

# PRESENTATION AND INVESTOR DISCUSSION PACK

WESTPAC

2025 FULL YEAR FINANCIAL RESULTS

FOR THE 12 MONTHS ENDED 30 SEPTEMBER 2025



# WESTPAC 2025 FULL YEAR RESULTS INDEX

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Westpac Banking Corporation ABN 33 007 457 141



# ANTHONY MILLER

Chief Executive Officer





An aerial photograph of a vineyard, showing neat rows of green grapevines stretching across a landscape. A dirt road or path cuts through the vines, creating a sense of depth and structure. The lighting suggests a late afternoon or early morning setting, with long shadows and a warm, golden hue.

**OPERATING  
MOMENTUM**

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**FINANCIAL  
STRENGTH**

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**EXECUTION  
FOCUS**



# SUPPORTING COMMUNITIES

**\$199m**

in community investment<sup>1</sup>

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**>500**

charities supported via employee donations

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**~\$350m**

cost to support cash services

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**100**

scholarships awarded each year<sup>2</sup>

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**FINANCIAL LITERACY**

programs in Australia, New Zealand and the Pacific

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**\$11m**

contributed by the Westpac and Regional Foundations<sup>2</sup>

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**65,538**

hours volunteered by employees

**\$56.1m**

spent with diverse suppliers<sup>3</sup>

**\$3.5bn**

income tax expense and bank levy

1 Figure includes foregone fee revenue and commercial sponsorships. 2 In FY25, Westpac Group provided support to the Westpac Community Trust and the Westpac Buckland Fund (known as the Westpac Foundation), Westpac Scholars Trust and the St George Foundation Trust (known as St George Foundation, BankSA Foundation and the Bank of Melbourne Foundation). While Westpac was involved in establishing these foundations, they are non-profit organisations that are separate to the Westpac Group. The trustee of St George Foundation Trust (St George Foundation Limited) is a related body corporate of Westpac. 3 Refer to the 2025 Sustainability Index and Datasheet for information.



# FY25 FINANCIAL PERFORMANCE

**\$7.0bn**

Net profit  
ex Notable Items<sup>1</sup>

✓ 2% to FY24

**84.9%**

Deposit to  
loan ratio

^ 137bps to FY24

**7%**

Deposit  
growth

to \$723bn

**153**

FY25 ordinary  
dividends

^ 1% to FY24

**11.0%**

ROTE  
ex Notable Items<sup>1</sup>

✓ 24bps to FY24

**53.0%**

Cost to income ratio  
ex Notable Items<sup>1</sup>

^ 3ppts to FY24

**6%**

Loan  
growth

to \$856bn

**12.5%**

CET1  
capital ratio

^ 4bps to FY24

<sup>1</sup> Refer to page 20 for statutory net profit. Net profit ex Notable Items, ROTE ex Notable Items and cost to income ex Notable Items are used for internal management reporting as they better reflect underlying performance and are not defined by nor audited or reviewed in accordance with Australian Accounting Standards (AAS). These non-AAS measures are identified and described in the 'Introduction – Non-AAS financial measures' section in the 2025 Annual Report.

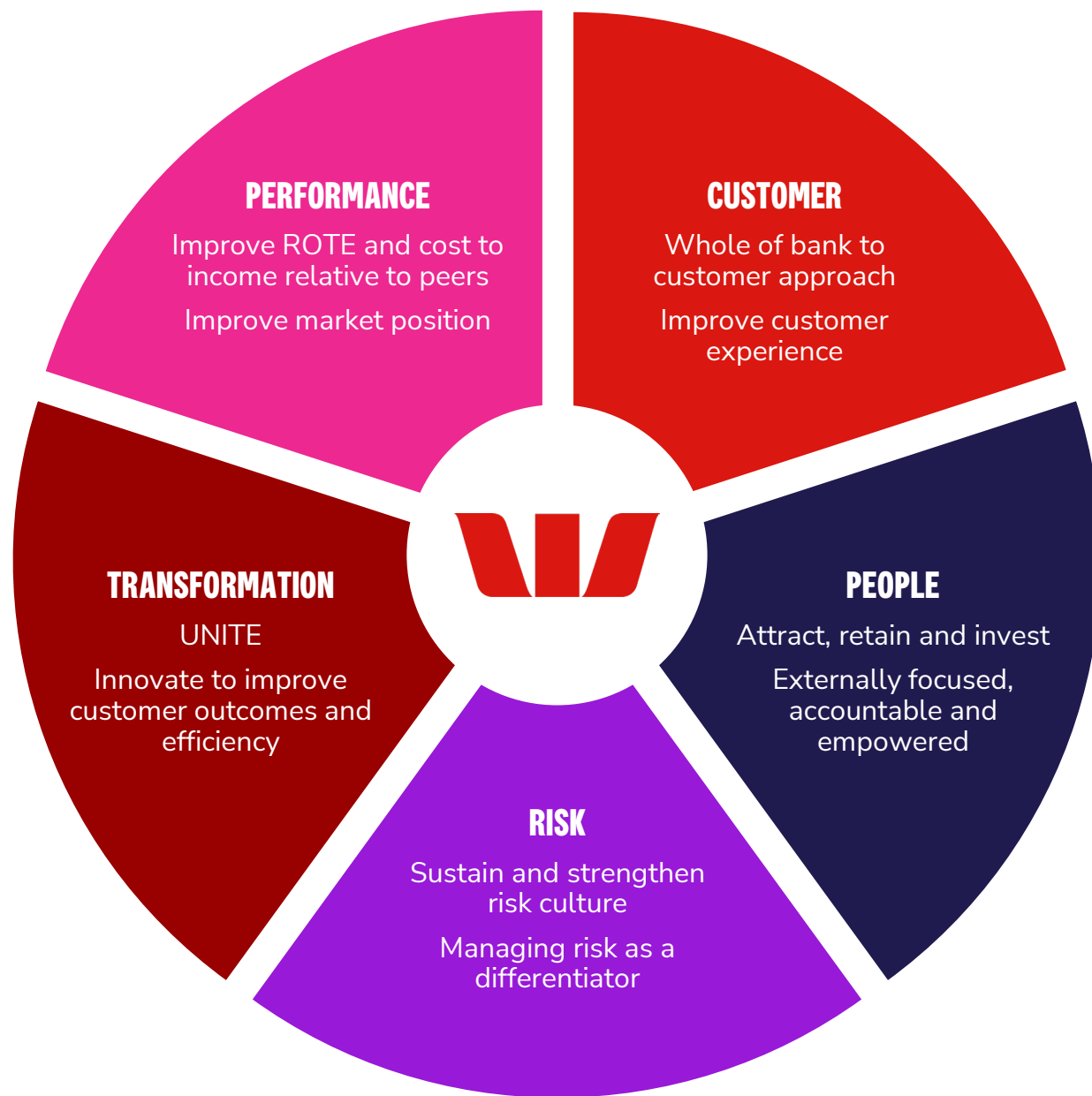


# MEASURING PROGRESS

	Metric	Sep-25	Sep-29 Target
SERVICE EXCELLENCE	Consumer: NPS <sup>1</sup>	=#2	#1
	Business: NPS <sup>1</sup>	#3	#1
	Institutional: RSI <sup>2</sup>	=#3	#1
ONE BEST WAY	Complete UNITE on time	In progress	Complete
	Complete UNITE on budget	\$807m <sup>3</sup>	~40% of total investment over FY25 to 1H29
	Employee engagement	80 (top quartile)	Top decile
PERFORM	Cost to income ratio relative to peers <sup>4</sup>	3.7ppts above <sup>5</sup>	Less than peer average
	Return on tangible equity relative to peers <sup>4</sup>	1.5ppts below <sup>5</sup>	Greater than peer average

1 For definitions see page 122. 2 Coalition Greenwich Voice of Client 2025 Australia Large Corporate Relationship Banking Study. 3 Cumulative spend Oct-23 to Sep-25. 4 Excludes Notable Items. 5 Based on 1H25. The information on this page contains 'forward-looking statements' and statements of expectation reflecting Westpac's current views on future events. They are subject to change without notice and certain risks, uncertainties and assumptions which are, in many instances, beyond its control. They have been based upon management's expectations and beliefs concerning future developments and their potential effect on Westpac. Should one or more of the risks or uncertainties materialise, or should underlying assumptions prove incorrect, actual results may differ materially from those expressed or implied in such statements. Investors should not place undue reliance on forward-looking statements and statements of expectation. Except as required by law, Westpac is not responsible for updating, or obliged to update, any matter arising after the date of this presentation. The information in this page is subject to the information in Westpac's ASX filings, including in its 2025 Annual Report and elsewhere in this presentation.

# STRATEGIC PRIORITIES





# IMPROVING CUSTOMER SERVICE



**<5 DAYS**

Mortgage TTD<sup>1</sup>



**#1 MOBILE APP<sup>3</sup>**

Forrester #1 Banking App in Australia  
2023, 2024 and 2025



**\$360M**

In potential customer  
losses prevented



**<5 MINS**

Business transaction  
account set up



**NEW**

Regional banking  
service centres



**SAFECALL**

Rolled out to  
1m customers



**30% ↓**

In time to  
trade<sup>2</sup>



**\$1BN**

To support female entrepreneurs



**SAFELOCK**

Launched

1 Time to decision. 12 month median (50th percentile) time to unconditional approval. 2 Financial Markets onboarding for Commercial customers. 3 The Forrester Digital Experience Review: Australian Mobile Banking Apps, Q3 2025, Q3 2024 and Q3 2023.

# INVESTING IN OUR PEOPLE

## ATTRACTING AND RETAINING TALENT

- Refreshed Executive leadership team
- 'Employer of Choice' award for large organisations<sup>1</sup>
- 49% women in leadership<sup>2</sup>
- 92%<sup>3</sup> employee retention

## VALUE PROPOSITION

- New leadership program including dedicated female advancement programs
- Business Performance Academy relaunched – 35k hours in professional development completed
- Expanded employee banking, health and leave benefits

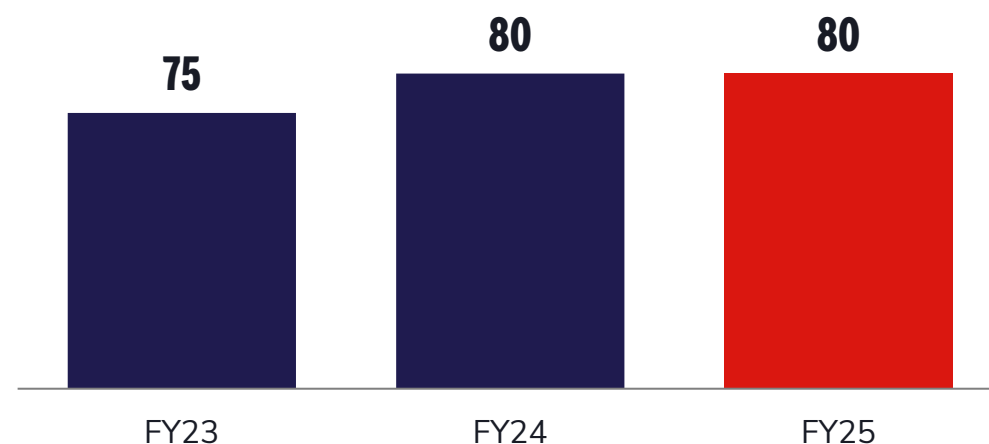
## Investing in front line bankers

**~350** in Business, c.40% onboarded

**~80** in WIB, c.60% onboarded

**~180** in Consumer, c.40% onboarded

## Organisational Health Index



1 Australian HR Awards. 2 Senior Leadership includes Executive Team, General Managers and their direct reports (excluding administrative or support roles). 3 Excludes involuntary.



# STRONG DEPOSIT GROWTH

## CONSUMER DEPOSITS

**\$366bn**  
up 10%<sup>1</sup>

- Transaction account growth 6%<sup>1</sup>
- Ability to apply for a transaction account before arriving in Australia

## BUSINESS DEPOSITS<sup>3</sup>

**\$152bn**  
up 6%<sup>1</sup>

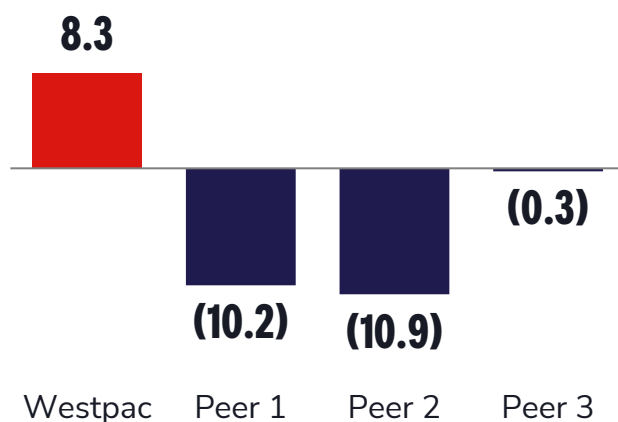
- Transaction account growth 13%<sup>1</sup>
- OnlinePay launched in Apr-25 – 1,000 businesses onboarded

## INSTITUTIONAL DEPOSITS

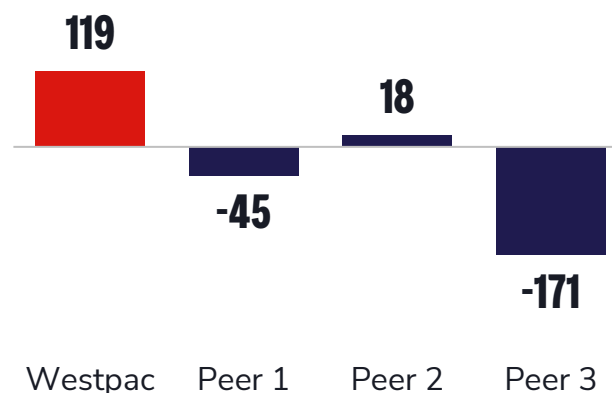
**\$131bn**  
up 10%<sup>1</sup>

- Public sector deposit growth 11%<sup>1,2</sup>
- Strong growth in corporate deposits

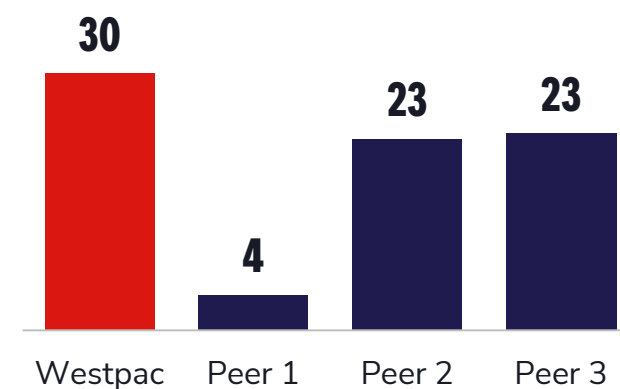
## Household growth<sup>2</sup> (\$bn)



## FY25 change in Business MFI<sup>4</sup> (bps)



## Public sector market share<sup>2</sup> (%)



1 Compared to Sep-24. 2 ADI System published by APRA in the Monthly ADI statistics. 3 Business & Wealth segment. 4 For further details see page 122.

# BUSINESS & INSTITUTIONAL LENDING MOMENTUM

## BUSINESS LENDING<sup>1</sup>

**\$115bn**  
up 15%<sup>2</sup>

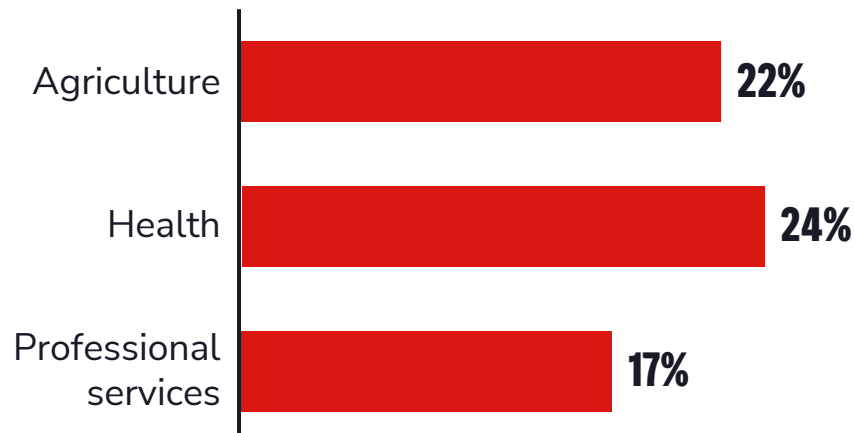
- 69% of new lending with existing customers
- Investing to grow proprietary lending
- Stressed exposures to TCE down 43bps to 4.81%

## INSTITUTIONAL LENDING

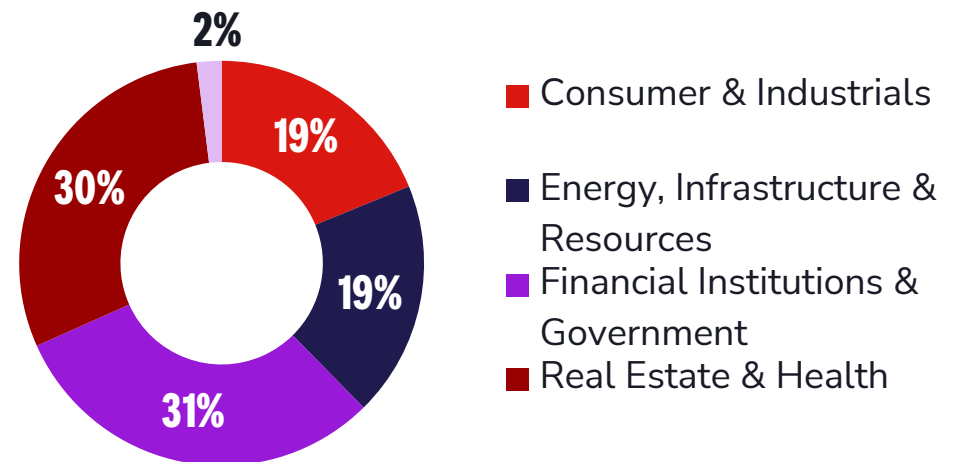
**\$118bn**  
up 17%<sup>2</sup>

- 78% of new lending with existing customers
- #1 in renewable energy financing<sup>3</sup>
- Stressed exposures to TCE down 6bps to 0.70%

## Growth in target sectors



## Diversified portfolio



1 Business & Wealth segment. 2 Compared to Sep-24. 3 IJ Global league table database, Australia, 12 months to 30 September 2025.

Charts may not add due to rounding

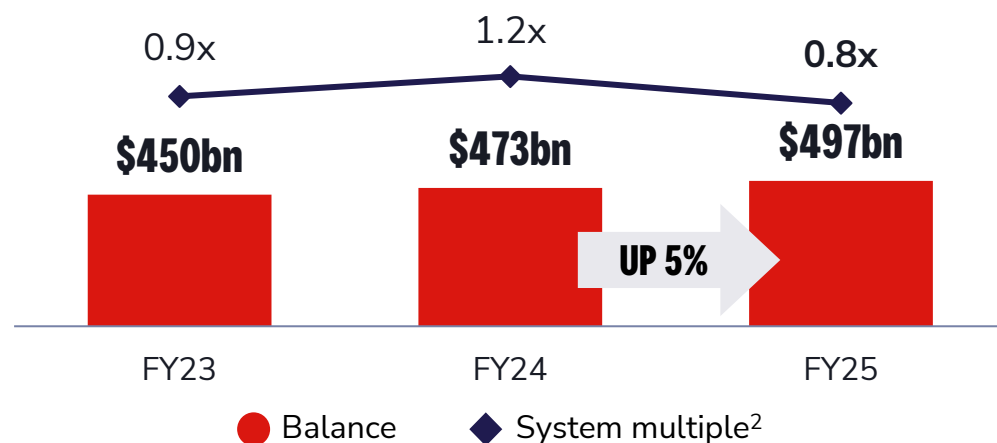


# MORTGAGES: BALANCING GROWTH AND RETURN

## Targeted growth

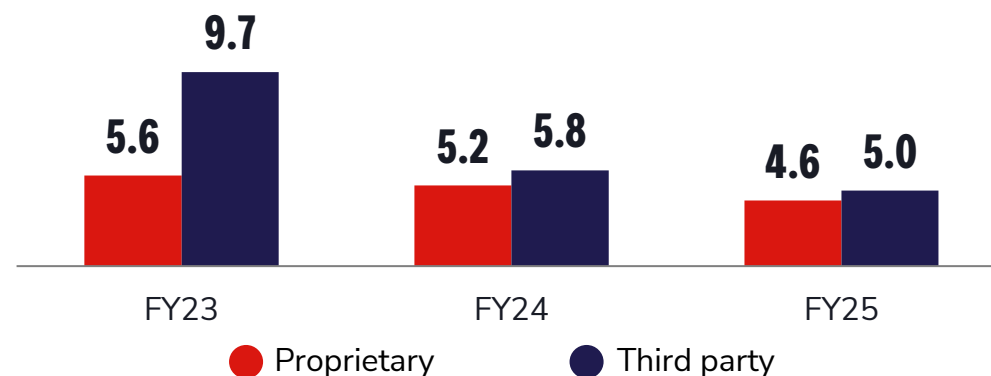
- Targeting higher returning segments and channels
  - Investor lending flow up c.4ppts
  - <80% LVR lending flow up c.3ppts
- Continuing to improve service and efficiency
  - Unit costs down
  - RWA optimised

## Mortgages<sup>1</sup>



## Improved service across all channels

Time to Decision by channel (days)<sup>3</sup>



## IMPROVING PROPRIETARY PERFORMANCE

- Investing in an additional 180 Home Finance Managers
- Reward and recognition revised
- 'Book a Banker' launching in early 2026
- Optimising lead quality
- Brand investment driving higher consideration

This page contains 'forward-looking statements' and statements of expectation. Please refer to the disclaimer on page 125.

1 Westpac ex. RAMS. 2 Sep-24. 3 12-month median (50th percentile) time to unconditional approval.



# UNITE: ONE BEST WAY

## PROGRAM DISCOVERY COMPLETE

- Scope set
- Single deposit ledger decision impacts incorporated
- Downstream impacts and interdependencies scoped
- Plan extends into FY29

## INVESTMENT SPEND

- Expect to invest \$850 - \$950 million in FY26
- c.40% of total investment spend<sup>1</sup> FY27 – FY28
- Lower spend in FY29
- c.75% of spend to be expensed

## PROGRAM IN EXECUTION

- Centralised UNITE delivery team c.1,600 people
  - Common skillsets and capability
  - Clearer accountabilities
- Initiatives amalgamated into 10 work packages
- Program structure and delivery approach designed to
  - Manage challenges as they arise
  - Optimise cadence and capacity

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<sup>1</sup> Total investment expected to be c.\$2bn p.a.

## GOVERNANCE

### BOARD

Active Director engagement through Directors oversight working group and regular Board reporting at every meeting



### EXECUTIVE LEADERSHIP

Weekly CEO meeting – risk and performance tracking to committed outcomes



### PROGRAM LEADERSHIP

A team of functional experts focused on initiative delivery with external partners providing technical advice to support the program and Board



### DELIVERY

Business accountable for outcomes

# UNITE: ONE BEST WAY

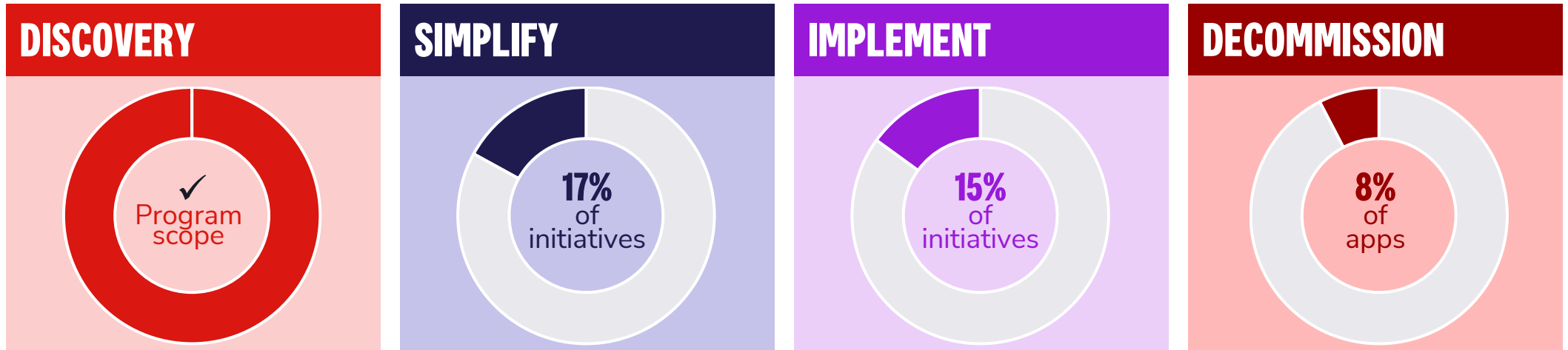
## FY25 achievements

- One chat platform – Consolidated 2 platforms to 1
- Extended functionality for multiple offset accounts
- 6,000 additional bankers migrated onto Digital Banker
- Transitioned customers to a single Private Bank
- One Trade Finance system for Institutional clients

## Program status

- \$660m invested in FY25, 76% expensed
- 8 initiatives complete
- 51 initiatives underway, initiative status<sup>1</sup>:
  - 13 scope confirmed
  - 20 Green
  - 13 Amber
  - 5 Red

## Percentage complete by project stage



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<sup>1</sup> Status rating changes with the identification and resolution of issues.

# BIZEDGE: FAST, SIMPLE, DIGITAL LENDING ORIGINATION

## Expected outcomes<sup>1</sup>

Reduce banker loan processing time by

**~50%**

Reduce TTD<sup>2</sup> by

**~60%**

Decommission Legacy systems and tools

**27+**

Total Investment  
FY24 to FY29

**c.\$300m**

## Achievements to date

**2**

releases

**>5k**

applications

**\$4.8bn**

New lending

**>1hr**

banker time saved  
per application

**~45%**

TTD<sup>2</sup> reduced

**5**

systems and tools  
removed

## CUSTOMER BENEFITS

- Digital experience
- Reduces customer input by 50%
- Real time application tracking

## BANKER BENEFITS

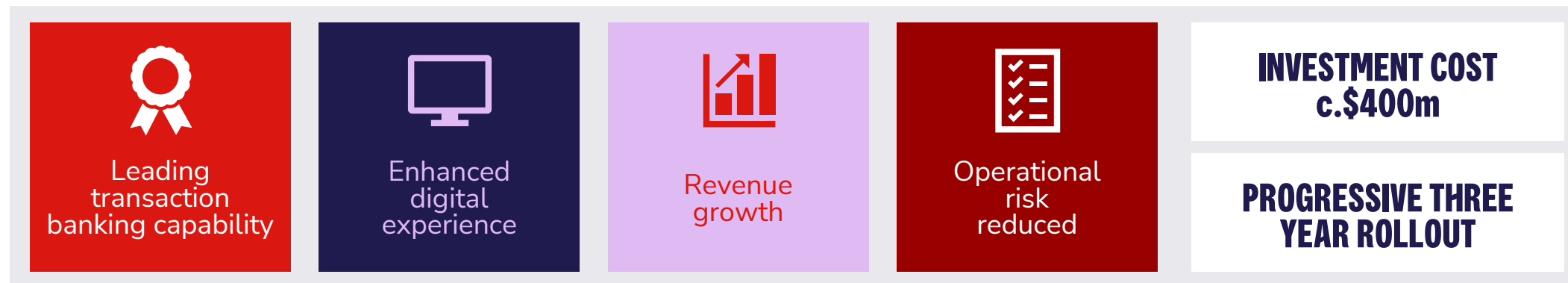
- Guided processes
- Automated searches<sup>3</sup>
- Streamlined document management

1 These expected outcomes contain 'forward-looking statements' and are subject to assumptions, risks and other important information in the Disclaimer on page 125. 2 Time to decision. 3 Company and Personal Property Securities Register (PPSR) searches.

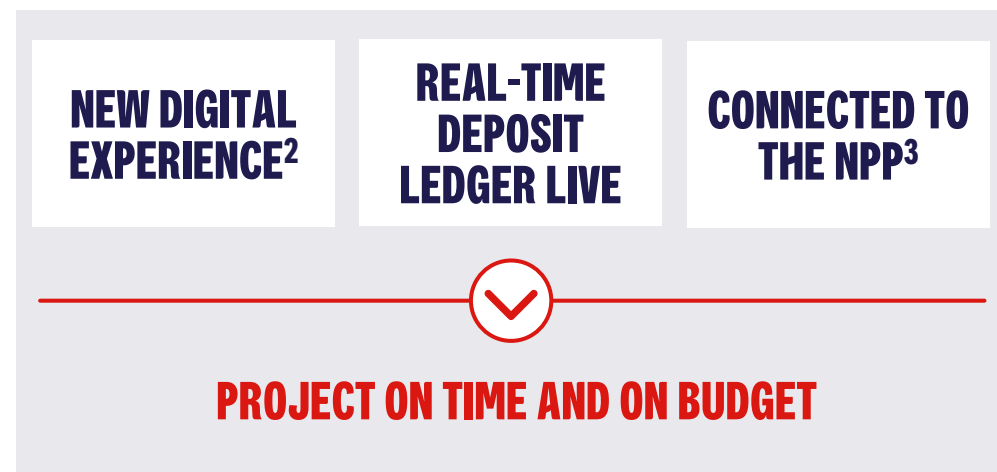


# WESTPAC ONE - NEXT GENERATION BANKING CAPABILITY

## Expected outcomes<sup>1</sup>



## FY25 achievements



1 These expected outcomes contain 'forward-looking statements' and are subject to assumptions, risks and other important information in the Disclaimer on page 125. 2 Including Westpac One mobile app, eTokens and eSignatures. 3 Domestic payment scheme.

## Westpac One platform launch Dec-25

- Integrated accounts, payments and FX risk management to be rolled out to FX customers
- Real time Treasury management pilot with small number of pilot clients



# AI: ENABLING DEEPER CUSTOMER RELATIONSHIPS

AI is delivering

## JESS AI ASSISTANT

Helps spot scams in real time  
Assisted >20k calls

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## MORTGAGE AI ASSESSOR

Faster lending decisions  
Supporting 700 assessors

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## GEN AI TOOLS

Transforming how we work  
Used by >15,000 employees

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## AI SHARK TANK

1,200 ideas to improve customer experience,  
productivity & knowledge management

## Westpac Intelligence Layer

- Leveraging data from 251 systems in one place to deliver smarter decisions
- 5x faster to deploy models so we can better anticipate customers' needs
- Conversational intelligence supporting bankers to deliver excellence in customer service

**DELIVERING A  
SMARTER, SAFER AND  
MORE PRODUCTIVE  
BANK WITH AI**



# NATHAN GOONAN

Chief Financial Officer

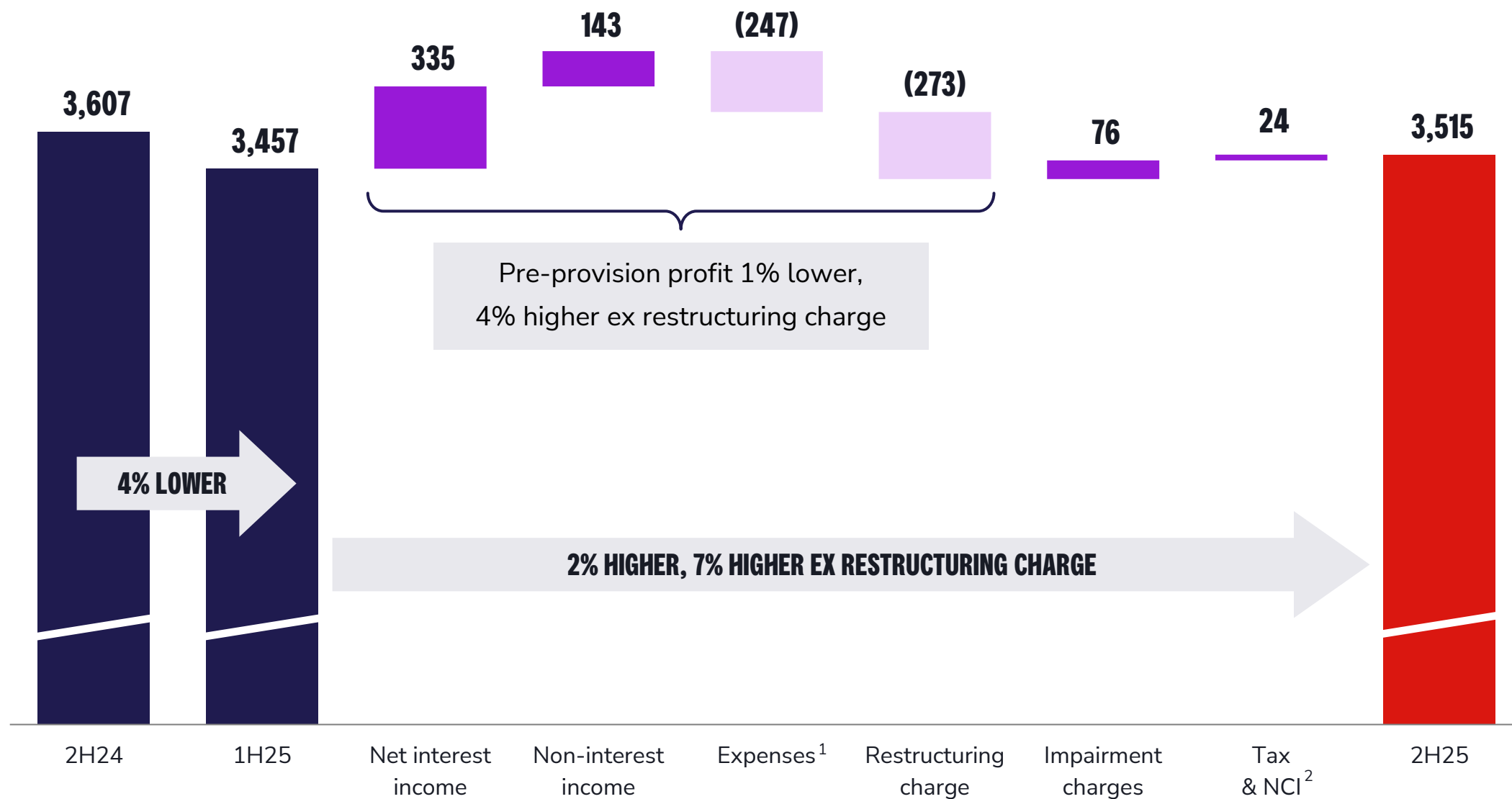


# FY25 FINANCIAL PERFORMANCE

	FY24	FY25	Change
Net profit	\$6,990m	<b>\$6,916m</b>	(1%)
Notable Items	(\$123m)	<b>(\$56m)</b>	(54%)
<b>Excluding Notable Items:</b>			
Net profit	\$7,113m	<b>\$6,972m</b>	(2%)
Earnings Per Share	204c	<b>204c</b>	Flat
Revenue	\$21.8bn	<b>\$22.5bn</b>	3%
Expenses	(\$10.9bn)	<b>(\$11.9bn)</b>	9%
Expenses excluding restructuring charge	(\$10.9bn)	<b>(\$11.6bn)</b>	6%
Pre-provision profit	\$10.8bn	<b>\$10.5bn</b>	(3%)
Impairment charges to average loans annualised	7 bps	<b>5 bps</b>	(2 bps)



# 1H25 – 2H25 NET PROFIT EXCLUDING NOTABLE ITEMS (\$M)



1 Excludes the restructuring charge. 2 Non-controlling interests.

# DEPOSIT GROWTH (\$BN)

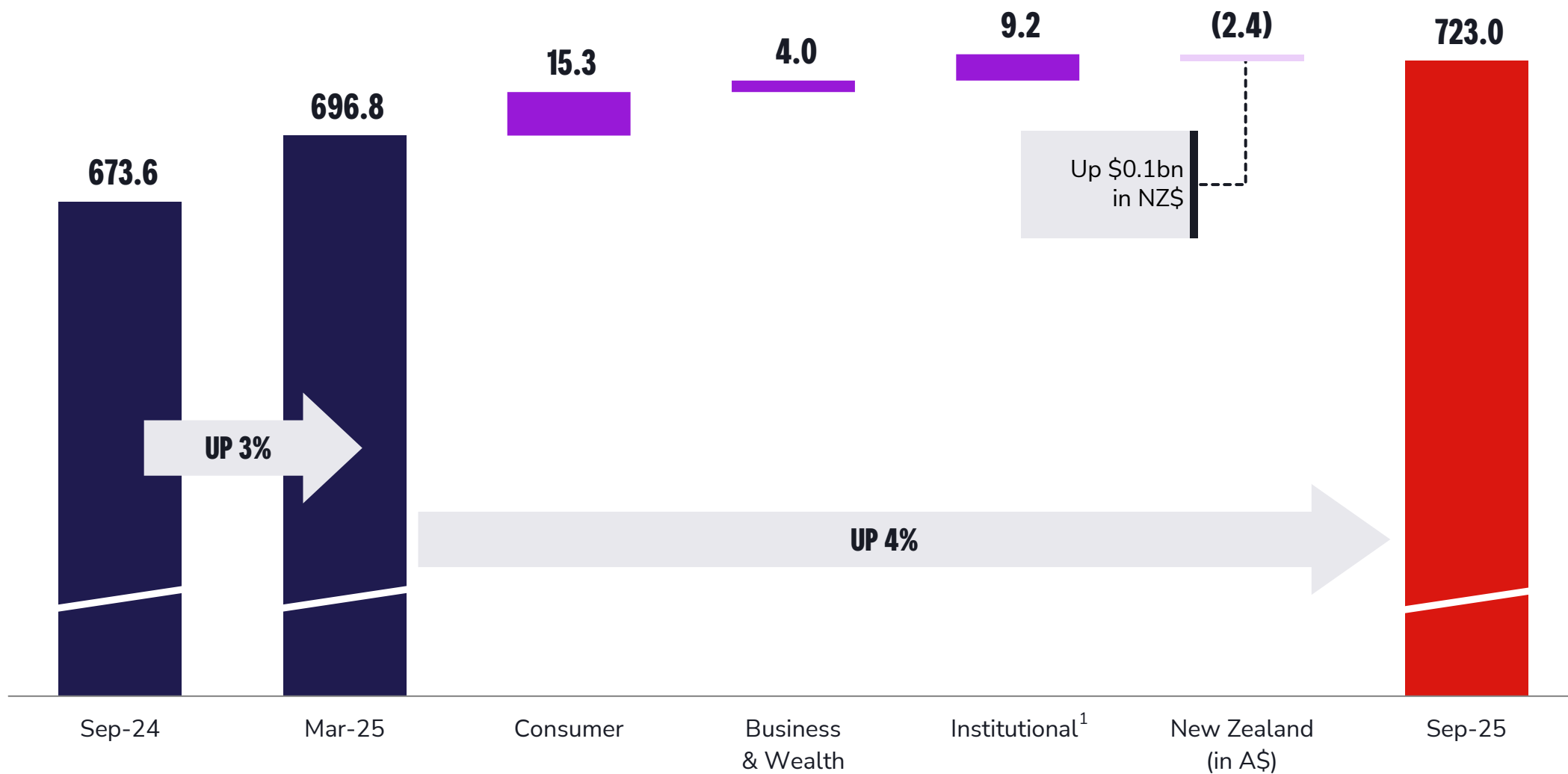


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 1 Includes Treasury.



# GROSS LOANS (\$BN)

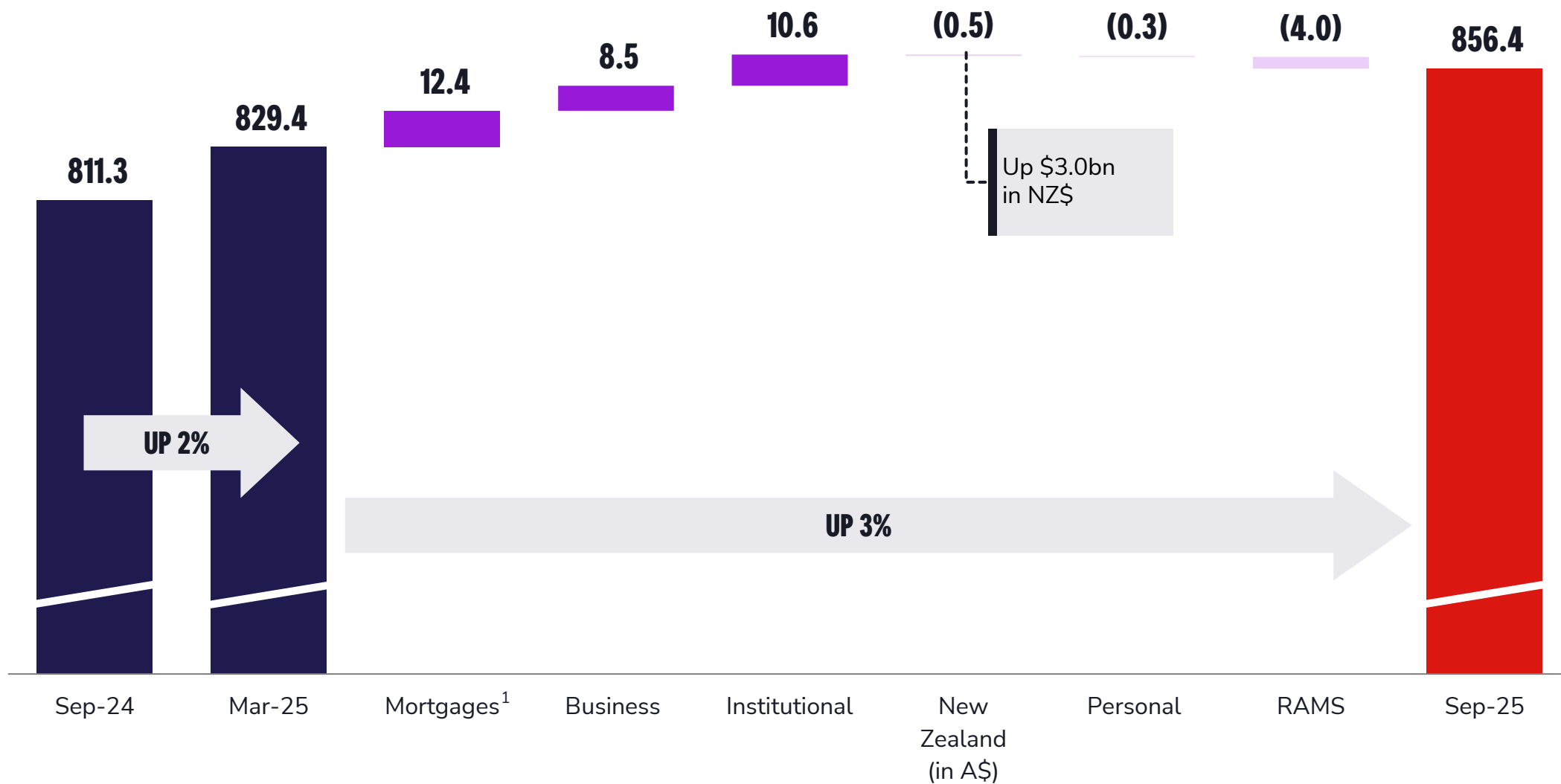
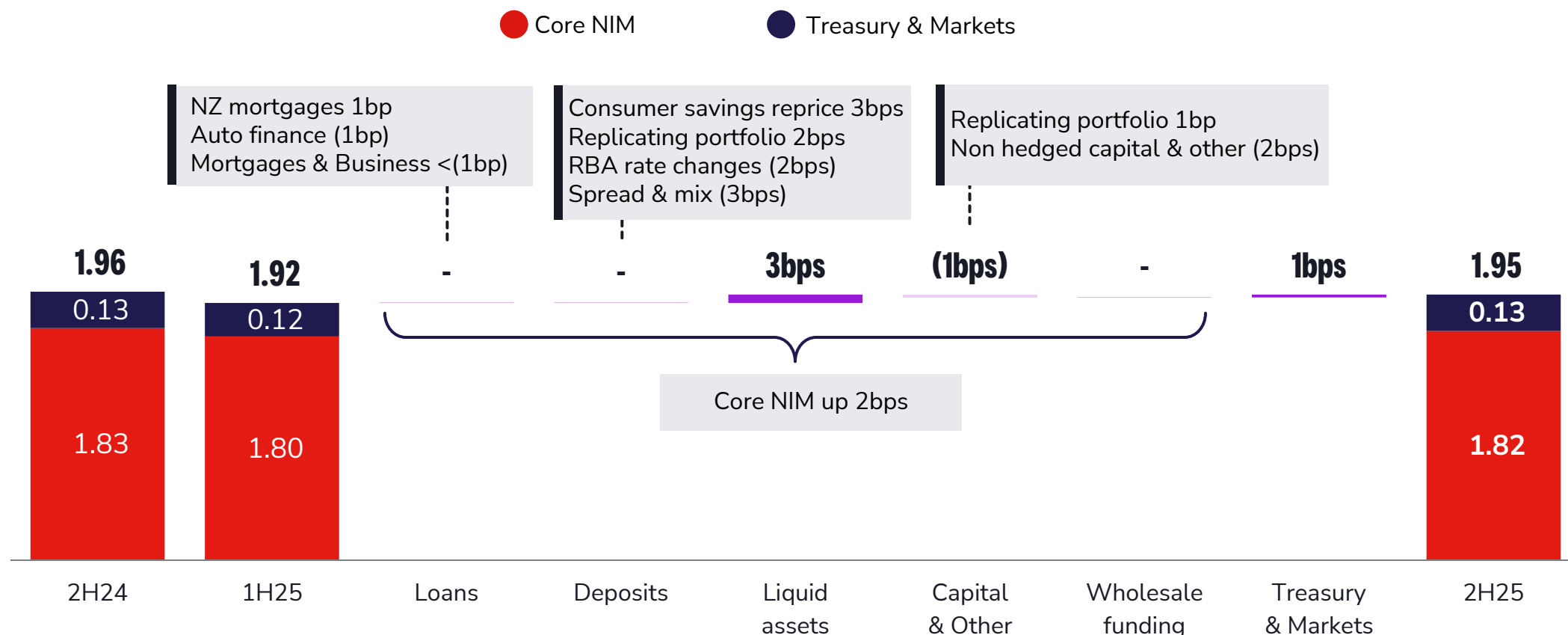


Chart may not add due to rounding.  
1 Australian, excluding RAMS.





# NET INTEREST MARGIN (%)



## Key considerations 1H26

- Hedged deposits up \$3bn in Sep-25 and \$7bn in Oct-25
- Net replicating portfolio benefit ~1bp<sup>1</sup>

## Sensitivities

- 25bps RBA rate cut on unhedged low rate deposits and capital: ~1bp<sup>2</sup> annualised
- 5bps move in 3mth Bills/OIS: ~1bp<sup>3</sup> annualised

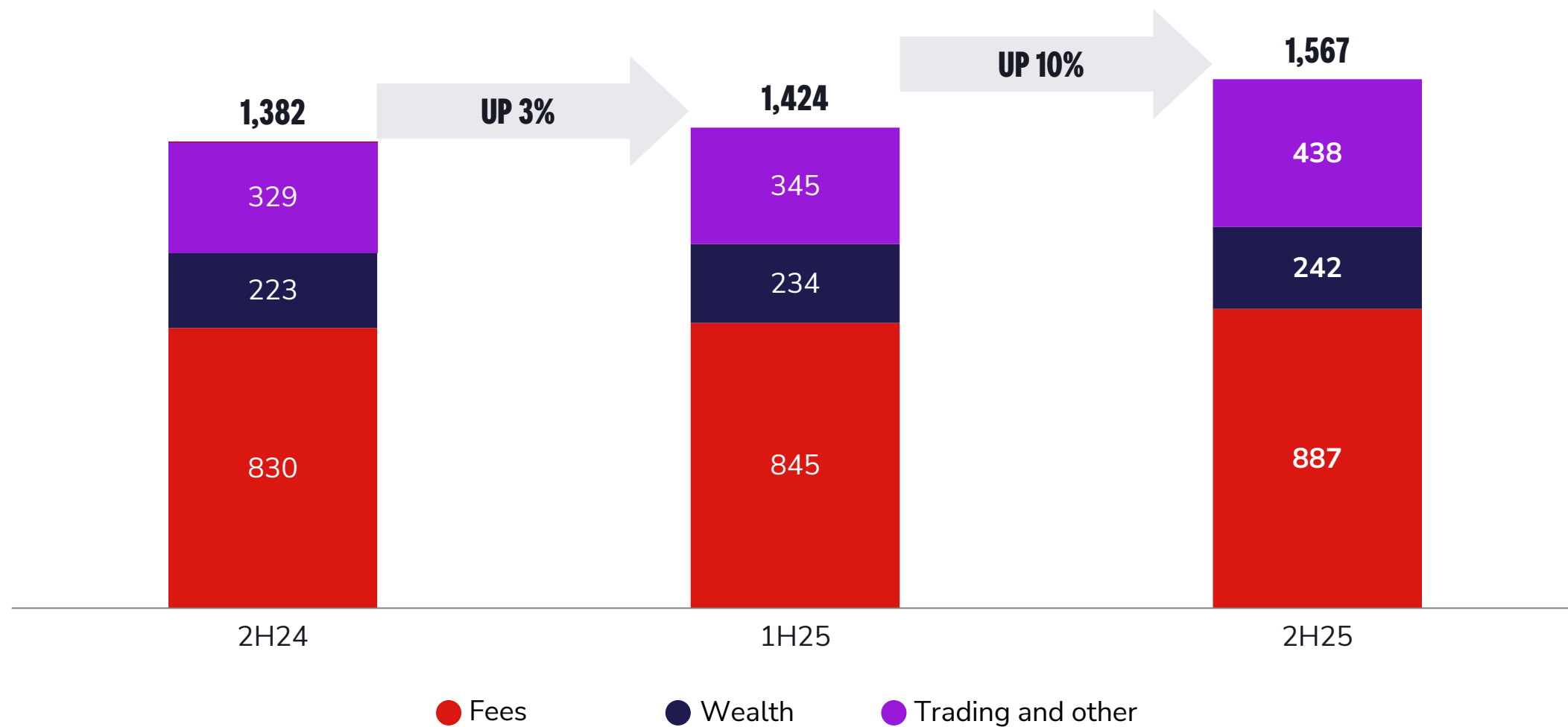
This page contains 'forward-looking statements' and statements of expectation. Please refer to the disclaimer on page 125.

1 Excludes benefit from \$10bn increase in deposit hedge (+3bps) which is offset by a reduction in non hedged balances (-3bps). Based on market implied 3 and 5 year swap rates trajectory as of 30 September 2025.

