



What's  
important  
to you is  
important  
to us.

# It's personal.

It's more than being a bank—becoming a world renowned service organisation is more than knowing and serving customers. It's about understanding what matters to them, how we can help, and make a real difference in their lives. Getting that right is deeply personal to every one of our 40,000 people at the Westpac Group.



2015 Annual Review  
& Sustainability Report



2015 Annual Report



2015 Sustainability  
Performance Report

The Westpac Group Annual Review & Sustainability Report, the Westpac Group Annual Report, and the Westpac Group Sustainability Performance Report represent Westpac's extended reporting framework.

This report to shareholders, which will be lodged with the Australian Securities Exchange and the Australian Securities and Investments Commission, is also available on our website [www.westpac.com.au/investorcentre](http://www.westpac.com.au/investorcentre)

For more information about Westpac refer to Section 1 and the inside back cover, or visit [www.westpac.com.au/investorcentre](http://www.westpac.com.au/investorcentre)

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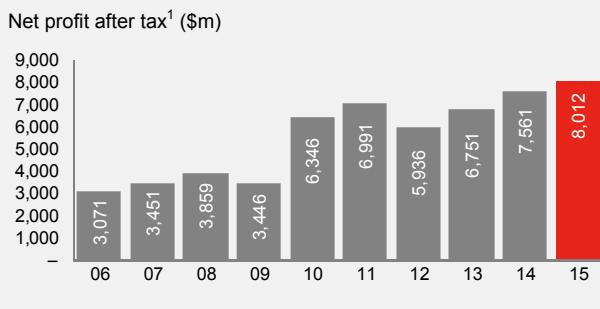
In this Annual Report a reference to 'Westpac', 'Group', 'Westpac Group', 'we', 'us' and 'our' is to Westpac Banking Corporation ABN 33 007 457 141 and its subsidiaries unless it clearly means just Westpac Banking Corporation.

For certain information about the basis of preparing the financial information in this Annual Report see 'Reading this report' in Section 2. In addition, this Annual Report contains statements that constitute 'forward-looking statements' within the meaning of Section 21E of the US Securities Exchange Act of 1934. For an explanation of forward-looking statements and the risks, uncertainties and assumptions to which they are subject, see 'Reading this report' in Section 2.

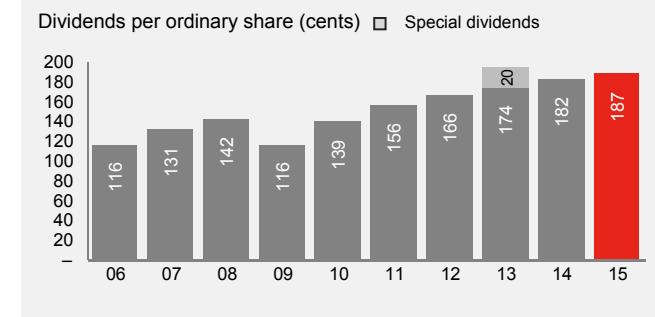
Information contained in or accessible through the websites mentioned in this Annual Report does not form part of this report unless we specifically state that it is incorporated by reference and forms part of this report. All references in this report to websites are inactive textual references and are for information only.

# Performance highlights

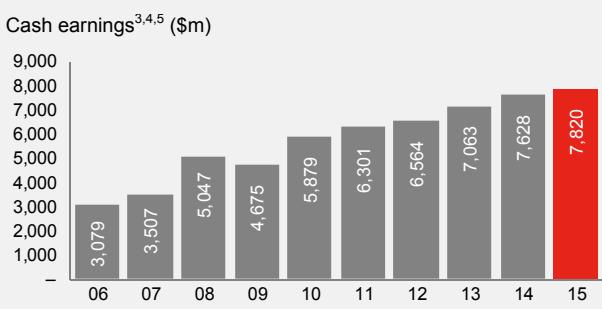
## Net profit after tax \$8,012 million, up 6%



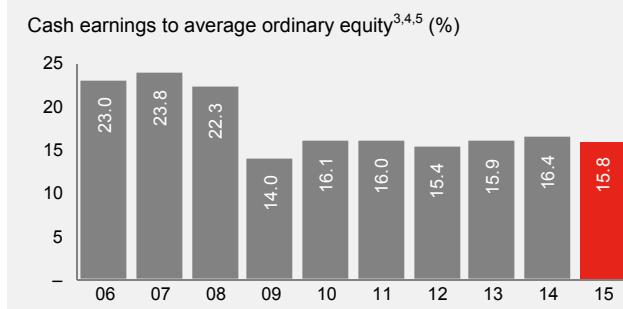
## Dividends \$1.87, up 3%<sup>2</sup>



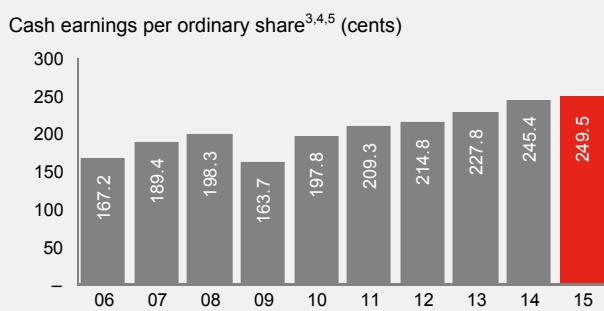
## Cash earnings \$7,820 million, up 3%



## Returns 15.8%



## Cash earnings per ordinary share, up 2%



	2015	2014	% change 2015 / 2014
<b>Reported earnings</b>			
Net profit after tax <sup>1</sup> (\$m)	8,012	7,561	6%
Earnings per share (cents)	256.3	243.7	5%
Dividends per share (cents)	187	182	3%
Return on equity <sup>6</sup> (%)	16.2	16.3	(4bps)
Expense to income ratio (%)	43.8	42.9	90bps
Common Equity Tier 1 capital ratio (%)	9.5	9.0	53bps
Asset quality ratio <sup>7</sup> (%)	1.8	2.5	(69bps)
<b>Cash basis<sup>3,5</sup></b>			
Cash earnings (\$m)	7,820	7,628	3%
Cash earnings per share (cents)	249.5	245.4	2%
Cash return on equity <sup>6</sup> (%)	15.8	16.4	(57bps)
Economic profit <sup>8</sup> (\$m)	4,418	4,491	(2%)

<sup>1</sup> Net profit attributable to ordinary equity holders.

<sup>2</sup> Excluding special dividends but including dividends determined in 2015.

<sup>3</sup> The adjustments to our reported results to derive cash earnings are described in Note 2 of our 2015 financial statements.

<sup>4</sup> Figures for 2009 (and for cash earnings in 2008 only) are presented on a 'pro forma' basis, that is, as if the merger between Westpac and St.George Bank Limited was completed on 1 October 2007. The basis of presentation of the pro forma results is explained in more detail in Section 2.1 of Westpac's Full Year 2009 Results (incorporating the requirements of Appendix 4E) lodged with the ASX on 4 November 2009 and that section of the ASX Announcement is incorporated by reference into this Annual Report.

<sup>5</sup> Cash earnings for 2009 has been restated to exclude the impact of fair value adjustments related to the St.George merger. For further information refer to Note 32 to the financial statements in Westpac's Annual Report 2010.

<sup>6</sup> Return on average ordinary equity.

<sup>7</sup> Net impaired assets to equity and collectively assessed provisions.

<sup>8</sup> Economic profit represents the excess of adjusted cash earnings over a minimum required rate of return on equity invested. For this purpose, adjusted cash earnings is defined as cash earnings plus the estimated value of franking credits paid to shareholders. The calculation of economic profit is described in more detail in Section 5 of Westpac's Full Year 2015 Results (incorporating the requirements of Appendix 4E) lodged with the ASX on 2 November 2015 (the 'ASX Announcement').

# 01

Performance highlights

Chairman's report

Chief Executive Officer's report

Information on Westpac

Corporate governance

Directors' report

Remuneration Report

# Chairman's report



Lindsay Maxsted  
Chairman

## Positioned for the future

In another period of significant change and development, Westpac has continued to deliver value for shareholders

The 2015 financial year has been another significant period for Westpac.

We appointed a new CEO, refreshed the Group's strategy, and proactively responded to regulatory change. At the same time we have supported shareholders by enhancing the value of the franchise and increasing dividends.

In February 2015 Brian Hartzler commenced as our 25th CEO, taking the reins from Gail Kelly who had successfully led your company for the previous seven years. Gail was a great leader and left the organisation in very good shape.

Choosing a new CEO is one of the most important roles of a Board and we were very pleased to appoint such a strong executive with the skills and experience to take Westpac into its third century.

In selecting a new CEO, the Board set clear criteria and undertook a global search. I would like to share some of our considerations with shareholders as it reinforces how the Board thinks about Westpac's future, and the areas we want to develop.

At the top of our criteria list, the Board was looking for a seasoned banking executive with excellent leadership skills. While it may appear obvious, it is important to highlight that banking is a complex industry and the Board strongly believes that deep banking experience is essential to run one of the largest banks in the world.

On strategy, the Board is committed to our customer-centric approach, and we were looking for an executive who would further develop this strategy while recognising the significant change facing our industry. Accordingly we sought a CEO who was alert to the issues and had the capability to proactively respond and turn opportunity into advantage.

Brian Hartzler met this criteria, particularly with his strong grasp of digital technologies and how they are impacting our industry. This, combined with his success in managing our Australian Financial Services division for the prior three years, made Brian the clear choice for CEO.

## Performance summary

The Group has had another solid year in 2015. Cash earnings<sup>1</sup> were \$7,820 million, an increase of 3% over the previous year. The company uses cash earnings as a key metric for determining dividends and believes it is the most appropriate measure for assessing financial performance.

Statutory net profit in 2015 increased 6% to \$8,012 million. This year, the Group reported some significant infrequent items including a gain on the partial sale of BT Investment Management (BTIM), a tax benefit associated with our acquisition of select Australian businesses of Lloyds Bank, and costs from changes to the accounting of technology investment spending. Because of their size and nature they were excluded from the calculation of cash earnings.

Cash earnings growth was supported by a solid operating performance across all divisions which led to a 4% rise in operating revenue, and a 3% lift in core earnings (profit before impairment charges).

The Group's key financial metrics also remained strong with a cash return on equity of 15.8%, net interest margin of 2.08% and an expense to income ratio of 42%. This latter efficiency metric places Westpac as one of the more efficient banks in the world.

*Strength remains a hallmark of Westpac with all dimensions improving.*

A hallmark of Westpac is strength and this continued in 2015 with all dimensions of the business improving, including:

- asset quality has further improved with impaired assets declining 19%, and delinquent accounts remaining low;
- capital levels have significantly lifted; and
- funding and liquidity remain strong with total liquid assets reaching \$136 billion and the liquidity coverage ratio reaching 121%.

<sup>1</sup> Results refer to cash earnings unless otherwise stated. For an explanation of cash earnings see footnote 3 of the 'Performance Highlights' section of Westpac's Annual Report.

## Capital

Following the release of the final report from the Financial System Inquiry (FSI) in late 2014, capital has been a hot topic across the industry. Among a range of considerations, the FSI report recommended that Australian banks needed to be 'unquestionably strong' and to achieve that they would need to increase capital.

We responded, raising capital early and aiming to lift our capital ratios to the upper end of our preferred range. That preferred range for our common equity tier 1 (CET1) capital ratio is between 8.75 and 9.25%.

This saw Westpac raise \$2 billion of equity with our 2015 first half result. We also raised a further \$0.5 billion from the partial sale of our shareholding in BTIM. These initiatives contributed to increasing our CET1 capital ratio to 9.5% by September 2015 and above our preferred range.

In July this year APRA responded to the FSI report, including announcing changes to the calculation of risk weighted assets for Australian mortgages. That change is to apply from 1 July 2016. This was significant, increasing the capital we need to support our Australian mortgage portfolio by over 50%.

The size of this required increase led us to announce a fully underwritten pro rata Entitlement Offer to raise approximately \$3.5 billion of additional equity. We decided to raise capital via an Entitlement Offer as we felt this was the fairest alternative for shareholders. At the time of writing, the Entitlement Offer had not been finalised but feedback has been very positive. The institutional offer was particularly well supported with approximately 95% of institutional entitlements being taken up.

In aggregate, and following the Entitlement Offer, we will have topped up our capital by around \$6 billion this calendar year, with the majority raised from existing shareholders. The Board and I greatly appreciate the very strong support from shareholders for these initiatives.

Changes in the capital required by Australian banks is part of a global debate on how much capital banks should hold. In essence, regulators are aiming to avoid a repeat of the Global Financial Crisis. This is a worthy aim, and we are advocates for strong banking systems that are able to withstand crisis.

Australia has a very strong banking sector, recognised by many as one of the strongest in the world, but remaining strong requires constant vigilance as the next source of stress is usually different from the last.

Regulatory objectives to strengthen the banks are supported, but at the same time we must acknowledge the sector's strong starting point and that efforts to further strengthen banks, and balance sheets, come at a cost.

Requiring banks to hold more capital for example has real costs. It impacts returns, it increases costs to borrowers and it impacts the economy by diverting resources from other productive uses. It is vital that we seek to get this balance right between capital and strength, particularly at a time when our economy is in need of both confidence and investment.

## Dividends

The Group's solid financial performance has supported a further increase in dividends through the year. The 2015 final dividend was 94 cents per share fully franked, and combined with the 2015 interim dividend, total dividends for the year were 187 cents per share, an increase of 3%. Comparing dividends paid to the share price at 30 September 2015 of \$29.70, that translates to a yield of 6.3%.

While dividends have increased, because of our capital initiatives, the path of increases has slowed with a one cent per share rise over the last two halves. We continue to pay out a high portion of profits as dividends to distribute franking credits that are valued by shareholders.

It is important to highlight that despite increasing capital, we have maintained our dividend approach of steadily increasing dividends within a sustainable pay-out ratio.

While on the topic of dividends, a number of shareholders have written to me following suggestions that Australia's imputation system should be reviewed.

I am on the record as being a strong advocate of Australia's imputation system. There are a number of reasons for this view but in summary Australia's imputation system: removes the double taxation of company profits; encourages appropriate balance sheet settings by companies; reduces the incentive for companies to minimise tax; and it supports the efficient allocation of resources across the economy. It is good tax policy and good for our economy and we will continue to make our views well known.

## The operating environment

Banking is undergoing significant change; changes in technology, changes in customer behaviour and changes in regulation. If anything, these trends have accelerated. Technology, or the digital revolution, is a particular challenge for boards because, as has been experienced in other industries, it has the potential to materially impact the value of the business.

This year the Board devoted more time to technology developments and issues such as cyber-crime, disruption, and the progress on our various technology investments. Our technology management team has also been strengthened through the year.

Technology and potential disruption are topics we take very seriously and I am pleased that we have maintained a dedicated Board Technology Committee since 2009 to lead our thinking on these matters.

Regulatory change has also been significant across the sector through 2015. In addition to capital increases we have needed to respond to changes in regulation across a range of areas including superannuation, financial planning and liquidity management. We have also responded to inquiries on financial advice and on credit cards. At the same time, failures in other banking markets have prompted regulators to question whether the same issues exist in Australia or not, and this has increased regulatory scrutiny.

All these elements have involved significant cost and effort. We are working cooperatively with regulators to continue to protect customers and hope that future change will not impose excessive costs or stifle innovation.

The operating environment for banks more generally has been supportive although sentiment remains cautious. This can be seen in consumer spending and their approach to borrowing. For businesses, caution is reflected in modest investment and conservative balance sheets. As a result, credit growth has hovered at around 6% for much of 2015.

The flip side to caution and modest growth is that consumer and business balance sheets are healthy and asset quality remains in excellent shape.

We have seen stronger growth in housing, along with commercial property and infrastructure. That growth has tended to be skewed to NSW and Victoria, which have been less impacted by the slowdown in mining. Conversely, growth in Western Australia has been more subdued with the economy adjusting to lower incomes as mining investment eases.

### Board composition

Following some major changes in the Board over recent years, 2015 was a period of moderate change. Brian Hartzer joined the Board on becoming CEO while Gail Kelly retired.

We also welcomed Craig Dunn to the Board in June. Craig is a strong addition, and as the immediate past CEO of AMP Limited, he brings experience as a recent executive and a deep understanding of wealth management – a key area of growth for the Group. Craig also brings additional digital insights to the Board as Chairman of the recently opened Stone and Chalk. Stone and Chalk is a fintech hub supporting digital innovation in financial services in Australia.

### Outlook

We continue to be positive about the outlook for Australia and New Zealand. Both economies have relatively low unemployment, controlled inflation and moderate growth. Growth has been below trend as the slowdown in mining investment has not been fully offset by improved spending or from the effects of the lower Australian dollar.

Within Australia, the outlook is for a modest lift in the real GDP growth rate back to trend which we now assess at around 2.75%. That compares with growth of around 2.2% over the last year.

The anticipated lift in the GDP growth rate reflects expectations for some improvement in household spending growth, non-mining investment, and exports. Partially offsetting these factors is an expected further contraction in mining investment and a smaller contribution from residential construction. These forecasts are reliant upon some further weakness in the Australian dollar, ongoing record low interest rates, and a stable year for our terms of trade.

A bright spot will be the ongoing recovery in Australia's net exports of services that are benefitting significantly from the competitive Australian dollar.

These sectors along with health and professional services are boosting jobs growth. Lead indicators point to the unemployment rate initially stabilising before drifting lower as economic growth improves.

For banking we are expecting broadly similar credit growth to that achieved in 2015 although the composition is expected to be a little different, with improved business lending and an easing in housing growth.

Competition is expected to remain strong as the sector adjusts to holding more capital.

### Summary

It has been another good year for Westpac. Our divisions are in good shape, performance has been sound and we have materially strengthened the company's balance sheet.

Banking is undergoing significant change but given our clear strategy, ongoing investment and strong management team, your company is well positioned for the changing environment.

Westpac is well placed to continue delivering sound returns to shareholders.

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LINDSAY MAXSTED

Chairman  
Westpac Group

# Chief Executive Officer's report

1



Brian Hartzer  
Chief Executive Officer

## Building on Strong Foundations

Dear Fellow Shareholders,

In my first report to you as Chief Executive Officer I would like to start by acknowledging what an honour it is to have the opportunity to lead a company with such a rich history, strong values, and well-positioned businesses.

I believe banks exist to support economic development, and Westpac's position as Australia's first bank, and oldest company, means we have a proud history of contributing to the success of the Australian and New Zealand economies.

In this and future letters, my aim will be to share with you my candid assessment of how the company is performing, what challenges and opportunities we are facing, and what our priorities will be for the next period.

Thanks to the outstanding leadership of my predecessor, Gail Kelly, and the talent and dedication of the 40,000 people who work here, I'm pleased to report that our company is in great shape.

