

# Target Forward Contract.

## Product Disclosure Statement.

Issued by Westpac Banking Corporation  
Australian Financial Services Licence No. 233714  
ABN 33 007 457 141  
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200 years proudly supporting Australia

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## Important information.

A Product Disclosure Statement (**PDS**) is an information document. Its purpose is to provide you with enough information so that you can decide if the product will meet your needs. A PDS is also a tool for comparing the features of other products you may be considering. If you have any questions about this product, please contact us on any of the numbers listed at the back of this PDS.

This PDS relates to Target Forward Contracts (TFCs) issued by Westpac Banking Corporation (ABN 33 007 457 141 AFSL 233714) (**Westpac, we, our or us**). We are the issuer of this PDS. A TFC is a sophisticated financial product requiring a good understanding of the way foreign exchange contracts and markets work.

You should read and consider all sections of this PDS carefully before making a decision about the suitability of this product for you. You may also wish to obtain independent expert advice. If you decide to enter into a TFC, you should keep a copy of this PDS and any associated documentation. You should also promptly tell us if at any time you experience any financial difficulty. The meaning of some terms in this PDS (indicated by using a capital letter at the beginning of the term) is included in the Glossary on page 14.

The information set out in this PDS is general in nature. It has been prepared without taking into account your objectives, financial situation or needs. Because of this, you should consider its appropriateness having regard to your objectives, financial situation and needs. By providing this PDS, Westpac does not intend to provide financial advice or any financial recommendations.

Information relating to TFCs that is not materially adverse may change from time to time.

The information in this PDS may be updated and made available to you on our website at [www.westpac.com.au](http://www.westpac.com.au). We will provide you with a paper copy of any updated information posted on our website on request without charge. If there is a change to information relating to TFCs that is materially adverse, we will (depending on the nature of the change or event) notify you within three months of the change or event and will issue a replacement or supplementary PDS where required.

This PDS, and any invitation to apply for a TFC that this PDS relates to, is intended for retail clients in Australia only. Distribution of it in jurisdictions outside Australia may be restricted by law and persons who come into possession of it, who are not in Australia, should seek advice. If you are in Australia and have received it electronically, we will give you a paper copy on request, without charge. To obtain a copy, refer to the contact details listed at the back of this PDS.

## Target Forward Contract (TFC) Summary.

ISSUER	WESTPAC BANKING CORPORATION (ABN 33 007 457 141 AFSL 233714).
Purpose	A TFC is a foreign exchange product designed to assist you in reducing your foreign exchange risk. It may help you to manage a currency risk you are exposed to.
Suitability	A TFC may be suitable if you have a good understanding of foreign exchange markets and have a genuine commercial need to manage currency risk associated with a particular currency pair. It should not be used for trading or speculative purposes.
Costs	There are no up-front out of pocket costs with a TFC. See the section titled “What are the costs?” on page 6 for more information.
Key Benefits	<p><b>Protection</b> – A TFC provides you with protection against unfavourable exchange rate movements.</p> <p><b>Coverage</b> – TFCs are available for a wide range of currencies. Please contact us to confirm your desired currency is covered. Our contact details are set out on the back page.</p> <p><b>Potential to outperform Forward Exchange Rates</b> – A TFC provides you with a more favourable exchange rate compared to a Forward Exchange Rate for the Contract Amount, with the potential to outperform the existing Forward Exchange Rate on the Contingent Amount as well.</p> <p><b>Flexibility</b> – Key variables including the Trigger Level, Contingent Amount, Contingent Rate and Contingent Delivery Date can be tailored to meet your particular needs.</p> <p>See the section titled “Key Benefits” on page 6 for more information.</p>
Key Risks	<p><b>Opportunity loss and potential obligation to exchange an amount greater than the Contract Amount</b> – You will not receive the benefit of favourable exchange rate movements that may occur on the Contract Amount. If a nominated Trigger Level is reached at the Cut-Off Time, you are also obliged to exchange the Contingent Amount and will not receive the benefit of favourable exchange rate movements on that amount. If the Trigger Level is not reached the Contingent Amount is not protected against unfavourable exchange rate movements.</p> <p><b>Variation/Early Termination</b> – You can vary or terminate a TFC early but there may be a cost if you do so.</p> <p><b>No Cooling Off Period</b> – There is no cooling off period.</p> <p><b>Counterparty and operational risk</b> – Westpac has performance obligations under a TFC. You need to form a judgment of our ability to meet those obligations.</p> <p><b>Currency Restrictions</b> – Some currencies may be subject to legal and regulatory obligations.</p> <p><b>Use of Agent and Correspondent Banks</b> – Westpac may use agents and correspondent banks to deliver some currencies (other than Australian dollars).</p> <p>See the section titled “Key Risks” on page 6 and the section titled “Can I terminate a TFC?” on page 5 for more information.</p>
Term	1 week to 2 years (longer terms may be available on request).
Minimum Transaction Amount	The minimum transaction amount is AUD 100,000 or the foreign currency equivalent.
How to Apply	Visit any Westpac branch or contact your existing Westpac representative. Alternatively, you can contact us at the details listed at the back of this PDS.