2 Based on 30-Sep-25 balances. 3 Based on 30-Sep-25 rates and balances.

# NON-INTEREST INCOME

## Non-interest income by type (\$m)



# INVESTMENT SPEND

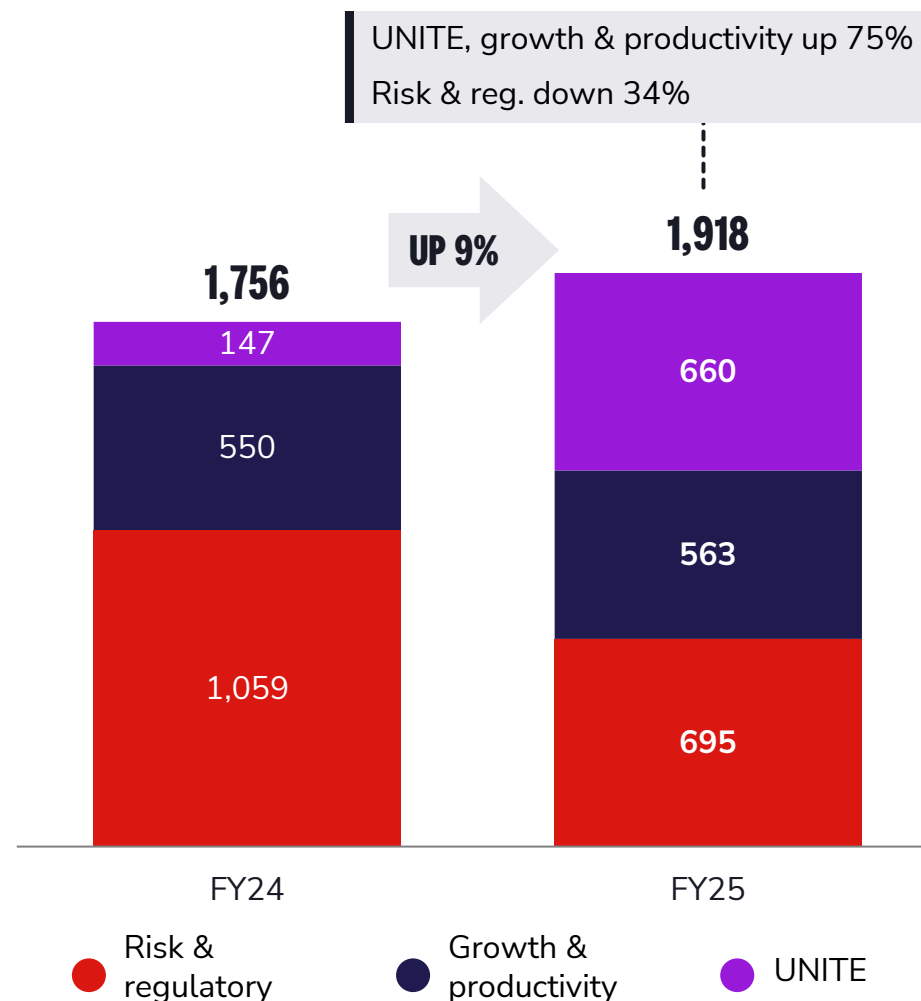
Investment spend	FY24	FY25
Total expensed	56%	60%
Capitalised software balance (\$m)	2,675	2,414
Amortisation expense (\$m)	889	995

## Key considerations for FY26

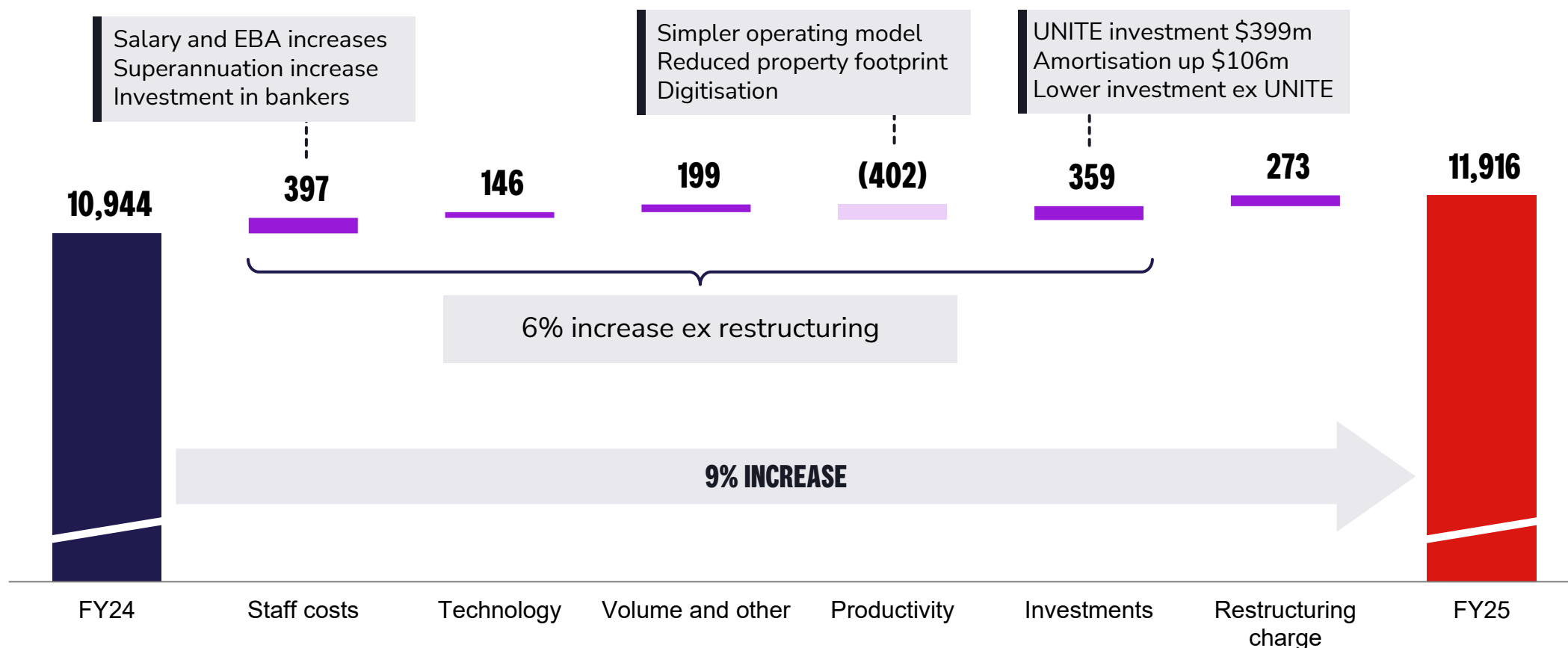
- Investment spend ~\$2bn
- Increase in UNITE spend to \$850m - \$950m, ~75% expensed
- Expect reductions in both growth & productivity and risk & regulation spend
- Increase in amortisation expense to moderate

This page contains 'forward-looking statements' and statements of expectation. Please refer to the disclaimer on page 125.

## Investment spend (\$m)



# FY25 EXPENSES (\$M)



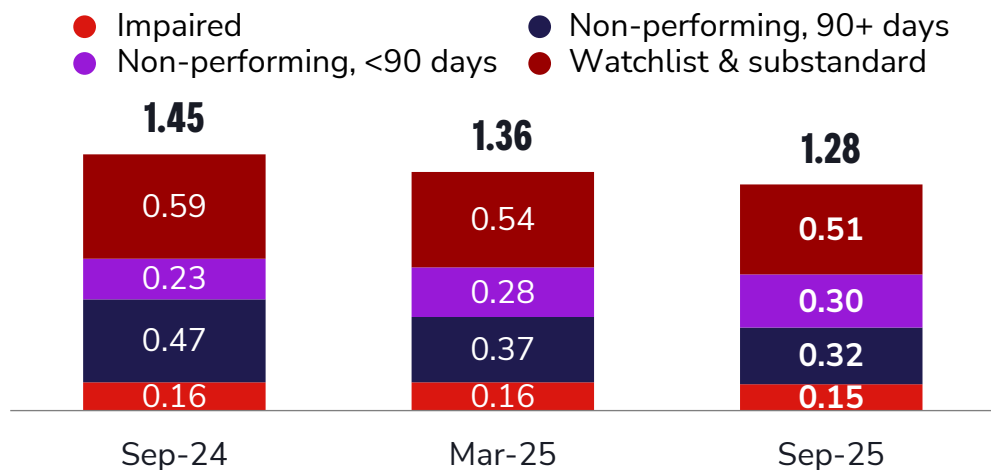
## Key considerations for FY26

- EBA increase 3% to 4% and investment in bankers
- Increase in UNITE spend
- Fit for Growth benefits to contribute to targeted productivity of >\$500m in FY26

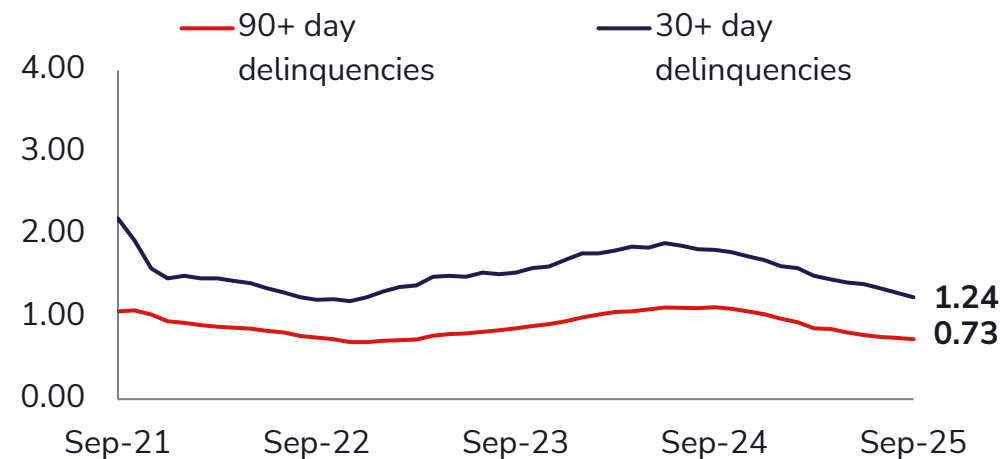
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# CREDIT QUALITY

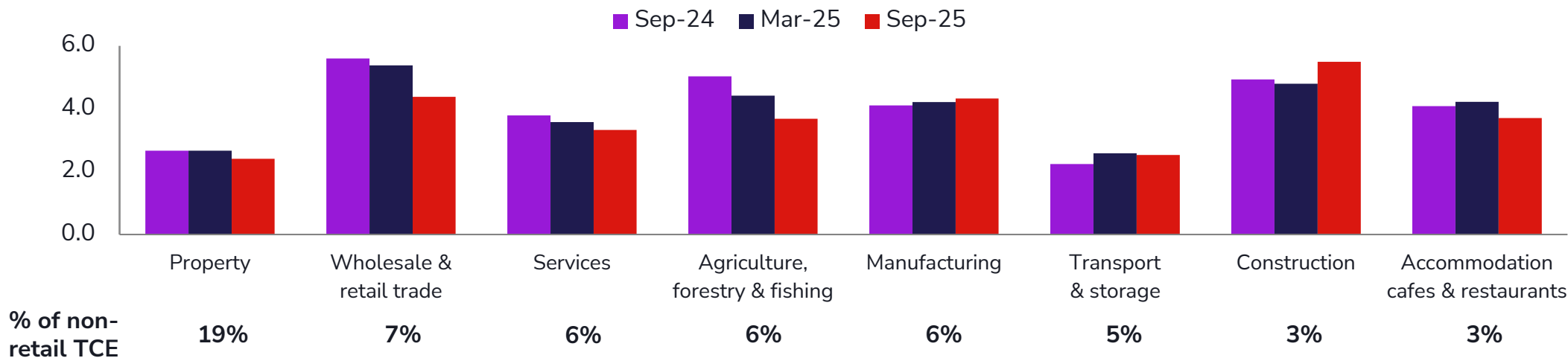
## Stressed exposures as a % of TCE



## Australian mortgage delinquencies (%)

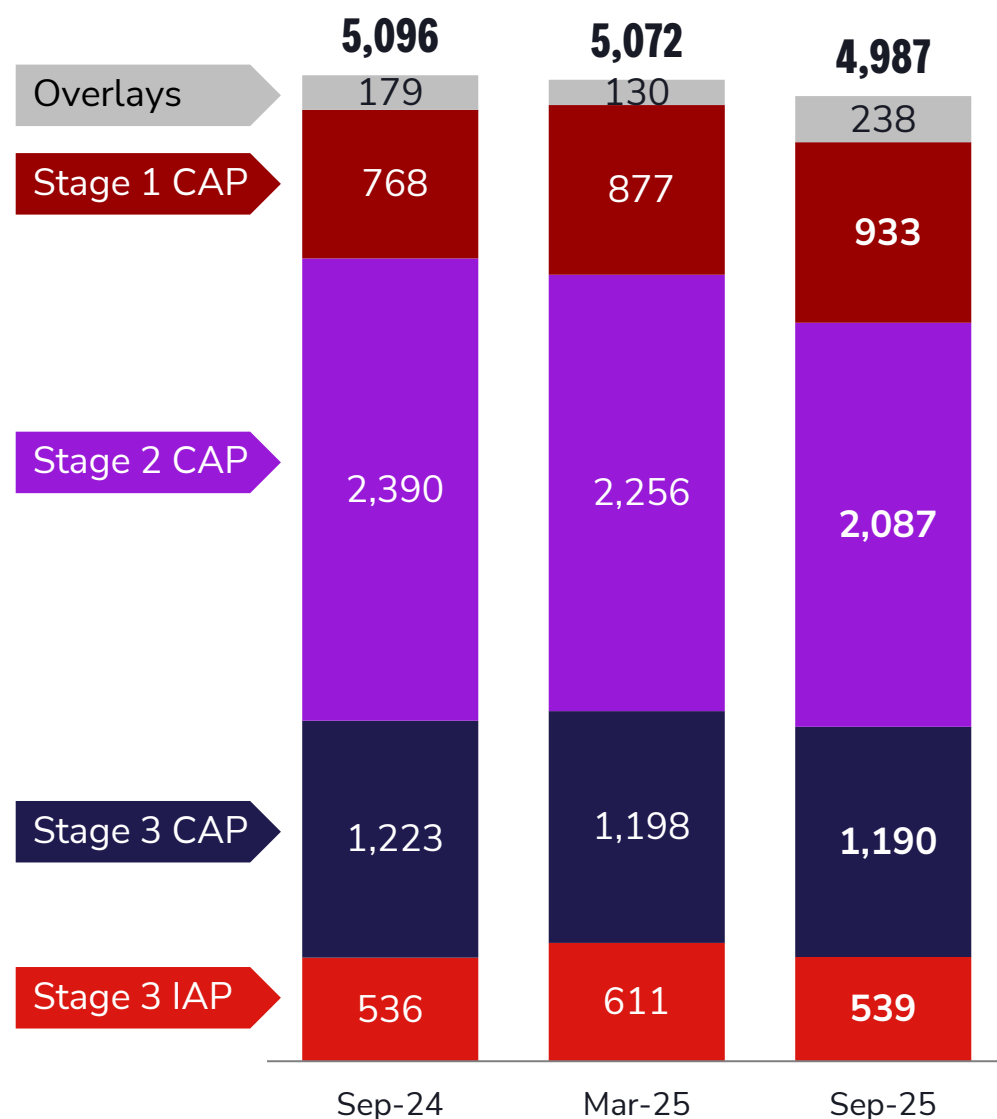


## Corporate and business stressed exposures by industry sector (%)





# IMPAIRMENT PROVISIONS \$1.9BN ABOVE BASE CASE (\$M)



1 Forecast date: 18 September 2025.

CAP to credit RWA of 1.25%, down 1bps

CAP \$12m lower, key movements

- ▼ Commercial property prices & interest rate outlook
- ▼ Reduction in mortgage delinquencies
- ▲ Overlays increased \$108m
- ▲ 2.5ppt increase in downside scenario weight

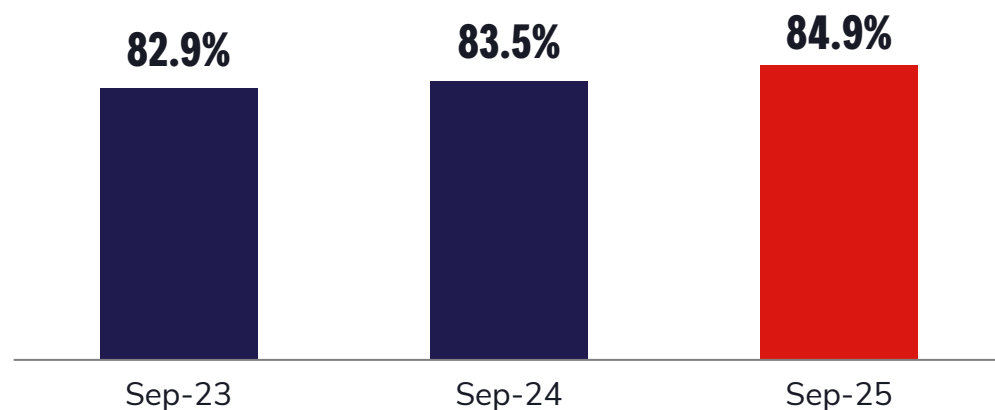
IAP decreased \$72m due to a single name write-off

Impairment charges remain low, 4bps of average loans

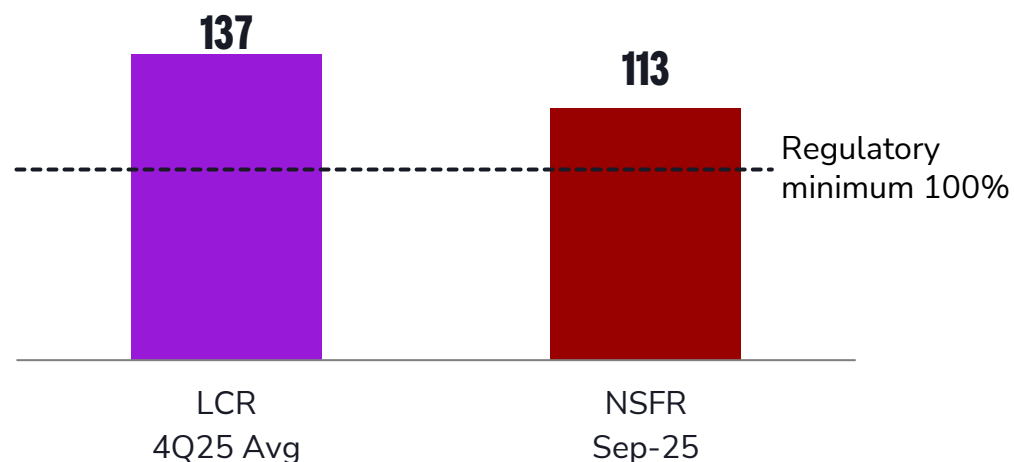
Forecasts for base case ECL <sup>1</sup>	Base case		Downside
	2025	2026	Trough / peak
GDP growth	1.9%	2.4%	(6%)
Unemployment	4.4%	4.5%	11%
Residential property prices	5.6%	9.0%	(27%)
Commercial property prices	0.9%	3.8%	(32%)

# FUNDING AND LIQUIDITY

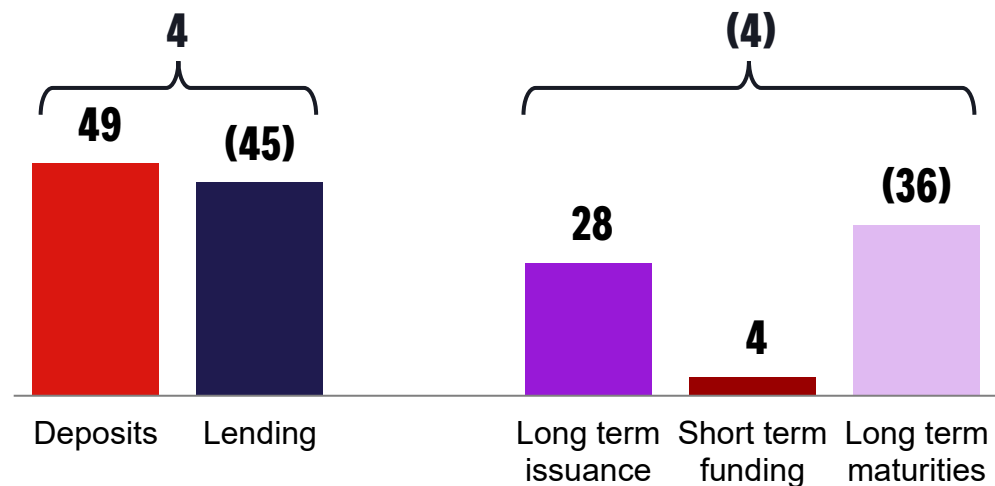
## Deposit to loan ratio (%)



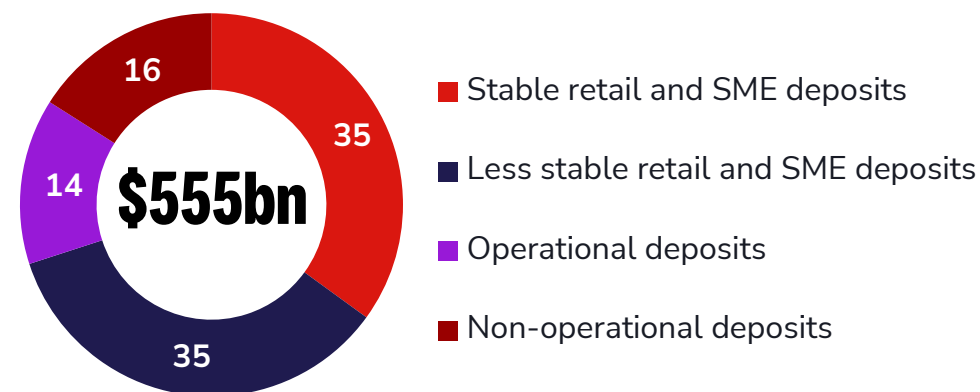
## LCR and NSFR (%)



## Sources and uses of funds (\$bn)

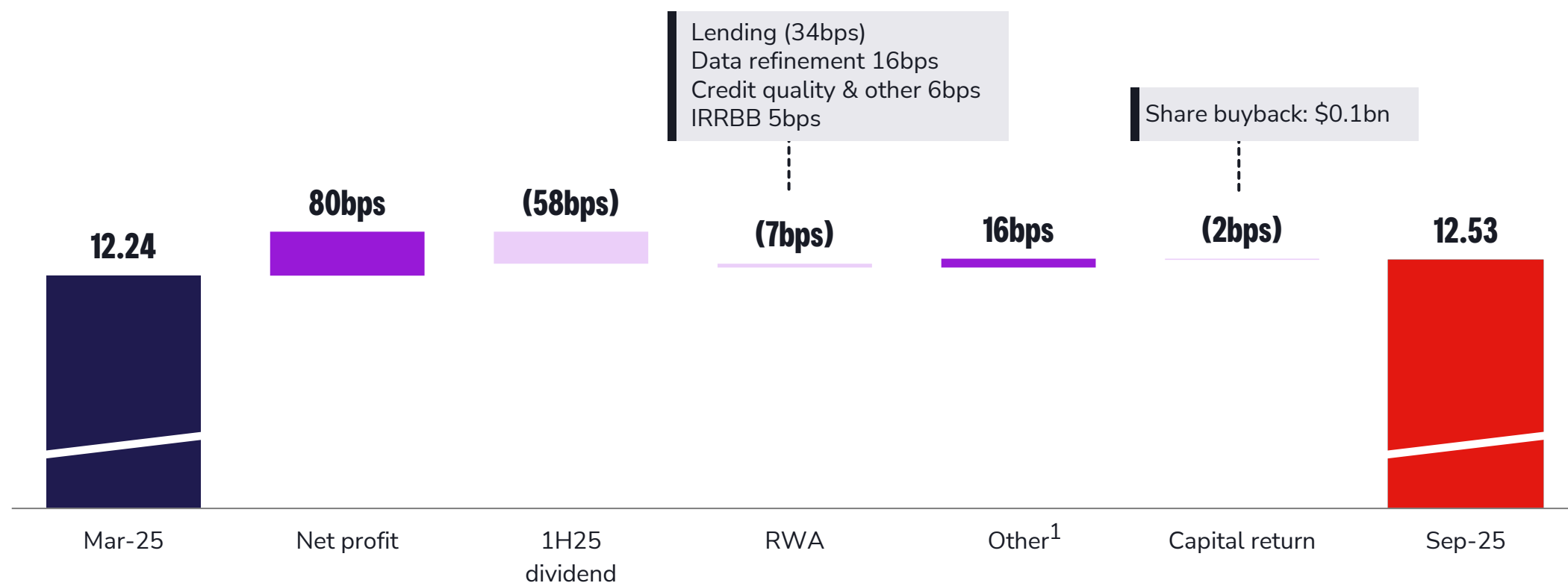


## LCR deposit mix (%)



# STRONG CAPITAL

## CET1 capital ratio %



### Adjustments post 30-Sep-25

- IRRBB standard changes 39bps
- Operational risk overlay removal 17bps

### Other considerations

- Share buyback<sup>2</sup> (23bps)
- Standardised floor met

<sup>1</sup> Capital deductions and other items including FX translation impacts. <sup>2</sup> Remaining on market share buyback previously announced in Nov-23, May-24 and Nov-24.



# CAPITAL MANAGEMENT

New target CET<sup>1</sup>  
capital ratio

**>11.25%**

Capital above target  
after 2H25 dividend

**\$3.1bn**

FY25 payout  
ratio of

**75%**

Target payout  
ratio range

**65 - 75%**

Dividend yield

**3.94%<sup>2</sup>**

Fully franked

**5.63%<sup>2</sup>**

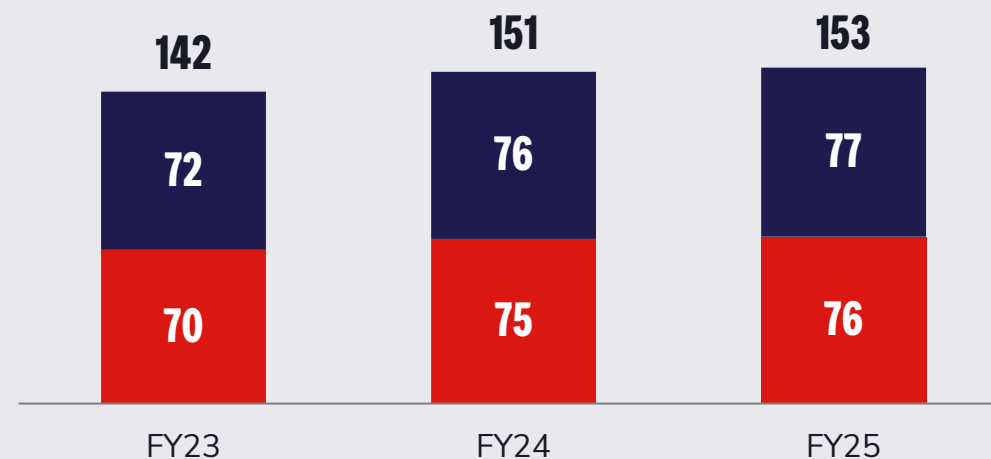
Neutralise

**DRP**

<sup>1</sup> Remaining on market share buyback previously announced in Nov-23, May-24 and Nov-24.

<sup>2</sup> Annualised, based on final dividend and 30-Sep-25 closing price of \$38.97.

Ordinary dividends per share (cents)



# ANTHONY MILLER

Chief Executive Officer



# IMPROVING OPERATING ENVIRONMENT

## OPPORTUNITIES

- GDP recovering towards trend growth
- Real household disposable income on the rise
- Demand for credit robust

## RISKS

- Ongoing trade and geopolitical tension
- Uneven transition from public to private sector activity
- Productivity growth remains elusive

## Australian economics<sup>1</sup>

	2025F	2026F
GDP	2.1%	2.4%
Housing credit	6.6%	6.5%
Business credit	9.0%	7.2%

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<sup>1</sup> Source: Westpac DataX, Westpac Economics.

## Westpac insights<sup>1</sup>

### Consumer

#### GROWTH IN TOTAL SAVINGS BALANCES

**8.4%**

Sep-25, annual change

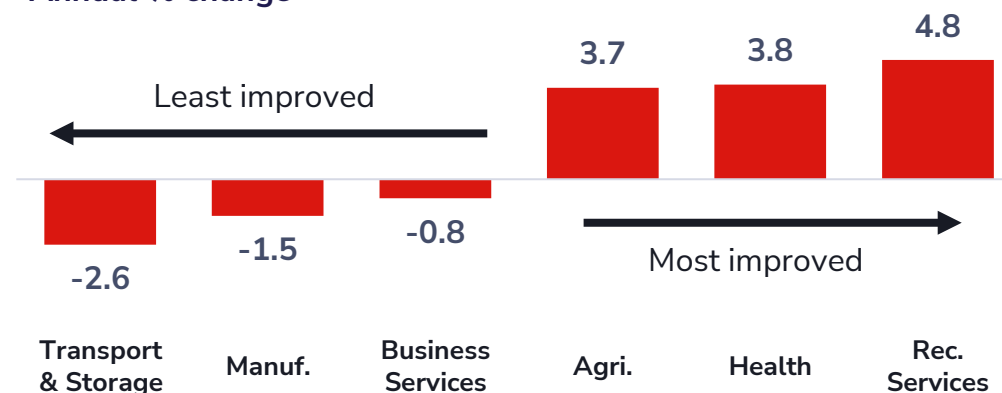
#### GROWTH IN CARD SPENDING

**6.5%**

Quarterly, annual change

## Business industry cashflow gauge

Annual % change



# EXECUTION FOCUS – RIGHT PORTFOLIO MIX

## CONSUMER

Personalised,  
digital-first experiences

---

Deepen customer  
relationships

---

Grow proprietary  
lending

**33%**

Contribution  
to net profit

## BUSINESS & WEALTH

Continue lending  
momentum

---

Leverage transaction  
banking capability

---

Expand banker presence,  
training and expertise

**31%**

Contribution  
to net profit

## INSTITUTIONAL

Invest in expert  
bankers

---

Deepen client  
relationships

---

Rollout Westpac One

**23%**

Contribution  
to net profit

## NEW ZEALAND

Improve position  
and returns

---

Personalised,  
digital-first experiences

---

Target growth in  
business lending

**16%**

Contribution  
to net profit

**DELIVER TRANSFORMATION AGENDA, INCLUDING UNITE**

This page contains 'forward-looking statements' and statements of expectation. Please refer to the disclaimer on page 125.



# **INVESTOR DISCUSSION PACK**



# CREATING VALUE FOR OUR SHAREHOLDERS, CUSTOMERS, OUR PEOPLE, COMMUNITY AND THE ENVIRONMENT IN FY25

OVERVIEW

SHAREHOLDERS	CUSTOMERS	OUR PEOPLE	COMMUNITY	ENVIRONMENT
<b>\$6.9bn</b> Net Profit, down 1% on FY24	<b>13 million</b> Customers across the Group	<b>80</b> Organisational Health Index in global top quartile	<b>65,538</b> Hours volunteered by Westpac employees	<b>89%</b> Reduction in scope 1 and 2 emissions from our 2021 baseline <sup>5</sup>
<b>\$7.0bn</b> Net Profit ex Notable Items, down 2% on FY24	<b>#1</b> Mobile Banking App <sup>1</sup>	<b>49%</b> Women in senior leadership <sup>2</sup>	<b>\$3.5bn</b> Income tax expense, including the bank levy	<b>42%</b> Reduction in scope 3 upstream emissions since 2021 <sup>5</sup>
<b>\$5.2bn</b> To be returned to shareholders via dividends	<b>+\$45bn</b> Loans	<b>35,236</b> Employees <sup>3</sup>	<b>\$56m</b> Spent with diverse suppliers <sup>5</sup>	<b>37%</b> Increase in sustainable finance lending <sup>5</sup>
<b>11.0%</b> Return on tangible equity ex Notable Items, down 24 bps	<b>+\$49bn</b> Customer deposits	<b>\$6.3bn</b> Paid in salaries <sup>4</sup>	<b>100</b> New scholarships awarded in FY25 <sup>6</sup>	<b>40%</b> Increase in sustainable bond facilitation <sup>5</sup>

1 The Forrester Digital Experience Review: Australian Mobile Banking Apps, Q3 2025. 2 Senior leadership includes executive team, general managers and their direct reports (excluding administrative or support roles). 3 Full time equivalent at 30 Sep-25. 4 Excluding restructuring charge. 5 Refer to the FY25 Sustainability Index and Datasheet for more information on the definitions and additional metrics. 6 Scholarships were awarded by Westpac Scholars Trust. Westpac Group provides support to Westpac Scholars Trust. While Westpac was involved in establishing this trust, it is a non-profit organisation that is separate to the Westpac Group



# OUR PEOPLE – STRENGTHENING INCLUSION, DIVERSITY AND WELLBEING

PEOPLE

## GENDER DIVERSITY

Females %	Sep-25	Target	Progress
Westpac Board	36	40:40:20 <sup>1</sup>	✗
Executive Team	50	40:40:20 <sup>1</sup>	✓
General Managers	37	40 +/-2%	✗
Senior Leadership <sup>2</sup>	49	50 +/-2%	✓
Westpac workforce	54	50	✓

Median gender pay gap for total reward reduced by 1.2% to 28.1%.

**Focus on reducing gender pay gap** by improving gender diversity at all levels. Focus on increasing female representation in Technology, Finance, Institutional and Business Bank

### Targeted initiatives:

- *Illuminate* program to develop aspiring female leaders. Every General Manager sponsors one participant
- New *StepUP* program launched to support career progression for women in mid-level roles. 220 participated in FY25
- New *Career Sprints* initiative – connecting women to new areas in the bank, commenced with the institutional bank

## INDIGENOUS REPRESENTATION

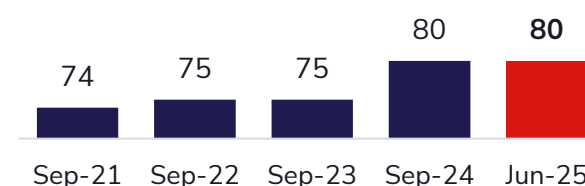
- Our Australian workforce identifying as Aboriginal and/or Torres Strait Islander increased to 1.15% at Sep-25 (Target: 1.5%)
- Our new RAP focuses on stronger leadership, retention, and long-term career growth for Indigenous employees. Our latest RAP is available on our website

## OTHER INITIATIVES

- Supported 20 culturally diverse women with a dedicated program to advance their leadership
- Launched a new e-learning in NZ to help our people build cultural confidence and better understand Māori and Iwi customers and communities
- Cultural Diversity Shadowing program had 180+ participants in FY25
- Over 20 teams participated in training to improve ability to speak-up against exclusionary behaviours. Our Upstander Initiative
- Increased gender affirmation leave to 6 weeks; introduced family pathways leave; doubled Culture, Lifestyle & Wellbeing leave to 4 days

## ORGANISATIONAL HEALTH

### Organisational Health Index (OHI) score<sup>3</sup>



A new employee engagement survey has replaced OHI. Progress will be reported from FY26.

## SUPPORTING MENTAL HEALTH

**Chief Mental Health Officer** overseeing Group mental health strategy since 2018

**Mental Health Workplace Factors Review** completed across Australian operations. Ongoing and targeted psychosocial risk assessments incorporated

**10 Employee Advocacy Groups** supporting inclusion, diversity and wellbeing

1 40% women, 40% men and 20% of any gender. Westpac Board includes CEO. Executive team excludes CEO. 2 Senior leadership includes executive team, general managers and their direct reports (excluding administrative or support roles). 3 Our Voice+ survey includes McKinsey's Organisational Health Index – benchmarking Westpac's organisational health relative to global standards.



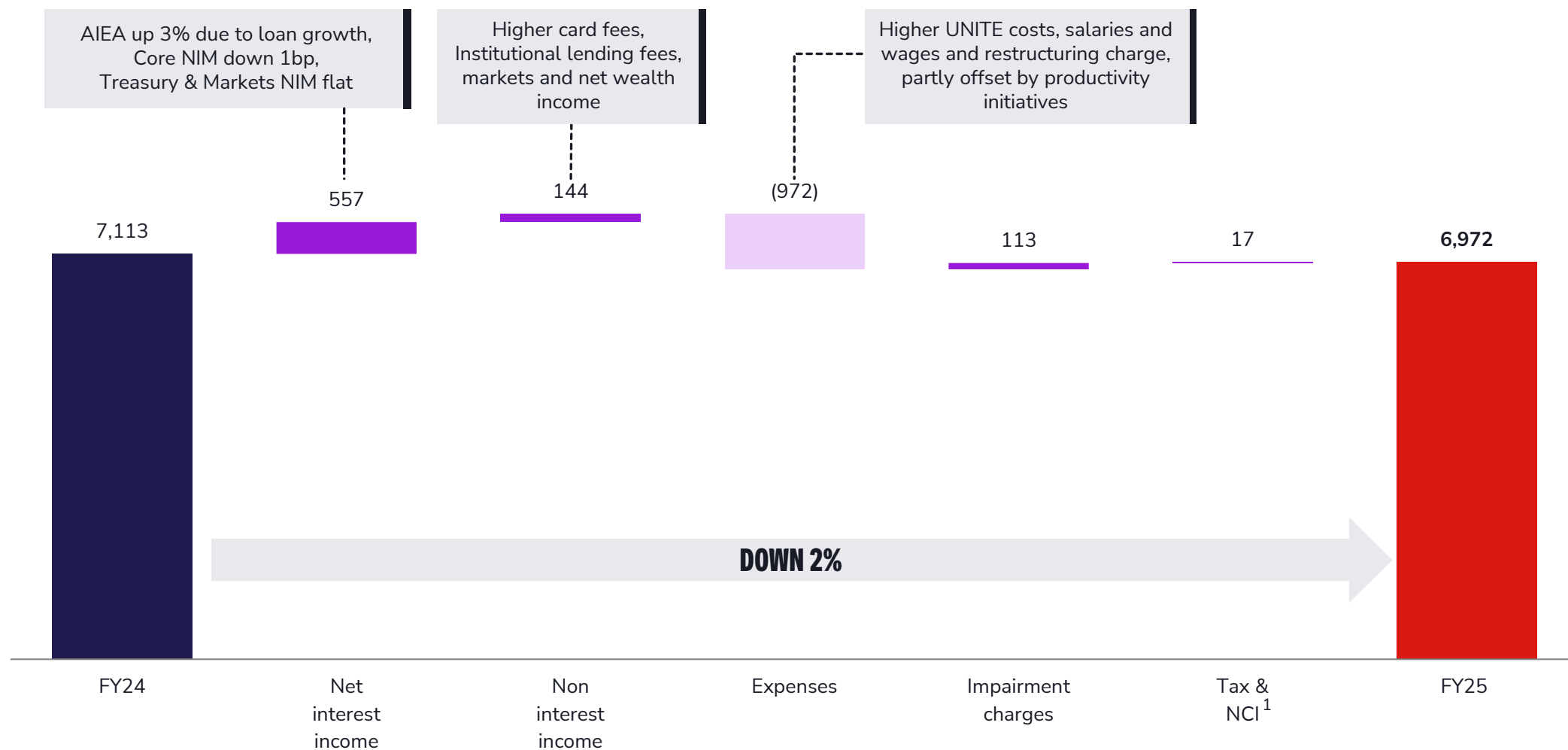


# EARNINGS DRIVERS

# FY25 NET PROFIT

EARNINGS

## Net profit FY24 – FY25 (\$m)



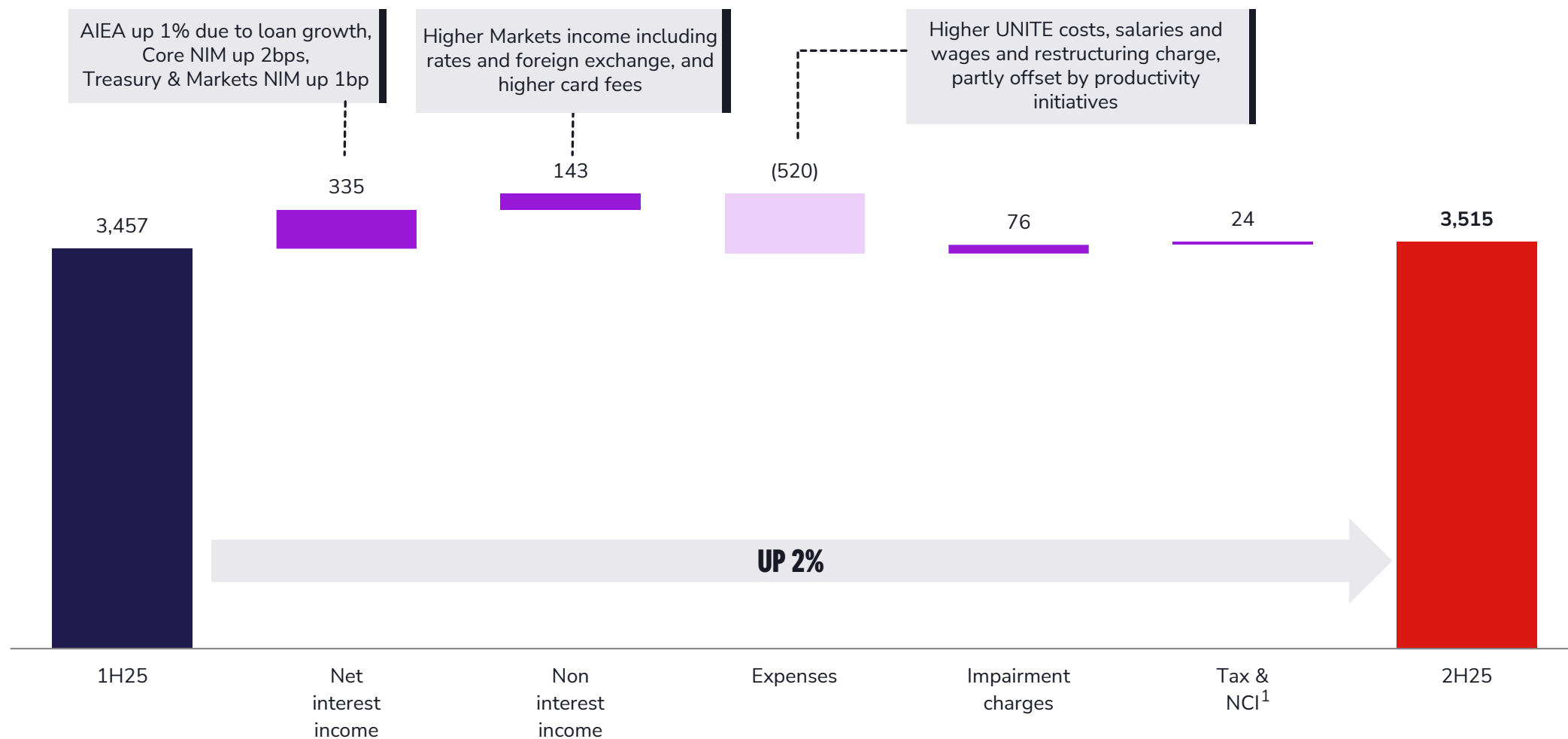
1 Non-controlling interests.



# 2H25 NET PROFIT

EARNINGS

## Net profit 1H25 – 2H25 (\$m)



1 Non-controlling interests.



# NET PROFIT EXCLUDING NOTABLE ITEMS AND NET PROFIT RECONCILIATION

EARNINGS

## Net profit excluding notable items policy

- Net profit excluding Notable Items is a non-AAS financial performance measure used by Westpac for internal management reporting, as it provides a clearer view of the Group's underlying operational performance
- This measure is not defined under Australian Accounting Standards, nor is it audited or reviewed in accordance with Australian Auditing Standards and therefore does not represent a statutory financial metric

Notable Items (\$m after tax)	FY24	FY25	1H25	2H25
Asset sales and revaluations	-	-	-	-
Provisions for remediation, litigation, fines and penalties	-	-	-	-
Restructuring costs	-	-	-	-
Asset write-downs	-	-	-	-
Hedging items	(123)	(56)	(140)	84
<b>Total Notable Items</b>	<b>(123)</b>	<b>(56)</b>	<b>(140)</b>	<b>84</b>

## Reported net profit and net profit excluding notable item adjustments (\$m)

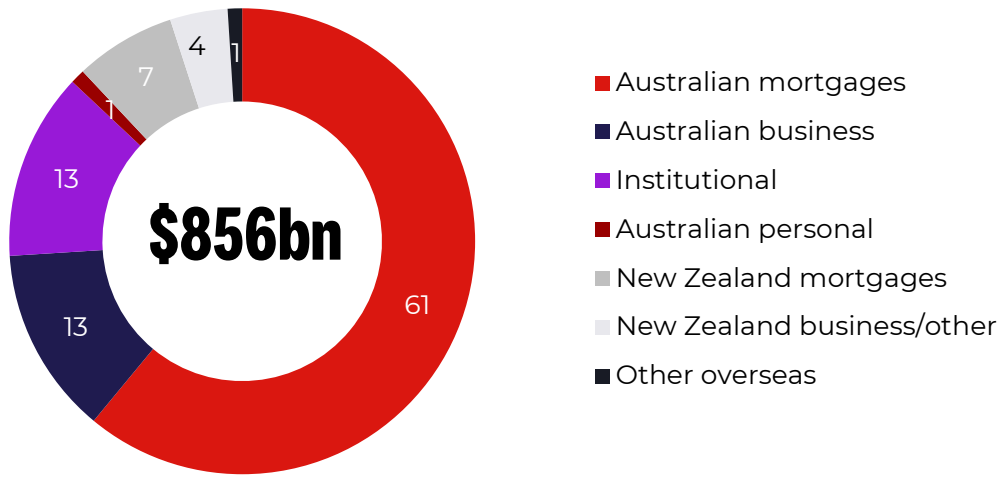
	FY24	FY25	1H25	2H25
<b>Statutory net profit</b>	6,990	<b>6,916</b>	3,317	<b>3,599</b>
Hedging items	(123)	<b>(56)</b>	(140)	<b>84</b>
<b>Net profit excluding Notable Items</b>	7,113	<b>6,972</b>	3,457	<b>3,515</b>
Earnings per ordinary share – ex Notables	204.4	<b>203.6</b>	100.8	<b>102.8</b>
Earnings per ordinary share – statutory	200.9	<b>201.9</b>	96.7	<b>105.2</b>



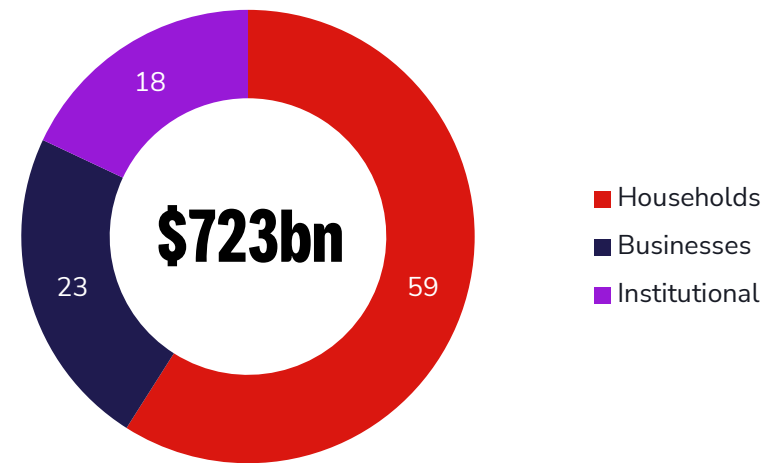
# GROUP LOANS AND DEPOSITS

EARNINGS

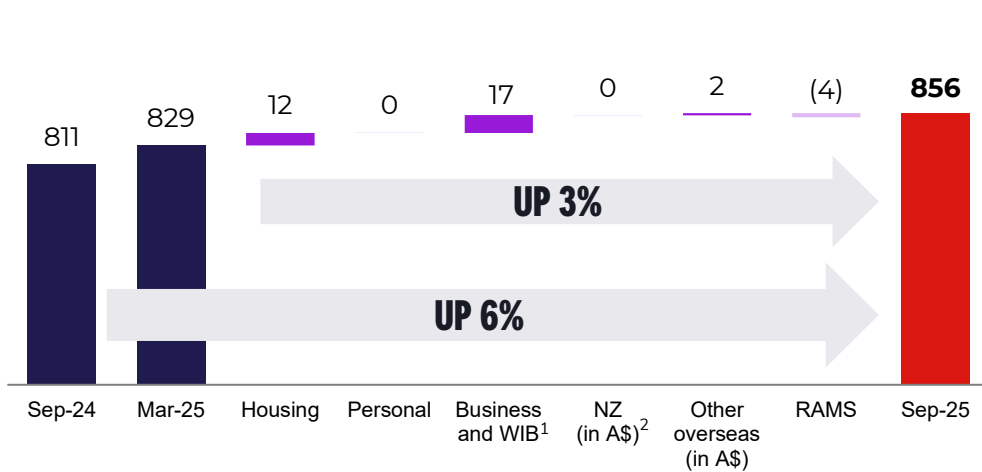
## Composition of gross loans (% of total)



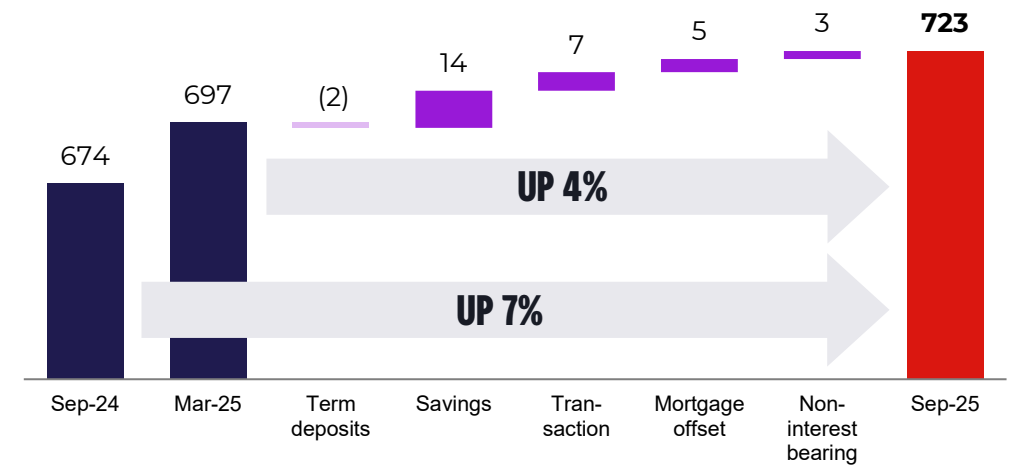
## Composition of customer deposits (% of total)



## Movement in gross loans (\$bn)



## Movement in customer deposits (\$bn)



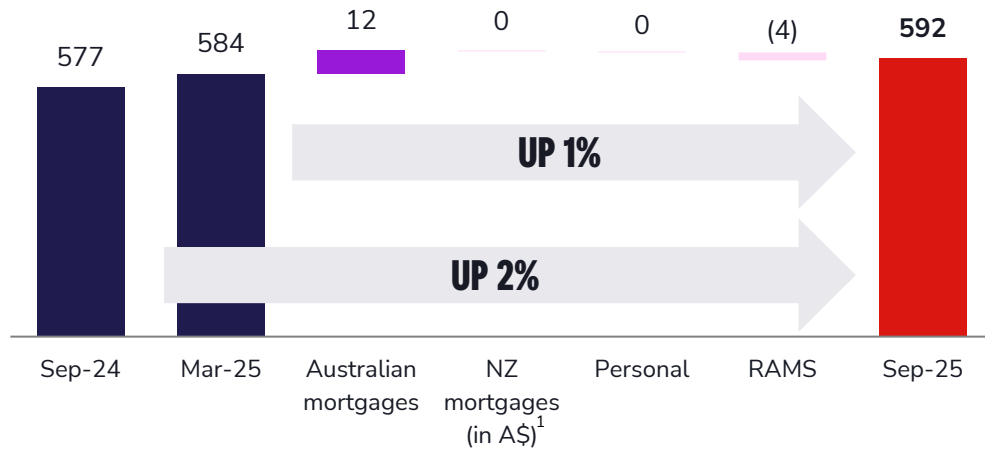
1 Only includes Australian lending. 2 Increase in local currency was NZ\$3.0bn.