We have a very strong balance sheet, excellent asset quality, and are the most efficient bank in the sector. More broadly, our approach to running our business in a way that balances the needs of all stakeholders—customers, shareholders, employees, and the communities we serve—has seen us once again recognised as the global banking leader in the Dow Jones Sustainability Index—the eighth time we've been named the sector leader since 2002.

All of our business divisions are performing well, and I'm pleased to report that—unlike many of our global banking peers—we have not been distracted by businesses outside of our core markets or with significant legacy problems that need to be remediated.

Our financial results for the 2015 financial year reflect this. As you can see in this report, Westpac delivered cash earnings of \$7,820 million in full year 2015, a 3% uplift on the prior year. This represented earnings per share of 249.5 cents, and a cash return on equity of 15.8% - a solid performance given the environment. Reported net profit was up a stronger 6%.

This performance is a testament to the strong foundation that was built by the leaders in whose footsteps I follow:

most recently Gail Kelly—as well as David Morgan and Bob Joss before her—who led Westpac through periods of significant change while enhancing the value of the company. My aim is to continue this tradition.

Strong leadership is an essential element in any company, and one of my first priorities as CEO has been to build a first-rate team. Westpac has a very experienced and talented executive team who have worked well together over many years.

To this strong starting point we have added some fresh energy through the recruitment of Lyn Cobley—who leads our Institutional Banking business—as well as the internal promotions of David Lindberg to lead our Commercial & Business Bank; George Frazis—to lead our new Consumer Bank—and the confirmation of David McLean as CEO Westpac New Zealand. Gary Thursby (Chief Strategy Officer) also joined the Group executive team during the year.

Getting the right leadership team in place has been critical. While financial services has regularly seen significant change since Westpac first opened its doors almost 199 years ago, seldom have we seen a period where external forces are so rapidly transforming our operating environment. In my opinion, it's the biggest period of change that we've seen in Australian banking since deregulation in the 1980s.

The drivers of this have been well reported: the shift from a resource and construction driven economy to a service-led economy; the aging of the baby boomers, and the pervasive impact of technology on customer needs and competition.

In financial services, we are also dealing with the aftermath of the Global Financial Crisis (GFC), in several respects. First, there are ongoing efforts by regulators to address the risk of 'too big to fail' banks by tightening requirements on capital levels, funding, and liquidity. Second, in response to various mis-selling and other scandals, there is rightly no tolerance from regulators and communities for poor conduct and culture. And finally there's the pressure on banks' lending margins as central banks try to stimulate economic growth through quantitative easing—the impact of the 'wall of money' in financial markets.

These rising community and regulatory expectations of the sector make it essential that we strive to operate our business sustainably.

At Westpac, we pride ourselves on engaging with all our stakeholders, but there is more we can do to better explain this balance and the inherent trade-offs that we make.

From a business point of view, the magnitude of change that we face has meant we needed to take a fresh look at our strategy and priorities for the next 3-5 years, to make sure that we were keeping up with stakeholder expectations and, as far as possible, turning these challenges into opportunities to strengthen our competitive position.

The sections that follow describe the strategy and our priorities and why we believe Westpac is well placed to move to leadership as we enter our third century of business in 2017. I will also provide my perspective on the performance of our various business units and some of the material decisions we took this year.

## Service-led strategy

The starting point for our strategy has been to understand the fundamental shifts in customers' needs and expectations. Customers' financial needs are becoming more complex, and at the same time they want their banking to be dramatically simpler and more efficient. They expect high quality, unbiased advice, and they want it at a time and place that suits them—not the bank. They want the strength and trust that comes in dealing with a safe bank brand, and they recognise that they have growing choice in providers.

Technology has clearly played a role in these changes. The growth of the Internet and ubiquity of mobile devices in many aspects of commerce is changing what customers expect from their bank, as well as giving banks more flexibility in the way they deliver products and services. It also creates the very real threat of disruption to existing businesses from new competitors.

Rather than fear these changes, Westpac has decided to embrace them.

We believe that if we stay focused on delivering great service to our customers, then new technologies give us a fantastic opportunity to become even more competitive and efficient.

As a result, earlier this year we added the small, but important word 'service' into our overall company vision – ***to be one of the world's great service companies, helping our customers, communities and people to prosper and grow.***

This may seem like a minor change, but we see it as an important difference. It affects everything we do, from changing what we offer customers and the way we work, to how we reward our people and set our priorities as a company.

As a *service* company, our job is to help customers achieve something that's important to them—not just to sell them another product. It's also a philosophy that is consistent with our role as a bank in supporting economic development, and running our business in a sustainable way.

From an investment point of view, the focus on service helps us retain and grow our customer base, as well as build loyalty and deepen relationships, without relying solely on price. That allows us to sustain our margins and continue to invest in the business. A service orientation also encourages us to avoid excessively risky segments and to offer suitable products and services in line with customers and regulatory expectations. All of this in turn enhances the value of our franchise.

Many of our competitors refer to similar themes, so our success in achieving service leadership will depend to a great degree on how well we implement.

We have therefore translated our strategy into a 3-5 year program that we call the 'Service Revolution'. The program is comprised of five strategic priorities, supported by a series of projects that have clear accountabilities and metrics to assess performance.

We are making good progress on each of these priorities.

### 1. Performance discipline

Westpac is already recognised for its disciplined financial management and strong balance sheet. At an overall level, we seek to balance strength, return, productivity, and growth. At a divisional level, all our businesses generate solid returns, operate in a highly efficient way, and have an excellent risk profile.

While our overarching objective is to grow the long-term value of the franchise, we know that it is important to deliver strong financial performance, year-in and year-out. To that end we are seeking to maintain our return on equity above 15%—a challenging target in the context of increasing capital requirements.

Around the world, well-managed banks with similar mix of businesses have typically achieved this level of return, and we consider Westpac to be in the same league. We also recognise capital is a scarce and valuable resource that needs to be put to work efficiently. At this level of return we can also continue to sustain dividends and support growth.

### 2. Service leadership

As we seek to build one of the world's great service companies, we've substantially evolved the way we are responding to customers' expectations about how and where we support them.

This includes an increase in our future annual investment spend of around 20%, directed to growth, service, and efficiency initiatives. This year we have made significant progress in using digital innovation to redesign the customer experience, making things simpler, easier and better for our customers and for our people.

For example, our new online/mobile banking platform, Westpac Live, has contributed to an increase in the number of products per customer and a significant decrease in complaints. Similar results are being achieved in New Zealand since the February 2015 launch of our new award-winning online banking platform, Westpac One.

We are also investing in our physical network. This includes the reconfiguration of branches into new formats that offer state-of-the-art digital solutions to make transactions quicker and easier for both consumer and business customers.

This approach frees up bankers to spend more time with customers. Regardless of their location, customers can also connect via video conference with a range of financial service specialists—a particularly powerful solution for business customers. Over 80% of our sites are video enabled and we expect over half our branch network to be in the new format over the next three years.

To measure our success with this priority we have set a target to attract another one million customers by 2017, and deepen our relationship with them by increasing the number of our products they have. This is a stretching goal and will mean that our people will have to work hard to nurture every single customer relationship.

### 3. Digital transformation

Digitisation brings with it exciting opportunities to improve efficiency and to deliver banking and financial services in completely new ways.

We have already seen the benefits of this opportunity this year. This included the launch of our Live Online Lending Application (LOLA) that has completely reengineered the application and approval process for small business lending; and BT Go-Invest, the first-of-its-kind digital portal that enables customers to view their share portfolios and make transactions online 24/7. We have also introduced a range of new mobile apps, including the first banking app for a smart watch.

We're also alert to the emergence of new business models with the potential to 'disrupt' traditional banking, as well as the increased threat of cyber-crime. To ensure we stay one step ahead of these issues, we are exploring innovative technology partnerships and investments.

This includes a \$50 million investment in our Reinventure fund, which invests in promising start-up 'fintech' businesses. One of the early investments was in Society One – one of Australia's first peer-to-peer lenders. With a different take on traditional banking, peer-to-peer lending has created a niche market offshore and we wanted to keep abreast of developments locally.

So far, Reinventure has made seven separate business investments, which helps us to keep pace with digital innovation. As some of these new fintech solutions begin to take off we hope to be already on the runway with them.

We're also continually improving the resilience and security of our systems to protect the confidentiality, integrity and availability of customer information and sensitive commercial data. This saw us invest in QuintessenceLabs, a security firm specialising in quantum-computing enhanced cyber security.

This investment will further boost the Group's information security capabilities and provide access to a pipeline of security innovations. It also signals our proactive, strategic approach to building security capabilities now and in the future.

The ultimate impact of this digital transformation will be a genuine win-win: our customers will benefit from better security and an improved customer experience; our staff will have more time to spend with customers and on meaningful work; and the bank (and its shareholders) will benefit from lower risk and significantly improved productivity.

To measure our progress on this, we've set a new target of achieving a 40% cost to income ratio by 2017.

### 4. Targeted growth

While we have delivered sound growth over recent years, it is vital that we identify and invest in those sectors and segments that will generate stronger growth over the medium term. We are focusing on wealth, small and medium enterprises (SME) and Asia as our big-ticket growth 'highways'. In addition, we are seeking to grow in markets and segments where specific opportunities have been identified—in particular home lending to owner-occupiers.

In wealth, the Group already has a leading position in administration platforms and is seeking to build on that further with our investment in Panorama, a state-of-the-art online platform that helps customers—and their advisers—to manage their wealth, including their superannuation. To date the system has over \$1.3 billion of funds under administration and more than 2,000 advisers are registered to use the platform.

Insurance is another area where we see significant opportunities to grow. We recently entered into a strategic alliance with Allianz to expand the range of insurance products available, and to streamline the origination process. As part of this, a number of competitive new products will be rolled out in the 2016 financial year.

While growth from SME customers has been relatively modest over recent years, we continue to see opportunity. Australia and New Zealand business is fundamentally SME-dominated, so supporting this segment is good for the entire economy. Our investment is focused on being proactive in supporting businesses and making it easier for them to do business with us. Our revolutionary LOLA platform is not only making the process of taking out a loan easier, it is helping customers to determine how much they can borrow and what their options are to grow their business.

In Asia, the Group continues to invest and build our capability. Our strategy is focused on connecting Australian and New Zealand customers with Asia and increasingly, to support Asian-based customers looking to invest and grow in Australia and New Zealand.

We have steadily built our business in the region and now have strong capabilities in trade, financial markets and transactional banking. We have also built market leadership in AUD/CNY currency hedging.

### 5. Workforce revolution

At the core of Westpac's ability to meet the challenges of the future and revolutionise the way we deliver service is our people and our organisation's culture.

We have increased our efforts on a number of fronts to get this right, including programs to provide the best physical environment, tools, systems and policies for our people, while fostering a new mindset to drive greater agility, productivity, and wellbeing.

We're also working to ensure that our organisational culture attracts employees who put customers' interests first, are highly engaged, inclusive, and digitally confident.

By the end of the calendar year more than 10,000 employees will have relocated into new, 'agile' workspaces –

including at Melbourne's Collins Street, Brisbane's Eagle Street and Sydney's Barangaroo and Kogarah. Among those employees already in the new workspaces we've already seen dramatic improvements across key measures of productivity, flexibility, and absenteeism.

We also believe a workforce that embraces diversity—those from different cultural backgrounds, different ages, genders, abilities and sexual orientation—allows us to tap a deeper talent pool and gives us greater insight to respond creatively to the needs of our diverse customer base.

In 2015 we took further action on a number of these priorities. This year the proportion of leadership roles held by women rose to 46%, up from 44% last year. And initiatives to deliver our Reconciliation Action Plan have put us well on track to attract an additional 500 Aboriginal or Torres Strait Islander people to our organisation by 2017. We're proud of these outcomes, but we have significant work to do to keep up momentum and create true inclusion.

An important milestone this year was the completion of a new Enterprise Agreement with the Finance Sector Union that creates substantial benefits for employees, the business and customers. The new agreement, which replaces 19 complex instruments with one set of innovative, customer-focused terms, represents a market-leading package to help attract and retain the right people.

With that background on our strategy and priorities, let me now turn to our financial performance this year.

## 2015: A solid financial performance

Our 2015 result can be best summarised as one of disciplined growth, well-managed margins, continued investment and a strengthening of all elements of the franchise.

Cash earnings, our preferred measure of performance was up 3% to \$7,820 million for the 2015 financial year with cash earnings per share up 2% to 249.5 cents. Our return on equity was a solid 15.8% and remains above our 15% target.

On a reported basis Westpac's net profit of \$8,012 million was 6% higher. The stronger growth in reported profit compared to cash earnings was due to a small number of large infrequent items that are included in reported profit but which were excluded from the calculation of cash earnings. These items included \$665 million after tax gain on the partial sale of BTIM and \$64 million of tax benefits associated with the acquisition of Lloyds Australia. These were partially offset by changes in the accounting of technology investment spending which contributed to a \$354 million (post tax) write-down of capitalised technology costs.

Operating income for the group was up by 4% from a 7% increase in lending, a 4% increase in customer deposits and flat net interest margins.

The increase in lending was mostly due to an increase in Australian mortgages of 7%, which was broadly in line with growth in the system. Within housing, the investor category has seen much attention over the year, particularly following the introduction of a regulatory cap on growth of 10% per annum. We responded by tightening our lending criteria and adjusting our pricing on investment loans, and our growth has now eased below the 10% limit. At the same time, as

opportunities in investor housing slowed we increased our focus on owner-occupied lending, and this has contributed to a strong uplift in applications and approvals in the latter months of the year.

Business lending has shown some 'green shoots' in recent months and after a period of relatively subdued activity we experienced solid growth. For the last year much of that growth was in areas such as infrastructure and commercial property, although more recently we are seeing a broader pickup in commercial activity. This has been especially strong in SME, where our new 'Connect' model of video conferencing is supporting our bankers and customers where there is improving confidence to invest and grow.

We have also continued to experience good growth in equipment financing, thanks in part to our acquisition of Lloyd's Australian operations last year. This has been a very successful acquisition for us which continues to perform ahead of expectations.

Non-interest income was little changed over the year although the underlying trends are positive, particularly in wealth management. A good example was the 8% increase in Funds Under Administration (FUA), where we continue to lead the market on platforms and have seen continuing positive flows. However, these gains were offset by a lower contribution from trading income and some severe storms which increased claims and reduced insurance income.

Expenses increased 5% over the year, with most of that increase due to investment related costs, including the reconfiguration and upgrade of our branches and launching a new online capability in both Australia and New Zealand. These investments represent a deliberate commitment to the future of our franchise, and were partially offset by productivity benefits in our existing operations of around \$239million.

Our expense to income ratio for the year was 42%, a little higher than 2014 but still ranking us as the most efficient bank in Australia, and one of the more efficient banks globally.

Impairment charges (or bad debts) were \$103 million higher over the year with the increase due to lower write-backs, higher write-offs and the growth in our book.

To be clear, the rise in impairments is in the context of a portfolio that has been well managed and is in good shape, rather than from a deterioration in asset quality.

Over recent years we have been successful in assisting stressed businesses to improve their financial position. This has meant we have been able to write back provisions that we had previously set aside for loss. However, there is a limited pool of such stressed assets, and as the proportion of stressed companies has declined, so too have the write-backs—leading to a net increase in impairments charge.

## Divisional Performance

To support our service strategy, we made changes during the year to our organisational structure. This has led to the creation of two new divisions: Consumer Bank, with accountability for the service and support of retail banking customers; and the Commercial & Business Bank, to support the needs of commercial and small business customers. These divisions will continue to support our

portfolio of brands. Our other divisions – BT Financial Group, Westpac Institutional Bank, and New Zealand remain largely unchanged.

Given the restructure occurred in the latter half of the year we reported our 2015 performance using the previous operating structure; the new structure will apply to our 2016 reporting.

Our retail and business banking divisions represent 69% of our business and were the real drivers of performance this year. Westpac Retail & Business Banking increased cash earnings by 8%, St.George Banking Group increased cash earnings by 7% and our New Zealand business increased cash earnings by 6% in \$NZ and by 8% in \$A.

This was achieved through disciplined balance sheet growth, well-managed margins and improved efficiency.

For Westpac Retail & Business Banking, the highlight of the year was the completion and roll-out to customers of Westpac Live, our sector-leading online/mobile platform. In St.George all of our brands contributed, and our Bank of Melbourne expansion in particular, continues to be a great success story. For Westpac NZ, the highlight was our alliance with Air New Zealand to offer Airpoints to customers, which has seen significant growth in our customer base.

Cash earnings for Westpac Institutional Bank (WIB) were 12% lower than full year 2014. While WIB achieved good growth in target areas, it faced some significant headwinds this year. These included an accounting change for derivative adjustments which reduced pre-tax earnings by \$122 million, and lower margins from high levels of global liquidity.

WIB is the premier institutional banking franchise in the country. Despite the headwinds, it generates good returns overall and provides significant value to both our retail banking and wealth businesses. However, the division operates in international markets and is more impacted by global developments. The most obvious example has been the impact of ongoing quantitative easing adopted by a number of international central banks, which has artificially increased global liquidity and driven down margins on institutional lending. This can be seen in WIB's 15 basis point decline in margins over the year.

In wealth, we have a genuine comparative advantage in the way we make it more convenient for customers to manage their banking and wealth needs. In 2015, BT Financial Group continued to grow, although this growth was tempered by the partial sale of the division's active fund manager BTIM and higher catastrophe insurance claims.

Our investment in BTIM has been very successful, but we don't see our competitive advantage coming from active funds management: it's a highly competitive activity and clients rightly want investment recommendations that avoid conflicts of interest. Our sell-down therefore allowed us to release capital, while allowing us to continue to work closely with BTIM to manufacture innovative products that meet client investment needs.

Through the year we also finalised the sale of three Pacific Island businesses in Samoa, Tonga and the Cook Islands. The sale of our business in the Solomon Islands was

completed on 30th of October 2015 while the proposed sale of Westpac's Vanuatu operations has not yet proceeded. The decision was driven by our desire to reduce risk of operating in these small but challenging markets, with the purchaser (the Bank of South Pacific) being based in the region and therefore having a better long-term appetite and skillset in managing these challenges. Westpac will continue to operate in Fiji and Papua New Guinea, which are both larger markets where we have been operating successfully for some time.

## Asset quality continues to improve

Asset quality was a highlight for the year, continuing its improving trend. Stressed assets to total committed exposures is a key measure we watch closely; that ratio has fallen again this year to 0.99% and is down from a peak of 3.20% in the middle of the GFC. At the same time, impaired assets declined 19% while the provision coverage against impaired assets was steady at 46%.

Looking more closely at the consumer portfolio, mortgage delinquencies are little changed over the year. The trends in unsecured lending are similar.

There has been much discussion around the slowdown in mining and the potential for an increase in bad debts. This is an area we're watching closely and includes businesses directly affected by lower commodity prices as well as those companies supporting the industry across a broader range of sectors.

