WESTPAC BANKING CORPORATION
ABN 33 007 457 141

WESTPAC
FULL YEAR 2013 INVESTOR UPDATE

FIXED INCOME INVESTOR PRESENTATION
FOR THE YEAR ENDED 30 SEPTEMBER 2013

NOVEMBER 2013

STRENGTH | RETURN | GROWTH | PRODUCTIVITY

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All amounts are in Australian dollars unless otherwise indicated.

Financial information in this presentation may be presented on a cash earnings basis. Cash earnings is non-GAAP measure. Refer to Westpac's Full Year 2013 Results (incorporating the requirements of Appendix 4E) for the year ended 30 September 2013 available at www.westpac.com.au for details of the basis of preparation of Cash earnings. Refer to Appendix 1 slide 66 for a reconciliation of reported net profit to Cash earnings.

Information contained in or otherwise accessible through the websites mentioned in this presentation does not form part of the presentation unless we specifically state that the information is incorporated by reference thereby forming part of the presentation. All references in this presentation to web sites are inactive textual references and are for information only.

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This presentation contains statements that constitute "forward-looking statements" within the meaning of Section 21E of the US Securities Exchange Act of 1934. The forward-looking statements include statements regarding our intent, belief or current expectations with respect to our business and operations, market conditions, results of operations and financial condition, including, without limitation, future loan loss provisions, indicative drivers, forecasted economic indicators and performance metric outcomes.

We use words such as 'will', 'may', 'expect', 'indicative', 'intend', 'seek', 'would', 'should', 'could', 'continue', 'plan', 'probability', 'risk', 'forecast', 'likely', 'estimate', 'anticipate', 'believe', or similar words to identify forward-looking statements. These statements reflect our current views with respect to future events and are subject to change, certain risks, uncertainties and assumptions which are, in many instances, beyond our control and have been made based upon management's expectations and beliefs concerning future developments and their potential effect upon us. Should one or more of the risks or uncertainties materialise, 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 section entitled 'Risk factors' in Westpac's 2013 Annual Report available at www.westpac.com.au. 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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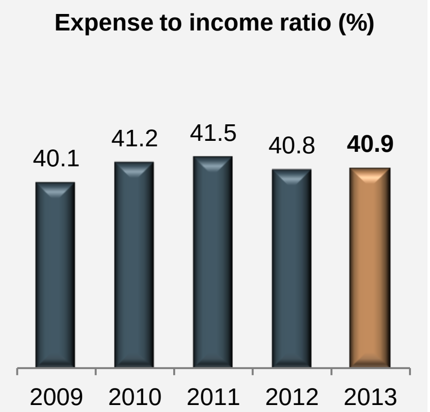
FY13 highlights: higher earnings and a stronger balance sheet

FY13 Cash earnings results	FY13	*% Change FY13 – FY12*
Financial results		
Cash earnings	**$7,097m**	*8*
Statutory net profit	**$6,816m**	*14*
Net operating income	**$18,833m**	*4*
Expenses	**$7,710m**	*4*
Impairment charges	**$847m**	*(30)*
Financial metrics		
Earnings per share	**228.9c**	*6*
Net interest margin	**2.15%**	*(2bps)*
Expense to income ratio	**40.9%**	*12bps*
Cash earnings return on equity	**16.0%**	*51bps*
Asset Quality		
Net write-offs to avg loans annualised	**25bps**	*(7bps)*
Total impaired assets to gross loans	**67bps**	*(18bps)*
Total provisions to gross loans	**73bps**	*(9bps)*
Impairment provisions to impaired assets	**43.2%**	*large*

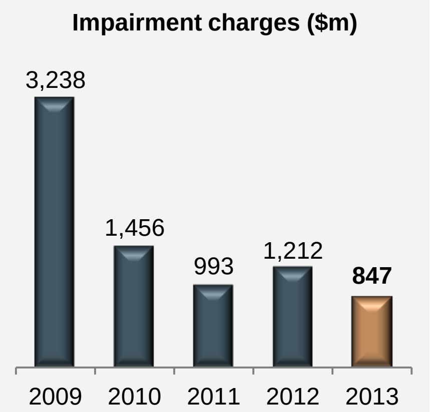
Strong financial performance

Disciplined margin management

Efficiency improving further



High asset quality



Westpac continues to deliver on key measures

Strong capital generation

Common equity tier 1 ratio 11.6%[1]

FY13 ROE above 15%

Strong franchise

≥20% market share in home lending, deposits and wealth segments[2] in Australia and New Zealand

Asset quality a strength

Stressed assets to TCE[3] halved from peak Financial Crisis level

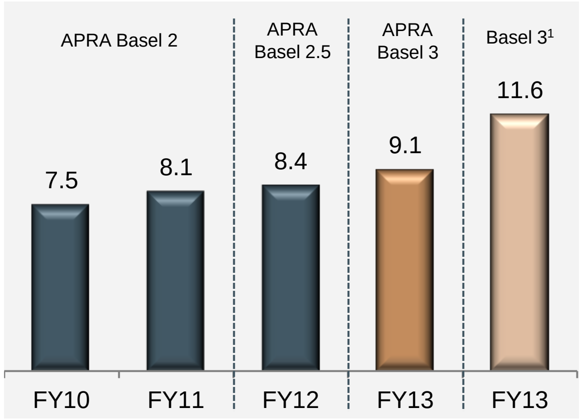
Improved funding

Stable funding ratio[4] 84%

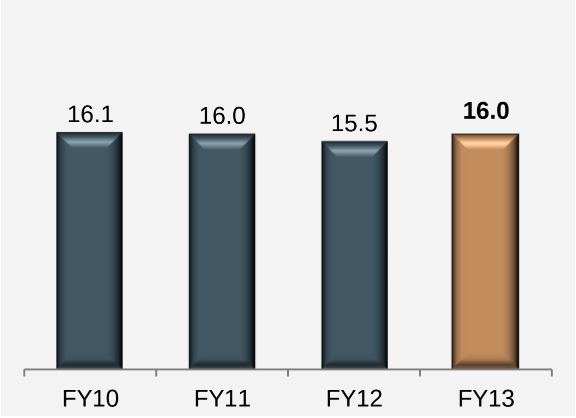
A$102bn market cap

The world's 11th largest bank by market cap[5]

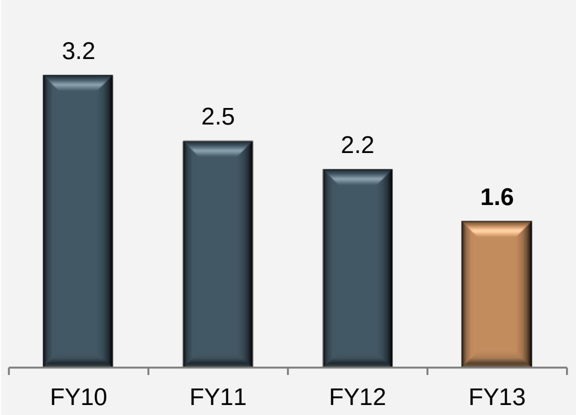
Common equity tier 1 ratio (%)



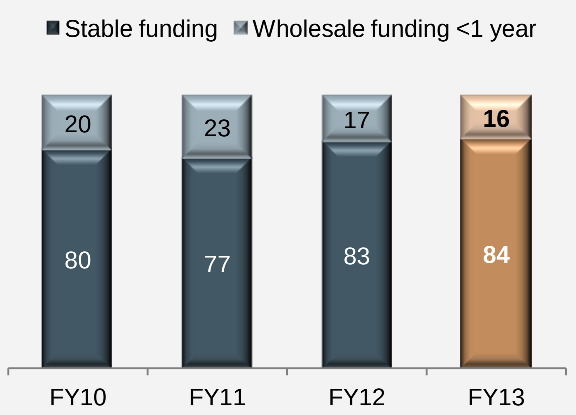
Return on equity (%)



Stressed assets to TCE (%)



Total funding composition (%)



1. Calculated on a BCBS Basel III fully harmonised basis. See Appendix 3 for more information. 2. Sources: APRA Banking Statistics September 2013, Plan for Life June 2013, All Master Funds Admin; RBNZ September 2013. 3. TCE is Total Committed Exposures. 4. SFR is the stable funding ratio calculated on the basis of customer deposits + wholesale funding with residual maturity greater than 12 months + equity + securitisation, as a proportion of total funding. 5 Source: IRESS, CapitalIQ and www.xe.com based in US dollars. As at 30 September 2013.

Clear strategic priorities managed in a balanced way

1. Remain strong
2. Targeted growth
3. Customer relationships
4. Materially simplify
5. One team

Strength
A strong company
Capital within preferred range of 8.0% - 8.5%
Target stable funding ratio >75%

Return
Maintain discipline
Maintain strong ROE
Maintain dividend path

Productivity
Sector leading
Maintain expense to income ratio below peers

Growth
Investment driven
Higher growth in target segments, including Deposits, Asia, SME, Trade and Natural Resources

All divisions and brands contributing to growth

Australian Financial Services

Westpac Retail & Business Banking
Australian retail and business banking for consumers, SMEs and commercial customers under the Westpac brand

- **FY13 cash earnings $2.3bn**
- Up 9% on FY12
- Strong franchise continuing to deliver; customers increasing

St.George Banking Group
Australian retail and business banking under the St.George, BankSA, Bank of Melbourne and RAMS brands

- **FY13 cash earnings $1.4bn**
- Up 17% on FY12
- All brands contributing positively; improvement in portfolio quality

BT Financial Group
Wealth division with $76bn funds under management and $103bn funds under administration at 30 September 2013

- **FY13 cash earnings $737m**
- Up 13% on FY12
- Strong performance from asset management, advice and insurance; continuing good inflows onto platforms

Institutional

Westpac Institutional Bank
Leading Australasian wholesale bank, with branches and representative offices in Australia, NZ, US, UK and Asia

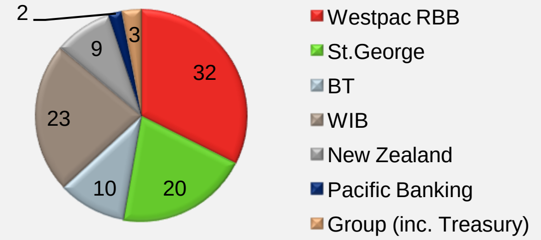
- **FY13 cash earnings $1.6bn**
- Up 11% on FY12
- Strong customer flows particularly in Debt Markets, significant improvement in portfolio quality

NZ

Westpac New Zealand
One of New Zealand's largest banks, providing banking and wealth services to consumers, businesses and institutions

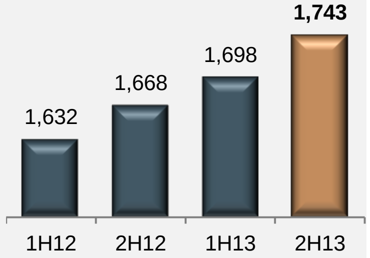
- **FY13 cash earnings NZ$770m**
- Up 9% on FY12
- Strong franchise delivering, improvement in portfolio quality

FY13 Cash earnings by division (%)

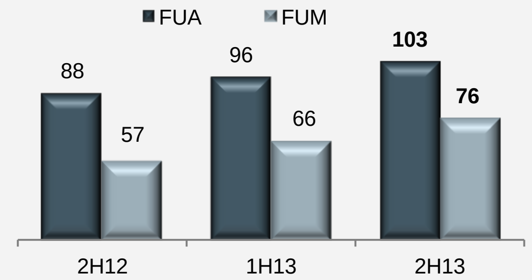


AFS MyBank customer numbers ('000)

MyBank customers have their key transaction account with the Westpac Group, are frequent transactors and have 2 or more other key financial needs met



BT FUM and FUA[1] ($bn)

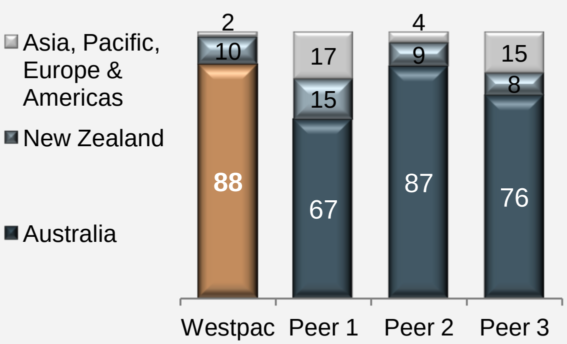


1. FUM is Funds Under Management and FUA is Funds Under Administration.

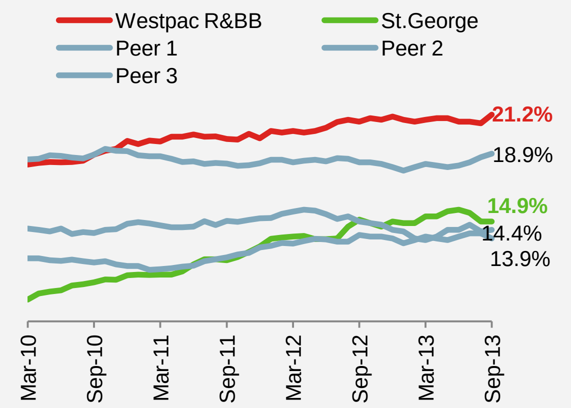
Setting Westpac apart –
Domestic customer focus, efficiency and balance sheet strength

Clear focus on Australia and New Zealand

Total income by geography[1] (%)

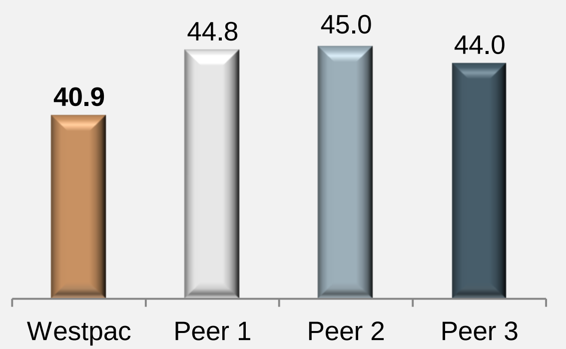


Wealth penetration[2] leads sector (%)



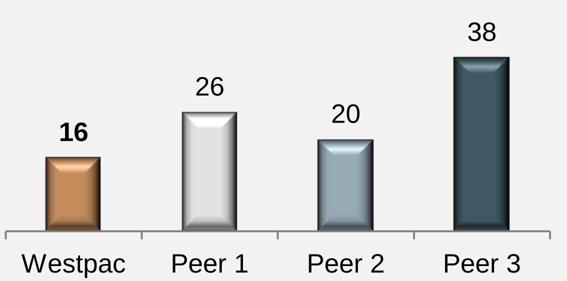
Leader in efficiency

Expense to income ratio[1] (%)



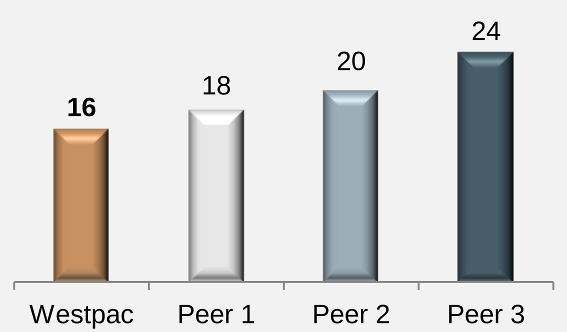
Risk management a competitive advantage

Impairment charges to average loans annualised[1] (bps)



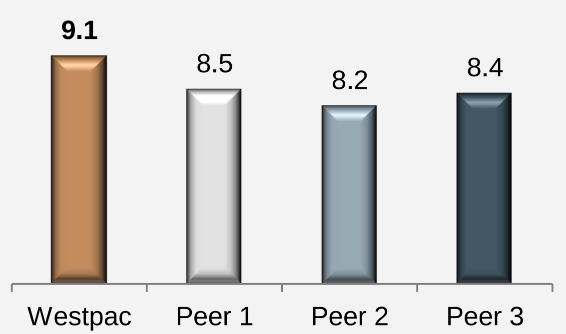
Lowest short term funding of peers

Short term funding to total funding including equity[1,3] (%)



Capital levels ahead of peers

Common equity ratio[1] (APRA Basel III) (%)



1 Source: Company Reports. Westpac, Peer 1 and Peer 3 as at 30 September 2013. Peer 2 as at 30 June 2013. 2 See Appendix 4 for Wealth penetration metrics provider details 3 Short term funding includes Central Bank deposits and long term wholesale funding with a residual maturity less than 1 year.

Entered agreement to acquire Lloyds Banking Group's Australian businesses

- On 11 October 2013 Westpac entered into an agreement to acquire Lloyds Banking Group's Australian business for $1.45bn
- $8.4bn asset base, risk weighted assets of $9.1bn
- Assets represent 1.2% of Westpac's asset base, lifting Westpac Group's Australian business portfolio by around 7%
- Given strong capital and funding position, the transaction will be financed from internal resources and within existing funding plans (expected $8bn)
- Expected completion 31 December 2013 (no impact on FY13 results)

Transaction is value enhancing to Westpac

- Price of $1.45bn includes approximately $260m of goodwill
- Price to NTA 1.22x
- Including synergies, businesses are expected to add at least $100m to Westpac's FY15 Cash Earnings
- Businesses (including goodwill) expected to generate an ROE ahead of the Group's 11% cost of capital and so adds to shareholder value
- Expected to be EPS positive by the end of FY14

Excellent strategic fit

- Assets clearly aligned to target segments of SME and Corporate
- Grows customer base and enhances ability to deepen existing relationships through expanded operating lease capability
- Asset quality considered to be in line with similar Westpac assets
- Strong cultural alignment between Lloyds and WIB/ St.George teams
- Clear integration plan already in place

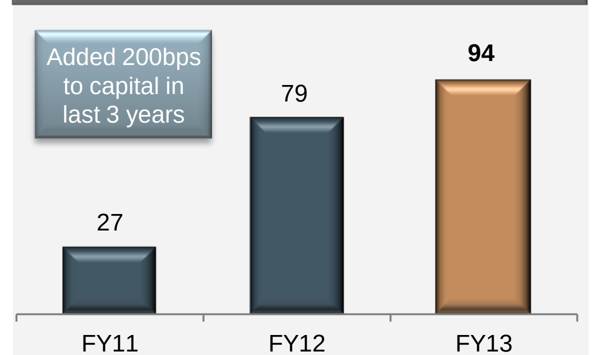
Summary of businesses to be acquired

Equipment finance	• $2.9bn in lease receivables – $1.9bn SME (to be managed within St.George) – $1.0bn corporate (will be managed within WIB) • 62,000 corporate/business customers • Low risk motor vehicle and machinery assets associated with waste management, mining and transport industries • Adds operating lease capability to WIB
Motor Vehicle Finance	• $3.9bn in assets – $0.7bn dealer finance – $3.2bn personal car finance • 343 motor dealerships • 151,000 consumer customers • Complementary to existing St.George auto finance portfolio, providing geographic diversity with more business in rural/regional areas
Corporate loan portfolio	• $1.6bn in high quality corporate loans. Additional $1.1bn in undrawn facilities • 28 high quality corporates, with stressed assets previously sold • Potential for transfer of up to $0.9bn of deposits • Assets to be transferred to WIB, with Westpac having a relationship with approximately 80% of customers • Portfolio expected to run-down over next 3 years

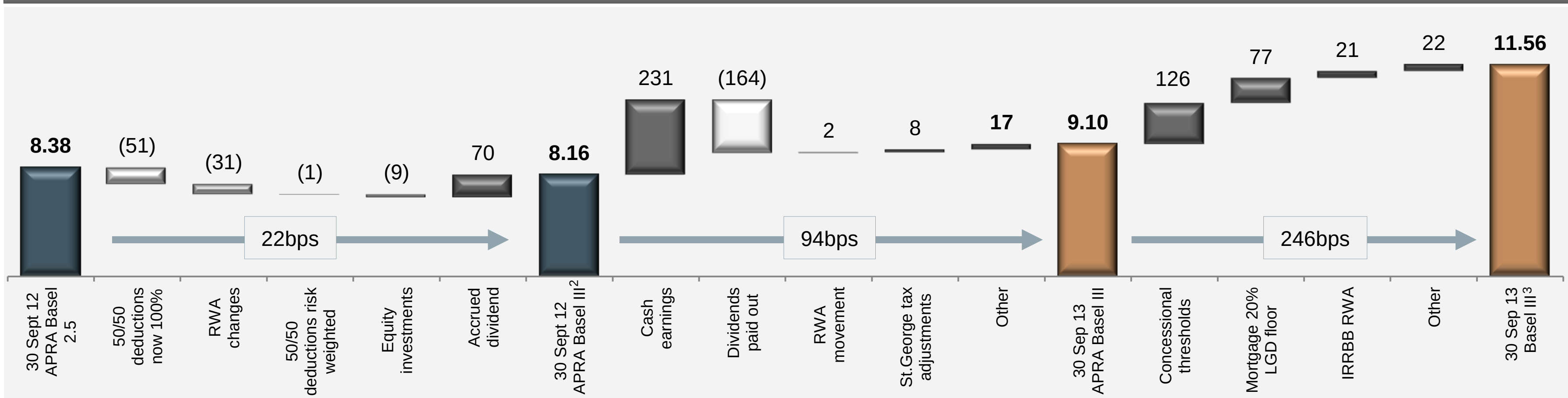
Strong capital generation

Key capital ratios (%)	FY12	FY13	Preferred range
	APRA Basel 2.5	APRA Basel III	
Common equity tier 1 ratio	8.4	**9.1**	8.0% - 8.5%
Additional tier 1 capital	1.9	**1.6**	
Tier 2 capital	1.4	**1.6**	
Total regulatory capital ratio	11.7	**12.3**	11.5% - 12.0%
Risk weighted assets	$298bn	**$307bn**	
	FY12	**FY13**	
Common equity tier 1 ratio (BCBS[1] Basel III)	10.6	**11.6**	

Increase in common equity tier 1 ratio[2] (bps)



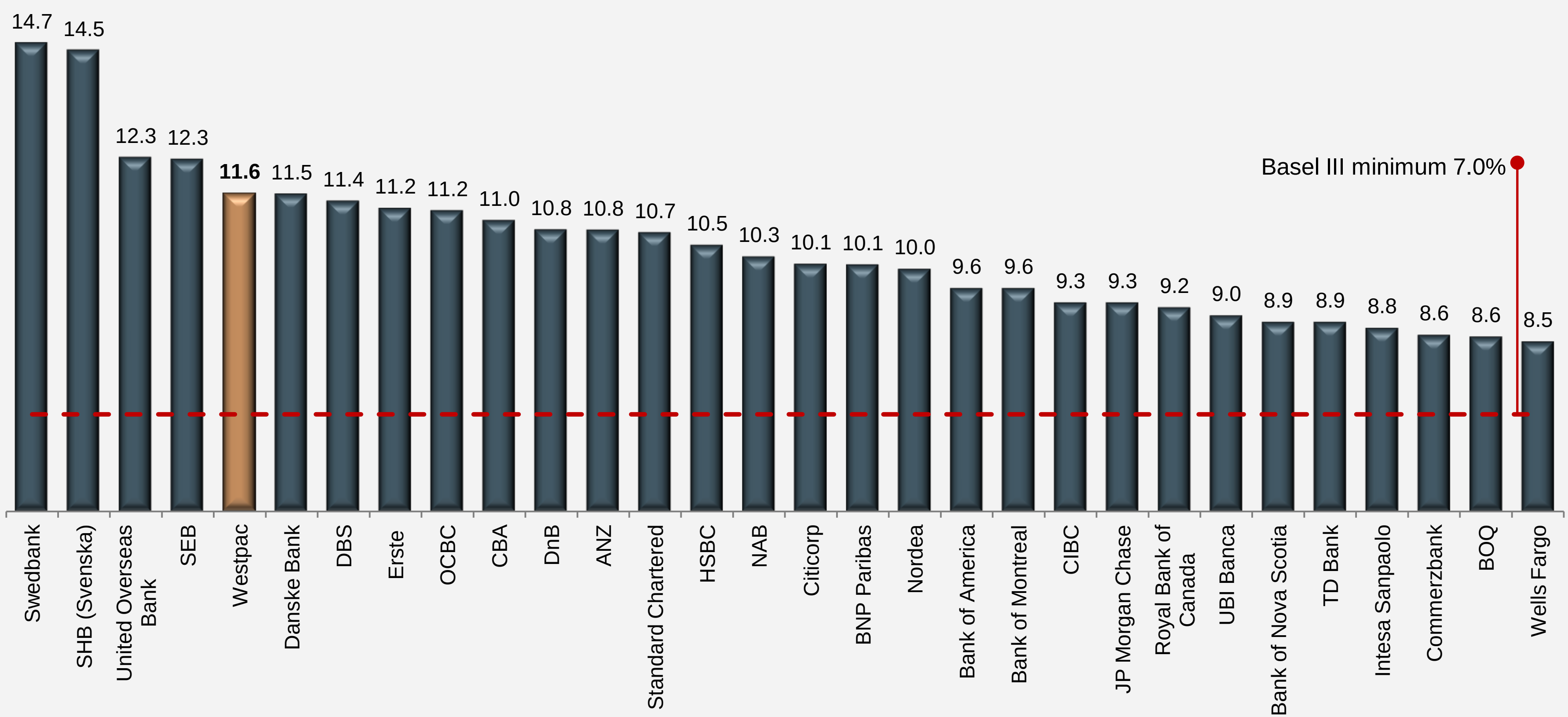
Common equity tier 1 capital ratio (% and bps)



1 Basel Committee on Banking Supervision. 2 Recalculated on an APRA Basel III basis. 3 Recalculated on a full harmonised Basel III basis.

Fully harmonised common equity tier 1 ratio above local peers and at the upper end of global peers

Global peer comparison of Basel III pro-forma common equity tier 1 ratios[1] (%)

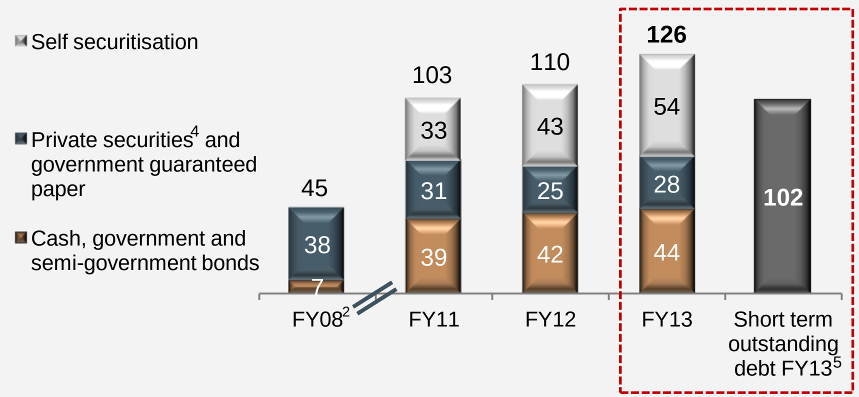


1. Source: Company data, Credit Suisse estimates based on latest reported data as at October 2013. Australian major banks based on last reporting date.