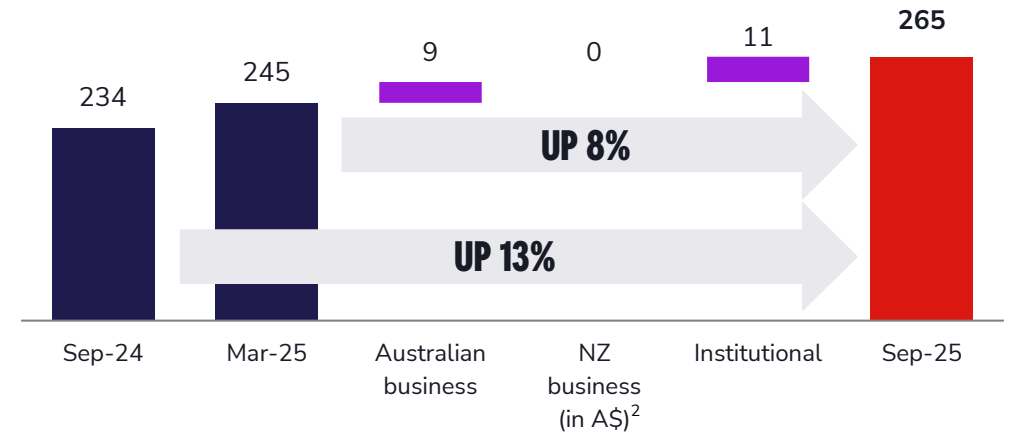
# GROWTH IN LENDING

REVENUE

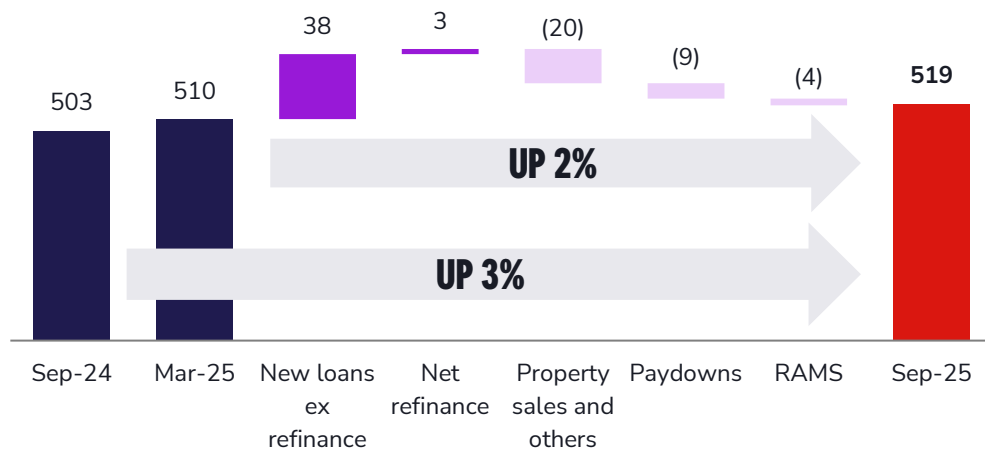
## Mortgages and personal lending (\$bn)



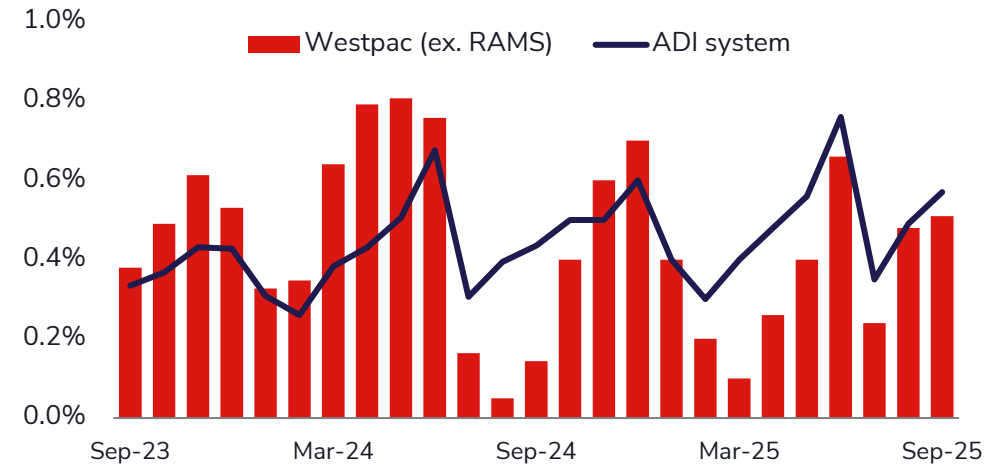
## Business and institutional lending (\$bn)



## Australian mortgages (\$bn)



## Australian housing credit growth (%)



Charts may not add due to rounding

1 Increase in local currency was NZ\$1.8 billion. 2 Increase in local currency was NZ\$1.2 billion.

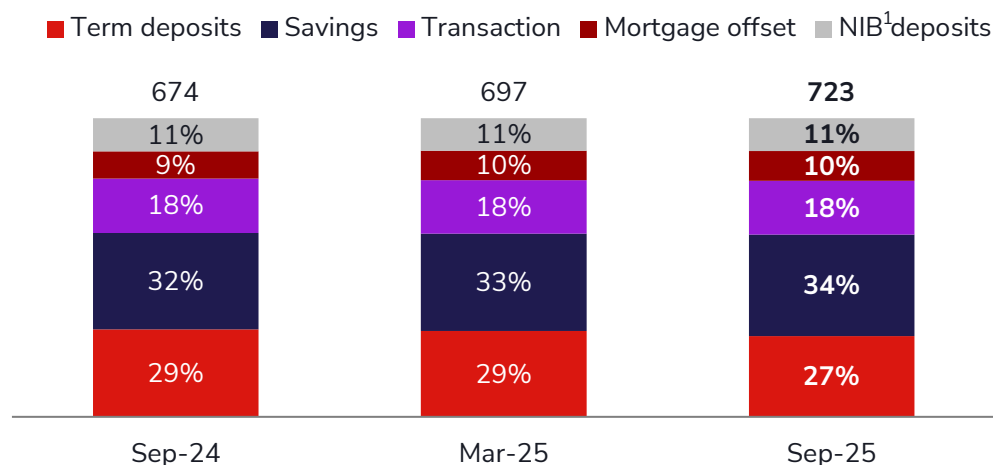




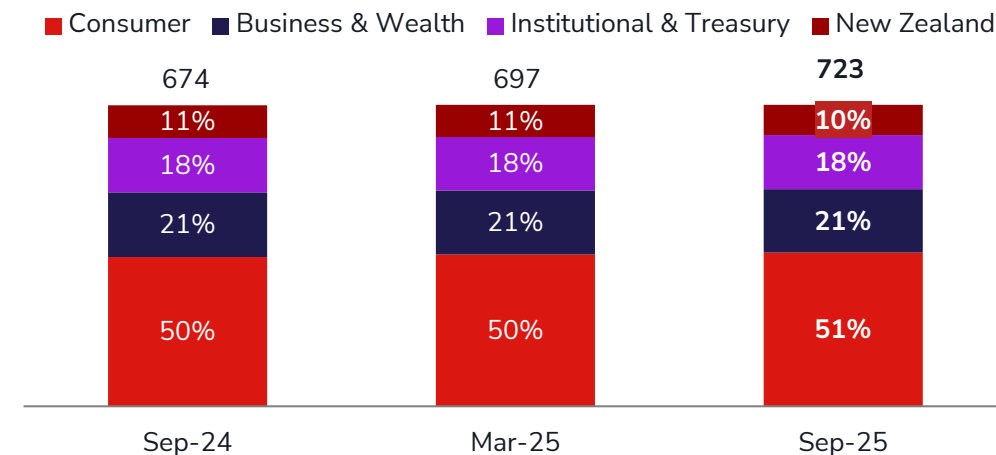
# GROWTH IN DEPOSITS

REVENUE

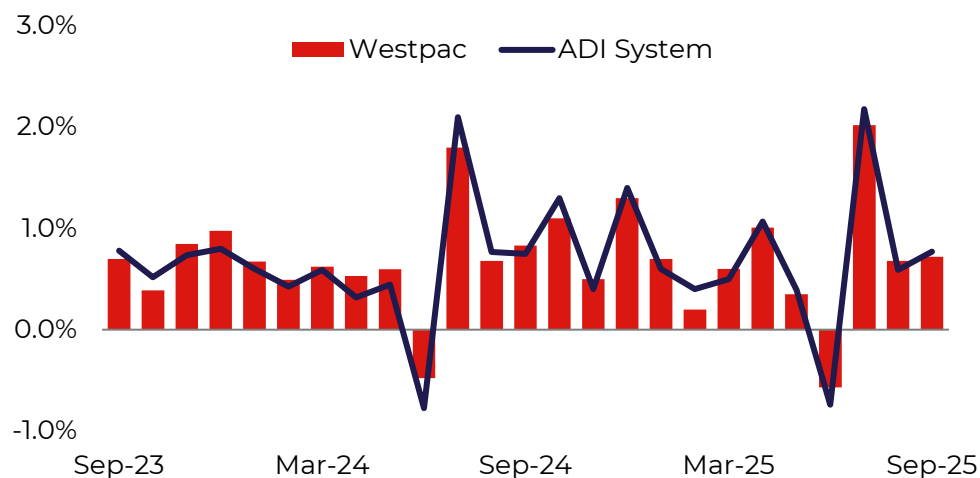
## Customer deposits by type (%)



## Customer deposits by segment (%)

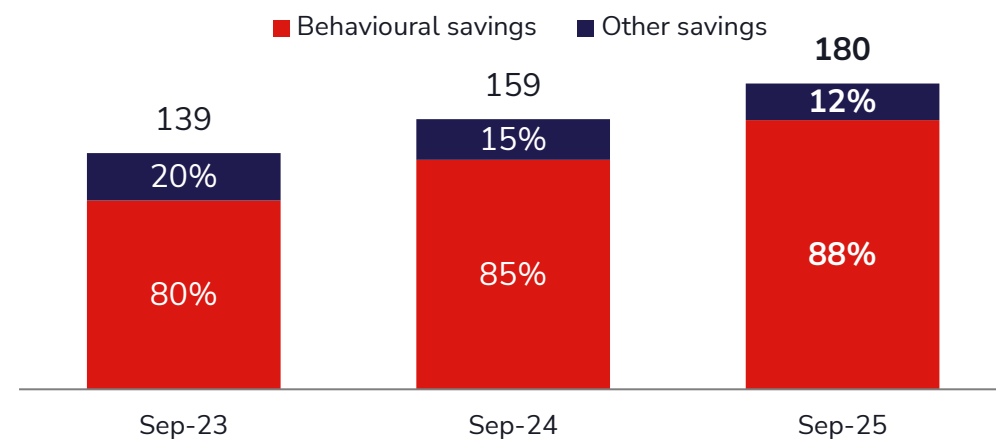


## Australian household deposit growth (%)



## Australian household savings deposit mix (%)<sup>2</sup>

84% of behavioural saving balances achieve the bonus rate



1 Non-interest bearing. 2 Mix of Consumer savings accounts. Behavioural savings largely reflects Westpac Life and St.George Incentive Saver, other savings largely reflects Westpac E-saver and St.George Maxi.

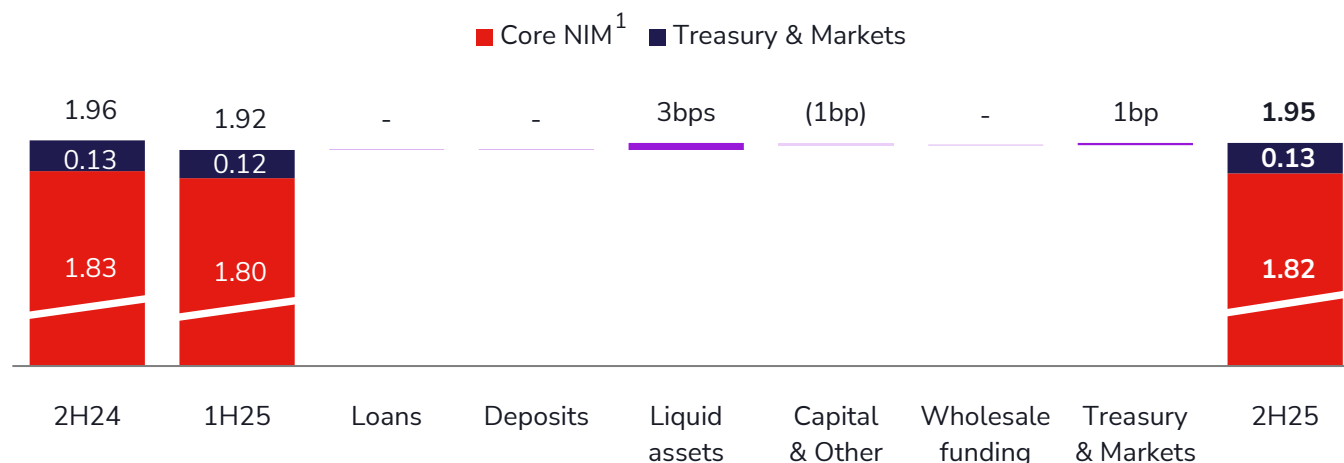
Charts may not add due to rounding



# NET INTEREST MARGIN

REVENUE

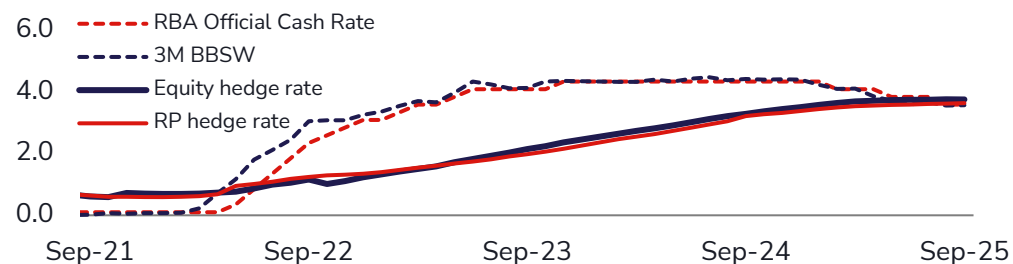
## Net interest margin (%)



Composition of NIM (%)	FY24	FY25	1H25	2H25
Core NIM	1.82	1.81	1.80	1.82
Treasury & Markets	0.13	0.13	0.12	0.13
<b>NIM</b>	<b>1.95</b>	<b>1.94</b>	<b>1.92</b>	<b>1.95</b>

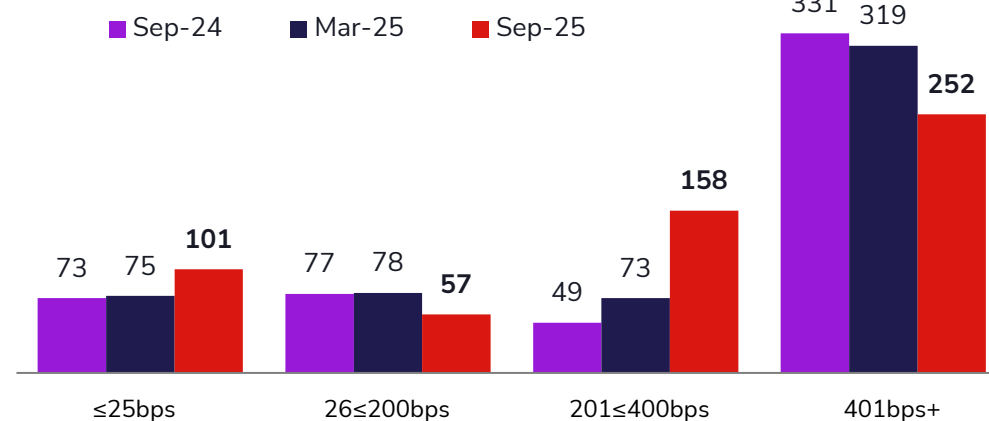
## Replicating portfolio (RP) and equity hedge (%)

	Sep 25 balance	FY25 avg rate <sup>1</sup>	Spot rate <sup>1</sup>	Investment term
Equity hedge	\$56bn	3.65%	3.77%	3 years
Domestic deposit hedge	\$77bn	3.51%	3.65%	5 years



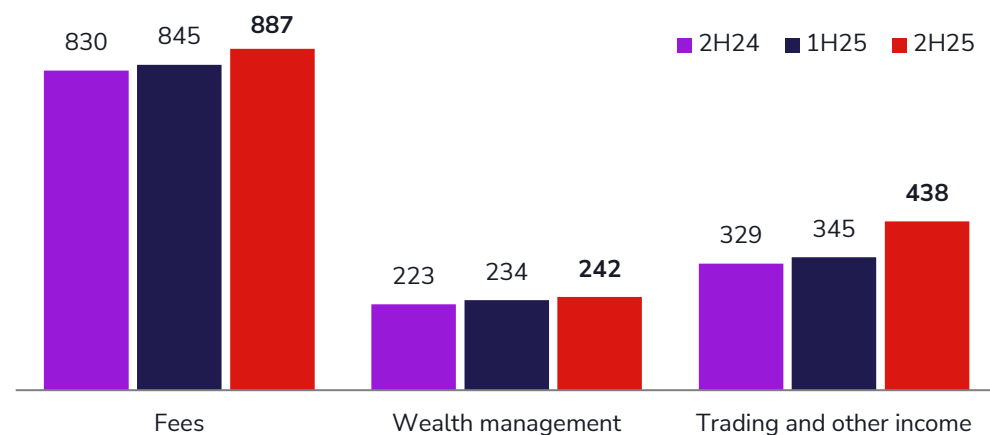
<sup>1</sup> Balance on equity and non-rate sensitive deposits at EOM Sep 25 to be earned at the end of October 2025. The moving average hedge rate on equity and non-rate sensitive deposits. Spot rate represents the average rate for September 2025. <sup>2</sup> A\$ balances and excludes mortgage offset balances.

## Australian deposit balances<sup>2</sup> by interest rate bands (\$bn)

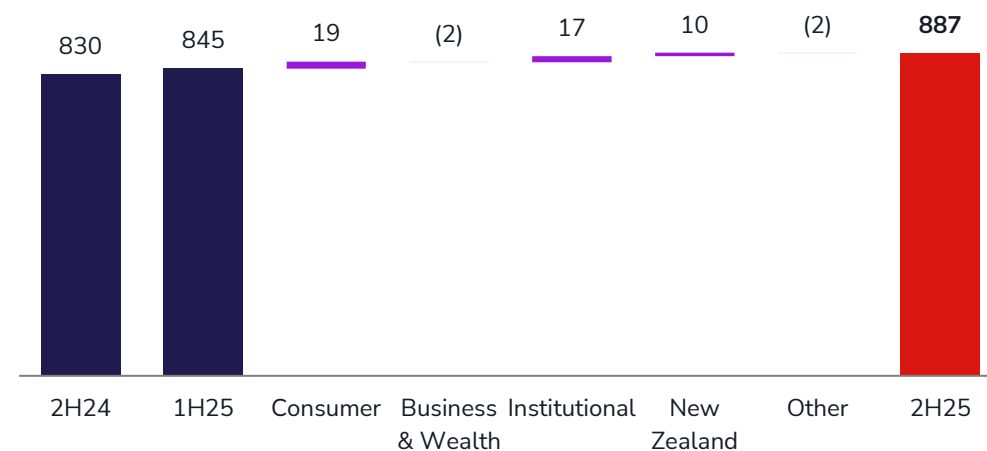


# NON-INTEREST AND MARKETS INCOME

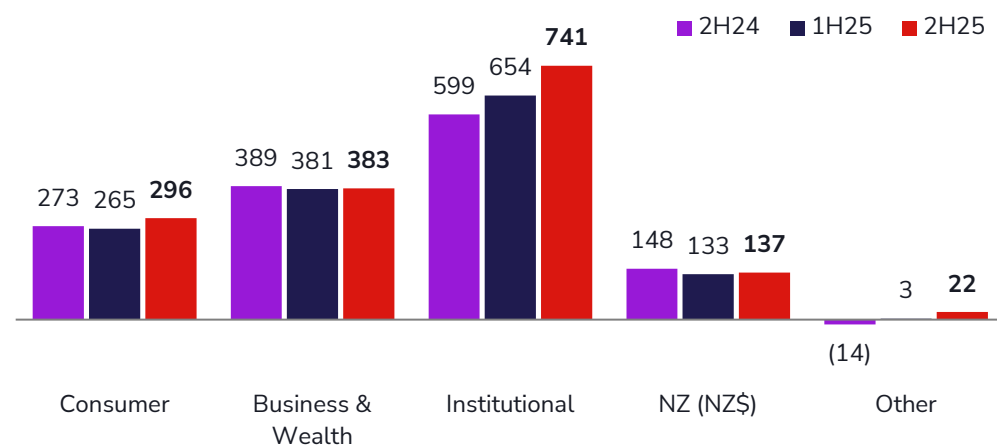
## Non-interest income by type (\$m)



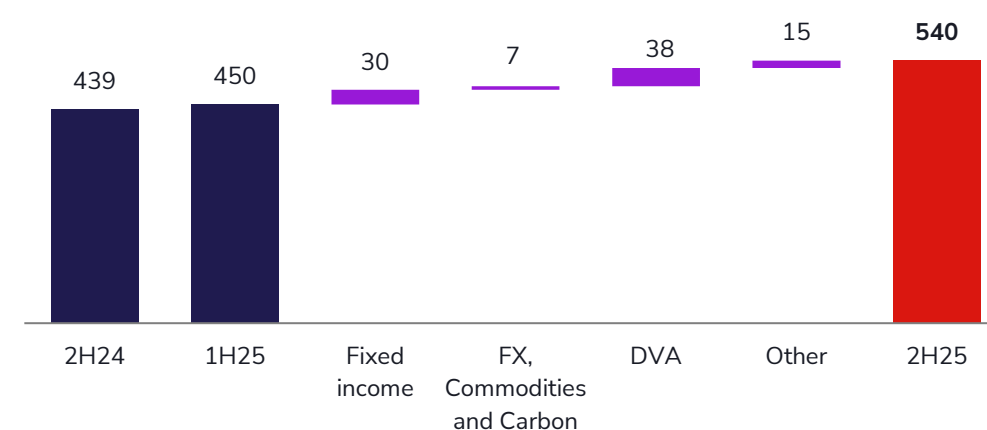
## Net fee income by segment (\$m)



## Non-interest income by segment (\$m)

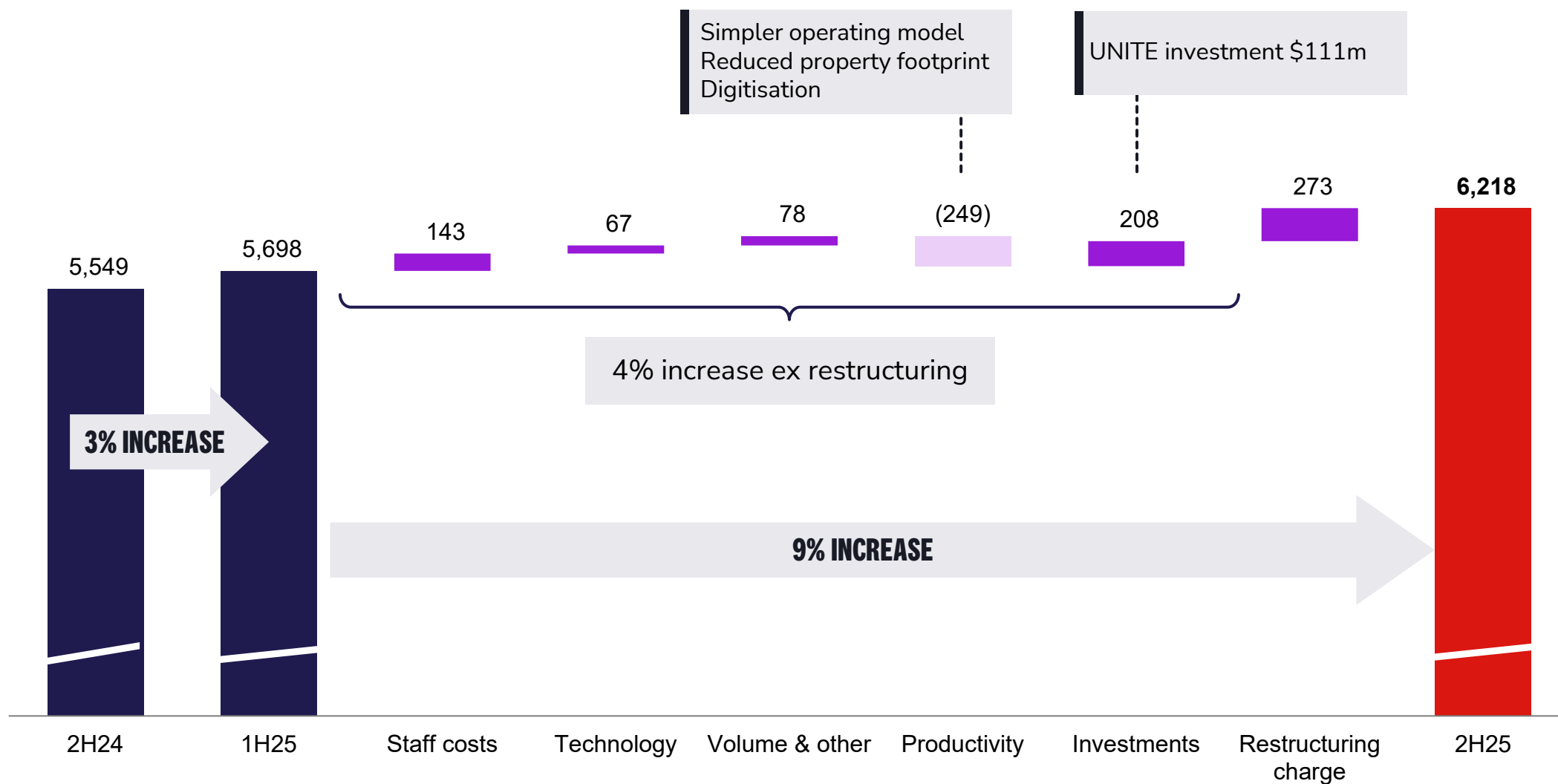


## Total Markets income (\$m)<sup>1</sup>



<sup>1</sup> Includes Markets net interest income.

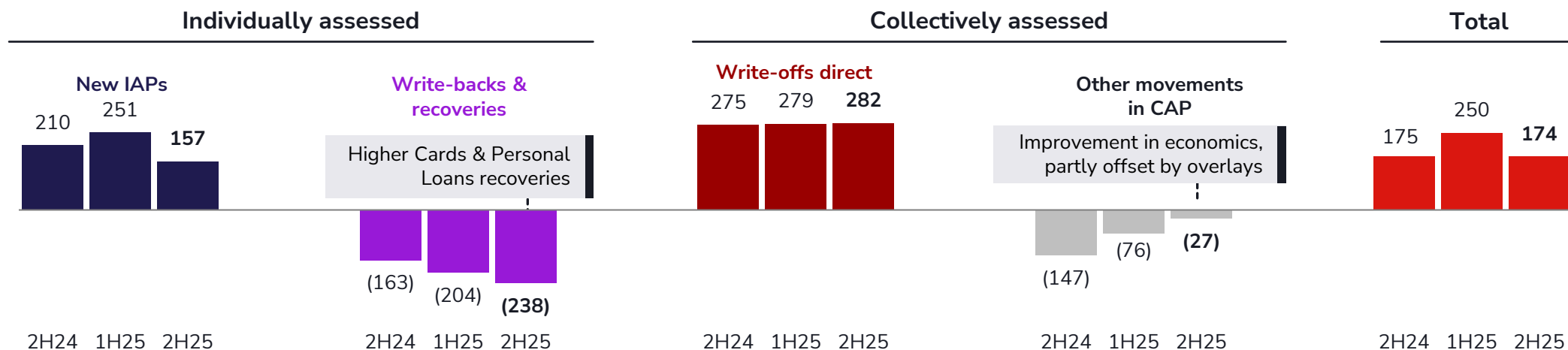
# 2H25 EXPENSES (\$M)



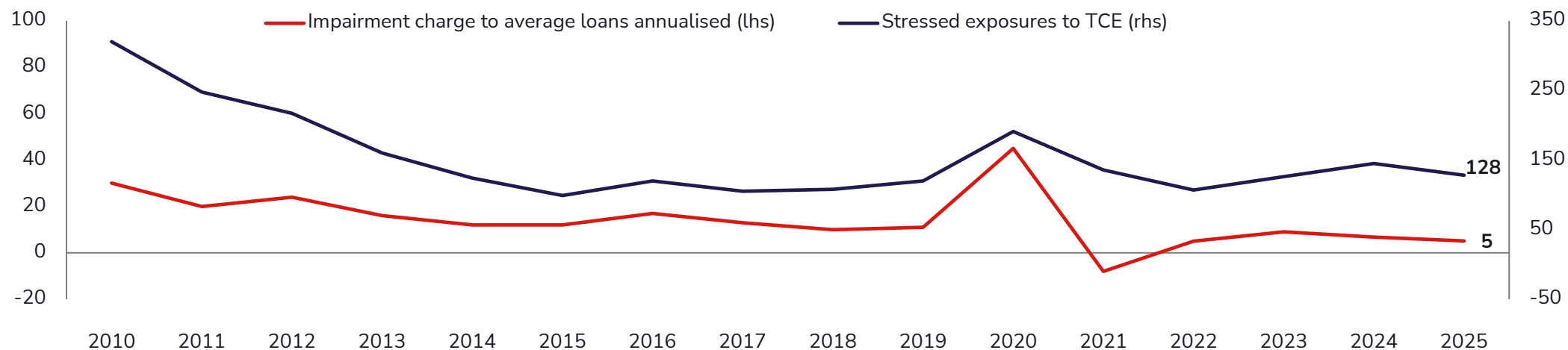
# IMPAIRMENT CHARGES COMPOSITION

IMPAIRMENT CHARGES

## Impairment charges (\$m)



## Impairment charges and stressed exposures (bps)





**UNITE**

# UNITE: FY25 COMPLETED INITIATIVES

UNITE

## ONE CHAT PLATFORM

- Consolidated 2 chat platforms to 1
- Customers enjoy secure conversations with their banker via the Westpac Live app
- Customers can resume chats for up to 30 days and receive push notifications when a response is available
- Conversations are encrypted through Westpac's secure messaging network

**\$7m**

Initiative  
cost

**~\$4m**

In annual  
cost savings

**~8m**

Customers  
migrated

## ONE PRIVATE BANK

- Enhanced digital customer experience and service offering
- Streamlined processes and systems to reduce duplication
- Facilitates above market growth of balance sheet and investment funds under administration (FUA)
- Customer transitions completed

**\$5m**

Initiative  
cost

**~\$5m**

In annual  
cost savings

**~50%**

Reduction in  
related  
processes and  
systems

This page contains 'forward looking statements'. Please refer to the disclaimer on page 125.



# UNITE: CURRENT FOCUS AREAS

UNITE

	EXPECTED OUTCOMES	FY25 ACHIEVEMENTS	PLAN CHANGES	COST <sup>3</sup> (NOV-25)	BENEFITS <sup>4</sup> (NOV-25)
<b>MORTGAGE SIMPLIFICATION<sup>1</sup></b>	Establish products, fees and features on the target state mortgage ledger Implement a single consumer mortgage collateral register	Multi-offset capability enabled for all mortgage customers	Initiative scope and benefits refined: • RAMS mortgages descoped • Activities transferred to new initiatives to improve efficiency	<b>c.\$265m</b> (May-25: \$450m)	<b>~\$70m</b> (May-25: \$120m)
<b>DIGITAL BANKER<sup>2</sup></b>	Decommission CRM platform and extend capability to all bankers	Migrated 6,000 bankers onto Digital Banker	Initiative scope refined: • Activities transferred to new initiatives to improve efficiency	<b>c.\$150m</b> (May-25: \$175m)	<b>↑ BANKER PRODUCTIVITY</b>
<b>ONE COLLECTIONS PLATFORM - ASSISTNOW</b>	Migrate Consumer Finance products onto the AssistNow Platform and decommission legacy collections platform	Moved Westpac Credit Cards, Flexiloans and RAMs mortgages	Expected initiative benefits increased: • Reflects additional benefits from reduced complexity	<b>c.\$130m</b>	<b>~\$40m</b> (May-25: \$25m)
<b>ONE WEALTH PLATFORM</b>	Accounts on the Asgard platform migrated to Panorama Expect migration will complete in 1H26	Platform change readiness completed to commenced migration	No changes	<b>c.\$70m</b>	<b>~\$40m</b>
<b>DEBIT CARD SIMPLIFICATION</b>	Reduce the product set for debit cards from 34 to 2	Commenced our migration of HandyCard product to Debit Mastercard	No changes	<b>c.\$35m</b>	<b>~\$15m</b>

This page contains 'forward looking statements'. Please refer to the disclaimer on page 125.

1 This includes 3 initiatives. One initiative was descoped in 2H25. 2 This includes 2 initiatives. 3 Estimated total initiative cost. 4 Expected full year benefit expected after the initiative is complete.





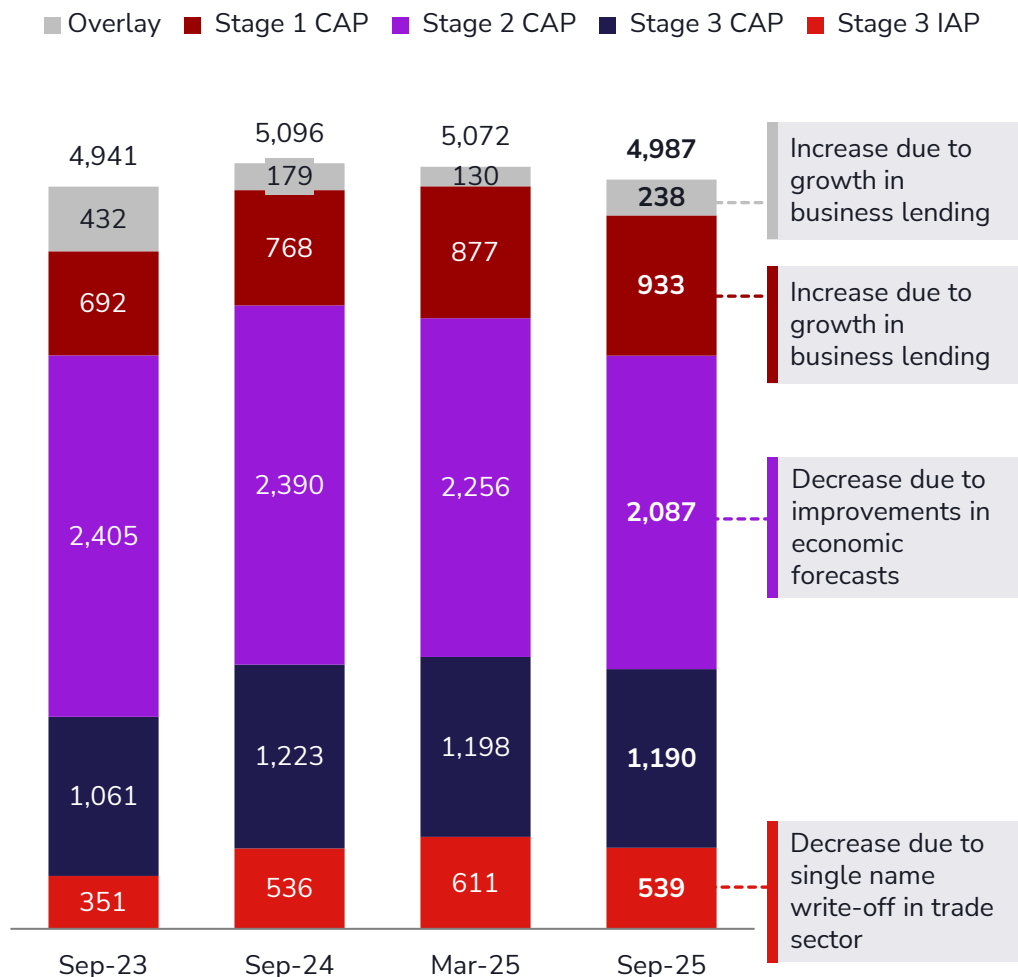


# **CREDIT QUALITY AND PROVISIONS**

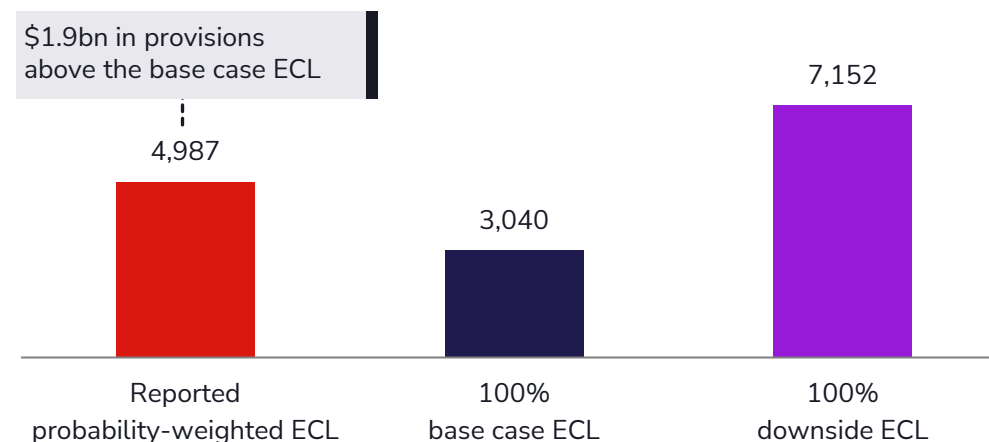
# PROVISIONS FOR EXPECTED CREDIT LOSS

CREDIT QUALITY

## Total provisions for expected credit losses<sup>1</sup> (\$m)



## Expected credit loss (ECL) (\$m)



Forecasts for base case ECL <sup>2</sup>	Base case		Downside
	2025	2026	Trough / peak <sup>3</sup>
GDP growth	1.9%	2.4%	(6%)
Unemployment	4.4%	4.5%	11%
Residential property prices	5.6%	9.0%	(27%)
Commercial property prices	0.9%	3.8%	(32%)

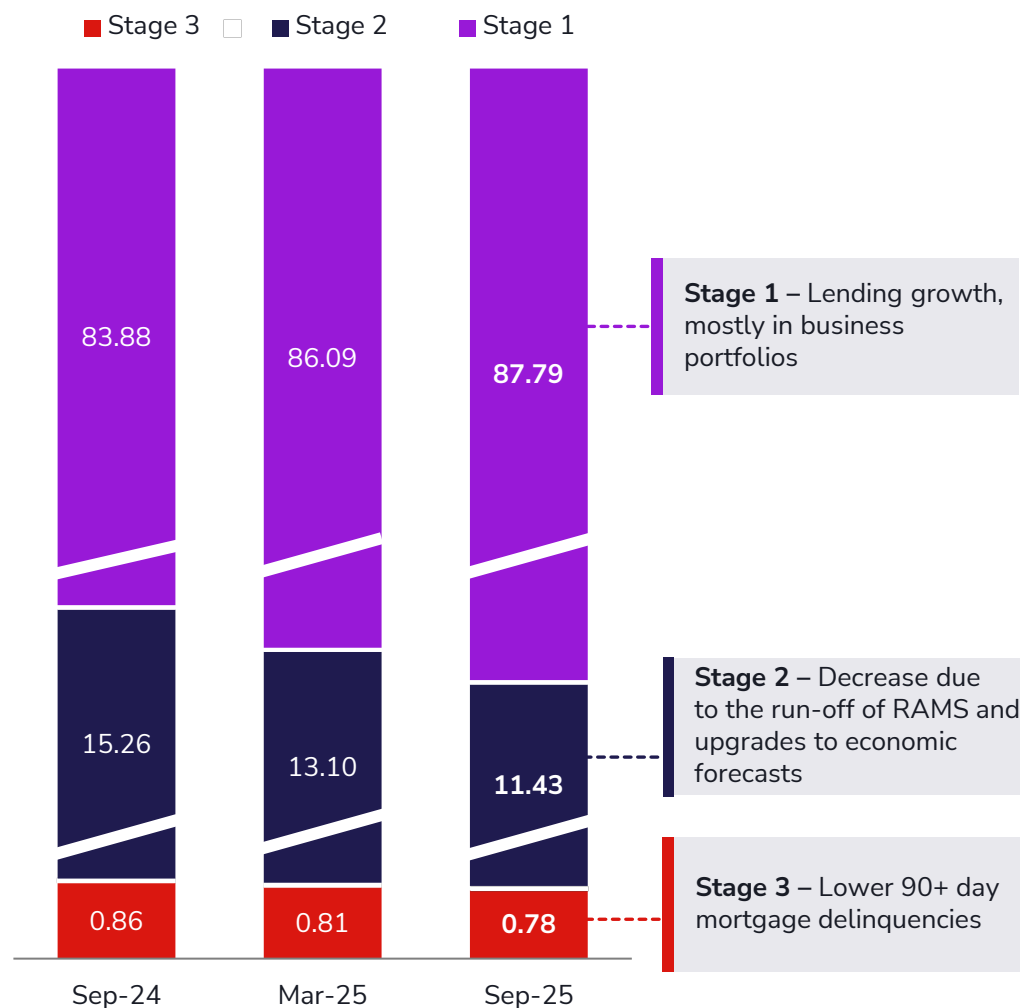
<sup>1</sup> Includes provisions for debt securities. <sup>2</sup> Forecast date is 18 September 2025. <sup>3</sup> These key economic indicators represent trough or peak values that characterise the scenarios considered in setting downside severity. Residential and commercial forecasts represent cumulative reduction over a two-year period.



# PROVISION COVER

CREDIT QUALITY

## Exposures as a % of TCE



## Key ratios

	Sep-24	Mar-25	Sep-25
Provisions to gross loans (bps)	63	61	58
Impaired asset provisions to impaired assets (%)	41	41	40
Collectively assessed provisions to credit RWA (bps)	130	126	125

## Provisioning to TCE (%)

	Sep-24	Mar-25	Sep-25
<b>Stage 1</b>	0.07	0.08	0.08
<b>Stage 2</b>			
Non-stressed	1.10	1.13	1.21
Stressed	7.94	8.32	9.24
<b>Stage 3 (non-performing)</b>			
Not impaired	10.48	10.99	11.22
Impaired	41.28	40.88	39.53
<b>Total</b>	0.41	0.39	0.38



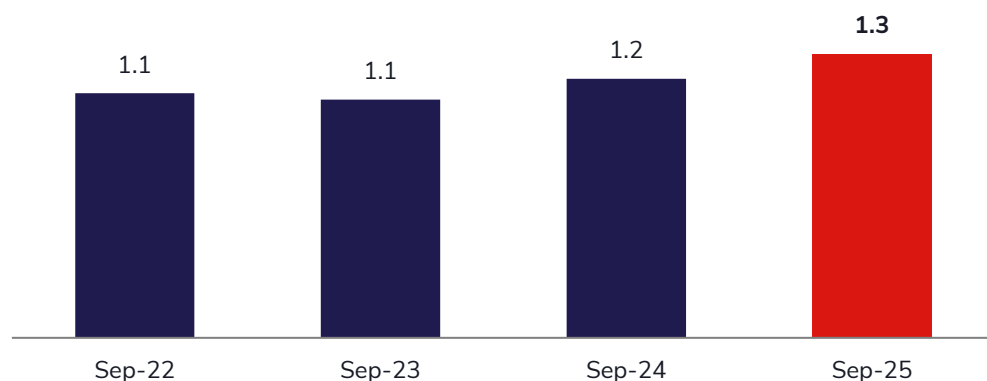
# PORTFOLIO COMPOSITION

CREDIT QUALITY

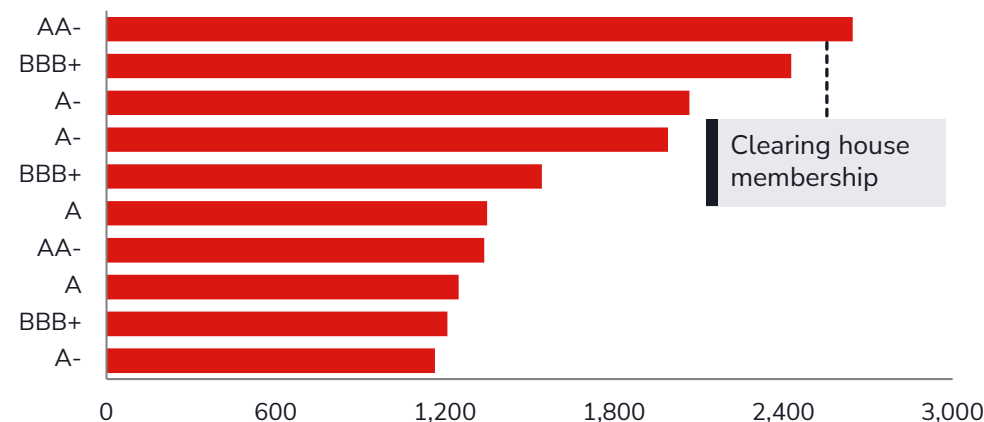
## Total committed exposure (TCE) by risk grade at 30 September 2025 (\$m)

Standard and Poor's risk grade <sup>1</sup>	Australia	NZ / Pacific	Other overseas	Group	% of total
AAA to AA-	205,433	22,624	19,301	247,358	19%
A+ to A-	44,358	6,045	15,397	65,800	5%
BBB+ to BBB-	94,651	12,580	12,349	119,580	9%
BB+ to BB	108,814	15,226	1,708	125,748	10%
BB- to B+	42,680	6,369	186	49,235	4%
<B+	14,253	2,254	-	16,507	1%
Mortgages	579,979	73,997	-	653,976	50%
Other consumer products	24,015	3,445	-	27,460	2%
<b>TCE</b>	<b>1,114,183</b>	<b>142,540</b>	<b>48,941</b>	<b>1,305,664</b>	
<i>TCE at 30 September 2024</i>	<i>1,075,520</i>	<i>143,546</i>	<i>33,275</i>	<i>1,252,341</i>	
<b>Exposure by region<sup>2</sup> (%)</b>	<b>85%</b>	<b>11%</b>	<b>4%</b>		<b>100%</b>

## Top 10 institutional exposures to corporations and NBFIs<sup>3</sup> (% of TCE)



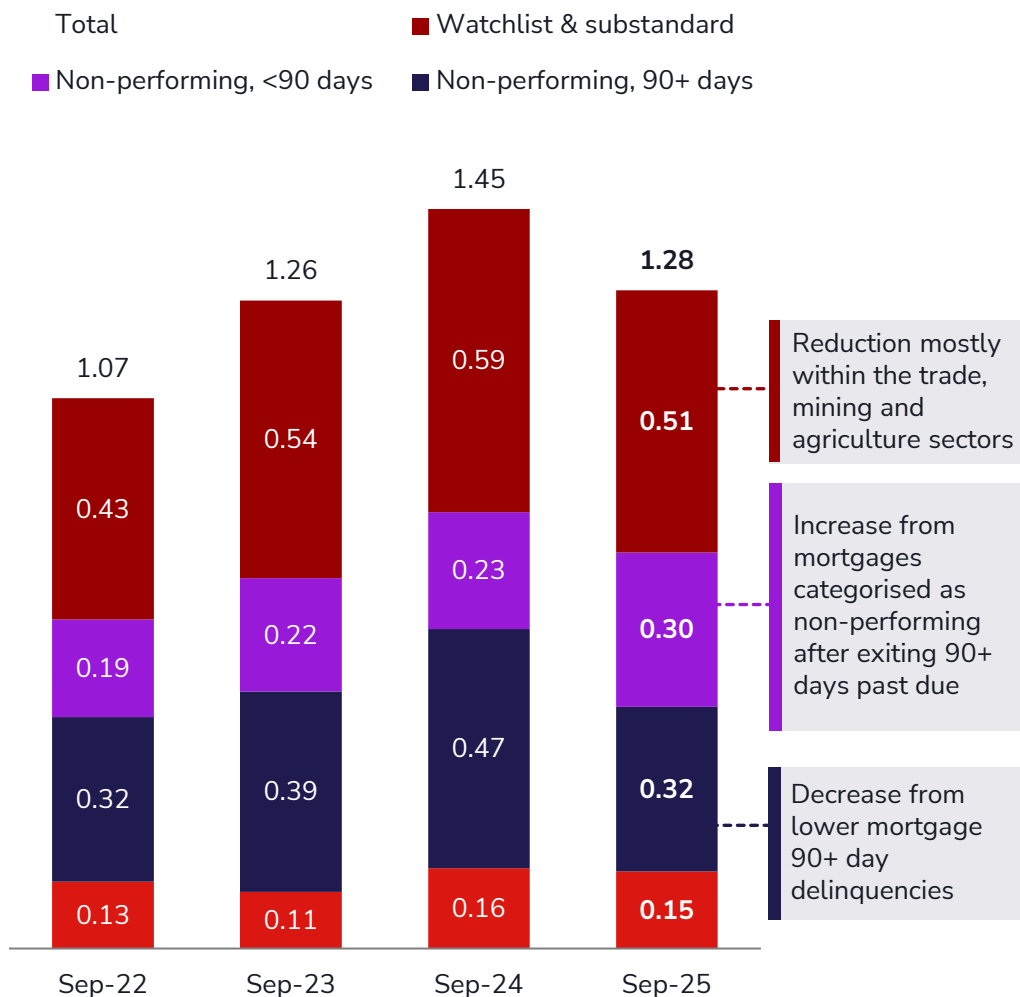
## Top 10 exposures to corporations & NBFIs at 30 September 2025 (\$m)<sup>4</sup>



1 Risk grade equivalent. 2 Region is based on booking office. 3 NBFI is non-bank financial institutions. 4 Institutional counterparties; S&P rating or equivalent.

