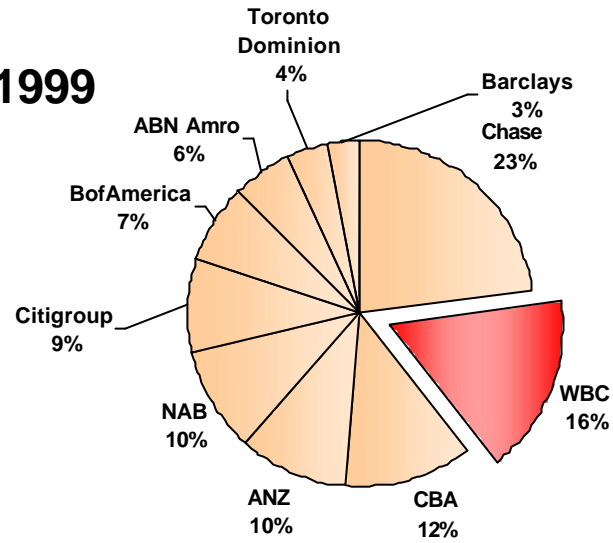
Greenwich December 2001

And top 3 arranger of Australian syndicated loans

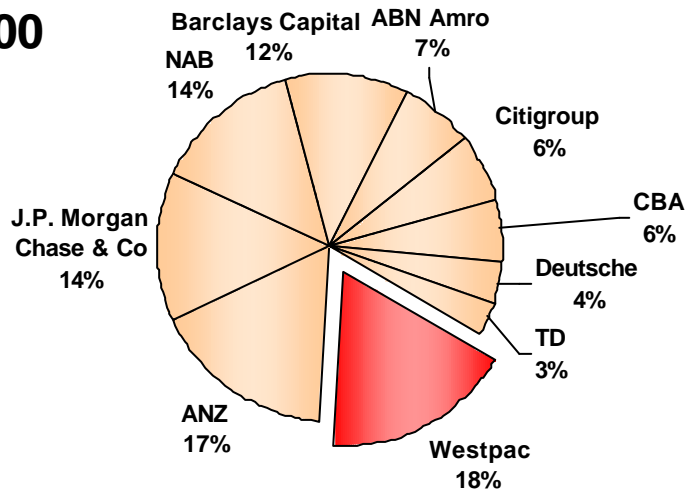
1998



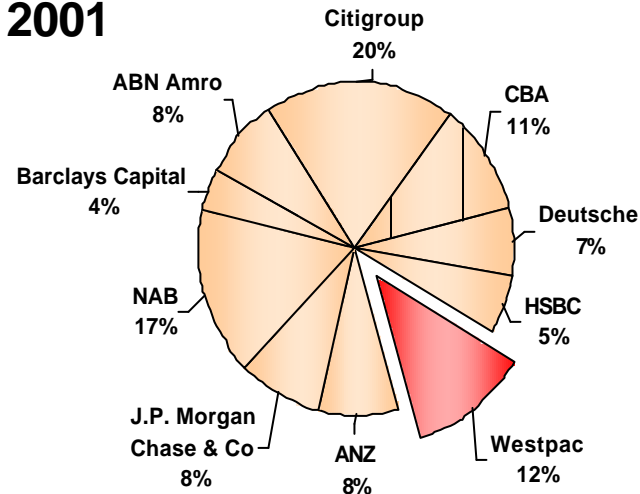
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2001



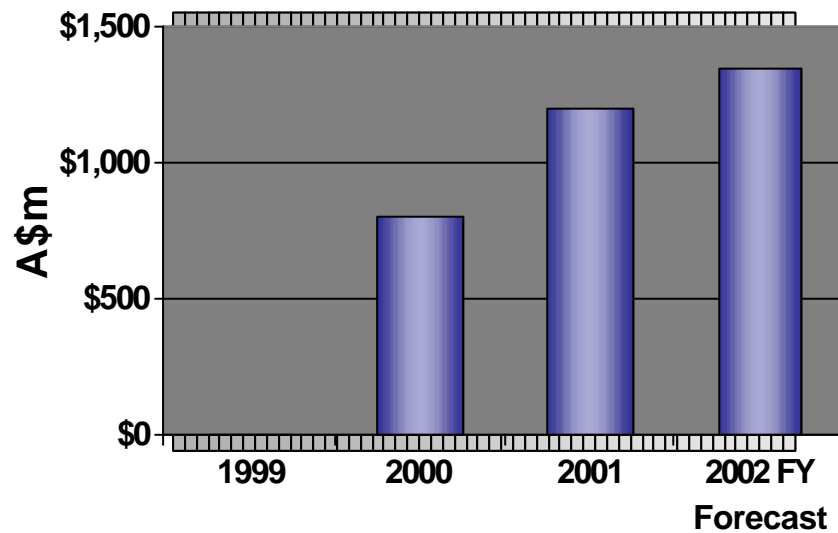
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Case study - Crane Group Limited