# Target Forward Contract (TFC).

## What is a TFC?

A TFC is an agreement with Westpac that provides protection against unfavourable exchange rate movements by setting a Contract Rate at which you will exchange an amount of one currency for another. This Contract Rate will be more favourable than the Forward Exchange Rate available to you on the trade date.

In return for receiving this more favourable rate, if a pre-agreed Trigger Level is reached at a nominated Cut-Off Time you will be obliged to exchange an additional amount of currency at an agreed rate on another agreed date in the future.

A TFC may be useful in managing the currency risk associated with exporting or importing goods denominated in foreign currency, investing or borrowing overseas, repatriating profits, converting foreign currency denominated dividends, or settling other foreign currency contractual arrangements.

## How do TFCs work?

When you enter into a TFC, you nominate the two currencies to be exchanged. These currencies are known as the Currency Pair and must be acceptable to Westpac. You also nominate a Contract Amount, a Maturity Date, a Contingent Amount, a Contingent Delivery Date and a Cut-Off Time.

We agree to a Contract Rate, a Trigger Level and a Contingent Rate. Although you will have input into the setting of these rates, the rates selected must achieve a Zero Cost Structure. (See "What are the costs" on page 6.) Not all selections will achieve a Zero Cost Structure and we will help you to calculate the rates needed to do so based on your nominated details.

The Contract Rate is the rate at which you will exchange the Contract Amount with Westpac on the Maturity Date.

The Trigger Level is the nominated foreign exchange rate which, if reached at the Cut-Off Time, triggers your obligation to exchange the Contingent Amount with Westpac on the Contingent Delivery Date. This exchange takes place at the Contingent Rate.

The possible outcomes under a TFC are:

On the Maturity Date, the Contract Amount will always be exchanged with Westpac at the Contract Rate.

On the Contingent Delivery Date:

- if the Trigger Level is reached at the Cut-Off Time the Contingent Amount will be exchanged with Westpac at the Contingent Rate; or
- if the Trigger Level is not reached at the Cut-Off Time you have no obligation to exchange the Contingent Amount. You can choose to separately exchange your currency at the prevailing Market Foreign Exchange Rate if you wish to do so.

## How do we monitor the exchange rate?

At the Cut-Off Time we will monitor the relevant foreign exchange markets to determine whether the Global Foreign Exchange Rate has reached the Trigger Level and we will advise you what your obligations will be, if any, on the Contingent Delivery Date.

The Cut-Off Time and Contingent Delivery Date will be specified in the Confirmation that outlines the commercial terms of the transaction.

## Are there any Westpac credit requirements before dealing?

Before entering into a TFC, Westpac will assess your financial position to determine whether or not your situation satisfies our normal credit requirements. Westpac will advise you of the outcome of its review as soon as possible.

If your application is successful, you will need to sign Westpac's standard finance documentation. This documentation sets out the terms of the credit approval and other matters relevant to your application.

## What happens on the Maturity Date and the Contingent Delivery Date?

The Contract Amount will always be exchanged with Westpac at the Contract Rate on the Maturity Date. Depending on where the Global Foreign Exchange Rate is at the Cut-Off Time, the Contingent Amount may need to be exchanged on the Contingent Delivery Date as well. This means on the Maturity Date and potentially the Contingent Delivery Date you will need to provide Westpac with either foreign currency or Australian dollars (**AUD**) to settle your obligations.

You can provide foreign currency either by telegraphic transfer or by transferring funds from a foreign currency account/ deposit. You must provide AUD in Clear Funds. On receipt of the funds, Westpac will deposit amounts owing to you into a Westpac bank account (in your name), denominated in the relevant currency. Alternative arrangements can be made with Westpac's agreement.

## Can I terminate a TFC?

You may ask us to terminate the TFC at any time up to the Cut-Off Time. We will then provide you with a termination quote. There will be a cost or a gain arising as a result of termination. If you accept the termination quote, we will terminate the TFC.

Our quote will incorporate the same variables used when pricing the original TFC. These will be adjusted for the prevailing conditions in respect of the remaining term of the TFC. We will also need to consider the cost of reversing or offsetting your original transaction. When doing this we take into account the current market rates that apply to any offsetting transactions.

After the Cut-Off Time, if the Trigger Level has been reached and you are obliged to exchange the Contingent Amount on the Contingent Delivery Date you may ask us to terminate that transaction at any time up to the Contingent Delivery Date.

Our quote will reflect the remaining term of the contract and the Global Foreign Exchange Rates that apply to any offsetting transaction. If you accept the termination quote, we will terminate our respective obligations for the Contingent Delivery Date.