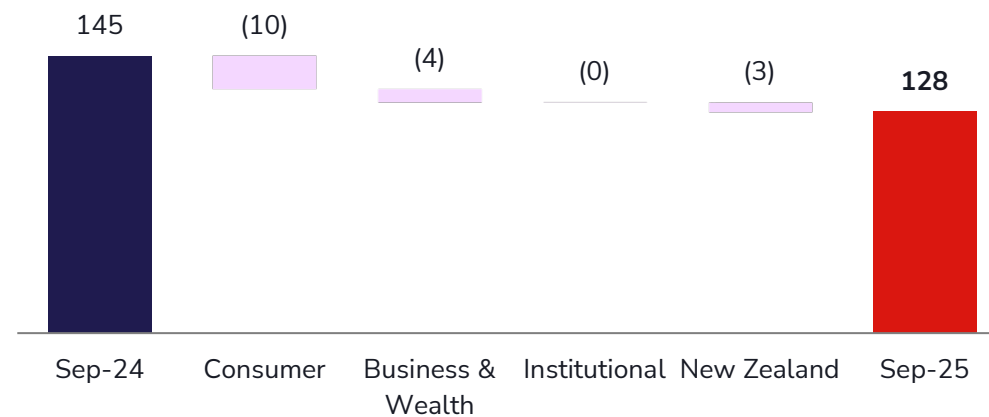


## Stressed exposures as a % of TCE

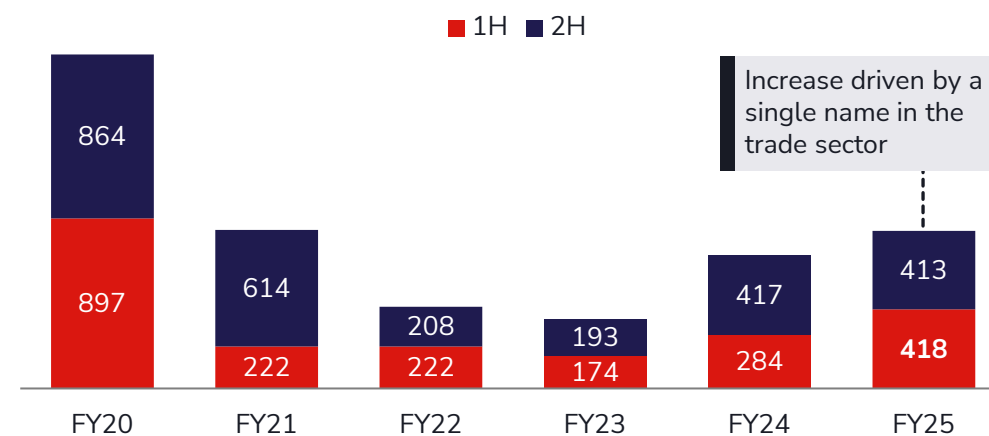


1 Includes exposures that are managed on a facility by facility basis.

## Movement in stress by segment (bps)



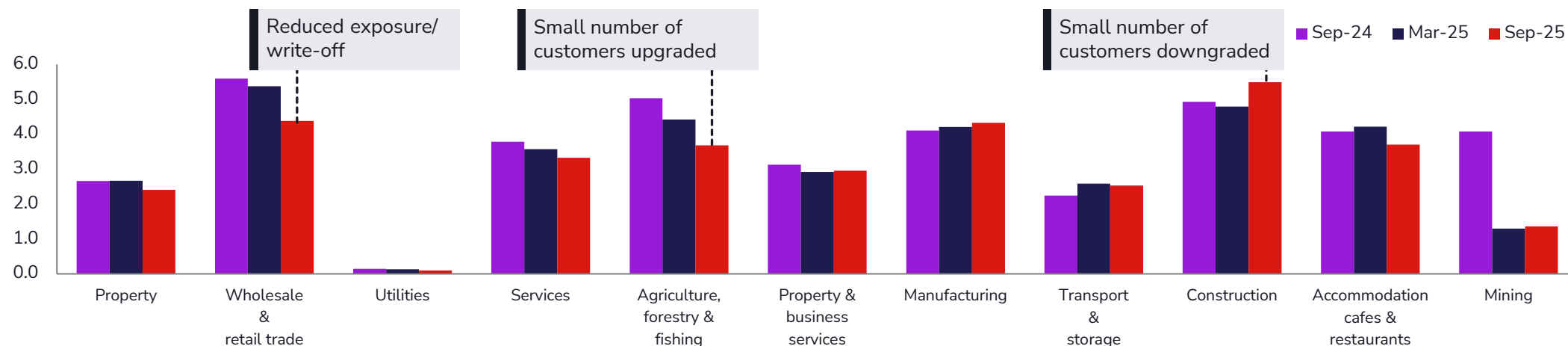
## New and increased gross impaired assets (\$m)<sup>1</sup>



# CREDIT QUALITY ACROSS SECTORS

CREDIT QUALITY

## Corporate and business stressed exposures by industry sector (%)



## Exposure and credit quality by sector

Sector		Finance & insurance <sup>1</sup>	Property <sup>2</sup>	Wholesale & retail trade	Utilities	Services <sup>3</sup>	Agriculture, forestry & fishing	Property & business services	Manufacturing	Transport & storage	Construction <sup>4</sup>	Accomm, cafes & restaurants	Mining
TCE (\$bn)	Sep-25	154.4	93.6	36.0	29.0	28.5	28.3	27.5	26.7	23.3	14.8	13.7	8.6
	Mar-25	161.0	88.6	33.6	29.1	26.2	26.9	26.8	25.8	21.4	14.0	12.6	8.5
Stressed (%) <sup>5,6</sup>	Sep-25	0.1	2.4	4.4	0.1	3.3	3.7	3.0	4.3	2.5	5.5	3.7	1.4
	Mar-25	0.1	2.7	5.4	0.1	3.6	4.4	2.9	4.2	2.6	4.8	4.2	1.3
Impaired (%) <sup>6</sup>	Sep-25	0.0	0.1	0.6	0.0	0.8	0.2	0.5	0.7	0.4	0.6	0.2	0.2
	Mar-25	0.0	0.1	0.7	0.0	0.9	0.4	0.4	0.8	0.4	0.6	0.2	0.2

1 Finance and insurance includes banks, non-banks, insurance companies and other firms providing services to the finance and insurance sectors. Includes assets held for liquidity portfolio. 2 Property includes both residential and non-residential property investors and developers and excludes real estate agents. 3 Services includes education, health & community services, cultural & recreational and personal & other services. 4 Construction includes building and non-building construction, and industries serving the construction sector. 5 Includes impaired exposures. 6 Percentage of portfolio TCE.



# SECTORS IN FOCUS: COMMERCIAL PROPERTY

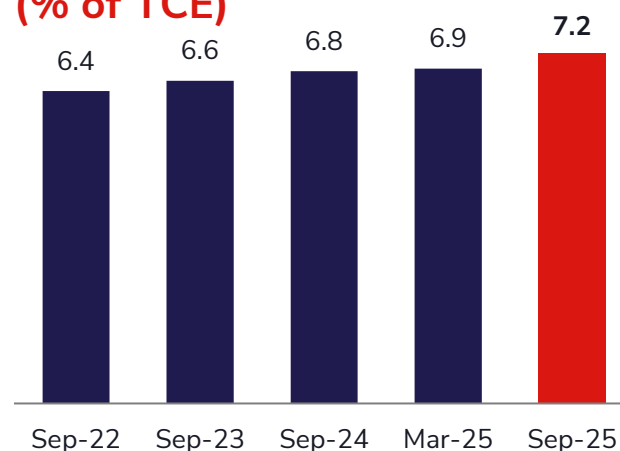
CREDIT QUALITY

- Single credit policy, supported by industry sector concentration limits
- Maintained credit standards, with close oversight of portfolio
- Managed by specialist relationship teams, dedicated credit officers and subject matter experts
- Limited risk appetite for lower grade office buildings
- Weighted average LVR for the Australian secured portfolio <50%
- Credit policy maximum LVR at origination 65%<sup>1</sup>
- 84% fully secured<sup>2</sup>

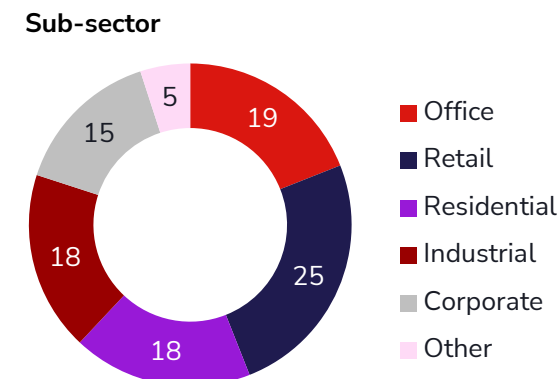
	Sep-24	Mar-25	Sep-25
TCE (\$bn)	85.5	88.6	93.6
% of Group TCE	6.83	6.88	7.17
Lending (\$bn)	68.8	71.5	75.1
Median risk grade (S&P equivalent)	BB	BB	BB
% of portfolio graded as stressed <sup>3,4</sup>	2.66	2.67	2.41
% of portfolio impaired <sup>4</sup>	0.09	0.11	0.07

1 Policy exception can be made under limited circumstances. 2 Fully secured is where the exposure is less than 100% of the bank extended value of the security, which is a discount of the market value of the security. 3 Includes impaired exposures. 4 Percentage of commercial property portfolio TCE. 5 Region is based on booking office.

## Commercial property exposures (% of TCE)

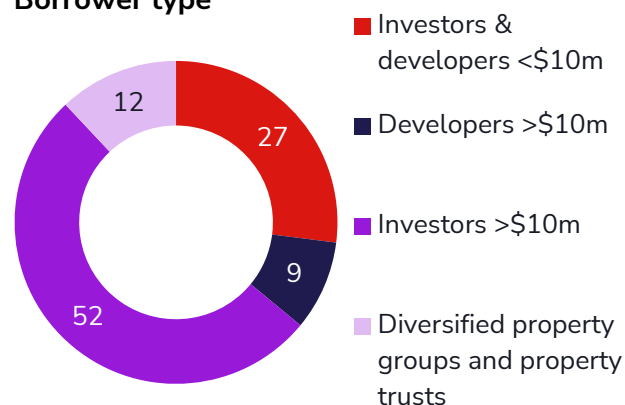


## Commercial property portfolio composition (TCE) (%)

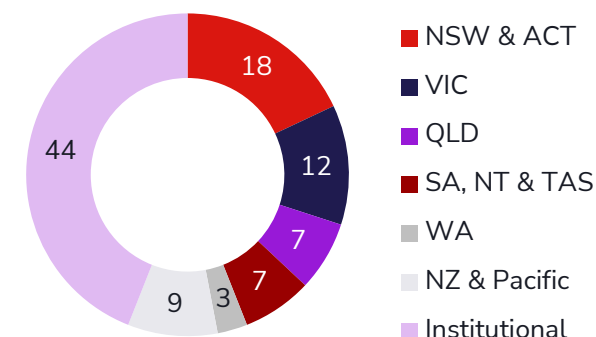


## Commercial property portfolio composition (TCE) (%)

### Borrower type



### Region<sup>5</sup>



# SECTORS IN FOCUS: COMMERCIAL PROPERTY – OFFICE

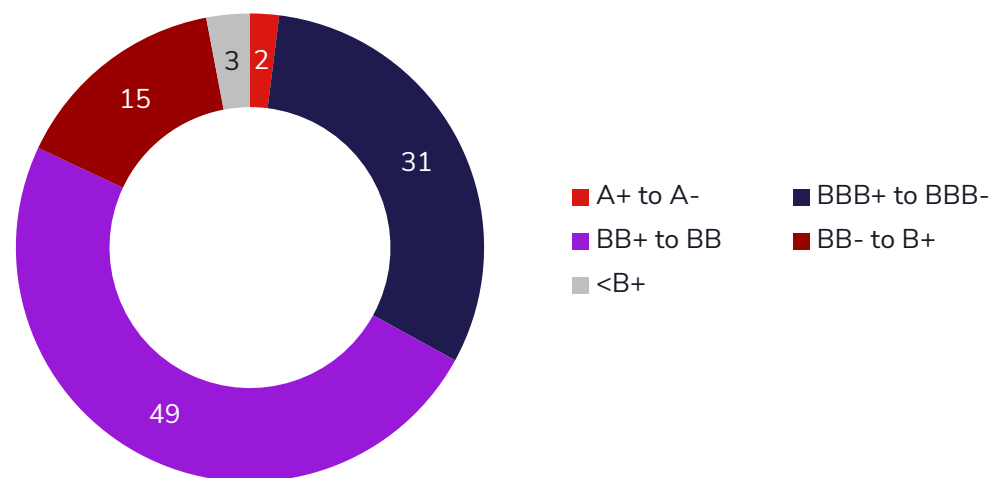
CREDIT QUALITY

## Commercial property – office

	Sep-24	Mar-25	Sep-25
TCE (\$bn)	17.2	17.1	<b>17.7</b>
% of Group TCE	1.38	1.33	<b>1.36</b>
Lending (\$bn)	15.0	15.2	<b>15.3</b>
Median risk grade (S&P equivalent)	BB-	BB-	<b>BB-</b>
% of portfolio graded as stressed <sup>1,2</sup>	3.89	3.47	<b>3.05</b>
% of portfolio impaired <sup>2</sup>	0.28	0.30	<b>0.10</b>

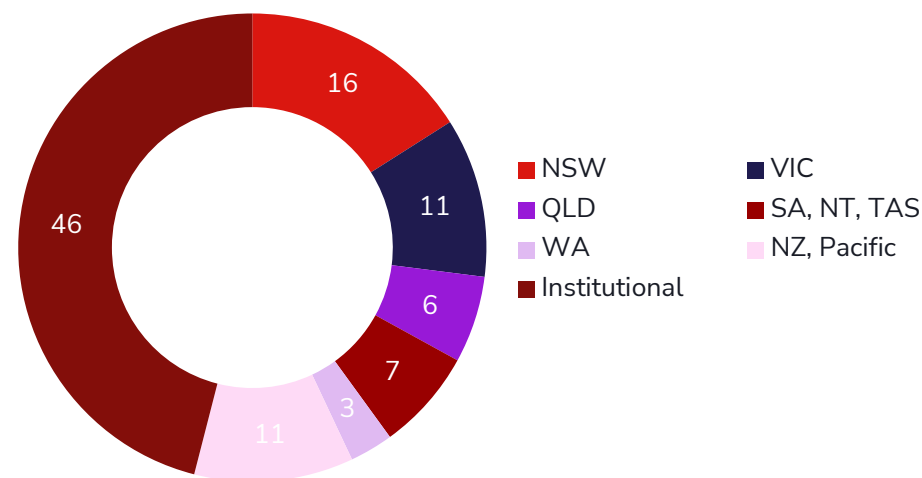
- Office exposure has reduced to 1.4% of Group TCE in Sep-25 from 2.1% in Sep-20
- Concentration to the Office Sector has declined marginally to 19.1% (Aug-25)
- Weighted towards premium, A & B grade office assets in major CBD locations
- Specialist property relationship teams manage all office exposures >\$10m TCE

## S&P equivalent risk grade



1 Includes impaired exposures. 2 Percentage of portfolio TCE.

## Geographic concentration (TCE) (%)





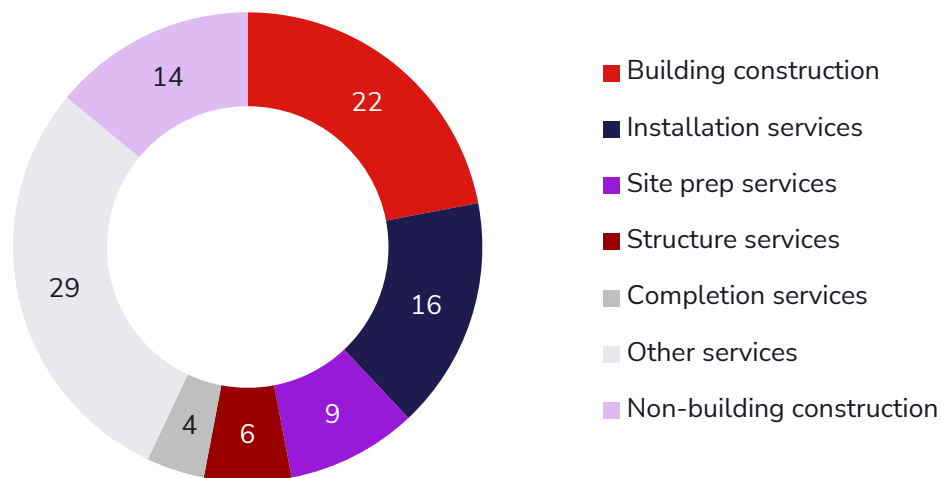
# SECTORS IN FOCUS: CONSTRUCTION

CREDIT QUALITY

## Construction

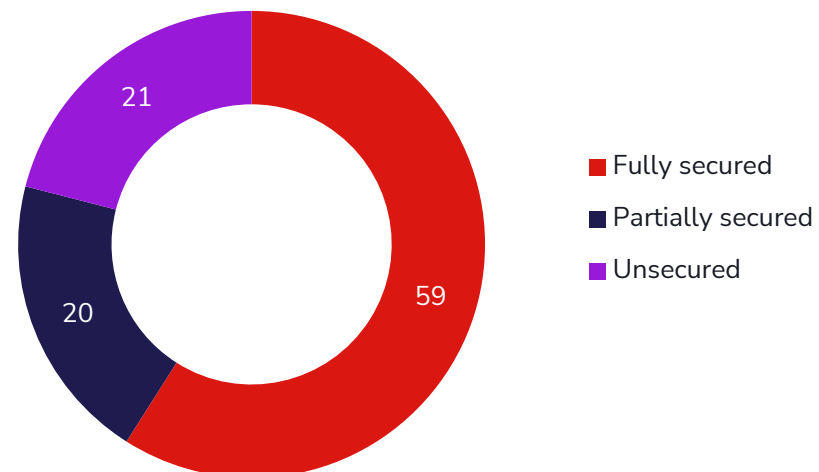
	Sep-24	Mar-25	Sep-25
TCE (\$bn)	13.7	14.0	<b>14.8</b>
% of Group TCE	1.10	1.09	<b>1.13</b>
Lending (\$bn)	8.3	8.6	<b>9.2</b>
% of portfolio graded as stressed <sup>1,2</sup>	4.93	4.79	<b>5.49</b>
% of portfolio impaired <sup>2</sup>	0.72	0.59	<b>0.60</b>

## Portfolio by sub-sector (TCE) (%)

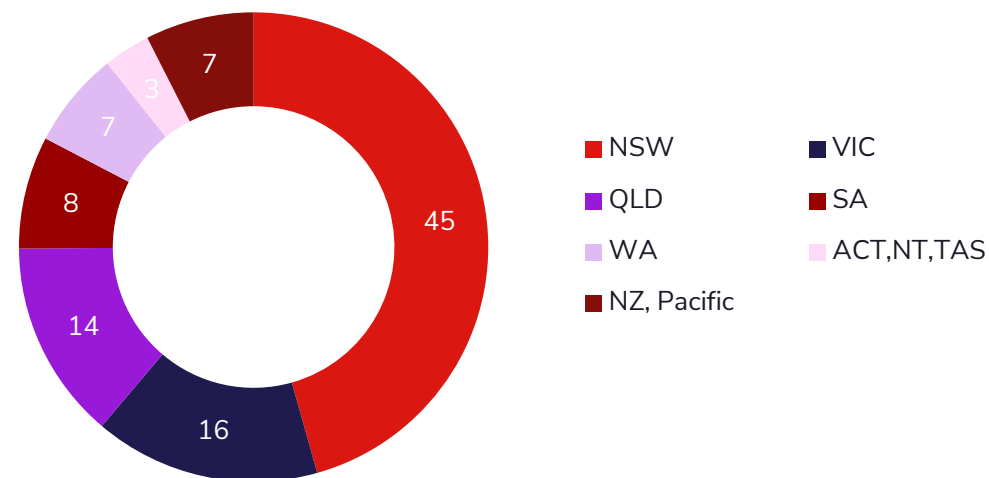


1 Includes impaired exposures. 2 Percentage of portfolio TCE.

## Portfolio security composition (TCE) (%)



## Geographic concentration (TCE) (%)



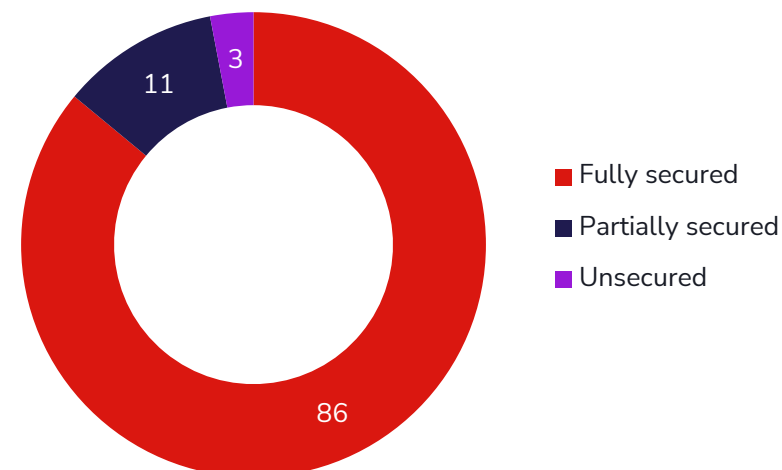
# SECTORS IN FOCUS: ACCOMMODATION, CAFES AND RESTAURANTS

CREDIT QUALITY

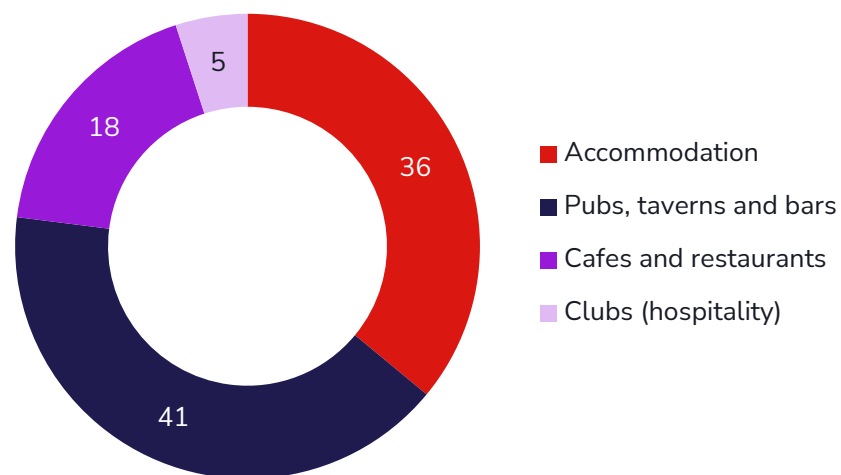
## Accommodation, cafes and restaurants

	Sep-24	Mar-25	Sep-25
TCE (\$bn)	11.7	12.6	13.7
% of Group TCE	0.94	0.98	1.05
Lending (\$bn)	10.2	10.7	11.9
% of portfolio graded as stressed <sup>1,2</sup>	4.08	4.22	3.70
% of portfolio impaired <sup>2</sup>	0.23	0.19	0.18

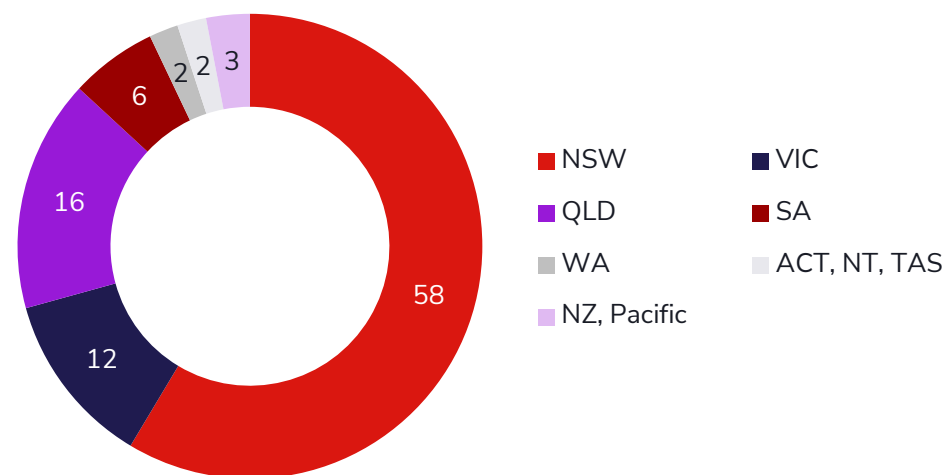
## Portfolio security composition (TCE) (%)



## Portfolio by sub-sector (TCE) (%)



## Geographic concentration (TCE) (%)



1 Includes impaired exposures. 2 Percentage of portfolio TCE.



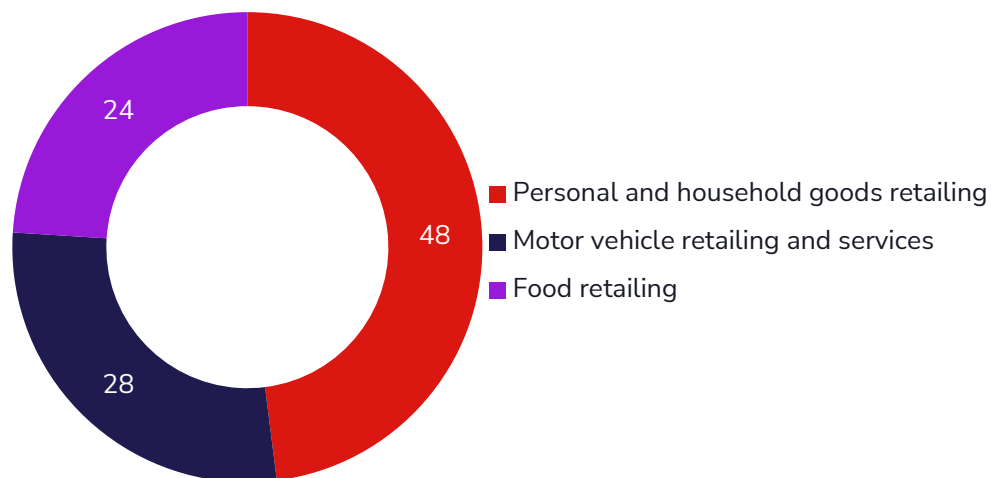
# SECTORS IN FOCUS: RETAIL TRADE

CREDIT QUALITY

## Retail trade

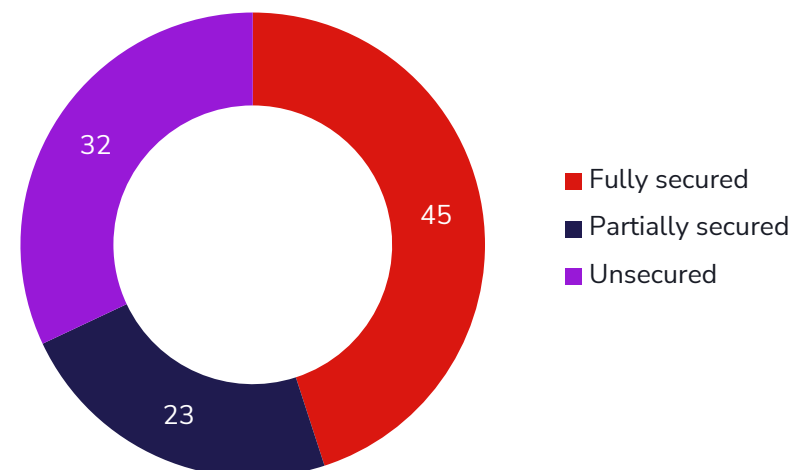
	Sep-24	Mar-25	Sep-25
TCE (\$bn)	12.4	13.6	<b>14.4</b>
% of Group TCE	0.99	1.06	<b>1.10</b>
Lending (\$bn)	8.5	8.8	<b>9.3</b>
% of portfolio graded as stressed <sup>1,2</sup>	6.05	5.78	<b>5.65</b>
% of portfolio impaired <sup>2</sup>	1.21	1.00	<b>1.02</b>

## Portfolio by sub-sector (TCE) (%)

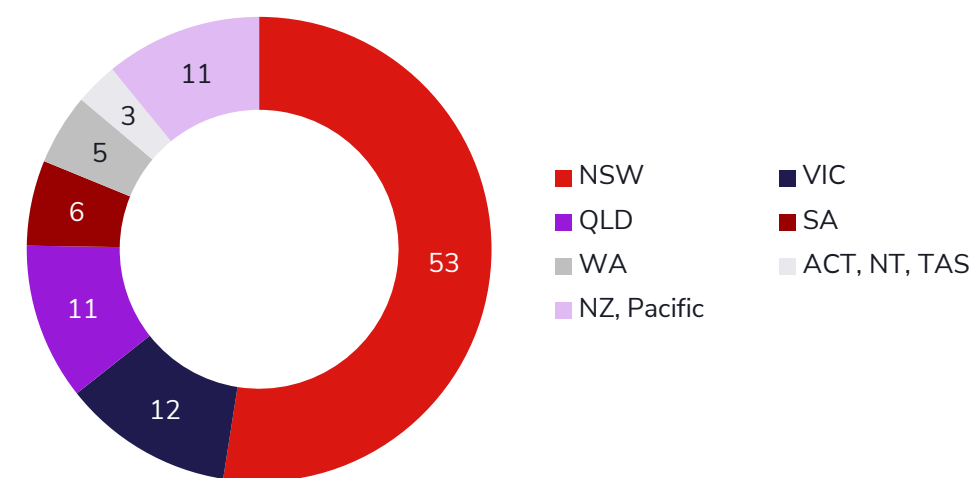


1 Includes impaired exposures. 2 Percentage of portfolio TCE.

## Portfolio security composition (TCE) (%)



## Geographic concentration (TCE) (%)



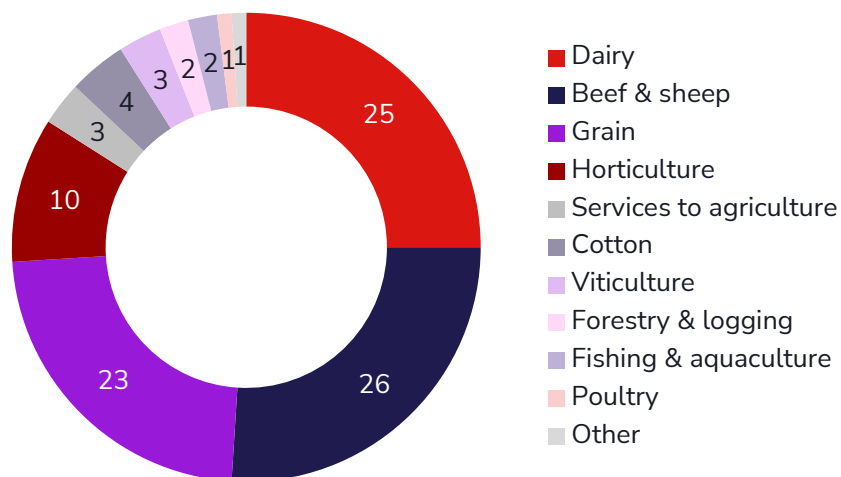
# SECTORS IN FOCUS: AGRICULTURE

CREDIT QUALITY

## Agriculture

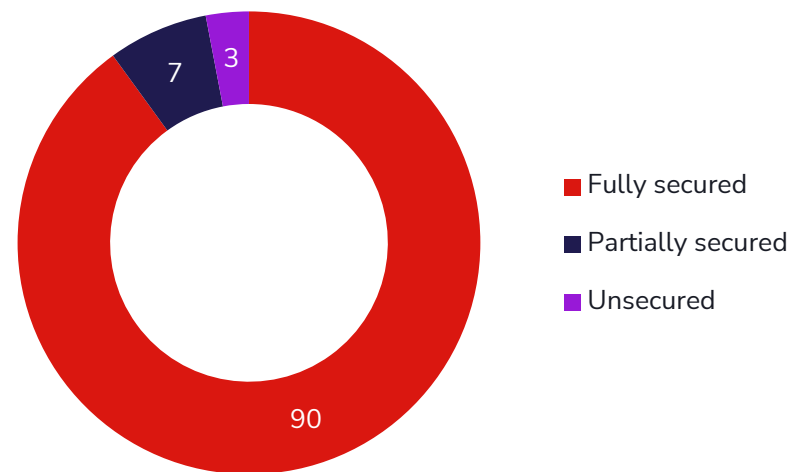
	Sep-24	Mar-25	Sep-25
TCE (\$bn)	25.4	26.9	28.3
% of Group TCE	2.03	2.09	2.17
Lending (\$bn)	22.1	23.0	24.5
% of portfolio graded as stressed <sup>1,2</sup>	5.03	4.42	3.68
% of portfolio impaired <sup>2</sup>	0.48	0.38	0.18

## Portfolio by sub-sector (TCE) (%)

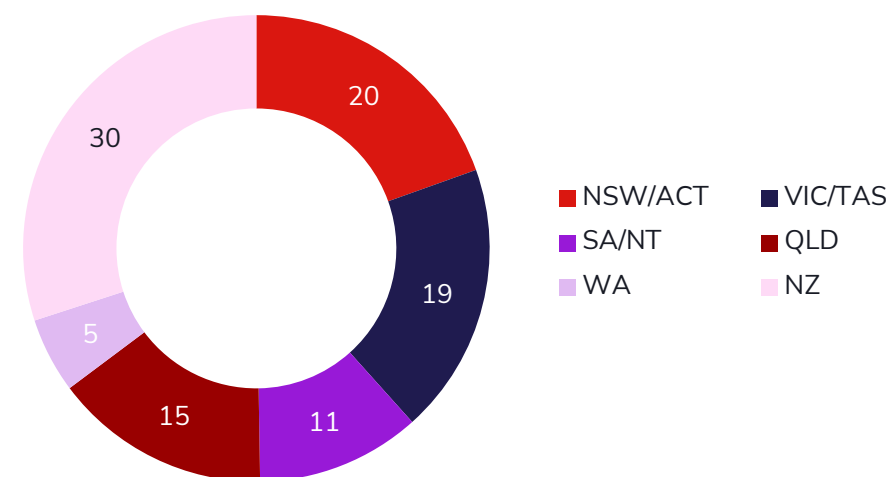


1 Includes impaired exposures. 2 Percentage of portfolio TCE.

## Portfolio security composition (TCE) (%)



## Geographic concentration (TCE) (%)



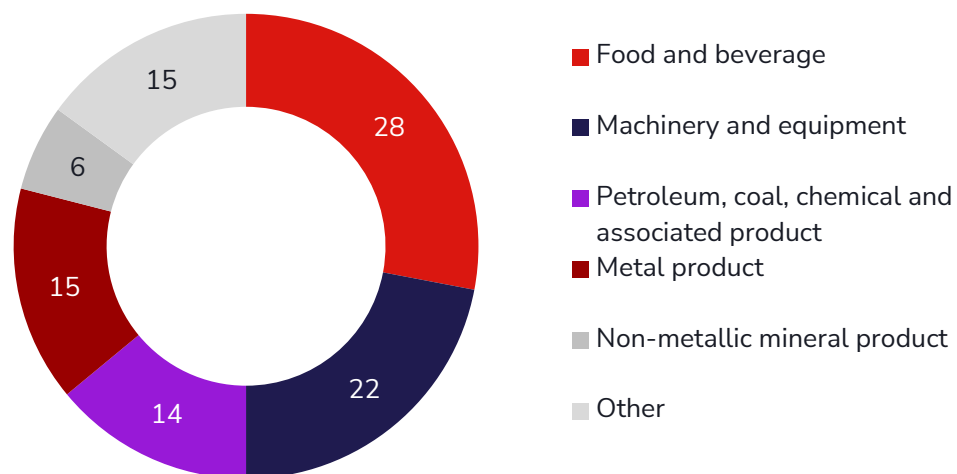
# SECTORS IN FOCUS: MANUFACTURING

CREDIT QUALITY

## Manufacturing

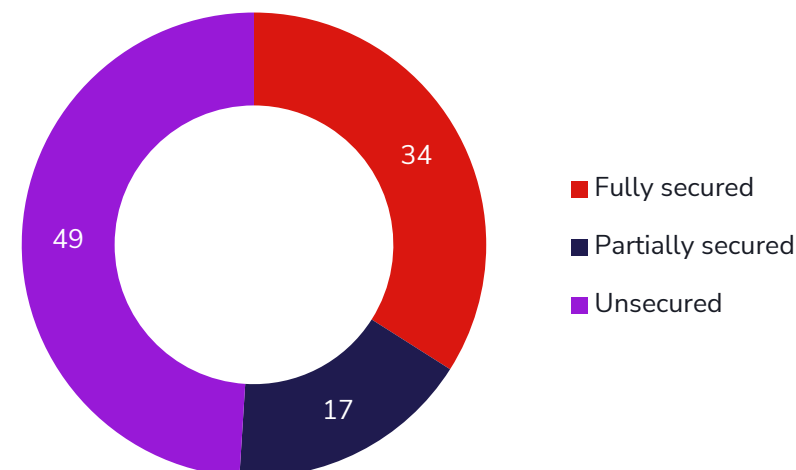
	Sep-24	Mar-25	Sep-25
TCE (\$bn)	25.4	25.8	26.7
% of Group TCE	2.03	2.00	2.04
Lending (\$bn)	12.7	12.7	13.8
% of portfolio graded as stressed <sup>1,2</sup>	4.11	4.21	4.33
% of portfolio in impaired <sup>2</sup>	0.90	0.81	0.74

## Portfolio by sub-sector (TCE) (%)

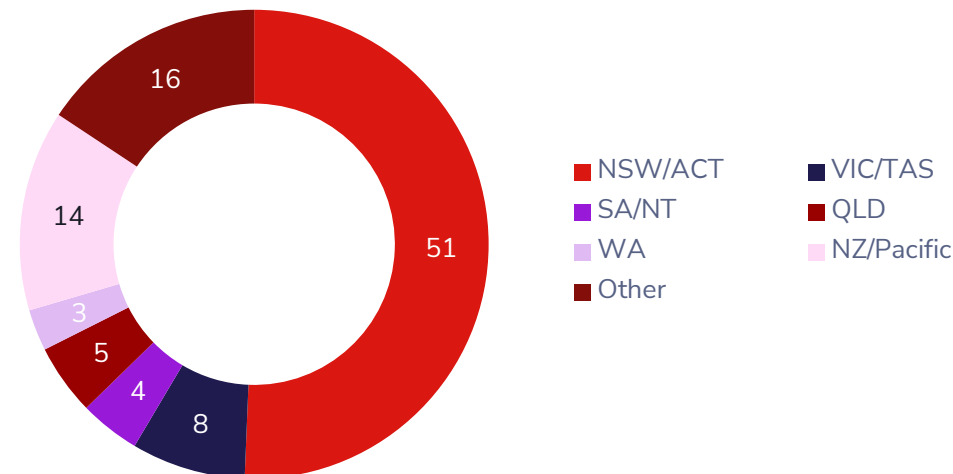


1 Includes impaired exposures. 2 Percentage of portfolio TCE.

## Portfolio security composition (TCE) (%)



## Geographic concentration (TCE) (%)



# AUSTRALIAN MORTGAGE PORTFOLIO COMPOSITION

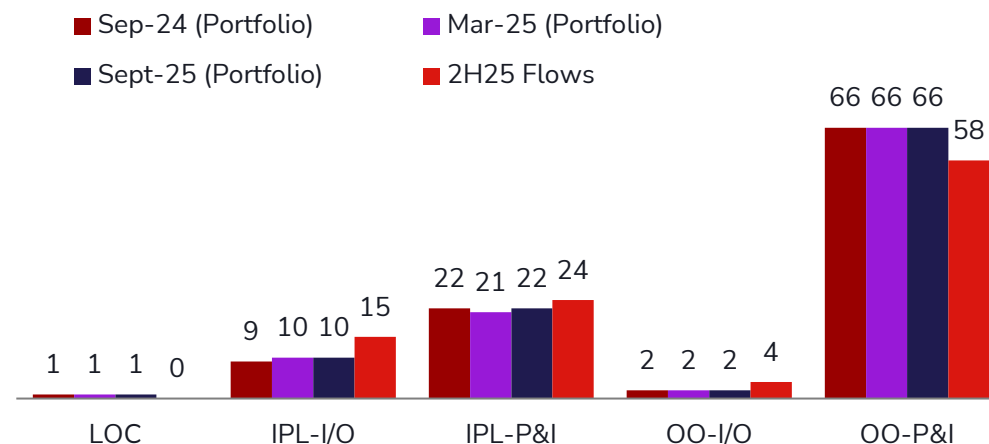
MORTGAGE CREDIT QUALITY

Australian mortgage portfolio	Sep-24 balance	Mar-25 balance	Sep-25 balance	2H24 flow <sup>1</sup>	1H25 flow <sup>1</sup>	2H25 flow <sup>1</sup>
Total portfolio (\$bn)	503.3	510.2	<b>518.7</b>	55.2	54.8	<b>61.0</b>
Owner occupied (OO) (%)	67.9	68.1	<b>67.8</b>	64.0	63.6	<b>60.9</b>
Investment property loans (IPL) (%)	31.1	31.0	<b>31.4</b>	36.0	36.4	<b>39.1</b>
Variable rate / Fixed rate (%)	91/9	95/5	<b>97/3</b>	99/1	99/1	<b>99/1</b>
Interest only (I/O) (%)	11.8	11.8	<b>12.0</b>	17.9	19.1	<b>19.8</b>
Proprietary channel (%)	48.2	46.6	<b>45.1</b>	36.4	32.5	<b>32.7</b>
First home buyer (%)	11.8	12.2	<b>12.5</b>	13.3	10.8	<b>10.0</b>
Mortgage insured (%)	11.7	10.1	<b>8.8</b>	4.5	3.0	<b>2.5</b>

	Sep-24	Mar-25	Sep-25	2H24 flow <sup>1</sup>	1H25 flow <sup>1</sup>	2H25 flow <sup>1</sup>
Average loan size <sup>2</sup> (\$'000)	319	330	<b>343</b>	521	550	<b>563</b>
Customers ahead on repayments including offset account balances (%)						
By accounts	83	84	<b>85</b>			
By balances	80	82	<b>84</b>			

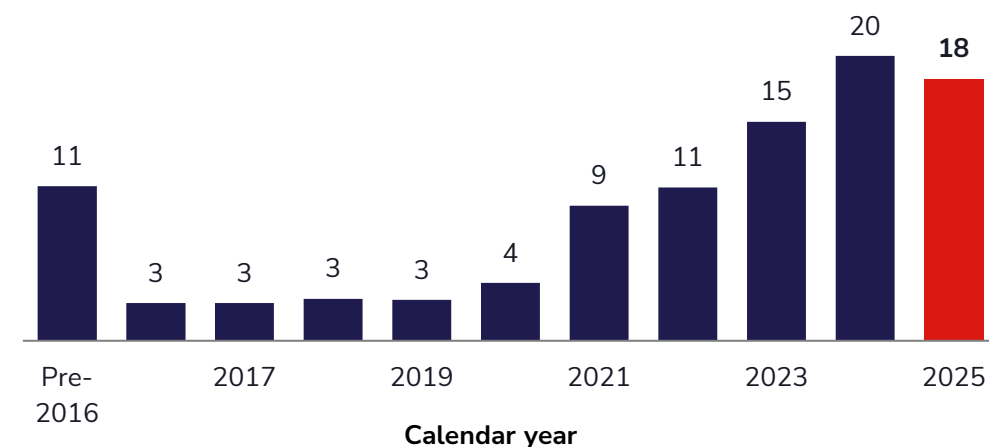
<sup>1</sup> 2H24 flow is new mortgages settled in the 6 months ended 30 September 2024. 1H25 flow is new mortgages settled in the 6 months ended 31 March 2025. 2H25 flow is new mortgages settled in the 6 months ended 30 September 2025. <sup>2</sup> Includes amortisation. Calculated at account level, where split loans represent more than one account.

## By product and repayment type (%)



Charts may not add to 100 due to rounding.

## By year of origination (% of total book)



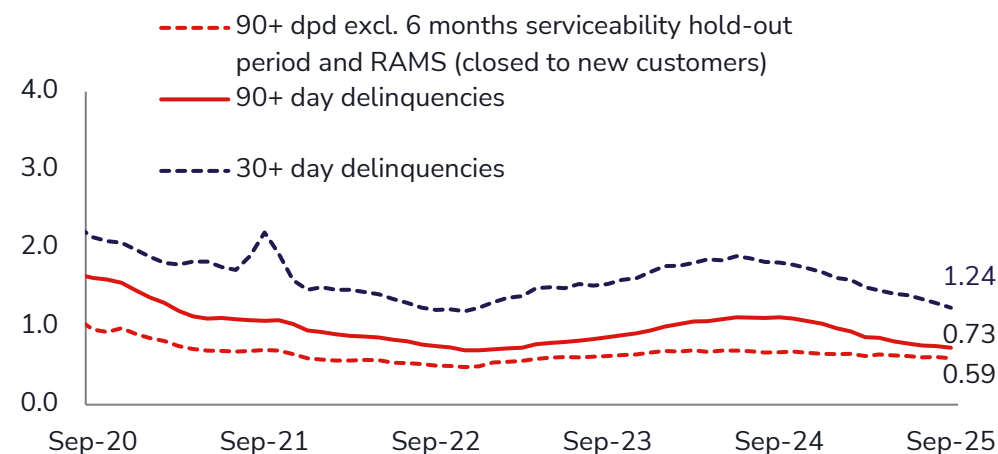
# AUSTRALIAN MORTGAGE PORTFOLIO PERFORMANCE

MORTGAGE CREDIT QUALITY

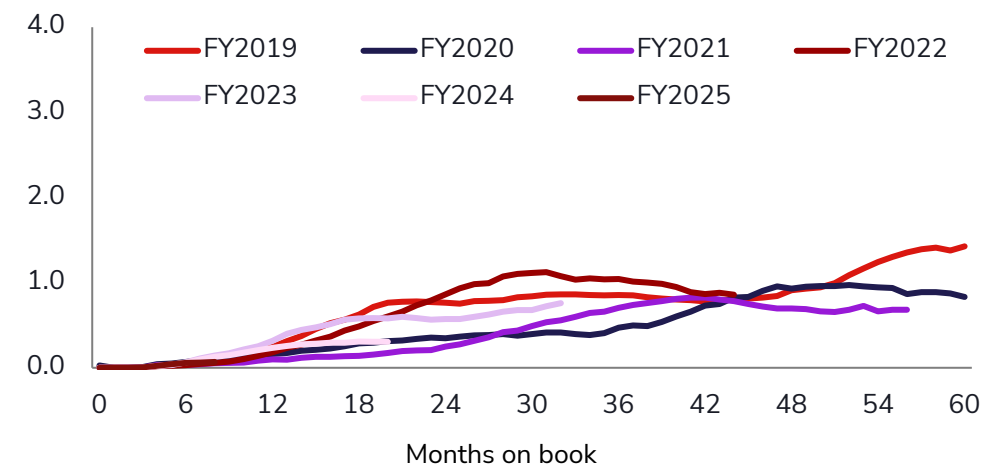
Australian mortgage portfolio	Sep-24	Mar-25	Sep-25
90+ day delinquencies (bps):			
Total portfolio <sup>1</sup> inc. impaired mortgages	112	86	<b>73</b>
Owner occupied loans	115	84	<b>68</b>
Investment property loans	99	85	<b>79</b>
Principal & interest loans	115	88	<b>71</b>
Interest only loans	69	54	<b>64</b>
First home buyers	120	89	<b>72</b>
30+ day delinquencies total portfolio (bps)	182	150	<b>124</b>
	Sep-24	Mar-25	Sep-25
Customers in hardship <sup>2</sup> inc. 6 months serviceability hold-out period (by balances, bps)	114	76	<b>53</b>
Consumer properties in possession (number)	201	176	<b>154</b>
Impaired mortgages (by balances, bps)	10	11	<b>11</b>
Mortgage losses net of insurance (\$m, for 6 months ending)	23	15	<b>22</b>
Annual mortgage loss rate <sup>3</sup> (bps)	0.9	0.6	<b>0.7</b>

1 Total portfolio includes Line of Credit loans. 2 Financial hardship assistance is available to customers experiencing temporary financial difficulty, including changes in income due to illness, a relationship breakdown or natural disasters. Hardship assistance often takes the form of a reduction or deferral of repayments for a short period. The 6 months serviceability hold-out period requirement was removed for new commercial hardships from September 2024. 3 Mortgage loss rates for March balances are annualised, based on losses for the 6 months. Mortgage loss rates for September are actual losses for the 12 months ending. 4 Delinquencies have been restated from 1 April 2025 to include \$170m of matured loans.