Westpac has been underweight the mining and mining services sectors for some time and while we expect conditions to get worse before they get better, we are confident with the high quality of our portfolio. Where we do have exposures, they are largely to the higher-quality names that have efficient operating costs. That said, further losses are likely and we have put aside additional provisions in our economic overlays just in case, but the size of those losses is not expected to be material.

Housing has also continued to be a hotly discussed topic through the year with price rises leading some commentators to claim that we are in the midst of a housing bubble. There is no doubt housing prices are strong in some markets, but we do not subscribe to the view that we are in a bubble.

That's because we believe the economics of Australian housing are sound. We are seeing genuine demand for housing that has consistently exceeded supply from both investors and owner-occupiers. It is only recently that we have seen an increase in building activity to help match demand.

In addition, and perhaps more importantly, there has been no easing in credit standards across the industry. By that I mean we continue to lend to those people who have the capacity to repay, and the standards by which we measure that capacity have not relaxed—in fact we tightened our lending criteria in a number of areas this year.

So overall we see the housing market as rational, with sound fundamentals.

Of course, that does not mean we will not see stress in selected pockets. The housing market will always remain a local proposition, and we continue to monitor our exposures

at a local area-by-local area level (and sometimes a building by building level). In addition, we recognise that housing affordability continues to be an issue in the community. Nevertheless we are not expecting a major housing downturn.

### **Impact of changing regulation**

One of the main challenges of the post-GFC environment has been the increase in regulatory requirements and oversight. We have seen this across both banking and wealth, in our financial markets activities, and in the requirements for how we manage the balance sheet, including capital. The direct costs of these changes are significant: In 2015 we spent \$260 million on modifying our systems in response to regulatory change, after spending \$340 million in 2014.

In response to new capital rules, by the end of this calendar year Westpac will have raised the level of equity capital we hold by almost \$6 billion in less than 12 months. That's a significant increase, which lifts our internationally comparable capital ratios well into the top quartile of banks globally.

Most of that capital has been sourced from existing shareholders, and I would like to especially thank you for your support.

During the year, Westpac also implemented and reported under new liquidity coverage ratio requirements, adding further strength to our balance sheet. These requirements are being introduced across the globe to improve the resilience of banks to liquidity shocks. The goal is to ensure we hold sufficient liquid assets to support potential cash outflows in a stressed scenario, and we are required to maintain a ratio of greater than 100%. At 30 September our ratio was 121% and we held \$136 billion in unencumbered liquid assets.

We fully support the notion that Australia's banks need to be 'unquestionably strong' and that more capital and better liquidity management are important steps to creating a system more resilient to future global financial shocks.

However, we recognise that strength comes at a cost, which is ultimately borne by customers and shareholders.

What is often forgotten in the public debate on this issue is that our capital overwhelmingly represents the savings, retirement funds, and the superannuation balances of individual Australians. Around 50% of our shares are held directly by individuals and superannuation funds, with approximately 30% held by Australian institutions whose role is to manage the retirement savings of many more Australians. So we have an obligation to ensure that we obtain an appropriate return on that capital.

And so in raising incremental capital, we have sought to apportion the increased cost in a way that strikes a fair balance between customers and shareholders.

As part of this, many shareholders will be aware that we needed to slow the pace of our dividend increases to one cent per half. Similarly, our return on equity has eased over the year as the amount of equity has increased.

Much of the higher capital requirements relates to mortgages; specifically, the capital we will need to hold

against mortgages is increasing by over 50%. We took the difficult decision that this had to be incorporated in our pricing, which resulted in an increase on variable mortgage interest rates of 15 to 20 basis points. As this increase does not fully recover the economic cost of capital, we continue to believe this was a fair balancing of costs between customers and shareholders.

Looking to the future, we have sought to be as clear as possible on our capital needs and implications for our dividend policy. However, there is still some uncertainty over how much capital banks globally will need to hold, as regulators continue to review the system.

We expect the international regulator – the Basel Committee on Banking Supervision – to deliver recommendations by 2016, following which our local regulator, APRA, will need to decide how this may be applied to Australian banks. We trust that any future changes to capital will be fully assessed taking into consideration their ultimate impact on consumers, the financial sector, and the economy as a whole.

Having already raised capital above our preferred range and at the upper end of banks globally we feel well placed to respond to any further change.

### **Sustainable future**

I am confident the actions we are taking in line with our strategic priorities are setting us on the right course to help maintain solid returns, while positioning us well for the future.

We recognise that much of our future value is dependent on our ability to sustain our reputation and relationship with customers and the wider community.

That's why we take very seriously our approach to sustainability overall, including our response to important social and economic issues.

In line with this approach, we made significant progress against the goals of our 2017 Sustainability Strategy, the details of which are in our supplementary 2015 Sustainability Performance Report.

At the core of this strategy is our goal to make a significant positive impact on our communities. We estimate the value of the financial backing and banking services we provide to initiatives and projects that create positive societal outcomes is around \$124 billion. This includes lending aimed at growing the stock of social and affordable housing, and more than \$6 billion driving growth in the CleanTech and environmental service sector.

Through this backing, we are playing a vital role in mobilising finance to help address the big issues that face our communities, such as climate change and financial resilience. This complements our ongoing commitment to responsible lending and finance.

## Summary

On 8 April 2017, Westpac will be the first Australian company to reach 200 years of age. As we look forward to celebrating that important milestone, I believe we are well positioned as we approach our third century of business.

Given all the changes going on in the economy and in the banking industry, our focus on service and helping customers achieve what's important to them is the right strategy for the times. At the same time, we remain committed to getting the balance right between all of our stakeholders.

Finally, I'd like to assure you as a shareholder that I and my executive team are committed to building on the strong foundation we've inherited. We will continue to run and grow our business in a sustainable way that we trust will make you proud of your association with Westpac and pleased with your investment in our shares.

With warm regards,



BRIAN HARTZER

Chief Executive Officer  
Westpac Group

# Information on Westpac

Westpac is one of the four major banking organisations in Australia and one of the largest banking organisations in New Zealand. We provide a broad range of banking and financial services in these markets, including consumer<sup>1</sup>, business and institutional banking and wealth management services.

We have branches, affiliates and controlled entities<sup>2</sup> throughout Australia, New Zealand, Asia and the Pacific region, and maintain branches and offices in some of the key financial centres around the world<sup>3</sup>.

We were founded in 1817 and were the first bank established in Australia. In 1850 we were incorporated as the Bank of New South Wales by an Act of the New South Wales Parliament. In 1982 we changed our name to Westpac Banking Corporation following our merger with the Commercial Bank of Australia. On 23 August 2002, we were registered as a public company limited by shares under the Australian *Corporations Act 2001* (Cth) (Corporations Act).

As at 30 September 2015, our market capitalisation was \$95 billion<sup>4</sup> and we had total assets of \$812 billion.

## Business strategy

Westpac's vision is 'To be one of the world's great service companies, helping our customers, communities and people to prosper and grow'.

Our strategy seeks to deliver on this vision by providing superior returns for our shareholders, building deep and enduring customer relationships, being a leader in the community and being a place where the best people want to work.

In delivering on our strategy we are focussed on our core markets, including Australia and New Zealand, where we provide a comprehensive range of financial products and services that assist us in meeting the financial services needs of our customers. With our strong position in these markets, and over 13 million customers<sup>5</sup>, our focus is on organic growth, growing customer numbers in our chosen segments and building stronger and deeper customer relationships.

A key element of this approach is our portfolio of financial services brands, which enables us to appeal to a broader range of customers, and provides us with the strategic flexibility to offer solutions that better meet individual customer needs.

Asia is an important market for us and we are progressively building our presence and capability across the region to better support Australian and New Zealand customers operating, trading and transacting in the region, along with Asian customers seeking financial solutions and services in Australia and New Zealand.

While we continue to build the business, the financial services environment remains challenging and has required us to maintain focus on strengthening our financial position while at the same time improving efficiency. This strengthening has involved lifting the level and quality of our capital, improving our funding and liquidity position and maintaining a high level of asset quality and provisioning.

While we are currently one of the most efficient banks globally, as measured by a cost to income ratio, we continue to focus on ways to simplify our business to make it easier for customers to do business with us and to make work more enjoyable for our people. We believe that these improvement efforts also contribute to reducing unit costs that create capacity for further investment for growth.

As part of our service-focussed strategy, in 2015 we embarked on a service revolution for our customers. This program is a substantial step-up in our strategy seeking to: provide a truly personal service for customers while better anticipating their needs; put customers in control of their finances; and innovate and simplify to reinvent the customer experience. As part of our multi-year transformation, we implemented a new operating structure to increase clarity of accountability for transformation while simplifying and speeding up decision making.

We also recognise that digitisation is occurring at an accelerated pace and customer behaviours are changing. The service revolution responds to these trends with the support of digital technologies. This includes new services that make banking available 24/7 such as smart ATMs and our new online/mobile platform, Westpac Live. It extends to new banking apps that provide greater flexibility for customers to choose how to manage their finances, and it includes using digitisation to simplify our processes to provide a better customer experience. With market leading front-end systems, we are now focussed on aligning our technology architecture to our service strategy.

Sustainability is part of our strategy where we seek to anticipate and shape the most pressing emerging social issues where we have the skills and experience to make a meaningful difference and drive business value. Our approach seeks to make sustainability part of the way we do business, embedded in our strategy, values, culture and processes.

Supporting our customer focussed strategy is a strong set of company-wide values, which are embedded in our culture. These are:

- delighting customers;
- one team;
- integrity;
- courage; and
- achievement.

<sup>1</sup> A consumer is defined as a person that uses our products and services. It does not include business entities.

<sup>2</sup> Refer to Note 35 to the financial statements for a list of our material controlled entities as at 30 September 2015.

<sup>3</sup> Contact details for our head office, major businesses and offshore locations can be found on the inside back cover.

<sup>4</sup> Based on the closing share price of our ordinary shares on the ASX as at 30 September 2015.

<sup>5</sup> All customers with an active relationship (excludes channel only and potential relationships) as at 30 September 2015.

## Strategic priorities

To meet the challenges of the current environment and deliver on our strategy, we have established clear strategic priorities:

### a) Performance discipline

- to be the region's best performing bank;
- manage the business in a balanced way across strength, growth, return and productivity;
- maintain strong levels of capital, to meet the needs of all our stakeholders and requirements of regulators;
- continue to enhance our funding and liquidity position, including ensuring a diversity of funding pools and optimising the composition of customer deposits; and
- maintain a high quality portfolio of assets, coupled with strong provisioning.

### b) Service leadership

- provide a seamless customer experience across all channels;
- deepen relationships through context-based customer experiences; and
- acquire new customers by making it simpler, easier and better for people to bank with us.

### c) Digital transformation

- create a 21st century, digitised bank with multi-brand capabilities;
- simplify products and processes by digitising end-to-end; and
- drive efficiency opportunities from digitisation and consolidation of systems.

### d) Targeted growth

- pursue growth opportunities; and
- focus on stronger growth in small to medium enterprise, wealth and Asia.

### e) Workforce revolution

- focus on a customer service, high performance workforce and culture;
- strengthen the skills of our people to better serve customers and meet their complete financial needs;
- empower our people to drive innovation, deliver new and improved ways of working and be responsive to change; and
- continue to enhance the diversity of our workforce.

## Organisational structure

Our operations comprise five primary customer-facing business divisions operating under multiple brands serving around 13 million customers. Although Westpac announced in June 2015 that it would implement a new organisational structure for its Australian retail and business banking operations, up to 30 September 2015, the accounting and financial performance continued to be reported (both internally and externally) on the basis of the existing structure. That structure is as follows:

**Westpac Retail & Business Banking (Westpac RBB)** is responsible for sales and service to consumer, small-to-medium enterprise (SME), commercial and agribusiness customers (with turnover of up to \$100 million) in Australia under the Westpac brand. Activities are conducted through Westpac RBB's network of branches, third party distributors, call centres, automatic teller machines (ATMs), EFTPOS terminals, internet and mobile banking services, business banking centres and specialised consumer and business relationship managers. Support is provided by cash flow, trade finance, transactional banking, financial markets, property finance and wealth specialists.

**St.George Banking Group (St.George)** is responsible for sales and service to consumer, SME and corporate customers (businesses with facilities up to \$150 million) in Australia under the St.George, BankSA, Bank of Melbourne and RAMS brands. RAMS is a financial services group specialising in mortgages and online deposits. Activities are conducted through St.George's network of branches, third-party distributors, call centres, ATMs, EFTPOS terminals, internet and mobile banking services, business banking centres and specialised consumer and business relationship managers. Support is provided by cash flow, trade finance, transactional banking, automotive and equipment finance, financial markets, property finance and wealth specialists.

**BT Financial Group (BTFG)** is Westpac's Australian wealth division. BTFG's funds management operations include the manufacturing and distribution of investment, superannuation and retirement products, investment platforms including BT Wrap and Asgard, private banking, financial planning as well as equity capability and broking. BTFG's insurance solutions cover the manufacturing and distribution of life, general and lenders mortgage insurance. BTFG's brands include Advance Asset Management, Ascalon, Asgard, BT, BT Select, Licensee Select, Securitor and the Advice, Private Banking and Insurance operations of Bank of Melbourne, BankSA, St.George and Westpac. In June 2015, Westpac announced the partial sale of its interest in BT Investment Management (BTIM). Following completion of the sale, Westpac's holding in BTIM decreased from 59.1% of BTIM's issued capital to 31.0%.

**Westpac Institutional Bank (WIB)** delivers a broad range of financial services to commercial, corporate, institutional and government customers with connections to Australia and New Zealand; this includes a growing customer base in Asia. WIB operates through dedicated industry relationship and specialist product teams, with expert knowledge in transactional banking, financial and debt capital markets, specialised capital, and alternative investment solutions. Customers are supported through branches and subsidiaries located in Australia, New Zealand, Asia, the United States and the United Kingdom.

**Westpac New Zealand** is responsible for the sales and service of banking, wealth and insurance products for consumers, business and institutional customers in New Zealand. Westpac conducts its New Zealand banking business through two banks in New Zealand:

- Westpac New Zealand Limited, which is incorporated in New Zealand; and
- Westpac Banking Corporation (NZ Division), a branch of Westpac, which is incorporated in Australia.

The division operates via an extensive network of branches and ATMs across both the North and South Islands.

Business and institutional customers are also served through relationship and specialist product teams. Banking products are provided under the Westpac and WIB brands while insurance and wealth products are provided under Westpac Life and BT brands respectively.

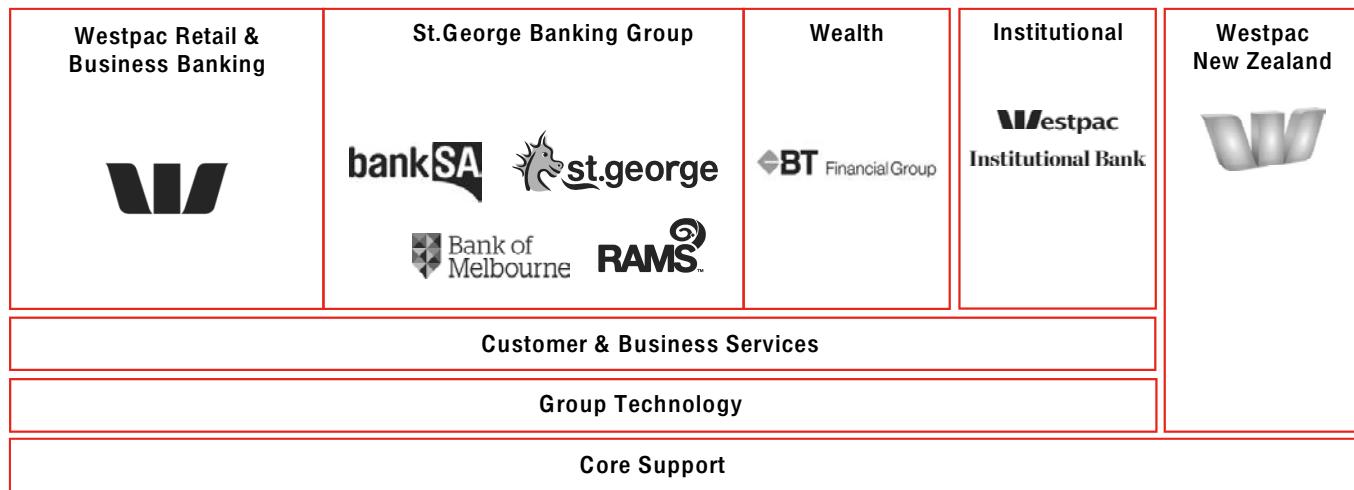
Other divisions in the Group include:

- Westpac Pacific, which provides banking services for retail and business customers in three Pacific Island Nations. Branches, ATMs, telephone banking and internet banking channels are used to deliver business activities in Fiji, Papua New Guinea (PNG) and Vanuatu. In July 2015, Westpac announced that it had sold its banking operations in Samoa, Cook Islands and Tonga to the Bank of South Pacific Limited (BSP). On

30 October 2015, Westpac sold its banking operations in the Solomon Islands to BSP. Westpac Pacific's financial products include personal savings, business transactional accounts, personal and business lending products, business services and a range of international products;

- Customer & Business Services, which encompasses banking operations, customer contact centres, product, marketing, compliance, legal and property services;
- Group Technology, which comprises functions responsible for technology strategy and architecture, infrastructure and operations, applications development and business integration;
- Treasury, which is primarily focussed on the management of the Group's interest rate risk and funding requirements; and
- Core Support, which comprises those functions performed centrally, including finance, risk and human resources.

These businesses are described in more detail in Section 2, including a summary of net profit and total assets by business division, and management's discussion and analysis of business division performance.



For a description of the new organisational structure for Australian retail and business banking, see 'Significant developments – new organisational structure'.

## Westpac's approach to sustainability

Across the Westpac Group, we believe in establishing a sustainable future for our operations and our stakeholders. This view is embedded in our strategy, values, culture and processes.

In practice, this means we seek to focus on anticipating and responding to the most pressing emerging issues that we believe will have a material impact on our customers, employees, suppliers, shareholders and the communities in which we operate, where we have the skills and experience to make a meaningful difference.

### *Guiding our approach*

The Board has responsibility for considering the social, ethical and environmental impact of the Westpac Group's activities, setting standards and monitoring compliance with Westpac's sustainability policies and practices.

Our sustainability strategy is based upon the use of the widely accepted global standard for Corporate Responsibility and Sustainable Development, the *AA1000 AccountAbility Principles Standard* (2008).

### *Our sustainability principles*

In line with AA1000, we have adopted the Standard's three key principles:

- involving all stakeholders in developing our strategy - Inclusivity;
- evaluating all issues identified to determine the impact they may have on our stakeholders and our operations - Sustainability materiality; and
- ensuring our decisions, actions and performance, as well as our communication with stakeholders, are responsive to the issues identified – Responsiveness.