# Costs, Benefits and Risks.

## What are the costs?

There are no up-front out of pocket costs with a TFC. Once the Contract Amount, Maturity Date, Contingent Amount, Contingent Date and Cut-Off Time are nominated by you the Contract Rate, Trigger Level and Contingent Rate will be set at particular levels in order to achieve a Zero Cost Structure. When determining these rates Westpac takes several factors into account including:

- the size of the TFC (both the Contract Amount and Contingent Amount);
- the Maturity Date;
- the Contingent Delivery Date;
- Global Foreign Exchange Rates;
- market volatility; and
- market interest rates of the countries of the Currency Pair.

While there are no up-front costs with TFCs, Westpac still derives a financial benefit by incorporating a margin into the Contract Rate, the Trigger Level and the Contingent Rate. This means that these rates will be different to the market rate prevailing at that time. In effect you pay for the TFC by accepting the Contract Rate, Trigger Level and the Contingent Rate quoted by Westpac.

## Key Benefits.

### Protection.

TFCs provide you with protection against unfavourable foreign exchange movements between the time you enter into a TFC and the Cut-Off Time. This can assist you in managing your foreign currency exposures. On the Maturity Date, you will be protected at the Contract Rate for the Contract Amount.

### Coverage.

TFCs are available for a wide range of currencies. Please contact us to confirm your desired currency is covered. Our contact details are set out on the back page.

### Potential to outperform Forward Exchange Rates.

A TFC provides you with a more favourable Contract Rate than the Forward Exchange Rate available to you on the trade date, for the Contract Amount. It also provides you with the potential to exchange the Contingent Amount at the Contingent Rate, which is more favourable than the Forward Exchange Rate available to you on the trade date.

### Flexibility.

TFCs are flexible. Key variables including the Contingent Amount, Contingent Delivery Date, Cut-Off Time and Contingent Rate can all be tailored to meet your particular needs.

## Key Risks.

### Variation/Early termination.

Terminations or variations may result in a cost to you – see the section titled “Can I terminate a TFC?” on page 5 for more information.

### No cooling off period.

There is no cooling off period. This means that, in most circumstances, once you enter into a TFC, you cannot terminate or vary the TFC without our consent. See “Variation / Early termination” section above.

### Opportunity loss and potential obligation to exchange an amount greater than the Contract Amount.

You will forego any benefit of a favourable exchange rate movement between the time you enter a TFC and the Cut-Off Time on movements beyond the Contract Rate for the Contract Amount.

If the Trigger Level is reached at the Cut-Off Time you will be obliged to transact the Contingent Amount on the Contingent Delivery Date at the Contingent Rate. If this occurs, you will forego the benefit of any favourable movements beyond the Contingent Rate.

The Contingent Rate may not be as favourable as the Forward Exchange Rate available to you at the Cut-Off Time, when your obligation on the Contingent Delivery Date is determined.

The overall exchange rate achieved for the Contract Amount and the Contingent Amount may not be as favourable as the rate you could have achieved with forward foreign exchange contracts or if you had not entered into a TFC at all.

If the Trigger Level is not reached at the Cut-Off Time the Contingent Amount is not protected against unfavourable exchange rate movements.

### Counterparty and operational risk.

As is the case with most financial markets products we enter into, Westpac has performance obligations under a TFC. If we are unable to perform our obligations under your TFC, you may be exposed to Market Foreign Exchange Rate fluctuations as if you had not entered into a TFC.

Our ability to fulfil our obligations is linked to our financial wellbeing and to the effectiveness of our internal systems, processes and procedures. The first type of risk (our financial wellbeing) is commonly referred to as **credit or counterparty risk**. The second type of risk (the effectiveness of our internal systems, processes and procedures) is commonly referred to as **operational risk**.

You must make your own assessment of our ability to meet our obligations. However, as a regulated Australian bank we are subject to prudential regulation which is intended to reduce the risk of us failing to perform our obligations

Further information about Westpac, including copies of our recent financial statements, is available on our website at [www.westpac.com.au](http://www.westpac.com.au).

**Currency restrictions.**

Delivery of some currencies may be governed by, or subject to certain legal and regulatory requirements and obligations. It is your responsibility to ensure that these laws and regulations are complied with and we suggest you seek and obtain your own independent, expert advice in relation to such matters.

**Use of agent and correspondent banks.**

To deliver some currencies (other than AUD), we may use agents and correspondent banks. We will use reasonable care in the selection of such agents and correspondent banks.

If the agent or correspondent bank fails to deliver the required currency when due, we will work with the agent or correspondent bank to effect delivery. If after such action delivery cannot be made, we will promptly return your funds or make alternative arrangements with you.

To the extent allowed by law, Westpac will not be liable for any direct or indirect losses, claims, actions or expenses incurred by you as a result of the failure by an agent or correspondent bank to deliver the required currency.

# Documentation and Confirmation.

## What documentation is required?

### Master dealing agreement.

You will usually need to sign a master dealing agreement if you want to enter into a TFC. This will either be an agreement with us or an industry standard master dealing agreement. The industry standard master dealing agreements that we commonly use are:

- an Australian Financial Markets Association Master Agreement for Foreign Currency Transactions. This is a simple agreement and is used only for foreign exchange transactions;
- an International Swaps and Derivatives Association Master Agreement. This is a more complicated agreement and is generally used where a person intends to enter into a variety of other derivative transactions as well as foreign exchange transactions.