## 30+ day and 90+ day delinquencies<sup>4</sup> (%)



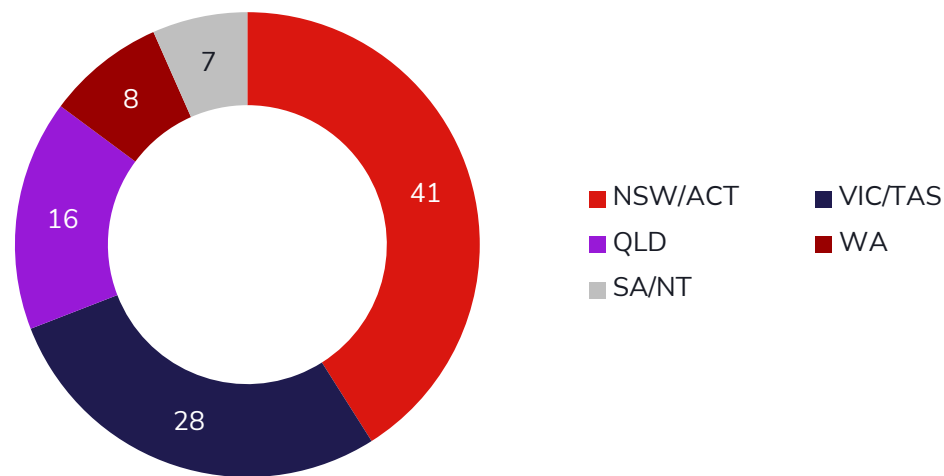
## 90+ day delinquencies by vintage (%)



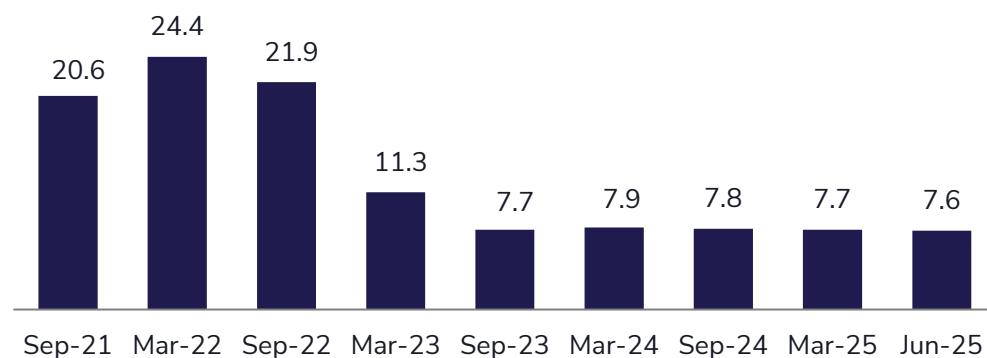
# AUSTRALIAN MORTGAGE PORTFOLIO COMPOSITION AND PERFORMANCE

MORTGAGE CREDIT QUALITY

## Portfolio by State (%)

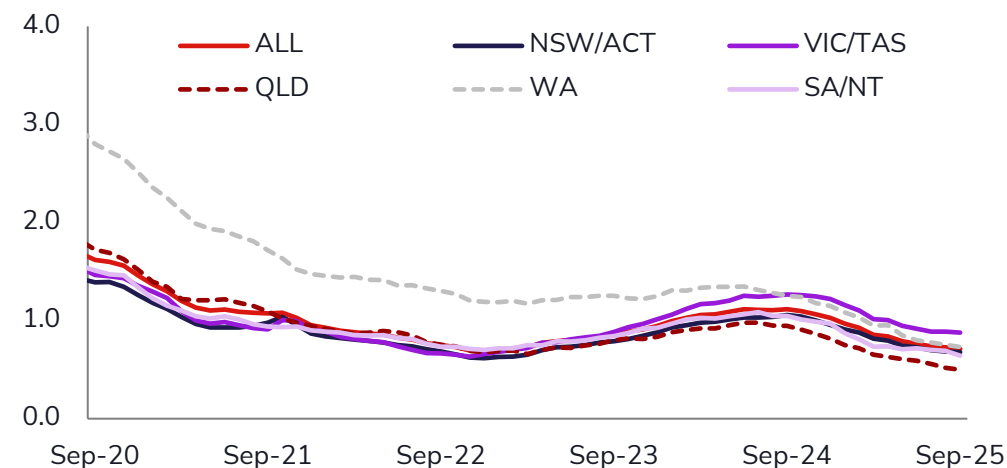


## Debt-to-income $\geq 6x$ at origination (%)

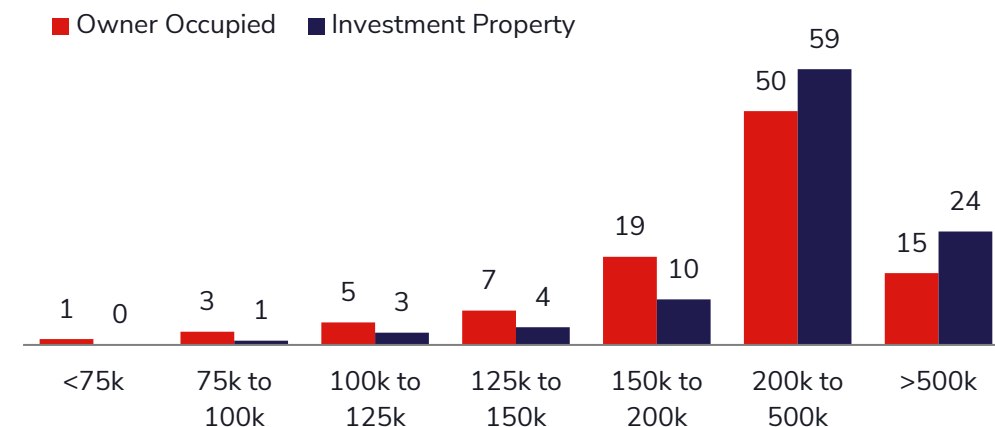


Charts may not add due to rounding.

## 90+ day delinquencies by State (%)



## Applicant gross income band (2H25 drawdowns, % by approved limits)





# AUSTRALIAN MORTGAGE PORTFOLIO LOAN-TO-VALUE RATIOS (LVRs) AND OFFSET ACCOUNTS

MORTGAGE CREDIT QUALITY

## Loan-to-value ratios (%)

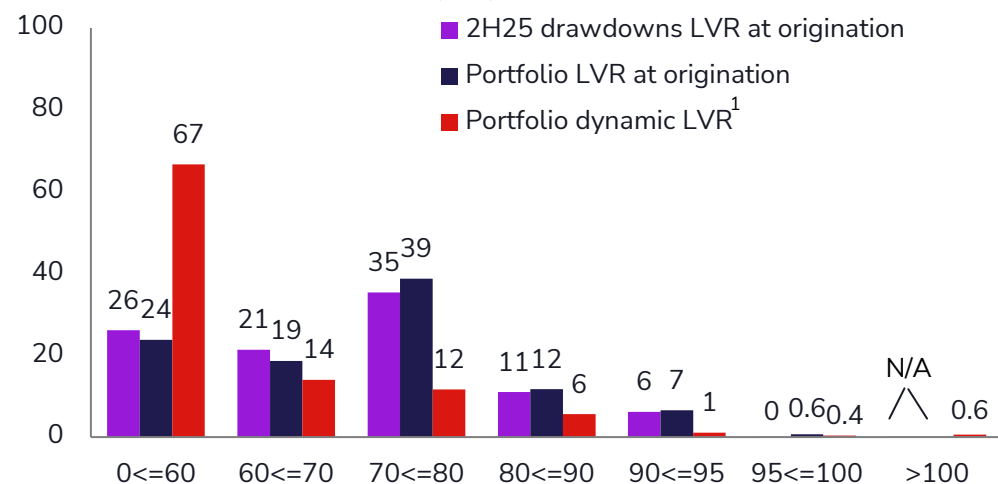


Chart may not add to 100 due to rounding.

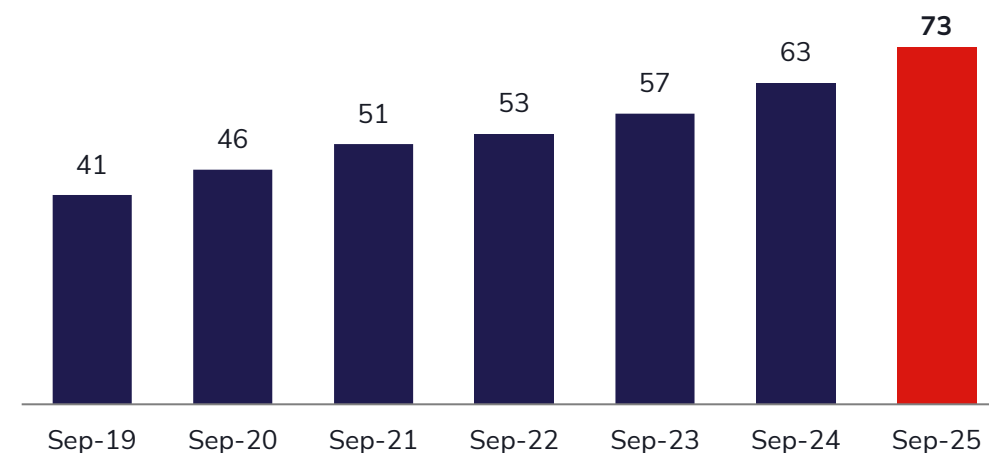
Australian mortgage portfolio LVRs		Sep-24 balance	Mar-25 balance	Sep-25 balance
Weighted averages²	LVR at origination (%)	71	71	71
	Dynamic LVR¹ (%)	49	49	48
	LVR of new loans³ (%)	70	69	69

1 Dynamic LVR is the loan-to-value ratio taking into account the current loan balance, changes in security value, offset account balances and other loan adjustments. Property valuation source Cotality. 2 Weighted average LVR calculation considers size of outstanding balances. 3 Average LVR of new loans is on rolling 6 months.

## Serviceability assessment creates a buffer for borrowers

- Loans are assessed at the higher of:
  - The customer rate, including any life-of-loan discounts, plus the serviceability buffer of 3.0%; or
  - The minimum assessment rate, called the “floor rate”, currently 5.05%
- A serviceability buffer of 1.0% may be applied on an exceptions basis for certain customers seeking to refinance their loan, subject to eligibility criteria including LVR, bureau score and repayment amounts
- Interest only (I/O) loans:** Assessed based on the residual principal and interest (P&I) term using the applicable P&I rate, plus a 3.0% buffer
- New fixed rate loans:** Assessed on the variable rate to which the loan will revert after the fixed period, plus a buffer

## Offset account balances (\$bn)

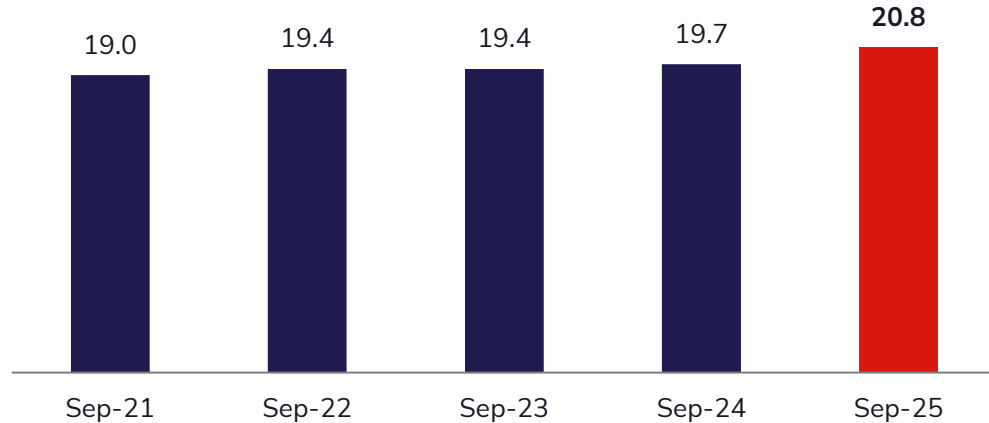


# AUSTRALIAN MORTGAGE PORTFOLIO REPAYMENT BUFFERS

MORTGAGE CREDIT QUALITY

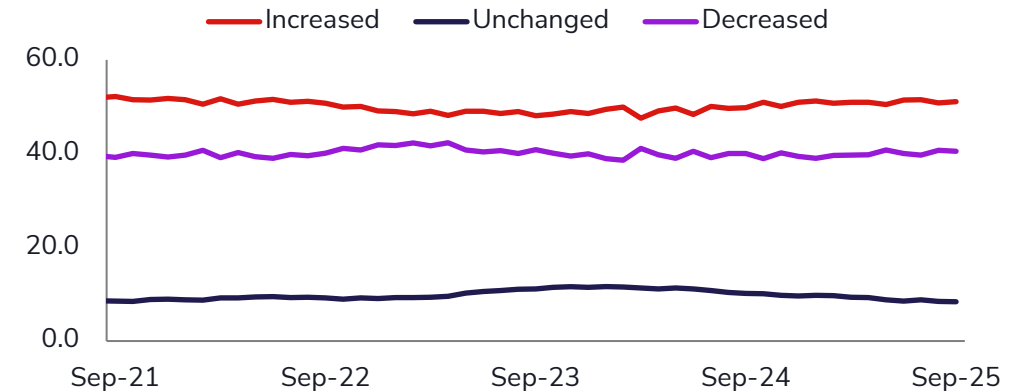
## Buffer to balance ratio<sup>1</sup> (%)

Buffer = current limit – outstanding balance + offset balance



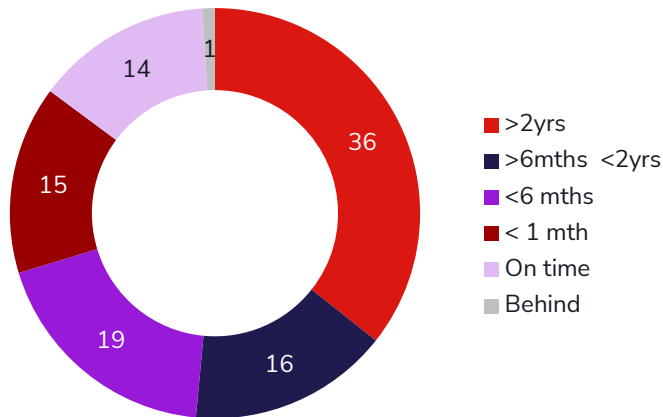
## Changes in customer buffers<sup>1</sup> (%)

Owner-occupied variable rate customers change in buffer over 12 months (by balances)

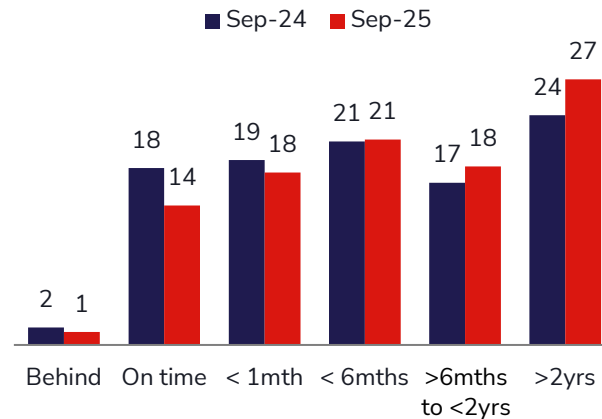


## Customers ahead on repayments<sup>2</sup>

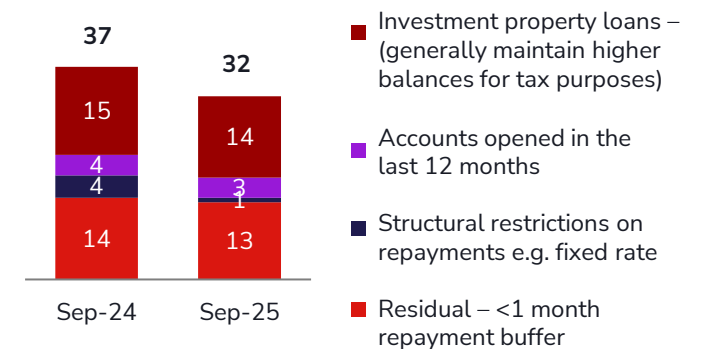
(% by accounts)



(% by balances)



Loans 'on time' and <1mth ahead



Charts may not add due to rounding.

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

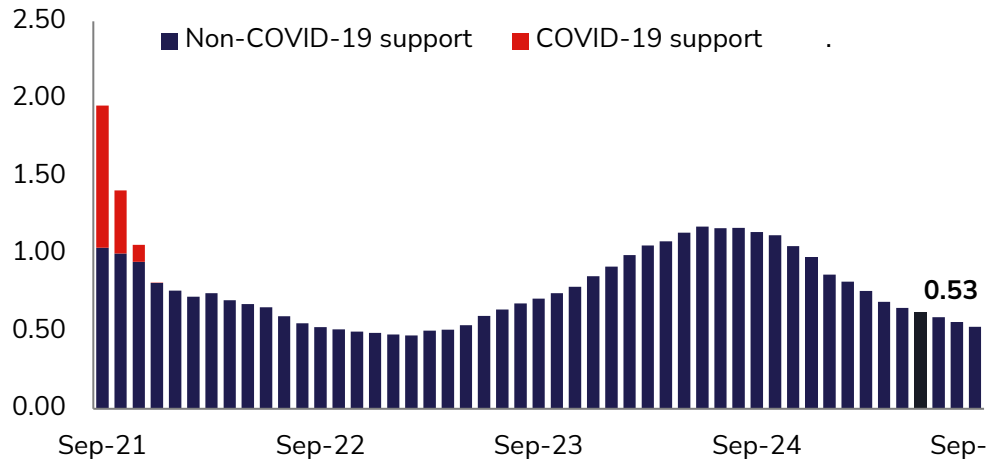


## Credit policy at September 2025

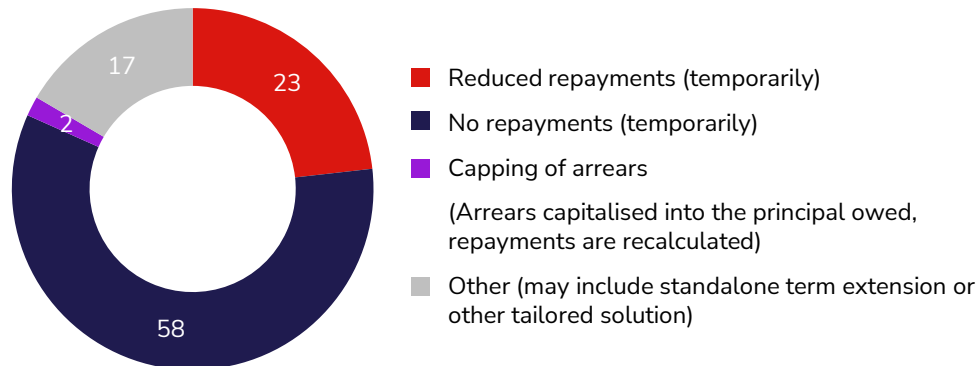
<b>Income</b>	<ul style="list-style-type: none"> <li>• Verified via payslips, tax returns or salary credits, with other supporting documentation such as PAYG payment summaries or ATO Income Statements (minimum standards apply)</li> <li>• Shading of at least 20% applies to less certain income sources i.e. overtime, bonuses</li> </ul>
<b>Credit Score &amp; Credit Bureau</b>	<ul style="list-style-type: none"> <li>• Bespoke application scorecards segmented by new and existing customers</li> <li>• Credit and score override rates tracked and capped</li> <li>• Credit bureau checks required</li> </ul>
<b>Expenses</b>	<ul style="list-style-type: none"> <li>• Assessed as the higher of a borrower's declared expenses or HEM<sup>1</sup> comparable expenses plus any expenses that are not comparable to HEM (e.g. private school fees, life insurance)</li> <li>• HEM is applied by income bands, post settlement postcode location, marital status and dependants</li> <li>• 17 expense categories used, aligned with Melbourne Institute guidelines and LIXI standards</li> </ul>
<b>Serviceability assessment</b>	<p>For serviceability assessment, loans are assessed at the higher of:  The customer interest rate, including any life-of-loan discounts, plus the serviceability buffer of 3.0%, or  The minimum assessment rate, called the "floor rate", currently 5.05%</p> <ul style="list-style-type: none"> <li>• A serviceability buffer of 1.0% may be applied on an exceptions basis for certain customers seeking to refinance their loan, subject to eligibility criteria including LVR, bureau score and repayment amounts</li> <li>• For I/O loans, serviceability is assessed on a P&amp;I basis over the residual term</li> <li>• New fixed rate loans assessed on the variable rate to which the loan will revert after fixed period, plus a buffer</li> <li>• All existing customer commitments are verified</li> <li>• Review Westpac Group accounts and Comprehensive Credit Reporting (CCR) to identify customer commitments</li> <li>• Limits apply to higher debt-to-income lending; &gt;7x referred for manual credit assessment where LVR &gt;80%</li> <li>• Credit card repayments assessed at 3.8% of limit or balance whichever is higher</li> </ul>
<b>Genuine savings deposit requirements</b>	<ul style="list-style-type: none"> <li>• Minimum 5% proof of genuine savings for higher LVR loans (typically LVR &gt;90% or &gt;80% for Home Guarantee Scheme Loans). Any Home Owner Grants are not considered genuine savings</li> </ul>
<b>Security</b>	<ul style="list-style-type: none"> <li>• LVR restrictions apply depending on location, property value and nature of security</li> <li>• Restrictions on high-density apartments based in postcode defined areas, generally capital city CBD's and properties in towns heavily reliant on a single industry, e.g. mining, tourism</li> </ul>
<b>LMI</b>	<ul style="list-style-type: none"> <li>• Mortgage insurance for higher risk loans, such as LVRs &gt;80%. Special package policy waivers apply for certain professionals and Westpac Group staff</li> </ul>

<sup>1</sup> HEM is the Household Expenditure Measure, produced by the Melbourne Institute.

## Hardship<sup>1</sup> balances (% of portfolio)



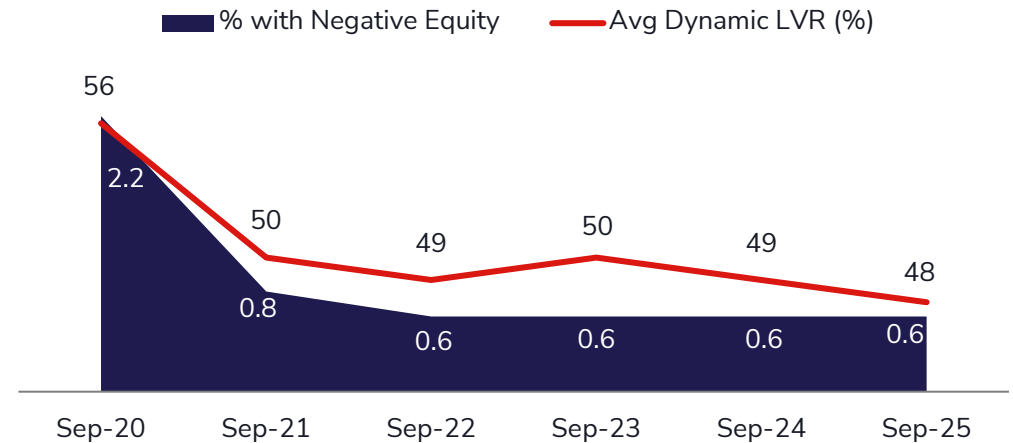
## Hardship<sup>1</sup> balances by support solution (% FY25 new hardship accounts)



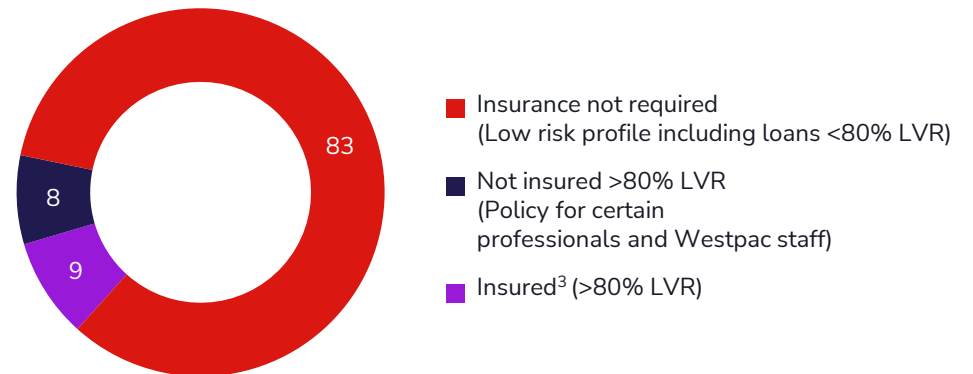
Charts may not add due to rounding.

1 Financial hardship assistance is available to customers experiencing temporary financial difficulty, including changes in income due to illness, a relationship breakdown or natural disasters. 2 In 2H21 Westpac Lender's Mortgage Insurance Limited was sold to Arch Capital Group. Westpac has entered into a 10-year exclusive supply agreement for Arch to provide lenders mortgage insurance to the Group. 3 Includes loans where LMI applies to >70% LVR loans, for example, single industry towns.

## Average dynamic LVR and negative equity



## Total Portfolio by insurance profile<sup>2</sup> (%)

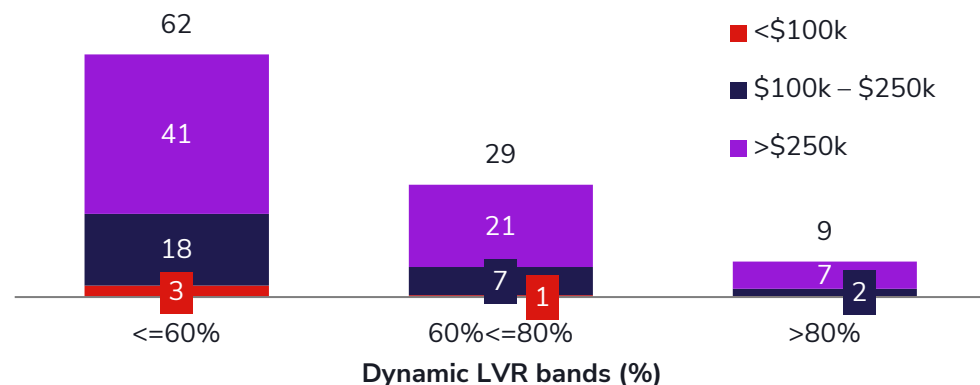


# AUSTRALIAN MORTGAGE PORTFOLIO INTEREST ONLY AND INVESTMENT PROPERTY LENDING

MORTGAGE CREDIT QUALITY

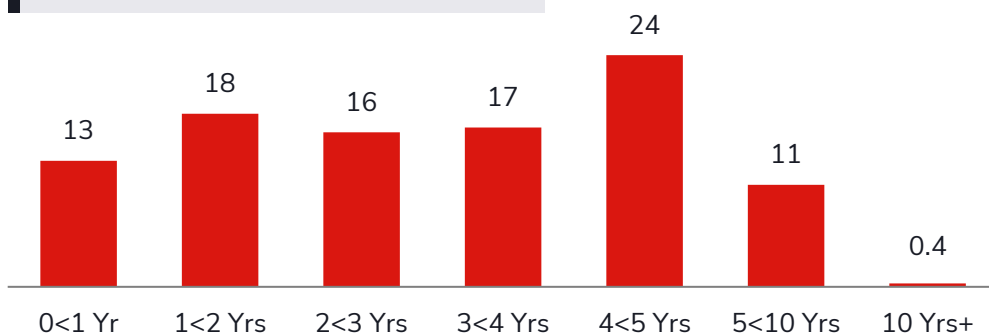
## Interest only (I/O) lending by dynamic LVR and income bank (% of total I/O lending)

Applicant gross income bands



## Scheduled I/O term expiry<sup>1</sup> (% of total I/O loans)

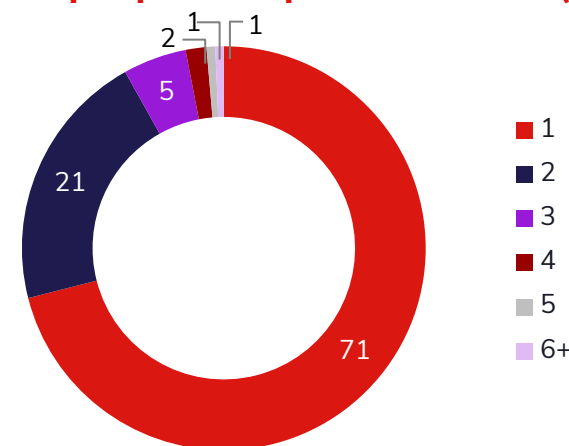
I/O portfolio \$62bn (12.0% of portfolio)  
at 30 September 2025



Charts may not add due to rounding

1 Based on outstanding balance. Excludes line of credit loans and I/O loans without date (including bridging loans and loans with construction purpose). 2 Dynamic LVR is the loan-to-value ratio taking into account the current loan balance, changes in security value, offset account balances and other loan adjustments. Property valuation source Cotality. 3 Includes amortisation. Calculated at account level where split loans represent more than one account. 4 Customer loans ahead on payments exclude equity/line of credit products as there are no scheduled principal payments.

## Investment property portfolio by number of properties per customer (%)



Investment property lending (IPL) portfolio		Sep-24	Mar-25	Sep-25
Investment property loans (\$bn)		155	158	163
Weighted averages	LVR of IPL loans at origination (%)	70	70	70
	LVR of new IPL loans in the period (%)	70	70	69
	Dynamic LVR <sup>2</sup> of IPL loans (%)	48	49	48
Average loan size <sup>3</sup> (\$'000)		351	360	374
Customers ahead on repayments including offset accounts <sup>4</sup> (%)		70	72	74
90+ day delinquencies (bps)		99	85	79
Annualised loss rate (net of insurance claims) (bps)		1.5	1.2	1.1

# AUSTRALIAN CONSUMER FINANCE

CREDIT QUALITY

## Australian consumer finance portfolio (\$bn)<sup>1</sup>

	Sep-24	Mar-25	Sep-25
Lending (\$bn)	8.5	8.5	8.4
As a % of Group loans	1.0	1.0	1.0
30+ day delinquencies (%)	2.40	2.55	2.18
90+ day delinquencies (%)	1.23	1.30	1.13

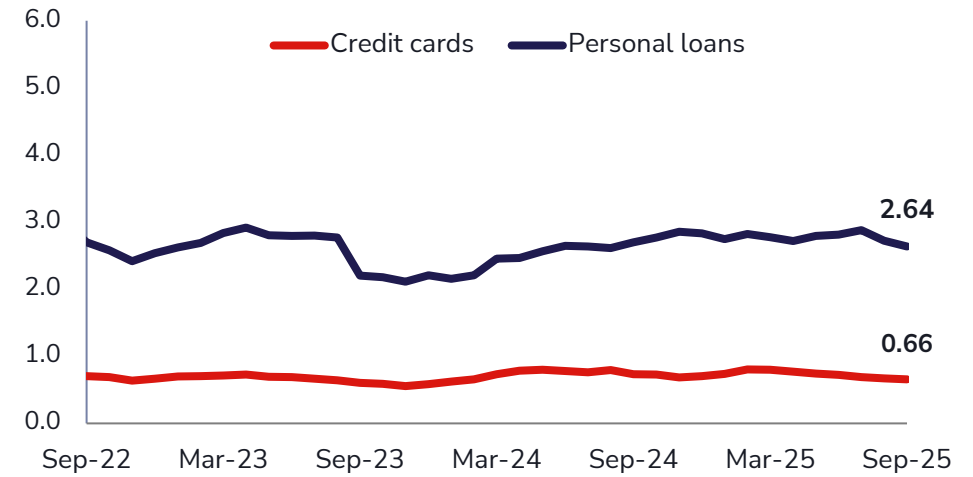
## Australian consumer finance portfolio<sup>1</sup>

■ Sep-24 ■ Mar-25 ■ Sep-25

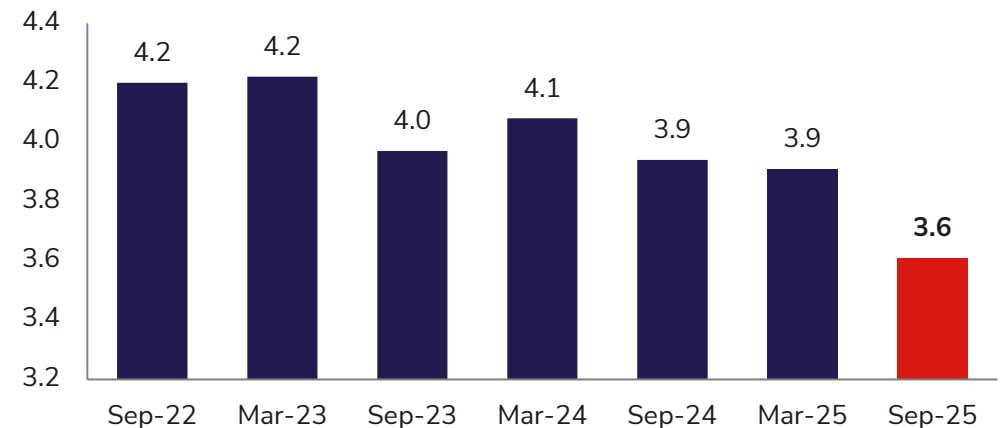


1 Excludes margin lending and auto finance (sold in 1H25). 2 Minimum repayment over at least six consecutive months. Minimum repayment defined as ≤5% of each month's statement cycle balance.

## Australian consumer finance 90+ delinquencies (%)



## Credit card accounts paying minimum repayment (%)<sup>2</sup>



# NEW ZEALAND CREDIT QUALITY

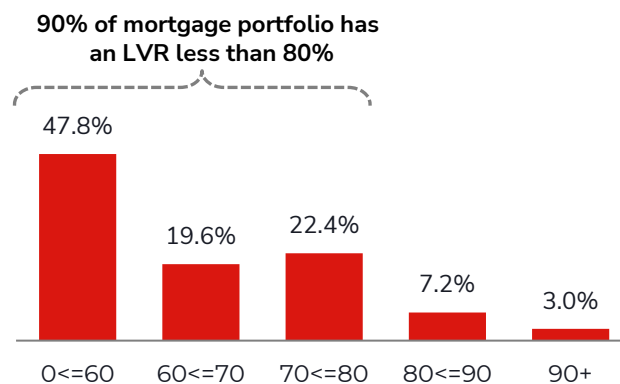
NEW ZEALAND CREDIT QUALITY

Mortgage portfolio	Sep-24	Sep-25
Total portfolio (NZ\$bn) <sup>1</sup>	68.0	<b>71.3</b>
Owner occupied (%)	74.4	<b>74.3</b>
Investment property loans (IPL) (%)	25.6	<b>25.7</b>
Broker introduced (%)	53.8	<b>56.7</b>
Proprietary channel (%)	46.2	<b>43.3</b>
Fixed/ variable split (%)	89/11	<b>88/12</b>
Interest only (I/O) (%)	15.5	<b>14.7</b>
Loan to Value Ratio (LVR) 80<=90	6.0	<b>7.2</b>
LVR >90%	2.6	<b>3.0</b>
Mortgage 90+ day delinquencies (%)	0.49	<b>0.46</b>
Mortgage 30+ day delinquencies (%)	0.96	<b>0.88</b>
Unsecured consumer portfolio (NZ\$bn) <sup>2</sup>	1.2	<b>1.2</b>

## Mortgage 90+ day delinquencies<sup>3</sup> (%)



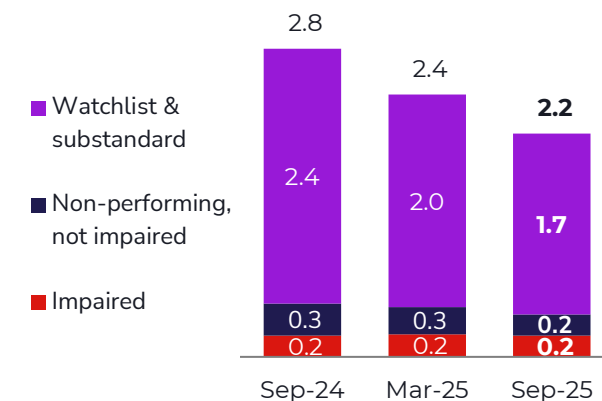
## Mortgage portfolio LVR<sup>4</sup> (% of portfolio)



## Unsecured consumer 90+ day delinquencies<sup>3</sup> (%)



## Business stressed exposures to business TCE (%)<sup>5</sup>



1. Mortgage portfolio indicates gross loans. 2. Unsecured consumer portfolio indicates outstanding balance. 3. In May-19 we made changes to the reporting of customers in hardship to align to the method used by APRA. 4. LVR based on current loan property value at latest credit event. 5. Chart may not add due to rounding.





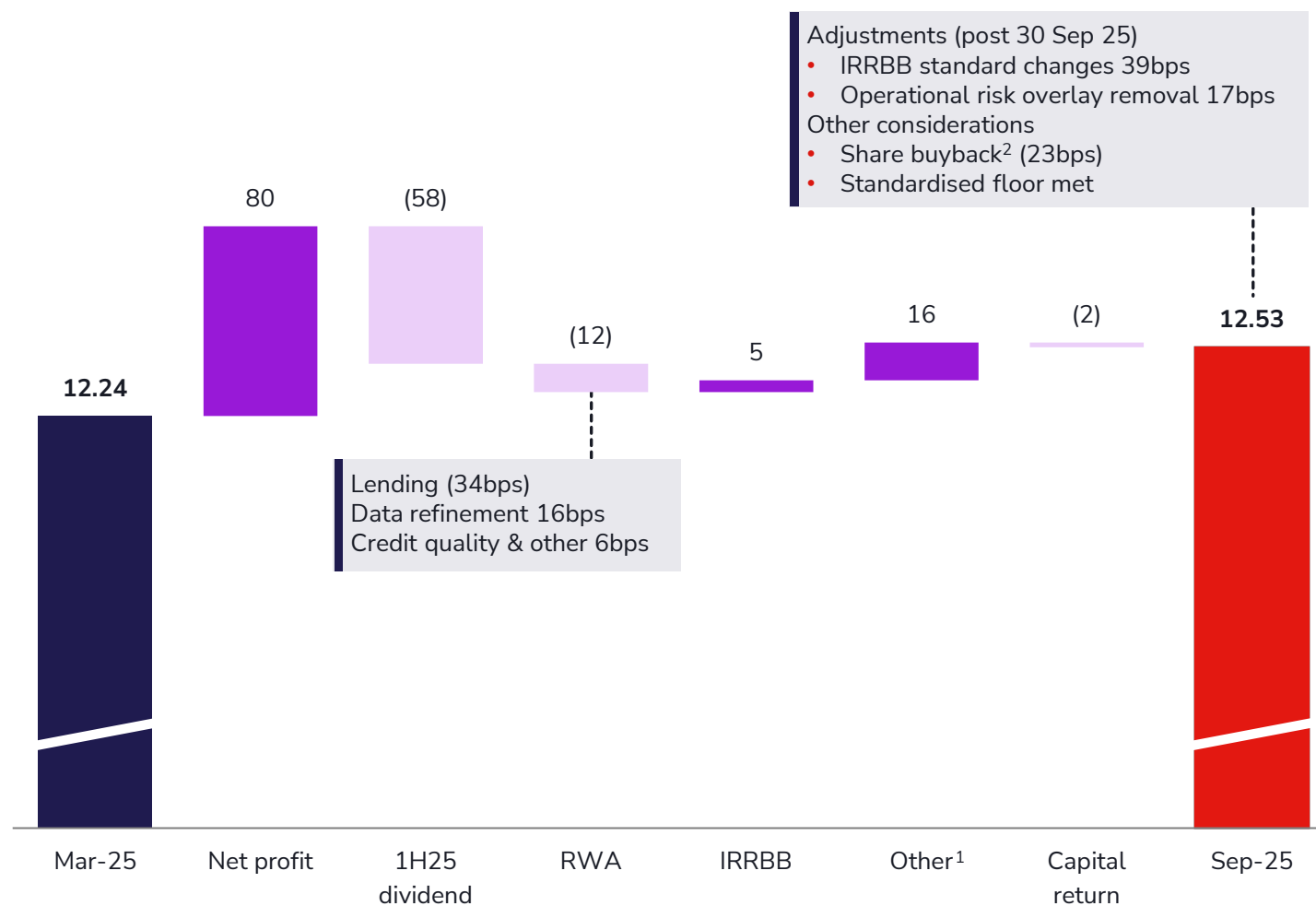
# **CAPITAL, FUNDING AND LIQUIDITY**



# CET1 CAPITAL RATIO 12.53%

CAPITAL, FUNDING AND LIQUIDITY

## Level 2 CET1 capital ratio movements (% , bps)



Key capital ratios <sup>3</sup> (%)	Sep-24	Mar-25	Sep-25
<b>Level 2 CET1 capital ratio</b>	12.5	12.2	<b>12.5</b>
Additional Tier 1 capital ratio	2.3	2.3	<b>1.9</b>
Tier 1 capital ratio	14.8	14.5	<b>14.4</b>
Tier 2 capital ratio	6.6	7.1	<b>7.2</b>
Total regulatory capital ratio	21.4	21.6	<b>21.7</b>
Risk weighted assets (RWA) (\$bn)	437	449	<b>450</b>
Leverage ratio	5.3	5.2	<b>5.1</b>
<b>Level 1 CET1 capital ratio</b>	12.7	12.5	<b>12.7</b>
<b>Internationally comparable ratios<sup>4</sup></b>			
Leverage ratio (internationally comparable)	5.8	5.7	<b>5.5</b>
CET1 capital ratio (internationally comparable)	18.3	18.2	<b>18.3</b>

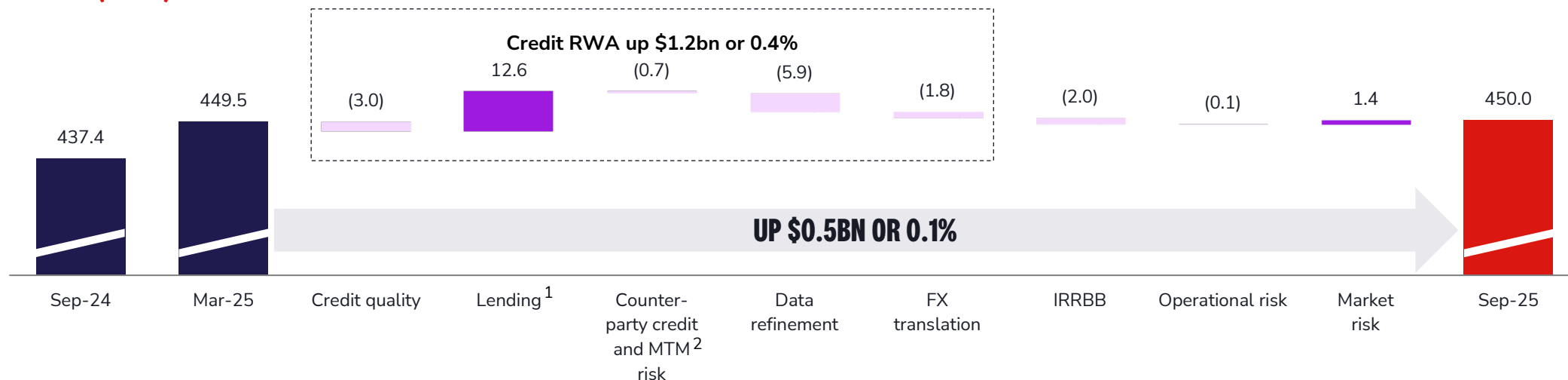
<sup>1</sup> Capital deductions and other items including FX translation impacts. <sup>2</sup> Includes remaining on market share buyback previously announced in Nov-23, May-24 and Nov-24. <sup>3</sup> Table may not add due to rounding.

<sup>4</sup> Internationally comparable methodology references the Australian Banking Association (ABA) study on the comparability of APRA's capital framework and finalised reform released on 10 March 2023.

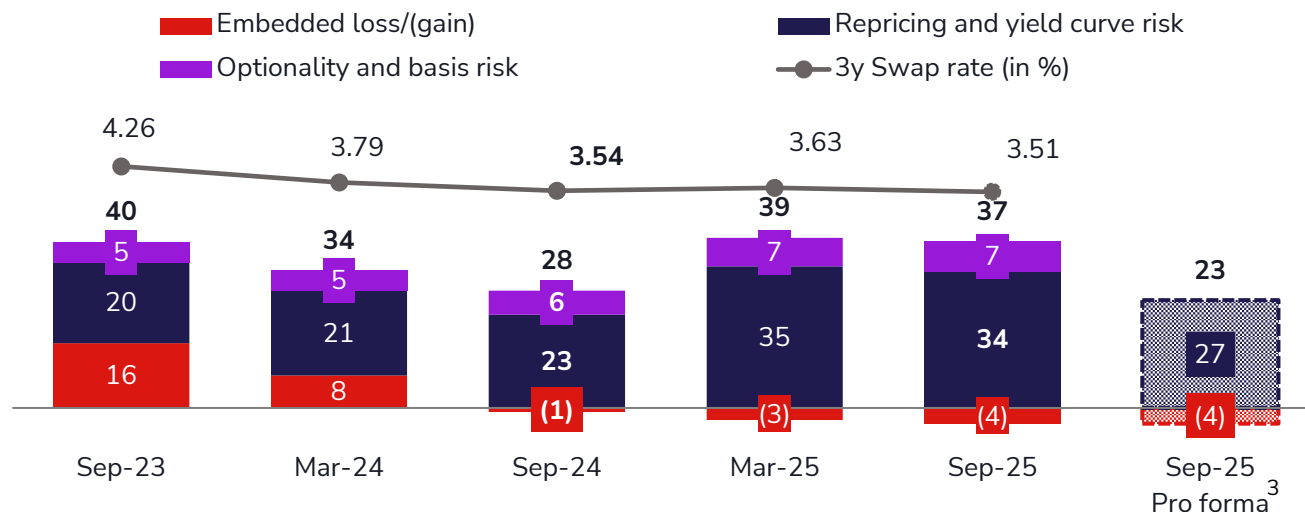
# RISK WEIGHTED ASSETS

CAPITAL, FUNDING AND LIQUIDITY

## RWA (\$bn)



## IRRBB RWA (\$bn)



## Changes impacting IRRBB RWA

- \$14bn reduction in RWA following implementation of the revised APS 117, effective 1 October 2025
- Use of the modelled 5-year core deposit duration for regulatory purposes contributed \$7.8bn and a further \$6.2bn reduction from changes to the treatment of optionality and basis risk and other methodology changes
- A level of volatility in IRRBB will remain due to new capital considerations when determining the size and composition of our replicating portfolios

This page contains 'forward-looking statements' and statements of expectation. Please refer to the disclaimer on page 125.





1 Includes other assets, securitisation exposures in the banking book and settlement risk. 2 Mark to market. 3 Based on the revised APS117 standard.

Chart may not add due to rounding



# REGULATORY CAPITAL CHANGES

CAPITAL, FUNDING AND LIQUIDITY

Implementation	Change	Details	Expected impact on the Group's Total Capital
1 Oct 2025	APS117 – IRRBB	<ul style="list-style-type: none"> <li>APRA's revised APS 117 – IRRBB came into effect on 1 October 2025. The revised requirements include implementation of APRA's reaccreditation outcomes for Westpac's IRRBB models</li> <li>Reporting under the revised standard will be reflected in the 31 December 2025 Pillar 3 report</li> </ul>	Refer to page 78
1 Jan 2026	Loss Absorbing Capacity (LAC)	<ul style="list-style-type: none"> <li>Total capital ratio requirement:                             <ul style="list-style-type: none"> <li>– Current 16.75%</li> <li>– 1 January 2026 18.25%</li> </ul> </li> </ul>	
1 Jan 2027	Additional Tier 1 Capital	<ul style="list-style-type: none"> <li>AT1 capital instruments will be phased out. The changes will impact the CET1 minimum, CET1 buffers and Tier 2 requirements. There is no overall increase in total capital requirements for banks</li> <li>APRA has also proposed changes to the leverage ratio, large exposures and related entity limits, which will see these calculations based on CET1 capital rather than Tier 1 capital</li> </ul>	
Expected in 2027	APS116 – Market Risk	<ul style="list-style-type: none"> <li>APRA is yet to commence consultation on Fundamental Review of the Trading Book</li> </ul>	
Review decision expected Dec 2025	RBNZ Capital Review	<ul style="list-style-type: none"> <li>In August 2025, the RBNZ released a consultation paper outlining potential amendments to the prudential framework and is seeking feedback from deposit takers (including WNZL). Proposed changes will impact standardised risk weightings, CET1 minimum, CET1 buffers, Tier 2 requirements and Total Capital Requirements</li> <li>The RBNZ is expected to make its final decisions in December 2025 with the implementation timeline to be announced in the first quarter of the 2026 calendar year</li> </ul>	

This page contains 'forward looking statements'. Please refer to the disclaimer on page 125.



# INTERNATIONALLY COMPARABLE CAPITAL RATIO RECONCILIATION<sup>1</sup>

CAPITAL, FUNDING AND LIQUIDITY

APRA's capital requirements are more conservative than those of the Basel Committee on Banking Supervision (BCBS), leading to lower reported capital ratios by Australian banks. The following details the adjustments and how Westpac's APRA CET1 capital ratio aligns to an internationally comparable ratio:

<b>Westpac's CET1 capital ratio (APRA basis)</b>		<b>12.5</b>
<b>Equity investments</b>	Balances below prescribed threshold are risk weighted, compared to a 100% CET1 deduction under APRA's requirements	0.0
<b>Deferred tax assets</b>	Balances below prescribed threshold are risk weighted, compared to a 100% CET1 deduction under APRA's requirements	0.6
<b>Capitalised expenses</b>	APRA requires these items to be deducted from CET1. The BCBS only requires exposures classified as intangible assets under relevant accounting standards to be deducted from CET1	0.6
<b>Interest rate risk in the banking book (IRRBB)</b>	APRA requires capital to be held for IRRBB. The BCBS does not have a Pillar 1 capital requirement for IRRBB	1.4
<b>RWA scaling factor</b>	APRA applies a scaling factor to all Advanced IRB <sup>2</sup> credit RWAs. The BCBS does not apply this scalar	0.9
<b>Property finance</b>	APRA applies an additional scaling factor to property finance RWA. The BCBS does not apply this scalar	0.5
<b>Residential mortgages</b>	APRA applies scaling factors to mortgage RWAs for higher risk segments such as interest only and investor mortgages and applies a standardised risk weight to certain mortgages. The BCBS does not apply this treatment	1.6
<b>Non-retail Loss Given Default (LGD)</b>	Non-retail LGD's under the Foundation IRB (F-IRB) and Advanced IRB approaches differ from the BCBS	(0.3)
<b>New Zealand</b>	APRA requires New Zealand RWAs to be largely calculated in accordance with the RBNZ rules. The RBNZ rules are more conservative than BCBS	0.5
<b>Internationally comparable CET1 capital ratio</b>		<b>18.3</b>
<b>Internationally comparable Tier 1 capital ratio</b>		<b>20.8</b>
<b>Internationally comparable total regulatory capital ratio</b>		<b>30.3</b>

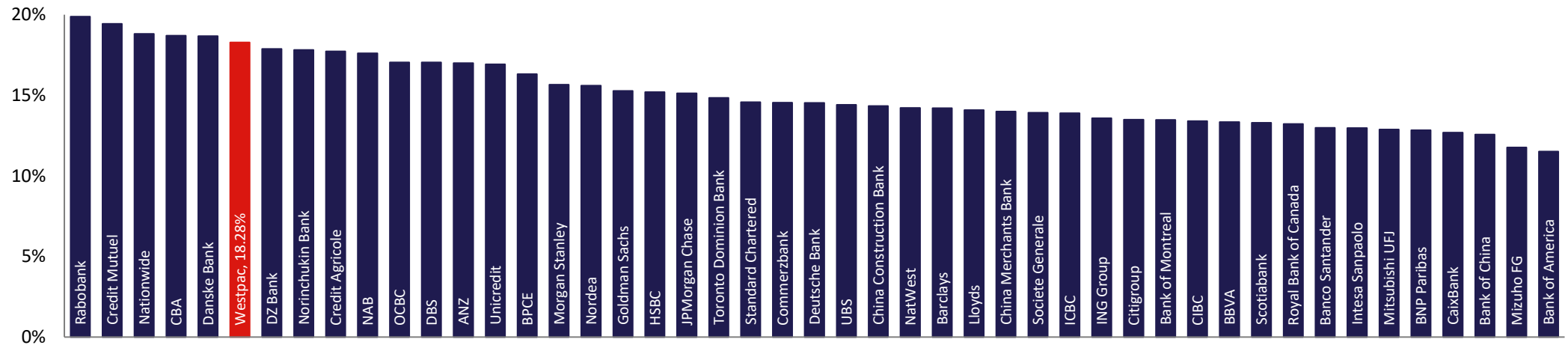
<sup>1</sup> Internationally comparable methodology references the ABA study on the comparability of APRA's capital framework and finalised reform released on 10 March 2023. <sup>2</sup> Internal ratings-based approach (IRB).