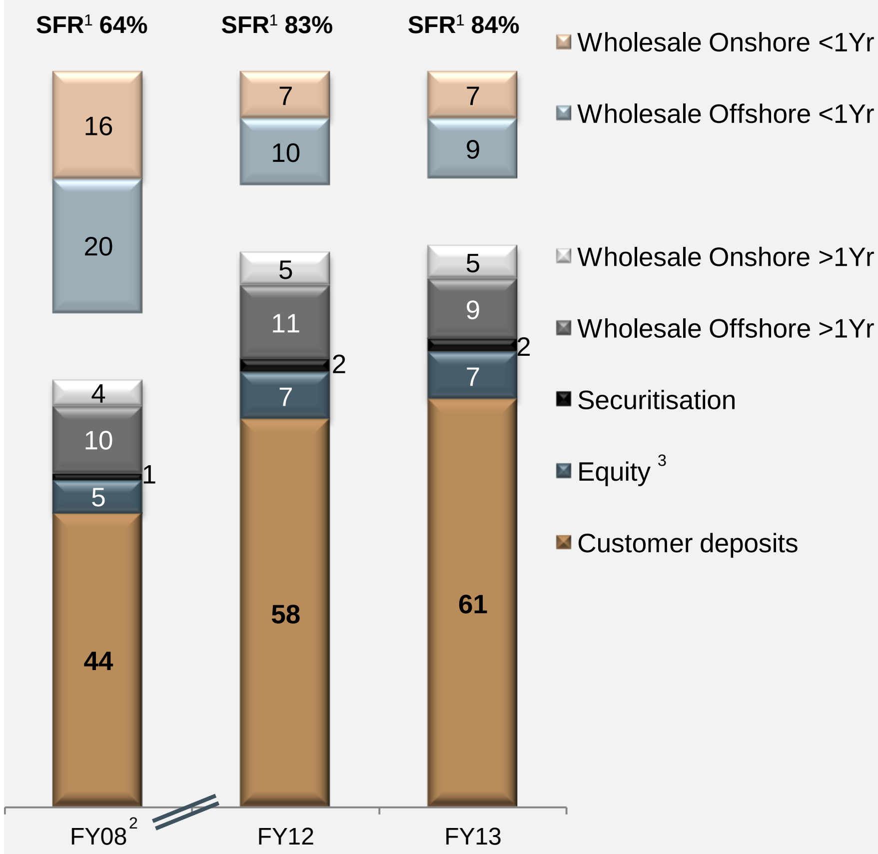
Westpac has built a strong and sustainable funding profile

- Stable funding ratio[1] (SFR) 84%, up 99bps
- Customer deposits 61% of total funding, up 290bps
- Continued strong growth in customer deposits, up $35bn over the year, enabled the Group to:
  - Fully fund loan growth over the year – 377bps improvement in customer deposit to loan ratio to 71.4%
  - Buy back $8bn in Government-guaranteed term debt
  - Limit wholesale funding issuance
  - Increase funded liquid assets
- The Group's liquidity position has also been supported by an $11bn increase in self-securitised assets

Liquid assets ($bn)



Funding composition by residual maturity (%)



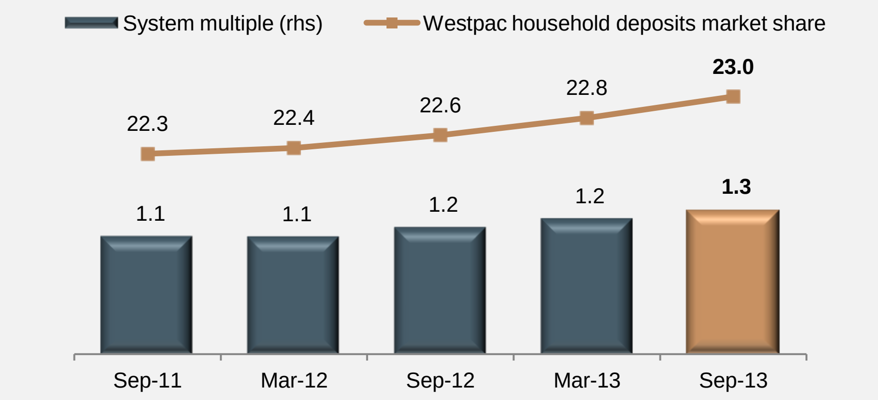
1 SFR is the stable funding ratio calculated on the basis of customer deposits + wholesale funding with residual maturity greater than 12 months + equity + securitisation, as a proportion of total funding. 2 2008 does not include St.George. 3. Equity excludes FX translation, Available for Sale Securities and Cash Flow Hedging Reserves. 4 Private securities include Bank paper, RMBS, and Supra-nationals. 5 Includes long term wholesale funding with a residual maturity less than 1 year.

Westpac GROUP

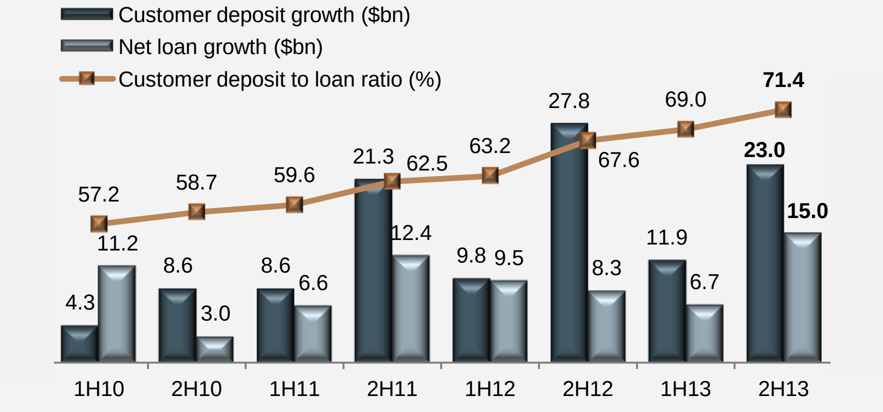
Above system growth in customer deposits

- Customer deposits grew strongly over the year, up $35bn or 10%
- Focus on growing deposits with higher LCR value
  - Particularly strong growth in Australian household deposits
    - 1.3x system[1]
    - Increased market share over the year by 45bps to 23%[1]
  - Launched Corporate Evergreen product in February 2013 – an investment account with a market-linked variable interest rate and residual maturity date
    - Over $1bn in deposits since launch
    - Winner 2013 Australian Business Award for Product Innovation
    - NoticeSaver, the commercial and SME version of Evergreen, made available through retail banking distribution channels in FY13

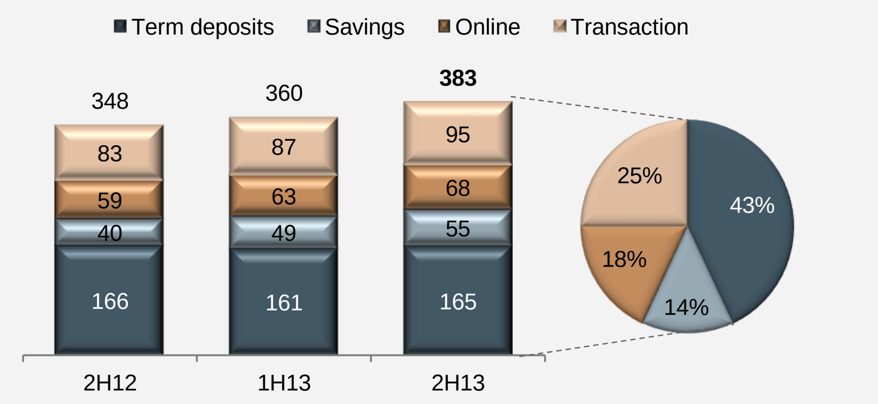
Australian household deposits market share[1] (%) and growth compared to system[1] (times)



Westpac deposit growth funding loan growth



Customer deposit composition[2] ($bn and %)

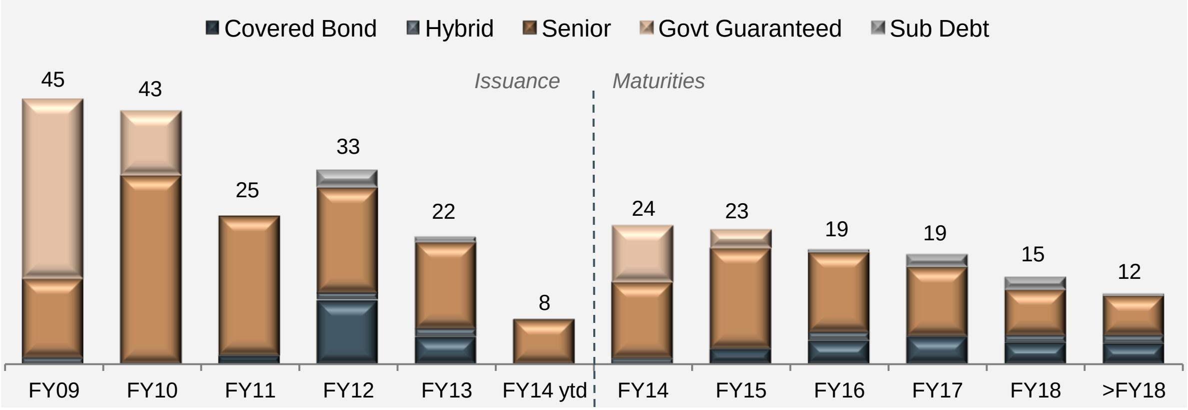


1 APRA Banking Statistics, September 2013 2 Mortgage offset accounts are included in transaction accounts.

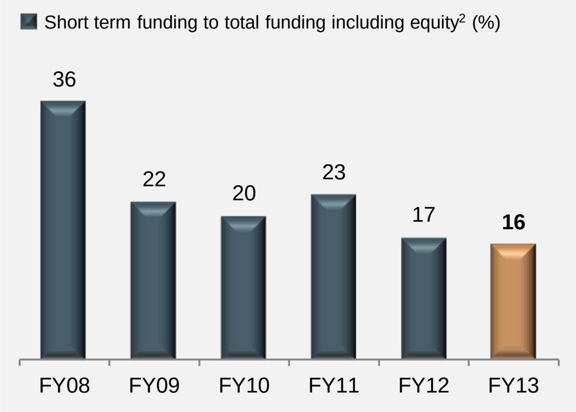
Wholesale funding significantly lower; provides capacity for growth

- $22bn term debt issued in FY13
- Includes $2.3bn in Tier 1 and Tier 2 capital securities
- Weighted average maturity of new issuance 4.8 years (4.3 years FY12)
- Well positioned for FY14
  - Maturities actively managed - $8 billion of AUD and USD Government-guaranteed debt bought back in FY13
  - Issued $7.6bn after 30 Sept 2013
  - Able to fund acquisition of Lloyds' Australian businesses from internal resources

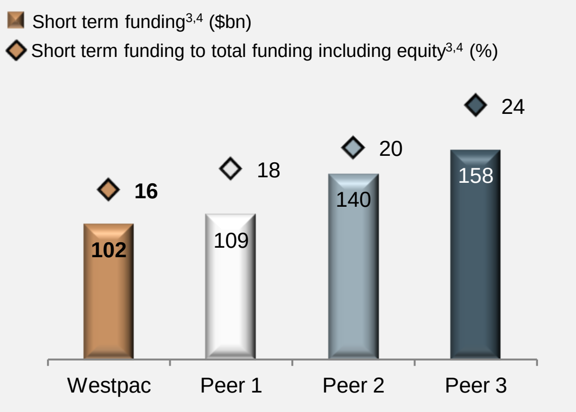
Term debt issuance and maturity profile[1] ($bn)



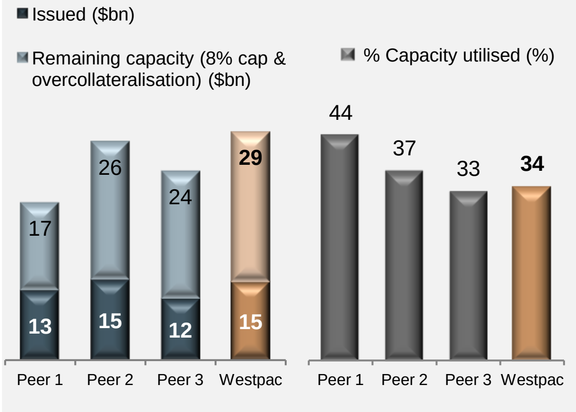
Less reliance on short term funding



Lowest short term funding of peers



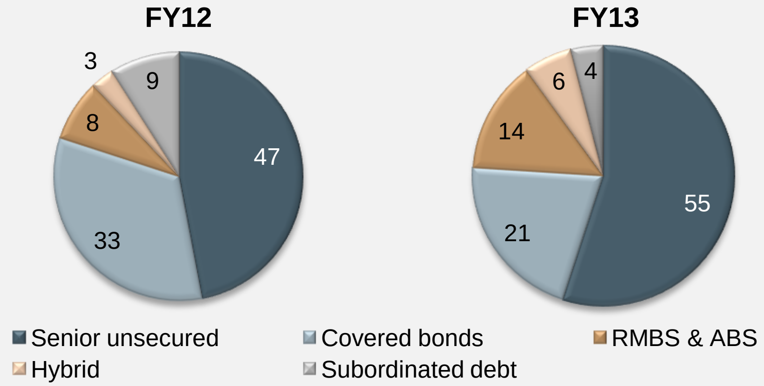
Australian covered bond issuance[5]



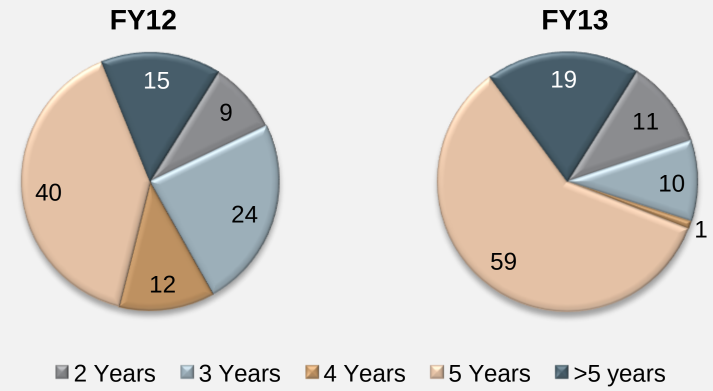
1 Based on residual maturity and FX spot currency translation. Includes all debt issuance with contractual maturity greater than 13 months, excluding US Commercial Paper. Contractual maturity date for hybrids and callable subordinated instruments is the first scheduled conversion date or call date for the purposes of this disclosure. Perpetual sub-debt has been included in >FY18 maturity bucket. Maturities exclude securitisation amortisation. 2 Includes long term wholesale funding with a residual maturity less than 1 year. 3. Short term funding includes Central Bank deposits and long term funding with a residual maturity less than 1 year. 4. Source: Westpac, Company reports. Peer 1 and Peer 2 as at 30 September 2013, Peer 2 as at 30 June 2013. 5 Sources: Westpac, APRA Banking Statistics September 2013

Issuance capabilities delivering diversity in new term funding

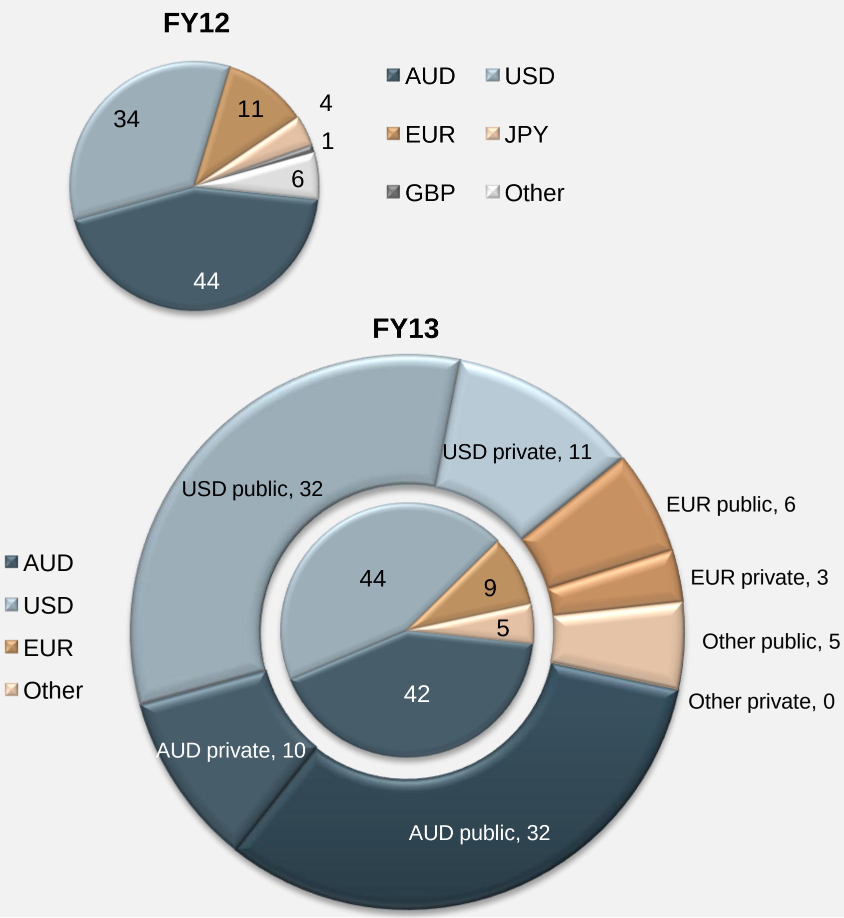
New term funding by type[1] (%)



New term funding by original tenor[1,2] (%)



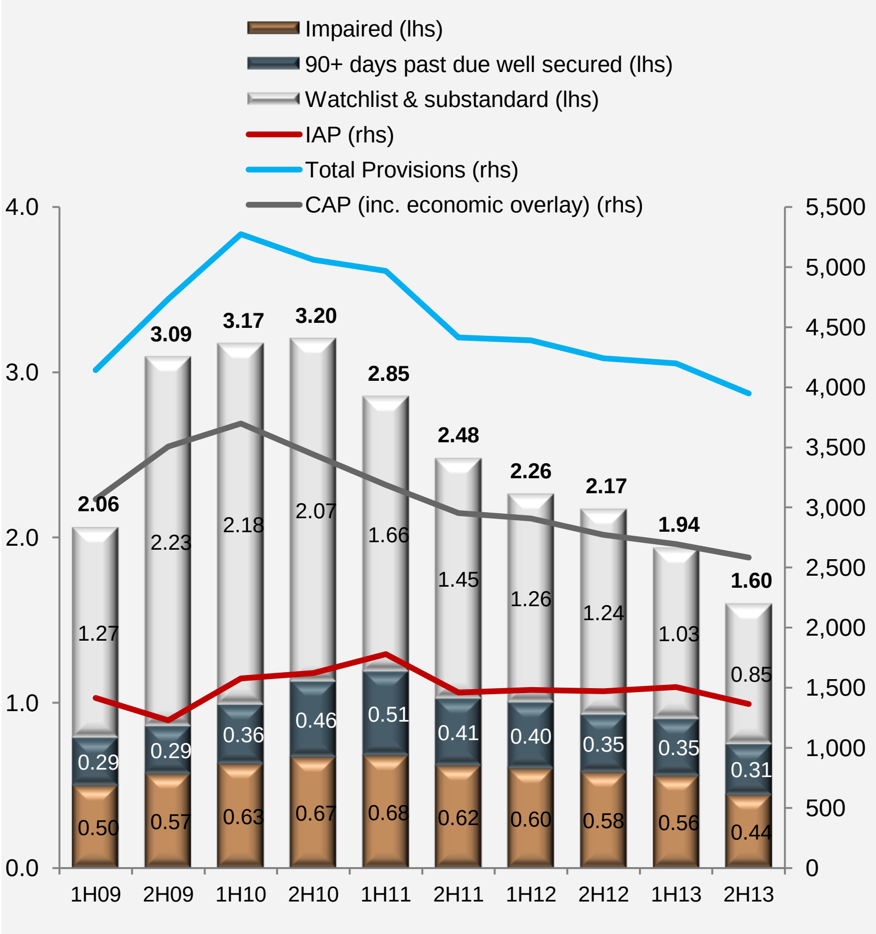
New term funding by currency[1] (%)



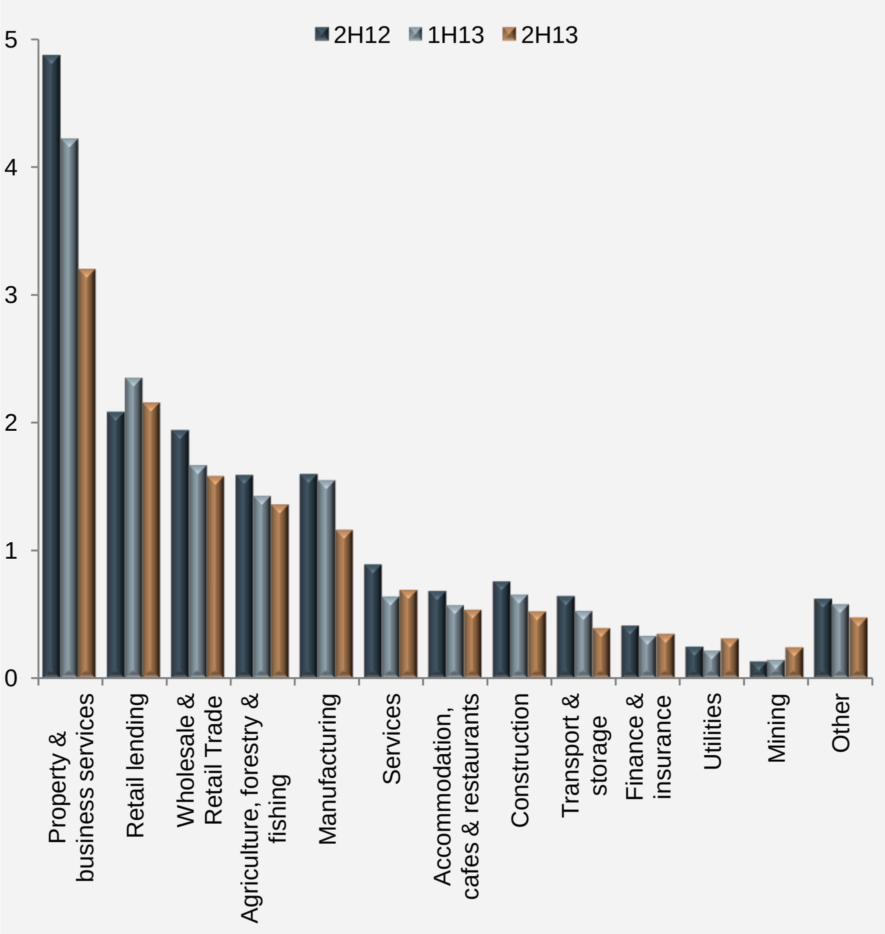
1 Based on residual maturity and FX spot currency translation. Includes all debt issuance with contractual maturity greater than 13 months, excluding US Commercial Paper. Contractual maturity date for hybrids and callable subordinated instruments is the first scheduled conversion date or call date for the purposes of this disclosure. 2 Excludes securitisation.