We will advise you which of these you will need to sign. Each of the above master dealing agreements governs the dealing relationship between you and us and sets out the terms and conditions that will apply to all transactions that we enter into with you that are covered by the agreement. In particular, they document the situations where those transactions can be terminated and the way the amount to be paid following termination is calculated.

You will be provided with a copy of the relevant master dealing agreement and we strongly recommend that you fully consider its terms before signing. You should obtain independent advice if you do not understand any aspect of the document.

### Documentation for certain restricted currencies.

Other documentation may be required for TFCs involving certain currencies. Where possible, we will attempt to inform you of any specific requirements; however you are responsible for complying with any legal or regulatory obligations. We suggest that you seek and obtain your own independent, expert advice in relation to such matters.

### Email or facsimile authority and indemnity.

If you would like to provide us with email or facsimile instructions in relation to TFCs, we may require you to complete an email or facsimile authority and indemnity. The purpose of the email or facsimile authority and indemnity is to protect us against the consequences of acting upon instructions which may not represent your genuine wishes, but which appear to us to be genuine.

### Other documentation.

You may be requested to complete additional documentation before you enter into a TFC, depending on the outcome of Westpac's assessment of your creditworthiness. We will inform you if any further documentation is required at that time.

## What about Confirmations?

The commercial terms of a particular TFC will be agreed at the time of dealing. This may occur over the phone or electronically. Once we reach an agreement, both you and Westpac are bound by the terms of the TFC.

Shortly after entering into a TFC, Westpac will send you a Confirmation outlining the commercial terms of the transaction. You will need to sign this Confirmation and return it to Westpac. This Confirmation evidences the transaction entered into under your master agreement with us.

This Confirmation will include:

- the ContractAmount;
- the ContractRate;
- the MaturityDate;
- the Cut-Off Time;
- the Trigger Level;
- the Contingent Amount;
- the Contingent Rate; and
- the Contingent Delivery Date.

It is extremely important that you check the Confirmation to make sure that it accurately records the terms of the transaction. If there is a discrepancy between your understanding and the Confirmation, you will need to raise it with your Westpac representative as a matter of urgency.

## Examples.

The examples below are illustrative only and use rates and figures selected to demonstrate how the product works. In order to assess the merits of any TFC, you would need to use the actual rates and figures quoted to you at the time. Note that the calculations below include rounding of decimal places.

### Scenario 1 - Foreign Currency Payment.

You are an Australian based importer with a recurring requirement to pay USD 100,000 every three months for goods bought overseas. On each payment date, you need to convert your AUD into USD.

Assume the current Market Foreign Exchange Rate is 0.9300, the three-month Forward Exchange Rate is 0.9240 and the six-month Forward Exchange Rate is 0.9180.

#### If I do nothing, what exchange rate risks do I face?

If you do nothing, the amount of AUD you will need on any quarterly payment date to obtain the USD you are due to pay will depend on the Market Foreign Exchange Rate applicable at that time.

If the AUD/USD exchange rate goes up, the USD will become less valuable and as a consequence, you will need less AUD when it is time to obtain the USD. Assume in this example that the AUD/USD Market Foreign Exchange Rate rises to 0.9800, then you will pay:

AUD 102,040.82  
(= USD 100,000/0.9800)

If the AUD/USD Market Foreign Exchange Rate goes down, the opposite occurs and you will need more AUD. Assume the AUD/USD Market Foreign Exchange Rate falls to 0.8800, then you will pay:

AUD 113,636.36  
(= USD 100,000/0.8800)

#### How will a TFC change this?

Assume that while you expect the AUD/USD exchange rate to remain around current levels, you wish to protect your next quarterly payment against the AUD depreciating against the USD. In addition, you have a target rate in mind at which you are prepared to exchange your following USD payment in six-months' time.

You enter into a TFC to buy USD 100,000 for AUD in three months' time (on the Maturity Date) and set the Contract Rate at 0.9300. You also nominate a Contingent Rate of 0.9325, a Contingent Amount of USD 100,000, a Contingent Delivery Date of six months and agree the Cut-Off Time to be 10am Sydney time on the Maturity Date. Based on these details Westpac determines the Trigger Level to be 0.9300.

The possible outcomes are:

- (i) On the Maturity Date you will exchange the Contract Amount (USD 100,000) at the Contract Rate of 0.9300. You will pay:

AUD 107,526.88  
(= USD 100,000/0.9300)

and,

- (ii) On the Contingent Delivery Date, either:

- (a) if the Market Foreign Exchange Rate at the Cut- Off Time is above the Trigger Level of 0.9300 you will exchange your AUD at the Contingent Rate of 0.9325. You will pay:

AUD 107,238.61  
(= USD100,000/0.9325)

or,

- (b) if the Market Foreign Exchange Rate at the Cut- Off Time is below the Trigger Level of 0.9300 you have no obligation in respect of the Contingent Amount. However, you may choose to separately exchange your Contingent Amount at the Market Foreign Exchange Rate.