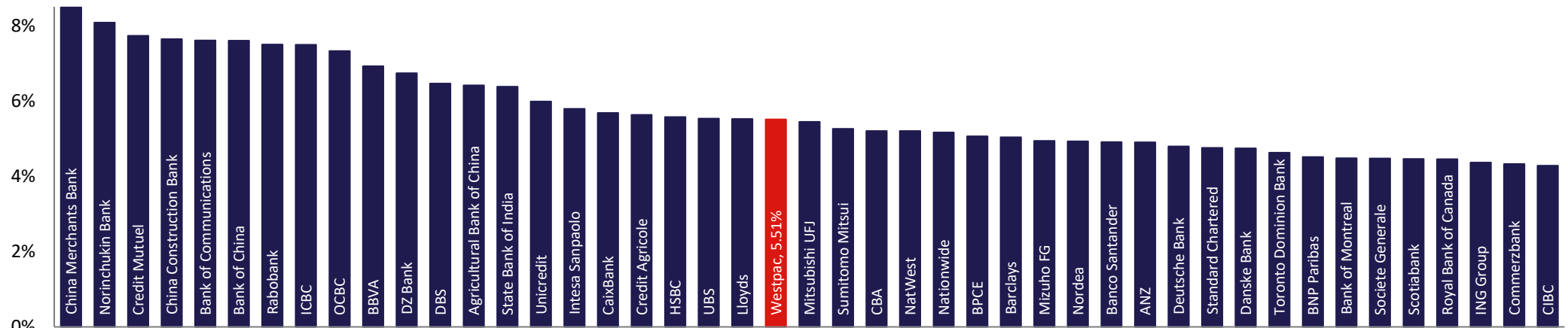
# WELL PLACED ON INTERNATIONALLY COMPARABLE<sup>1</sup>

CAPITAL, FUNDING AND LIQUIDITY

## Common equity tier 1 ratio (%)



## Leverage ratio (%)



<sup>1</sup> Comparison group comprises listed commercial banks with assets in excess of A\$700bn and which have disclosed fully implemented Basel III ratios or provided enough to estimate. Based on company reports/presentations. Ratios are at 30 June 2025, except for National Australia Bank and ANZ which are at 31 March 2025, Royal Bank of Canada, Bank of Montreal, CIBC, Toronto Dominion Bank, Scotiabank as at 31 July 2025 and Westpac is at 30 September 2025. Where accrued expected dividends have been deducted and disclosed, these have been added back for comparability. US banks are excluded from leverage ratio analysis due to business model differences, for example from loans sold to US Government sponsored enterprises. NAB has not disclosed an internationally comparable leverage ratio since September 2017 and has therefore been excluded.



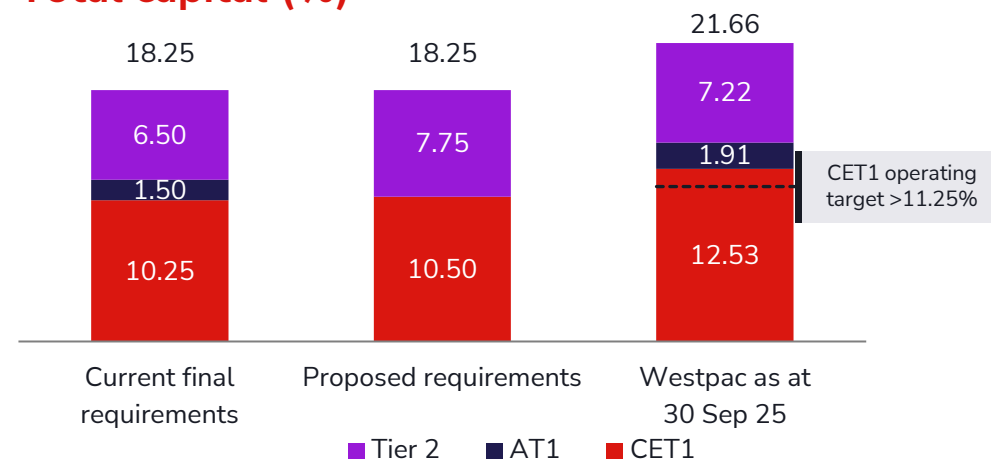
# APRA TO PHASE OUT AT1 CAPITAL INSTRUMENTS

CAPITAL, FUNDING AND LIQUIDITY

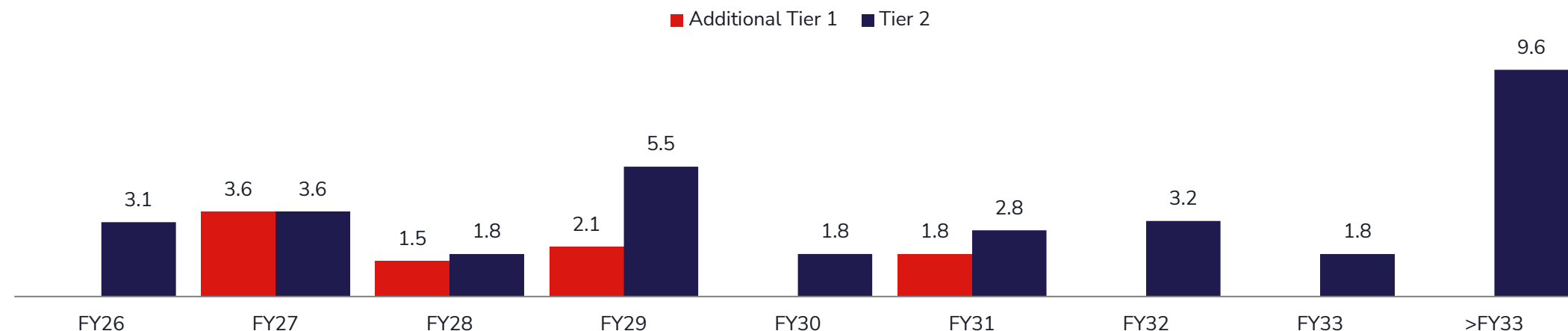
## Changes to capital<sup>1</sup>

- In December 2024, APRA confirmed it would proceed to phase out AT1
- The 1.5% of AT1 capital will be replaced with 1.25% of Tier 2 capital and 0.25% of CET1 capital, effective 1 January 2027
- In response, the CET1 operating target has been revised to a post dividend CET1 capital ratio of above 11.25% in normal operating conditions
- AT1 instruments will be eligible as Tier 2 capital from 1 January 2027 until their scheduled first call date
- Westpac AT1 instruments would reach their first scheduled optional redemption dates by 2031 at the latest
- Westpac expects the replacement of AT1 securities with CET1 capital and Tier 2 capital securities over the transition period to be manageable<sup>1</sup>

## Total capital (%)



## Additional Tier 1 and Tier 2 Maturity Profile<sup>2</sup> (Notional Amount, A\$bn)



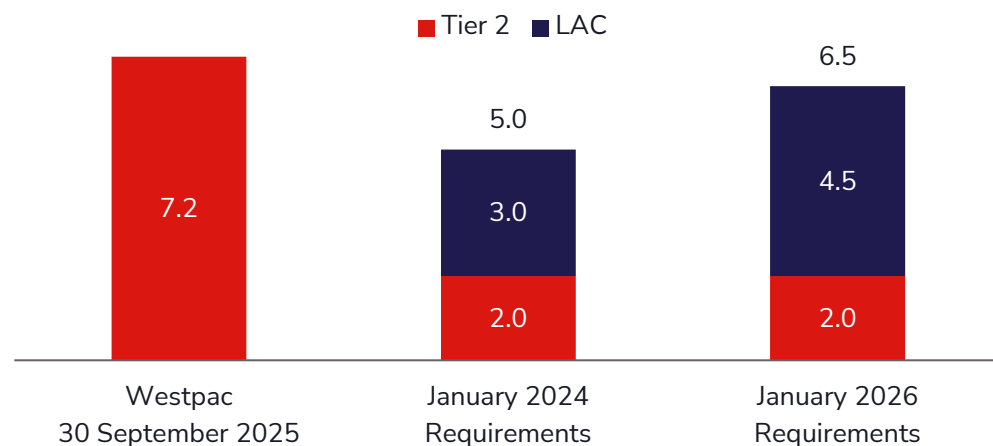
<sup>1</sup> This page contains 'forward looking statements'. Please refer to the disclaimer on page 125. <sup>2</sup> Includes Westpac New Zealand Limited (WNZL). WNZL Tier 2 does not count for APRA Tier 2 or LAC requirements. WNZL AT1 also does not count for APRA AT1 requirements. Represents A\$ equivalent notional amount using spot FX translation at 30 September 2025 for redemptions/maturities. Securities in bullet format are profiled to maturity date, adjusted for any capital amortisation. Securities in callable format are profiled to the first call date. Securities in 11 non-call 10 format are profiled to the call date, adjusted for any capital amortisation. Any early redemption of capital securities would be subject to prior written approval from APRA, which may or may not be provided.



# TIER 2 CAPITAL AND LAC

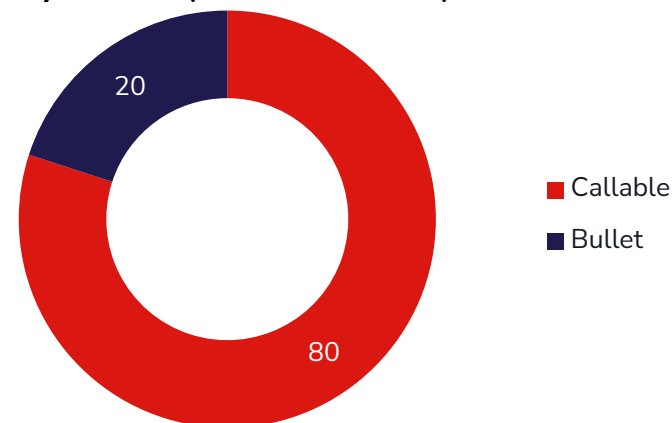
CAPITAL, FUNDING AND LIQUIDITY

## Loss-absorbing capacity (LAC) (% of RWA)

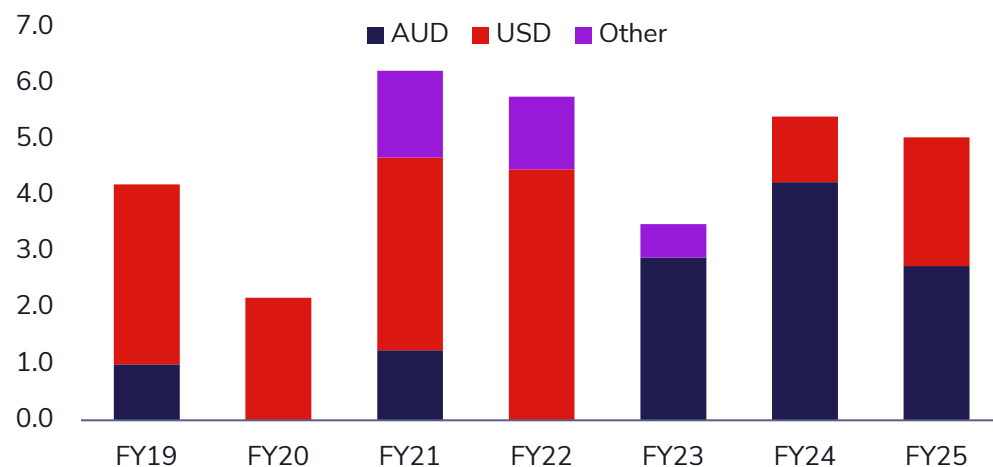


## Tier 2 capital outstanding (%)

By format<sup>1</sup> (notional amount)

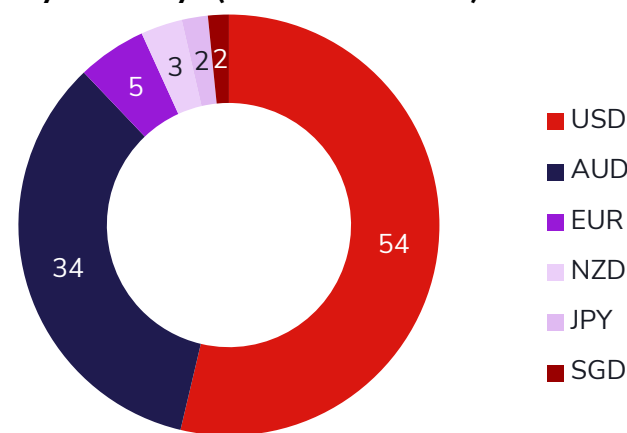


## Tier 2 capital issuance by currency<sup>1</sup> (\$bn)



## Tier 2 capital outstanding (%)

By currency<sup>1</sup> (notional amount)



<sup>1</sup> Includes Westpac New Zealand Limited (WNZL). WNZL Tier 2 does not count for APRA Tier 2 or LAC requirements. Represents A\$ equivalent notional amount using spot FX translation at date of issue for issuance and spot FX translation at 30 September 2025 for capital outstanding.

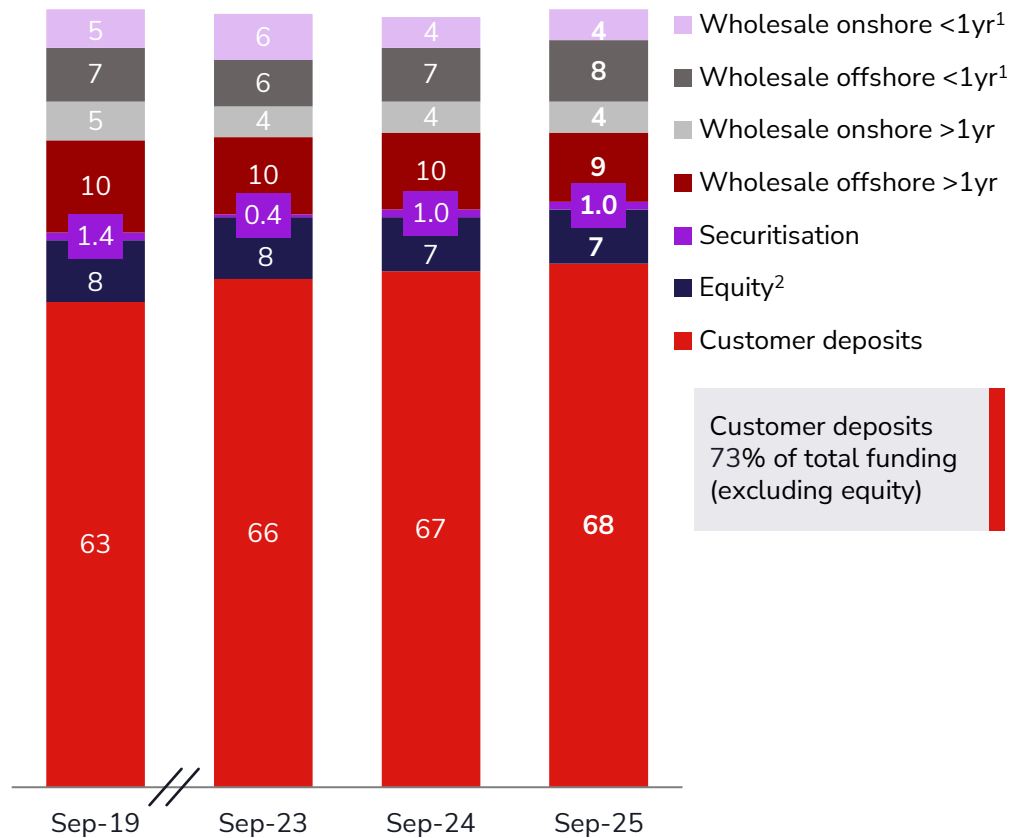


# FUNDING COMPOSITION

CAPITAL, FUNDING AND LIQUIDITY

## Funding by residual maturity (%)

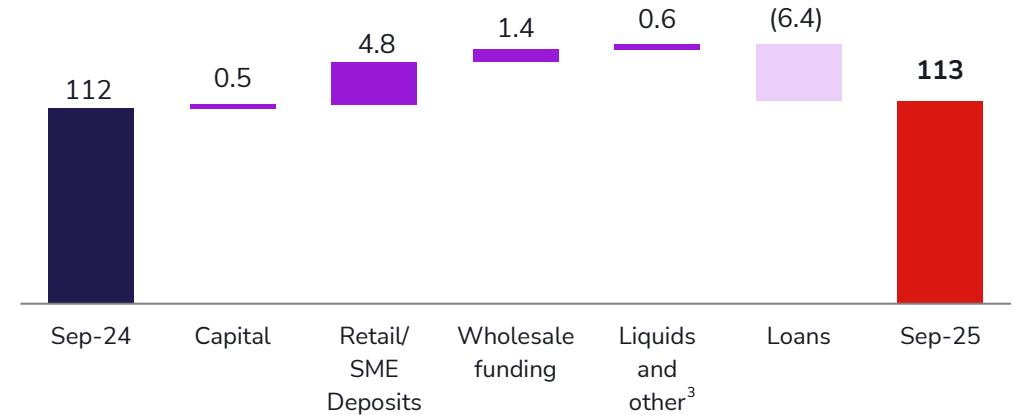
- Growth in stable funding sources
- Customer deposits 68% of total funding, up 1% since September 2024
- Additional 20% from stable sources of long-term wholesale and equity



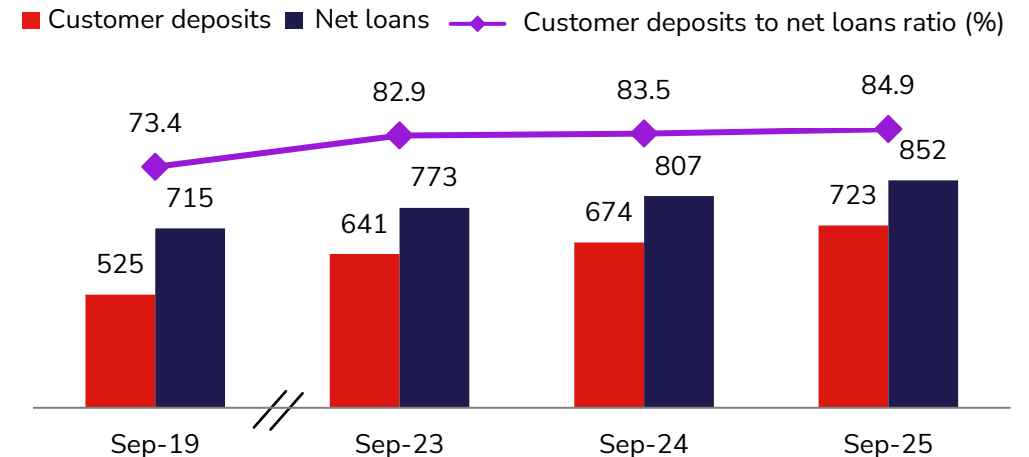
Charts may not add due to rounding

1 Includes long term wholesale funding with a residual maturity less than or equal to 1 year. 2 Equity excludes FX translation, available-for-sale securities and cash flow hedging reserves. 3 Other includes derivatives and other assets.

## NSFR (%)



## Customer deposits and net loans (\$bn)



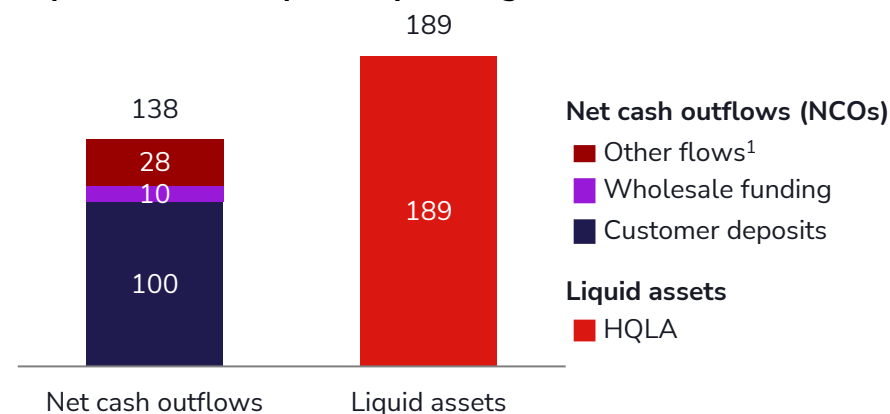


# LIQUIDITY COVERAGE RATIO (LCR)

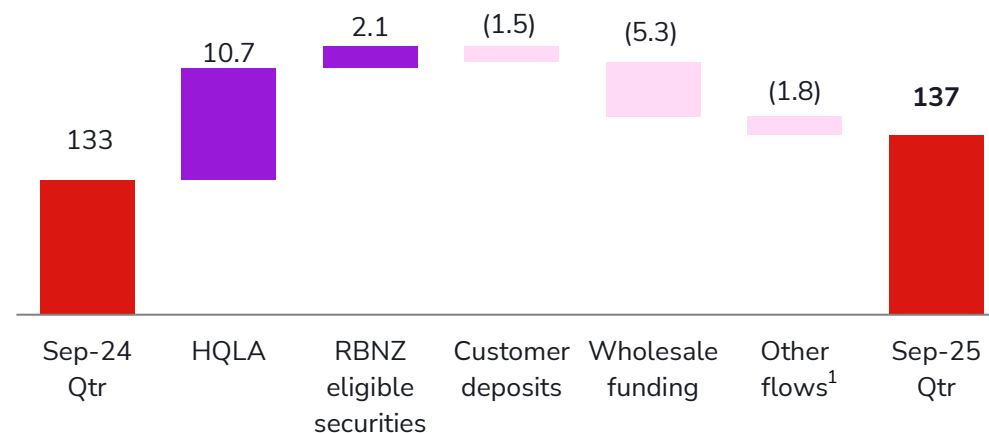
CAPITAL, FUNDING AND LIQUIDITY

## LCR (\$bn)

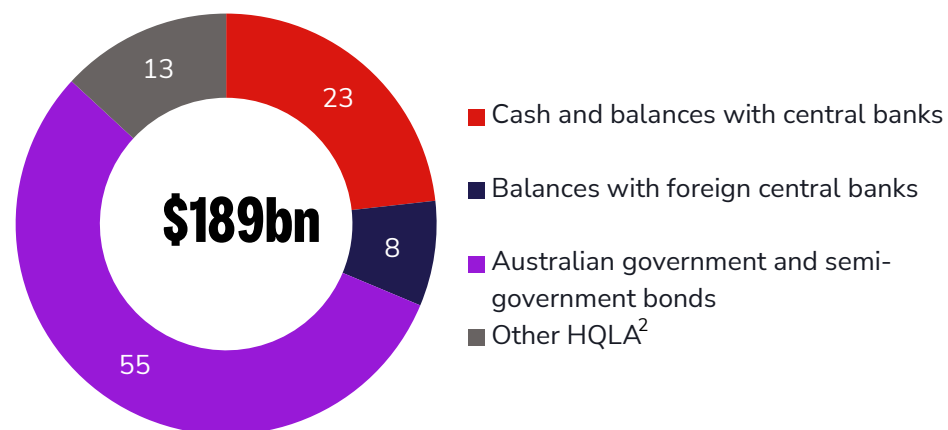
September 2025 quarterly average 137%



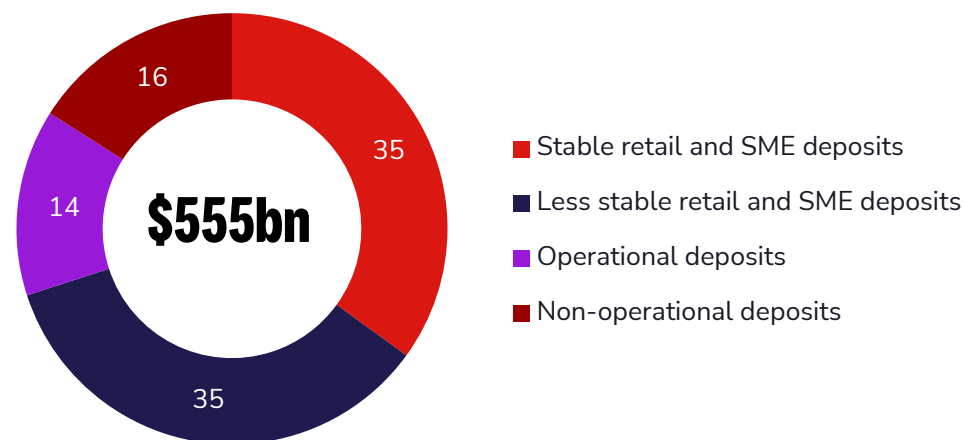
## Movement in LCR (%)



## High Quality Liquid Assets (HQLA) (%)



## LCR Deposit mix (%)



<sup>1</sup> Other flows include credit and liquidity facilities, collateral outflows and inflows from customers. <sup>2</sup> Other HQLA includes securities issued by foreign sovereigns and repo-eligible qualifying assets in foreign jurisdictions, including RBNZ eligible securities.

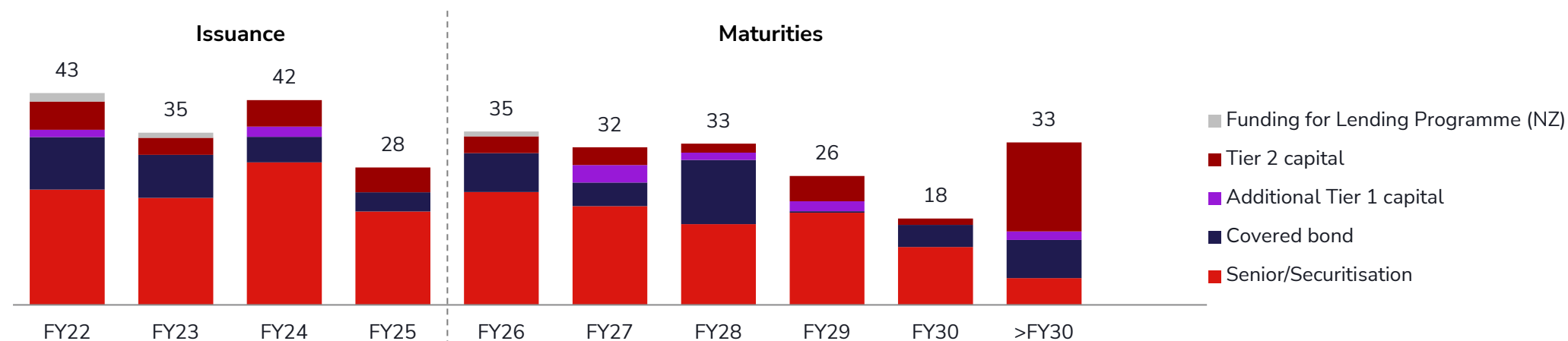
Charts may not add due to rounding



# LONG TERM WHOLESALE FUNDING PROFILE

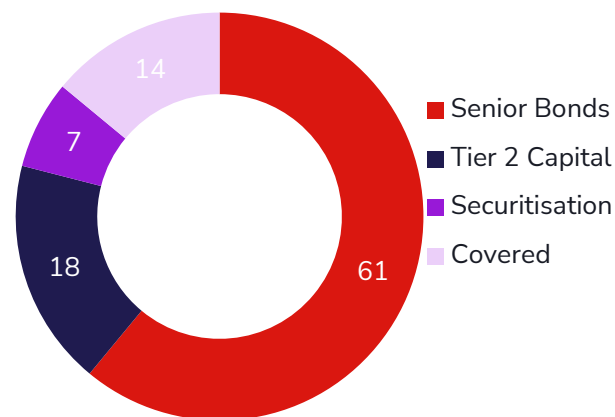
CAPITAL, FUNDING AND LIQUIDITY

## Term debt issuance and maturity profile<sup>1</sup> (\$bn)

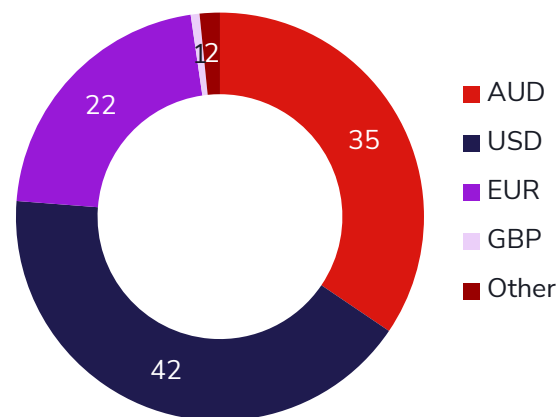


## FY25 term debt issuance<sup>1,2</sup> (%)

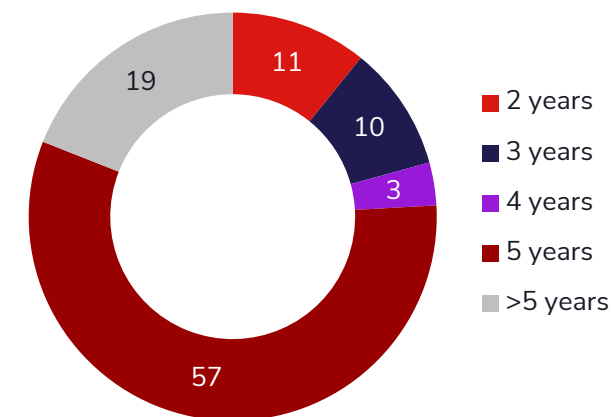
### By program (%)



### By currency (%)



### By tenor<sup>3</sup> (%)



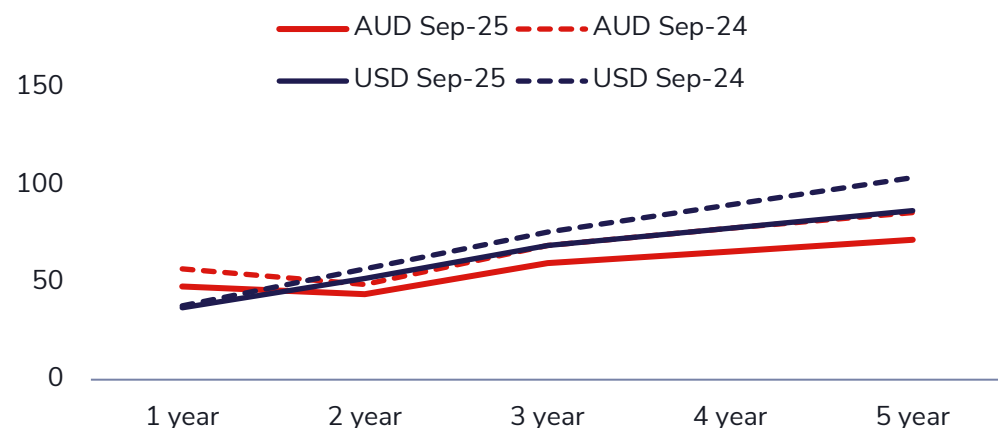
<sup>1</sup> Based on residual maturity and FX spot currency translation. Includes all debt issuance with contractual maturity greater than 13 months excluding US Commercial Paper and Yankee Certificates of Deposit. Contractual maturity date for Additional Tier 1 capital instruments and callable Tier 2 capital instruments is the first scheduled conversion date or call date for the purposes of this disclosure. Any early redemption would be subject to prior written approval from APRA, which may or may not be provided. Maturities exclude securitisation amortisation. <sup>2</sup> Charts may not add due to rounding. Data excludes Funding for Lending Programme. <sup>3</sup> Excludes securitisation.



# WHOLESALE FUNDING

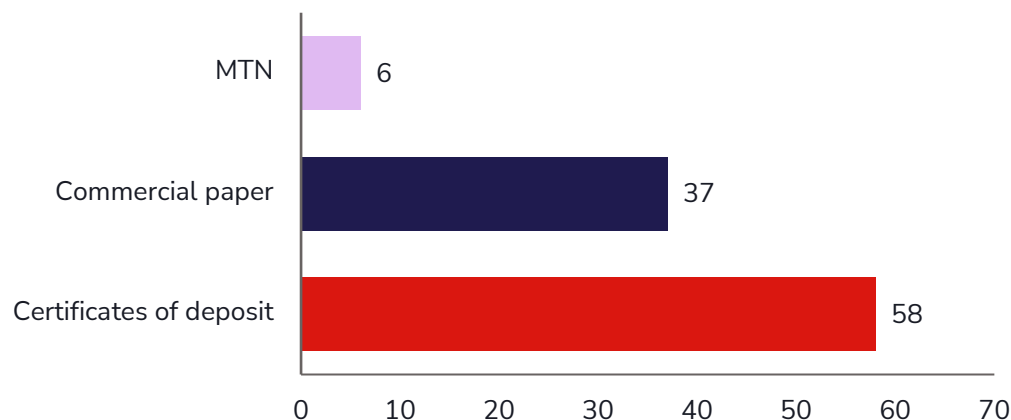
CAPITAL, FUNDING AND LIQUIDITY

## Indicative wholesale funding costs (spread above 3mth Bank Bill Swap Rate)



## Short term funding back book (%)

By product

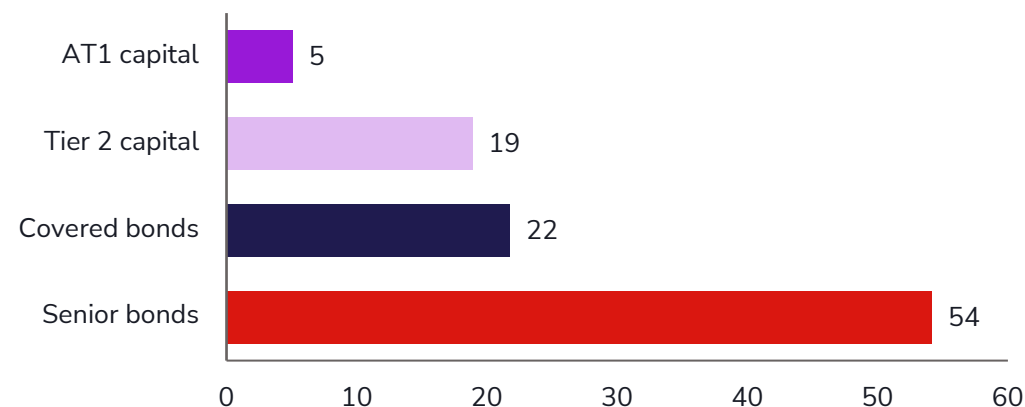


1 Back book data excludes securitisation and FLP.

Charts may not add due to rounding

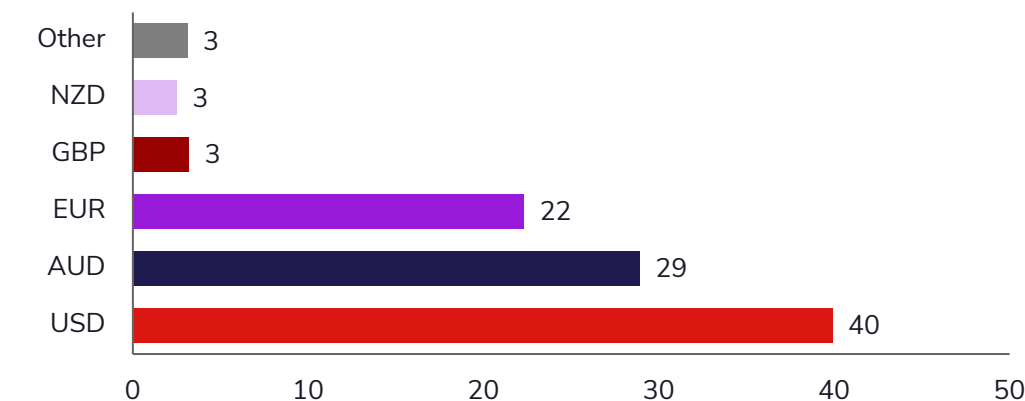
## Long term wholesale funding back book<sup>1</sup> (%)

By program



## Long term wholesale funding back book<sup>1</sup> (%)

By currency





# SUPPORTING CUSTOMERS

# CUSTOMER HIGHLIGHTS

SUPPORTING OUR CUSTOMERS

## #1 MOBILE BANKING APP<sup>1</sup>

Our banking app won awards for its simple design and rich functionality

## COMMITTED TO SERVICING CASH

Spent ~\$350m in FY25 to support access to cash in Australian communities

## LARGEST ATM NETWORK

Westpac customers have access to Australia's largest fee-free network at more than ~6,400 ATMs<sup>2</sup>

## COMMUNITY PRESENCE

621 branches<sup>4</sup> across Australia including 125 co-located branches and 3,300 Bank@Post locations

## PROTECTING CUSTOMERS

Our suite of digital innovations helped prevent \$360 million in potential customer scam losses in FY25

### Key highlights

13M

Customers

#1

Mobile banking app<sup>1</sup>

#2

Consumer banking<sup>3</sup>

#2

Business banking<sup>3</sup>

1 The Forrester Digital Experience Review: Australian Mobile Banking Apps, Q3 2025. 2 ATM numbers include Westpac Group ATMs, Precinct, ATMx and ANZ. 3 Main Financial Institution (MFI) refer to appendix for definitions. 4 Includes Westpac Branches, Staff Kiosks, Cashless Locations and Advisory centres.

# #1 MOBILE BANKING APP<sup>1</sup>

SUPPORTING OUR CUSTOMERS

## \$159M

in value rewarded to customers

## 6.4M

customer daily logins<sup>2</sup>

## 1.1M CUSTOMERS

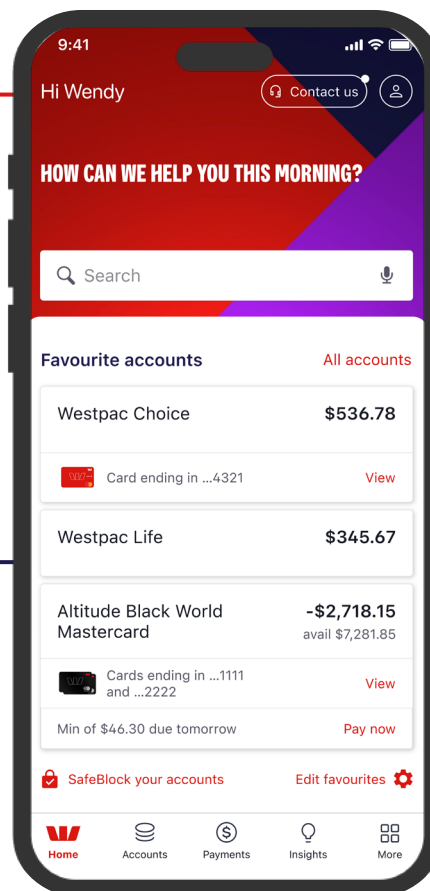
using money management tools<sup>3</sup>

## MONEY MANAGEMENT TOOLS

- Financial management tools to help businesses track cash flows and reconcile expenses
- Shared Goals help customers save collaboratively without merging accounts
- Savings Finder usage increased 38%<sup>4</sup>, helping customers uncover saving opportunities

## SUPERIOR FUNCTIONALITY

- Mobile wallet payments rose by 17% in the year, supported by the launch of business cards
- Introduced pocket money feature allowing parents to easily manage and reward children for chores
- Delivered personalised, relevant and timely insights powered by AI



## SAFE AND SECURE

- Extended Westpac Verify capability introducing Confirmation of Payee, an industry initiative
- Launched SafeBlock, allowing customers to block their account if they suspect a scam
- SafeCall has been rolled out to ~1 million customers, helping prevent impersonation scams

## SELF-SERVICING AND PAYMENTS

- Introduced multiple offset accounts providing more choice and control to manage finances
- Voice activated natural language search usage increased in the year
- Easily report and dispute transactions for fraud, scams and mistaken payment

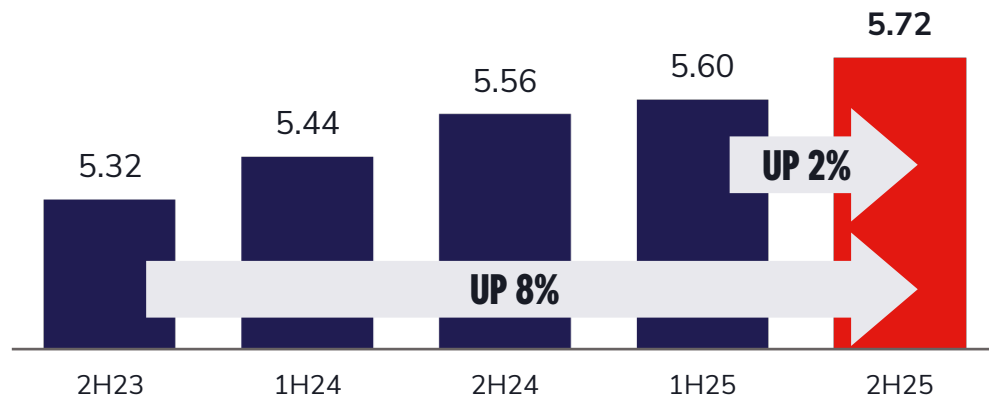
1 The Forrester Digital Experience Review: Australian Mobile Banking Apps, Q3 2025. 2 Daily average of all experiences for FY25. 3 Monthly average for FY25. 4 Monthly average of 2H25 vs 2H24.



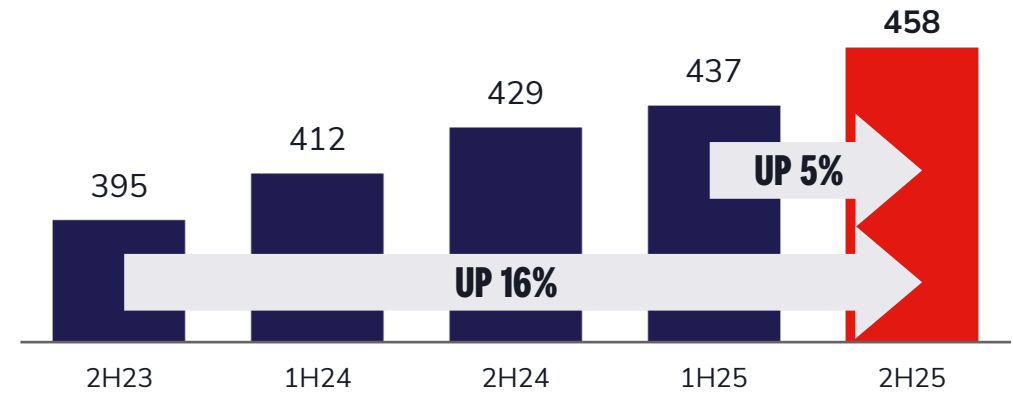
# CUSTOMERS CONTINUE TO MIGRATE TO DIGITAL<sup>1</sup>

SUPPORTING OUR CUSTOMERS

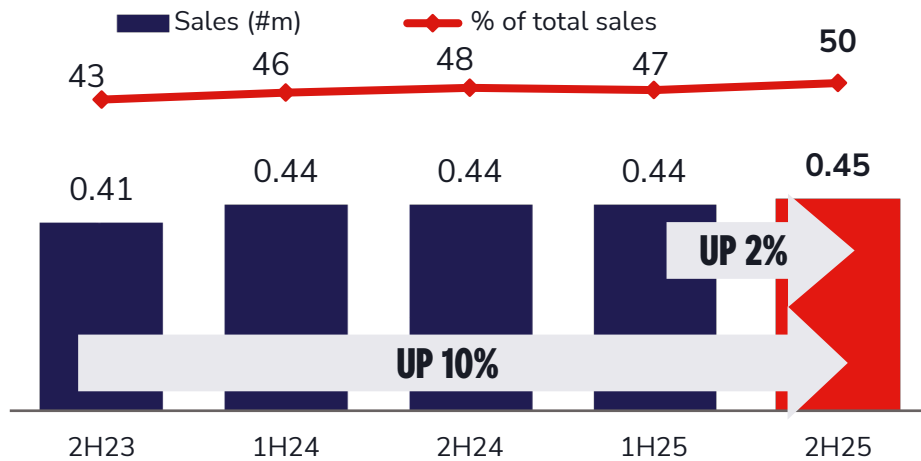
## Digitally active customers (#m)



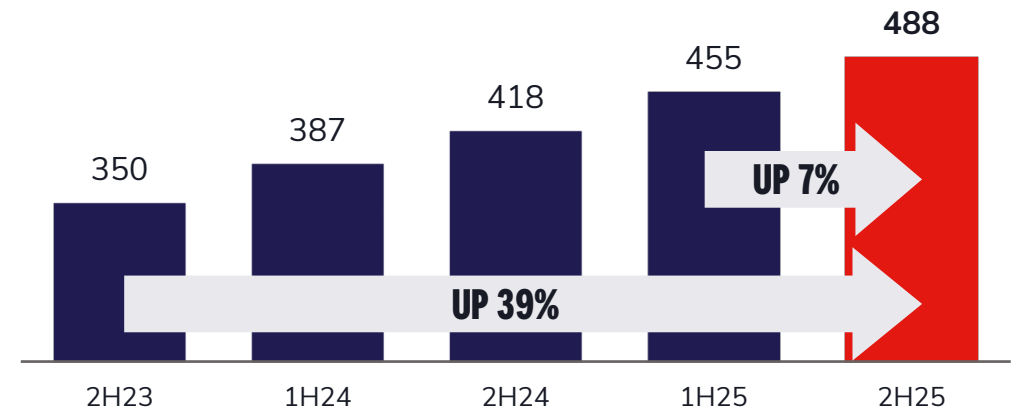
## Digital transactions (#m)



## Digital sales<sup>2,3</sup>



## Mobile wallet payments (#m)



1 For further details see page 122. 2 Consumer only. 3 1H24 sales restated.

# ENHANCING BANKING PROTECTION FOR CUSTOMERS<sup>1</sup>

SUPPORTING OUR CUSTOMERS



## SAFECALL

Spot genuine Westpac calls

- Australian-first in-app calling capability to help prevent scammers impersonate us is now rolling out
- Available in the app to ~1 million customers



## VERIFY

Payee name verification

- Confirmation of Payee capability added in June 2025 to include industry wide name & account verification
- Averted \$6m in customer scam losses in FY25



## SAFERPAY

Alerts of potential scams

- Challenged over 1.2m transfers; customers abandoned \$506m in payments in FY25
- Averted \$81m in customer scam losses in FY25



## SAFEBLOCK

Take control of your security

- Launched in September 2025
- Allows customers to immediately block their account when they suspect they are being scammed



## JESS

AI assistant

- Real time voice AI that assists staff spot scams
- JESS has assisted in >20k customer calls in FY25

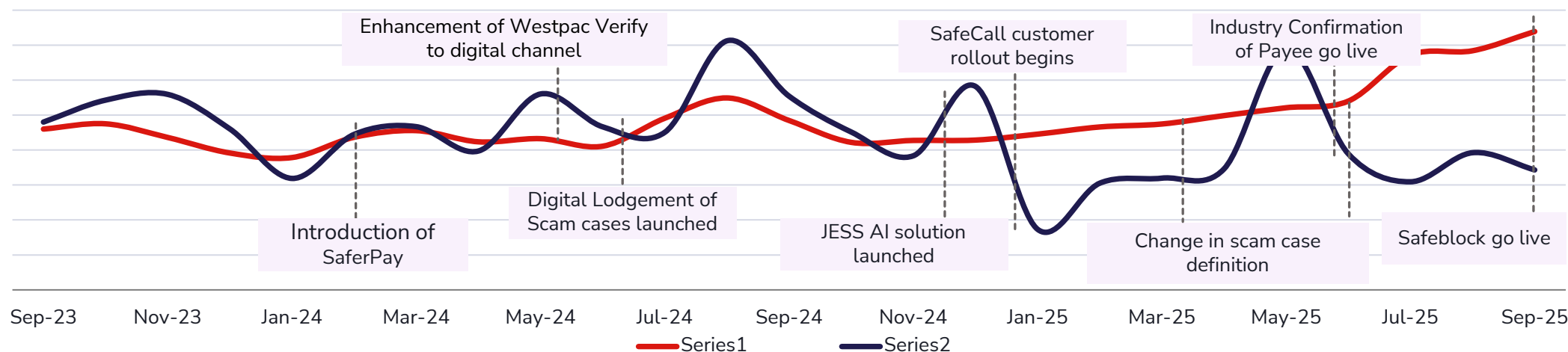
<sup>1</sup> Westpac's systems and processes may not always be 100% effective and are subject to risks and other factors including those described in the 2025 Risk Factors document.



# BROAD SUITE OF SECURITY FEATURES DRIVING DOWN CUSTOMER LOSSES<sup>1</sup>

SUPPORTING OUR CUSTOMERS

**FY25 customer reported scam losses 21% lower compared to FY24 and 44% lower than FY23, with prevention measures saving customers more than \$360m in FY25**



**Advanced customer behavioural tools combatting remote access scams**

Saved customers \$69m in averted scam losses in FY25



**Dynamic CVC reduces card fraud by more than half compared to customers that use static CVC**

Utilised by 35,000 customers per day



**Real-time blocking of questionable online merchants**

Saved \$124m from >1m customer scam incidences in FY25

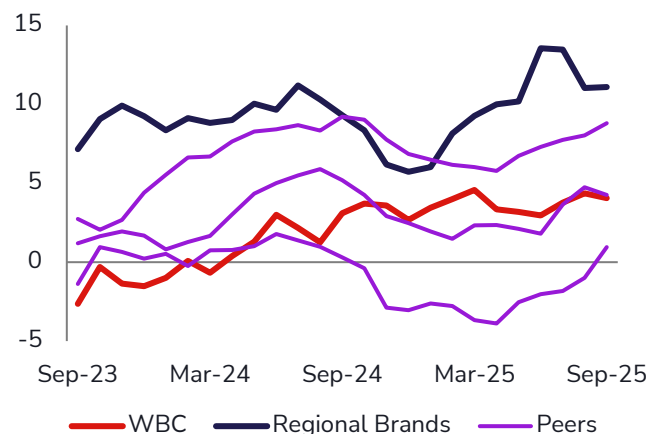
<sup>1</sup> Westpac's systems and processes may not always be 100% effective and are subject to risks and other factors including those described in the 2025 Risk Factors document.