Significant improvement in asset quality

Stressed exposures as a % of TCE[1] (%) and provisions ($m)



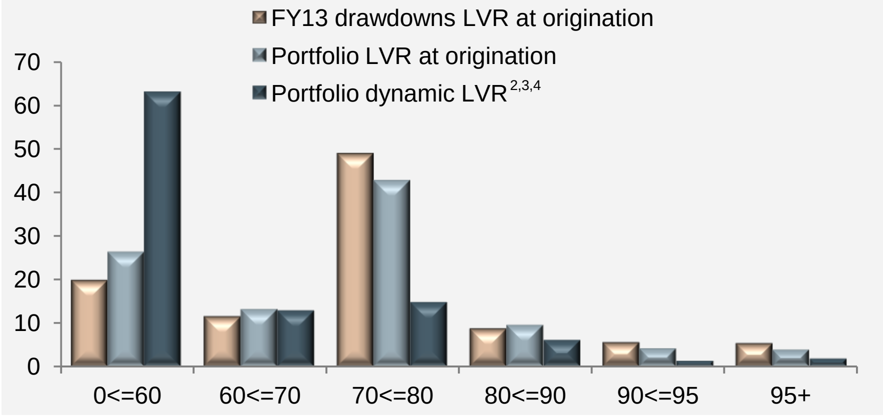
Stressed exposures by industry ($bn)



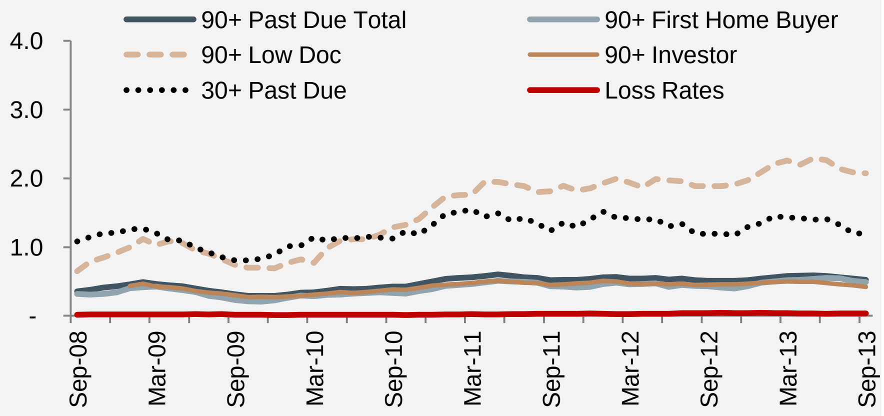
Maintaining mortgage portfolio quality

Westpac Australian housing portfolio	2H12 Balance	1H13 Balance	2H13 Balance	2H13 Flow[1]
Total portfolio ($bn)	316.3	321.9	**328.5**	**29.5**
Owner-occupied (%)	48.2	48.1	**47.9**	**48.4**
Investment property loans (%)	41.5	42.2	**43.1**	**47.8**
Portfolio loan/line of credit (%)	10.3	9.7	**9.0**	**3.8**
Variable rate / Fixed rate (%)	87 / 13	85 / 15	**81 / 19**	**71 / 29**
Low Doc (%)	5.7	5.2	**4.7**	**1.8**
Proprietary channel (%)	58.4	58.2	**58.0**	**57.0**
First Home Buyer (%)	11.8	11.7	**11.4**	**9.2**
Mortgage insured (%)	25.8	24.4	**23.3**	**16.8**
	2H12	**1H13**	**2H13**	
Average LVR at origination (%)	69	69	**69**	
Average dynamic[2,3,4] LVR (%)	48	48	**46**	
Average LVR of new loans[5] (%)	69	70	**72**	
Average loan size ($'000)	217	219	**221**	
Customers ahead on repayments, excl. offset accounts[2,6] (%)	59	56	**57**	
Properties in possession	289	248	**353**	
Actual mortgage losses (net of insurance)[7] ($m)	43	52	**43**	
Actual mortgage loss rate annualised (bps)	3	3	**3**	

Australian housing portfolio (%)



Australian mortgages delinquencies and loss rates (%)

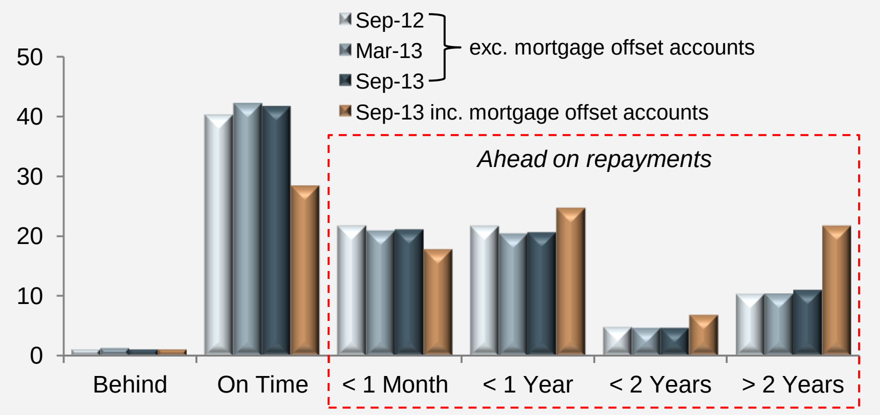


1 Flow is all new mortgage originations total settled amount originated during the 6 month period ended 30 September 2013 and includes RAMS. 2 Excludes RAMS. 3 Dynamic LVR represents the loan-to-value ratio taking into account the current outstanding loan balance, changes in security value and other loan adjustments.4 Property valuation source Australian Property Monitors. 5. Average LVR of new loans is based on rolling 12 month window for each year end period. 6 Customer loans ahead on payments exclude equity/line of credit products as there are no scheduled payments. 7 Mortgage insurance claims 2H13 $14m (1H13 $10m, 2H12 $17m and 1H12 $13m).

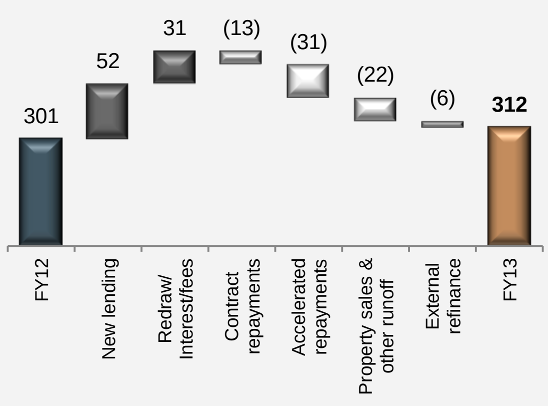
Mortgage customer behaviour remains cautious

- Australian mortgage customers continue to display a cautious approach to debt levels, taking advantage of historically low mortgage rates to pay down debt
  - Including mortgage offset account balances, 71% of customers are ahead of scheduled payments, with 22% of these being more than 2 years ahead
  - Excluding mortgage offset account balances, 57% of Australian mortgage customers are ahead of scheduled payments
  - Prepayment levels impacted by increased flows into fixed rate loans (where additional repayments are limited)
- Sound underwriting criteria underpin the Group's very low level of residential mortgage arrears and losses
- Credit policies are broadly aligned across brands and all credit decisions are made by the Westpac Group, regardless of the origination channel
- Loan serviceability assessments include an interest rate buffer, adequate surplus test and discounts to certain forms of income (e.g. dividends, bonus or rental income)
- Westpac has a minimum assessment rate, often referred to as a floor rate, currently set at 6.80% p.a. across all brands
- In the current interest rate environment, the minimum assessment rate is 181bps higher than the standard lending rate

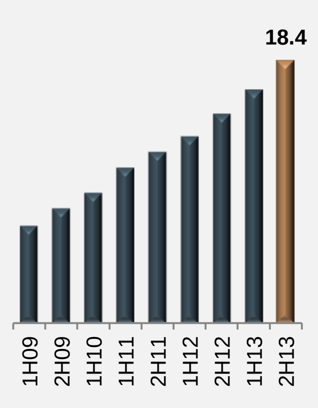
Australian home loan customers ahead on repayments[1,2] (%)



Australian mortgage[1] balance growth ($bn)



Aust.mortgage[1] offset account balances ($bn)



1 Excludes RAMS. 2 Customer loans ahead on payments exclude equity loans/line of credit products as there is no scheduled principal payments. 'Behind' is more than 30 days past due. 'On time' includes up to 30 days past due.

ECONOMICS

Australian and New Zealand economic forecasts

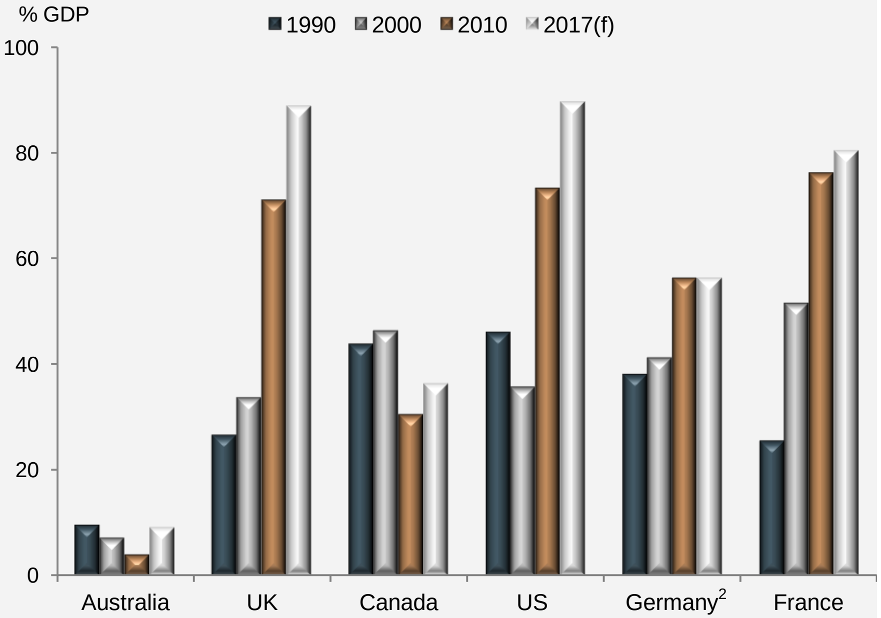
Key economic indicators[1] (%) as at October 2013		Calendar year			
		2011	2012	2013f	2014f
World	GDP	3.9	3.2	2.7	2.8
Australia	GDP	2.4	3.7	2.5	2.3
	Private consumption	3.3	3.2	2.2	2.8
	Business investment[2,3]	17.0	16.5	-3.1	-3.5
	Unemployment – end period	5.2	5.4	6.0	6.5
	CPI headline – year end	3.0	2.2	2.2	2.7
	Interest rates – cash rate	4.3	3.0	2.5	2.0
	Credit growth, Total – year end	3.5	3.6	3.7	5.0
	Credit growth, Housing – year end	5.4	4.5	5.0	5.8
	Credit growth, Business – year end	1.3	2.9	2.0	4.0
New Zealand	GDP	1.4	2.7	2.8	3.8
	Unemployment – end period	6.3	6.8	5.8	4.8
	Consumer prices	1.8	0.9	1.5	2.1
	Interest rates – official cash rate	2.5	2.5	2.5	3.5
	Credit growth – Total	0.9	3.5	4.5	5.0
	Credit growth – Housing	1.2	3.7	5.7	5.2
	Credit growth – Business	0.8	3.3	3.1	4.9

1. Source: Westpac Economics 2 GDP and component forecasts updated following the release of quarterly national accounts. 3 Business investment adjusted to exclude the effect of private sector purchases of public assets.

Australia's diverse and robust economy

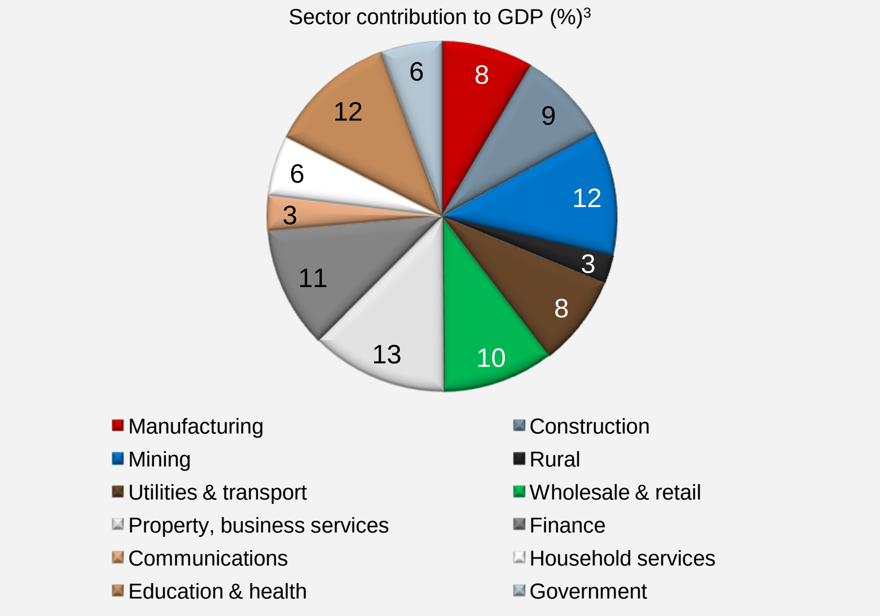
- Diverse economy that goes well beyond mining - more than 80% of the economy is services based
- 22 years of uninterrupted economic growth (1991 – 2012)
  - One of the few countries rated AAA/Aaa/AAA (S&P/Moody's/Fitch)
- Only economy to consistently rank in the world's top 5 most resilient economies since 2008[1]
- Strong fiscal position with Federal Government net public debt levels very low at 11% of GDP
  - While the Government is currently focused on fiscal consolidation there is scope for discretionary fiscal easing if needed

Net public debt levels as a % of GDP



Sources: Westpac Economics, IMF.

Australia's economy: diversified and flexible



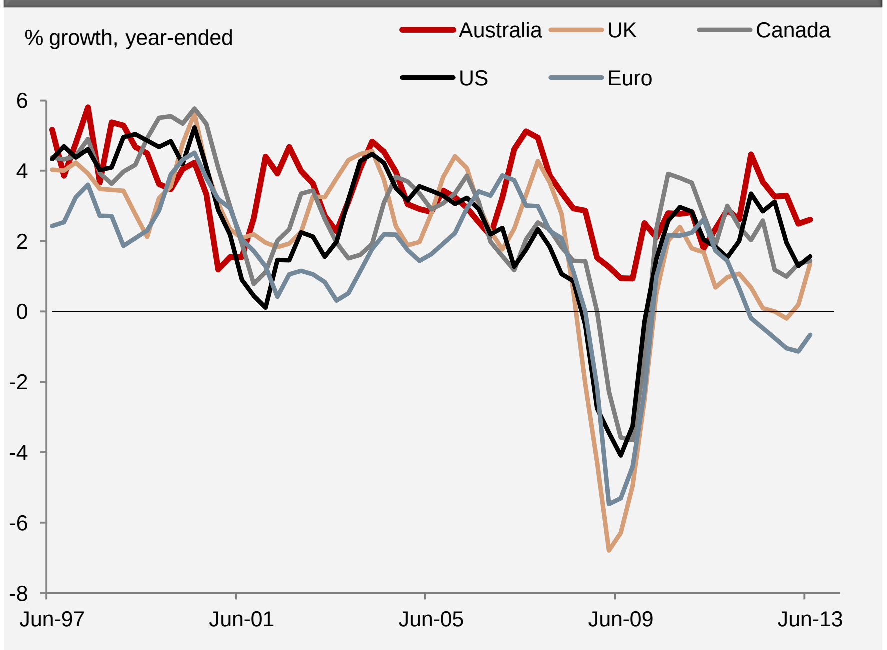
Sources: ABS, Westpac Economics.

1 Source: IMD World Competitiveness Yearbook. 2 German figure for 1990 is actually 1995 due to re-unification. 3 Excludes ownership of dwellings and taxes less subsidies.

Australia well-placed relative to developed economies

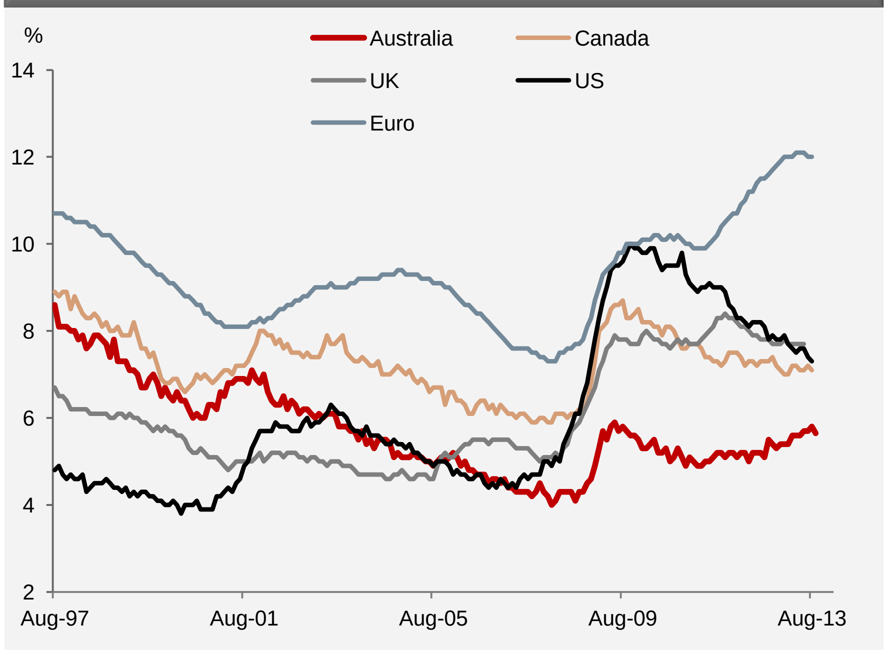
- Economy continues to perform well relative to other developed economies
- GDP is forecast to grow 2.5% in 2013 and 2.3% in 2014
  - Growth expected to be below trend as the economy adjusts to lower levels of mining investment and non-mining investment remains sluggish
  - Domestic growth is also expected to be constrained by continued weakness in the global economy
  - Below trend for Australia but above recent and forecast growth rates for the world's major advanced economies
- Unemployment rate remains low relative to other advanced economies, at 5.6% (at September 2013)
  - Employment growth is expected to be modest over the next few quarters, consistent with below-trend economic growth

Real GDP growth (%)



Sources: OECD, Westpac Economics.

Unemployment rate (%)

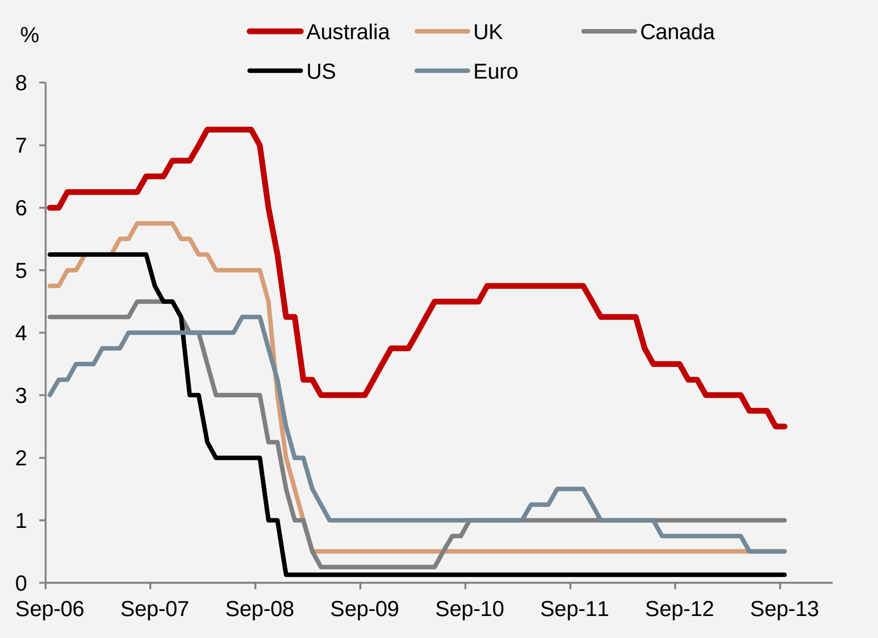


Sources: OECD, Westpac Economics.

Policy rate changes having desired effect

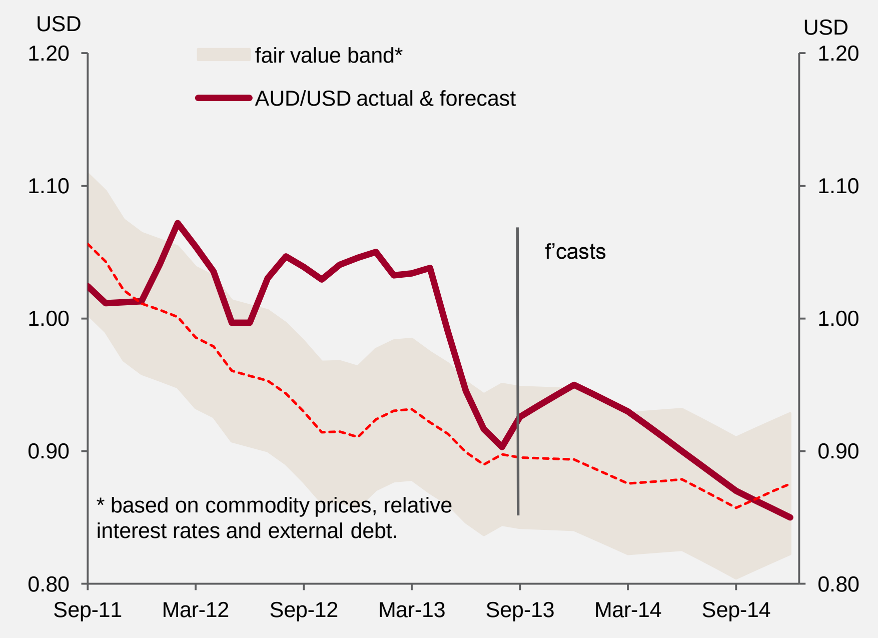
- Cash rate has been cut by 225bps since 2011
  - Currently 2.50% (October 2013)
  - Low by historical standards but still leaves scope for additional easing if required
- Policy changes are having an effect, with the clearest evidence in housing markets where a moderate housing market recovery is underway
  - Stimulus from lower interest rates to date more muted than previous easing cycles, although the full effects of the most recent rate cuts are still to be felt
- The AUD is expected to hold at US95¢ near term but ease back as the RBA moves to cut rates again, towards 85¢ by the end of 2014

Major countries' policy rates (%)



Sources: RBA, OECD, Westpac Economics.

Australian dollar (AUD/USD)

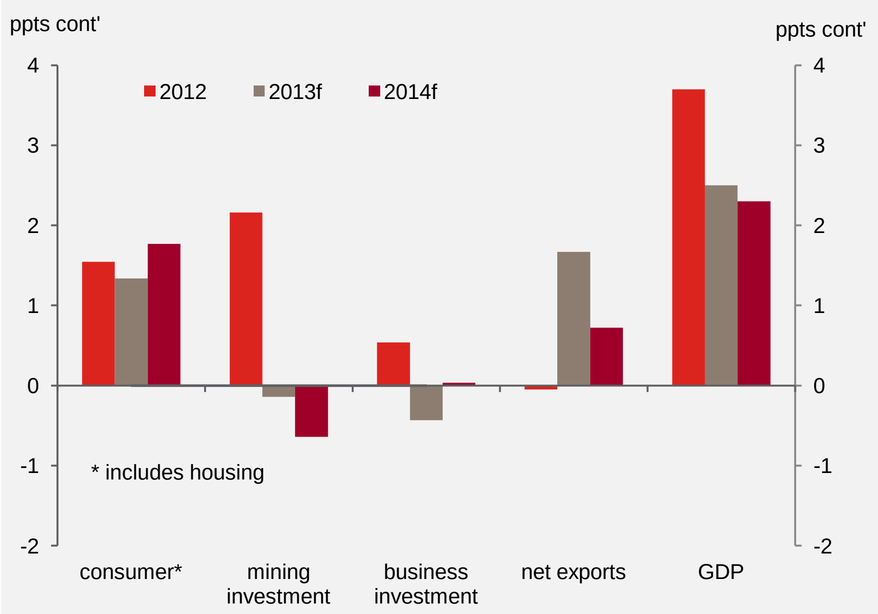


Sources: RBA, Westpac Economics.

Australia's economic transition: from mining to non-mining

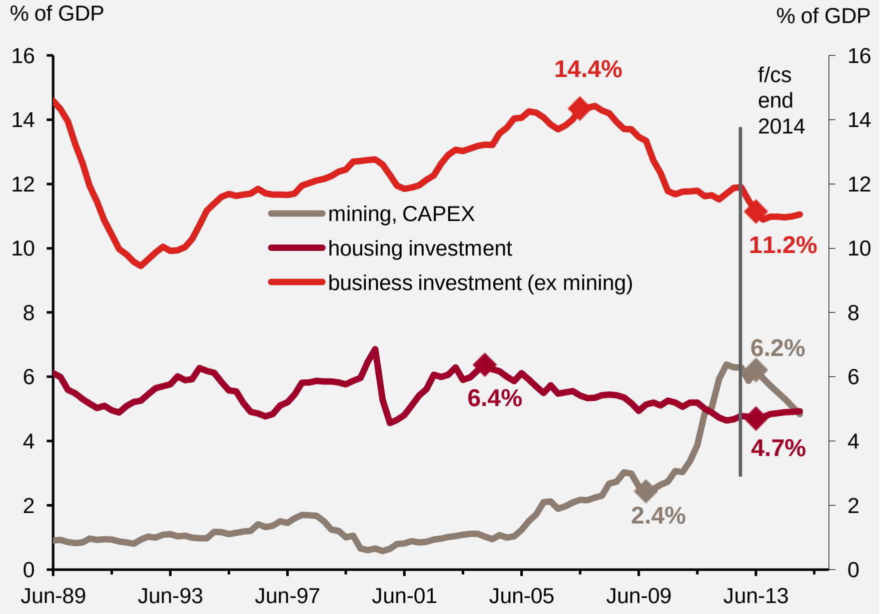
- Australia experiencing a rotation of economic growth from mining to non-mining activity
  - Mining investment is entering a sustained decline, after several years of strong rises, that will see it swing from being a significant growth driver to a drag over 2013-15
  - The mining drag will be partially offset by an improved net export contribution as resource projects become productive and capital imports decline
- A pick-up in non-mining sectors, interest rate sensitive sectors such as housing in particular, will be critical to maintaining growth
  - Complicating this transition is a soft global economy, consumer caution, a persistently high $A, and patchy business conditions
  - However, on the positive side, non-mining activity has been 'dormant' for several years, restrained by high interest rates and a high $A while the mining boom dominated. Investment in these sectors is near historical lows, providing scope for a pick-up and little risk of further declines.

Australian growth mix: Contributions to GDP growth (%)



Sources: ABS, Westpac Economics.

Investment: share of Australian economy (% of GDP)

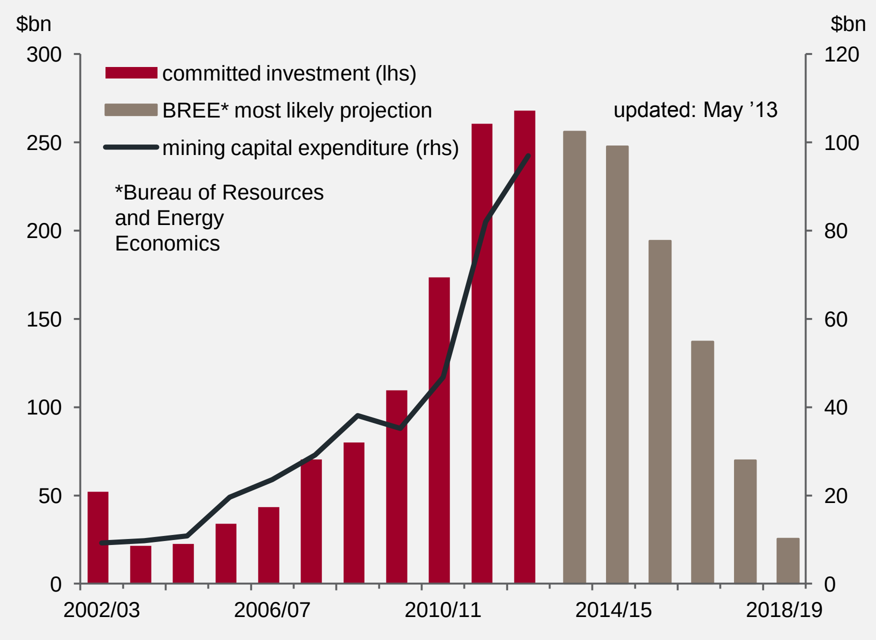


Sources: ABS, Westpac Economics.