#### How can I change the range of outcomes?

You can change the range of possible outcomes by changing the Contract Rate, the Trigger Level, the Cut- Off Time and the Contingent Rate. Once these details are agreed the possible outcomes on the Maturity Date and the Contingent Delivery Date can be determined.

When agreeing to these rates you need to consider that:

- the Contract Amount is always exchanged at the Contract Rate on the Maturity Date.
- a higher Contract Rate will provide you with a more favourable conversion rate for the Contract Amount. However, because of the Zero Cost Structure, for a given Trigger Level the Contingent Rate will be lower. Accordingly, this will adversely impact the rate at which the Contingent Amount is exchanged on the Contingent Delivery Date where the Trigger Level is reached.
- a lower Contract Rate will provide you with a less favourable conversion rate for the Contract Amount. However, because of the Zero Cost Structure, for a given Trigger Level the Contingent Rate will be higher. Accordingly, this will favourably impact the rate at which the Contingent Amount is exchanged on the Contingent Delivery Date where the Trigger Level is reached.
- a higher Contingent Rate will provide you with a more favourable outcome on the Contingent Delivery Date where the Trigger Level is reached. However, because of the Zero Cost Structure, for a given Trigger Level, the Contract Rate will be lower. Accordingly, this will adversely impact the rate at which the Contract Amount is exchanged on the Maturity Date.
- a lower Contingent Rate will provide you with a less favourable outcome on the Contingent Delivery Date where the Trigger Level is reached. However, because of the Zero Cost Structure, for a given Trigger Level the Contract Rate will be higher. Accordingly, this will favourably impact the rate at which the Contract Amount is exchanged on the Maturity Date.
- setting the Trigger Level closer to the current Global Foreign Exchange Rate and/or making the Cut-Off Time further in the future will increase the likelihood of the Trigger Level being reached and therefore increase the likelihood of you dealing the Contingent Amount at the Contingent Rate. Because of the Zero Cost Structure, shifting the Trigger Level will require the Contract Rate and/or the Contingent Rate to change.

## Scenario 2 - Foreign Currency Receipt.

You are an Australian based exporter with recurring receipts of USD 100,000 every three months for goods sold overseas. On each date, you need to convert the USD you receive into AUD.

Assume the current Market Foreign Exchange Rate is 0.9300, the three-month Forward Exchange Rate is 0.9240 and the six-month Forward Exchange Rate is 0.9180.

### If I do nothing, what exchange rate risks do I face?

If you do nothing, the amount of AUD you will receive on any quarterly settlement date for your USD will depend on the Market Foreign Exchange Rate applicable at that time.

If the AUD/USD exchange rate goes up, the USD will become less valuable and as a consequence, you will receive less AUD when it is time to exchange the USD.

Assume in this example that the Market Foreign Exchange Rate rises to 0.9800, then you will receive:

AUD 102,040.82  
(= USD 100,000/0.9800)

If the Market Foreign Exchange Rate goes down, the opposite occurs and you will receive more AUD. Assume the Market Foreign Exchange Rate falls to 0.8800, then you will receive:

AUD 113,636.36  
(= USD 100,000/0.8800)

### How will a TFC change this?

Assume that while you expect the AUD/USD exchange rate to remain around current levels, you wish to protect your next quarterly receipt against the AUD appreciating against the USD. In addition you have a target rate in mind at which you are prepared to exchange your following USD receipt in six-months' time.

You enter into a TFC to sell USD 100,000 for AUD in three months' time (on the Maturity Date) and set the Contract Rate at 0.9190. You also nominate a Contingent Rate of 0.9010, a Contingent Amount of USD 100,000, a Contingent Delivery Date of six months and agree the Cut-Off Time to be 10am Sydney time on the Maturity Date. Based on these details Westpac determines the Trigger Level to be 0.9190.

The possible outcomes are:

- (i) On the Maturity Date you will exchange the Contract Amount (USD 100,000) at the Contract Rate of 0.9190. You will receive:

AUD 108,813.93  
(= USD 100,000/0.9190)

and,

- (ii) On the Contingent Delivery Date, either:

(a) if the Market Foreign Exchange Rate at the Cut- Off Time is below the Trigger Level of 0.9190 you will exchange the Contingent Amount (USD 100,000) at the Contingent Rate of 0.9010. You will receive:

AUD 110,987.79  
(= USD 100,000/0.9010)

or,

- (b) if the Market Foreign Exchange Rate at the Cut- Off Time is above the Trigger Level of 0.9075 you have no obligations in respect of the Contingent Amount. However, you may choose to separately exchange your Contingent Amount at the Market Foreign Exchange Rate.