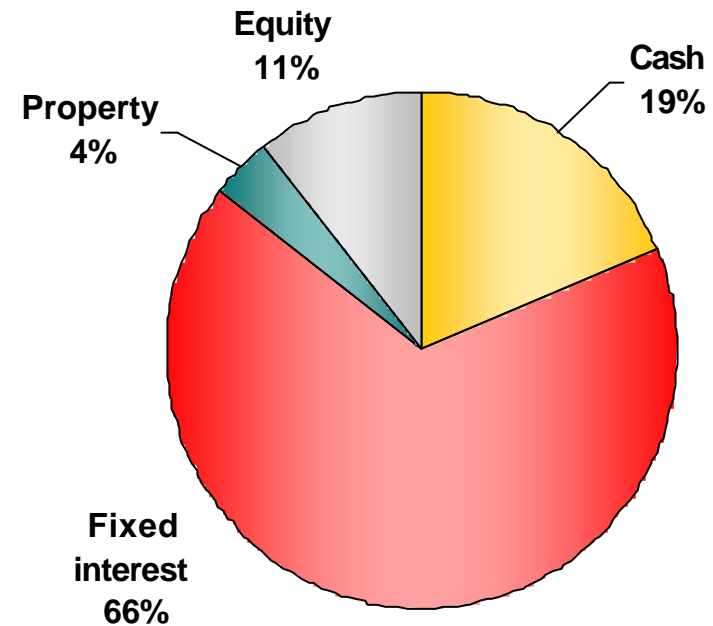
- **Relationship of over 100 years with Crane Group Ltd**
- **Crane's credit profile and asset maturity matched US private placement investor appetite**
- **WIB alliance with Banc of America Securities**
 - Successful private placement for Crane to US market
 - Alliance has seen three mandates in four months

Distributing to retail investors – growth opportunity

Retail distribution – volume of products sold



Products across a variety of asset classes – 2002 FY Forecast



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Tapping our large retail customer base

- **Leverage:**

- wholesale product expertise;
- retail investor relationships; and
- external planners

- **Expanding range of investments:**

- capital guaranteed offerings
- warrants
- property trusts
- hybrid equity / mezzanine debt

Case study - Westpac Family Restaurants Trust



- 6 year unlisted property syndicate
- 36 Hungry Jacks & KFC stores
- \$20m fully underwritten equity
- internal allocation filled in four days
- external distribution reached 1,000 third party financial advisors across 27 firms

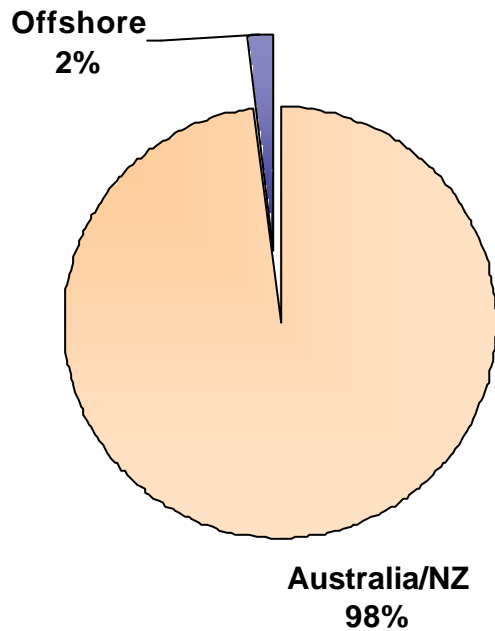


Offshore exposures

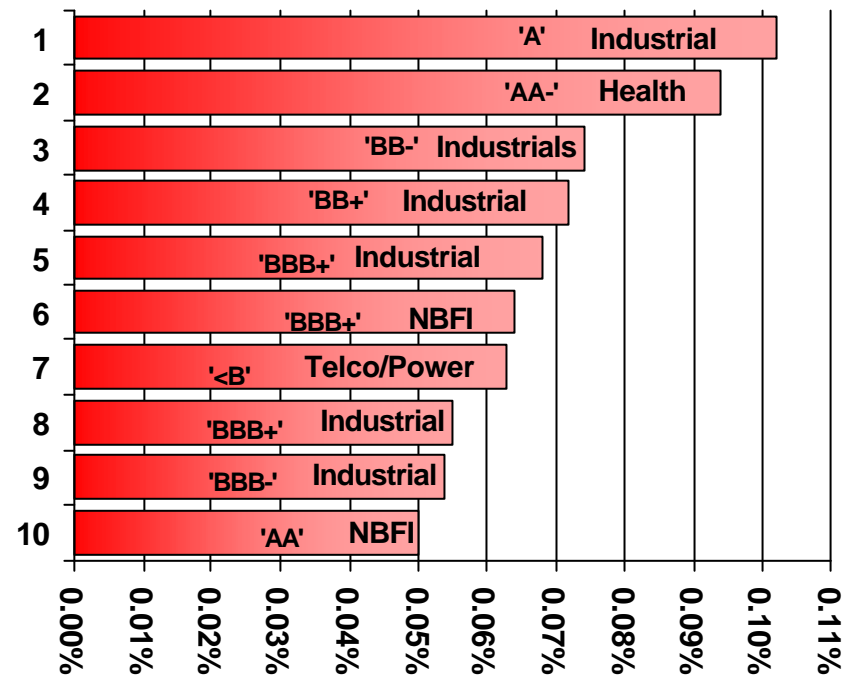
- **Integral part of relationship banking**
- **Focus on regional opportunities**
- **Measured use of financing product as part of full service**
- **Strict discipline around:**
 - **Customer presence in Australasia**
 - **Economic Profit of relationship**
 - **Global limits**