# SERVICE EXCELLENCE: LEADERSHIP ACROSS SEGMENTS<sup>1</sup>

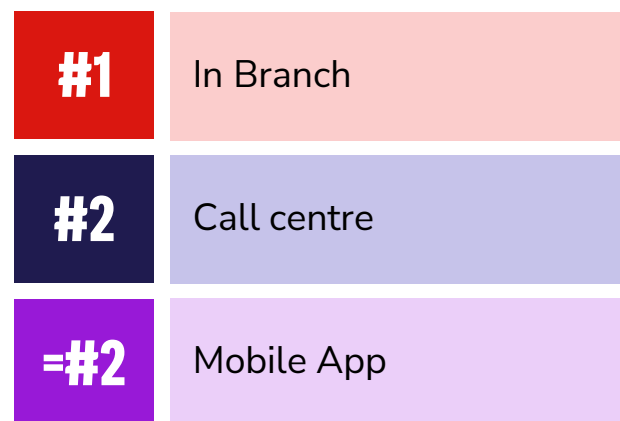
SUPPORTING OUR CUSTOMERS

## Consumer

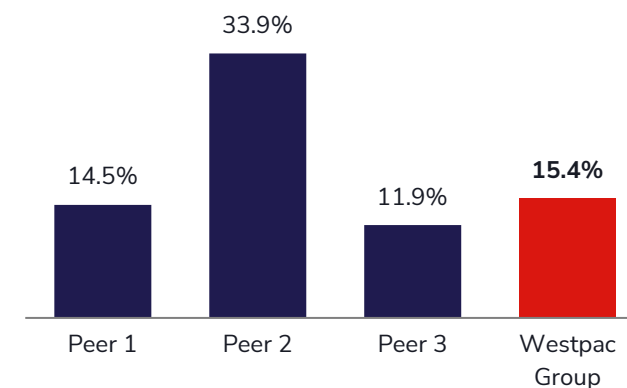
NPS®



## Channel NPS rankings

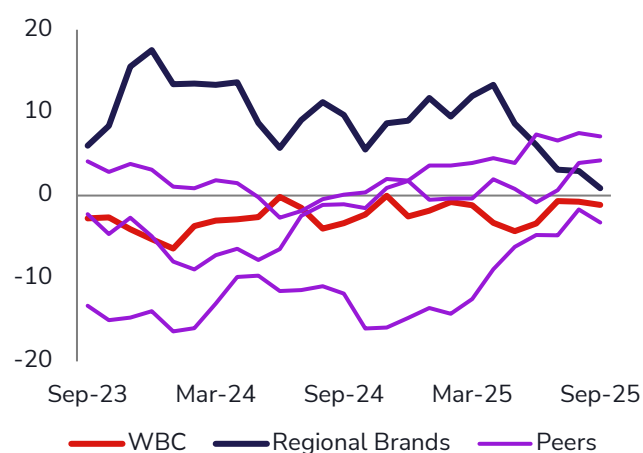


## Consumer banking, MFI



## Business

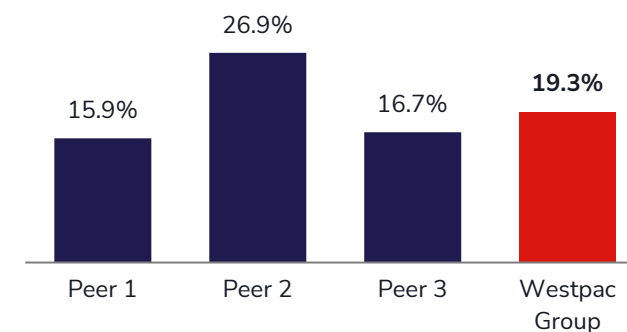
NPS®



## NPS segment rankings



## Business banking, MFI



1. For further details see page 122.

# SERVICE EXCELLENCE: LEADERSHIP ACROSS SEGMENTS

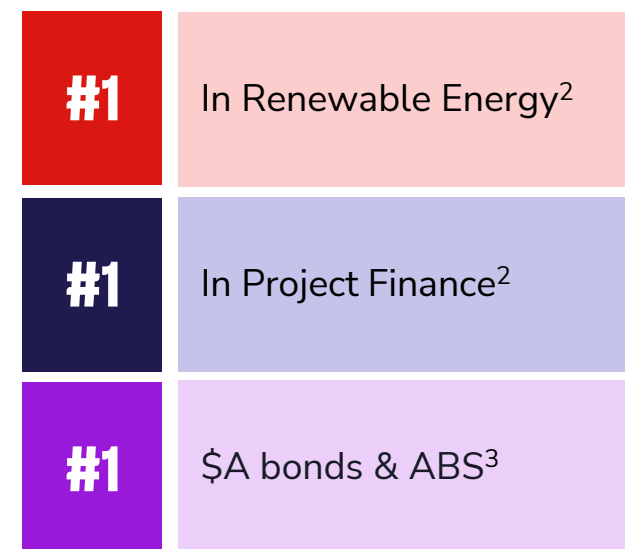
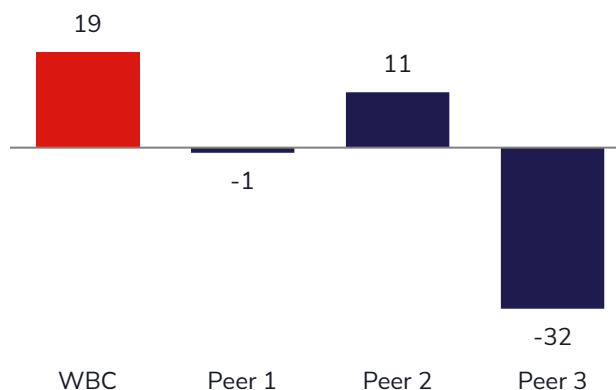
SUPPORTING OUR CUSTOMERS

## Institutional

Relationship Strength Index (RSI)<sup>1</sup>

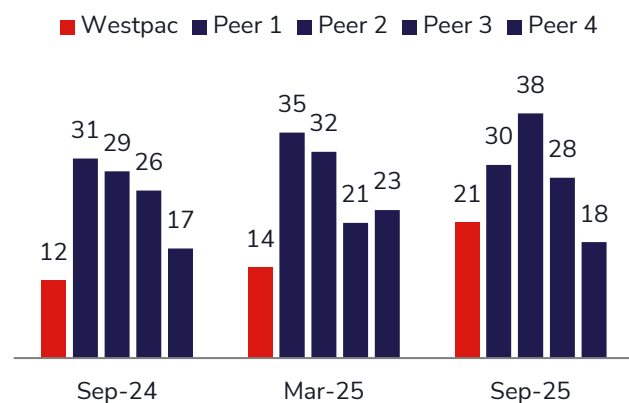


FY25 change in RSI<sup>1</sup> (pts)



## New Zealand

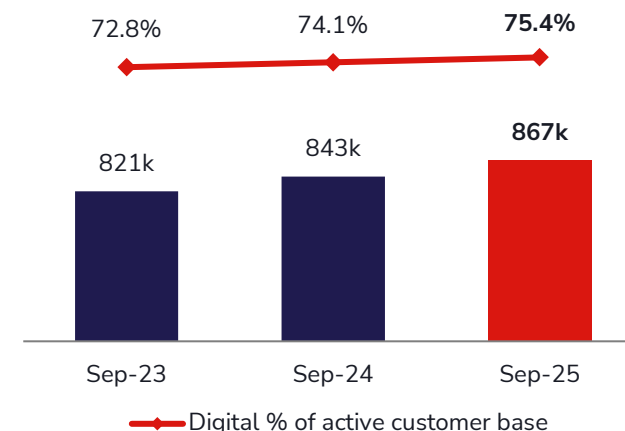
Consumer NPS®



Market leading relationship management<sup>4</sup>



NZ digitally active customers<sup>4</sup>



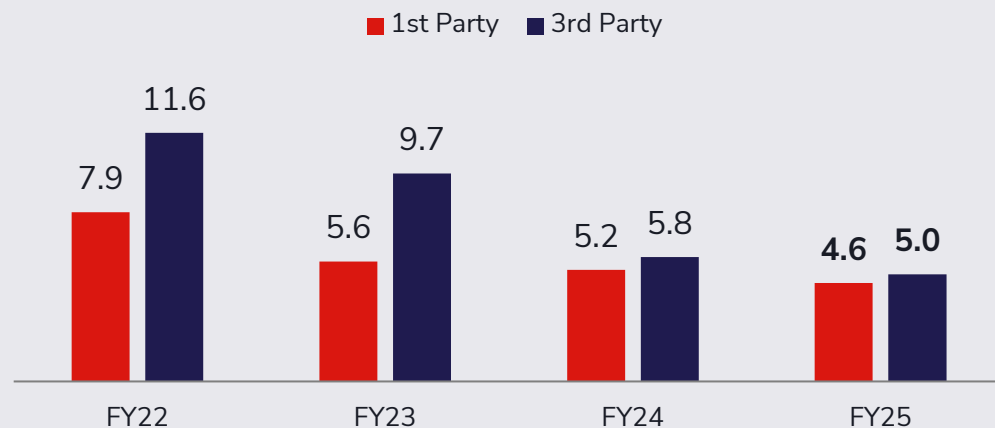
1 Coalition Greenwich Voice of Client 2025 Australia Large Corporate Relationship Banking Study. 2 IJ Global league table database, Australia, 12 months to 30 September 2025. 3 Source: Bloomberg \$A bond league table ex-self led as at 30/10/2025 + KangaNews \$A ABS league table as at 20/10/2025. 4 Refer page 123.



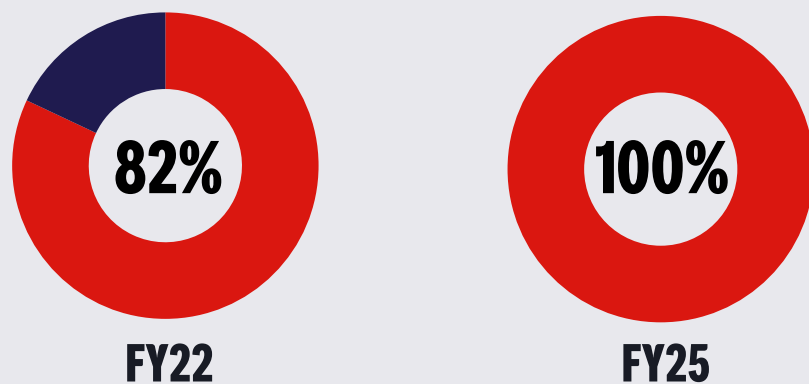
# IMPROVEMENT IN MORTGAGES

SUPPORTING OUR CUSTOMERS

## Annual median time to decision (Days)<sup>1</sup>



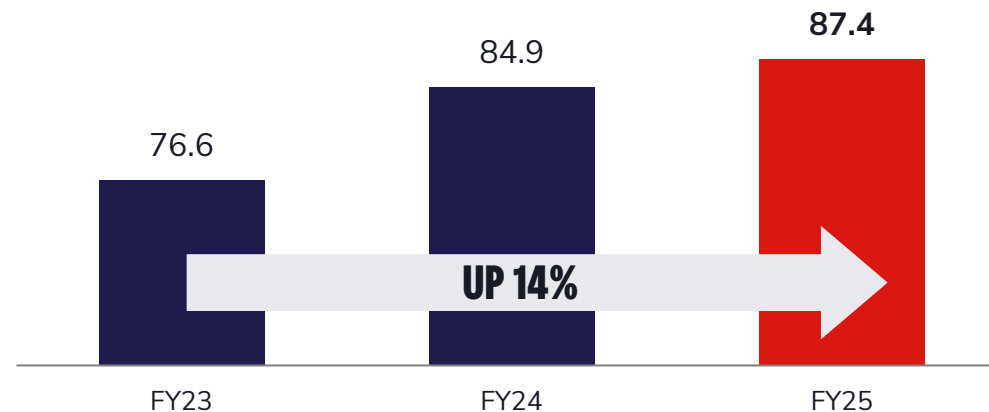
## Mortgages processed on One Bank Platform



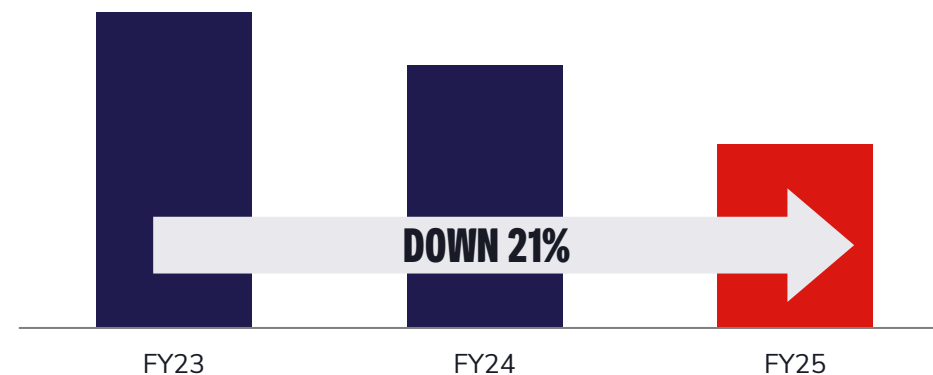
<sup>1</sup> Prior periods have been restated

## On-Day Settlement (%)

Westpac Group ranks #1 among peers



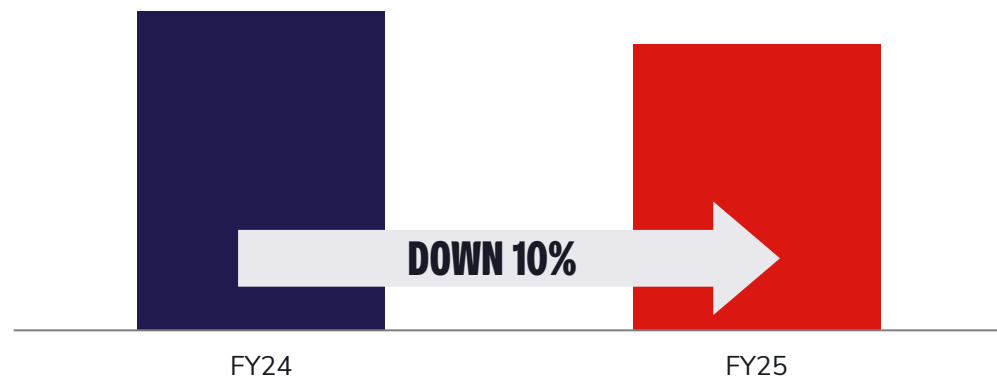
## Unit cost per 3<sup>rd</sup> party applications (\$)



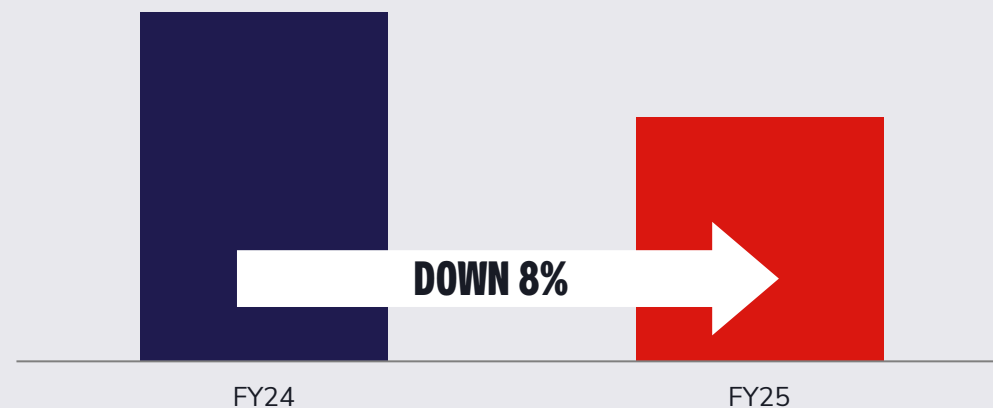
# OPERATIONAL EFFICIENCY

SUPPORTING OUR CUSTOMERS

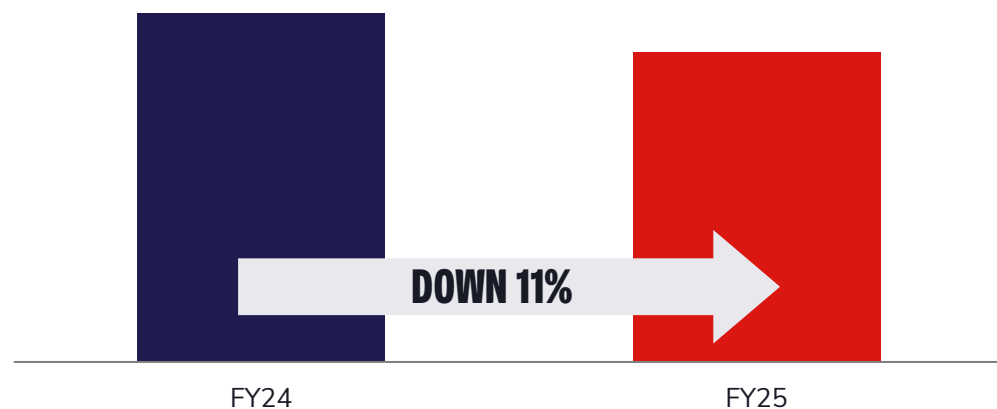
## Credit card cost per origination (\$)



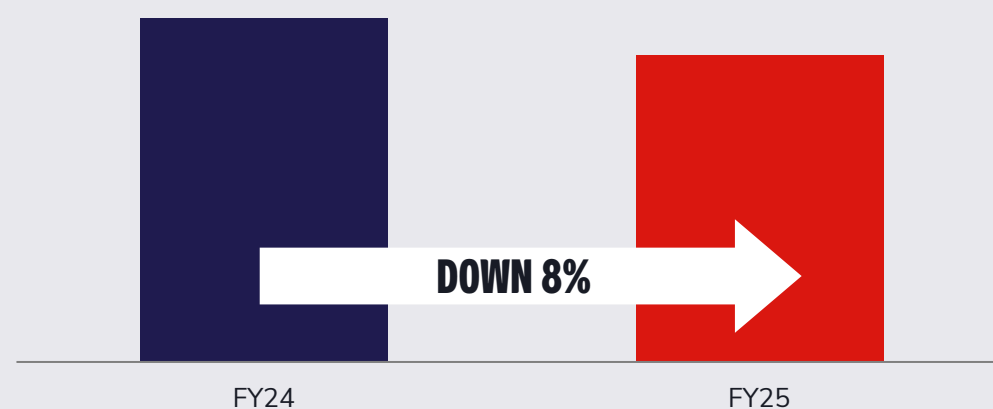
## Business lending cost per deal (\$)



## Personal lending cost per origination (\$)



## Financial Market Ops cost per settlement (\$)



# CYBER SECURITY – A LAYERED DEFENCE

SUPPORTING OUR CUSTOMERS

## EMPLOYEES

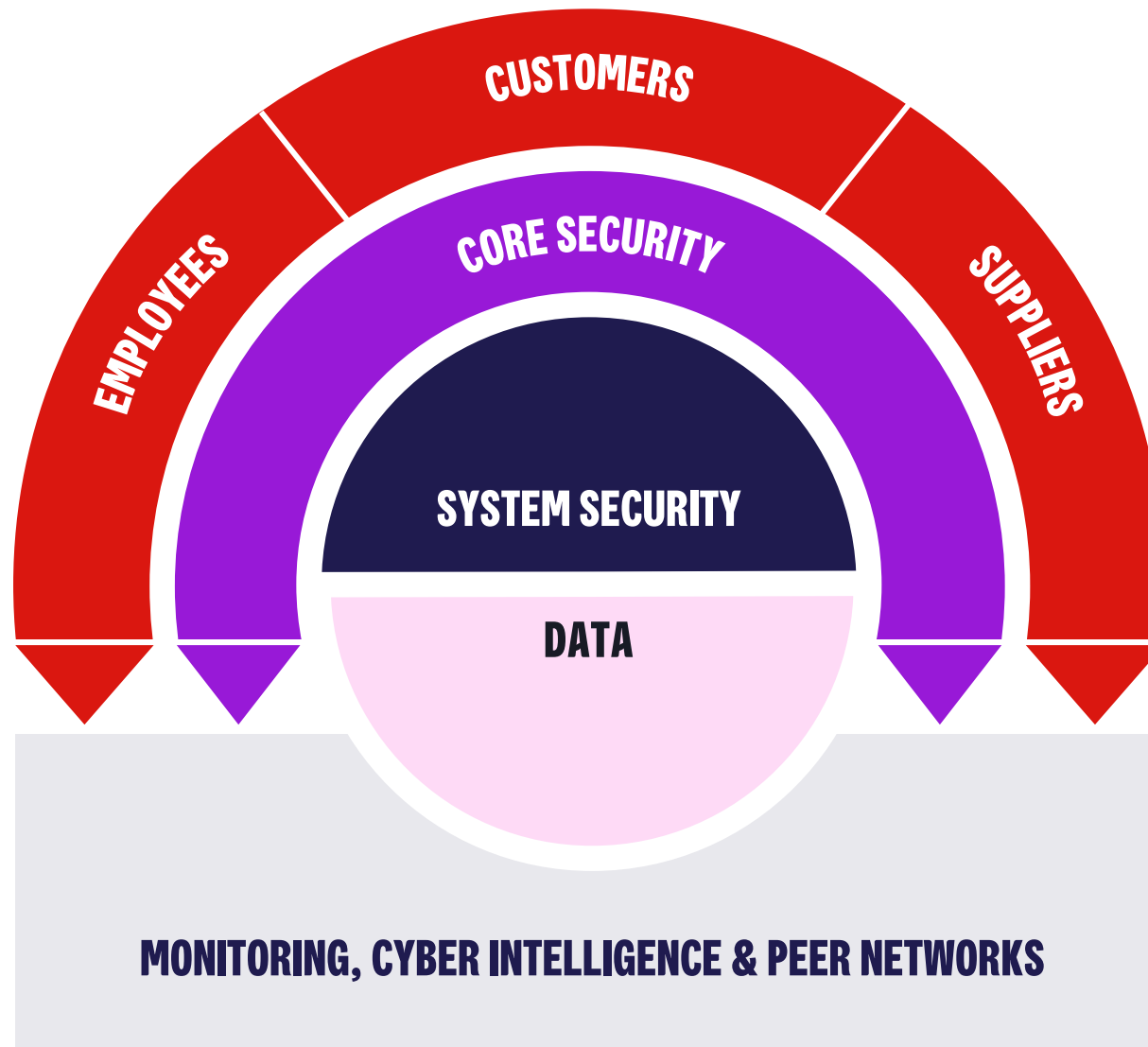
Controls underpin who we hire; how we grant access; and how we monitor system use

## CUSTOMERS

Dedicated controls to help protect customers from fraud, including multi-factor authentication

## SUPPLIERS

Security reviews, limited access to systems and data, and continual performance monitoring



## CORE SECURITY

Core security capabilities across all systems, e.g. malware prevention, firewalls, email security

## SYSTEM SECURITY

Integrated approach to security of our systems, e.g. design reviews, patching and secure development

## MONITORING, INTELLIGENCE AND NETWORKS

24/7 monitoring of attacks and control weaknesses. Threat detection supported by cyber threat intelligence and information sharing partnerships

Westpac's systems and processes may not always be 100% effective and are subject to risks and other factors including those described in the 2025 Risk Factors document.

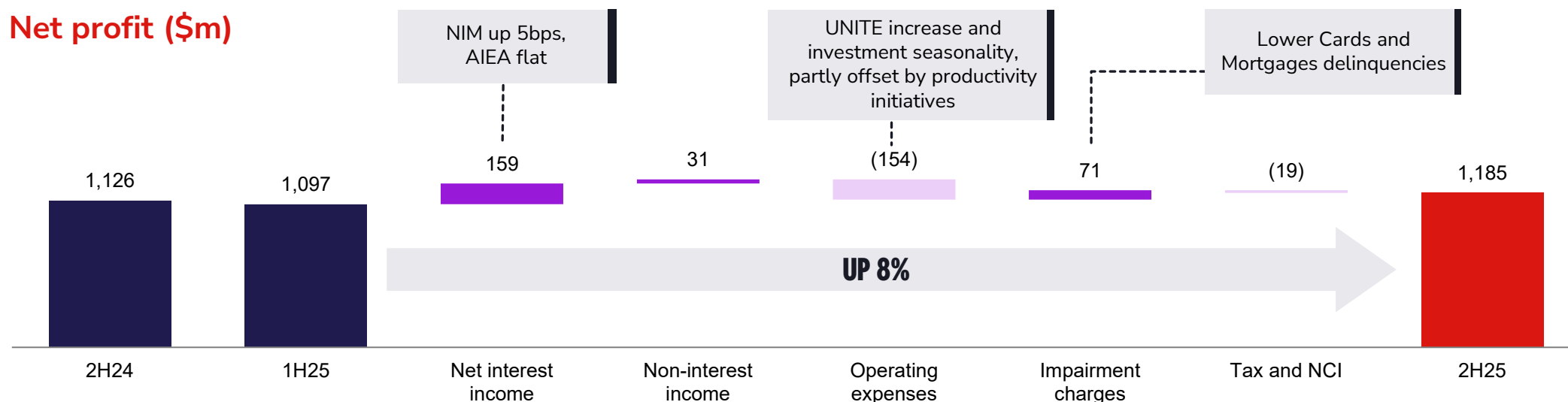


# SEGMENT RESULTS

# CONSUMER 2H25 PERFORMANCE

CONSUMER

## Net profit (\$m)



Key financial metrics ex Notable Items	2H24	1H25	2H25	Change on 1H25
Return on average tangible equity (%)	9.4	9.5	<b>10.3</b>	0.8ppts
Expense to income (%)	58.6	58.0	<b>59.0</b>	100 bps
Net interest margin (%)	1.70	1.70	<b>1.75</b>	5 bps
Average interest-earning assets (\$bn)	454	454	<b>456</b>	0%
Pre-provision profit (\$m)	1,712	1,728	<b>1,764</b>	2%
Customer deposit to loan ratio (%)	65.5	67.8	<b>69.7</b>	186 bps
Mortgage 90+ day delinquencies (%)	1.12	0.86	<b>0.70</b>	(16 bps)

Key operating metrics	2H24	1H25	2H25	Change on 1H25
Active digital banking customers <sup>1</sup> (#m)	5.56	5.60	<b>5.72</b>	0.12
Main financial institution <sup>2</sup> (%)	16.8	17.2	<b>15.4</b>	(1.8ppts)
NPS® (rank) <sup>2</sup>	#3	#2	<b>=#2</b>	-
Branches <sup>3</sup> (#)	626	620	<b>621</b>	1
Co-location branches (#)	111	114	<b>125</b>	11

1 Australian consumer and business customers who have had an authenticated session (including Quickzone) on Westpac Group digital banking platforms in the prior 90 days. 2 For further details see page 122. 3 Includes all points of presence including Advisory, Community Banking Centres and Kiosks. Co-located branches are considered two points of presence.

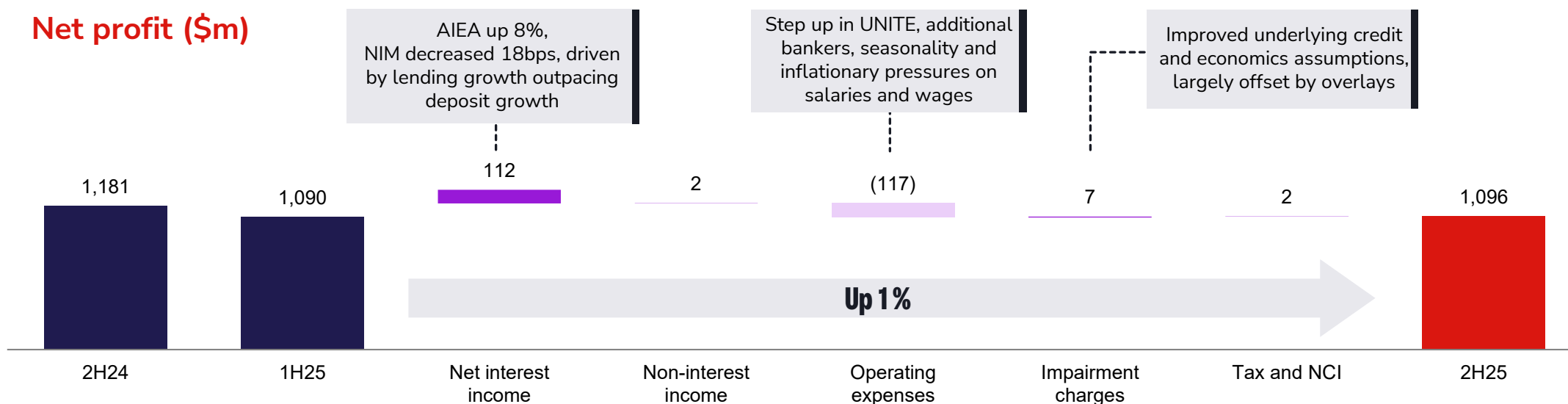




# BUSINESS AND WEALTH 2H25 PERFORMANCE

BUSINESS AND WEALTH

## Net profit (\$m)



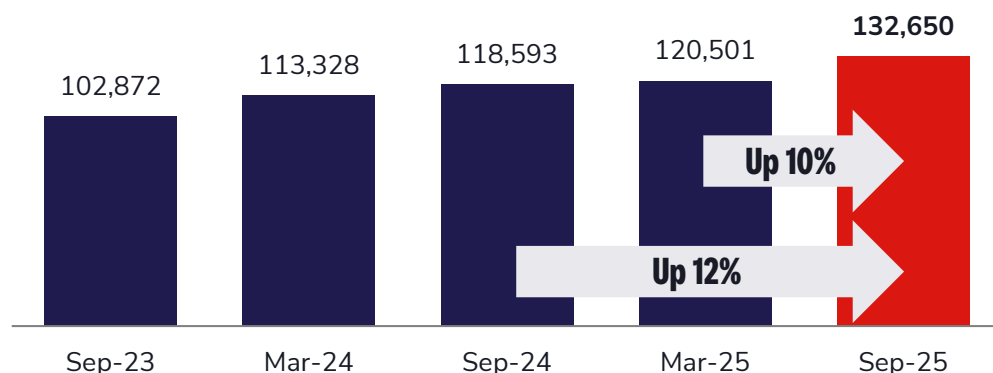
Key financial metrics ex Notable Items	2H24	1H25	2H25	Change on 1H25
Return on average tangible equity (%)	20.3	19.0	18.6	(0.4ppts)
Expense to income (%)	44.0	43.5	45.7	216 bps
Net interest margin (%)	5.37	4.94	4.76	(18 bps)
Average interest-earning assets (\$bn)	101.3	106.3	114.4	8%
Pre-provision profit (\$m)	1,741	1,693	1,690	(0%)
Customer deposit to loan ratio (%)	141.5	138.8	132.2	(Large)
Stressed exposures to TCE (%)	5.56	5.26	5.01	(25 bps)

Key operating metrics	2H24	1H25	2H25	Change on 1H25
Business lending time to decision (days)	9.0	8.0	7.9	(0.1)
Simple + originated loans (#) <sup>1</sup>	2,020	2,403	2,909	21%
Net loans (\$bn) <sup>2</sup>	100.0	106.8	115.2	8%
Deposits (\$bn)	144.3	148.3	152.3	3%
New Transaction Accounts Opened (#, 000s)	64.1	58.3	75.5	30%

1 Simple +: Simplified lending pathway for originated loans to customers below \$5m TCE. 2 Excluding auto finance portfolio.

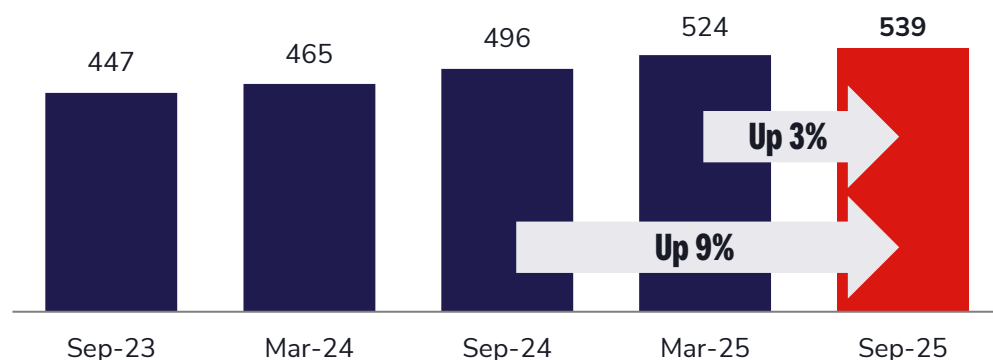


## FUA (\$m)



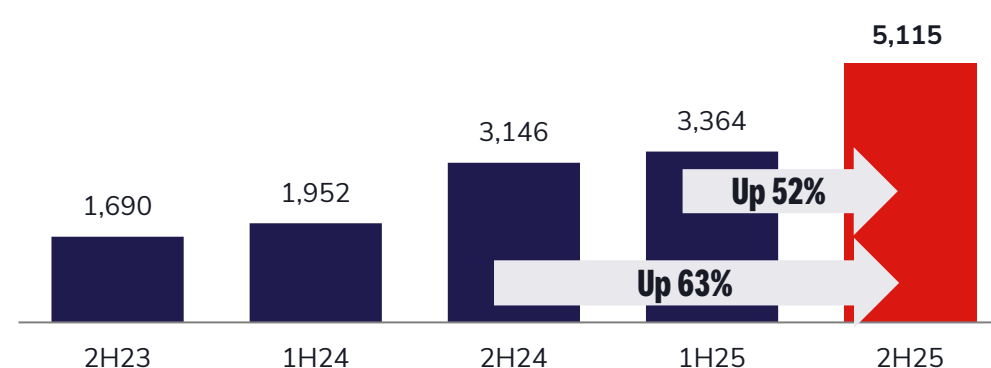
**WINNER OF BEST CLIENT PORTAL AND MOBILE APP<sup>1</sup>**

## Average FUA per account (\$'000)



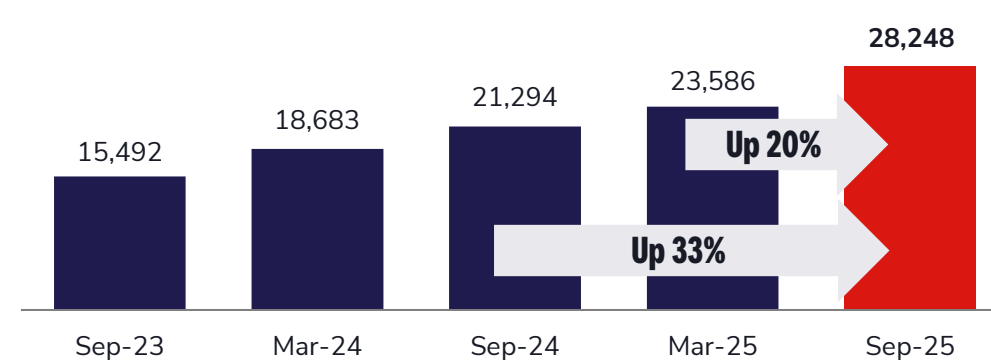
**5 APPLES - HIGHLY RECOMMENDED<sup>4</sup>**

## Net flows excluding benefit payments<sup>2</sup> (\$m)



**LARGEST SHARE OF ADVISER RELATIONSHIPS FOR PRIMARY PLATFORM CHOICE<sup>3</sup>**

## Managed accounts FUA (\$m)



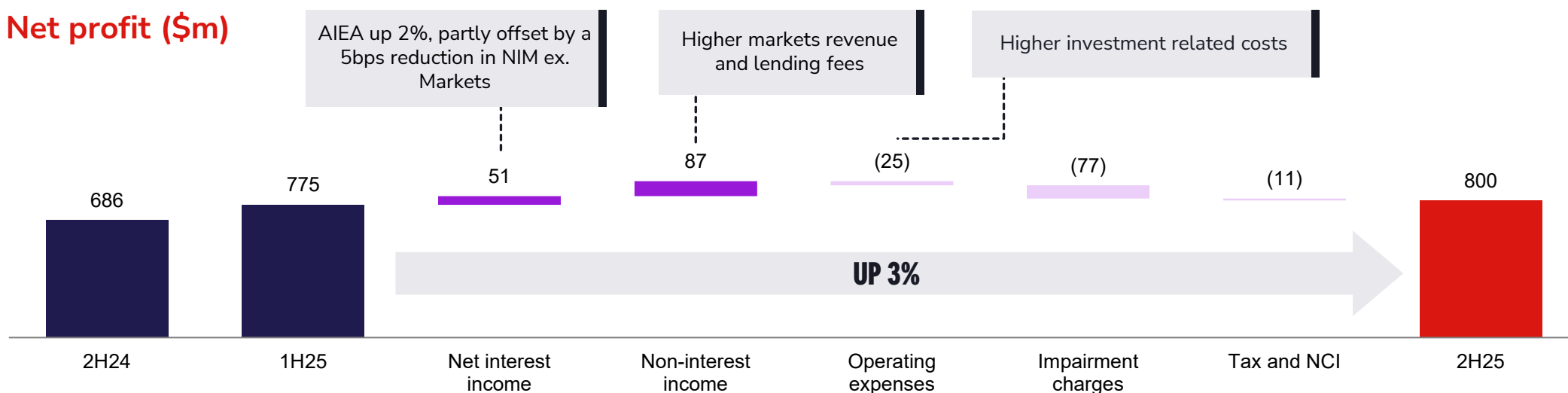
**HIGHEST BRAND AWARENESS FOR MANAGED ACCOUNTS<sup>5</sup>**

<sup>1</sup> Investment Trends Platform Competitive Analysis & Benchmarking Report (released Feb' 25). Best Client Portal seventh consecutive year (2018 – 2024) and Best Mobile App six years (2018, 2019, 2020, 2021, 2022 and 2024). <sup>2</sup> Represents benefit payments from pension accounts; including benefit payments BT Panorama net flows were \$2.5b for the 6 months to Sep-25. <sup>3</sup> Investment Trends Adviser Tech Needs Report (June 25). <sup>4</sup> Chant West Platform rating (assigned Aug 2025), awarded Highly Recommended for 4th consecutive year. <sup>5</sup> Investment Trends SPDR ETFs/Investment Trends Managed Accounts Report (Mar 2025). See <https://www.bt.com.au/about-bt/bt-financial-group/overview/awards.html> for more awards.

# INSTITUTIONAL 2H25 PERFORMANCE

WESTPAC INSTITUTIONAL BANK

## Net profit (\$m)



Key financial metrics ex Notable Items	2H24	1H25	2H25	Change on 1H25
Return on average tangible equity (%)	14.1	14.8	<b>14.8</b>	-
Net interest margin (%)	1.82	1.76	<b>1.79</b>	3bps
Expense to income ratio (%)	43.2	44.2	<b>42.4</b>	(183bps)
Average interest-earning assets (\$bn)	126.6	134.2	<b>137.4</b>	2%
Pre-provision profit (\$m)	993	1,024	<b>1,137</b>	11%
Customer deposit to loan ratio (%)	119.1	114.3	<b>111.6</b>	(271bps)
Stressed exposures to TCE (%)	0.76	0.78	<b>0.70</b>	(8bps)

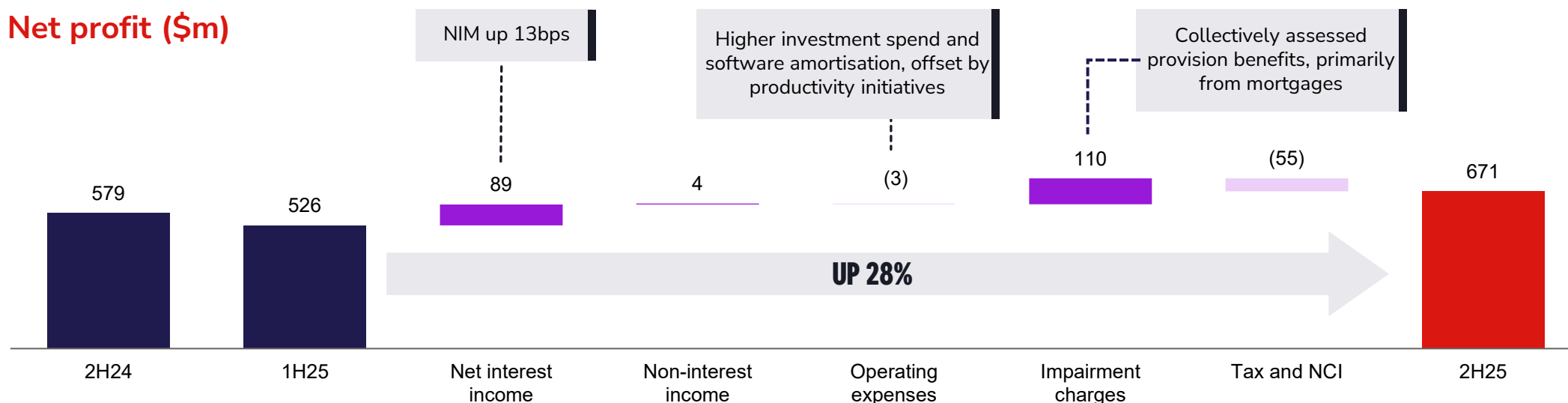
Key operating metrics	2H24	1H25	2H25	Change on 1H25
Net interest margin ex. Markets (%)	2.13	2.03	<b>1.98</b>	(5bps)
Net loans (\$bn)	100.6	107.0	<b>117.7</b>	10%
Customer Deposits (\$bn)	119.8	122.3	<b>131.4</b>	7%
Lending and deposit revenue (\$m)	1,289	1,332	<b>1,391</b>	4%
Sales and risk management income (\$m)	391	421	<b>458</b>	9%



# NEW ZEALAND 2H25 PERFORMANCE<sup>1</sup>

NEW ZEALAND

## Net profit (\$m)



Charts may not add due to rounding.

Key financial metrics ex Notable Items	2H24	1H25	2H25	Change on 1H25
Return on average tangible equity (%)	14.1	12.5	15.3	2.8 ppts
Expense to income (%)	45.5	49.0	46.3	(268 bps)
Net interest margin (%)	2.23	2.26	2.39	13 bps
Average interest-earning assets (\$bn)	119.4	121.3	121.5	0%
Pre-provision profit (\$m)	806	764	854	12%
Stressed exposures to TCE (%)	1.73	1.63	1.47	(16 bps)
Mortgage 90+ day delinquencies (%)	0.49	0.54	0.46	(8 bps)

<sup>1</sup> In NZ\$ unless otherwise noted.

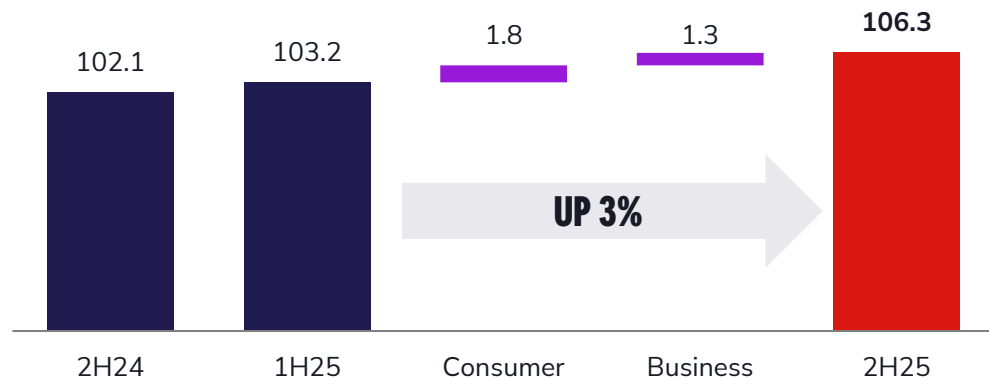
Key operating metrics	2H24	1H25	2H25	Change on 1H25
Net loans (\$bn)	102.1	103.2	106.3	3%
Customer Deposits (\$bn)	79.7	80.9	81.0	0%
Customer deposit to loan ratio (%)	78.1	78.4	76.2	(219 bps)
Customers (#m)	1.51	1.51	1.51	-
Digital active customers (#m)	0.84	0.85	0.87	2%
Branches (#)	106	106	98	(8)
ATMs (#)	385	374	358	(16)



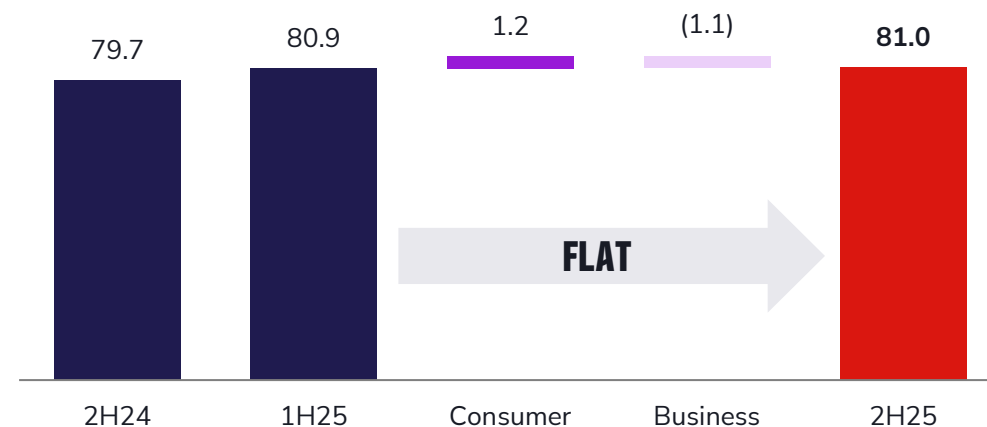
# NEW ZEALAND BALANCE SHEET (NZ\$)

NEW ZEALAND

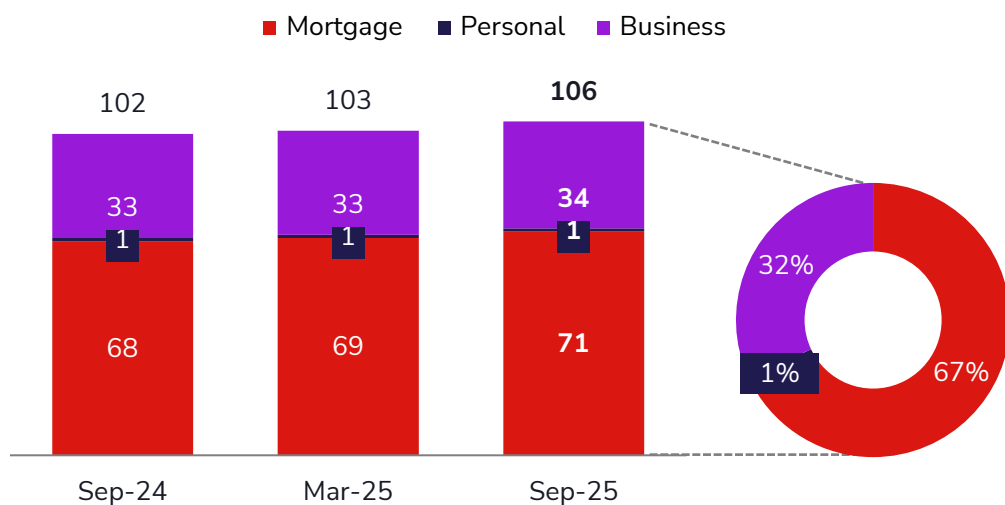
## Net loans (\$bn)



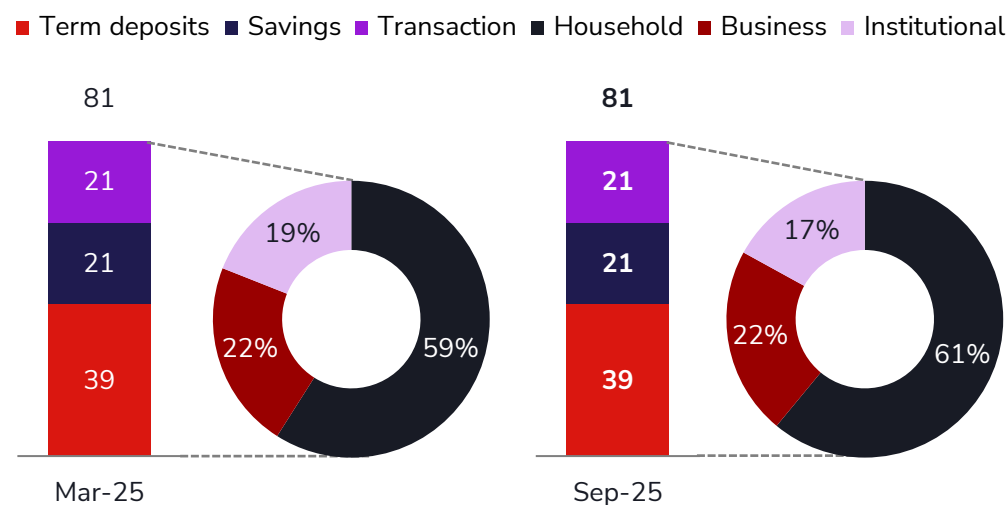
## Customer deposits (\$bn)



## Loans and % of total



## Customer deposits and % of total





# SUSTAINABILITY

TAKING ACTION NOW TO CREATE A BETTER FUTURE

WHAT

TO BE OUR CUSTOMERS’ #1 BANK AND PARTNER THROUGH LIFE

CUSTOMER

CUSTOMER OBSESSED

PEOPLE

BEST TEAM, TRUSTED EXPERTS

CHANGE

BRILLIANT AT DELIVERY

RISK

SAFE AND STRONG

PERFORMANCE

EXECUTION EXCELLENCE

HOW

Proactively support customers’ sustainability goals through finance, expertise and advocacy

Strengthen sustainability learning so our people bring expertise and balance into every decision and interaction

Partner with customers to help deliver our positions on key sustainability topics, including climate, natural capital, human rights and equitable Indigenous participation

Actively manage material sustainability risks and impacts to customers, our business and community

Create Sustainability Outcomes for our customers, communities and shareholders

FOCUS AREAS

CLIMATE TRANSITION

Decarbonisation and resilience for customers and our operations

HOUSING AFFORDABILITY

New housing supply, alternative pathways to ownership for customers and housing availability for underserved communities

REGIONAL PROSPERITY

Regional business growth, local employment, community and environmental outcomes

SUSTAINABILITY OUTCOMES

- Support the goals of the Paris Agreement by achieving our Scope 1, 2 and 3 greenhouse gas emissions targets by 2030
- Partner with customers to implement green, transition, social (including housing affordability) or sustainability activities by providing \$55bn sustainable lending and \$40bn sustainable bond facilitation activities by 2030
- Support customers’ economic resilience and prosperity by increasing our footprint and growing lending to regional businesses and communities faster than in metro Australia

WE COMMIT TO

ALWAYS DELIVER, SAFELY

MAKE AN IMPACT

OWN IT

These Sustainability pages contain forward-looking statements and statements of expectation. Refer to the disclaimer at the back of this pack. Details on our sustainability commitments, targets and other supporting information is in our 2025 Annual Report, Sustainability Report and Sustainability Index and Datasheet. See website for more information on our sustainability strategy.