### How can I change the range of outcomes?

You can change the range of possible outcomes by changing the Contract Rate, the Trigger Level, the Cut- Off Time and the Contingent Rate. Once these details are agreed the possible outcomes on the Maturity Date and the Contingent Delivery Date can be determined.

When agreeing to these rates you need to consider that:

- the Contract Amount is always exchanged at the Contract Rate on the Maturity Date.
- a lower Contract Rate will provide you with a more favourable conversion rate for the Contract Amount. However, because of the Zero Cost Structure, for a given Trigger Level the Contingent Rate will be higher. Accordingly, this will adversely impact the rate at which the Contingent Amount is exchanged on the Contingent Delivery Date where the Trigger Level is reached.
- a higher Contract Rate will provide you with a less favourable conversion rate for the Contract Amount. However, because of the Zero Cost Structure, for a given Trigger Level the Contingent Rate will be lower. Accordingly, this will favourably impact the rate at which the Contingent Amount is exchanged on the Contingent Delivery Date where the Trigger Level is reached.
- a lower Contingent Rate will provide you with a more favourable outcome on the Contingent Delivery Date where the Trigger Level is reached. However, because of the Zero Cost Structure, for a given Trigger Level, the Contract Rate will be higher. Accordingly, this will adversely impact the rate at which the Contract Amount is exchanged on the Maturity Date.
- a higher Contingent Rate will provide you with a less favourable outcome on the Contingent Delivery Date where the Trigger Level is reached. However, because of the Zero Cost Structure, for a given Trigger Level the Contract Rate will be lower. Accordingly, this will favourably impact the rate at which the Contract Amount is exchanged on the Maturity Date.
- setting the Trigger Level closer to the current Global Foreign Exchange Rate and/or making the Cut-Off Time further in the future will increase the likelihood of the Trigger Level being reached and therefore increase the likelihood of you dealing the Contingent Amount at the Contingent Rate. Because of the Zero Cost Structure, shifting the Trigger Level will require the Contract Rate and/or the Contingent Rate to change.

# General Information.

## What information we need from you.

In order to enter into a TFC with you, we'll need some important details from you. Depending on the legal nature of your business (company, partnership etc) you will be required to provide certain documents and information to us.

Under the Anti-Money Laundering and Counter Terrorism Financing Act 2006 (AML/CTF Laws) it is a requirement that the account holder and all signatories to the account must be identified. So if you're opening an account for the first time this applies to you. It also applies to any account holder or signatory who is not an existing customer.

The identification requirements can be met by completing the Westpac identification procedure which involves providing identity documentation to Westpac. For information on documents required please contact any branch or refer to our website – [www.westpac.com.au](http://www.westpac.com.au).

If the account holder or any of the signatories to an account are not identified in terms of the AML/CTF Laws, the account will be blocked for all withdrawals, until they are identified.

If you are an existing customer, an account signatory (or any other cardholder) identification requirements may have previously been satisfied so you don't need to provide it again, unless you are asked to do so by us.

## Code of Banking Practice.

The Code of Banking Practice is a self-regulatory code adopted by us and other banks. Its purpose is to set standards of good banking practice for banks to follow when dealing with persons who are, or who may become, individual and small business customers and their guarantors.

If you are an individual or small business customer, each relevant provision of the Code applies to the product described in this PDS. The general descriptive information referred to in the Code (other than information in relation to bank cheques) is set out in this PDS. This includes information about:

- account opening procedures;
- our obligations regarding the confidentiality of your information;
- complaint handling procedures;
- the advisability of you informing us promptly when you are in financial difficulty; and
- the advisability of you reading the terms and conditions applying to a TFC.

Please let us know if you would like to discuss whether or not the Code will apply to you. Our contact details are set out on the back page.

## Financial crimes monitoring.

Westpac is bound by laws that impose regulatory and compliance obligations, including obligations in relation to the prevention of money laundering and the financing of terrorism, which are the AML/CTF Laws. In order for Westpac to meet its regulatory and compliance obligations, we perform certain control and monitoring activities.

Upon entering into any TFC with Westpac, you agree and provide the following undertakings and agree to indemnify Westpac against any potential loss arising from any breach by you of such undertakings that:

- you are not and will not enter into any agreement with Westpac under an assumed name;
- any funds used by you to enter into an agreement with Westpac have not been derived from or related to any criminal activities;
- any payments received from Westpac will not be used in relation to any criminal activities;
- if we ask, you will provide us with additional information we reasonably require from you for the purposes of meeting our regulatory and compliance obligations, including the obligations under AML/CTF Laws (including information about the source of funds used to settle a TFC); and
- you and your TFC with Westpac will not initiate, engage or effect a transaction that may be in breach of Australian law or sanctions (or the law or sanctions of any other country).