Commodity cycle evolves

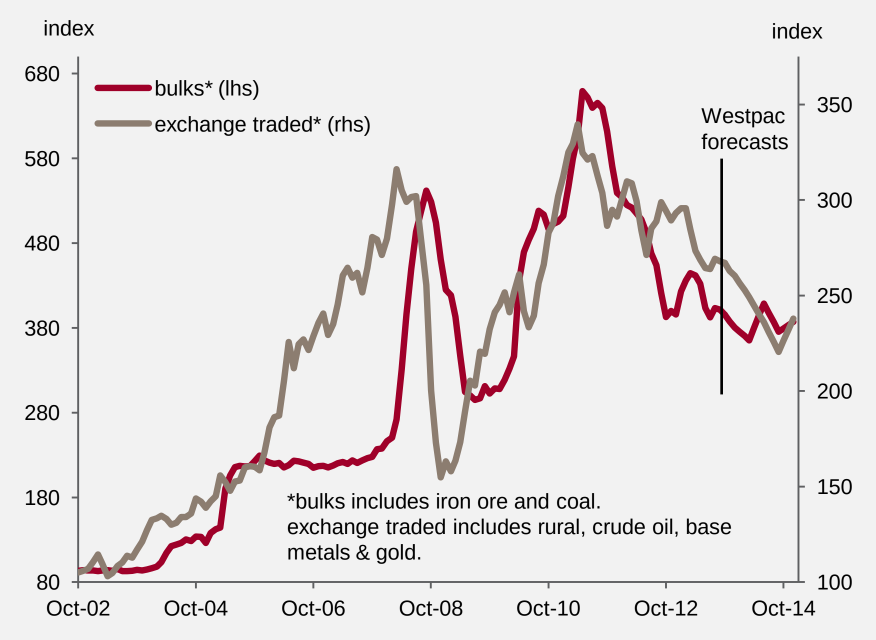
- Australia's mining boom is entering a new phase in which investment winds back from recent extreme highs but production and exports surge strongly as new projects become productive
- With commodity price declines acting as a drag on incomes near term, the mix will see mining activity as a whole detract from, rather than add to, growth nationally. The low labour requirement of the production stage compared to the investment stage also points to a significant drag on labour market conditions
- On the positive side, Chinese demand is continuing to grow, albeit more slowly, most commodity prices remain comfortably above both 'pre-boom' levels and 2008-09 lows and Australian producers also retain significant cost advantages in some areas, iron ore in particular
- On the downside, prices overall are expected to continue softening and there are unlikely to be any major new gas or coal investments in coming years

Committed projects and mining investment ($bn)



Sources: BREE, ABS, Westpac Economics.

Commodity prices (index)

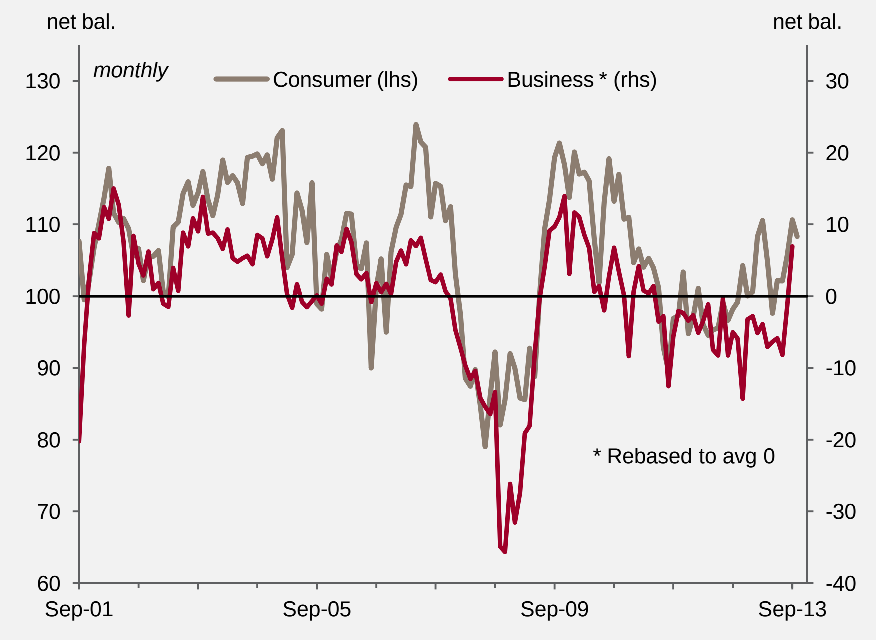


Sources: Westpac Economics, Bloomberg, ABS.

Credit growth expected to remain relatively subdued

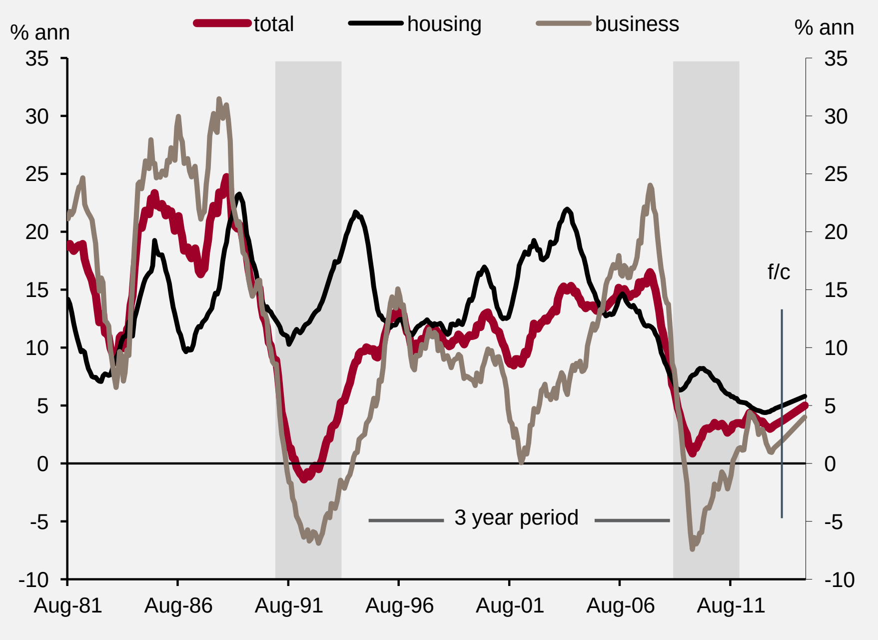
- Domestic business and household balance sheets remain in good shape
  - For businesses, pressure on incomes has been mitigated by low gearing levels
  - For households, efforts to increase savings and repayment buffers have bolstered balance sheets in recent years while interest rate reductions have seen arrears ease toward historical lows despite continued relatively high levels of gearing
- Ongoing business and consumer deleveraging has seen modest system credit growth over 2013, at around 3.5%yr, although more recently housing credit growth has edged up to 4.7%yr in response to lower interest rates, while business credit growth is around 1.4%yr
- Until recently Australian business and consumer confidence has been subdued. Despite a recent election-related improvement in confidence, weak demand and spare capacity across businesses, and elevated job loss concerns amongst consumers will restrain the upturn in borrowing

Business confidence and consumer confidence (net balance)



Sources: Westpac MI, NAB, Westpac Economics.

Australian private sector credit growth (% ann)

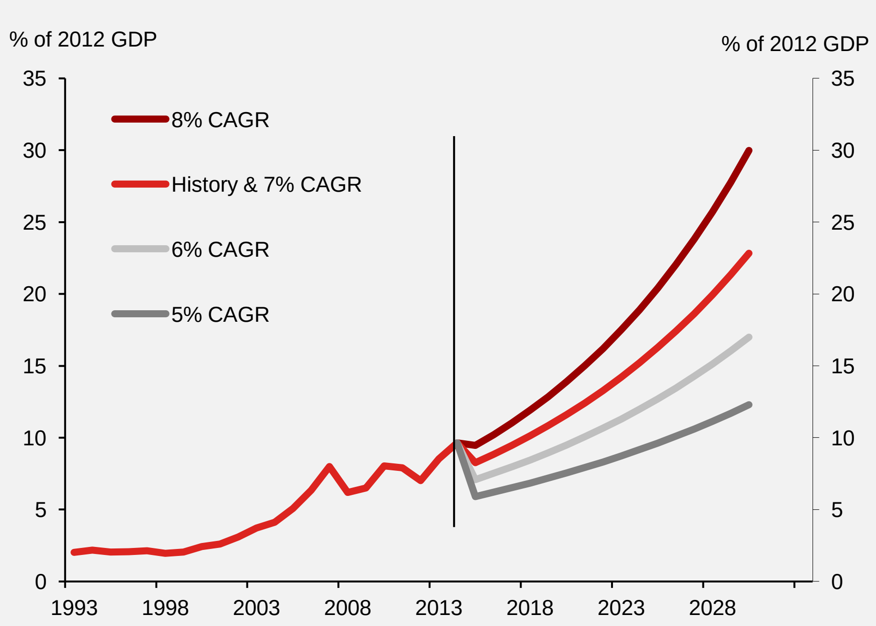


Sources: RBA, Westpac Economics

Chinese growth remains a positive for Australia

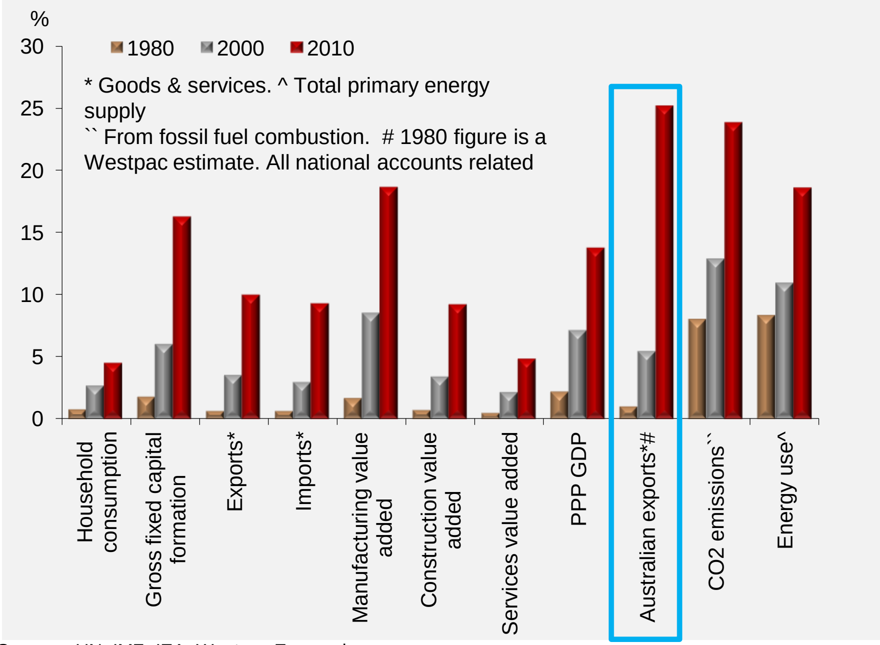
- As a $US7 trillion economy, China grew at 10%. As a $US10 trillion economy, we expect it to grow at 7%
- Represents an equivalent incremental contribution to global absorptive capacity, at higher levels of energy, protein, metal and consumer goods demand per head
- Were China to slow immediately to a 5% pace (a big downside shock that we do not envisage), it would still double its 2012 size by 2025
- Chinese authorities have shown a clear commitment to maintaining growth above 7% but will be less tolerant of strong credit driven expansions – the double digit growth rates that have featured regularly over the past 20 years are now unlikely to occur
- Australia's economic linkages with China continue to grow, led by trade
  - China now accounts for over 25% of Australia's exports
  - Investment, tourism and migration flows also significant (tourism arrivals from China are now 11% of all arrivals, up over 18% on a year ago)

Chinese real GDP increments: 4 scenarios (% of 2012 GDP)



Source: Westpac Economics.

China's share: world activity & Australian exports (%)



Sources: UN, IMF, IEA, Westpac Economics.

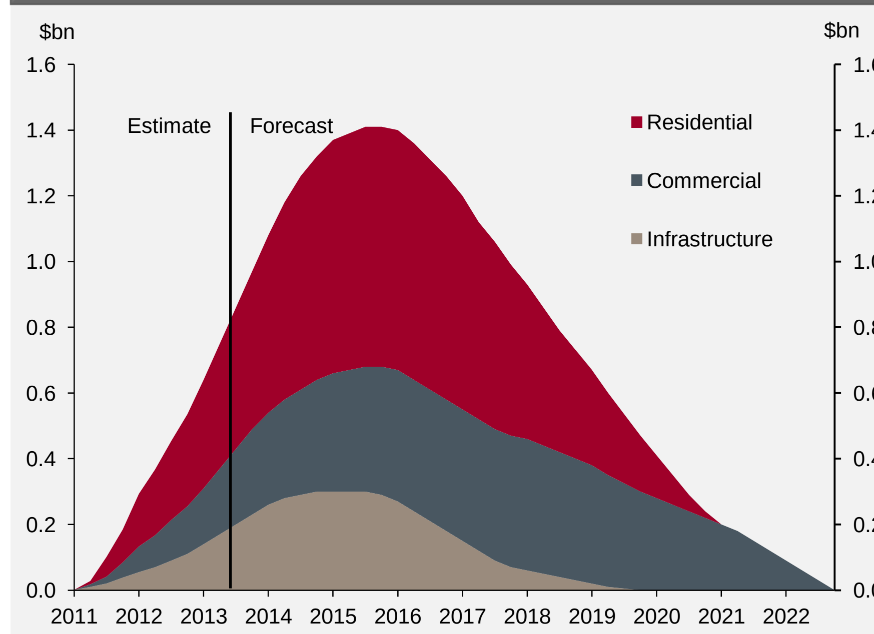
New Zealand – the economic cycle

- The New Zealand economy is experiencing a strong upturn in domestic demand, driven by earthquake-related construction activity and rising house prices
- Economic growth for the year to June 2013 was 2.7%. However, that figure was heavily impacted by drought. As the agricultural sector recovers from drought, economic growth is expected to rise to 3.8% in 2014
- The Canterbury region was struck by a series of damaging earthquakes in 2010 and 2011. Repair work has accelerated rapidly and is expected to double again by 2016. A slowdown in quake-related construction work in the second half of the decade is expected to slow economic growth
- Global milk prices are currently extremely high, contributing to New Zealand's strong terms of trade at present
- However, ongoing Government austerity is a drag on growth

New Zealand GDP growth and forecast (%)

Source: Statistics NZ, Westpac Economics

Earthquake-related construction activity in Christchurch ($bn)

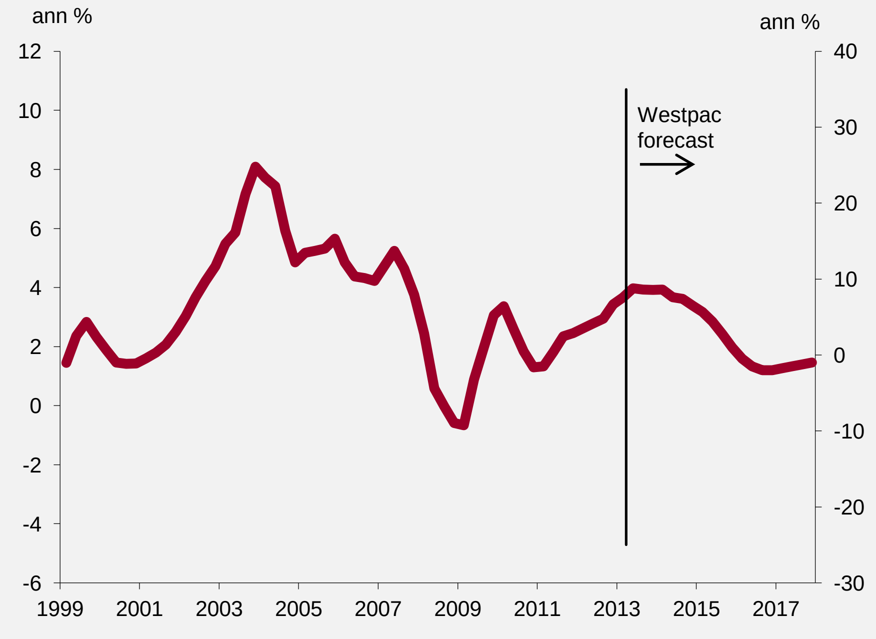


Source: Westpac Economics

New Zealand – the housing market

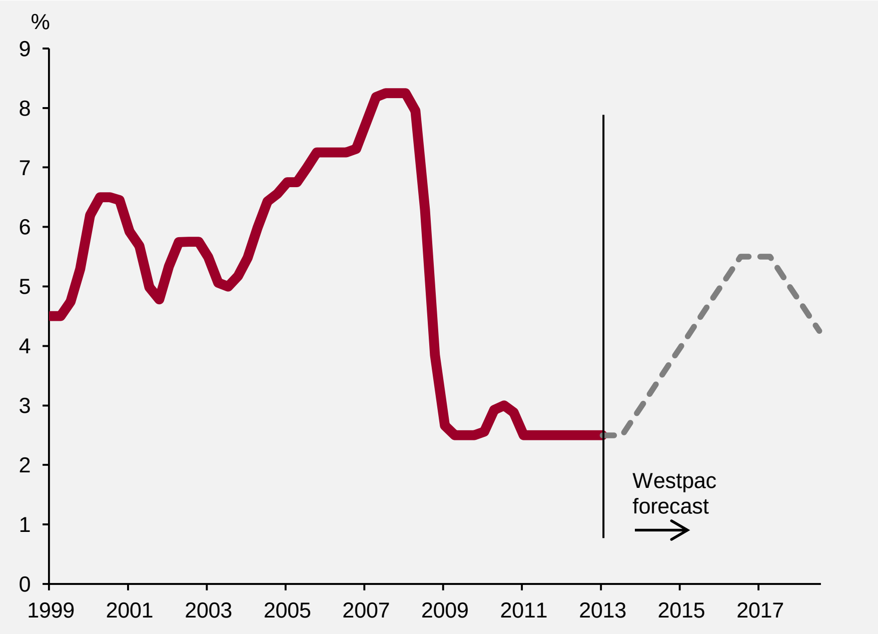
- House price inflation has accelerated to almost 10% on a nationwide basis, but there are wide regional differences – 17.9% in Auckland, low single digits in many other parts of New Zealand
- The main driver has been low interest rates – the Reserve Bank of New Zealand (RBNZ) has been required to keep the OCR low due to low inflation, itself a product of the high exchange rate. A shortage of housing stock is also playing a role.
- House price growth is forecast to be 6.5% in 2014. The Reserve Bank has recently required banks to limit high-LVR lending to just 10% of total new mortgage lending. Combined with a recent sharp increase in fixed mortgage rates, this is expected to cause the rate of house price inflation to slow in 2014. However, very strong net immigration will limit the fallout.

New Zealand house price inflation (annual %)



Source: QV, Statistics NZ, Westpac Economics

New Zealand Official Cash Rate (%)



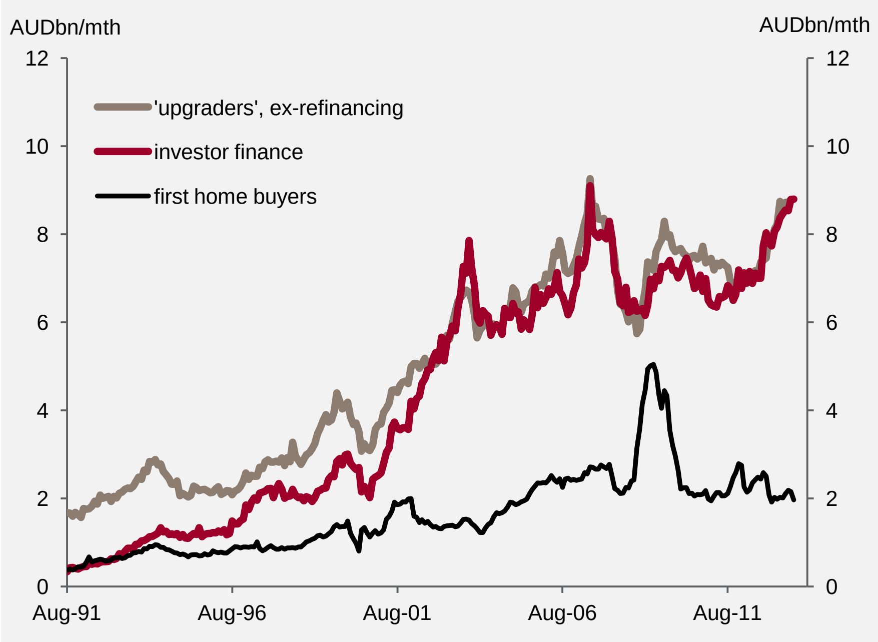
Source: RBNZ, Westpac Economics

AUSTRALIAN HOME LENDING

Housing activity responding to monetary policy

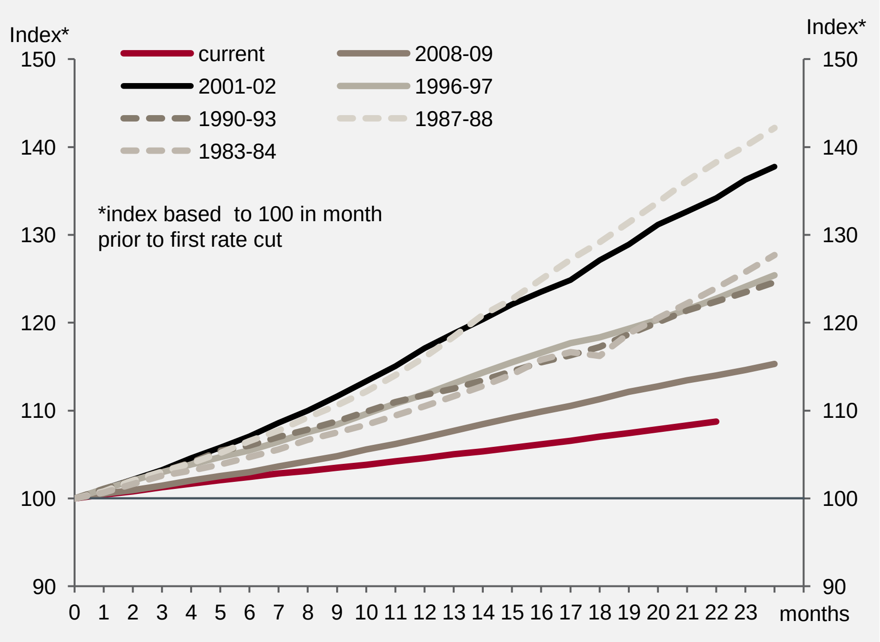
- Australia's housing sector is showing clear signs of a pick-up although the response to lower interest rates has been slower and more muted than in previous easing cycles and conditions remain uneven across segments and states
- The value of loan approvals is up 17%yr, led by strengthening investor and 'upgrader' demand but with weak first home buyer activity
  - Dwelling approvals showing similar gains
- Total number of approvals is still well below previous peaks
  - Total value of finance approvals is near its 2007 and 2009 peaks, although both prices and incomes have increased significantly since then
- By state, activity has been considerably stronger in NSW and WA, with conditions more mixed in Victoria, Queensland and SA

Housing finance approvals: value of housing finance ($bn/mth)



Sources: ABS, Westpac Economics.

Housing credit: rate cut cycles compared (index)

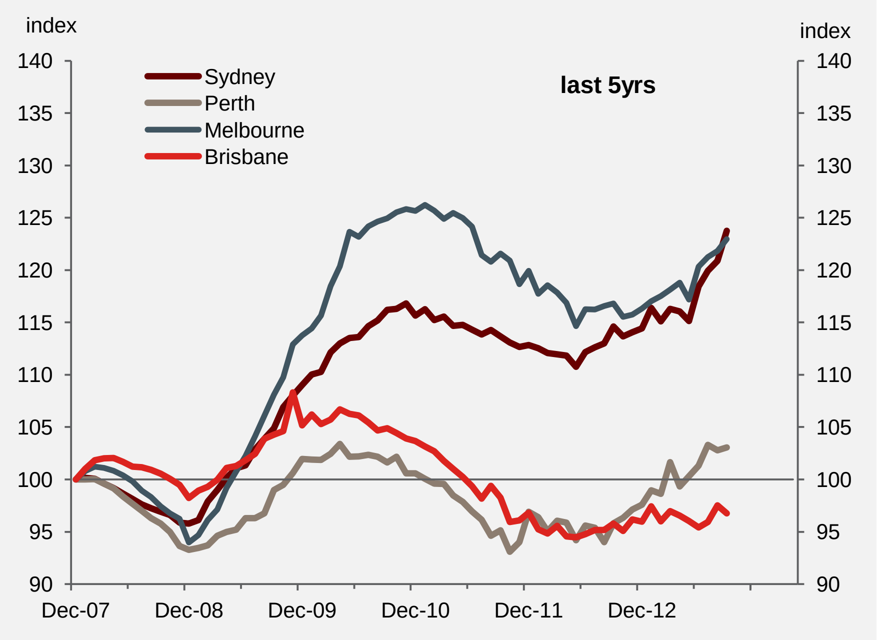


Sources: RP Data-Rismark, Westpac Economics.

Australian house prices recovering

- House prices are firming again, up 7.4% in the year to September nationally, after a moving through a mild correction in 2011-12
  - Conditions vary with gains ranging from around 8% in Sydney and Perth, to 5.5% in Melbourne and 1% in Brisbane and Adelaide
  - These gains have only just seen the level of prices nationally return to its 2010 peak, while average income has risen 10% since then
  - Recent strength in Sydney follows a significant underperformance over the last 10 years
- We expect housing recovery to continue to be a 'stop-start' and uneven one
  - Headwinds that are yet to fully impact with some markets facing increases in new dwelling supply (Vic, WA) and the mining downturn to play through fully to housing (WA, Qld)
  - Expect Australian households to continue to exercise balance sheet restraint, showing a reluctance to increase debt therefore limiting price growth

Dwelling prices: Australia capital cities (index)

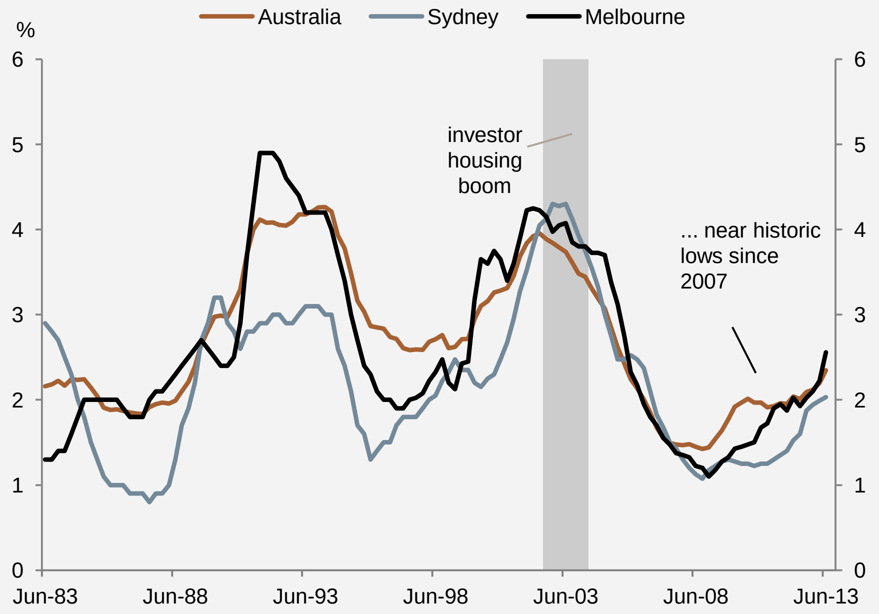


Sources: RP Data-Rismark, Westpac Economics.