We have a diversified high quality portfolio

% of funded loans*
Australia/NZ vs Offshore

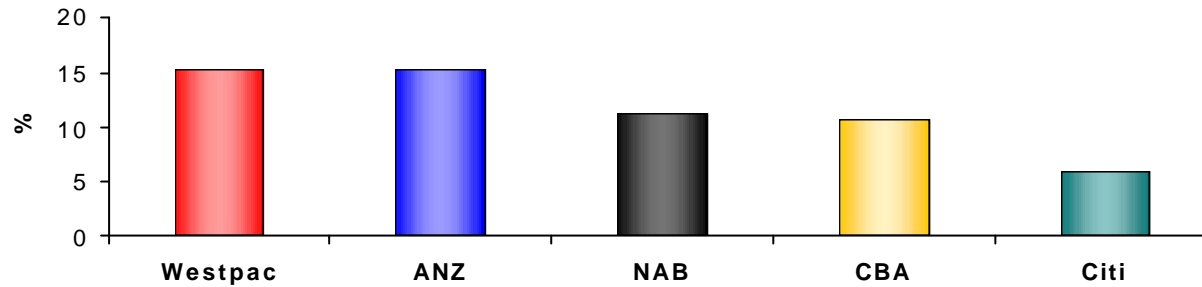


Top 10 offshore funded loans*
By rating / industry & % of gross loans and acceptances

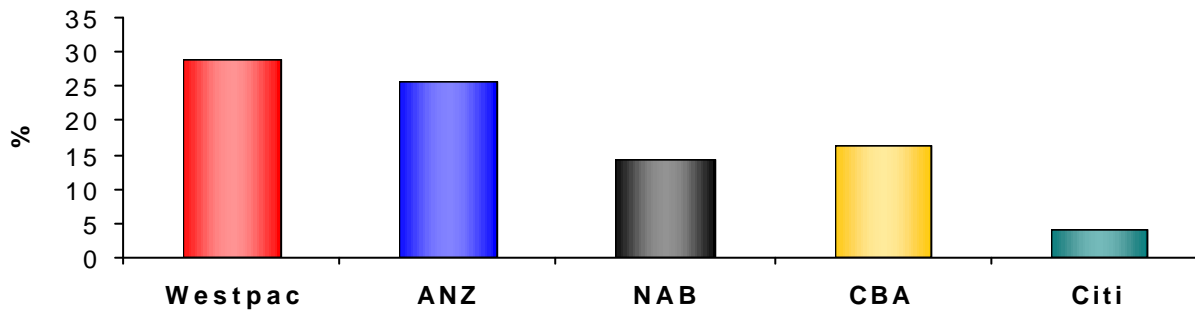


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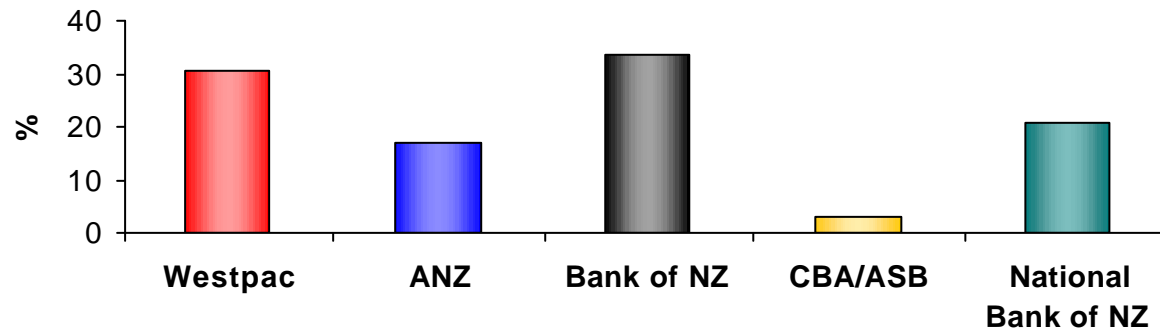
Corporate market share



Principal Corporate Banker Australia - East Survey¹ of Top 500 Corporates



Principal Transactional Banker Australia - East Survey¹ of Top 500 Corporates



Greenwich Large Corporate Banking – Survey² Top 200 New Zealand Corporates

Corporate market share

- **Westpac is Australia's leading corporate and transactional banker**
- **Some easing in market share measures**
 - tighter segmentation of target market (Economic Profit driven)
 - reducing single name concentrations
 - transition to new transaction banking platform
- **Increased number of value enhancing relationships**

We are differentiated by

- **Our customer service focus**
- **Our product excellence**
- **Our distribution capability**
- **The strength of our franchise**
- **Our market leadership position**



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