### *Inclusivity*

Our approach to inclusivity during 2015 has included:

- continuing work to understand and address customer concerns;
- collaborating with key external stakeholders to inform our approach;
- consulting with employees so as to better understand the drivers of strong employee engagement;
- bringing together our General Managers with internal and external stakeholders to inform sustainability priorities and targets;
- ongoing monitoring of our reputation across a wide range of mediums; and
- working closely with numerous community organisations through employee volunteering, workplace giving and community support.

## *Sustainability materiality*

As part of our annual materiality review we identify, prioritise and define issues according to their impact on our stakeholders and our business. These issues are reviewed externally and internally and are assessed by Ernst & Young as part of their assurance. Material issues identified in 2015 include:

- the need to respond to changing customer expectations;
- the effect of digitisation on the way customers and businesses interact and do business;
- new regulatory requirements that are shaping the financial services industry; and
- the importance of understanding and managing environmental, social and corporate governance risks within our value chain.

For further detail, please see our online Annual Review and Sustainability Report and Sustainability Performance Report.

### *Responsiveness*

The issues identified during our materiality review directly inform the development of our responses, objectives and performance measures.

In addition to the sustainable business practices embedded in our day to day activities (such as sustainable lending practices, community investment and evolving the way we interact with and serve our customers), we continue to track our progress against the sustainability strategy, which guides our efforts for 2013–2017.

As part of the strategy, we have set 10 measurable objectives in three priority areas, which are to:

- help improve the way people work and live, as our society changes;
- help find solutions to environmental challenges; and
- help our customers to have a better relationship with money, for a better life.

During 2015 we have updated the targets within our sustainability strategy, reflecting stakeholder feedback, to include:

- additional metrics to provide a more complete picture of our environmental performance, including a greenhouse gas emissions target for retail and commercial property and water and waste reduction targets;
- a higher threshold for determining the green buildings included in our target for lending and investment to the CleanTech and environmental services sector, in line with industry trends; and
- a new target to recruit 500 additional Indigenous Australians by 2017.

## Performance against sustainability objectives<sup>1</sup>

Priority	Objectives	Full year 2015 performance
Help improve the way people work and live as our society changes	Ensure our workforce is representative of the community.	<ul style="list-style-type: none"> <li>Increased women in leadership<sup>2</sup> to 46%, up from 44% in 2014.</li> <li>Recruited an additional 150 Indigenous Australians.</li> <li>Participation of mature age workers (50+) is 20.8%, down from 20.9% one year ago.</li> </ul>
	Extend length and quality of working lives.	<ul style="list-style-type: none"> <li>Employee mean retirement age has remained steady at 61.6 years. The Group has continued to promote flexible working including training for people leaders and the creation of online training and tools to support a gradual transition to retirement.</li> <li>A Wellbeing Policy was developed for the Group.</li> </ul>
	Anticipate the future product and service needs of ageing and culturally diverse customers.	<ul style="list-style-type: none"> <li>Launched BTFG's 'Changing the Face of Advice' program in October 2014, incorporating the Adviser View register with planner qualifications and customer ratings. The program also covers higher minimum educational and ethical standards for all BTFG planners and the launch of an Advice Commitment customer charter. The intent of the program is to give Australians access to better information on financial planning and planners.</li> </ul>
Help find solutions to environmental challenges	Provide products and services to help customers adapt to environmental challenges.	<ul style="list-style-type: none"> <li>Since 2013 launched five unique product/services, including the issuance of a green bond in September 2015 to directly fund renewable and green building projects in Australia.</li> </ul>
	Increase lending and investment in CleanTech and environmental services.	<ul style="list-style-type: none"> <li>Following the introduction of a higher threshold for green buildings in line with industry trends, total TCE for the CleanTech and environmental services sector is \$6.1 billion, still ahead of our \$6 billion target by 2017.</li> <li>60.7% of total energy financing is directed to renewable energy generation (including hydro, wind and solar).</li> </ul>
	Reduce our environmental footprint.	<ul style="list-style-type: none"> <li>Maintained carbon neutrality.</li> <li>Achieved our power use effectiveness and energy efficiency targets of 1.7PUE and 197kWh/m<sup>2</sup> respectively.</li> <li>Recycling rates in Sydney head offices improved to 61%, tracking ahead of target.</li> <li>Reached our stretch target of a 15% reduction in office paper two years ahead of schedule.</li> </ul>
Help customers to have a better relationship with money, for a better life	Ensure all our customers have access to the right advice to achieve a secure retirement.	<ul style="list-style-type: none"> <li>1,588 customer facing employees hold an externally recognised wealth accreditation, 90% against target.</li> </ul>
	Help our customers meet their financial goals in retirement.	<ul style="list-style-type: none"> <li>The take-up of superannuation and retirement offers has been impacted by regulatory changes affecting the industry, including the Future of Financial Advice reforms. A new customer engagement and retention program commenced during the year.</li> </ul>
	Increase access to financial services.	<ul style="list-style-type: none"> <li>Met the Group's 2015 target for Westpac Pacific with over 292,000 net basic banking accounts. In-store transaction volumes were over 391,000 and mobile banking activations over 58,000.</li> </ul>
	Help people gain access to social and affordable housing and services.	<ul style="list-style-type: none"> <li>Loaned more than \$1.0 billion to the social and affordable housing sector as at 30 September 2015, up from \$0.82 billion as at 30 September 2014.</li> <li>Construction commenced on 275 new affordable homes as part of the Group's largest single community housing finance.</li> </ul>

<sup>1</sup> All results as at 30 September 2015 except environmental footprint which is as at 30 June 2015. Refer to [www.westpac.com.au/sustainability](http://www.westpac.com.au/sustainability) for glossary of terms and metric definitions.

<sup>2</sup> Women in leadership refers to the proportion of women (permanent and maximum term) in people leadership roles or senior roles of influence as a proportion of all leaders across the Group. It includes the Executive Team, General Managers, Senior Managers as direct reports to General Managers and the next two levels of management. Excludes Westpac Pacific.

## Five year non-financial summary<sup>1</sup>

	2015	2014	2013	2012	2011
<b>Customer</b>					
Total customers (millions) <sup>2</sup>	13.1	12.8	12.2	11.8	11.5
Digitally active customers (millions) <sup>3</sup>	4.9	4.7	4.2	4.0	3.7
Branches	1,429	1,534	1,544	1,538	1,532
Branches with 24/7 capability (%) <sup>4</sup>	22	15	-	-	-
Number of ATMs	3,850	3,890	3,814	3,639	3,544
Smart ATMs (%) <sup>5</sup>	31	24	17	-	-
Net Promoter Score (NPS) Australia - consumer <sup>6</sup>	1.1	0.9	(2.4)	(7.7)	(7.7)
Net Promoter Score (NPS) Australia - business <sup>6</sup>	(0.7)	1.2	(5.3)	(10.8)	(7.0)
Net Promoter Score (NPS) NZ - consumer <sup>6</sup>	+5	+2	+8	+9	n/a <sup>3</sup>
Change in consumer complaints (%) - Australia	(31)	(27)	(15)	-	-
Change in consumer complaints (%) - NZ	(22)	(19)	(16)	-	-
Products per customer <sup>7</sup>	2.98	2.96	3.00	2.84	-
Wealth customer penetration (%) <sup>8</sup>	19.7	20.0	18.7	18.4	17.0
<b>Employees</b>					
Total core (permanent) full time equivalent staff (number at financial year end)	32,620	33,586	33,045	33,418	33,898
Employee Voluntary Attrition (%) <sup>9</sup>	10.6	9.8	9.8	9.9	11.5
New Starter Retention (%) <sup>10</sup>	85.3	88.0	86.7	84.8	84
High Performer Retention (%) <sup>11</sup>	95.0	95.8	95.7	95.9	95.3
Lost Time Injury Frequency Rate (LTIFR) <sup>12</sup>	0.8	1.1	1.5	1.9	2.5
Women as a percentage of the total workforce (%)	59	59	60	61	61
Women in Leadership (%) <sup>13</sup>	46	44	42	40	38
<b>Environment</b>					
Total Scope 1 and 2 emissions - Aust and NZ (tonnes CO <sub>2</sub> -e) <sup>14</sup>	173,437	175,855	180,862	183,937	184,124
Total Scope 3 emissions - Aust and NZ (tonnes CO <sub>2</sub> -e) <sup>15</sup>	67,959	73,871	85,013	91,855	57,163
Paper Consumption - Aust and NZ (tonnes) <sup>16</sup>	4,857	5,334	5,762	-	-
<b>Responsible lending and investment</b>					
Proportion of electricity generation financing in renewables including hydro - Aust and NZ (%) <sup>17</sup>	61	59	55	52	45
Electricity generation portfolio emissions intensity (tonnes CO <sub>2</sub> -e/MWh) <sup>18</sup>	0.38	0.41	0.44	-	-
Finance assessed under the Equator Principles - Group (\$m) <sup>19</sup>	1,065	851	268	1,140	383
Responsible Investment Funds Under Management (\$m) <sup>20</sup>	15,017	-	-	-	-
<b>Social impact</b>					
Community investment (\$m) <sup>21</sup>	116	217	131	133	155
Community investment as a percentage of pre-tax profits - Group (%)	1.04	2.02	1.33	1.50	1.82
Community investment as a percentage of pre-tax operating profit (cash earnings basis)	1.02	1.99	1.28	1.41	1.72
Financial education (participants) <sup>22</sup>	60,342	49,812	32,577	36,182	42,109
<b>Supply chain</b>					
Top suppliers self-assessed - Australia (%) <sup>23</sup>	100	100	98	94	92
Spend with Indigenous suppliers - Australia (\$ million) <sup>24</sup>	1.2	-	-	-	-

- <sup>1</sup> All data represents Group performance as at 30 September 2015 unless otherwise stated.
- <sup>2</sup> All customers with an active relationship (excludes channel only and potential relationships).
- <sup>3</sup> Refers to the number of customers registered for online banking and who have signed in online within the last 90 days as at 30 September.
- <sup>4</sup> Branches with 24/7 capability allowing customers to self-serve (for cash deposits and withdrawals) via a range of devices.
- <sup>5</sup> ATMs with deposit taking functionality. Excludes old style envelope deposit machines.
- <sup>6</sup> Net Promoter Score (NPS) measures the net likelihood of recommendation to others of the customer's main financial institution for retail or business banking. Net Promoter ScoreSM is a trademark of Bain & Co Inc., Satmetrix Systems, Inc., and Mr Frederick Reichheld. For retail banking, using a scale of 1 to 10 (1 means 'very unlikely' and 10 means 'very likely'), the 1-6 raters (detractors) are deducted from the 9-10 raters (promoters). For business banking, using a scale of 0 to 10 (0 means 'extremely unlikely' and 10 means 'extremely likely'), the 0-6 raters (detractors) are deducted from the 9-10 raters (promoters). NPS Consumer: Australia source - Roy Morgan Research, September 2011 – 2015, 6MMA. Westpac Group, Main Financial Institution (as defined by the customer). Consumers aged 14 or over; NZ source - NZ Retail market monitor provided by Camorra Research. NPS Business: Australia source: DBM Consultants Business Financial Services Monitor, September 2011 – 2015, 6MMA. Westpac Group, MFI customers, all businesses.
- <sup>7</sup> Roy Morgan Research, Respondents aged 18+, 6 month rolling average, September 2015. Products Per Customer (PPC) results are based on the total number of 'Banking and Finance' products from the 'Institution Group' held by a 'Retail and Business Banking (RBB)' customer. The figure is calculated by dividing the total number of Banking and Finance products held by 'Retail and Business Banking (RBB)' customers at the Institution Group by its total 'Retail and Business Banking (RBB)' number of customers.
- <sup>8</sup> Data based on Roy Morgan Research, Respondents aged 14+. 12 month average to September 2015. Wealth penetration is defined as the proportion of Australians who have a Deposit or Transaction Account, Mortgage, Personal Lending or Major Card with a Banking Group and also have Managed Investments, Superannuation or Insurance with the same Banking Group.
- <sup>9</sup> Employee Voluntary Attrition refers to the total voluntary separation of permanent employees over the 12 month average total permanent headcount for the period (includes full time, part time and maximum term employees). 2015 data includes Westpac Pacific (excluded in prior years).
- <sup>10</sup> Voluntary New Starter retention over the 12 month rolling New Starter headcount for the period (includes full time and part time permanent employees). Excludes Westpac Pacific.
- <sup>11</sup> Voluntary High Performer Retention over the 12 month rolling High Performer headcount for the period (includes full time, part time permanent and maximum term employees). Excludes Westpac Pacific.
- <sup>12</sup> Lost Time Injury Frequency Rate (LTIFR) measures the number of Lost Time Injuries, defined as injuries or illnesses (based on workers compensation claims accepted) resulting in an employee being unable to work for a full scheduled day (or shift) other than the day (or shift) on which the injury occurred where work was a significant contributing factor, per one million hours worked in the rolling 12 months reported. Excludes Westpac Pacific.
- <sup>13</sup> Women in Leadership refers to the proportion of women (permanent and maximum term employees) in people leadership roles or senior roles of influence as a proportion of all leaders across the Group. Includes Executive Team, General Managers, Senior Managers as direct reports to General Managers and the next two levels of management. 2015 data includes Westpac Pacific (not included in prior years).
- <sup>14</sup> Scope 1 greenhouse emissions are the release of greenhouse gases into the atmosphere as a direct result of Westpac's Australian and New Zealand banking operations. Scope 2 emissions are indirect greenhouse gas emissions from consumption of purchased electricity from Westpac's Australian and New Zealand banking operations. Australian data is prepared in accordance with the *National Greenhouse and Energy Reporting Act 2007*. New Zealand data is prepared in accordance with the Guidance for Voluntary Corporate Greenhouse Gas Reporting published by the New Zealand Ministry for the Environment. These definitions also align with the GHG protocol and ISO 14064-1 standard and are reported for the period 1 July to 30 June.
- <sup>15</sup> Scope 3 emissions are greenhouse gases emitted as a consequence of Westpac's Australian and New Zealand banking operations but by another facility. Australian data is prepared in accordance with the National Carbon Offset Standard. New Zealand data is prepared in accordance the New Zealand Ministry for the Environment for GHG reporting. These definitions also align with the GHG protocol and ISO 14064-1 standard and are reported for the period 1 July to 30 June.
- <sup>16</sup> Total copy paper purchased (in tonnes) by the Westpac Group as reported by its suppliers.
- <sup>17</sup> Measured as the percentage of indirect and direct financing (TCE) to energy generation assets in the Australian and New Zealand electricity markets.
- <sup>18</sup> Data is based on the reported exposures to energy generation (AUD lending only). The average financed carbon intensity is calculated by weighting each loan (total committed exposures) by the carbon intensity of each company.
- <sup>19</sup> The Equator Principles are a voluntary set of standards for determining, assessing and managing social and environmental risk in project financing.
- <sup>20</sup> BTFG funds applying an environmental, social and governance (ESG integration) approach. Data prior to 2015 not available due to change in reporting methodology.
- <sup>21</sup> This amount includes monetary contributions, time contributions, management costs and in-kind contributions comprising gifts and foregone fee revenue. The 2014 figure includes Westpac's \$100 million contribution to the Westpac Bicentennial Foundation.
- <sup>22</sup> Refers to the number of attendees (employees, customers and general public) at financial education courses and who access training courses offered by the Westpac Group. Excludes keynote presentations offered by the Davidson Institute.
- <sup>23</sup> Refers to suppliers in our top 80 by spend.
- <sup>24</sup> Annual spend with businesses that are 51% or more owned and operated by an Aboriginal or Torres Strait Islander person and certified with a relevant member organisation.

## Competition

The Westpac Group operates in a highly competitive environment across the regions in which we do business.

We serve the banking, wealth and risk management needs of customer segments from consumers to small businesses through to large corporate and institutional clients. The Westpac Group competes with other financial services industry players for customers, covering their transacting, saving, investing, protecting and borrowing needs with a wide set of products and services. Our competitors range from large global organisations with broad offerings to entities more focussed on specific regions or products. Our competitors include financial services and advisory companies such as banks, investment banks, credit unions, building societies, mortgage originators, credit card issuers, brokerage firms, fund and asset management companies, insurance companies and internet-based financial services providers. We operate in an environment where digital innovation is changing the competitive landscape and there are new competitors emerging from other sectors, including retail, technology and telecommunications.

Our competitive position across customer segments, products and geographies is determined by a variety of factors. These factors include:

- the type of customer served;
- customer service quality and convenience;
- the effectiveness of, and access to, distribution channels;
- brand reputation and preference;
- the quality, range, innovation and pricing of products and services offered;
- digital and technology solutions; and
- the talent and experience of our employees.

In Australia, we have seen competition for deposits continue to be driven in part by clearer global regulatory requirements for liquidity management and balance sheet composition. Banks and other financial institutions also seek to achieve a higher proportion of high quality deposit funding as credit rating agencies and debt investors look for strong balance sheet positions in their assessment of quality institutions.

Competition for lending is also expected to remain high. At the same time, businesses and consumers are cautious about the global outlook and continue to reduce debt. The residential mortgage market continues to be highly competitive, with market participants seeking to maintain or expand their market share using price. This is expected to continue. Serving business customers' transaction and trade financing needs has been at the centre of competitive activity as customer expectations increase.

In our wealth business, we expect competition to increase as financial institutions and industry funds move to capture a greater share of this fast growing market, particularly in superannuation (or pensions) and financial advice as the market responds to regulatory changes.

The New Zealand market is experiencing strong competition as banks vie for new customers. Competition for deposits remains intense and the home lending market is particularly competitive on price and switching incentives.

## Outlook<sup>1</sup>

The Australian economy had another year of below trend growth as it continued to be buffeted by a slowdown in mining investment and a sharp fall in its terms of trade. At the same time, a cautious approach from households and businesses combined with governments seeking to reduce debt, has further limited growth.

The international outlook also softened over the year. Growth in China has been slower than most expected at the beginning of the year, and that slowdown has been a key catalyst to the fall in global commodity prices. With excess capacity in many industries, China's growth rate seems set to slow further next year. In contrast, the US economy has lifted somewhat more quickly than anticipated with improved growth prospects expected to carry through to next year. Europe seems to have stabilised with a low, but nevertheless positive, growth outlook.

Within Australia, the 2016 outlook is for a modest lift in the real GDP growth rate back to trend which we now assess at around 2.75%. That compares with growth of around 2.2% over the last year.

The anticipated lift in the GDP growth rate reflects expectations for some improvement in household spending growth, non mining investment and exports. Partially offsetting these factors is expected to be a further contraction in mining investment and a smaller contribution from residential construction as residential investment peaks. These forecasts are predicated upon some further weakness in the Australian dollar; ongoing record low interest rates; and a stable year for Australia's terms of trade.