Housing market fundamentals sound

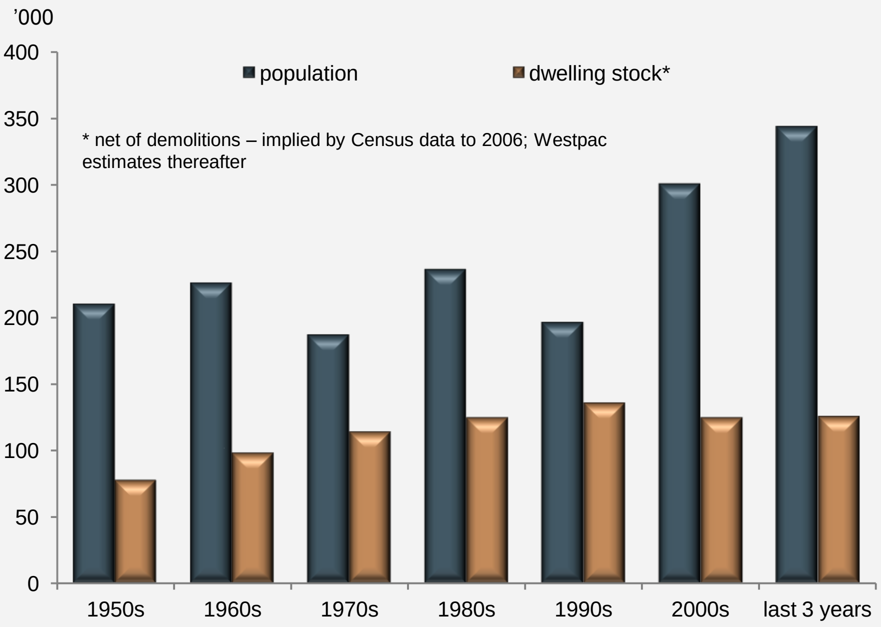
- Significant tightening in the supply-demand balance for housing over the last decade from a combination of strong migration-driven population growth and subdued new dwelling construction. Pressure is evident in
  - Rental markets where vacancy rates have been near historical lows over the last 5 years
  - Younger Australians delaying forming a new household, opting instead to stay longer in the family home
- Population has been rising at 300,000 a year over the last decade, compared to 200,000 a year in the 1990s, and migration inflows are expected to remain relatively strong
- New completions have been adding to the stock of dwellings at a slightly slower pace and despite recent gains and strong construction activity in specific markets, dwelling approvals nationally still point to completions tracking a similar rate to that averaged in the 1990s

Rental vacancy rates (%)



Sources: REIA, Westpac Economics.

Population versus dwelling stock (annual average change '000)

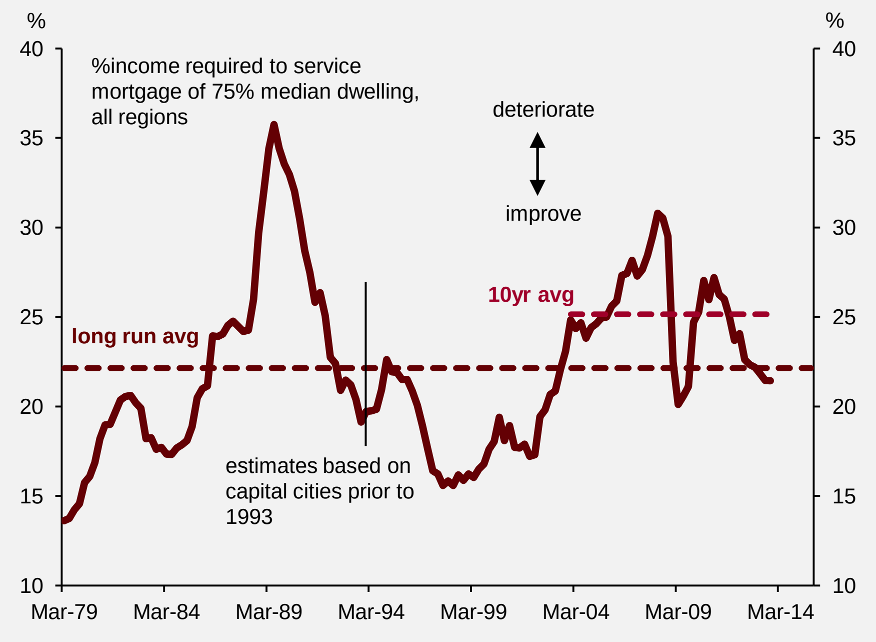


Sources: RP Data-Rismark, Residex, Westpac Economics.

Housing affordability much improved

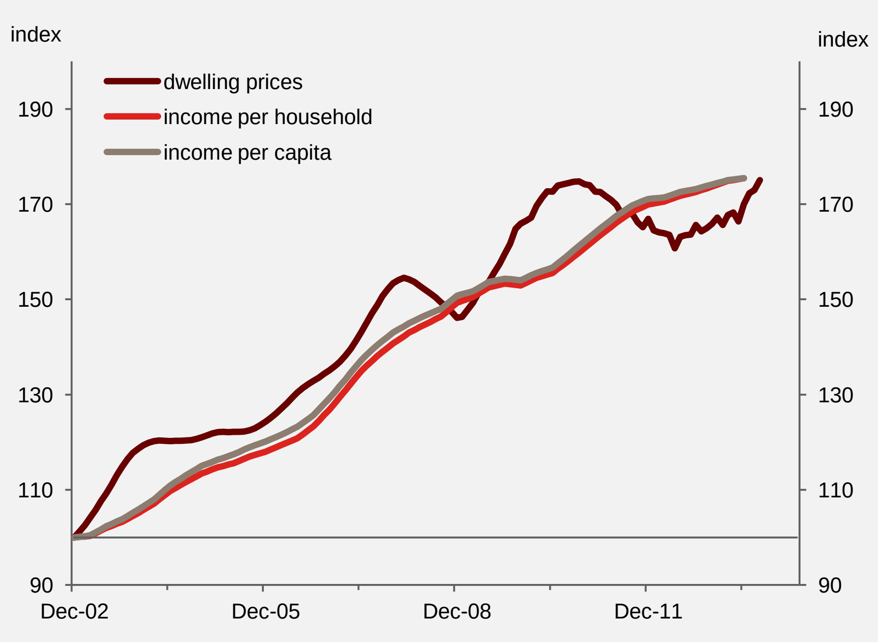
- Despite recent gains in house prices, affordability remains relatively good by historical standards
  - Measures based on the proportion of income required to service a mortgage on a median priced dwelling show, nationally, the best mix of prices, interest rates and incomes since 2009, and prior to that since 2003
- Improvements in affordability over the last 5 years assisted by
  - Historically low level of mortgage rates
  - Average household incomes rising faster than prices. Indeed, house prices nationally have tended to track average household income fairly closely over the last decade, the implication being that price to income ratios (an alternative metric of affordability) have been stable

House affordability: all dwellings (%)



Sources: RP Data-Rismark, Residex, Westpac.

Australia: dwelling prices versus incomes (index)

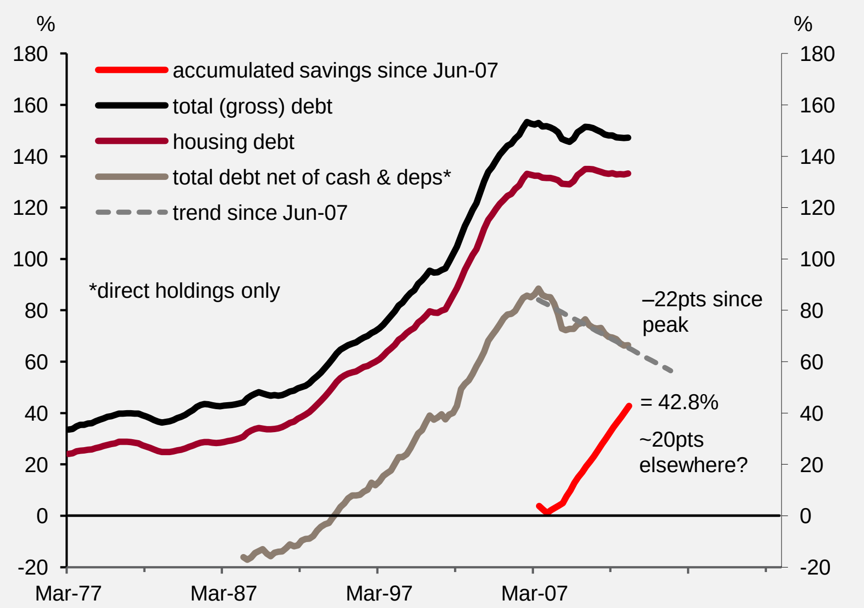


Sources: RP Data-Rismark, ABS, Westpac Economics.

Household leverage: a more cautious approach

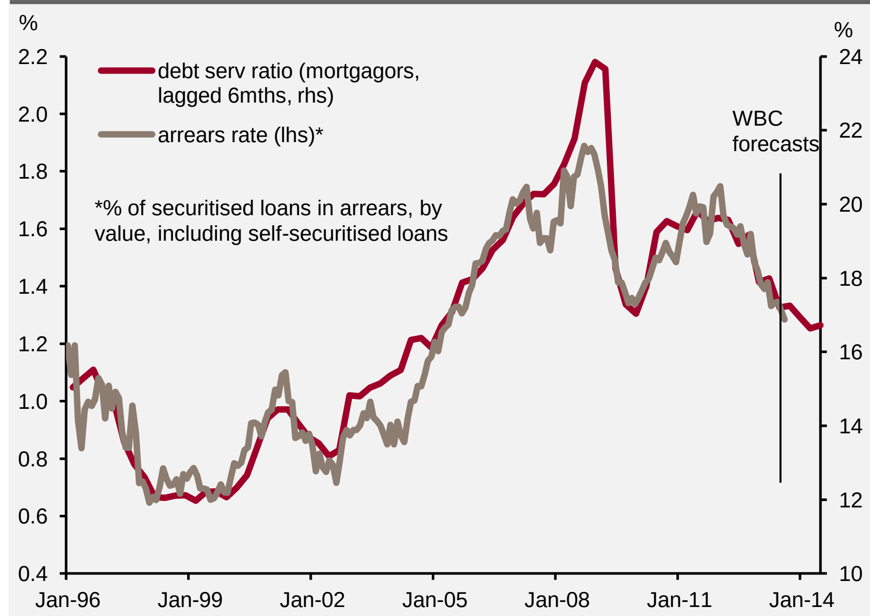
- The last five years have seen a significant shift in the behaviour of Australian households, resulting in a major shift in household leverage
- A more cautious attitude towards finances has seen a sharp and sustained rise in household savings rates, slower credit growth and faster prepayment rates on mortgages
- After a strong run-up over the previous 20 years, the aggregate household debt to income ratio has tracked broadly sideways since 2007 with minor fluctuations around the 150% level
- This understates the shift towards deleveraging. Mortgage prepayments are often made via the accumulation of funds in mortgage offset accounts, which are technically classified as deposits rather than a reduction in loan principal. Leverage ratios including households' direct holdings of cash and deposits show a more pronounced decline of 21points since 2007
- Households continue to perform well in servicing their debts with mortgage arrears at a 5 year low and very low by international standards

Australian households: debt to income ratio (%)



Sources: ABS, RBA, Westpac.

Pressure easing on existing borrowers (%)

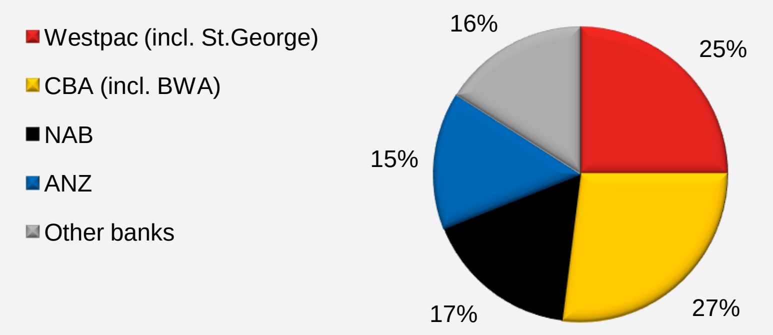


Sources: ABS, RBA, Standard & Poor's, Westpac Economics.

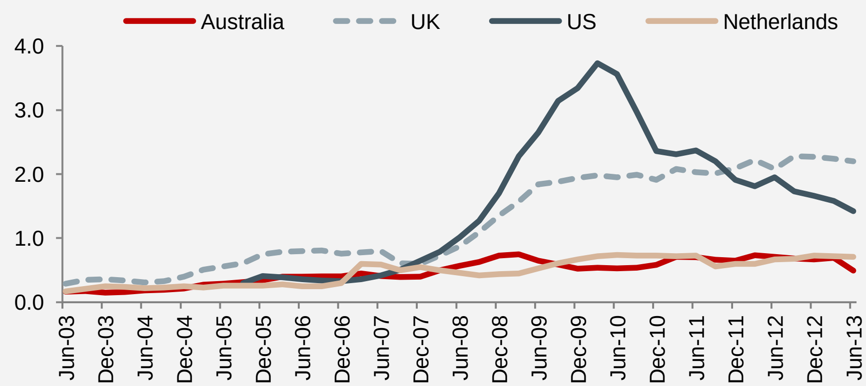
Australian mortgage market features underpin asset quality

Australian mortgage market	
Market share	• 4 major banks dominate - 83% share held • Major banks have a lower share of low doc market, with low flow in this segment over recent years
Lenders recourse	• Banks in Australia have full recourse to the borrower's mortgaged property and other assets and future earnings • Banks can and do pursue defaulting borrowers for losses • Reduces speculative buying behaviour
Products	• Majority of housing loans are variable rate (>85%) • Fixed rate loans for short periods of time (max. 12 years) – in most cases customer opt for 3 to 5 years • Fixed rate borrowers generally incur a break fee if they choose to refinance within the fixed period • Interest rate buffers built into loan serviceability tests at application; Interest only loans assessed on a full P&I basis • Interest payments on primary residence are not tax deductible, provides incentive to pay off mortgage
Regulation	• For mortgage insured loans, mortgage insurance covers the entire loan • Strict prudential supervision provided by one national regulator, APRA
Performance	• Australian 90+ day prime arrears at low levels - absolutely and relative to other major economies

Australian bank mortgage market share[1] (%)



90+ day prime arrears by country[2] (%)



1 Source: APRA Banking Statistics August 2013 2 Source: S&P and Bloomberg.

Westpac GROUP

Australian housing portfolio delinquencies at low levels

Delinquencies

- Lower interest rates and a continued conservative approach to debt by borrowers have supported very strong credit quality
- 90+ days delinquencies remain low at 53bps, down 5bps (up 1bp FY12/FY13) with the impact of seasonal trends retracing in 2H13
- 30+ days delinquencies 119bps, down 22bps (unchanged FY12/FY13)

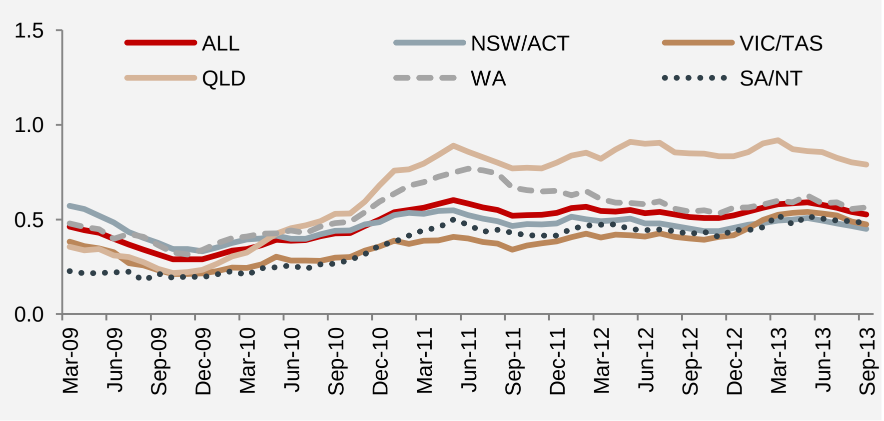
Properties in possession

- A more active approach to assisting customers in late cycle arrears has seen an increase in properties in possession to 353 at September 2013, up from 248 at March 2013 (289 at Sep 2012)

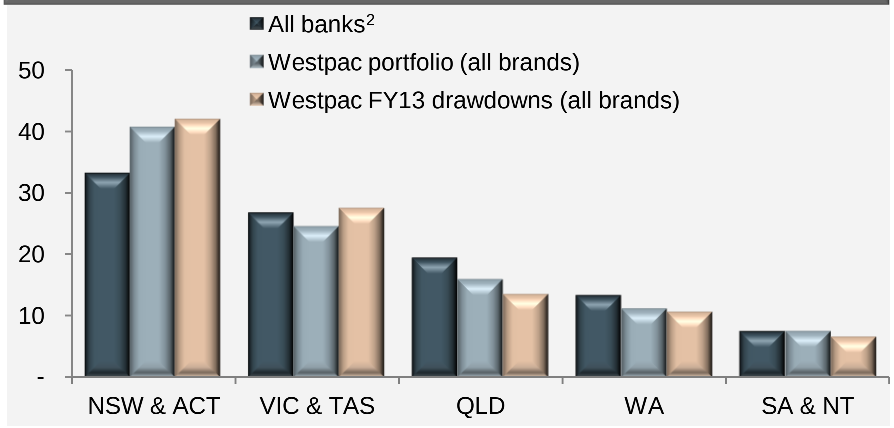
Loss rates

- Portfolio losses of $95m represent a loss rate of 3bps annualised (net of insurance claims[1]); loss rate unchanged from 1H13 (unchanged FY12/FY13)
- Loss rates remain very low by international standards – due to sound underwriting standards, high levels of borrower equity, mortgage insurance and active collections strategies

Australian mortgage 90+ days delinquencies (%)



Australian housing portfolio by State (%)



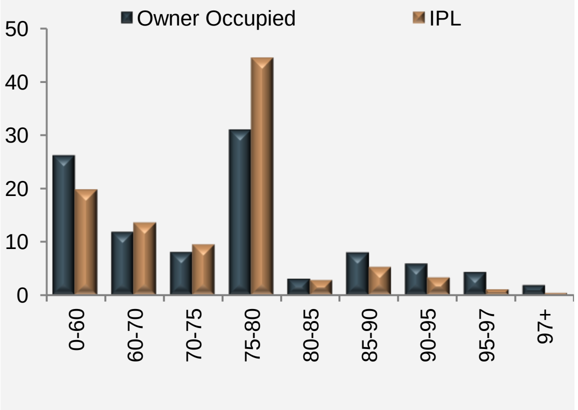
1 Mortgage insurance claims 2H13 $14m (1H13 $10m, 2H12 $17m and 1H12 $13m). 2. ABA Cannex July 2013

Westpac GROUP

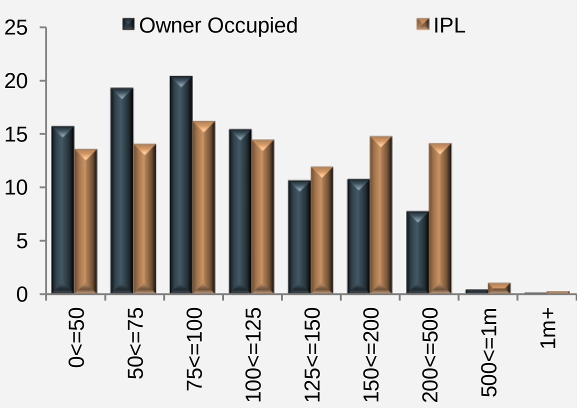
Australian investment property portfolio performing well

- Investment property loans (IPLs) make up 43.1% of Westpac's Australian mortgage portfolio
- 44% of IPL loans are originated at 75-80% LVR, to maximise tax benefits and avoid mortgage insurance costs
- While the majority of IPLs are interest-only, the realised amortisation profile closely tracks the principal and interest portfolio, with 41% of interest-only IPL customers ahead on repayments at FY13
- Compared to owner-occupied applicants, IPL applicants on average are older, have higher incomes and higher credit scores
- Specific credit policies apply to IPLs to assist risk mitigation, for example
  - Holiday apartments subject to tighter acceptance requirements
  - Additional LVR restrictions apply to single industry towns
- IPL delinquency performance has historically been better than the portfolio average
  - At FY13, IPL 90+ days delinquencies were 42bps compared to 53bps for the total portfolio
- IPL losses $44m[1] in FY13, representing 3.4bps of the total portfolio
- Self-managed Super Fund balances, mainly IPLs, a very small part of the portfolio, at <1% of Australian mortgage balances

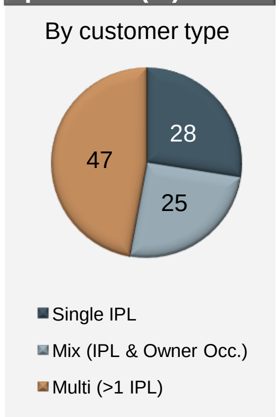
Australian mortgage[1] loan-to-value ratio at origination (%)



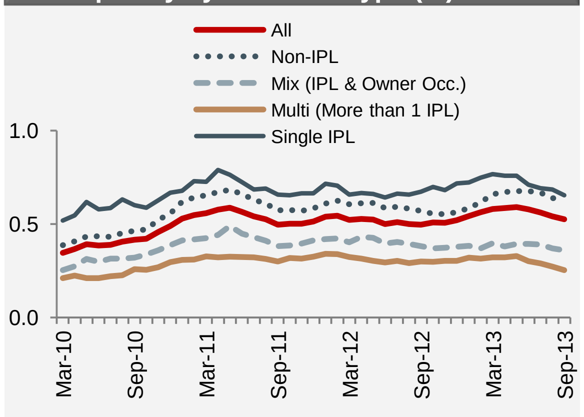
Australian mortgage[1] applicants by gross income band (%)



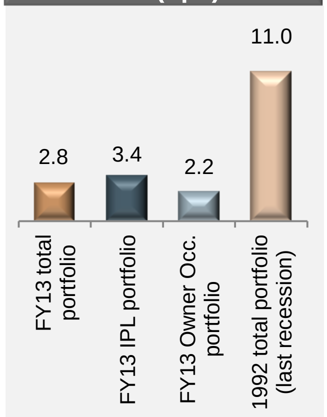
Australian IPL[1] portfolio (%)



Australian mortgage[1] 90+ days delinquency by customer type (%)



Australian mortgage[1] loss rates (bps)

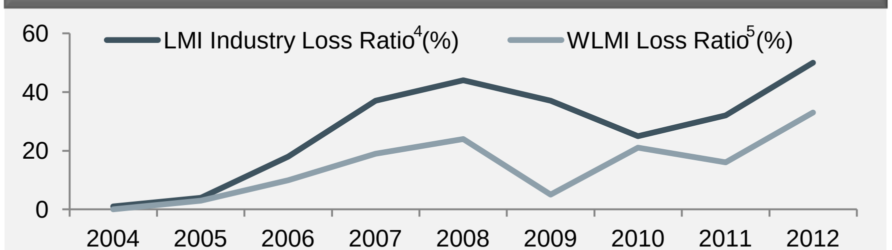


1 Excludes RAMS.

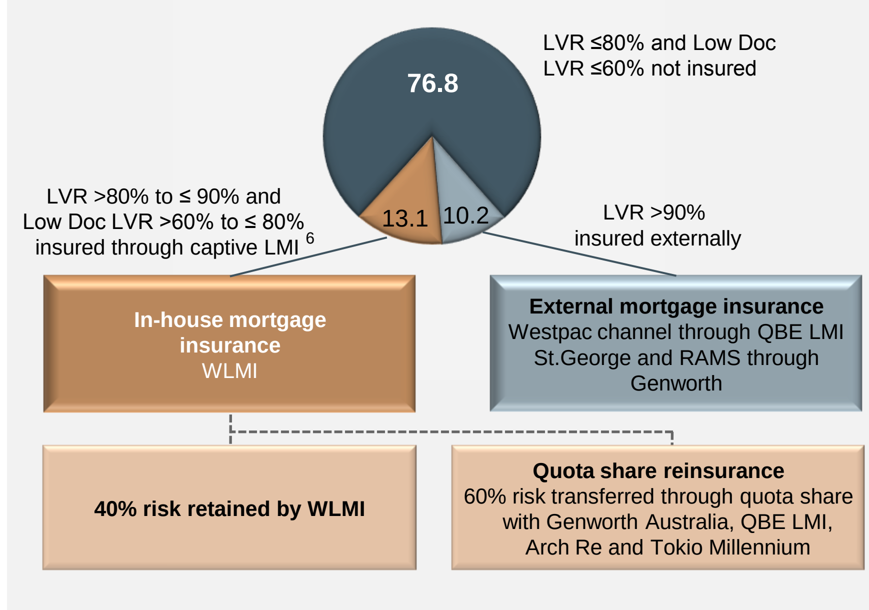
Lenders mortgage insurance managing risk transfer

- Lenders mortgage insurance provides the following benefits to the Westpac Group
  - Risk transfer / loss mitigation
  - Improvement in the quality of risk acceptance via the additional layer of independent review provided by the mortgage insurer
- New mortgages with origination LVR between 80-90% (or 60-80% for Low Doc)[1] are generally covered by Westpac Lenders Mortgage Insurance (WLMI), Westpac Group's captive lenders mortgage insurer, and are subsequently reinsured
- Reinsurance arrangements through four providers further reduces risk by not relying on a single supplier
- Mortgages with origination LVR >90% are insured with third parties (prior to 2009 insured through WLMI)
- WLMI provides the Westpac Group with an increased return on the mortgages it insures through the capture of underwriting profit
- WLMI is strongly capitalised (separate from bank capital) and subject to APRA regulation. Capitalised at 1.25x PCR[2]
- Scenarios confirm sufficient capital to fund claims arising from events of severe stress – estimated losses for WLMI from a 1 in 200 year event are $267m (net of re-insurance recoveries)

WLMI underwriting performance has consistently outperformed industry[3]



Lenders mortgage insurance (LMI) structure at 30 September 2013



	1H12	2H12	1H13	2H13
Insurance claims ($m)	13	17	10	**14**
WLMI loss ratio[5] (%)	30	35	30	**38**
Gross written premiums ($m)	32	23	25	**25**

1 Waivers of the LMI requirement are provided to certain approved borrowers. Waivers are not provided to Low Doc borrowers. 2. Prudential Capital Requirement (PCR) determined by APRA. 3 2013 industry data not available at 4 November 2013. 4 Source: Westpac. 5 Loss ratio is claims over the total of earned premium plus reinsurance rebate plus exchange commission. 6 Insured coverage is net of quota share.

