

BT Financial Group

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CEO BT Financial Group

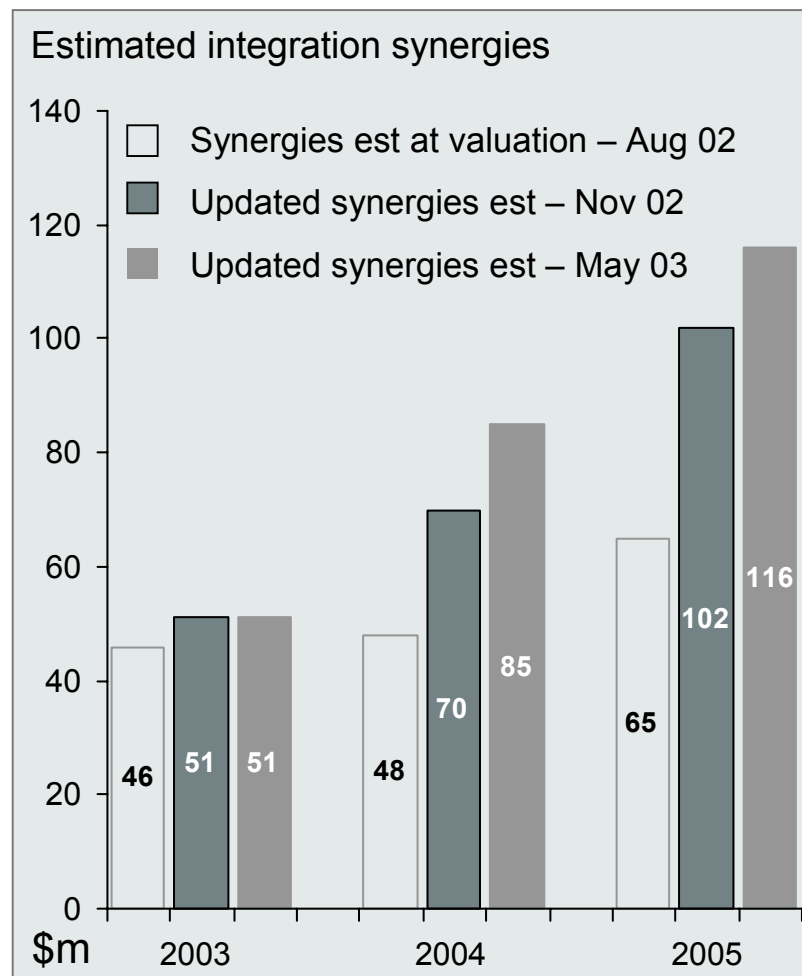
31 July 2003



Financial
Group

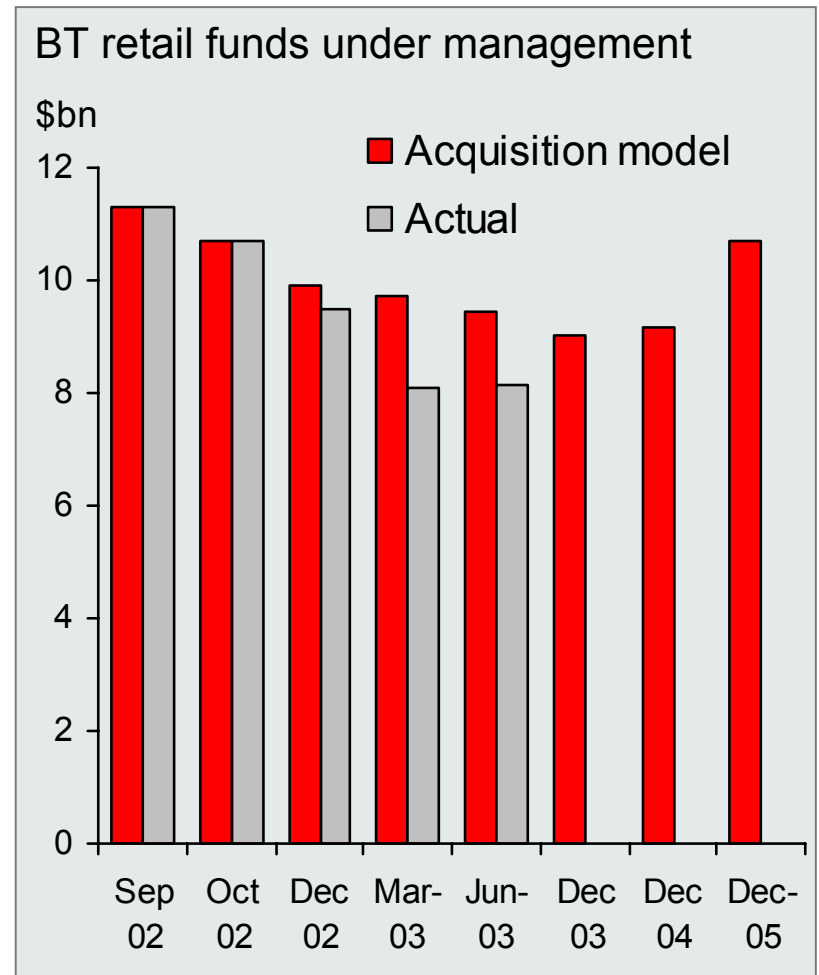
Accountable: integration synergies being delivered