A bright spot will be the ongoing recovery in Australia's net exports of services which are benefitting from the more competitive Australian dollar. These sectors, along with health and professional services, are boosting jobs growth. Lead indicators point to the unemployment rate initially stabilising before drifting lower as economic growth improves.

Price pressures are expected to remain benign with core CPI inflation remaining well controlled and wages growth subdued. This backdrop is likely to be consistent with interest rates remaining around the current record lows.

Given this economic backdrop, financial system credit growth is expected to remain around current levels although there will be some modest rebalancing as property related growth slows in favour of other forms of business borrowing.

Growth in funds management is expected to remain solid as population growth and an ageing population continues to direct more savings to superannuation in preparation for retirement.

<sup>1</sup> All data and opinions under 'Outlook' are generated by our internal economists and management.

For Westpac, our five strategic priorities will continue to be our focus in the period ahead and assist in delivering on our service revolution. These include:

- maintaining our *performance disciplines* – continuing to be prudent in the management of capital, seeking to maintain our ROE above 15%, and strength in our capital, funding and liquidity positions;
- through *service leadership*, grow customer numbers by 1 million from 2015 to 2017 while also increasing the number (on average) of products each customer holds;
- *digital transformation* is utilising technology to materially improve efficiency and reduce the Group's cost to income ratio to below 40% over the next 3 years;
- wealth, small and medium business enterprises and Asia continue to be our areas of *targeted growth*. These include our investment in a new wealth platform, called Panorama, and making business banking specialists more accessible through video conferencing technologies; and
- through our *workforce revolution* priority, we are seeking to build a stronger and more diverse workforce where the best people want to work.

The financial services industry continues to be under significant regulatory change. Globally this includes the expected release of a revised capital framework by the Basel Committee on Banking Supervision while locally we also continue to expect further regulatory change. Given the strength of our business, and our balance sheet, in both absolute terms and relative to peers, we are well placed to respond to any additional regulatory change.

Looking ahead, with our strong positioning, disciplined growth and solid operating performance across all divisions, combined with good progress on our strategic priorities, Westpac believes it is well positioned to continue delivering sustainable outcomes to shareholders.

## Significant developments

### *Corporate significant developments*

#### *Appointment of new Chief Executive Officer*

On 13 November 2014, Westpac announced the retirement of Gail Kelly as Chief Executive Officer effective 1 February 2015. The Westpac Board appointed Brian Hartzer as the Group's CEO from 2 February 2015. Mr Hartzer was part of the Group's executive team and was formerly the Chief Executive, Australian Financial Services, responsible for the Westpac Group's retail, business banking and wealth businesses.

#### *Inquiry into Australia's Financial System*

On 20 November 2013, the Federal Government formally announced the appointment of Mr David Murray AO to head an inquiry into Australia's financial system (FSI).

The FSI's terms of reference, announced on 20 December 2013, charged the FSI with examining how the financial system could be positioned to best meet Australia's evolving needs and support Australia's economic growth.

Recommendations were to be aimed at fostering an efficient, competitive and flexible financial system, consistent with financial stability, prudence, public confidence and capacity to meet the needs of users.

The FSI's Final Report made 44 recommendations relating to a broad number of matters across the financial sector. Westpac supported the majority of the recommendations during the Government's consultation process, which was completed on 31 March 2015.

On 20 October 2015, the Government announced its formal response to the FSI's recommendations. The Government endorsed the overwhelming majority of the recommendations across the five key areas the FSI considered: Resilience; Superannuation; Innovation; Consumer Outcomes; and the Regulatory System.

The Government will establish a number of consultation processes to consider detailed implementation. Westpac will continue to actively contribute to these ongoing consultations, which we expect to continue for a number of years.

#### *FSI's recommendations on bank capital*

The Government's response endorsed APRA's actions to date in implementing the FSI's capital-related recommendations, and confirmed APRA's responsibility for the implementation of the remaining capital proposals.

To date, APRA has formally responded to two of the FSI's recommendations. On 13 July 2015 APRA released the results of a study comparing the capital position of the Australian major banks against a group of international banking peers. The study was conducted by APRA in response to Recommendation 1 of the FSI that proposed Australian bank capital ratios should be in the top quartile of global peers to demonstrate the banks are 'unquestionably strong.'

APRA's study confirmed that the Australian major banks are well capitalised. Based on capital adequacy ratios as at 30 June 2014, the study found that the major banks would need to increase their capital adequacy ratios by at least 200 basis points to be comfortably positioned in the top quartile of their international peers over the medium to long term. In response, Westpac is undertaking a fully underwritten, pro rata accelerated renounceable entitlement offer to raise approximately \$3.5 billion of ordinary equity, which will add approximately 100 basis points to Westpac's Common Equity Tier 1 (CET1) capital ratio. Earlier this year, Westpac also completed a partial sale of its shareholding in BTIM, which increased Westpac's CET1 capital ratio by 15 basis points. These developments are discussed in further detail below.

On 20 July 2015, APRA announced an interim change to how risk weighted assets (RWA) will be calculated on Australian residential mortgages for banks that use the Advanced Internal-Ratings Based (IRB) approach to credit risk. This change was in response to Recommendation 2 of the FSI regarding the differential in mortgage capital requirements between Advanced IRB and Standardised banks. The outcome of this change is expected to lead to the ratio of mortgage RWA to mortgage exposures for the Group increasing to approximately 25%, with an effective date of 1 July 2016.

Further changes relevant to regulatory capital requirements for Australian banks were also proposed by the FSI and are likely to result from current international regulatory reviews being undertaken by the Basel Committee on Banking

Supervision (BCBS) and the Financial Stability Board (FSB) considering leverage ratios, risk weight models for Advanced and Standardised banks, and Total Loss Absorbing Capacity (TLAC) for Global Systemically Important Banks (G-SIBs).

The final outcomes of these reviews remain uncertain.

APRA will be responsible for interpreting these international developments to Australia's circumstances and their final impact will depend on APRA's implementation.

#### *Share entitlement offer*

On 14 October 2015, Westpac announced it was undertaking a fully underwritten, pro rata accelerated renounceable entitlement offer to raise approximately \$3.5 billion of ordinary equity. The equity raised will add approximately 100 basis points to Westpac's CET1 capital ratio and will place Westpac's CET1 capital ratio within the top quartile of banks globally, with a CET1 capital ratio of over 14% on an internationally comparable basis<sup>1</sup>. The capital raised responds to changes in mortgage risk weights that will increase the amount of capital required to be held against mortgages by more than 50%, with the increased regulatory requirement to be applied from 1 July 2016. To support the offer, Westpac also announced its unaudited preliminary Full Year 2015 result.

#### *Interim DRP and partial DRP Underwrite*

On 4 May 2015, Westpac announced that it would satisfy the dividend reinvestment plan (DRP) for the 2015 interim dividend by issuing Westpac ordinary shares at a 1.5% discount. Westpac also entered into an agreement to have the DRP on the 2015 interim dividend partially underwritten. Approximately \$2 billion worth of Westpac ordinary shares were issued under the DRP and the partial DRP underwrite, which raised our CET1 capital ratio by 57 basis points.

#### *Issue of Westpac Capital Notes 3*

On 8 September 2015, Westpac, through its London branch, issued approximately \$1.32 billion of securities known as Westpac Capital Notes 3, which qualify as Additional Tier 1 capital of Westpac under APRA's capital adequacy framework.

**Changes to accounting for technology investment spending**  
At its Strategy Update on 7 September 2015, Westpac announced that, in light of the Group's revised technology and digital strategy, the rapid changes in technology, and evolving regulatory requirements, it was reviewing the accounting approach applied to investment spending. On 6 October 2015, Westpac announced that this review had been completed, resulting in various accounting changes. The balance sheet impact of these changes has seen a reduction in the technology assets balance of \$505 million (pre-tax) reported as an expense in the Full Year 2015 statutory results. This has been excluded from cash earnings.

#### *Sale of Westpac operations in four Pacific Island Nations*

On 14 July 2015, Westpac announced the completion of the sale of its banking operations in the Cook Islands, Samoa and Tonga to BSP for \$91 million. On 30 October 2015, Westpac completed the sale of its banking operations in the Solomon Islands for \$23.6 million.

The proposed sale of Westpac's Vanuatu operations has not yet proceeded. Given the impact of Cyclone Pam in Vanuatu, the Reserve Bank of Vanuatu decided that now is not the time for a change of ownership in the country's banking sector.

#### *Partial sale of BTIM*

On 16 June 2015, Westpac announced its intention to undertake a partial sale of its shareholding in BTIM by way of an Institutional Offer and a Retail Offer. The fully-underwritten Institutional Offer and Retail Offer resulted in the sale of 55 million and 27 million BTIM shares respectively at a price of \$8.20 a share. Following completion of the sale, Westpac's holding in BTIM decreased from 59.1% of BTIM's issued capital to 31.0% and Westpac's CET1 capital ratio increased by 15 basis points.

#### *New organisational structure*

On 10 June 2015, Westpac announced a new, simplified organisational structure for its Australian retail and business banking operations designed to accelerate the Group's customer focussed strategy. Under the new structure, two new divisions have been created:

- Consumer Bank – responsible for all consumer banking products and services under the Westpac, St.George, BankSA, Bank of Melbourne and RAMS brands; and
- Commercial & Business Bank – responsible for serving small and medium enterprises, commercial and agri-business customers, as well as asset and equipment finance. Specialist business bankers will continue to operate under their respective brands.

Each of these new divisions will be responsible for improving the end-to-end service experience of their respective customer segments and will have dedicated product, marketing and digital capabilities.

#### *Litigation*

Since 2011, Westpac has been served with three class action proceedings brought on behalf of customers seeking to recover exception fees paid by those customers. Similar class actions have been commenced against several other Australian banks. Westpac has agreed with the plaintiffs to put the proceedings against Westpac on hold, pending further developments in the litigation against one of those other banks. In April 2015, the Full Court of the Federal Court unanimously found all of the exception fees charged by that other bank to be lawful. The plaintiffs are currently appealing certain aspects of that judgment to the High Court of Australia. The appeal is scheduled to be heard in February 2016.

#### *Tax developments*

On 30 March 2015, the Australian Government released a Tax Discussion Paper that considers all aspects of the Australian tax system. It is intended to initiate debate on the future of Australia's tax system. A public consultation process has commenced and is expected to continue over the next 12-18 months. The Discussion Paper does question the ongoing effectiveness of the dividend imputation system but it does not contain any recommendations or details of any proposed reforms. The impact of any changes to Westpac, its shareholders and customers cannot be

<sup>1</sup> The basis of the internationally comparable CET1 capital ratio aligns with the APRA study titled 'International capital comparison study' dated 13 July 2015.

determined until further details are released and any changes to the law made.

### **Regulatory significant developments**

#### *Basel Committee on Banking Supervision*

Regulatory reforms and significant developments arising in relation to changes initiated by the BCBS and the FSB include:

#### *Global Systemically Important Financial Institutions (G-SIFIs)*

Each year in November the FSB publishes the list of identified G-SIBs and specifies the higher capital requirements proposed for each. These increased capital requirements will be phased in from January 2016. Westpac has not been named as a G-SIB. However the BCBS has issued a framework for extending the SIFIs requirements to domestic systemically important banks (D-SIBs).

#### *Capital*

In 2010, the BCBS outlined the Basel III capital framework for banks globally as follows:

- an increase in the minimum common equity requirement from 2.0% to 4.5%;
- an increase in the minimum Tier 1 capital requirement from 4.0% to 6.0%;
- a capital conservation buffer at 2.5%, to be met with common equity; and
- a countercyclical buffer of between 0% to 2.5% to be met with common equity or other fully loss absorbing capital.

APRA's adoption of the framework has required Australian Authorised Deposit-taking Institutions (ADIs) such as Westpac to meet the above minimum capital requirements from 1 January 2013 and the capital conservation buffer in full from its introduction date of 1 January 2016. In December 2013 APRA released its approach for implementing a D-SIB framework in Australia. Westpac is one of four Australian banks which APRA has identified as a D-SIB. APRA has proposed that each D-SIB, including Westpac, will have to meet a higher loss absorbency requirement of 1% to be met by common equity. The 1% requirement will be added to the capital conservation buffer effectively increasing the buffer from 2.5% to 3.5%. The countercyclical buffer is not currently required.

Westpac's current capital levels are already above the regulatory requirement that will apply from 1 January 2016 (including the 3.5% capital conservation buffer).

Further details of Westpac's regulatory capital, leverage ratio and liquidity coverage ratio disclosures as well as the full terms and conditions of the regulatory capital instruments can be accessed at [www.westpac.com.au/about-westpac/investor-centre/financial-information/regulatory-disclosures](http://www.westpac.com.au/about-westpac/investor-centre/financial-information/regulatory-disclosures).

#### *Increased loss absorbency*

In November 2014 the FSB issued a consultation paper for enhancing the Total Loss Absorbing Capacity (TLAC) for G-SIBs to operate alongside the Basel III capital requirements. These proposals form part of the G20's initiatives aimed at 'Ending too-big-to-fail' and ensuring that the resolution of a

failing G-SIFI can be carried out without causing systemic disruption or resorting to taxpayer support. The FSB has stated that the TLAC requirement would not be introduced before 2019 and it is not known at this stage whether there is any intention to extend the requirement beyond G-SIBs.

The FSI had recommended the implementation in Australia of a framework for minimum loss absorbing and recapitalisation capacity sufficient to facilitate the orderly resolution of ADIs and minimise taxpayer support. In its response to the FSI, the Government endorsed APRA to implement the recommendation in line with emerging international practice.

#### *Reform of the risk-based capital framework*

In December 2014, the BCBS released two consultation papers on proposals for Capital Floors and proposed revisions to the Standardised Approach for Credit Risk, which puts forward possible amendments to the risk weighted asset framework for capital. The measures are in addition to ongoing consultation work of the BCBS on reforms to capital treatment of operational risk and market risk. In combination these reform measures are intended to improve the consistency and comparability of bank capital ratios. However, further clarity from BCBS is not expected before the end of 2015 after which APRA will need to consult on, and then finalise, the Australian standards. Until that time, it is not possible to determine the impact on Westpac.

#### *Leverage ratio*

The Basel III capital framework also introduced a leverage ratio requirement. The BCBS proposes that introducing a simple, non-risk based leverage ratio requirement would act as a credible supplementary measure to the risk-based capital requirements. In January 2014, the BCBS published an amended leverage ratio framework. In May 2015, APRA released new disclosure requirements in relation to the leverage ratio which will initially only apply to select ADIs, including Westpac, and from 1 July 2015 required the disclosure of the leverage ratio on a quarterly basis. The proposed timetable for implementation of the leverage ratio provides for testing and recalibration of the framework to occur until 2017 and migration of the final standard to a Pillar 1 requirement from January 2018.

#### *OECD Common Reporting Standard*

The Organisation for Economic Cooperation and Development (OECD) has developed Common Reporting Standard (CRS) rules for the automatic exchange of financial account information amongst OECD member states.

CRS will require the Westpac Group to identify the tax residency of all customers and to report the tax residency and account details of non-resident customers to the relevant authorities in jurisdictions in which the CRS rules operate.

Subject to final legislation, it is currently intended that Australian financial institutions can voluntarily implement the rules from 1 January 2017, but will have to be compliant from 1 January 2018. The rules could impose additional costs and operational burdens on Westpac.

Certain countries (such as the United Kingdom and India) will implement the rules with effect from 1 January 2016. Westpac is implementing changes to its business operations

to comply with the CRS requirements in these countries from 1 January 2016.

#### *OTC derivatives reform*

The international regulatory reforms relating to over-the-counter (OTC) derivatives continue to be implemented by financial regulators across the globe.

In Australia, Westpac commenced reporting OTC derivatives transactions to a Prescribed Repository in accordance with the Derivative Transaction Rules (Reporting) 2013 on 1 October 2013. Westpac continues to work with ASIC and industry associations in relation to the implementation of these rules and the phase-in of requirements to other industry participants.

On 8 September 2015, the Australian Government enacted regulations imposing a central clearing mandate for prescribed classes of interest rate derivatives denominated in Australian Dollar, US Dollar, Euro, Japanese Yen and British Pounds. This mandate is imposed on major domestic and foreign banks that act as dealers in the Australian OTC derivatives market. ASIC is currently consulting with industry on final clearing rules and the expected compliance date with the regulations is April 2016.

As a provisionally-registered Swap Dealer with the US Commodity Futures Trading Commission (CFTC), Westpac is subject to a range of entity-level and transaction-level requirements pursuant to the Dodd-Frank Act.

Pursuant to the European Market Infrastructure Regulations (EMIR) established by the European Securities and Markets Authority (ESMA), from October 2014, Westpac is subject to certain risk mitigation obligations in relation to OTC Derivatives traded with European counterparties or through its London Branch. Further, Westpac will be subject to a central clearing mandate for certain interest rate derivatives with European counterparties by April 2016.

Westpac is also subject to OTC derivatives trade reporting regulations imposed by the Monetary Authority of Singapore and various provincial financial regulators in Canada.

Westpac continues to monitor developments in response to requirements imposed by international regulators. These include regulations published by the CFTC and the Securities and Exchange Commission under the Dodd-Frank Act; by the ESMA and local European financial regulators under the EMIR and Markets in Financial Instruments Directive (MiFID II); and by various financial regulators in Asia and Canada. Westpac also continues to monitor the international response to the final policy framework for establishing margin requirements for uncleared OTC derivatives as published by the BCBS and the International Organisation of Securities Commission (IOSCO) on 2 September 2013.

#### *United States*

##### *Foreign Account Tax Compliance Act (FATCA)*

Provisions commonly referred to as FATCA and related US Treasury regulations generally require Foreign Financial Institutions (FFIs), such as Westpac, to enter into an FFI agreement (if they are not subject to the provisions of a Model 1 Intergovernmental Agreement (IGA)) under which they agree to identify and provide the US Internal Revenue Service (IRS) with information on certain US connected

accounts, or otherwise face 30% withholding tax on certain payments made to the FFI. In addition, FFIs that have entered into an FFI agreement will be required to withhold on certain payments made to FFIs that are neither party to an FFI agreement nor subject to an IGA and certain account holders that fail to provide prescribed information. The Australian Government signed an IGA with the United States on 28 April 2014, which came into force on 30 June 2014. The Australian IGA, and any IGAs that may be concluded between the US and other countries in which Westpac conducts business, will relieve Westpac of the requirement to withhold on payments to, or close, certain accounts, and will provide certain other benefits.

Westpac has implemented changes to its business operations to comply with the requirements of FATCA across all jurisdictions in which it operates. Westpac has entered into an FFI agreement with respect to its branches and affiliated FFIs not located in countries that have entered into an IGA. Compliance with FATCA will continue to give rise to significant ongoing costs and operational burdens for Westpac.