You should be aware that:

- we may obtain information about you or any beneficial owner of an interest in an agreement with Westpac from third parties if we believe this is necessary to comply with our regulatory and compliance obligations, including AML/CTF Laws;
- transactions may be delayed, blocked, frozen or refused where we have reasonable grounds to believe that they breach Australian law or sanctions or the law or sanctions of any other country;
- where transactions are delayed, blocked, frozen or refused, Westpac and other members of the Westpac Group are not liable for any loss you suffer (including consequential loss) in connection with a TFC; and
- where legally obliged to do so, we may disclose information that we hold about you to our related bodies corporate or service providers, other banks, or relevant regulatory and/or law enforcement agencies (whether in or outside of Australia).

## Our reporting obligations under FATCA.

We are required to identify certain US persons in order to meet account information reporting requirements under local and international laws.

If you or (where you are an entity) any office bearer (director of a company, partner in a partnership, trustee of a trust, chairman, secretary or treasurer of an association or co-operative) of the entity and/or any individual who holds an interest in the entity of more than 25% (a **Controlling Person**) are a US citizen or US tax resident, you must telephone 1300 658 194 at the time of entering into a TFC. When you contact us you will be asked to provide additional information about your US tax status and/or the US tax status of any Controlling Person which will constitute certification of US tax status for the purposes of the application to which the TFC relates.

Unless you notify us that you and/or any Controlling Person are a US citizen or US tax resident as specified above, entering into a TFC with us constitutes certification that you and/or any Controlling Person are not a US citizen or US tax resident.

If at any time after entering into a TFC information in our possession suggests that you and/or any Controlling Person may be a US citizen or US tax resident, you may be contacted to provide further information on your US tax status and/or the US tax status of any Controlling Person. Failure to respond may lead to certain reporting requirements applying to the TFC.

## Telephone conversations.

The terms of a TFC are usually agreed verbally over the phone or electronically over an on-line system. Once we have reached an agreement, both you and Westpac are bound by the terms of the TFC.

Conversations with our dealing room and settlement departments are recorded. This is standard market practice. We do this to make sure that we have complete records of the details of all transactions. Recorded conversations are retained for a limited period and are usually used where there is a dispute and for staff training and monitoring purposes.

You will need to advise our dealer if you do not wish to be recorded. However, we will not enter into any transaction over the telephone unless the conversation is recorded.

## Taxation.

Taxation law is complex and its application to this product will depend on your particular circumstances. We make no claim that this product will provide a beneficial or appropriate tax outcome for you. When determining whether this product is suitable for your circumstances, you should consider the impact it will have on your own taxation position and seek professional advice on the tax implications it may have for you.

This document has been produced for use by Australian tax residents only. If you are not a resident of Australia for tax purposes and have entered into a TFC, you may be required to withhold tax on payments you make. If you are required to withhold an amount of tax on any payments you make as a non-resident, you are liable to gross up that payment such that we receive all amounts clear of any tax.

## Privacy.

We collect personal information from you to process your application, provide you with your product or service, and manage your product or service. We may also use your information to comply with legislative or regulatory requirements in any jurisdiction, prevent fraud, crime or other activity that may cause harm in relation to our products or services and help us run our business. We may also use your information to tell you about products or services we think may interest you.

If you do not provide all the information we request, we may need to reject your application or we may no longer be able to provide a product or service to you.

We may disclose your personal information to other members of the Westpac Group, anyone we engage to do something on our behalf and other organisations that assist us with our business.

We may disclose your personal information to an entity which is located outside Australia. Details of the countries where the overseas recipients are likely to be located are in our privacy policy.

As a provider of financial services, we have obligations to disclose some personal information to government agencies and regulators in Australia, and in some cases offshore. We are not able to ensure that foreign government agencies or regulators will comply with Australian privacy laws, although they may have their own privacy laws. By using our products or services, you consent to these disclosures.

We are required or authorised to collect personal information from you by certain laws. Details of these laws are in our privacy policy.

Our privacy policy is available at [www.westpac.com.au](http://www.westpac.com.au) or by calling 132 032. It covers:

- how you can access the personal information we hold about you and ask for it to be corrected;
- how you may complain about a breach of the Australian Privacy Principles or a registered privacy code and how we will deal with your complaint; and
- how we collect, hold, use and disclose your personal information in more detail.

We will update our privacy policy from time to time.

We will use your personal information to contact you or send you information about other products and services offered by Westpac or its preferred suppliers. Please call us on 132 032 or visit any of our branches if you do not wish to receive marketing communications from us.

In addition to our duties under legislation, we have a general duty of confidentiality towards you, except where disclosure is made in a manner consistent with this PDS.

## Labour standards or environmental, social and ethical considerations.

Westpac does not take into account labour standards or environmental, social or ethical considerations when entering into a TFC. To learn more about Westpac's commitment to sustainability (including our latest Stakeholder Impact Report) go to [www.westpac.com.au](http://www.westpac.com.au)

**Dispute resolution.**

Sometimes you may want to talk about problems you are having with us. Fixing these problems is very important to us.

We've put in place ways of dealing with your issues quickly and fairly.

**Please talk to us first.**

We aim to resolve your complaint at your first point of contact with Us. Our contact details are set out on the last page.