- Organisational integration virtually complete
- First major systems migrations (margin lending & banking services) on time and on budget
- Corporate super and back office systems to be migrated through September and October
- \$ 47.7 million or 94% of 2003 synergies now “locked in”

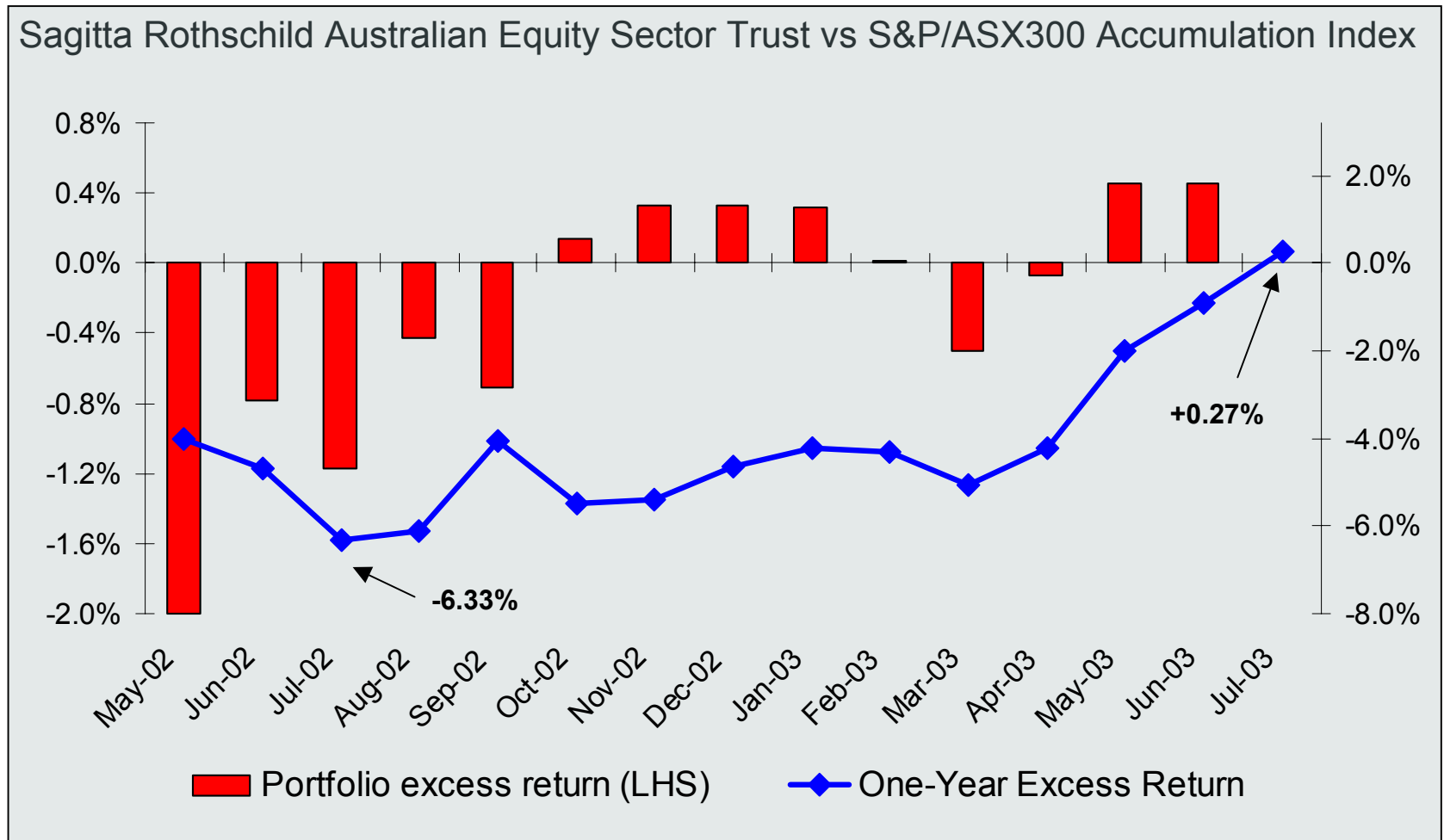


Accountable: valuation robust / BT FUM stabilising

- BT Heritage retail funds improving against valuation assumptions
- Shortfall in funds under management more than offset by higher synergies
- Valuation buffer exceeding \$600m