Mortgage portfolio stress testing outcomes

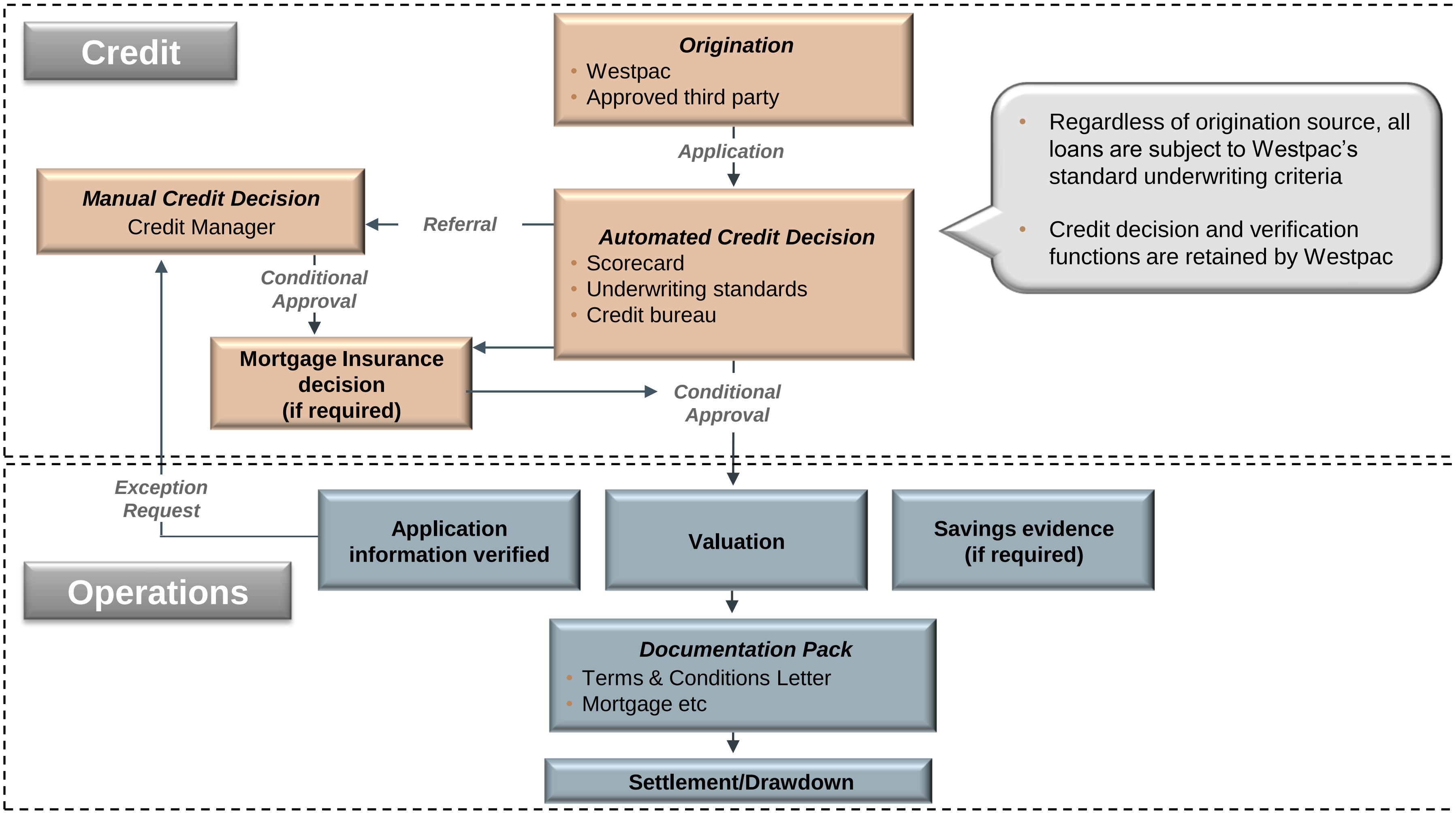
- Westpac regularly conducts a range of portfolio stress tests as part of its regulatory and risk management activities
- The Australian mortgage portfolio stress testing scenario presented represents a severe recession – significant reductions in consumer spending and business investment lead to six consecutive quarters of negative GDP growth, resulting in a material increase in unemployment and nationwide falls in property and other asset prices
- Estimated Australian housing portfolio losses under stress conditions are manageable within the Group's risk appetite and capital base
  - Yearly average losses over the stressed scenario $761m, representing 23bps of the portfolio
  - Cumulative net loss modelled over the three years is $2.3bn
  - WLMI and external LMI insurance claims would also be higher – an estimated additional $386m in total over the three years[1]
- Westpac's captive mortgage insurer, Westpac Lenders Mortgage Insurance (WLMI), separately conducts stress testing to ensure it is sufficiently capitalised to cover mortgage claims arising from a stressed mortgage environment
- Target capital ratios at the Westpac Group level also consider the combined impact on the mortgage portfolio and WLMI of severe stress scenarios to provide appropriate capital buffers

Australian mortgage portfolio stress testing as at 30 September 2013

Key assumptions		Stressed scenario		
	Current	Year 1	Year 2	Year 3
Portfolio size ($bn)	335	323	318	319
Unemployment rate (%)	5.8	11.2	10.2	8.9
Interest rates (cash rate, %)	2.5	1.0	1.0	1.0
House prices (% change cumulative)	0.0	-13.0	-21.2	-23.4
Annual GDP growth (%)	2.3	-3.9	-0.2	1.7
Key outcomes[1]				
Stressed losses (net of LMI recoveries)	3bps	34bps	31bps	6bps

1 Australian mortgage stress testing model recalibrated in 2H13 to reflect a more severe loss experience in Years 1 and 2 and more conservative estimates of LMI losses over the 3 year period.

Home loan evaluation process - originations



Arrears management and collections

- Customer delinquency management is segmented by risk:
  - Risk is assessed based on historical loan and customer attributes
  - Higher risk customers are contacted earlier and more assertively, leaving lower risk customers to self-cure or be contacted later by collections
- Customers are contacted by SMS, letter and phone
- External property managers are used for the repossession and realisation process
- Properties are repossessed and then sold by the most expedient method
- Shortfall claims are submitted to insurer within 28 days from date of settlement
- Customers experiencing hardship are assessed and managed by Assist, a dedicated hardship team that is part of collections

Typical collections process (medium risk customer)	Days
SMS	3
Phone call	10
1st reminder letter + phone call	18
2nd reminder letter + phone call	22
Final letter + phone call	45
Default notice issued	65+
Letter of demand sent	95+
Legal judgement sought and notice to vacate issued	120+
Valuation conducted by a panel valuer and appraisal obtained	134+
Agent appointed and marketing campaign initiated	140+
Security sold and settlement effected, proceeds applied to debt and shortfall (if any) realised (or LMI claim made if insured)	240+

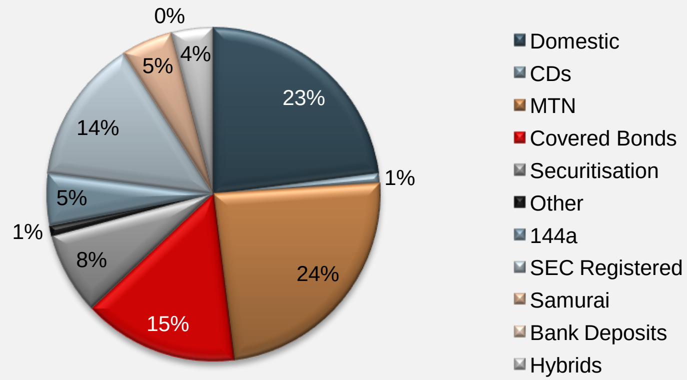
COVERED BONDS

Covered bonds offer diversity

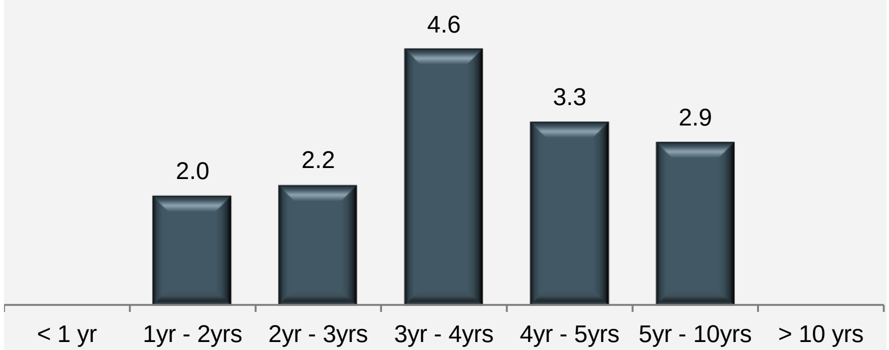
- Westpac issues covered bonds through its US$20bn covered bond programme
  - Westpac also maintains RCB/N-bond capability
  - Westpac Securities New Zealand EUR5billion covered bond programme is separate, and guaranteed by Westpac New Zealand Limited as well as the covered bond guarantor
- A$14.9bn of covered bonds issued since November 2011, with benchmark transactions in US, EUR and AUD
- In Australia, covered bond issuance is capped at 8% of Australian assets
  - Limits balance sheet encumbrance
  - 34% of Westpac's covered bond capacity utilised (including over-collateralisation)
  - Weighted average tenor is 5.1 years for issuance since October 2011 to 30 September 2013 for the Australian covered bond programme
  - Maturity profile well managed, with view to maintaining capacity

Covered pool highlights (as at 30 September 2013)	
Total pool loan balance	A$28,326,748,509
Average loan size	A$244,766
Weighted average current LVR (unindexed/indexed)	62% / 59.7%
Weighted average seasoning	49 months
Owner occupied security	76.2%
Moody's collateral score[1]	7.1%
Moody's market risk / collateral risk[1]	14.0% / 4.8%
Min. overcollateralisation required (Fitch/Moody's)	15.9% / 10.0%
Min. WBC rating to maintain AAA (Fitch/Moody's)	A+ / A3

Term wholesale funding portfolio as at 30 September 2013 (%)



Westpac covered bond maturity profile as at 30 September 2013 (A$bn)



1 The collateral score is Moody's opinion of how much credit enhancement is needed to protect investors from the credit deterioration of assets in a cover pool in order to reach a theoretical Aaa expected loss, assuming those assets are otherwise unsupported. The higher the credit quality of the cover pool, the lower the collateral score. Source: Moodys Covered Bond Programme Performance Overview 30 June 2013

Westpac Covered Bond Programme

Issuer	Westpac Banking Corporation
Issuer rating	AA-/Aa2/AA- by S&P / Moody's / Fitch
Format	Legislative Covered Bond
Covered Bond rating	Aaa / AAA by Moody's / Fitch
Programme size	US$20 billion
Maturity options	Soft and Hard Bullet
Covered Bond Guarantor	Westpac Covered Bond Trust, a special purpose vehicle (trust)
Covered Bond Guarantee	Covered Bond Guarantor has guaranteed payments of interest and principal under the Covered Bonds secured over the Mortgage Loans and its other assets (limited in recourse to its assets)
LVR cap in asset coverage test	80% (subject to indexation)
Asset percentage	Subject to rating agency requirements, programme maximum 95%
Collateral	Prime Australian residential mortgages
Listing	London Stock Exchange

Programme features

Structure	Covered Bonds are issued by Westpac, backed by an unconditional and irrevocable guarantee by the Covered Bond Guarantor (the "CBT Guarantor"), which is limited in recourse to the assets in the Westpac Covered Bond Trust
Security	Security comprises a pool of Australian residential mortgages which meet the eligibility criteria (the "cover pool"). It also includes certain other assets such as cash and investments (subject to legislative and rating agency limits). Mortgages in the cover pool sold to the CBT Guarantor to ensure that covered bondholders have a priority claim over the cover pool in the event of Issuer insolvency
Overcollateralisation	Prior to service of a Notice to Pay on the CBT Guarantor, an Asset Coverage Test will be run monthly to ensure the CBT Guarantor has sufficient assets to support the outstanding covered bonds. Defaulted loans will have nil value applied to them and remaining loans adjusted by the Asset Percentage. The Asset Percentage will be confirmed by the rating agencies quarterly and is subject to a maximum of 95%, which represents a minimum level of overcollateralisation of just over 5%. Following service of a Notice to Pay on the CBT Guarantor, an Amortisation Test is run monthly to ensure the CBT Guarantor has sufficient assets to meet the covered bond obligations
Asset Monitor	PricewaterhouseCoopers monitors the calculation of the Asset Coverage Test and the Amortisation Test on at least an annual basis. They will also provide the asset monitor reporting requirements in relation to the legislation on at least a six monthly basis. This includes verification of the asset register and provision of any other information APRA requires
Hedging	The Total Return Swap and Covered Bond Swap will be used to hedge any exposure of the CBT Guarantor to interest rate and currency risks

Westpac cover pool

Covered Bond Pool eligibility criteria

At the time of sale, each loan:

- Is denominated and payable only in AUD in Australia
- Is secured by a mortgage that constitutes a first ranking Australian mortgage (second allowed as long as first held with the CBT Guarantor)
- Is secured by a mortgage over a property which has erected on it a residential dwelling
- Was approved and originated by the seller in the ordinary course of business
- Is a loan under which the outstanding principal balance owed by the borrower is not more than AUD$2,000,000
- Is a loan under which the relevant borrower is required to repay the loan within 30 years of the relevant cut-off date
- Is not a delinquent mortgage or a defaulted loan and no legal demand has been served on the relevant borrower in respect of a payment on the loan
- The sale of an interest in, or the sale of an interest in any related security, does not contravene or conflict with any law
- The relevant borrower is a resident of Australia
- Not a loan with an interest only payment period of >10 years
- The related mortgage has been or will be stamped
- Where applicable, all progress drawings have been made by the borrower and the residential dwelling has been completed; and
- The borrower has made at least one monthly payment or two fortnightly payments in respect of the loan

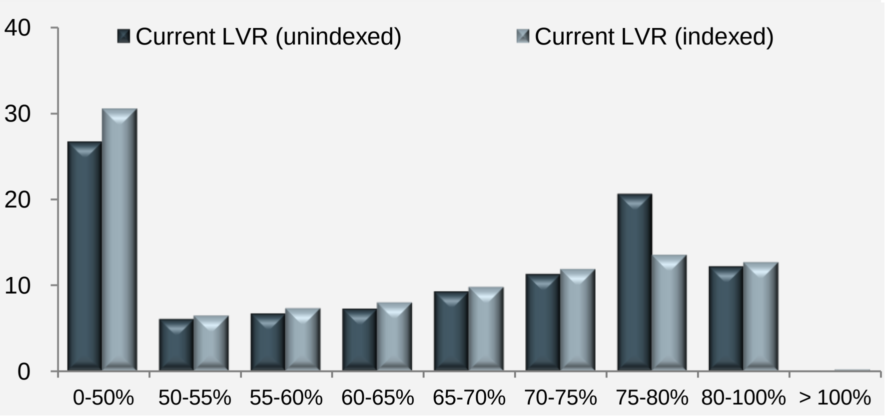
Covered pool loan statistics as at 30 September 2013

Total pool loan balance[1]	A$28,326,748,509
Number of loans	115,730
Average loan size	A$244,766
Max loan size	A$2,000,000
Weighted average current LVR (unindexed)	62%
Weighted average current LVR (indexed)	59.7%
Mortgage Insured	15.1%
90 day + arrears	0.01%
Weighted average seasoning	49 months
Weighted average remaining term to maturity	280 months
Weighted average interest rate	5.3%
Fixed / floating split (by bal)	18.6% / 81.4%
Interest only (by bal)	26.2%
Owner occupied security	76.2%

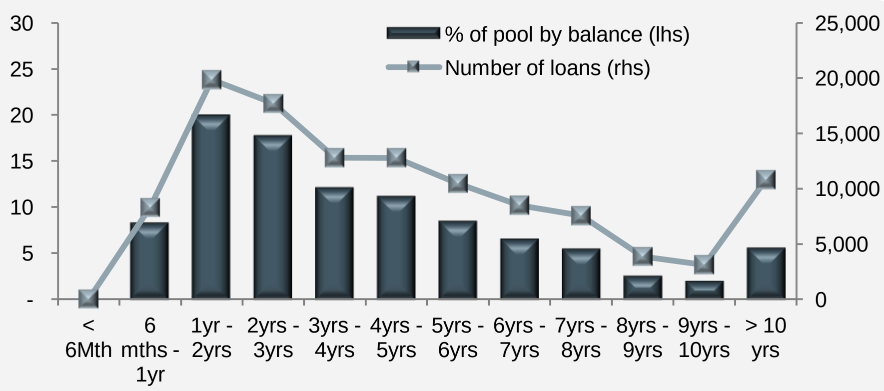
1 Pool loan balance excludes cash balances of A$1,673,251,491. Loans included in the cover pool are currently only originated by Westpac Retail and Business Banking.

Cover pool statistics as at 30 September 2013

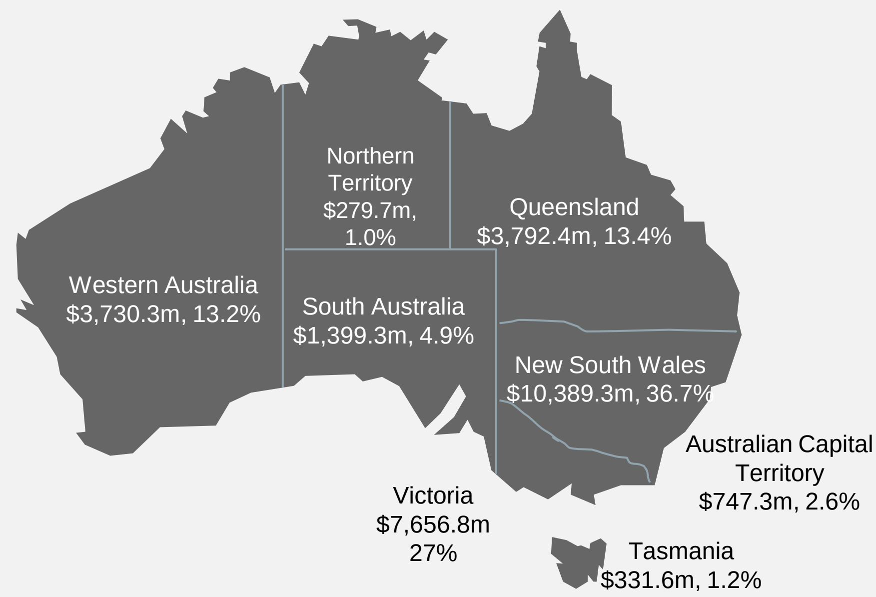
Loan to value ratio by balance (%)



Portfolio seasoning



Geographic distribution by state

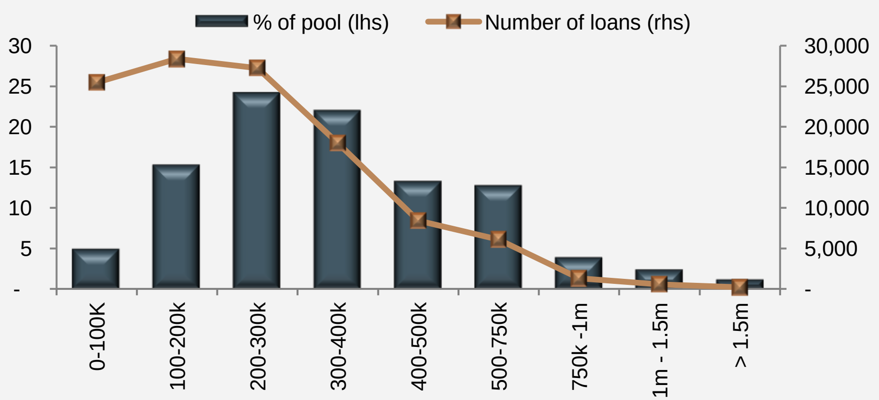


Distribution by region	Value of loans (A$m)	% of pool by value
Metropolitan	22,015	78%
Non-Metropolitan	6,311	22%

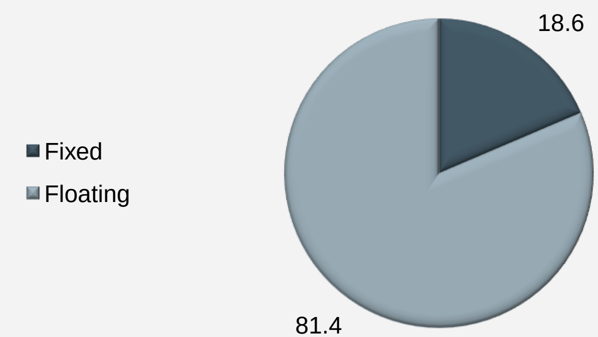
Westpac GROUP

Cover pool statistics as at 30 September 2013 (cont.)

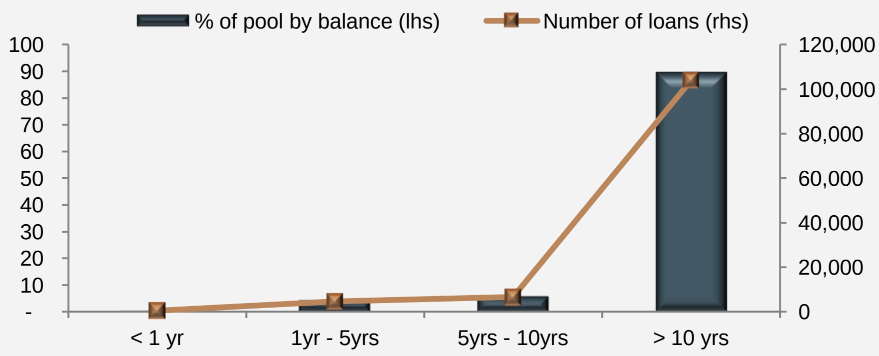
Mortgage principal balance distribution



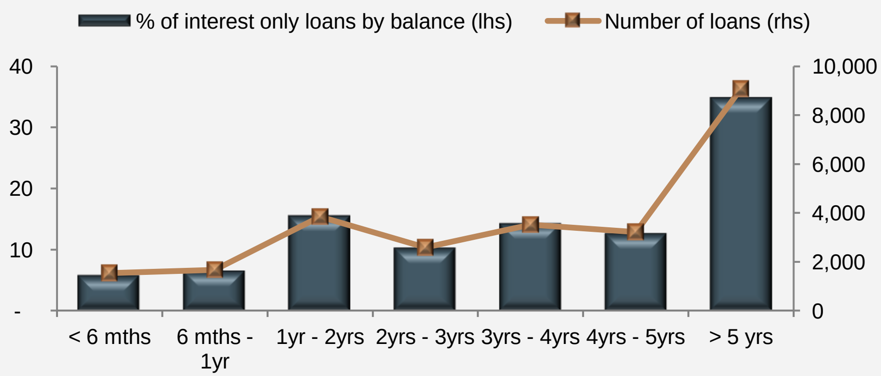
Interest rate split (%)



Years to maturity (legal)



Interest only expiry date remaining period

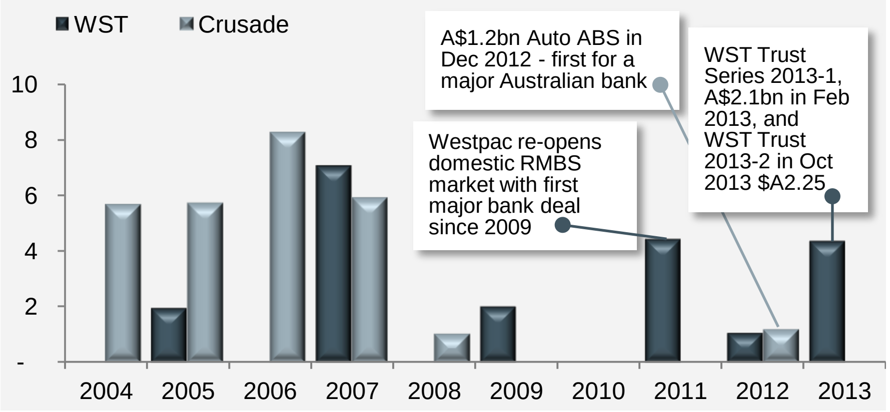


SECURITISATION

Securitisation an important part of the Group's funding

- Securitisation is an important part of the Group's funding
  - A$10bn in outstanding issuance, represents 2% of the Group's total funding at 30 September 2013, mostly RMBS issuance
  - Provides additional diversity to funding and investor base
- 3 transactions in FY13 in response to strong investor demand
  - $4.35bn across 2 RMBS transactions and $1.2bn through one Auto ABS transaction
  - Auto ABS, issued in Dec 2012, was a first for a major Australian bank. Previous Auto ABS issued in 2008 sponsored by St.George prior to the merger with Westpac
  - Transactions have been well supported by Australian domestic market, as well as offshore investors
- Westpac has outstanding securitisation transactions under both the WST and Crusade programmes
  - Westpac Securitisation Trust (WST) Programme is Westpac's programme for securitising Westpac-originated residential mortgages
  - Crusade Programme is Westpac's vehicle for securitising St.George originated residential mortgages and auto loans
- Following the merger with St.George
  - Securitisation management and execution integrated into one team
  - Crusade RMBS Programme is in run off
  - Crusade ABS platforms and infrastructure utilised for Auto ABS
  - New securitisation RMBS pools sourced solely from Westpac originated mortgage pools until the origination and servicing platforms are fully integrated