#### *New Zealand*

Regulatory reforms and significant developments in New Zealand include:

##### *Financial Markets Conduct Act (FMCA)*

The FMCA overhauls New Zealand's securities law regime and impacts various aspects of Westpac New Zealand's business. It has introduced changes to product disclosure and governance together with new licensing and registration requirements as well as new fair dealing provisions. The use of product disclosure statements is being implemented, supported by an online register of other material documentation. The FMCA was enacted in September 2013. Most of its provisions, as well as new regulations setting out the detail of the regime, came into force on 1 December 2014, subject to transitional provisions of up to two years. The majority of the fair dealing requirements in the FMCA came into force in April 2014.

##### *Credit law reform/responsible lending*

The *Credit Contracts and Consumer Finance Amendment Act 2014* received Royal Assent in June 2014 and came into full effect in June 2015. The Act reformed the entire suite of legislation that governs consumer credit contracts. It created new responsible lending principles and provided for a regulatory responsible lending code, which was issued in March 2015. Consumer protections were also being strengthened by changes to provisions on disclosure, fees, hardship and 'oppressive' contracts.

##### *Consumer law reform*

The Consumer Law Reform Bill was passed in December 2013. The Bill amended six separate Acts, including the *Fair Trading Act*. Among the amendments introduced into the *Fair Trading Act* were prohibitions on unfair contract terms and on making unsubstantiated representations about a product or service and new provisions regulating uninvited direct sales. The unfair contract terms provisions came into force in March 2015. The unsubstantiated representations prohibitions and uninvited direct sales provisions came into effect in June 2014.

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### *Reserve Bank of New Zealand (RBNZ) – housing review stage two – residential property investors*

The RBNZ has concluded stage two of its housing review and is amending its Capital Adequacy Frameworks to provide for a new asset class treatment for property investor residential mortgage loans. The new classification, which applies to all locally incorporated banks, will apply from 1 November 2015 for new lending. Banks will be required to classify their existing residential loans by 31 October 2016. The capital requirements for this lending will increase as a higher risk weighting will apply than for owner occupied residential mortgage lending.

#### *RBNZ – New loan to value ratio (LVR) restrictions*

Restrictions on high LVR lending are part of the RBNZ's macro-prudential policy framework and have been in place since October 2013. In May 2015 the RBNZ announced that in response to growing market risk from the Auckland housing market it was proposing changes to its LVR policy. From 1 November 2015 there will be a 5 percent limit on property investor residential mortgage lending in the Auckland region where the LVR is above 70 percent. Restrictions on residential mortgage lending to owner occupiers in Auckland will continue to be 10 percent where the LVR exceeds 80 percent. For residential mortgage lending in other parts of New Zealand the limit on lending where the LVR exceeds 80 percent will be increased to 15 percent from 10 percent.

#### *RBNZ – Review of outsourcing policy*

In August 2015 the RBNZ released a consultation paper proposing revisions to its Outsourcing Policy (BS11). The RBNZ considers that the Outsourcing Policy is closely linked to its Open Bank Resolution (OBR) Policy and the proposed changes reflect this. In summary, the RBNZ is proposing to broaden the functionality that a bank would need to continue delivering in the event of statutory management and is proposing three areas where outsourcing to related parties would be prohibited. In this respect the RBNZ is seeking to ensure that the bank has direct ownership and control over certain data that would be required to enable the bank to calculate its financial positions at the end of each business day. In particular it must have its own SWIFT gateway and licence for the processing of transactions, and it should be able to undertake its regulatory reporting using its own data. The RBNZ is also proposing that banks be required to notify the RBNZ about proposals to outsource prior to an agreement being entered into and that a notice of non-objection be obtained in some or all instances. Submissions close in December 2015.

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### **Supervision and regulation**

#### *Australia*

Within Australia we are subject to supervision and regulation by six principal agencies: APRA; the Reserve Bank of Australia (RBA); the Australian Securities and Investments Commission (ASIC); the Australian Securities Exchange (ASX); the Australian Competition and Consumer Commission (ACCC); and the Australian Transaction Reports and Analysis Centre (AUSTRAC).

APRA is the prudential regulator of the Australian financial services industry. It oversees banks, credit unions, building societies, general insurance and re-insurance companies, friendly societies and most of the superannuation (pension) industry. APRA's role includes establishing and enforcing prudential standards and practices designed to ensure that, under all reasonable circumstances, financial promises made by the institutions it supervises are met within a stable, efficient and competitive financial system.

As an ADI, we report prudential information to APRA including information in relation to capital adequacy, large exposures, credit quality and liquidity. Our controlled entities in Australia that are authorised insurers and trustees of superannuation funds are also subject to the APRA regulatory regime. Reporting is supplemented by consultations, on-site inspections and targeted reviews. Our external auditors also have an obligation to report on compliance with certain statutory and regulatory banking requirements and on any matters that in their opinion may have the potential to materially prejudice the interests of depositors and other stakeholders.

Australia's risk-based capital adequacy guidelines are based on the approach agreed upon by the BCBS. National discretion is then applied to that approach which results in Australia's capital requirements being more stringent. Refer to 'Capital resources – Basel Capital Accord' in Section 2.

The RBA is responsible for monetary policy, maintaining financial system stability and promoting the safety and efficiency of the payments system. The RBA is an active participant in the financial markets, manages Australia's foreign reserves, issues Australian currency notes and serves as banker to the Australian Government.

ASIC is the national regulator of Australian companies. Its primary responsibility is to regulate and enforce company, consumer credit, financial markets and financial services laws that protect consumers, investors and creditors. With respect to financial services, it promotes fairness and transparency by providing consumer protection, using regulatory powers to enforce laws relating to deposit-taking activities, general insurance, life insurance, superannuation, retirement savings accounts, securities (such as shares, debentures and managed investments) and futures contracts and financial advice. ASIC has responsibility for supervising trading on Australia's domestic licensed markets and of trading participants.

The ASX operates Australia's primary national market for trading of securities issued by listed companies. Some of our securities (including our ordinary shares) are listed on the ASX and we therefore have obligations to comply with the ASX Listing Rules, which have statutory backing under the *Corporations Act 2001*. The ASX has responsibility for the oversight of listed entities under the ASX Listing Rules and for monitoring and enforcing compliance with the ASX

Operating Rules by its market, clearing and settlement participants.

The ACCC is an independent statutory authority responsible for the regulation and prohibition of anti-competitive and unfair market practices and mergers and acquisitions in Australia. Its broad objective is to administer the *Competition and Consumer Act 2010* and related legislation to bring greater competitiveness, fair trading, consumer protection and product safety to the Australian economy. The ACCC's role in consumer protection complements that of Australian state and territory consumer affairs agencies that administer the unfair trading legislation of their jurisdictions.

The Australian Government's present policy, known as the 'four pillars policy', is that there should be no fewer than four major banks to maintain appropriate levels of competition in the banking sector. Under the *Financial Sector (Shareholding) Act 1998*, the Australian Government's Treasurer must approve an entity acquiring a stake of more than 15% in a financial sector company.

Proposals for foreign acquisitions of a stake in Australian banks are subject to the Australian Government's foreign investment policy and, where required, approval by the Australian Government under the *Australian Foreign Acquisitions and Takeovers Act 1975*. For further details refer to 'Limitations affecting security holders' in Section 4.

AUSTRAC oversees the compliance of Australian reporting entities including Westpac, within the requirements under the *Anti-Money Laundering and Counter-Terrorism Financing Act 2006* and the *Financial Transaction Reports Act 1988*. These requirements include:

- implementing programs for identifying and monitoring customers, and for managing the risks of money laundering and terrorism financing;
- reporting suspicious matters, threshold transactions and international funds transfer instructions; and
- submitting an annual compliance report.

AUSTRAC provides financial information to state, territory and Australian federal law enforcement, security, social justice and revenue agencies, and certain international counterparts.

#### **New Zealand**

The RBNZ is responsible for supervising New Zealand registered banks. The New Zealand prudential supervision regime requires that registered banks publish quarterly disclosure statements, which contain information on financial performance and risk positions as well as attestations by the directors about the bank's compliance with its conditions of registration and certain other matters.

The FMA is New Zealand's financial conduct regulator. Its main objective is to promote and facilitate the development of fair, efficient, and transparent financial markets. Its functions include promoting the confident and informed participation of businesses, investors, and consumers in those markets. The Financial Markets Conduct Act, which was passed in 2013, resulted in the FMA having extensive new responsibilities in the licensing and supervision of various market participants as well as new enforcement powers.

#### **United States**

Our New York branch is a US federally licensed branch and therefore is subject to supervision, examination and regulation by the US Office of the Comptroller of the Currency, and the Board of Governors of the Federal Reserve System (the US Federal Reserve) under the *US International Banking Act of 1978* (IBA) and related regulations.

A US federal branch must maintain, with a US Federal Reserve member bank, a capital equivalency deposit as prescribed by the US Comptroller of the Currency, which is at least equal to 5% of its total liabilities (including acceptances, but excluding accrued expenses, and amounts due and other liabilities to other branches, agencies, and subsidiaries of the foreign bank).

In addition, a US federal branch is subject to periodic onsite examination by the US Comptroller of the Currency. Such examination may address risk management, operations, asset quality, compliance with the record-keeping and reporting, and any additional requirements prescribed by the US Comptroller of the Currency from time to time.

A US federal branch of a foreign bank is, by virtue of the IBA, subject to the receivership powers exercisable by the US Comptroller of the Currency.

We are not a Financial Holding Company as defined in the *Gramm-Leach-Bliley Act of 1999*.

Westpac and some of its affiliates are engaged in various activities that are subject to regulation by other US federal regulatory agencies including the US Securities & Exchange Commission and the US Commodity Futures Trading Commission.

#### **Anti-money laundering regulation and related requirements**

##### **Australia**

Westpac has a Group-wide program to manage its obligations under the *Anti-Money Laundering and Counter-Terrorism Financing Act 2006*. We continue to actively engage with the regulator, AUSTRAC, on our activities.

#### **United States**

The USA PATRIOT Act of 2001 requires US financial institutions, including the US branches of foreign banks, to take certain steps to prevent, detect and report individuals and entities involved in international money laundering and the financing of terrorism. The required actions include verifying the identity of financial institutions and other customers and counterparties, terminating correspondent accounts for foreign 'shell banks' and obtaining information about the owners of foreign bank clients and the identity of the foreign bank's agent for service of process in the US. The anti-money laundering compliance requirements of the USA PATRIOT Act include requirements to adopt and implement an effective anti-money laundering program, report suspicious transactions or activities, and implement due diligence procedures for correspondent and other customer accounts. Westpac's New York branch and its other US operations maintain an anti-money laundering compliance program designed to address US legal requirements.

US economic and trade sanctions, as administered by the Office of Foreign Assets Control (OFAC), prohibit or significantly restrict US financial institutions, including the US branches and operations of foreign banks, and other US persons from doing business with certain persons, entities and jurisdictions. Westpac's New York branch and its other US operations maintain compliance programs designed to comply with OFAC sanctions programs, and Westpac has a Group-wide program to ensure adequate compliance.

#### **Legal proceedings**

Our entities are defendants from time to time in legal proceedings arising from the conduct of our business and material legal proceedings, if any, are described in Note 31 to the financial statements and under 'Significant developments' above. As appropriate, a provision has been raised in respect of these proceedings and disclosed in the financial statements.

#### **Principal office**

Our principal office is located at 275 Kent Street, Sydney, New South Wales, 2000, Australia. Our telephone number for calls within Australia is (+61) 2 9374 7113 and our international telephone number is (+61) 2 9293 9270.

#### **Corporate Governance Statement**

Our approach to corporate governance is based on a set of values and behaviours that underpin day-to-day activities, provide transparency and fair dealing, and seek to protect stakeholder interests.

This approach includes a commitment to excellence in governance standards, which Westpac sees as fundamental to the sustainability of our business and our performance. It includes monitoring local and global developments in corporate governance and assessing their implications.

We comply with the ASX Corporate Governance Principles and Recommendations with 2014 amendments published by the ASX Limited's Corporate Governance Council.

Westpac's 2015 Corporate Governance Statement and a range of documents referred to in it are available on our corporate governance website at [www.westpac.com.au/corpgov](http://www.westpac.com.au/corpgov). This website contains copies and summaries of charters, principles and policies referred to in the Corporate Governance Statement.

#### **Websites**

Investor communications and information, including the Westpac Group Annual Report 2015, Annual Review and Sustainability Report 2015, 2015 Sustainability Performance Report, investor discussion packs and presentations, can be accessed at [www.westpac.com.au/investorcentre](http://www.westpac.com.au/investorcentre)

# Directors' report

Our Directors present their report together with the financial statements of the Group for the financial year ended 30 September 2015.

## 1. Directors

The names of the persons who have been Directors, or appointed as Directors, during the period since 1 October 2014 and up to the date of this report are: Lindsay Philip Maxsted, Brian Charles Hartzler (Managing Director & Chief Executive Officer from 2 February 2015), Gail Patricia Kelly (retired as Managing Director & Chief Executive Officer on 1 February 2015), Elizabeth Blomfield Bryan, Ewen Graham Wolseley Crouch, Catriona Alison Deans (Alison Deans), Craig William Dunn (Director from 1 June 2015), Robert George Elstone, Peter John Oswin Hawkins, Peter Ralph Marriott, and Ann Darlene Pickard (retired as Director on 12 December 2014).

Particulars of the skills, experience, expertise and responsibilities of the Directors at the date of this report, including all directorships of other listed companies held by a Director at any time in the past three years immediately before 30 September 2015 and the period for which each directorship has been held, are set out below.



**Name:** Lindsay Maxsted, DipBus (Gordon), FCA, FAICD  
**Age:** 61  
**Term of office:** Director since March 2008 and Chairman since December 2011.  
**Date of next scheduled re-election:** December 2017.  
**Independent:** Yes.  
**Current directorships of listed entities and dates of office:** Transurban Group (since March 2008, and Chairman since August 2010), BHP Billiton Limited (since March 2011) and BHP Billiton plc (since March 2011).

**Other principal directorships:** Managing Director of Align Capital Pty Ltd and Director of Baker IDI Heart and Diabetes Institute Holdings Limited.

**Other interests:** Nil.

**Other Westpac related entities directorships and dates of office:** Nil.

**Skills, experience and expertise:** Lindsay was formerly a partner at KPMG and was the CEO of that firm from January 2001 to December 2007. His principal area of practice prior to his becoming CEO was in the corporate recovery field managing a number of

Australia's largest insolvency/workout/turnaround engagements including Linter Textiles (companies associated with Abraham Goldberg), Bell Publishing Group, Bond Brewing, McEwans Hardware and Brashs. He is also a former Director and Chairman of the Victorian Public Transport Corporation.

**Westpac Board Committee membership:** Chairman of the Board Nominations Committee. Member of each of the Board Audit and Board Risk & Compliance Committees.

**Directorships of other listed entities over the past three years and dates of office:** Nil.



**Name:** Brian Hartzler, BA, CFA  
**Age:** 48  
**Term of office:** Managing Director & Chief Executive Officer since February 2015.  
**Date of next scheduled re-election:** Not applicable.  
**Independent:** No.  
**Current directorships of listed entities and dates of office:** Nil.  
**Other principal directorships:** The Financial Markets Foundation for Children and Chairman of the Australian Bankers' Association Incorporated.

**Other interests:** Nil.  
**Other Westpac related entities directorships and dates of office:** Nil.

**Skills, experience and expertise:** Brian was appointed Managing Director & Chief Executive Officer in February 2015. Brian joined Westpac as Chief Executive, Australian Financial Services in June 2012 encompassing Westpac Retail & Business Banking, St.George Banking Group and BT Financial Group. Prior to joining Westpac, Brian spent three years in the UK as CEO for Retail, Wealth and Ulster Bank at the Royal Bank of Scotland Group.

Prior to that, he spent ten years with Australia and New Zealand Banking Group Limited (ANZ) in Australia in a variety of roles, including his final role as CEO, Australia and Global Segment Lead for Retail and Wealth. Before joining ANZ, Brian spent ten years as a financial services consultant in New York, San Francisco and Melbourne.

**Westpac Board Committee membership:** Member of the Board Technology Committee.

**Directorships of other listed entities over the past three years and dates of office:** Nil.



**Name:** Elizabeth Bryan AM, BA (Econ.), MA (Econ.)  
**Age:** 69  
**Term of office:** Director since November 2006.  
**Date of next scheduled re-election:** December 2015.  
**Independent:** Yes.  
**Current directorships of listed entities and dates of office:** Caltex Australia Limited (since July 2002, and Chairman since October 2007), Insurance Australia Group Limited (since December 2014, and Deputy Chairman since June 2015) and Virgin Australia Holdings Limited (Chairman since May 2015).

**Other principal directorships:** Nil.

**Other interests:** Member of the Takeovers Panel, ASIC Director Advisory Panel and President of YWCA NSW.

**Other Westpac related entities directorships and dates of office:** Nil.

**Skills, experience and expertise:** Elizabeth has wide experience on the boards of companies. Prior to becoming a professional director she served for six years as Managing Director of Deutsche Asset Management and its predecessor organisation,

NSW State Superannuation Investment and Management Corporation.

**Westpac Board Committee membership:** Chairman of the Board Risk & Compliance Committee. Member of each of the Board Nominations and Board Remuneration Committees.

**Directorships of other listed entities over the past three years and dates of office:** Nil.



**Name:** Ewen Crouch AM, BEc (Hons.), LLB, FAICD  
**Age:** 59  
**Term of office:** Director since February 2013.  
**Date of next scheduled re-election:** December 2016.  
**Independent:** Yes.  
**Current directorships of listed entities and dates of office:** BlueScope Steel Limited (since March 2013).  
**Other principal directorships:** Chairman of Mission Australia.  
**Other interests:** Member of the Commonwealth Remuneration Tribunal, Law Committee of the Australian Institute of Company Directors, Corporations Committee of the Law Council of Australia and Board member of the Sydney Symphony Orchestra and Jawun.

**Other Westpac related entities directorships and dates of office:** Nil.

**Skills, experience and expertise:** Ewen is one of Australia's most accomplished mergers and acquisitions lawyers, having worked on some of Australia's most significant transactions during his career as a partner at Allens from July 1988 to January 2013. He served as a member of that firm's board for eleven years including four years as Chairman of Partners as well as holding the following roles whilst a partner: Co-Head Mergers & Acquisitions and Equity Capital Markets, Executive Partner, Asian Offices and Deputy Managing Partner. Ewen was a member of the Takeovers Panel between 2010 to 2015.

In 2013, Ewen was awarded an Order of Australia in recognition of his significant service to the law as a contributor to legal professional organisations and to the community.

**Westpac Board Committee membership:** Chairman of the Board Remuneration Committee. Member of each of the Board Nominations and Board Risk & Compliance Committees.