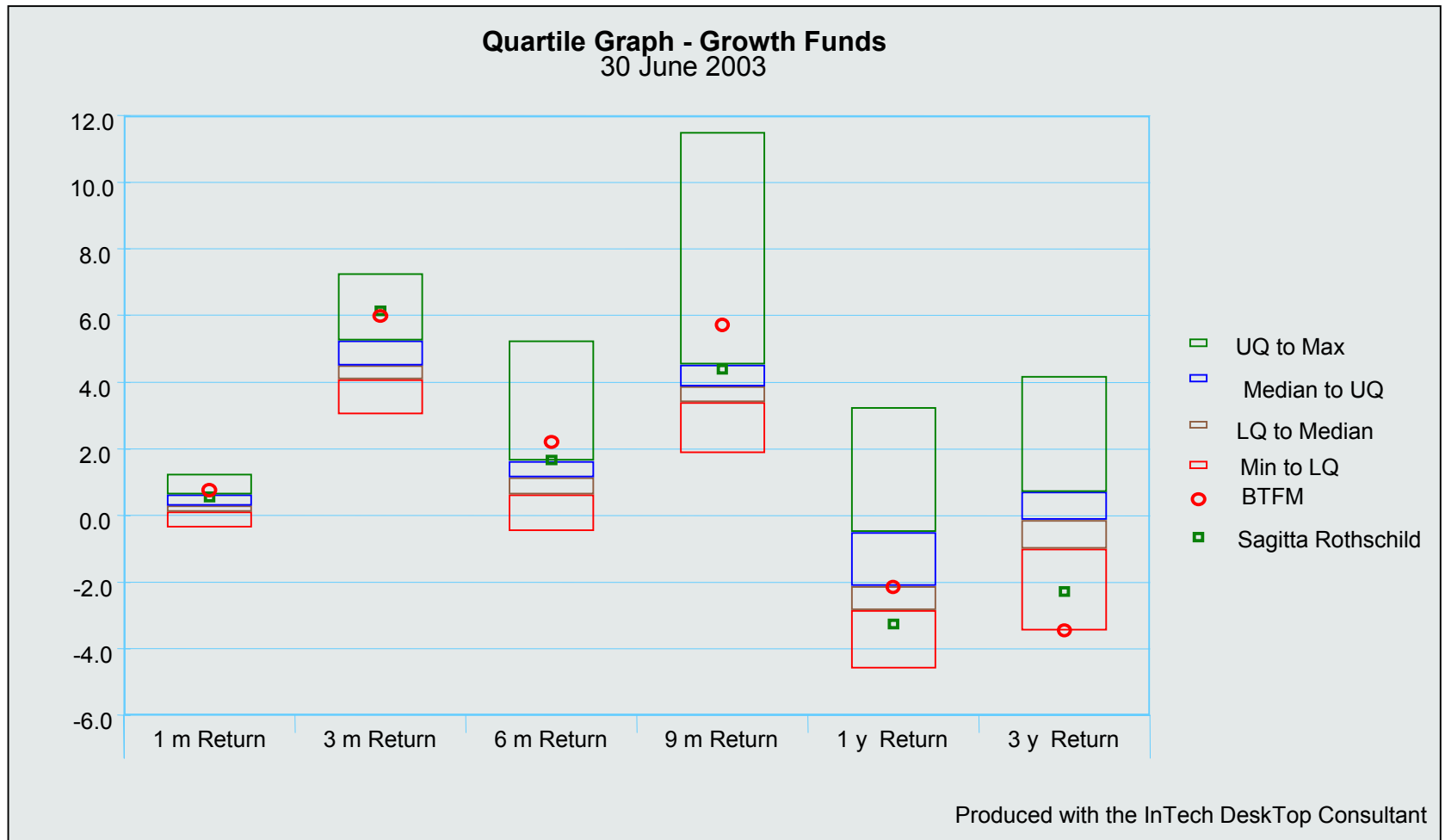


Performance turnaround: Australian equities

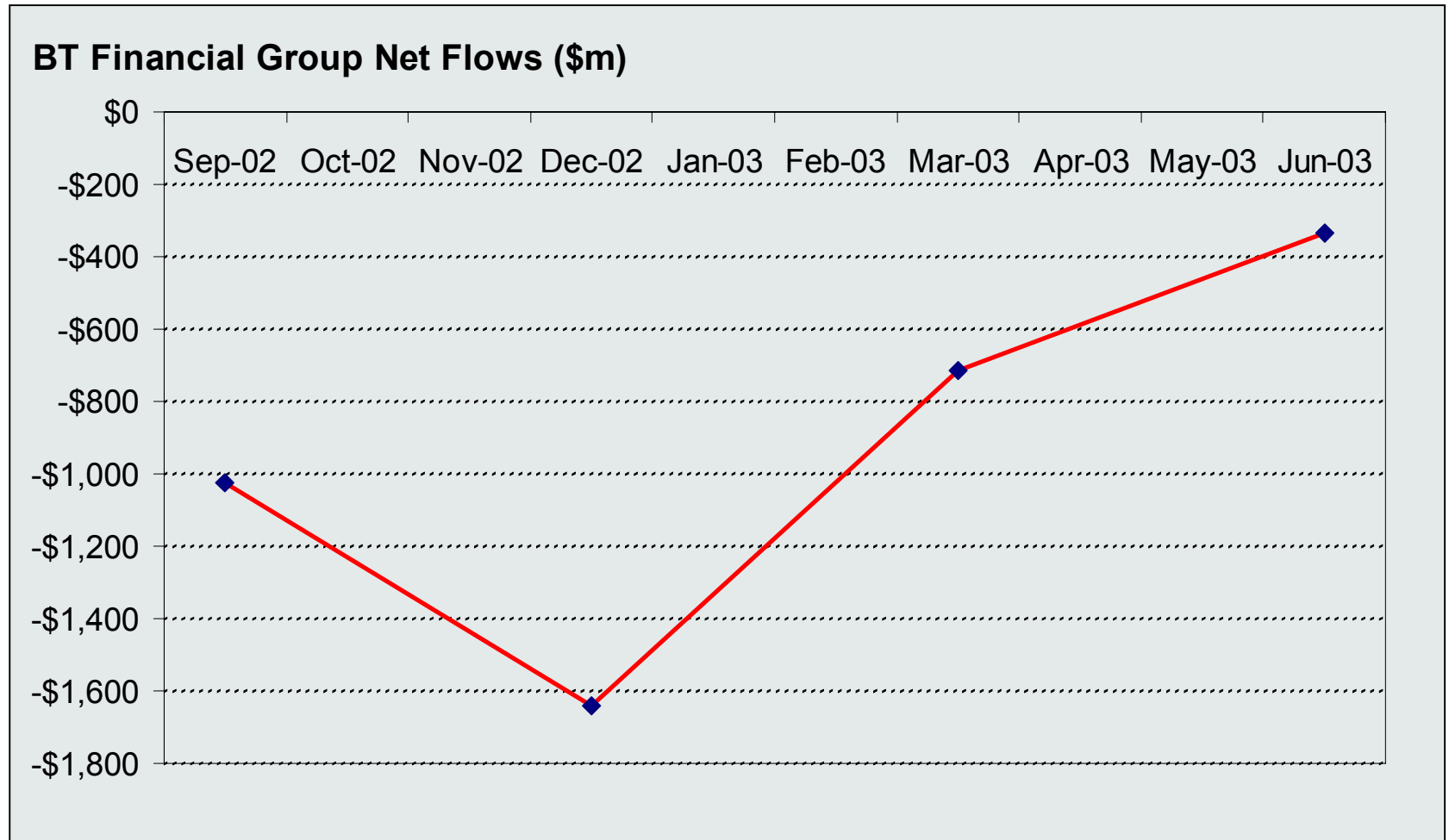


Source : BT

Performance turnaround: Balanced



Performance turnaround: outflows abating



Diversified business: future opportunities

- Growth potential for the new BT:
 - Diversified business, not just a star fund manager
 - Most businesses growing even before merged entity opportunities
 - Can better leverage the bank relationship
 - Program to restore brand confidence

Diversified business: performing well

Product	Market share	Rank	New business	
			Market share	Rank
Corporate super	5.0%	9	9.8%	6
Wrap & master trust	9.8%	5	19.5%	2
Life and risk	6.1%	8	9.9%	4
Margin lending	15.7%	2	0.2% increase in share	
Retail	10.2%	5	Outflow	

Sources:

- Retail - ASSIRT Mar 03
- Wrap and Master Trust - ASSIRT Mar 03 Market share report
- Corporate super - DEXX&R Dec 02
- Life and risk - DEXX&R Sep 02
- Margin lending - BT loan book verses RBA industry total, Mar 03

Diversified business: corporate super

- BT corporate super platform now available to WBC corporate clients
- Significant untapped opportunity
 - Pre-BT, corporate super market share 2% vs Westpac business banking market share closer to circa 25%
- WIB/BT cross-sell this month - \$6 million client with high annual contributions

Diversified business: opportunity to increase wallet share

- Huge opportunity to leverage the banking relationship
- Share of our customer's investment wallet is low compared to peers – currently at 11.5%
- Bridging this gap, just by a fraction, delivers enormous value
- Westpac estimated managed investment wallet to be approx \$90 billion.
- Almost half is mass affluent – an attractive customer segment

Diversified business: planner network opportunities

- Westpac advisor network needs to compliment our strength in IFA market
- Adviser network strategy:
 - External appointment to head of division
 - Dual reporting lines introduced - to both BT and Business and Consumer Banking
 - Increase productivity not planners
 - BT platforms rolled out in March 2003
 - Improved training and procedures to enhance client retention

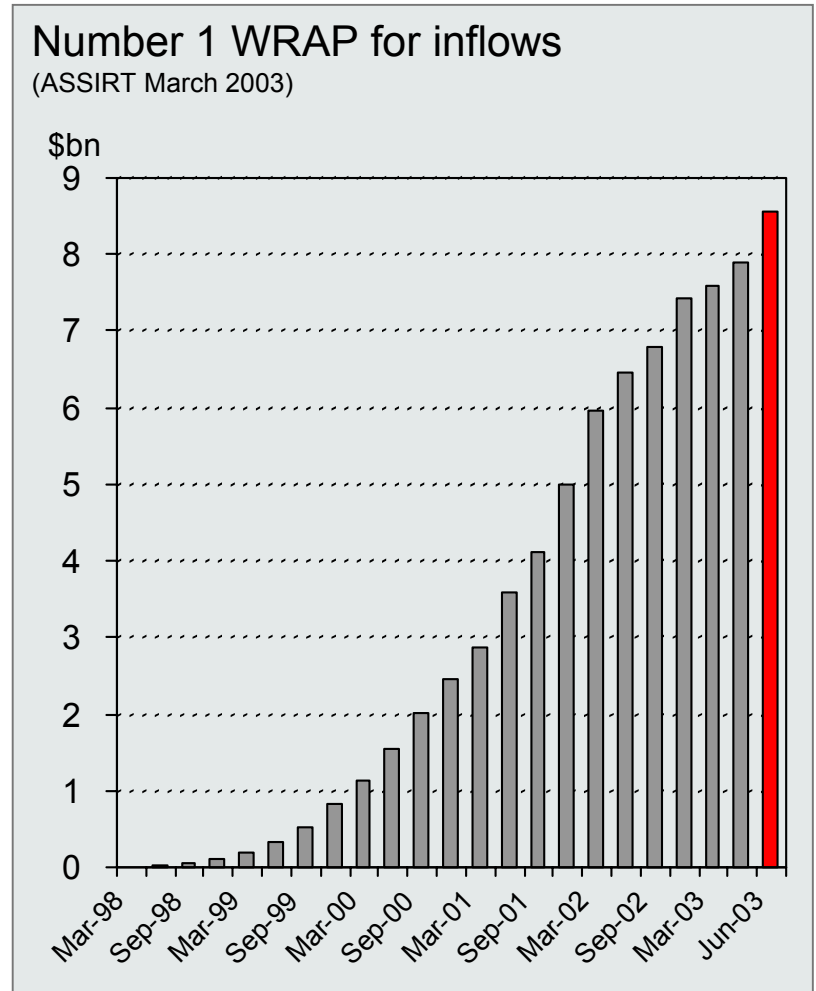
Diversified business: brand



- Brand to be re-launched - August/September
- Follows extensive internal and external research
- Opportunities for leadership identified
- Clear break between old and New BT
 - Positioning
 - Offering

Diversified business: continued Wrap strength

- Wrap products are the fastest growing sector in the market
- 6 new badges added since August 2002
- Continued new flow strength - June quarter inflow of \$626 million



Summary: the NEW BT

- Profitable
- Accountable
- Improved investment performance and flows
- Strong diversified growing business

Disclaimer

The material contained in this presentation is intended to be general background information on Westpac Banking Corporation and its activities as at 31 July 2003.

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