Original RMBS and ABS issuance by calendar year (A$bn)



Minimal changes to Lloyd's Bella securitisations

Following the expected completion of the acquisition of Capital Finance Australia Limited ("CFAL") and the Bella securitisations on 31 December 2013 as part of the agreement to acquire Lloyds Banking Group's Australian business, it is intended that the only changes to the existing Bella securitisations are:

- The interest rate swaps will be novated to Westpac Banking Corporation
- The existing Trust Manager will be replaced with Westpac Securitisation Management Limited ("WSM"). WSM is the appointed Trust Manager for Westpac's WST RMBS programme, the Crusade ABS (auto) programme and Westpac's covered bond programme

WST RMBS performance

Key pool comparison statistics (issuance)

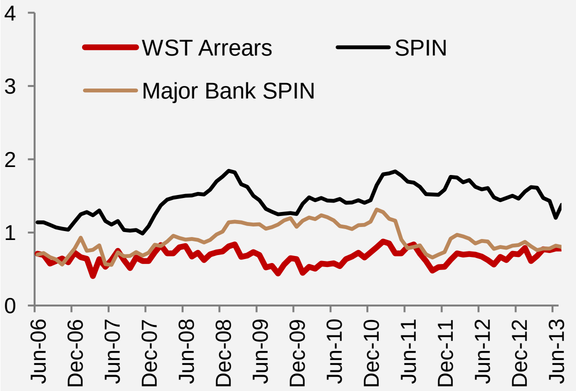
	WST 2013-2	WST 2013-1	WST 2012 - 1	WST 2011-3	WST 2011-2	WST 2011-1	WST 2009-1
Pricing Date	Sep-13	Feb-13	May-12	Oct-11	Jun-11	Feb-11	Dec-09
Tranche	A	A	A	A	A	A	A
WAL (yrs)	3.0	3.0	3.0	3.0	2.9	2.9	2.6
Price (bps)	85	85	140	125	100	100	130
Notes Issued A$m	2,070	1,932	1,058	1,472	2,024	920	1,840
Average Loan Size A$'000	256	245	211	251	243	270	198
Wtd Avg LVR	62%	61%	63%	63%	63%	64%	58%
LVR > 80%	10.8%	6.4%	3.1%	1.9%	2.3%	1.4%	0.5%
Max LVR	95%	94.6%	94.4%	95%	95%	95%	93%
Wtd Avg Seasoning mths	37.1	45.4	42.0	37.0	35.8	30.2	39.7
Low Doc Loans	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Interest Only Loans	24.3%	9.6%	5.1%	6%	5%	4%	25%
NSW & ACT	35.2%	36.2%	37.6%	40%	39%	43%	41%
VIC	26.6%	25.0%	25.5%	25%	25%	28%	24%
Metro / Non-metro	78%/22%	76%/24%	76% / 24%	76% / 24%	77% / 23%	86% / 14%	78% / 22%
LMI Coverage	13%	16%	19%	15%	16%	5%	6%
S&P Credit Support Pre-LMI (Old Criteria)		-	-	-	3.7%	3.7%	3.2%
S&P Credit Support Pre-LMI (New Criteria / *RFC*)	5.0%	4.3%	4.3%	4.4%	*6.2%*	-	-
Credit Support Provided	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%

Source: Presales, Bloomberg, Westpac ABS Strategy

High quality product

- All WST transactions backed by prime residential mortgages
- Consistent pool parameters and transaction structures
- Low LVRs
- Long seasoning
- Consistently outperforms SPIN and major bank SPIN

Performance of Avg WST vs the Major Bank Prime SPIN



Source: Standard and Poor's RMBS Performance Watch

Crusade ABS transaction comparison

- Crusade ABS – 100% auto receivables
- Long seasoning

- Credit enhancement in excess of minimum required by agencies
- 12 month revolving period

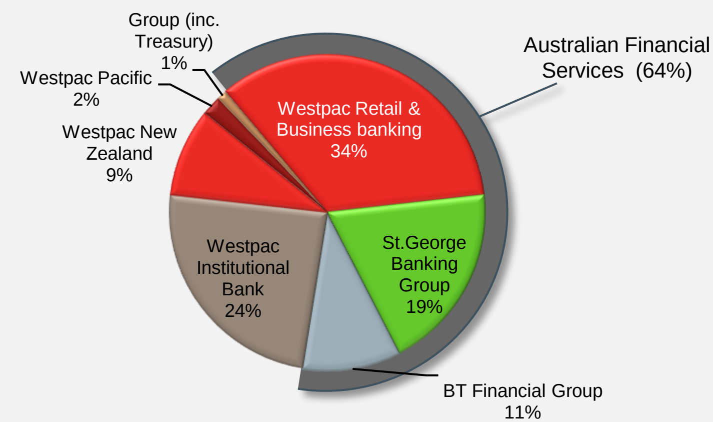
Deal	Crusade ABS 2012-1	SMART 2012-4	SMART 2012-2	REDS EHP	Bella 2012-1	SMART 2012-1
(Issue Date)	(Dec 12)	(Oct 12)	(Jun 12)	(May 2012)	(May 2012)	(Feb 2012)
Size	$1.2bn	$655m	$566m	$700m	$453m	$525m
'AAA' Credit Enhancement	15%	12%	12%	16%	23%	12%
Collateral	Auto: 100%	Auto: 100%	Cars: 79% Trucks: 19% Other: 2%	Cars: 62% Trucks/Bus: 38%	Cars: 56% Trucks: 7% Other: 37%	Cars 79% Trucks 19% Other 2%
Number of Contracts	59,609	39,840	16,518	13,904	13,048	24,897
W.A. Yield	11%	8%	9%	8%	9%	9%
W.A. Seasoning (mth)	19	8	6	24	15	5
W.A. Remaining term (mth)	41	42	43	29	37	43
W.A. Balloon	8%	32%	30%	18%	15%	30%
% of Pool with Balloon	32%		82%	37%	52%	83%
New vs. Used	New: 69%	New: 63%	New: 63%	New: 72%	New: 83%	New: 64%
	Used: 31%	Used: 37%	Used: 37%	Used: 28%	Used: 17%	Used: 36%
Average Loan Size	20,131	32,284	34,285	35,961	35,756	34,844
Max Loan Size	262,970	478,413	331,345	896,334	780,586	336,011
Receivable Contracts	Finance Lease 12%	Finance Lease 35%	Financial Lease 36%	Finance Lease 5%	Finance Lease 11%	Financial Lease 37%
	Goods Loan 14%	Goods Loan 23%	Goods Loan 18%	Goods Loan 52%	Goods Loan 43%	Goods Loan 18%
	Hire Purchase 8%	Hire Purchase 14%	Hire Purchase 17%	Hire Purchase 31%	Hire Purchase 35%	Hire Purchase 17%
	Consumer Finance 66%	Lease Gov Status 28%	Lease (Gov't) 29%	Bill of Sale 11%	Novated Lease 12%	Lease (Gov't) 28%
Adverse Credit History	0%	0%	0%	0%	0%	0%
Novated receivables	12%	62%	64%	0%	12%	64%

ADDITIONAL INFORMATION

Westpac Banking Corporation Overview as at 30 September 2013

Balance sheet	
Total assets	$696.6bn
Total loans	$536.2bn
Customer deposits	$382.6bn
Equity	$47.5bn
Market Share	
Australian household deposit market share[1]	23%
Australian housing market share[2]	23%
Australian business market share[2]	18%
New Zealand household deposit market share[3]	21%
New Zealand consumer lending market share[3]	20%
Australian wealth platforms market share[4]	20%

Westpac: Contribution to FY13 NPAT by division (%)



Australian Financial Services

Westpac Retail & Business Banking	St.George Banking Group	BT Financial Group	Westpac Institutional Bank	Westpac New Zealand	Westpac Pacific and Group
Westpac	st.george	BT			Westpac
	BankSA	ADVANCE			
	Bank of Melbourne	Asgard			
	RAMS	securitor			
		Licensee Select			
		Ascalon Capital Managers			

1 APRA Banking Statistics September 2013 2 RBA September 2013. 3 RBNZ March 2013 4. Plan for Life June 2013 All Master Funds Admin.

Tier 2 Capital comparison

Characteristic	Basel III compliant Tier 2	Old-style Tier 2 (specifically Lower Tier 2)
Absorb losses on a "gone concern" basis	✓ Gone concern capital	✓ Gone concern capital
Non-discretionary, cumulative payments	✓ Must pay securities subject to solvency tests; deferred payments accumulate with compounding	✓ Must pay securities subject to solvency tests; deferred payments accumulate with compounding
Minimum Term	✓ Minimum term of at least 5 years; straight line amortisation over final four years	✓ Minimum term of at least 5 years; straight line amortisation over final four years
Call Right	✓ Can call after a minimum of five years with APRA's approval	✓ Can call after a minimum of five years with APRA's approval
Incentive to redeem	✘ No step-ups or other incentives to redeem early	✓ Step-up in margin permitted
Ranking in a Winding Up	✓ Subordinated to claims of ordinary shareholders and Additional Tier 1 capital holders[1]	✓ Subordinated to claims of ordinary shareholders and hybrid Tier 1 capital holders
Conversion or Write-Off at Point of Non Viability (PONV)	✓ • Conversion or permanent write-off in contractual terms • Conversion or write-off only after Additional Tier 1 (some or all as necessary to return to viability) • Conversion is most likely principal loss absorption mechanism due to tax inefficiencies of write-off alternative • If Conversion is not possible, rights of Holders will be terminated	✘ Not applicable. However APRA has powers under the Banking Act to direct banks not to make payment on Lower Tier 2 instruments
PONV Trigger Event	✓ • APRA notifies Westpac that it believes conversion or write-off or a public sector injection of capital (or equivalent support), is necessary because, without it, Westpac would become non-viable • No explicit APRA guidance regarding likely triggers. Non viability could be expected to include serious impairment of financial position, insolvency, capital ratios and liquidity	✘ N/a

1. APRA requires that new Basel III compliant Tier 2 instruments must be the most subordinated claim in a winding-up after Common Equity Tier 1 and Additional Tier 1 instruments. As Westpac has old-style perpetual "Upper Tier 2" instruments on issue that rank behind "old style" lower tier 2 instruments, any new Basel III Tier 2 instruments must rank equally with "old-style" upper Tier 2 instruments. Once all "old style" lower Tier 2 instruments have been redeemed all Tier 2 instruments will rank equally.

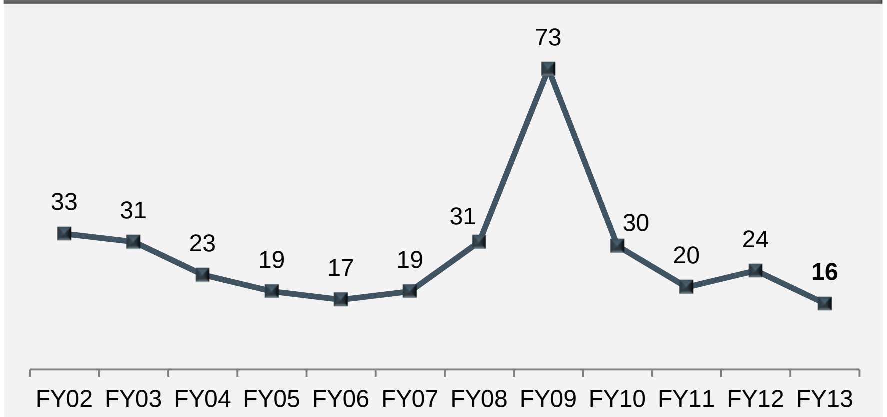
Tier 2 Capital comparison[1,2]

	US	Canada	UK	Scandinavia	Australia
Ranking	Senior to Tier 1 Capital	Senior to Additional Tier 1 Capital	Senior to Additional Tier 1 Capital	Senior to Additional Tier 1 Capital	Senior to Additional Tier 1 Capital
Step-ups	Not permitted	Not permitted	Not permitted	Not permitted	Not permitted
Capital amortisation	20% p.a. beginning 5 years prior to maturity (no credit in final year)	20% p.a. beginning 5 years prior to maturity (no credit in final year)	20% p.a. beginning 5 years prior to maturity (no credit in final year)	20% p.a. beginning 5 years prior to maturity (no credit in final year)	4 years prior to maturity on a straight-line amortised basis
Early redemption	Tax Event / Regulatory Event	Tax Event / Regulatory Event	Tax Event / Regulatory Event	Tax Event / Regulatory Event	Tax Event / Regulatory Event
Point of Non-Viability					
Definition	n.a.	Regulatory Discretion	Regulatory Discretion	Regulatory Discretion	Regulatory Discretion
Approach	n.a	Contractual	Statutory	Statutory	Contractual
Disclosure	n.a	Terms & Conditions	Risk factor	Risk factor	Terms & Conditions
Primary loss absorption mechanism	n.a	Conversion into ordinary shares	Write-down	Write-down	Conversion into ordinary shares

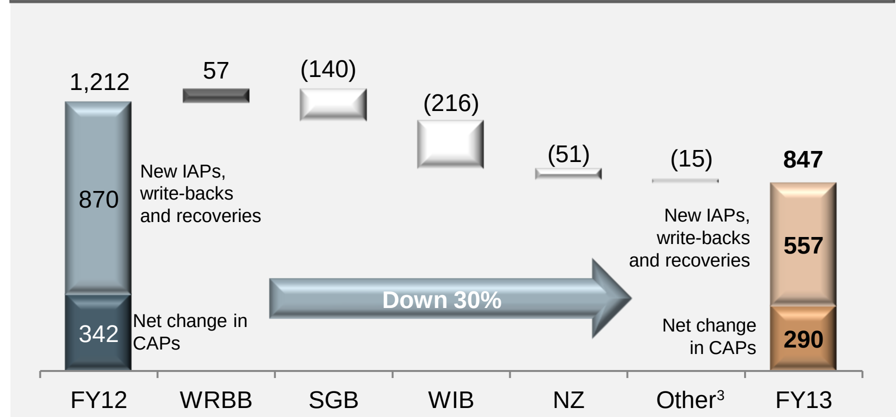
1. Source: UBS 2. For Westpac, the rating for a Basel III compliant Tier 2 instrument is anticipated to be A3 (Moody's)/BBB+ (S&P).

Risk management a key strength; Impairment charges 16bps of average gross loans

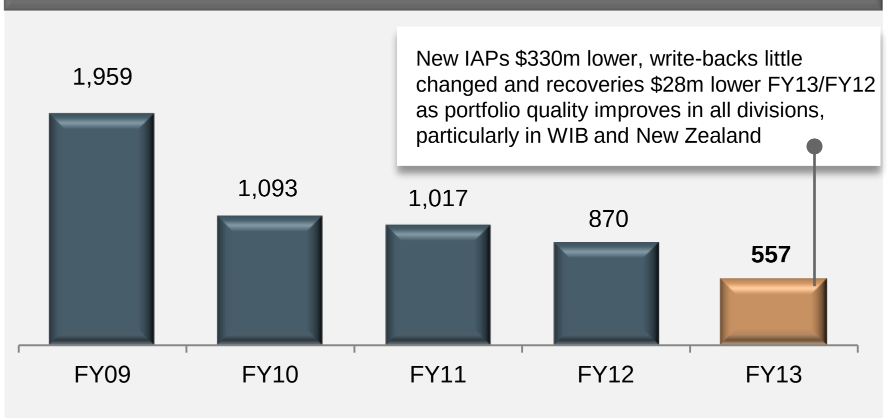
Impairment charges to average gross loans[1,2] (bps)



Impairment charge movements ($m)

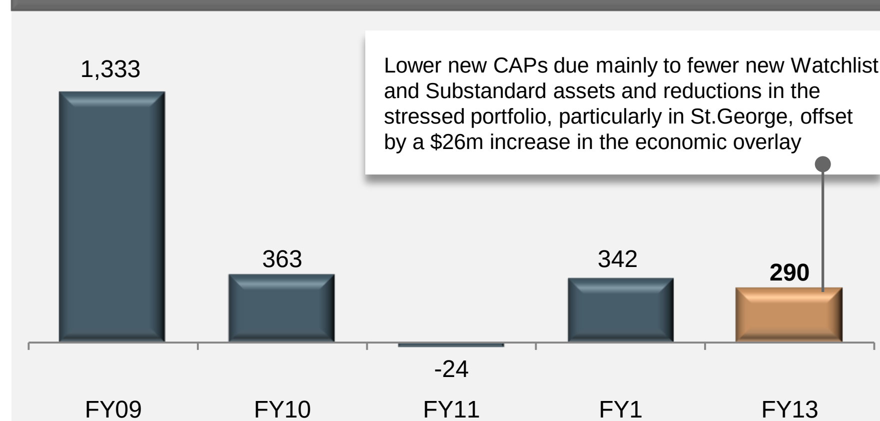


New IAPs, write-backs and recoveries[2] ($m)



New IAPs $330m lower, write-backs little changed and recoveries $28m lower FY13/FY12 as portfolio quality improves in all divisions, particularly in WIB and New Zealand

New CAPs[2] ($m)

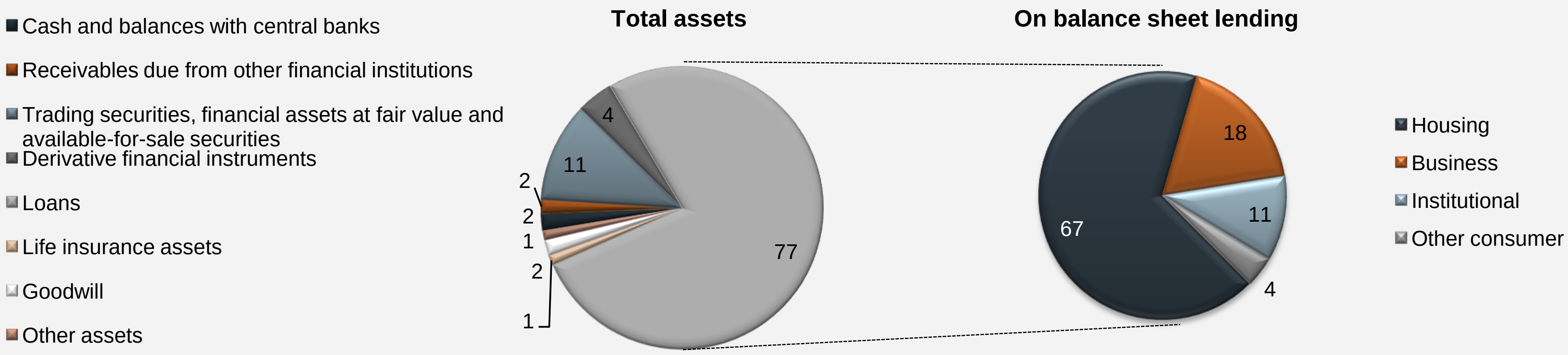


Lower new CAPs due mainly to fewer new Watchlist and Substandard assets and reductions in the stressed portfolio, particularly in St.George, offset by a $26m increase in the economic overlay

1 2002-2005 reported under AGAAP; 2006 onwards reported on A-IFRS basis. Pre-2008 does not include St.George. 2 2008 and 2009 are pro forma including St.George for the entire period with 1H09 ASX Profit Announcement providing details of pro forma adjustments. 3 Other includes BT, Westpac Pacific and Group Businesses.

High quality portfolio with bias to secured consumer lending

Asset composition as at 30 September 2013 (%)



Exposure by risk grade as at 30 September 2013 ($m)

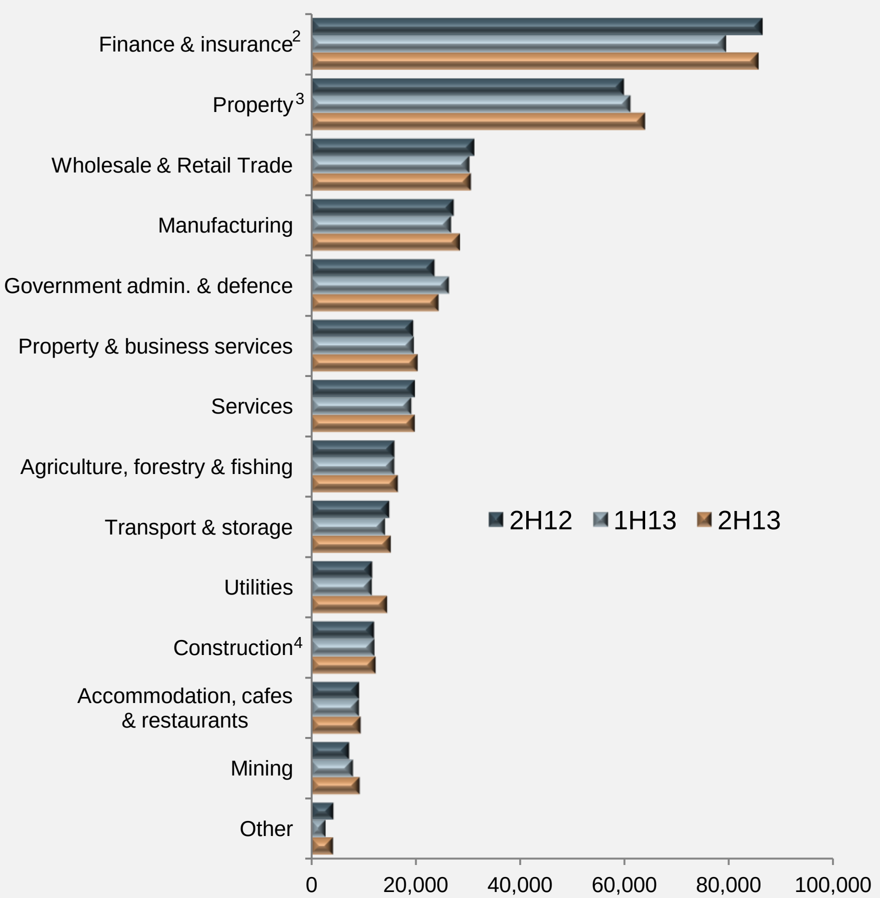
Standard and Poor's risk grade	Australia	NZ / Pacific	Americas	Europe	Asia	Group	% of Total
AAA to AA-	76,929	7,405	7,738	858	1,176	**94,106**	12%
A+ to A-	35,828	4,742	2,129	1,464	2,297	**46,460**	6%
BBB+ to BBB-	50,624	7,650	1,021	1,459	5,237	**65,991**	8%
BB+ to BB	57,678	7,907	351	142	1,112	**67,190**	8%
BB- to B+	56,150	8,386	42	-	-	**64,578**	8%
<B+	8,547	1,987	39	137	-	**10,710**	1%
Secured consumer	376,013	39,963	-	-	511	**416,487**	52%
Unsecured consumer	39,384	4,367	-	-	33	**43,784**	5%
Total Committed Exposures	**701,153**	**82,407**	**11,320**	**4,060**	**10,366**	**809,306**	
Exposure by region[1] (%)	**87%**	**10%**	**1%**	**<1%**	**1%**		**100%**

1 Exposure by booking office.

Westpac GROUP

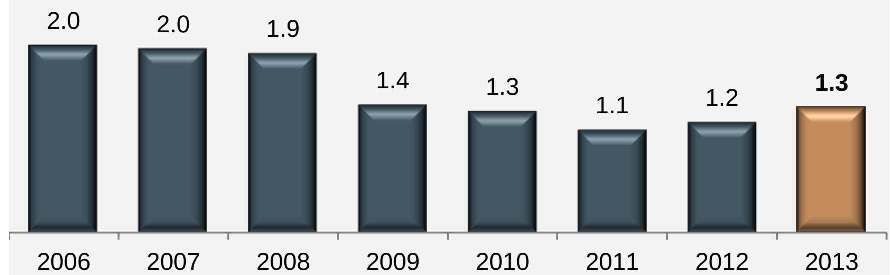
Diversification across industries and large exposures

Exposures at default[1] by sector ($m)

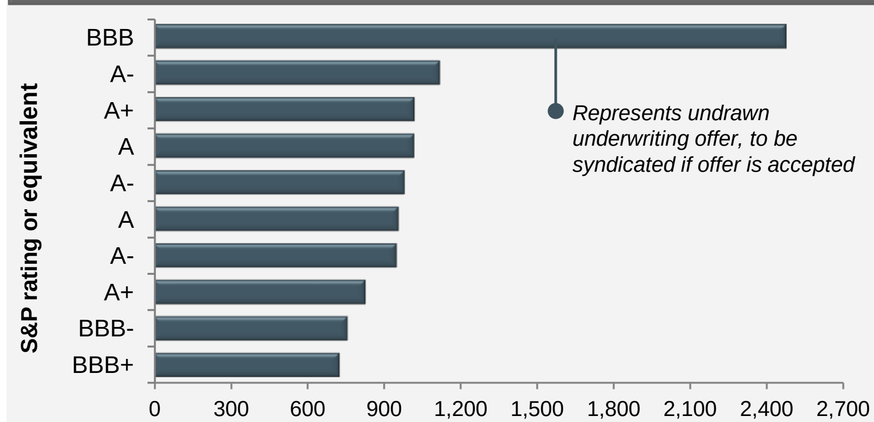


Top 10 exposures to corporations and NBFIs[6] as a % of TCE[5] (%)

- Top 10 single name exposures to corporations and non-bank financial institutions (NBFIs) continues to be below 2% of TCE
- Largest corporation/NBFI single name exposure represents 0.3% of TCE



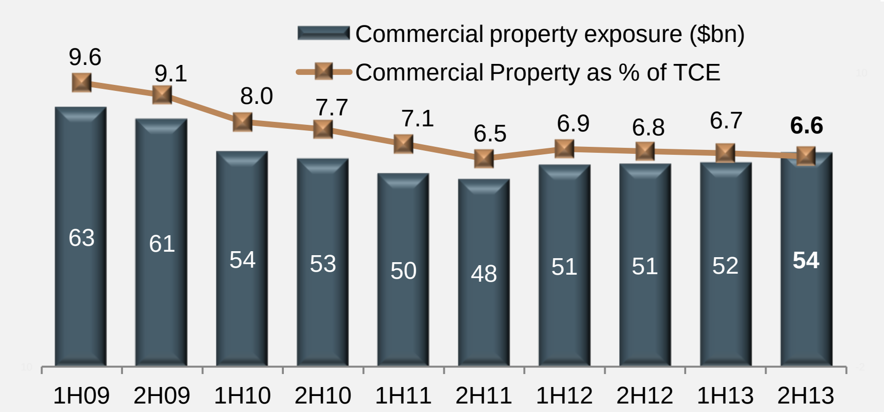
Top 10 exposures to corporations & NBFIs[6] as at 30 Sept 2013 ($m)