# CLIMATE TRANSITION PLAN

SUSTAINABILITY

**AMBITION** TO BECOME A NET-ZERO, CLIMATE RESILIENT BANK

**FOCUS AREAS** **NET-ZERO, CLIMATE RESILIENT OPERATIONS** **PARTNERING WITH CUSTOMERS TO DECARBONISE** **SUPPORTING OUR CUSTOMERS' PHYSICAL RESILIENCE**

<b>TARGETS</b>	76% reduction in scope 1 and 2 absolute emissions by 2030 (2021 baseline)  50% reduction in upstream scope 3 absolute emissions by 2030 (2021 baseline)	2030 scope 3 financed emissions sector targets (see page 110 for details)  \$55 billion in sustainable finance lending at 30 Sep-30  \$40 billion in sustainable bond facilitation between 1 Oct-21 and 30 Sep-30	
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<b>ASPIRATIONS</b>	Maintain operational resilience to the physical impacts of climate change.	Transition our lending portfolios to support the goals of the Paris Agreement.	Adopt a portfolio-wide view of exposure and vulnerability to physical climate risks.
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## Key climate and sustainability disclosures

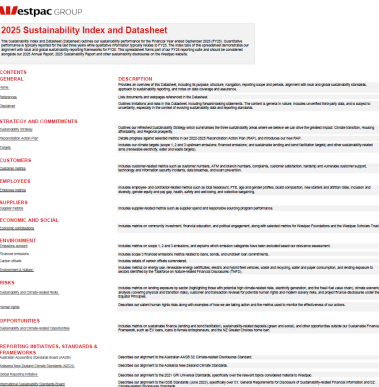
**2025 Annual Report:**  
*Details financial and non-financial performance*



**2025 Sustainability Report:** *Details our approach to managing climate-related risks and opportunities*



**2025 Sustainability Index and Datasheet:** *Details key sustainability performance metrics in one place*



Other sustainability disclosures include

- Modern Slavery Statement
- Human Rights Position Statement and Action Plan
- Natural Capital Position Statement
- Sustainable Finance Framework
- Climate Transition Plan
- New Zealand – 2025 Sustainability Update and Climate Report

 **Reports available at [westpac.com.au/sustainability](https://westpac.com.au/sustainability)**





# UNDERSTANDING OUR CARBON ACCOUNT TO TAKE ACTION NOW

SUSTAINABILITY

## Greenhouse gas (GHG) emissions by source (tco<sub>2</sub>-e)

	FY24	FY25	% of total
<b>Scope 1:</b> Direct emissions from controlled facilities, including fleet fuels, refrigerants, gas, diesel, LPG.	6,262	4,714	<0.1
<b>Scope 2:</b> Indirect emissions (market-based) from the generation of energy we have purchased, including purchased electricity.	2,303	1,963	<0.1
<b>Scope 3 upstream emissions:</b> Indirect emissions related to selected sources from our operations and supply chain.	57,655	56,469	<0.5

### Scope 3 financed emissions:

Indirect emissions related to our lending. Share of customers' scope 1 & 2 emissions.

31.6 MtCO<sub>2</sub>-e      Not Reported<sup>2</sup>      >99

### Estimated FY24 financed emissions<sup>1</sup> (% of total)

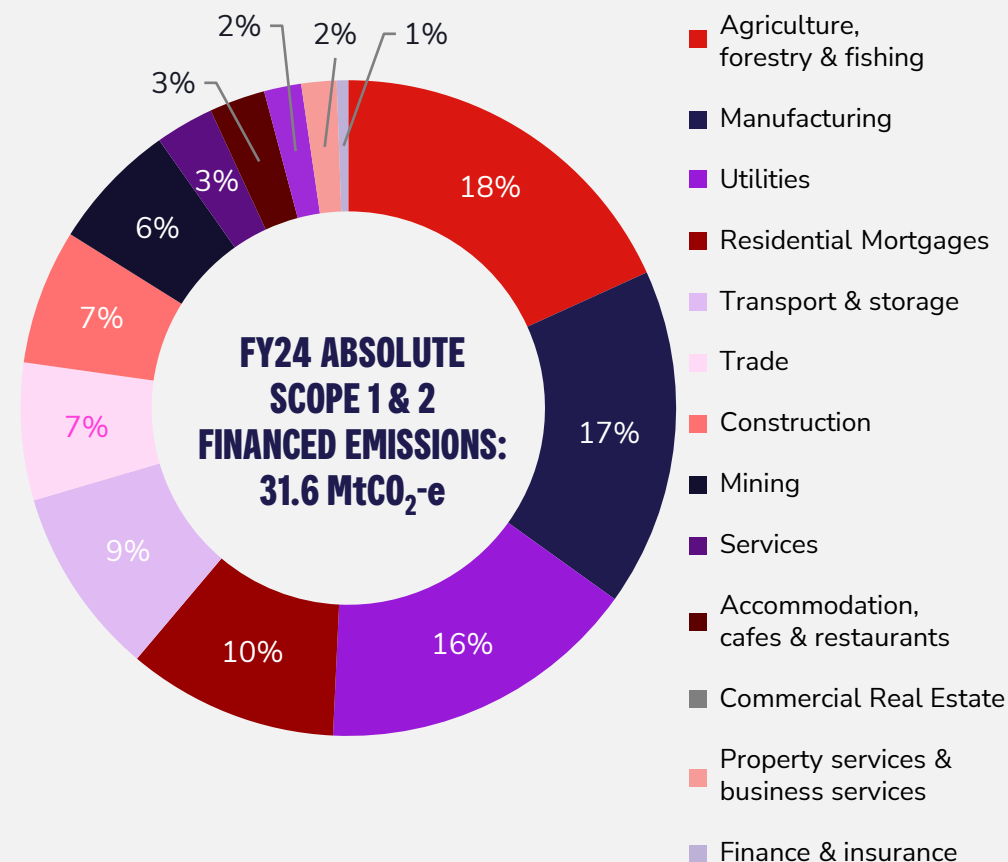


Chart does not add to 100% due to rounding; Other not shown (<1%)

Refer to Appendix of our 2025 Sustainability Report for details of the methodologies for estimating our emissions.



1 Sectors in our financed emissions analysis are based on ANZSIC codes. These sector definitions differ from those used for: (i) our financed emissions sector targets and, (ii) our reporting of Group Exposure by Sector included in our Sustainability Report and Sustainability Index and Datasheet. 2 Financed emissions are reported one year in arrears due to data availability. Data will be reported in FY26.



# OUR EMISSIONS REDUCTION TARGETS

SUSTAINABILITY

## Progress on operational emissions targets<sup>1</sup>

Reduction in market-based emissions from 2021 baseline (%)	FY24	FY25	2025 Target	2030 Target	Target Progress
Scope 1 and 2 emissions	(86)	(89)	(64)	(76)	 Surpassed
Scope 3 upstream emissions	(41)	(42)	NA	(50)	 On track

## Progress on our financed emissions targets<sup>1</sup>

### Change in emissions from baseline year<sup>2</sup> (%)

Westpac sector	FY23	FY24	2030 Target Implied % change
Power generation	(23)	(38)	(62)
Upstream Oil and Gas	(45)	(55)	(23)
Thermal coal mining	(81)	(94)	(100)
Aviation (passenger aircraft operators)	(45)	(47)	(60)
Steel production	Not reported (NR) - As at 30 Sep 24, we are on track to achieve our 2030 target and progress is below our emissions pathway. Given the small number of customers, this information is not publicly disclosed.		
Aluminium			
Cement production	(5)	NR	(14)
Commercial Real Estate (Offices)	(18)	(27)	(59)
Residential Real Estate (Australia)	(11)	(14)	(56)
Australia Beef and Sheep <sup>3</sup>	2	2	(9)
Australia Dairy <sup>3</sup>	(7)	(7)	(10)
New Zealand Beef and Sheep <sup>3</sup>	2	(4)	(9)
New Zealand Dairy <sup>3</sup>	(2)	(6)	(10)

## Carbon-intensive sector requirements

- From 30 Sep-25, new or renewed corporate lending and bond facilitation for in-scope customers<sup>4</sup> are subject to Customer CTP Evaluation.
- The evaluation assesses emissions targets, strategy, capital allocation, and climate governance, and rates customers from A to D.
- Customers must have interim Scope 1 and 2 decarbonisation target/s aligned to the well below 2°C goal of the Paris Agreement to qualify for financing.
- Customers rated D would not be eligible for financing. If the finance supports National or Energy Security<sup>4</sup>, we may escalate to the appropriate governance committee for review.

## Preliminary CTP assessment of new or renewed lending or bond facilitation (facilities)

Rating	Action if new / renewed facilities are requested	% of customers assessed <sup>5</sup>
A	<b>Accept</b> & monitor customer CTP execution.	55
B	<b>Accept</b> & engage to encourage further development of CTP	36
C	<b>Escalate</b> to governance committee. New/renewed facilities may be declined.	0
D	<b>Decline</b> new/renewed facilities	9

1 Refer to the Appendix of our 2025 Sustainability Report for details of the methodologies for estimating our emissions. 2 Prior year baseline and progress for Residential Real Estate target are as at 31 August, and as at 30 September for FY24. Baselines: Commercial and Residential Real Estate – 2022; Aluminium – 2023; all other financed emissions – 2021.. 3 Prior year numbers restated for Australia and New Zealand Agriculture targets, refer to our 2025 Sustainability Report for details. 4 Customers within the oil and gas, metallurgical coal mining, and coal-fired power generation sectors. See our Sustainability Customer Requirements for more information including definitions for National or Energy Security. 5 Percentage of customers assessed in advance of their request for new/renewed corporate lending or bond facilitation.

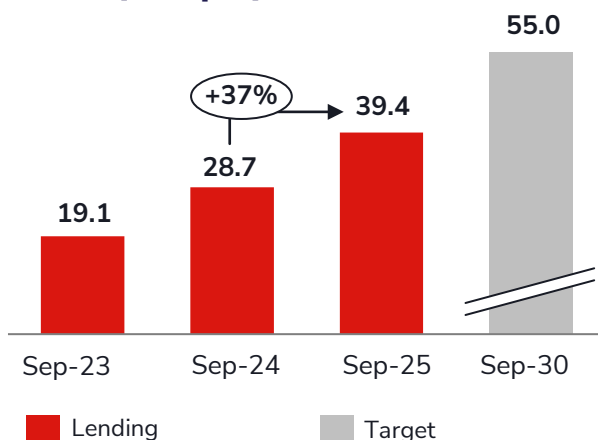


# CLIMATE-RELATED OPPORTUNITIES AND TARGETS

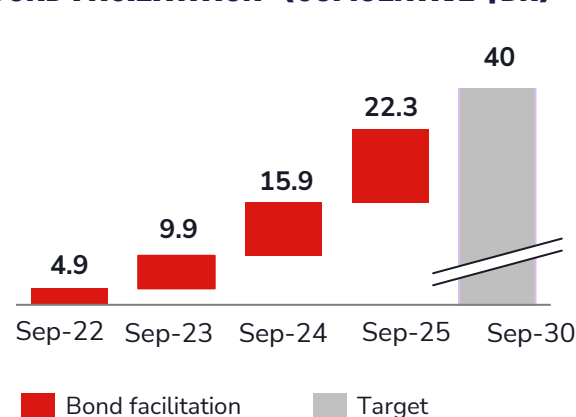
SUSTAINABILITY

Our **Sustainable Finance Framework** defines how we classify sustainable finance transactions as Green, Transition, Social or Sustainability. We also have 2030 targets for lending and bond facilitation.

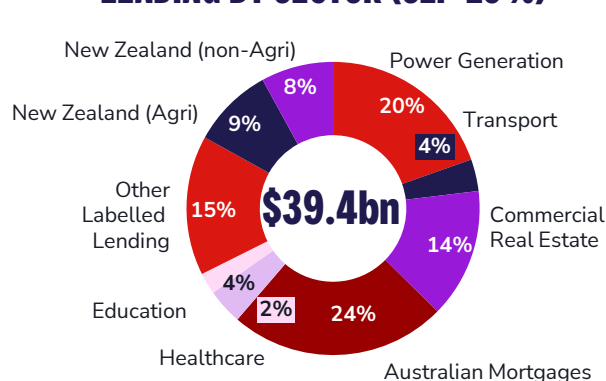
## LENDING (TCE<sup>1</sup> \$BN)



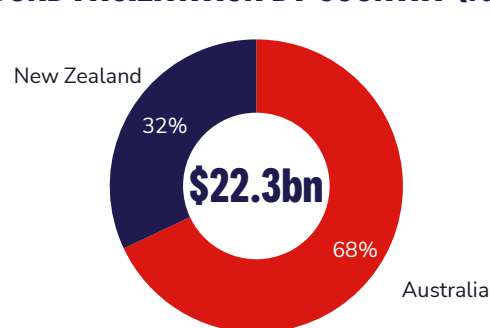
## BOND FACILITATION<sup>2</sup> (CUMULATIVE \$BN)



## LENDING BY SECTOR (SEP-25 %)



## BOND FACILITATION BY COUNTRY (%)



## Sustainable finance highlights

- 89.2% of our electricity sector lending to renewables.
- Coordinating Arranger and Bookrunner for AirTrunk's SYD1 and SYD2 term loan financing, supporting biodiversity, conservation and disaster relief, delivered through its social impact program.
- Joint Sustainability Coordinator for Bluecurrent's NZ\$2.5bn Green Loan supporting smart electricity and water metering across Australasia.
- Sustainability Coordinator and Lead Manager for Auckland Council's first Sustainability-Linked Bond. Auckland Council is targeting to plant one million native forest stems by 2027.
- Ranked #1 in the 2025 NZ Sustainable Bond League Table<sup>4</sup>.

## Other climate-related opportunities (Sep-25)<sup>3</sup>

- \$63.4m for EV/Hybrid vehicles loans in Australia.
- \$182.4m for the Greater Choices home loan and EV loan in New Zealand.

<sup>1</sup> Total committed exposure (TCE) or balance (for residential mortgages) at 30 Sept. TCE is the sum of loan balance and other committed facilities. For this purpose, TCE must meet the requirements of our Sustainable Finance Framework, and so excludes pre settlement risk, secondary market trading and the underwriting of facilities. <sup>2</sup> Bond facilitation target and progress is measured as the cumulative sum of our proportionate share of qualifying bonds facilitated from 1 Oct-21. Prior years are restated following data quality reviews which identified additional bonds not previously included. <sup>3</sup> Includes loans that have not been assessed under our SFF. <sup>4</sup> KangaNews, 2025 NZ Sustainable Bond – All Issuers – Incl Self-led Deals League Table at 30 Sep-25.





# ECONOMICS

# AUSTRALIAN AND NEW ZEALAND ECONOMIC FORECASTS – (%) AS AT 31 OCT 2025

ECONOMICS

## Key economic indicators

		2024				2025				Calendar Years			
		Q2	Q3	Q4	Q1E	Q2F	Q3F	Q4F		2024	2025F	2026F	2027F
World	GDP <sup>1</sup>	-	-	-	-	-	-	-		3.3	3.2	3.1	3.2
Australia	GDP <sup>2</sup>	0.9	0.8	1.3	1.4	1.8	2.1	2.1		1.3	2.1	2.4	2.6
	Unemployment – end period	4.0	4.1	4.0	4.1	4.2	4.3	4.4		4.0	4.4	4.5	4.5
	CPI headline – year end	3.8	2.8	2.4	2.4	2.1	3.2	3.7		2.4	3.7	2.7	2.6
	Interest rates – cash rate	4.35	4.35	4.35	4.10	3.85	3.60	3.60		4.35	3.60	3.10	3.10
New Zealand	GDP <sup>2</sup>	-0.5	-1.7	-1.4	-0.6	-0.6	0.8	1.2		-1.4	1.2	3.0	3.4
	Unemployment – end period	4.7	4.9	5.1	5.1	5.2	5.3	5.4		5.1	5.4	4.9	4.3
	Consumer prices	3.3	2.2	2.2	2.5	2.7	3.0	2.9		2.2	2.9	2.3	2.1
	Interest rates – official cash rate	5.50	5.25	4.25	3.75	3.25	3.00	2.25		4.25	2.25	2.50	3.50

Sources: IMF, RBA, Statistics NZ, Westpac Economics

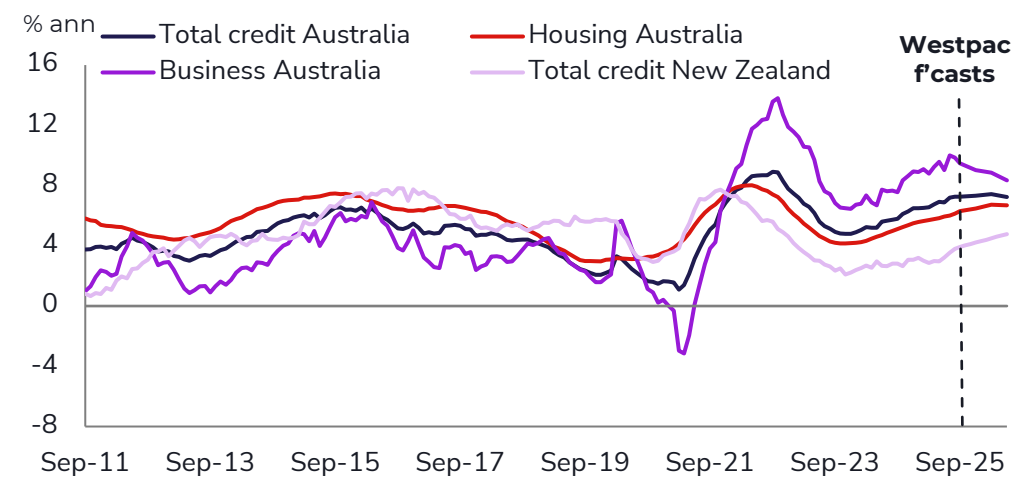
## Key economic indicators

		2024	2025F	2026F	2027F
Australia	Credit growth				
	Total – year end	6.5	7.3	6.5	5.8
	Housing – year end	5.5	6.6	6.5	5.6
	Business – year end	8.9	9.0	7.2	6.6
New Zealand	Credit growth				
	Total – year end	3.1	4.2	5.0	4.9
	Housing – year end	3.8	5.7	6.3	5.7
	Business – year end	2.1	1.9	2.6	3.4

Sources: RBA, Statistics NZ, Westpac Economics.

1 Year average growth rates. 2 Through the year growth rates.

## Private sector credit growth (% Ann)

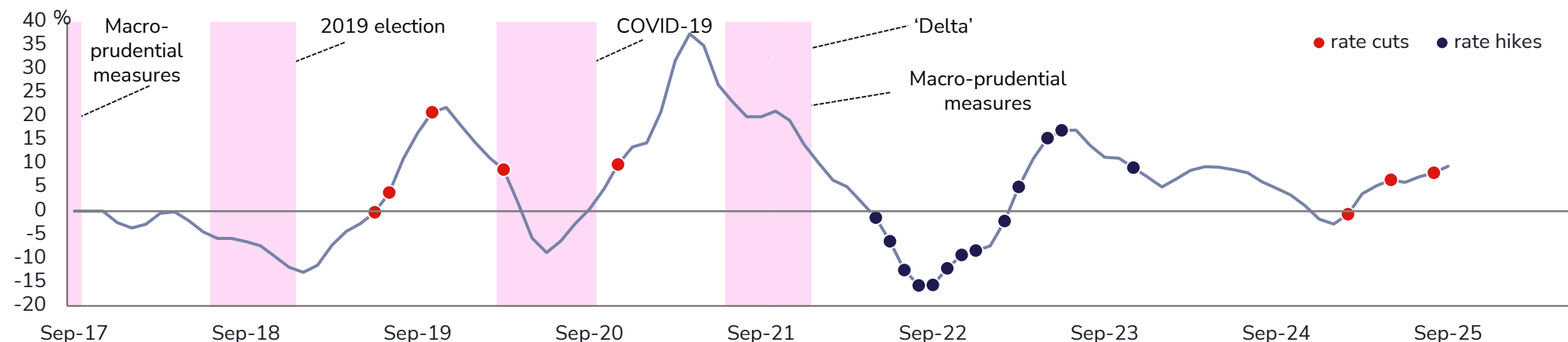


Sources: RBA, Westpac Economics.

# AUSTRALIAN HOUSING MARKET – PRICES UPTURN MODERATES

ECONOMICS

## Dwelling prices (3mth annualised)



Sources: CoreLogic, Westpac Economics

## Dwelling prices (%) – (to September 2025)

Capital city	Pop'n	Last 3 mths	Last 12 mths	Last 5 years
Sydney	5.6m	Up 2.1%	Up 3.0%	Up 37.9%
Melbourne	5.4m	Up 1.0%	Up 1.9%	Up 17.5%
Brisbane	2.8m	Up 3.5%	Up 8.8%	Up 80.1%
Perth	2.4m	Up 4.0%	Up 7.5%	Up 82.7%

dwelling prices (% , 3 month annualised)

Sources: CoreLogic, Westpac Economics

## Dwelling prices (annual %)

Capital city	Avg*	2022	2023	2024	2025F	2026F
Sydney	5.4	-11.4	11.3	2.7	5	8
Melbourne	4.1	-7.1	4.2	-2.1	4	10
Brisbane	6.7	-1.9	13.5	11.4	7	8
Perth	4.4	4.2	16.2	18.4	8	8
<b>Australia</b>	<b>5.3</b>	<b>-6.6</b>	<b>10.1</b>	<b>5.1</b>	<b>6</b>	<b>9</b>

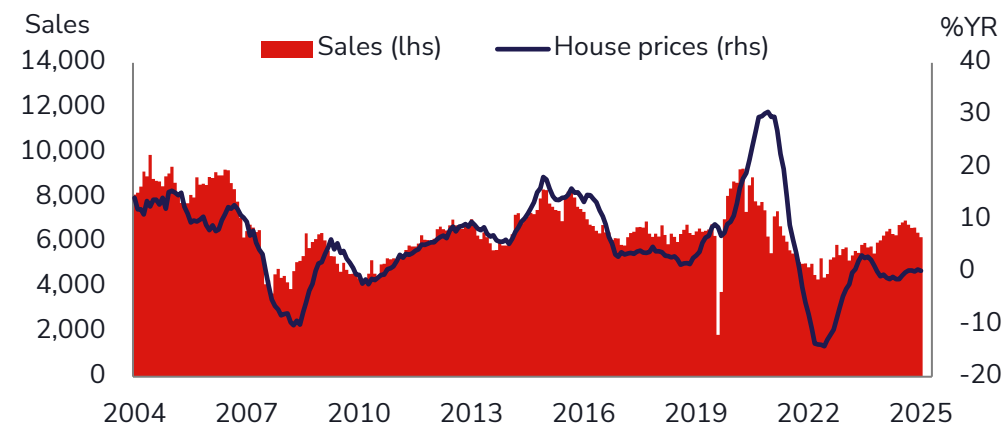
\* Average last 10yrs. Sources: CoreLogic, Westpac Economics



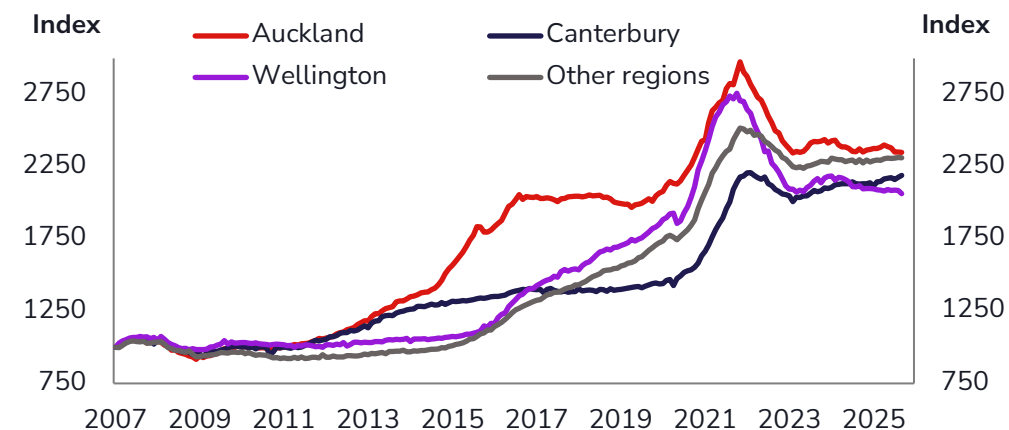
# NEW ZEALAND HOUSING MARKET – ACTIVITY HAS STABILISED, STILL SUBDUED

ECONOMICS

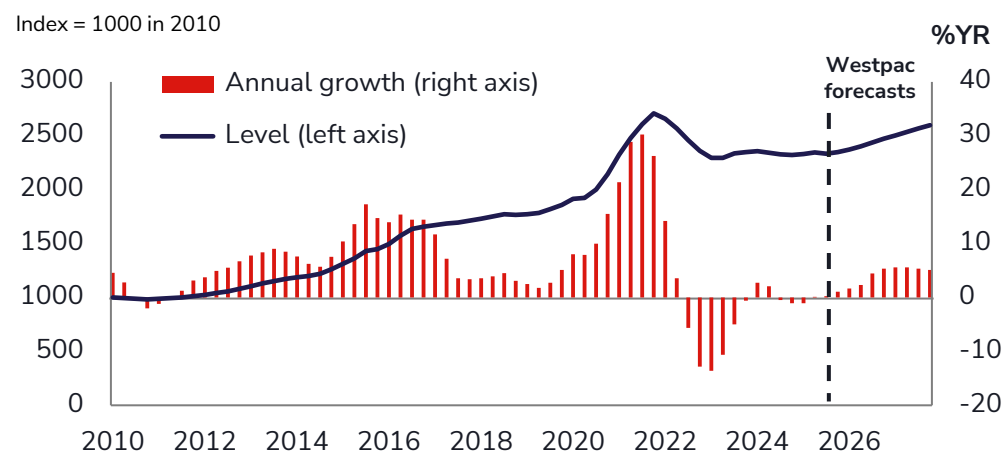
## Monthly house sales and prices (% Yr)



## Dwelling prices (index)



## Dwelling Prices



## Dwelling prices (%) – (to Aug-25)

Capital city	Pop'n	Last 3 mths	Last 12 mths	Last 5 years
Auckland	1.8m	Down 1%	Down 1%	Up 4%
Wellington	0.5m	Down 1%	Down 3%	Up 1%
Canterbury	0.7m	Up 1%	Up 3%	Up 42%
Nationwide	5.3m	Flat	Flat	Up 15%

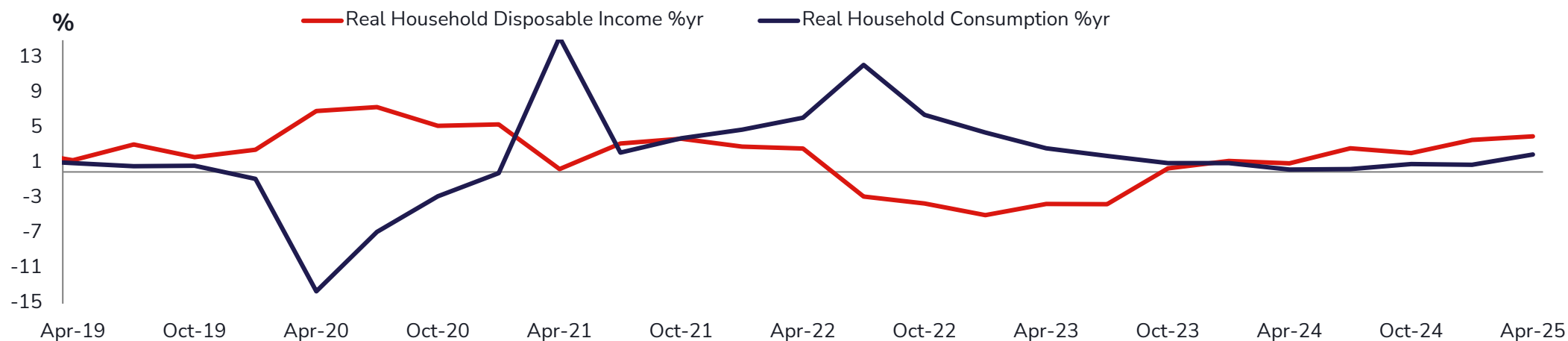
  

Forecast (Annual %)	Ave. past 10 years	2022	2023	2024	2025F	2026F
Nationwide	7%	-13%	-1%	-1%	+1%	+5%

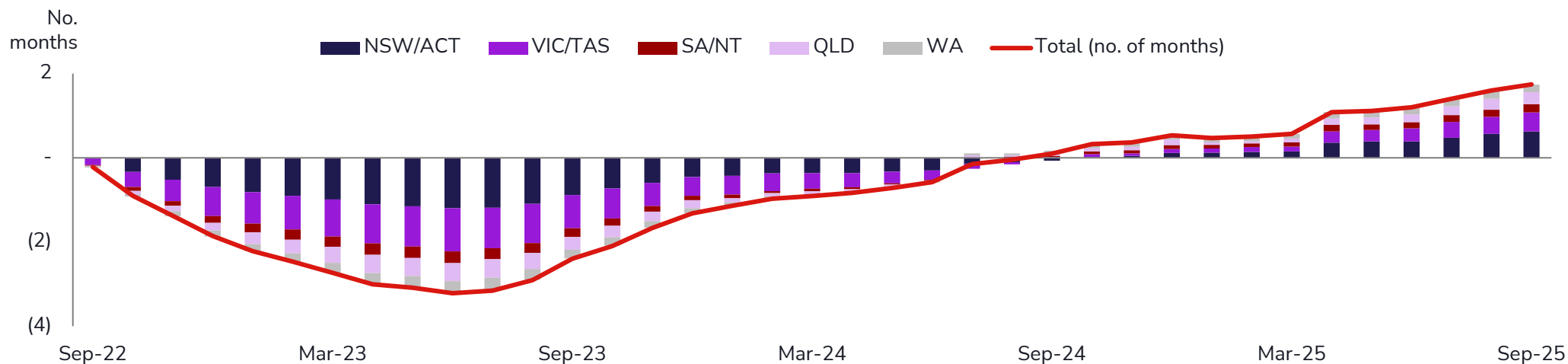
Sources: REINZ, Westpac Economics.

# CONSUMER INCOME & SPEND<sup>1</sup>

## Real household disposable incomes and consumption are recovering



## State contribution to annual change in buffers



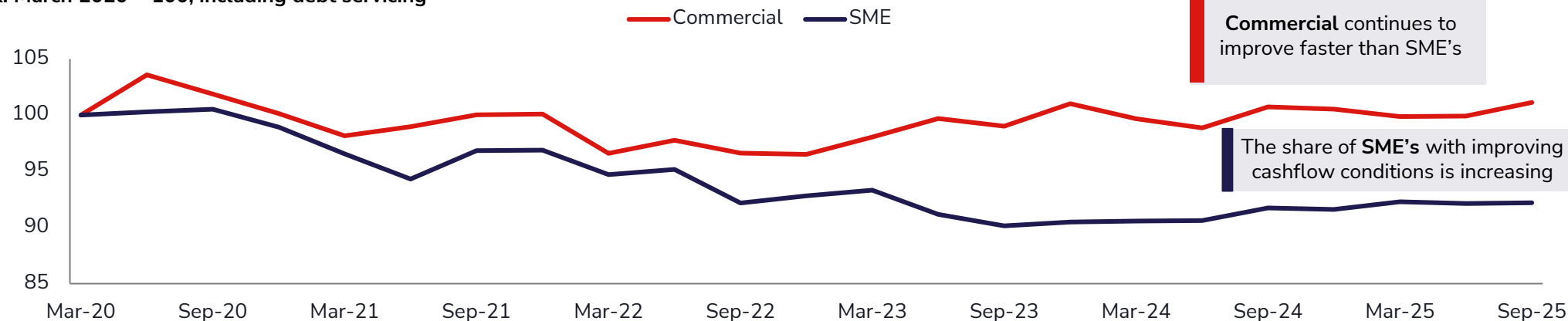
1 Source: Westpac DataX, Westpac Economics, ABS. 2 Mortgage holders only. Ratio of savings balance to essential expenses.



# BUSINESS CUSTOMER CASHFLOW CONDITIONS IMPROVING

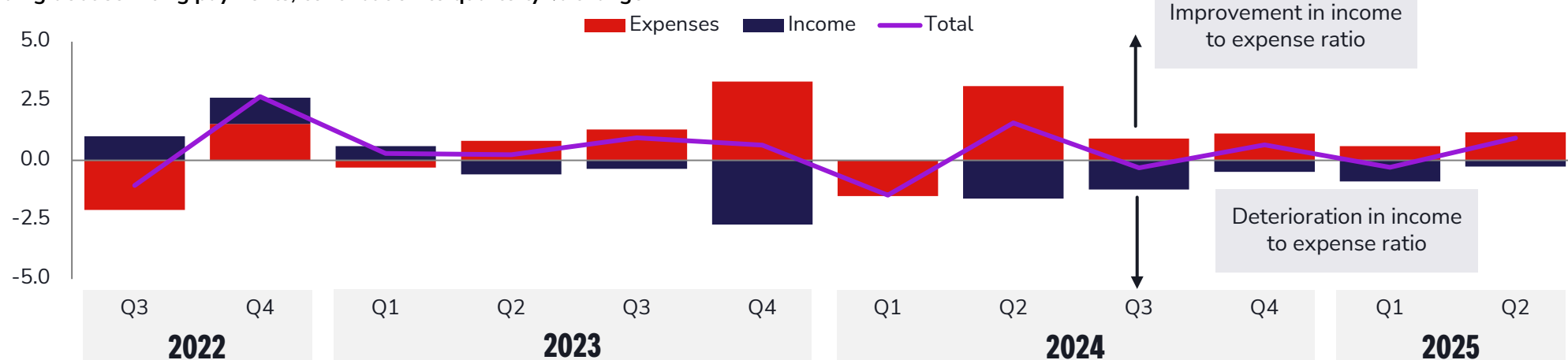
## Cashflow trends

Index: March 2020 = 100, including debt servicing



## Cashflow gauge (income to expense)

Excluding debt servicing payments, contribution to quarterly % change



1 Source: Westpac Economics, Macrobond.



# APPENDIX

# APPENDIX 1: NET PROFIT<sup>1</sup>

APPENDIX

\$m	2H24	1H25	2H25	Change 1H25 – 2H25 (%)
Net interest income	9,565	9,569	9,904	4
Non-interest income	1,382	1,424	1,567	10
<b>Net operating income</b>	<b>10,947</b>	<b>10,993</b>	<b>11,471</b>	<b>4</b>
Expenses	(5,549)	(5,698)	(6,218)	9
<b>Pre-provision profit</b>	<b>5,398</b>	<b>5,295</b>	<b>5,253</b>	<b>(1)</b>
Impairment charges	(175)	(250)	(174)	(30)
Tax and non-controlling interests (NCI)	(1,616)	(1,588)	(1,564)	(2)
<b>Net profit</b>	<b>3,607</b>	<b>3,457</b>	<b>3,515</b>	<b>2</b>

<sup>1</sup> For further information refer to Westpac's 2025 Full Year Financial Results.



# APPENDIX 2: DEFINITIONS – CREDIT QUALITY

<b>&lt;90 days past due</b>	Includes facilities less than 90 days past due and those credit exposures, that are in default, but where it is expected that the full value of principal and accrued interest can be collected, generally by reference to the value of security held
<b>90+ days past due</b>	Includes facilities 90 days or more past due, and those credit exposures that are in default, but where it is expected that the full value of principal and accrued interest can be collected, generally by reference to the value of security held
<b>Provision for expected credit losses</b>	Expected credit losses (ECL) are a probability-weighted estimate of the cash shortfalls expected to result from defaults over the relevant time frame. They are determined by evaluating a range of possible outcomes and taking into account the time value of money, past events, current conditions and forecasts of future economic conditions
<b>Collectively assessed provisions (CAP)</b>	CAP for ECL under AASB 9 represent the ECL which is collectively assessed in pools of similar assets with similar risk characteristics. This incorporates forward looking information and does not require an actual loss event to have occurred for an impairment provision to be recognised
<b>Individually assessed provisions (IAP)</b>	Provisions raised for losses on loans that are known to be impaired and are assessed on an individual basis. The estimated losses on these impaired loans is based on expected future cash flows discounted to their present value and, as this discount unwinds, interest will be recognised in the income statement
<b>Stage 1: 12 months ECL – performing</b>	For financial assets where there has been no significant increase in credit risk since origination a provision for 12 months ECL is recognised. Interest revenue is calculated on the gross carrying amount of the financial asset
<b>Stage 2: Lifetime ECL – performing</b>	For financial assets where there has been a significant increase in credit risk since origination but where the asset is still performing a provision for lifetime ECL is recognised. Interest revenue is calculated on the gross carrying amount of the financial asset
<b>Stage 3 Lifetime ECL – non-performing</b>	For financial assets that are non-performing a provision for lifetime ECL is recognised. Interest revenue is calculated on the carrying amount net of the provision for ECL rather than the gross carrying amount

<b>Impaired exposures</b>	<p>Includes exposures that have deteriorated to the point where full collection of interest and principal is in doubt, based on an assessment of the customer's outlook, cash flow, and the net realisation of value of assets to which recourse is held:</p> <ul style="list-style-type: none"> <li>Facilities 90 days or more past due, and full recovery is in doubt: exposures where contractual payments are 90 or more days in arrears and the net realisable value of assets to which recourse is held may not be sufficient to allow full collection of interest and principal, including overdrafts or other revolving facilities that remain continuously outside approved limits by material amounts for 90 or more calendar days;</li> <li>Non-accrual facilities: exposures with individually assessed impairment provisions held against them, excluding restructured loans;</li> <li>Restructured facilities: exposures where the original contractual terms have been formally modified to provide for concessions of interest or principal for reasons related to the financial difficulties of the customer;</li> <li>Other assets acquired through security enforcement (includes other real estate owned): includes the value of any other assets acquired as full or partial settlement of outstanding obligations through the enforcement of security arrangements; or</li> <li>Any other facilities where the full collection of interest and principal is in doubt.</li> </ul>
<b>Stressed exposures</b>	Watchlist and substandard, non-performing not impaired, and impaired exposures
<b>Total committed exposures (TCE)</b>	Represents the sum of the committed portion of direct lending (including funds placement overall and deposits placed), contingent and pre-settlement risk plus the committed portion of secondary market trading and underwriting risk
<b>Watchlist and substandard</b>	Loan facilities where customers are experiencing operating weakness and financial difficulty but are not expected to incur loss of interest or principal

# APPENDIX 2: DEFINITIONS – SEGMENTS, EARNINGS DRIVERS, CAPITAL AND LIQUIDITY

## Segments

<b>Consumer</b>	Consumer provides banking products and services, including mortgages, credit cards, personal loans, and savings and deposit products to Australian retail customers
<b>Business and Wealth</b>	Business and Wealth serves the banking and wealth needs of Australian customers, including small business, Agribusiness and Commercial businesses
<b>WIB</b>	Westpac Institutional Bank (WIB) provides a broad range of financial products and services to corporate, institutional and government customers
<b>Westpac NZ</b>	Westpac New Zealand provides banking, wealth and insurance products and services for consumer, business and institutional customers in New Zealand

## Earnings drivers

<b>Average interest-earning assets (AIEA)</b>	The average balance of assets held by the Group that generate interest income. Where possible, daily balances are used to calculate the average balance
<b>Net interest margin</b>	Calculated by dividing net interest income by average interest-earning assets (annualised where applicable)
<b>Core net interest margin</b>	Calculated by dividing net interest income excluding Notable Items and Treasury & Markets by average interest-earning assets (annualised where applicable)
<b>Pre-provision profit</b>	Net operating income less operating expenses
<b>NCI</b>	Non-controlling interests
<b>Full-time equivalent employees (FTE)</b>	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

## Capital and liquidity

<b>Capital ratios</b>	As defined by APRA (unless stated otherwise)
<b>Committed liquidity facility (CLF)</b>	The RBA makes available to Australian Authorised Deposit-taking Institutions (ADIs) a CLF that, subject to qualifying conditions, can be accessed to meet LCR requirements under APS210 Liquidity. APRA announced in September 2021 that ADIs subject to the LCR should reduce their CLF usage to zero by 1 January 2023
<b>High quality liquid assets (HQLA)</b>	Assets which meet APRA's criteria for inclusion as HQLA in the numerator of the LCR
<b>Internationally comparable ratios</b>	Internationally comparable regulatory capital ratios are Westpac's estimated ratios after adjusting the capital ratios determined under APRA Basel III regulations for various items. Analysis aligns with the APRA study titled "International capital comparison study" dated 13 July 2015
<b>Leverage ratio</b>	As defined by APRA (unless stated otherwise). Tier 1 capital divided by 'exposure measure' and expressed as a percentage. 'Exposure measure' is the sum of on-balance sheet exposures, derivative exposures, securities financing transaction exposures and other off-balance sheet exposures
<b>Liquidity coverage ratio (LCR)</b>	An APRA requirement to maintain an adequate level of unencumbered high quality liquid assets, to meet liquidity needs for a 30 calendar day period under an APRA-defined severe stress scenario. Absent a situation of financial stress, the value of the LCR must not be less than 100%. LCR is calculated as the percentage ratio of stock of HQLA and CLF over the total net cash out-flows in a modelled 30 day defined stressed scenario
<b>Net stable funding ratio (NSFR)</b>	The NSFR is defined as the ratio of the amount of available stable funding (ASF) to the amount of required stable funding (RSF) defined by APRA. The amount of ASF is the portion of an ADI's capital and liabilities expected to be a reliable source of funds over a one year time horizon. The amount of RSF is a function of the liquidity characteristics and residual maturities of an ADI's assets and off-balance sheet activities. ADI's must maintain an NSFR of at least 100%
<b>Risk weighted assets (RWA)</b>	Assets (both on and off-balance sheet) are risk weighted according to each asset's inherent potential for default and what the likely losses would be in case of default. In the case of non-asset-backed risks (ie. market and operational risk), RWA is determined by multiplying the capital requirements for those risks by 12.5

# APPENDIX 2: DEFINITIONS – DIGITAL, MAIN FINANCIAL INSTITUTION, AND NET PROMOTER SCORE

## Digital

<b>Digitally active</b>	Australia: Consumer and business customers who have had an authenticated session (including Quickzone) on Westpac Group digital banking platforms in the prior 30 days  New Zealand: Customers that have logged into the Westpac NZ digital banking platform at least once in the prior 90 days
<b>Digital sales</b>	The percentage of quality sales that were digitally initiated in a 12-week period (percentage against the count of all quality sales in that 12-week period)
<b>Digital transactions</b>	Digital transactions including all payment transactions (Transfer Funds, Pay Anyone and BPAY) within Westpac Live and Compass, excl. Corporate Online and Business Banking online
<b>Mobile Wallet Payments</b>	Count of transactions that use a digital card via apple pay, fitbit pay, garmin pay, google pay and samsung pay products.

## Main Financial Institution

<b>MFI share</b>	MFI share results are based on the number of customers who have a Main Financial Institution (MFI) relationship with an institution, as a proportion of the number of customers that have a MFI relationship with any institution
<b>Consumer MFI share</b>	Source: Roy Morgan Single Source, September 2024, March 2025 and September 2025 6MMA. MFI Banking Group customers
<b>Business MFI share</b>	Source: RFI Global, September 2024, March 2025 and September 2025 6MMA. MFI Banking Group customers

## Net Promoter Score

<b>Net Promoter Score or NPS®</b>	Net Promoter® Score measures the net likelihood of recommendation to others of the customer's main financial institution for retail or business banking. <i>Net Promoter®</i> , <i>NPS®</i> , <i>NPS Prism®</i> , and the <i>NPS-related emoticons</i> are registered trademarks of Bain & Company, Inc., <i>NICE Systems, Inc.</i> , and <i>Fred Reichheld</i> . <i>Net Promoter Score<sup>SM</sup></i> and <i>Net Promoter System<sup>SM</sup></i> are service marks of Bain & Company, Inc., <i>NICE Systems, Inc.</i> , and <i>Fred Reichheld</i> . Using an 11-point numerical scale where 10 is 'Extremely likely' and 0 is 'Not at all likely', Net Promoter Score is calculated by subtracting the percentage of Detractors (0-6) from the percentage of Promoters (9-10).
<b>NPS – Consumer</b>	Source: RFI Consumer Atlas, September 2023 – September 2025, 6MMA. MFI customers.
<b>Mortgage Product NPS</b>	Source: 5D Strategic NPS Program, September 2023 – September 2025, 6MMA, Westpac AFI mortgage customers. Mortgage Product NPS measures the net likelihood of recommendation to others of the mortgage product via 1 <sup>st</sup> party (direct with the provider), or 3 <sup>rd</sup> party (through a broker).
<b>Channel NPS</b>	Source: 5D Strategic NPS Program, September 2025, 6MMA, Westpac MFI customers who have used the channel in the last 4 weeks.
<b>NPS – Business</b>	Source: RFI Business Atlas, September 2023 – September 2025, 6MMA. MFI businesses. Business includes Small Business, SME (12MMA) and Commercial customers, weighted by numbers of businesses in each segment.
<b>NPS Rank</b>	The ranking refers to Westpac's position relative to the other three major Australian banks (ANZ, CBA and NAB).
<b>Regional Brands</b>	St.George Bank, Bank of Melbourne and BankSA.

# APPENDIX 2: DEFINITIONS – NEW ZEALAND

## Net promoter score

Relationship Management - Corporate (Westpac NZ)	Source: Business Finance Monitor (BFM) conducted by research agency Kantar, ongoing online and phone survey among business owners and financial decision makers in businesses with an annual gross turnover of \$5 million - \$150 million. Percentage of respondents who have contact at least once a month with a specific named account manager or relationship manager at their main business bank and gave an 8-10 rating when asked to rate their main business bank's performance via their 'specific named contact (i.e. account manager or relationship manager)'. Scale is from 1 to 10 where 1= Poor and 10=Perfect
Relationship Management - SME (Westpac NZ)	Source: NZ SME Market Monitor conducted by research agency RFI Global, quarterly online survey among business owners and financial decision makers in businesses with an annual gross turnover of \$30,000 - \$5 million. Percentage of respondents who have a dedicated Relationship Manager with their main business bank and gave an 8-10 rating when asked how satisfied they are with the experience with their Relationship Manager. Scale is from 0 to 10 where 0= Not at all satisfied and 10=Extremely satisfied
Relationship Management -Institutional (Westpac NZ)	Source: Coalition Greenwich 2025 Voice of Client NZ Large Corporate Relationship Banking Study

## Active customers

Digitally active customers (Westpac NZ)	New Zealand customers that have logged into the Westpac NZ digital banking platform at least once in the prior 90 days
Active customers (Westpac NZ)	New Zealand customers who satisfy one or more of the following criteria: (i) Have an income-generating product 'in force' (ii) Have made a customer-initiated financial transaction in the past 6 months on an account-based product and/or (iii) Have a balance of more than NZ\$400 across current or savings accounts

# INVESTOR RELATIONS TEAM – CONTACT US

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## Catherine Garcia

Head of Investor Relations, Institutional

## Lucy Wilson

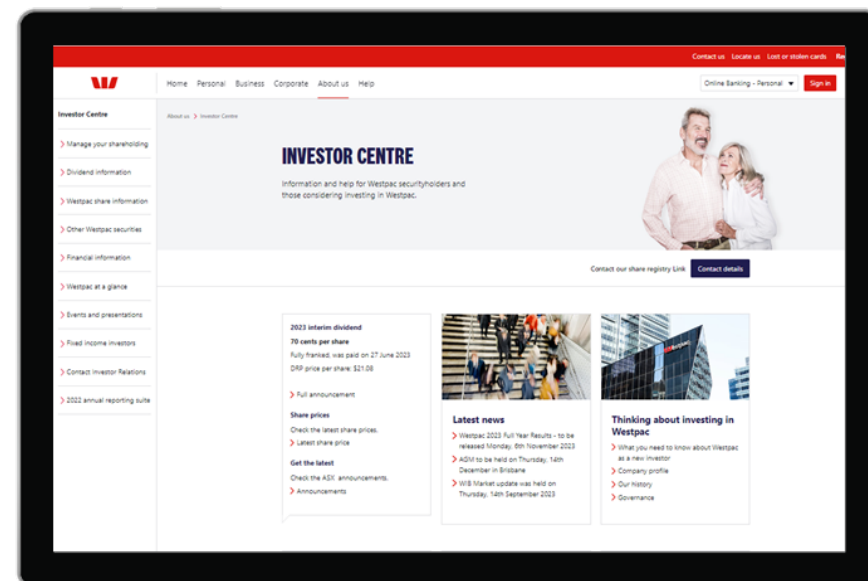
Head of Corporate Reporting and ESG

## Arthur Petratos

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- Address details and communication preferences
- Updating bank account details, and participation in the dividend reinvestment plan

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Contact us





The material contained in this presentation is intended to be general background information on Westpac Banking Corporation (Westpac) and its activities.

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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.

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We use words such as ‘will’, ‘may’, ‘expect’, ‘intend’, ‘seek’, ‘would’, ‘should’, ‘could’, ‘continue’, ‘plan’, ‘estimate’, ‘anticipate’, ‘believe’, ‘probability’, ‘indicative’, ‘risk’, ‘aim’, ‘outlook’, ‘forecast’, ‘f’cast’, ‘f’, ‘assumption’, ‘projection’, ‘target’, ‘goal’, ‘guidance’, ‘ambition’, ‘objective’ or other similar words to identify forward-looking statements, or otherwise identify forward-looking statements. These forward-looking statements reflect our current views on future events and are subject to change, certain known and unknown risks, uncertainties and assumptions and other factors which are, in many instances, beyond our control (and the control of our officers, employees, agents and advisors), and have been made based on management’s and/or the board’s current expectations or beliefs concerning future developments and their potential effect upon us.

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There can be no assurance that future developments or performance will align with our expectations or that the effect of future developments on us will be those anticipated. Actual results could differ materially from those we expect or which are expressed or implied in forward-looking statements, depending on various factors including, but not limited to, those described in the sections titled ‘Our Operating Environment’ and ‘Risk Management’ in our 2025 Annual Report as well as the 2025 Risk Factors document available at [www.westpac.com.au](http://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.

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#### **Further important information regarding climate change and sustainability-related statements**

This presentation contains forward-looking statements and other representations relating to environment, social and governance (ESG) topics, including but not limited to climate change, net-zero, climate resilience, natural capital, emissions intensity, human rights and other sustainability related statements, commitments, targets, projections, scenarios, risk and opportunity assessments, pathways, forecasts, estimated projections and other proxy data. These are subject to known and unknown risks, and there are significant uncertainties, limitations, risks and assumptions in the metrics and modelling on which these statements rely.

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