**Directorships of other listed entities over the past three years and dates of office:** Nil.



**Name:** Alison Deans, BA, MBA, GAICD  
**Age:** 47  
**Term of office:** Director since April 2014.  
**Date of next scheduled re-election:** December 2017.  
**Independent:** Yes.  
**Current directorships of listed entities and dates of office:** Insurance Australia Group Limited (since February 2013) and Cochlear Limited (since January 2015).  
**Other principal directorships:** kikki.K Holdings Pty Ltd.  
**Other interests:** Nil.

**Other Westpac related entities directorships and dates of office:** Nil.  
**Skills, experience and expertise:** Alison has more than 20 years' experience in senior management and strategy consulting roles focussed on e-commerce, media and financial services in Australia. During this time, Alison held a number of senior executive roles including as the CEO of eCorp Limited, Hoyts Cinemas and eBay, Australia and New Zealand. Most recently, she was the CEO of the technology-based investment company netus Pty Ltd, which was acquired by Fairfax Media Limited in 2012. She was also an

Independent Director of Social Ventures Australia from September 2007 to April 2013. Alison was formerly appointed by the Australian Government to a Panel of Experts conducting an independent cost-benefit analysis and regulatory review of the National Broadband Network.

**Westpac Board Committee membership:** Member of each of the Board Risk & Compliance and Board Technology Committees.

**Directorships of other listed entities over the past three years and dates of office:** Nil.



**Name:** Craig Dunn, BCom, FCA  
**Age:** 52  
**Term of office:** Director since June 2015.  
**Date of next scheduled re-election:** December 2015.  
**Independent:** Yes.  
**Current directorships of listed entities and dates of office:** Nil.  
**Other principal directorships:** Financial Literacy Australia Limited, The Australian Ballet and Chairman of Stone and Chalk Limited.  
**Other interests:** Member of the ASIC External Advisory Panel and Consultant to King & Wood Mallesons.

**Other Westpac related entities directorships and dates of office:** Nil.  
**Skills, experience and expertise:** Craig has more than 20 years' experience in financial services, including as CEO of AMP Limited from January 2008 to December 2013. Craig was previously a Board member of the Australian Japanese Business Cooperation Committee, and former Chairman of the Investment and Financial Services Association (now the Financial Services Council). He was also a member of the Financial Services Advisory Committee, the Australian Financial Centre

Forum, the Consumer and Financial Literacy Taskforce and a Panel member of the Australian Government's Financial System Inquiry.

**Westpac Board Committee membership:** Member of each of the Board Risk & Compliance and Board Remuneration Committees.

**Directorships of other listed entities over the past three years and dates of office:** AMP Limited (January 2008 to December 2013).



**Name:** Robert Elstone, BA (Hons.), MA (Econ.), MCom  
**Age:** 62

**Term of office:** Director since February 2012.

**Date of next scheduled re-election:** December 2017.

**Independent:** Yes.

**Current directorships of listed entities and dates of office:** Nil.

**Other principal directorships:** University of Western Australia Business School.

**Other interests:** Adjunct Professor at the Business Schools of the Universities of Sydney and Western Australia.

**Other Westpac related entities directorships and dates of office:** Nil.

**Skills, experience and expertise:** Robert has over 30 years' experience in senior management roles spanning investment banking, corporate finance, wholesale financial markets and risk management. From July 2006 to October 2011, Robert was Managing Director and CEO of ASX Limited. Previously, he was Managing Director and CEO of the Sydney Futures Exchange from May 2000 to July 2006, and from January 1995 to May 2000, he was Finance Director of Pioneer International.

Robert was a Non-executive Director of the National Australia Bank from September 2004 to July 2006, an inaugural member of the Board of Guardians of the Future Fund, and former Chairman of the Financial Sector Advisory Council to the Federal Treasurer.

**Westpac Board Committee membership:** Member of each of the Board Audit, Board Remuneration and Board Risk & Compliance Committees.

**Directorships of other listed entities over the past three years and dates of office:** Nil.



**Name:** Peter Hawkins, BCA (Hons.), SF Fin, FAIM, ACA (NZ), FAICD

**Age:** 61

**Term of office:** Director since December 2008.

**Date of next scheduled re-election:** December 2015.

**Independent:** Yes.

**Current directorships of listed entities and dates of office:** Mirvac Group (since January 2006) and MG Responsible Entity Limited (since April 2015, which is the responsible entity for ASX listed MG Unit Trust).

**Other principal directorships:** Liberty Financial Pty Ltd, Murray Goulburn Co-operative Co. Limited and Clayton Utz.

**Other interests:** Nil.

**Other Westpac related entities directorships and dates of office:** Member of the Bank of Melbourne Advisory Board since November 2010.

**Skills, experience and expertise:** Peter's career in the banking and financial services industry spans over 40 years in Australia and overseas at both the highest levels of management and directorship of major organisations. Peter has

held various senior management and directorship positions with Australia and New Zealand Banking Group Limited from 1971 to 2005. He was also previously a Director of BHP (NZ) Steel Limited, ING Australia Limited, Esanda Finance Corporation and Visa Inc.

**Westpac Board Committee membership:** Chairman of the Board Technology Committee. Member of each of the Board Audit, Board Nominations and Board Risk & Compliance Committees.

**Directorships of other listed entities over the past three years and dates of office:** Nil.



**Name:** Peter Marriott, BEc (Hons.), FCA

**Age:** 58

**Term of office:** Director since June 2013.

**Date of next scheduled re-election:** December 2016.

**Independent:** Yes.

**Current directorships of listed entities and dates of office:** ASX Limited (since July 2009).

**Other principal directorships:** ASX Clearing Corporation Limited, ASX Settlement Corporation Limited and Chairman of Austraclear Limited.

**Other interests:** Member of the Review Panel & Policy Council of the Banking & Finance Oath.

**Other Westpac related entities directorships and dates of office:** Nil.

**Skills, experience and expertise:** Peter has over 30 years' experience in senior management roles in the finance industry encompassing international banking, finance and auditing. Peter joined Australia and New Zealand Banking Group Limited (ANZ) in 1993 and held the role of Chief Financial Officer from July 1997 to May 2012. Prior to his career

at ANZ, Peter was a banking and finance, audit and consulting partner at KPMG Peat Marwick. Peter was formerly a Director of ANZ National Bank Limited in New Zealand and various ANZ subsidiaries.

**Westpac Board Committee membership:** Chairman of the Board Audit Committee. Member of each of the Board Nominations, Board Risk & Compliance and Board Technology Committees.

**Directorships of other listed entities over the past three years and dates of office:** Nil.

**Company Secretary**

Our Company Secretaries as at 30 September 2015 are John Arthur and Tim Hartin.

John Arthur (LLB (Hons.)) was appointed Group Executive, Counsel & Secretariat and Company Secretary in December 2008. In November 2011, John was appointed Chief Operating Officer and continues to hold the position of Senior Company Secretary. Before that appointment, John was Managing Director & CEO of Investa Property Group until 2007. Previously, John had been a partner at Freehills and Group General Counsel of Lend Lease Corporation Limited. He also served as Chairman of legal firm Gilbert + Tobin and has had a distinguished career as legal partner, corporate executive and non-executive director.

Tim Hartin (LLB (Hons.)) was appointed Group Company Secretary in November 2011. Prior to his appointment, Tim was a transactional lawyer at Henderson Boyd Jackson W.S. in Scotland and in London in Herbert Smith's corporate and corporate finance division. Tim joined Gilbert + Tobin as a Consultant in 2004, where he provided corporate advisory services to ASX listed companies. Tim joined Westpac in 2006 as Counsel, Corporate Core and most recently was the Head of Legal - Risk Management & Workouts, Counsel & Secretariat.

**2. Executive Team**

As at 30 September 2015 our Executive Team was:

Name	Position	Year Joined Group	Year Appointed to Position
Brian Hartzler	Managing Director & Chief Executive Officer	2012	2015
Philip Coffey	Deputy Chief Executive Officer	1996	2014
John Arthur	Chief Operating Officer	2008	2011
Lyn Cobley	Chief Executive, Westpac Institutional Bank	2015	2015
Brad Cooper	Chief Executive Officer, BT Financial Group	2007	2010
David Curran	Chief Information Officer	2014	2014
George Frazis	Chief Executive, Consumer Bank	2009	2015
Alexandra Holcomb	Chief Risk Officer	1996	2014
Peter King	Chief Financial Officer	1994	2014
David Lindberg	Chief Executive, Commercial & Business Bank	2012	2015
David McLean	Chief Executive Officer, Westpac New Zealand Limited	1999	2015
Christine Parker	Group Executive, Human Resources, Corporate Affairs & Sustainability	2007	2011
Gary Thursby	Chief Strategy Officer	2008	2015

There are no family relationships between or among any of our Directors or Executive Team members.



**Brian Hartzler BA, CFA. Age 48**  
Managing Director & Chief Executive Officer

Brian was appointed Managing Director & Chief Executive Officer in February 2015. Brian joined Westpac as Chief Executive, Australian Financial Services in June 2012 encompassing Westpac Retail & Business Banking, St.George Banking Group and BT Financial Group.

Brian was appointed Chairman of the Australian Bankers' Association in February 2015. Prior to joining Westpac, Brian spent three years in the UK as CEO for Retail, Wealth and Ulster Bank at the Royal Bank of Scotland Group. Prior to that, he spent ten years with Australia and New Zealand Banking Group Limited (ANZ) in Australia in a variety of roles, including his final role as CEO, Australia and Global Segment Lead for Retail and Wealth. Before joining ANZ, Brian spent ten years as a financial services consultant in New York, San Francisco and Melbourne.

Brian graduated from Princeton University with a degree in European History and is a Chartered Financial Analyst.



**Philip Coffey BEc (Hons.). Age 58**  
Deputy Chief Executive Officer

Philip was appointed Deputy Chief Executive Officer in April 2014 with responsibility for overseeing Westpac's contribution to the Federal Government's Financial System Inquiry and supporting relationships with key stakeholders including industry groups, regulators, customers and government. He is also responsible for the Group's strategy, mergers and acquisitions function. Prior to this appointment, Philip held the role of Chief Financial Officer from December 2005. Previous to this, he was Group Executive, Westpac Institutional Bank, having been appointed to that position in 2002. Philip first joined Westpac in 1996 as Head of Foreign Exchange.

Philip has extensive experience in financial markets, funds management and finance. He began his career at the Reserve Bank of Australia before moving to Citicorp and AIDC Limited. He has also held roles in the United Kingdom and New Zealand. Philip has an honours degree in Economics from the University of Adelaide and has completed the Executive Programme at Stanford University Business School.



**John Arthur LLB (Hons.). Age 60**  
Chief Operating Officer

John was appointed Chief Operating Officer in November 2011. He has responsibility for enterprise investments, contact centres, procurement, analytics, banking operations, property, compliance, legal and secretariat services. He joined Westpac as Group Executive, Counsel & Secretariat in December 2008. Before that appointment, John was Managing Director & CEO of Investa Property Group.

Previously, John had been a partner at Freehills and Group General Counsel of Lend Lease Corporation Limited. He also served as Chairman of legal firm Gilbert + Tobin and has had a distinguished career as a legal partner, corporate executive and non-executive director.



**Lyn Cobley BEc, SF FIN, GAICD. Age 52**  
Chief Executive, Westpac Institutional Bank

Lyn was appointed Chief Executive, Westpac Institutional Bank in September 2015. She has responsibility for Westpac's global relationships with corporate, institutional and government clients as well as all products across financial and capital markets, transactional banking, structured finance and working capital payments. In addition, Lyn oversees Hastings Funds Management, global treasury as well as Westpac's International and Pacific Island businesses.

Lyn has over 20 years' experience in financial services. Prior to joining Westpac, Lyn held a variety of senior positions at the Commonwealth Bank of Australia (CBA) including serving as Group Treasurer from 2007 to 2013 and most recently as Executive General Manager, Retail Products & Third Party Banking. She was also Head of Financial Institutions at Barclays Capital in Australia, held senior roles at Citibank in Australia and Asia Pacific including Head of Securitisation and was CEO of Trading Room (a joint venture between Macquarie Bank and Fairfax).

Lyn has a Bachelor of Economics from Macquarie University, is a Senior Fellow of the Financial Services Institute of Australia and is a graduate of the Australian Institute of Company Directors.



**Brad Cooper** DipBM, MBA. Age 53  
Chief Executive Officer, BT Financial Group

Brad was appointed Chief Executive Officer, BT Financial Group in February 2010. Brad initially joined Westpac in April 2007 as Chief Executive, Westpac New Zealand Limited and after successfully leading a change program in that market, moved to the role of Group Chief Transformation Officer leading the Westpac Group's St.George merger implementation. Prior to joining Westpac, Brad was Chairman of GE Capital Bank and CEO of GE Consumer Finance UK & Ireland. He drove GE's UK Six Sigma program and was certified as a Quality Leader (Black Belt) in December 2002. He was promoted to CEO of GE Consumer Finance UK in January 2003 and appointed Chairman of GE Capital Bank in April 2004.



**David Curran** BCom. Age 50  
Chief Information Officer

David was appointed Chief Information Officer in September 2014. David joined Westpac in February 2014 as a consultant on the Group's banking technology modernisation program. David has almost 30 years of experience with proven expertise in IT and financial services and the implementation of large, complex projects.

Before joining Westpac, David spent ten years in senior roles at the Commonwealth Bank of Australia (CBA). Before joining CBA, he spent sixteen years at Accenture, where he was a partner, primarily consulting on financial services.



**George Frazis** B Eng (Hons.), MBA (AGSM/Wharton). Age 51  
Chief Executive, Consumer Bank

George was appointed Chief Executive, Consumer Bank in June 2015, responsible for managing the end to end relationship with consumer customers. This includes all consumer distribution, digital, marketing, transformation and banking products and services under the Westpac, St.George, BankSA, Bank of Melbourne and RAMS brands.

Prior to this appointment, he was CEO, St.George Banking Group. George joined the Westpac Group in March 2009 as Chief Executive, Westpac New Zealand Limited. George is highly experienced in the financial services industry. He was formerly Group Executive General Manager at National Australia Bank. Prior to that, George was a senior executive in Commonwealth Bank of Australia's Institutional Banking Division and has also been a partner with the Boston Consulting Group and an officer in the Royal Australian Air Force.



**Alexandra Holcomb** BA, MBA, MA. Age 54  
Chief Risk Officer

Alexandra was appointed Chief Risk Officer in August 2014. As Westpac Group's Chief Risk Officer, Alexandra is responsible for risk management activities across the enterprise across all risk classes and Westpac's strategic risk objectives.

Since joining Westpac in 1996, Alexandra has held a number of senior positions including Group General Manager, Group Strategy, M&A and Major Projects, Group Executive of Group Strategy, Head of Westpac Institutional Bank Strategy, and most recently, Group General Manager of Global Transactional Services.

Prior to joining Westpac, Alexandra was a senior executive from 1992 to 1996 with Booz Allen & Hamilton International where she specialised in international credit, working throughout the Asia Pacific region. Before that, she worked with Chase Manhattan Bank in New York in private and business banking and international credit audit. She also worked in project finance in Paris and New York for Banque Indosuez and Barclays Bank respectively.

Alexandra is a Fellow of the Australian Institute of Company Directors and a Board member of Asia Society Australia. She has an MBA in Finance and Multinational Management from the Wharton School of Business and a Master of Arts in International Studies and French from the University of Pennsylvania. She also holds a BA in English and Economics from Cornell University.



**Peter King** BEc, FCA. Age 45  
Chief Financial Officer

Peter was appointed Chief Financial Officer in April 2014, with responsibility for Westpac's Finance, Group Audit, Tax, Treasury and Investor Relations functions. Prior to this appointment, Peter was the Deputy Chief Financial Officer for three years.

Since joining Westpac in 1994, Peter has held senior finance positions across the Group, including in Group Finance, Business and Consumer Banking, Business and Technology Services, Treasury and Financial Markets.

Peter commenced his career at Deloitte Touché Tohmatsu. He has a Bachelor of Economics from Sydney University and completed the Advanced Management Programme at INSEAD. He is a Fellow of the Institute of Chartered Accountants.



**David Lindberg** HBA (Hons. Economics). Age 40  
Chief Executive, Commercial & Business Bank

David was appointed Chief Executive, Commercial & Business Bank in June 2015, responsible for managing the Group's end to end relationships across small and medium enterprises, commercial and agri-business customers as well as asset and equipment finance.

Prior to this appointment, David was Chief Product Officer, responsible for the Group's retail and business products across all brands, as well as overseeing the Group's digital activities. Before joining Westpac in 2012, David was Executive General Manager, Cards, Payments & Retail Strategy at the Commonwealth Bank of Australia. David was also formerly Managing Director, Strategy, Marketing & Customer Segmentation at Australia and New Zealand Banking Group Limited and Managing Vice President and Head of Australia for First Manhattan.



**David McLean** LLB (Hons.). Age 57  
Chief Executive Officer, Westpac New Zealand Limited

David was appointed Chief Executive Officer, Westpac New Zealand Limited in February 2015. Since joining Westpac in February 1999, David has held a number of senior roles including Head of Debt Capital Markets New Zealand, General Manager, Private, Wealth and Insurance New Zealand and Head of Westpac Institutional Bank New Zealand, and most recently, Managing Director of the Westpac New York branch.

Before joining Westpac, David was Director, Capital Markets at Deutsche Morgan Grenfell since 1994, where he was responsible for starting and developing a new debt capital markets origination business. He also established the New Zealand branch of Deutsche Bank and was New Zealand Resident Branch Manager. In 1988, David joined Southpac/National Bank as a Capital Markets Executive. Prior to this, David worked as a lawyer in private practice and also served as in-house counsel for NatWest NZ from 1985. David is a Barrister & Solicitor of the High Court of New Zealand.



**Christine Parker** BGDipBus (HRM). Age 55  
Group Executive, Human Resources, Corporate Affairs & Sustainability

Christine was appointed Group Executive, Human Resources, Corporate Affairs & Sustainability in October 2011, with responsibility for human resources strategy and management, including reward and recognition, safety, learning and development, careers and talent, employee relations and employment policy. She is also responsible for Corporate Affairs & Sustainability.

Prior to this appointment, she was Group General Manager, Human Resources, from March 2010, with responsibilities across the entire Westpac Group. Prior to that, Christine was General Manager, Human Resources, Westpac New Zealand Limited.

Prior to joining Westpac in 2007, Christine was Group Human Resources Director, Carter Holt Harvey, and from 1999 to 2004, she was Director of Human Resources with Restaurant Brands New Zealand.



**Gary Thursby BEc, DipAcc, FCA. Age 53**  
Chief Strategy Officer

Gary was appointed Chief Strategy Officer in February 2015. Reporting to the Deputy Chief Executive Officer, Gary is responsible for the development of the Group's strategy, along with business development and mergers and acquisitions. Gary first joined Westpac in 2008 and more recently was Chief Financial Officer, Australian Financial Services, where his responsibilities included Westpac's Australian retail banking and wealth management businesses.