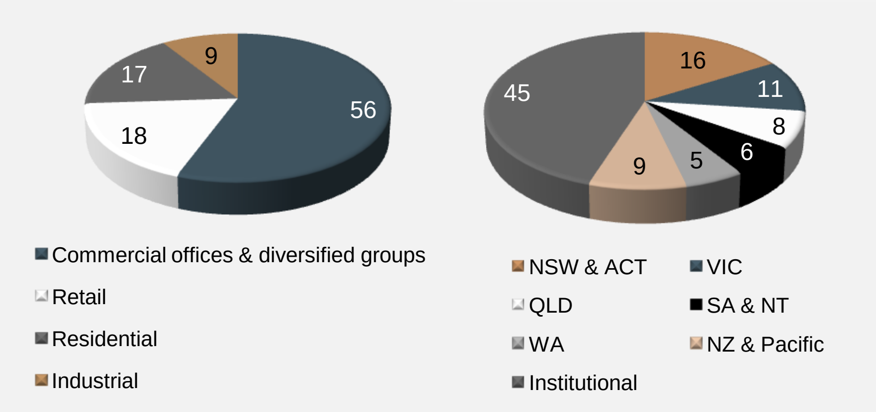
1 Exposures at default represents an estimate of the amount of committed exposure expected to be drawn by the customer at the time of default and excludes consumer lending. 2 Finance and insurance includes banks, non-banks, insurance companies and other firms providing services to the finance and insurance sectors. 3 Property includes both residential and non-residential property investors and developers, and excludes real estate agents. 4 Construction includes building and non-building construction, and industries serving the construction sector. 5 Includes St.George from 2009 onwards. 6. Non-Bank Financial Institutions

Commercial property portfolio comfortably within appetite

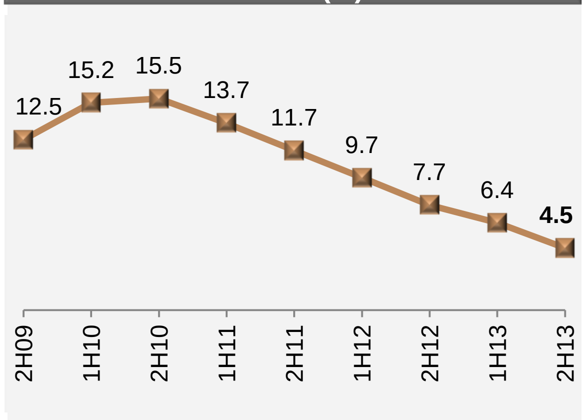
Commercial property exposures size ($bn) and % of TCE



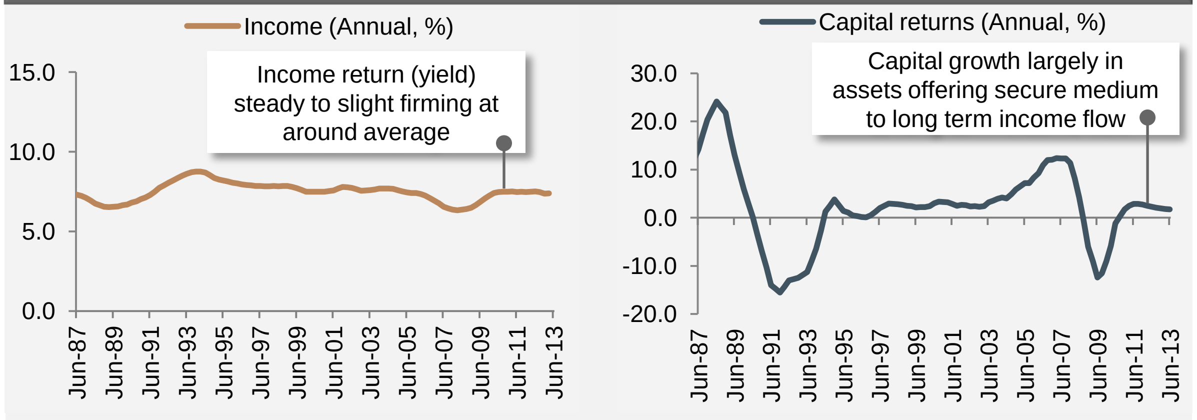
Commercial property portfolio by sector and region (%)



Commercial property portfolio TCE classified as stressed (%)



Market returns for commercial property stabilising[1]

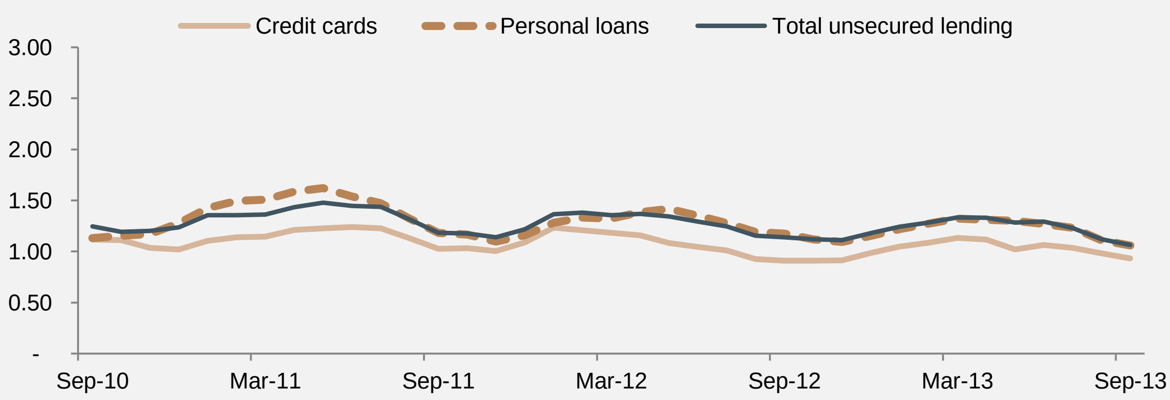


1 Source: IPD Investment performance index Q2 2013. Analysis Westpac Property.

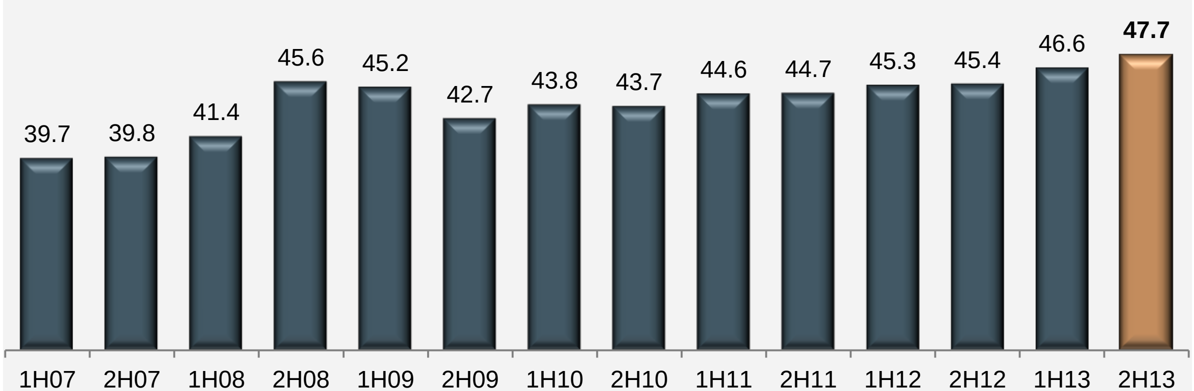
Australian unsecured lending portfolio performing well

- Unsecured consumer asset quality has remained strong, as further interest rate cuts have assisted debt serviceability and the Group maintains a sound approach to credit decisioning and underwriting
- Australian consumer unsecured delinquencies fell 26bps to 106bps (down 7bps FY12/FY13) assisted by seasonal trends and a strong focus on customer engagement
- Australian credit card 90+ days delinquencies were down 19bps to 93bps (up 1bp FY12/FY13)
  - The average payments to balance ratio continued to trend upwards, increasing 105bps to 47.7% (up 227bps FY12/FY13), reflecting ongoing consumer caution towards debt
- Australian personal loan 90+ days delinquencies were down 26bps to 106bps (down 12bps FY12/FY13)

Australian unsecured lending 90+ days delinquencies (%)



Australian credit card average payments to balance ratio[1] (%)



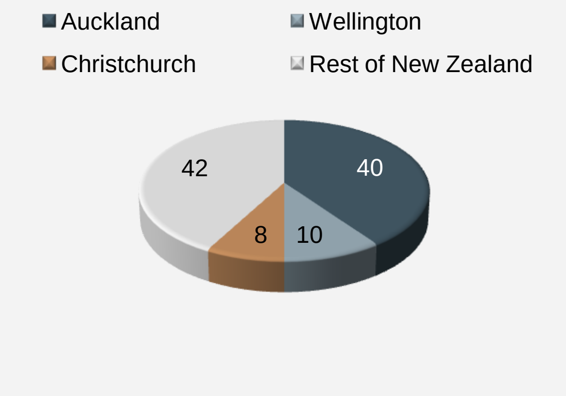
1 Cards average payments to balance ratio is calculated using the average payment received compared to the average statement balance at the end of the reporting month.

New Zealand mortgage portfolio

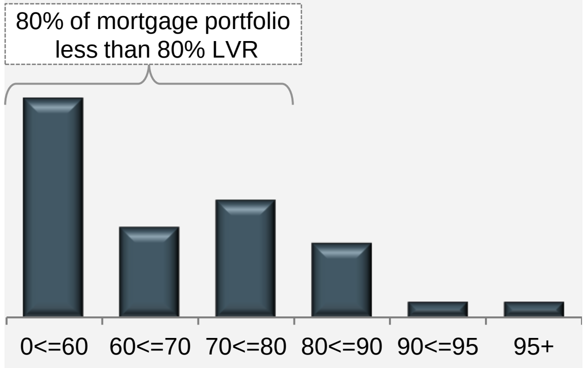
New Zealand

- Mortgage portfolio $37.5bn, up 4% FY12/FY13
- The distribution of the mortgage portfolio across regions is consistent with population concentrations of New Zealand
- The proportion of variable rate mortgages reduced to 37% at 2H13 (down from 43% at 1H13)
- Loan origination through proprietary channel decreased to 74% for 2H13 (down from 77% at 1H13)
- Quality of portfolio remains high and well secured, with 80% of the portfolio having a LVR less than 80%, up 125bps FY12/FY13
- Mortgage 90+ days delinquencies down 11bps FY12/FY13, reflecting improved origination and stable employment levels
- Mortgage losses of 0.05% of the portfolio, down 4bps FY12/FY13

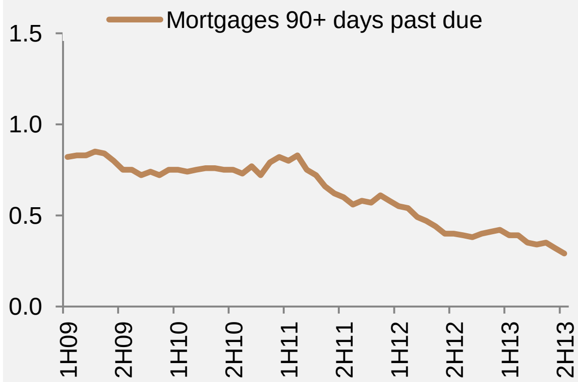
New Zealand mortgage portfolio by region (%)



New Zealand mortgage portfolio LVR[1] (%) of portfolio



Mortgage 90+ days delinquencies (%)



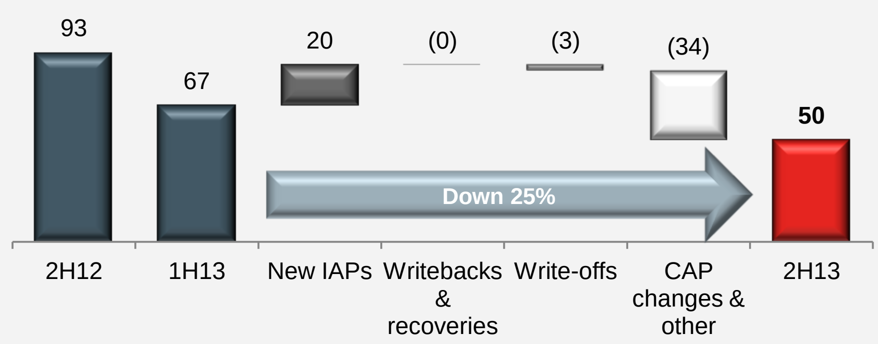
Mortgage loss rates (%)

1 LVR based on current loan balance and current assessment of property value.

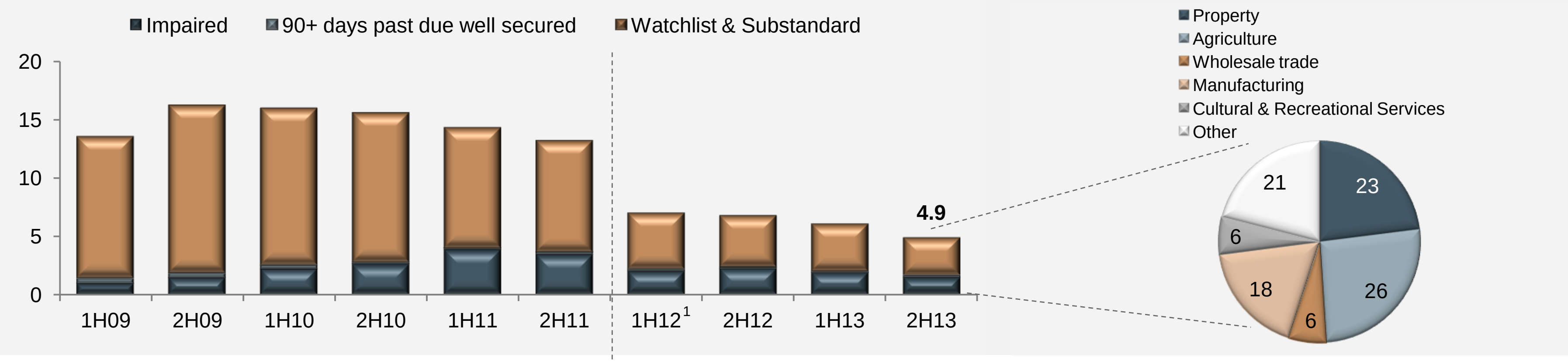
Improved asset quality in New Zealand business

- Business stressed exposures down 190bps in FY13 to 4.9% of TCE
  - Down mostly across property, agriculture and manufacturing sectors
  - Excluding Institutional assets, business stressed exposures reduced to 7.2%, down 330bps FY12/FY13
- Business impaired exposures 1.5% of Total Committed Exposures driven by improvement in performance and settlement of one agri-business exposure
- Total provisions decreased, largely driven by transaction managed portfolio decreasing resulting from a $96m partial write-off in 2H13
- Impairment charges down 39% FY12/FY13
  - Asset quality has continued to improve, driven primarily by improvement in Institutional stressed exposures
  - Partially offset by Institutional provisions for a mining exposure

Movement in impairment charges (NZ$m)



Business stressed exposures as a % of New Zealand Business TCE (%)

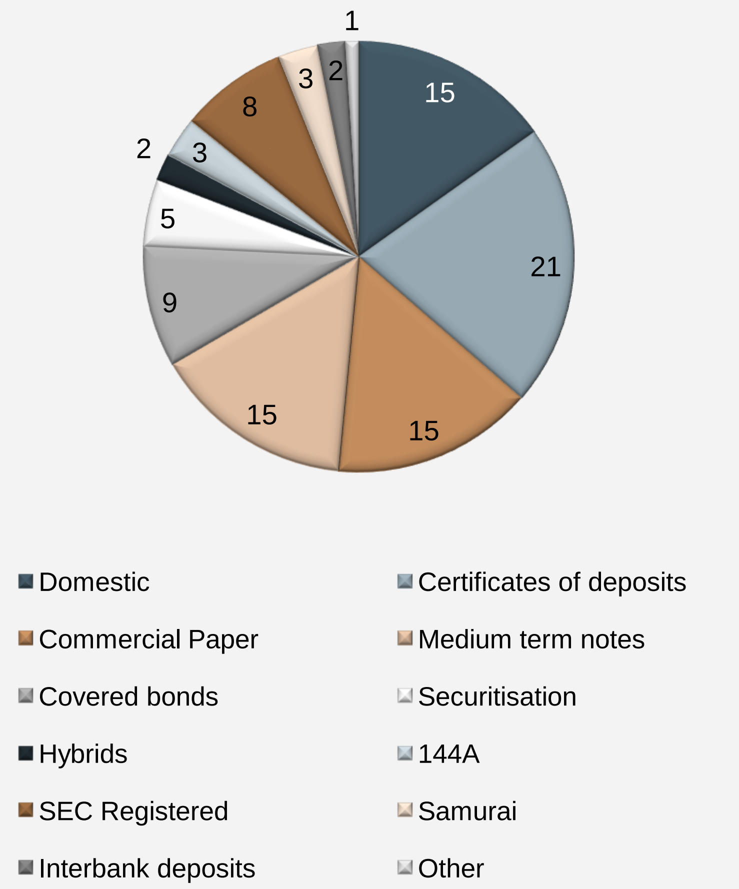


1 Large reduction in stressed exposures from 2H11 to 1H12 due primarily to transfer of WIB assets during 1H12.

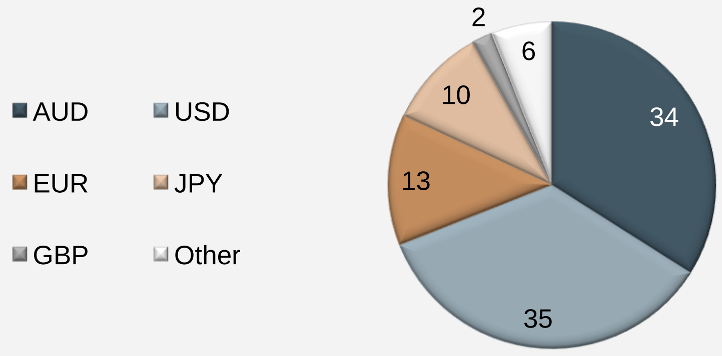
Wholesale funding portfolio

- Westpac's wholesale funding strategy is focused on diversity and flexibility
- Able to issue in a broad range of formats, tenors and currencies, including covered bonds
- Westpac is the only Australian bank that is SEC registered
  - A comparative advantage over peers
  - SEC registered deals are included in the index; have greater reach into investor base, including retail investors; deliver greater liquidity for investors and have a higher level of disclosure requirements
  - Westpac also maintains its ability to issue in US 144A format

Wholesale funding composition[1] as at 30 September 2013 (%)



Term wholesale funding by currency[2] as at 30 September 2013 (%)



1 At FX spot currency translation. 2 Based on spot FX currency translation. Includes all debt issuance with contractual maturity greater than 13 months, excluding US Commercial Paper. USD issuance includes issuance in the US, Asia and other regions where USD buyers are located.

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Appendix 1: Cash earnings adjustments

Cash earnings adjustment (A$m)	FY13	FY12	2H13	1H13
Reported NPAT	**6,816**	**5,970**	**3,512**	**3,304**
TPS revaluations	9	27	1	8
Treasury shares	42	27	13	29
Ineffective hedges	(20)	(7)	3	(23)
Fair value gain/(loss) on economic hedges and own credit	(10)	7	(67)	57
Buyback of government guaranteed debt	43	(5)	-	43
Fair value amortisation of financial instruments	67	46	35	32
Amortisation of intangible assets[1]	150	151	75	75
Supplier program	-	139	-	-
Litigation provision	-	78	-	-
TOFA tax consolidation adjustment	-	165	-	-
Cash earnings	**7,097**	**6,598**	**3,572**	**3,525**

1. Amortisation of intangible assets reflects the amortisation of St.George intangible assets including the core deposit intangible and credit card and financial planner relationships as well as intangible assets (management contracts) related to the JOHCM acquisition

Appendix 2: Cash earnings adjustments by segment

FY13 Segment Results (A$m)	Westpac Retail & Business Banking	St.George Banking Group	BT Financial Group (Australia)	Westpac Institutional Bank	New Zealand	Pacific Banking	Group Businesses	Group
Reported NPAT	**2,300**	**1,313**	**715**	**1,635**	**634**	**143**	**76**	**6,816**
TPS revaluations	-	-	-	-	-	-	9	9
Treasury shares	-	-	-	-	-	-	42	42
Ineffective hedges	-	-	-	-	-	-	(20)	(20)
Fair value gain/(loss) on economic hedges and own credit	-	-	-	-	-	-	(10)	(10)
Buyback of government guaranteed debt	-	-	-	-	-	-	43	43
Fair value amortisation of financial instruments[1]	-	-	-	-	-	-	67	67
Amortisation of intangible assets[2]	-	128	22	-	-	-	-	150
Supplier program	-	-	-	-	-	-	-	-
Litigation provision	-	-	-	-	-	-	-	-
TOFA tax consolidation adjustment	-	-	-	-	-	-	-	-
Cash earnings	**2,300**	**1,441**	**737**	**1,635**	**634**	**143**	**207**	**7,097**

1 Amortisation of fair value adjustments recognised on merger with St.George 2 Amortisation of intangible assets reflects the amortisation of St.George intangible assets including the core deposit intangible and credit card and financial planner relationships in as well as intangible assets (management contracts) related to the JOHCM acquisition

Appendix 3: APRA to BCBS Basel III reconciliation

- The Australian Prudential Regulation Authority (APRA) has maintained the conservative stance adopted under its Basel III capital standards, resulting in a significant variance between capital measured under APRA and fully harmonised Basel III
- Key differences in the calculation of Common Equity Tier 1 ratios between APRA's Basel III and fully harmonised Basel III under Basel Committee on Banking Supervision (BCBS) are detailed below

Description	Common equity tier 1 ratio
Westpac's Common equity Tier 1 ratio under APRA Basel III	**9.10%**
Under BCBS, supervisors have the option of applying concessional thresholds when determining the capital requirements of deferred tax assets, investments in non-consolidated subsidiaries (NCS) and equity investments in commercial entities held in the banking book. Risk weighted asset treatments apply in lieu of common equity deductions if these items are individually less than 10% and together less than 15% of common equity. To the extent the amounts are greater than the concessional thresholds, common equity deductions apply APRA has chosen not to apply this concessional treatment and requires a 100% deduction from common equity for deferred tax assets, investments in non-consolidated financial institutions, NCS, equity investments, and all under-writing positions in financial and commercial institutions held for more than 5 business days Westpac's common equity tier 1 ratio would increase if APRA applied concessional thresholds	+126bps
Mortgage risk weights under APRA are based on a minimum loss given default (LGD) of 20% whereas BCBS sets a minimum LGD of 10%. The actual LGD used must be supported by historical data but APRA's higher minimum means that Australian mortgage risk weights are typically higher than those calculated using the lower BCBS LGD minimum	+77bps
APRA applies a risk weighted asset requirement to Interest rate risk in the banking book (IRRBB). This is not currently considered under BCBS standards	+21bps
Other differences, including treatment of specialised lending	+22bps
Westpac's fully harmonised Basel III Common equity Tier 1 ratio under BCBS	**11.56%**

Appendix 4: Definitions

Financial performance	
Core earnings	Operating profit before income tax and impairment charges
AIEA	Average interest earning assets
Net interest spread	The difference between the average yield on all interest bearing assets and the average rate paid on all interest bearing liabilities
Net interest margin	Net interest income divided by average interest earning assets
Full-time equivalent employees (FTE)	A calculation based on the number of hours worked by full and part-time employees as part of their normal duties. For example, the full-time equivalent of one FTE is 76 hours paid work per fortnight
Wealth and Home and Contents Penetration Metrics	Data based on Roy Morgan Research, Respondents aged 14+. Wealth penetration is defined as the number of Australians who have Managed Investments, Superannuation or Insurance with each group and who also have a Deposit or Transaction Account, Mortgage, Personal Lending or Major Card with that group as a proportion of the total number of Australians who have a Deposit or Transaction Account, Mortgage, Personal Lending or Major Card with that group. Home and Contents penetration is defined as the number of Australians who have Household Insurance (Building, contents and valuable items) within the Group and who also have a Deposit or Transaction Account, Mortgage, Personal Lending or Major Card with that group as a proportion of the total number of Australians who have a Deposit or Transaction Account, Mortgage, Personal Lending or Major Card with that group. 12 month average to Sep 2013. WRBB includes Bank of Melbourne (until Jul 2011), BT, Challenge Bank, RAMS (until Dec 2011), Rothschild, and Westpac. St.George includes Advance Bank, Asgard, BankSA, Bank of Melbourne (from Aug 2011), Dragondirect, Sealcorp, St.George and RAMS (from Jan 2012). Westpac Group includes Bank of Melbourne, BT, Challenge Bank, RAMS, Rothschild, Westpac, Advance Bank, Asgard, BankSA, Barclays, Dragondirect, Sealcorp and St.George

Asset quality	
Stressed loans	Stressed loans are Watchlist and Substandard, 90 days past due well secured and impaired assets
Impaired assets	Impaired assets can be classified as 1. Non-accrual assets: Exposures with individually assessed impairment provisions held against them, excluding restructured loans 2. Restructured assets: exposures where the original contractual terms have been formally modified to provide concessions of interest or principal for reasons related to the financial difficulties of the customer 3. 90 days past due (and not well secured): exposures where contractual payments are 90 days or more in arrears and not well secured 4. other assets acquired through security enforcement 5. any other assets where the full collection of interest and principal is in doubt
90 days past due - well secured	A loan facility where payments of interest and/or principal are 90 or more calendar days past due and the value of the security is sufficient to cover the repayment of all principal and interest amounts due, and interest is being taken to profit on an accrual basis
Watchlist and substandard	Loan facilities where customers are experiencing operating weakness and financial difficulty but are not expected to incur loss of interest or principal
Individually assessed provisions or IAPs	Provisions raised for losses that have already been incurred on loans that are known to be impaired and are individually significant. The estimated losses on these impaired loans will be based on expected future cash flows discounted to their present value and as this discount unwinds, interest will be recognised in the statement of financial performance
Collectively assessed provisions or CAPs	Loans not found to be individually impaired or significant will be collectively assessed in pools of similar assets with similar risk characteristics. The size of the provision is an estimate of the losses already incurred and will be estimated on the basis of historical loss experience of assets with credit characteristics similar to those in the collective pool. The historical loss experience will be adjusted based on current observable data

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