**What to do if you are still unhappy.**

If we still haven't been able to deal with your issues to your satisfaction, there are a number of other bodies you can go to. Our external dispute resolution provider is the Financial Ombudsman Service, our membership number is 10999 and the contact details are:

Financial Ombudsman Service  
GPO Box 3  
Melbourne VIC 3001  
Phone 1300 780 808  
Fax: (03) 9613 6399

Internet: [www.fos.org.au](http://www.fos.org.au)

Email: [info@fos.org.au](mailto:info@fos.org.au)

You can also contact the Australian Securities & Investments Commission (ASIC) to make a complaint and to obtain further information about your rights. They have a free call Info line on 1300 300 630 or visit [www.asic.gov.au](http://www.asic.gov.au).

## Glossary.

To help you to understand this PDS, the meanings of some words used in this PDS are set out below.

**AUD** means Australian dollars.

**Clear Funds** means funds that are immediately available on settlement.

**Code** means the Code of Banking Practice adopted by us and other banks.

**Confirmation** means a letter confirming the terms of a particular TFC.

**Contingent Amount** means the additional amount of currency you will be obliged to exchange with Westpac at the Contingent Rate if the Trigger Level is reached at the Cut-Off Time.

**Contingent Delivery Date** means the date on which the Contingent Amount will be exchanged with Westpac at the Contingent Rate if the Trigger Level is reached at the Cut-Off Time.

**Contingent Rate** means the agreed exchange rate at which the Contingent Amount will be exchanged with Westpac on the Contingent Delivery Date if the Trigger Level is reached at the Cut-Off Time.

**Contract Amount** means the agreed amount as set out as such in the Confirmation. It is to be exchanged with Westpac on the Maturity Date.

**Contract Rate** means the exchange rate at which the Currency Pair will be exchanged on the Maturity Date.

**Currency Pair** means the two currencies applying in respect of a TFC. The currency pair must be acceptable to Westpac.

**Cut-Off Time** means the time and date set out as such in the Confirmation. It is the time and date at which our obligations to each other, if any, on the Contingent Delivery Date will be determined.

**FATCA** means (a) sections 1471 to 1474 of the United States of America Internal Revenue Code of 1986 or any associated regulations or other official guidance; (b) any treaty, law, regulation or other official guidance enacted in any other jurisdiction, or relating to an intergovernmental agreement between the United States of America and any other jurisdiction, which (in either case) facilitates the implementation of paragraph (a) above; or (c) any agreement under the implementation of paragraphs (a) or (b) above with the United States of America Internal Revenue Service, the United States of America government or any governmental or taxation authority in any other jurisdiction.

**Forward Exchange Rate** means the price of one currency in terms of another currency for delivery on a specified date in the future taking into account Westpac's costs and its profit margin. This is the rate that Westpac would make available to you at the relevant time.

**Global Foreign Exchange Rate** means the exchange rate for the TFC Currency Pair that is based on the price of one or more actual foreign exchange transactions in the Global Market involving the Currency Pair (or cross-rates constituting the Currency Pair). This rate will be determined by Westpac in good faith and in a commercially reasonable manner. This rate is the rate that Westpac uses to determine whether or not the Trigger Level is reached.

**Global Market** means the global spot foreign exchange market, open continuously from 5.00am Sydney time on a Monday in any week to 5.00pm New York time of the Friday of that week.

**Market Foreign Exchange Rate** means the price of one currency in terms of another currency for delivery on the same day after taking into account Westpac's costs and its profit margin. This is the rate that Westpac would make available to you at the relevant time.

**Maturity Date** means the date set out as such in the Confirmation. It is the date on which the Contract Amount will be exchanged with Westpac at the Contract Rate. It is also the date on which your obligations on the Contingent Delivery Date, if any, are determined.

**TFC and Target Forward Contract** means the product which is the subject of this PDS.

**Trigger Level** means the agreed exchange rate which, if reached at the Cut-Off Time on the Maturity Date, obliges you to exchange the Contingent Amount with Westpac at the Contingent Rate on the Contingent Delivery Date.

**USD** means United States Dollars.

**Westpac, we or us** means Westpac Banking Corporation.

**You, your** means the customer entering into a TFC.

**Zero Cost Structure** means a structure where the relevant foreign exchange rates are set so that there are no up-front out of pocket costs payable by you. The cost is effectively embedded in the foreign exchange rates applicable to the TFC.



**Contact Details.**

**New South Wales and ACT:**

Level 2, 275 Kent Street  
Sydney NSW 2000  
Telephone 1800 221 815

**Victoria, South Australia and Tasmania:**

Level 9, 360 Collins Street  
Melbourne VIC 3000  
Telephone (03) 9608 3950

**Queensland and Northern Territory:**

Level 14, 260 Queen Street  
Brisbane QLD 4000  
Telephone (07) 3227 2155

**Western Australia:**

Level 16, 109 St Georges Terrace  
Perth WA 6000  
Telephone (08) 9426 2522



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