Gary has a wealth of financial services experience, having held a range of senior positions across a number of financial institutions over the last 20 years. Prior to joining Westpac, he served as Chief Financial Officer, Retail Bank at the Commonwealth Bank of Australia. Gary commenced his career at Deloitte Touché Tohmatsu.

Gary has a Bachelor of Economics and a Post Graduate Diploma in Accounting from Flinders University of South Australia and is a Fellow of the Institute of Chartered Accountants.

### 3. Report on the business

#### a) Principal activities

The principal activities of the Group during the financial year ended 30 September 2015 were the provision of financial services including lending, deposit taking, payments services, investment portfolio management and advice, superannuation and funds management, insurance services, leasing finance, general finance and foreign exchange services.

There have been no significant changes in the nature of the principal activities of the Group during 2015.

#### b) Operating and financial review

The net profit attributable to equity holders of Westpac for the financial year ended 30 September 2015 was \$8,012 million, an increase of \$451 million or 6% compared to 2014. Key features of this result were:

- a 9% increase in net operating income before operating expenses and impairment charges with:
  - net interest income of \$14,267 million, an increase of \$725 million or 5% compared to 2014, with loan growth of 7%, customer deposit growth of 4% and stable margins; and
  - non-interest income of \$7,375 million, an increase of \$980 million or 15% compared to 2014, primarily due to the gain on the partial sale of BTIM (\$1,036 million). Excluding this item, non-interest income reduced \$56 million or 1%, from lower trading income and lower insurance income reflecting higher insurance claims;
- operating expenses were \$9,473 million, an increase of \$926 million or 11% compared to 2014. This included \$505 million related to changes to accounting for technology investment spending. Excluding this item, operating expenses increased \$421 million or 5% primarily due to higher investment related costs, including increased software amortisation and foreign currency translation impacts; and
- impairment charges were \$753 million, an increase of \$103 million or 16% compared to 2014, mostly due to a reduced benefit from credit quality improvements. Overall asset quality improved during the year with stressed exposures as a percentage of total committed exposures reducing from 1.24% to 0.99%.

A review of the operations of the Group and its divisions and their results for the financial year ended 30 September 2015 is set out in Section 2 of the Annual Report under the sections 'Review of Group operations' and 'Divisional performance', which form part of this report.

Further information about our financial position and financial results is included in the financial statements in Section 3 of the Annual Report, which form part of this report.

#### c) Dividends

Since 30 September 2015, Westpac has announced a final ordinary dividend of 94 cents per Westpac ordinary share, totalling approximately \$2,993 million for the year ended 30 September 2015 (2014 final ordinary dividend of 92 cents per Westpac ordinary share, totalling approximately \$2,860 million). The dividend will be fully franked and will be paid on 21 December 2015.

An interim ordinary dividend for the current financial year of 93 cents per Westpac ordinary share for the half year ended 31 March 2015, totalling \$2,902 million, was paid as a fully franked dividend on 2 July 2015 (2014 interim ordinary dividend of 90 cents per Westpac ordinary share, totalling \$2,798 million).

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**d) Significant changes in state of affairs and events during and since the end of the 2015 financial year**

Significant changes in the state of affairs of the Group were:

- the appointment of Brian Hartzer as Chief Executive Officer effective 2 February 2015;
- Westpac's fully underwritten, pro rata accelerated renounceable entitlement offer to raise approximately \$3.5 billion of ordinary equity;
- the issue of approximately \$2 billion worth of Westpac ordinary shares under the 2015 interim DRP and partial DRP underwrite;
- the issuance of approximately \$1.32 billion of securities known as Westpac Capital Notes 3;
- the sale of Westpac's banking operations in the Solomon Islands, Cook Islands, Samoa and Tonga to the Bank of South Pacific Limited for \$114.6 million;
- the partial sale of Westpac's shareholding in BTIM (down from 59.1% to 31.0%);
- the announcement of Westpac's new operating structure on 10 June 2015;
- the impact of various accounting changes, resulting in a reduction in the technology assets balance of \$505 million (pre-tax) reported as an expense in the Full Year 2015 statutory results; and
- ongoing regulatory changes and developments, which have included changes to liquidity, capital, financial services, taxation and other regulatory requirements.

For a discussion of these matters, please refer to 'Significant developments' in Section 1 of the Annual Report under 'Information on Westpac'.

The Directors are not aware of any other matter or circumstance that has occurred since the end of the financial year that has significantly affected or may significantly affect the operations of the Group, the results of these operations or the state of affairs of the Group in subsequent financial years.

**e) Business strategies, developments and expected results**

Our business strategies, prospects and likely major developments in the Group's operations in future financial years and the expected results of those operations are discussed in Section 1 of the Annual Report under 'Information on Westpac', including under 'Outlook' and 'Significant developments'.

Further information on our business strategies and prospects for future financial years and likely developments in our operations and the expected results of operations have not been included in this report because the Directors believe it would be likely to result in unreasonable prejudice to us.

## **4. Directors' interests**

**a) Directors' interests in securities**

The following particulars for each Director are set out in the Remuneration Report in Section 9 of the Directors' report for the year ended 30 September 2015 and in the tables below:

- their relevant interests in our shares or the shares of any of our related bodies corporate;
- their relevant interests in debentures of, or interests in, any registered managed investment scheme made available by us or any of our related bodies corporate;
- their rights or options over shares in, debentures of, or interests in, any registered managed investment scheme made available by us or any of our related bodies corporate; and
- any contracts:
  - to which the Director is a party or under which they are entitled to a benefit; and
  - that confer a right to call for or deliver shares in, debentures of, or interests in, any registered managed investment scheme made available by us or any of our related bodies corporate.

*Directors' interests in Westpac and related bodies corporate as at 2 November 2015*

	Number of Relevant Interests in Westpac Ordinary Shares	Number of Westpac Share Rights	Westpac CPS
<b>Westpac Banking Corporation</b>			
<i>Current Directors</i>			
Lindsay Maxsted	17,799	-	-
Brian Hartzler	49,571 <sup>1</sup>	225,199 <sup>2</sup>	-
Elizabeth Bryan	26,801	-	-
Ewen Crouch	34,877 <sup>3</sup>	-	-
Alison Deans	9,000	-	-
Craig Dunn	8,500	-	-
Robert Elstone	10,291	-	-
Peter Hawkins	15,218 <sup>4</sup>	-	1,370
Peter Marriott	20,000	-	-
<i>Former Directors</i>			
Gail Kelly	1,797,295 <sup>5</sup>	390,534 <sup>6</sup>	-
Ann Pickard	13,800 <sup>7</sup>	-	-

<sup>1</sup> Brian Hartzler's interest in Westpac ordinary shares includes 12,075 restricted shares held under the Restricted Share Plan.

<sup>2</sup> Share rights issued under the LTI Performance Plan.

<sup>3</sup> Ewen Crouch and his related bodies corporate also hold relevant interests in 250 Westpac Capital Notes 2.

<sup>4</sup> Peter Hawkins and his related bodies corporate also hold relevant interests in 1,433 Westpac Subordinated Notes and 850 Westpac Capital Notes 3.

<sup>5</sup> Gail Kelly's interest in Westpac ordinary shares includes 85,667 restricted shares held under the CEO Restricted Share Plan. Figure displayed is as at Gail Kelly's retirement date of 1 February 2015.

<sup>6</sup> Share rights issued under the CEO Performance Plan and held as at Gail Kelly's retirement date of 1 February 2015.

<sup>7</sup> Ann Pickard's relevant interests arise through holding 13,800 Westpac American Depository Shares (ADS). One ADS represents one Westpac fully paid ordinary share. Figure displayed is as at Ann Pickard's retirement date of 12 December 2014.

Note: Certain subsidiaries of Westpac offer a range of registered schemes. The Directors from time to time invest in these schemes and are required to provide a statement to the ASX when any of their interests in these schemes change. ASIC has exempted each Director from the obligation to notify the ASX of a relevant interest in a security that is an interest in BT Cash Management Trust (ARSN 087 531 539), BT Premium Cash Fund (ARSN 089 299 730), Westpac Cash Management Trust (ARSN 088 187 928), BT Wholesale Managed Cash Fund (ARSN 088 832 491) or BT Wholesale Enhanced Cash Fund (ARSN 088 863 469).

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***b) Indemnities and insurance***

Under the Westpac Constitution, unless prohibited by statute, we indemnify each of the Directors and Company Secretaries of Westpac and of each of our related bodies corporate (except related bodies corporate listed on a recognised stock exchange), each employee of Westpac or our subsidiaries (except subsidiaries listed on a recognised stock exchange), and each person acting as a responsible manager under an Australian Financial Services Licence of any of Westpac's wholly-owned subsidiaries against every liability incurred by each such person in their capacity as director, company secretary, employee or responsible manager, as the case may be; and all legal costs incurred in defending or resisting (or otherwise in connection with) proceedings, whether civil or criminal or of an administrative or investigatory nature, in which the person becomes involved because of that capacity.

Each of the Directors named in this Directors' report and each of the Company Secretaries of Westpac has the benefit of this indemnity.

Consistent with shareholder approval at the 2000 Annual General Meeting, Westpac has entered into a Deed of Access and Indemnity with each of the Directors, which includes indemnification in identical terms to that provided in the Westpac Constitution.

Westpac also executed a deed poll in September 2009 providing indemnification equivalent to that provided under the Westpac Constitution to individuals acting as:

- statutory officers (other than as a director) of Westpac;
- directors and other statutory officers of wholly-owned subsidiaries of Westpac; and
- directors and statutory officers of other nominated companies as approved by Westpac in accordance with the terms of the deed poll and Westpac's Contractual Indemnity Policy.

Some employees of Westpac's related bodies corporate and responsible managers of Westpac and its related bodies corporate are also currently covered by a deed poll that was executed in November 2004, which is in similar terms to the September 2009 deed poll.

The Westpac Constitution also permits us, to the extent permitted by law, to pay or agree to pay premiums for contracts insuring any person who is or has been a Director or Company Secretary of Westpac or any of its related bodies corporate against liability incurred by that person in that capacity, including a liability for legal costs, unless:

- we are forbidden by statute to pay or agree to pay the premium; or
- the contract would, if we paid the premium, be made void by statute.

Under the September 2009 deed poll, Westpac also agrees to provide directors' and officers' insurance to Directors of Westpac and Directors of Westpac's wholly-owned subsidiaries.

For the year ended 30 September 2015, the Group has insurance cover in respect of the amounts which we may have to pay under the indemnities set out above. That cover is subject to the terms and conditions of the relevant insurance, including but not limited to the limit of indemnity provided by the insurance. The insurance policies prohibit disclosure of the premium payable and the nature of the liabilities covered.

***c) Options and share rights outstanding***

As at the date of this report there are 747,152 share options outstanding and 4,489,400 share rights outstanding in relation to Westpac ordinary shares. The expiry date of the share options range between 20 December 2015 and 1 October 2018 and the weighted average exercise price is \$26.73. The latest dates for exercise of the share rights range between 20 December 2015 and 1 May 2026.

Holders of outstanding share options and share rights in relation to Westpac ordinary shares do not have any rights under the share options and share rights to participate in any share issue or interest of Westpac or any other body corporate.

***d) Proceedings on behalf of Westpac***

No application has been made and no proceedings have been brought or intervened in, on behalf of Westpac under section 237 of the Corporations Act.

## 5. Environmental disclosure

As part of our 2017 Sustainability Strategy we have set targets for our environmental performance. The Westpac Group's environmental framework starts with 'Our Principles for Doing Business', which outline our broad environmental principles. This framework includes:

- our Westpac Group Environment Policy, which has been in place since 1992;
- our Sustainable Supply Chain Management Framework;
- our Sustainability Risk Management Framework; and
- public reporting of our environmental performance. We also participate in a number of voluntary initiatives including the Dow Jones Sustainability Index, CDP<sup>1</sup>, the Equator Principles, the Principles for Responsible Investment, the United Nations Global Compact and the Banking Environment Initiative's Soft Commodities Compact.

The *National Greenhouse and Energy Reporting Act 2007* (Cth) (National Greenhouse Act) came into effect in July 2008. The Group reports on greenhouse gas emissions, energy consumption and production under the National Greenhouse Act for the period 1 July through 30 June each year.

The Group was previously subject to the reporting requirements of the *Energy Efficiency Opportunities Act 2006* (Cth) (EEO Act). The Commonwealth Government repealed the EEO Act, effective from 29 June 2014. Accordingly, all obligations and activities under the EEO Program, including reporting requirements, have ceased.<sup>2</sup>

Our operations are not subject to any other particular and significant environmental regulation under any law of the Commonwealth of Australia or of any State or Territory of Australia. We may, however, become subject to environmental regulation as a result of our lending activities in the ordinary course of business and we have policies in place to ensure that this potential risk is addressed as part of our normal processes.

We have not incurred any liability (including for rectification costs) under any environmental legislation.

Further details on our environmental performance, including information on our climate change approach, details of our emissions profile and environmental footprint, and progress against our environmental targets and carbon neutral program are available on our website at [www.westpac.com.au/about-westpac/sustainability-and-community](http://www.westpac.com.au/about-westpac/sustainability-and-community).

## 6. Rounding of amounts

Westpac is an entity to which ASIC Class Order 98/100 dated 10 July 1998, relating to the rounding of amounts in Directors' report and financial reports, applies. Pursuant to this Class Order, amounts in this Directors' report and the accompanying financial report have been rounded to the nearest million dollars, unless indicated to the contrary.

## 7. Political expenditure

In line with Westpac policy, no cash donations were made to political parties during the financial year ended 30 September 2015. The expenditure reflected in the table below relates to payment for participation in legitimate political activities where they were assessed to be of direct business relevance to Westpac. Such activities include business observer programs attached to annual party conferences, policy dialogue forums and other political functions such as speeches and events with industry participants.

### *Political expenditure, year ended 30 September 2015* Australia

	Amount \$ <sup>1</sup>
Australian Labor Party	69,550
Liberal Party of Australia	84,895
National Party of Australia	-
<b>Total</b>	<b>154,445</b>

<sup>1</sup> Represents aggregate amount at both Federal and State/Territory levels.

### New Zealand

There was no expenditure on political activities in New Zealand for the year ended 30 September 2015. In line with Westpac policy, no cash donations were made to political parties in New Zealand during the year.

<sup>1</sup> Formerly known as the Carbon Disclosure Project.

<sup>2</sup> Westpac implemented energy efficiency opportunities which are expected to result in estimated energy savings of 28,154GJ, carbon savings of 7,112tCO<sub>2</sub>e and cost savings of \$977,063 per year. Westpac also participated in the voluntary NSW Energy Saving Scheme and earned over \$195,498 through the sale of 14,816 Energy Savings Certificates.

## 8. Directors' meetings

Each Director attended the following meetings of the Board and Committees of the Board during the financial year ended 30 September 2015:

Notes	Board			Audit Committee			Risk & Compliance Committee			Nominations Committee		Remuneration Committee		Technology Committee	
Number of meetings held during the year	A	B	C	A	B	A	B	C	A	B	A	B	A	B	A
Lindsay Maxsted	1	10	10	-	4	4	4	4	-	4	4	-	-	-	-
Brian Hartzer	2	6	6	-	-	-	-	-	-	-	-	-	-	2	2
Gail Kelly	3	4	3	1	-	-	-	-	-	-	-	-	-	1	1
Elizabeth Bryan	4	10	10	-	-	-	4	4	-	4	4	5	5	-	-
Ewen Crouch	5	10	10	-	-	-	4	4	-	4	4	5	5	-	-
Alison Deans	6	10	10	-	-	-	4	3	1	-	-	-	-	3	3
Craig Dunn	7	3	3	-	-	-	1	1	-	-	-	1	1	-	-
Robert Elstone	8	10	9	1	4	4	4	4	-	1	1	5	5	-	-
Peter Hawkins	9	10	10	-	4	4	4	4	-	4	4	-	-	3	3
Peter Marriott	10	10	10	-	4	4	4	4	-	3	3	-	-	3	3
Ann Pickard	11	4	4	-	-	-	1	1	-	-	-	2	2	-	-

This table shows membership of standing Committees of the Board. From time to time the Board may form other committees or request Directors to undertake specific extra duties.

A - Meetings eligible to attend as a member      B - Meetings attended as a member      C – Leave of absence granted

Unless otherwise stated, each Director has been a member, or the Chairman, of the relevant Committee for the whole of the period from 1 October 2014.

<sup>1</sup> Chairman of the Board Nominations Committee. Member of the Board Audit Committee and the Board Risk & Compliance Committee.

<sup>2</sup> Brian Hartzer was appointed Managing Director & Chief Executive Officer on 2 February 2015. Member of the Board Technology Committee from 13 February 2015.

<sup>3</sup> Gail Kelly retired as Managing Director & Chief Executive Officer and member of the Board Technology Committee on 1 February 2015.

<sup>4</sup> Chairman of the Board Risk & Compliance Committee. Member of the Board Nominations Committee and the Board Remuneration Committee.

<sup>5</sup> Chairman of the Board Remuneration Committee. Member of the Board Nominations Committee and the Board Risk & Compliance Committee.

<sup>6</sup> Member of the Board Risk & Compliance Committee and the Board Technology Committee.

<sup>7</sup> Craig Dunn was appointed as a Director on 1 June 2015. Member of the Board Remuneration Committee and Board Risk & Compliance Committee from 5 June 2015.

<sup>8</sup> Chairman of the Board Audit Committee, and member of the Board Nominations Committee, until 31 December 2014. Member of the Board Remuneration Committee, the Board Risk & Compliance Committee, and from 1 January 2015, a member of the Board Audit Committee.

<sup>9</sup> Chairman of the Board Technology Committee. Member of the Board Audit Committee, the Board Nominations Committee and the Board Risk & Compliance Committee.

<sup>10</sup> Chairman of the Board Audit Committee from 1 January 2015. Member of the Board Audit Committee until 31 December 2014. Member of the Board Risk & Compliance Committee, the Board Technology Committee, and from 13 February 2015, a member of the Board Nominations Committee.

<sup>11</sup> Ann Pickard retired from the Board and its Committees on 12 December 2014.

## 9. Remuneration Report

### Introduction from the Chairman of the Board Remuneration Committee

Dear Shareholder,

We are pleased to present Westpac's 2015 Remuneration Report (Report).

#### 2015 Remuneration outcomes

Each year, the Board assesses a number of factors when determining remuneration outcomes. In addition to approved scoreboards including financial performance, the Committee assesses elements such as result quality, performance drivers, the operating environment and accounting changes or adjustments. This year, the outcomes also recognise the smooth transition to the new CEO and management's contribution in the context of significant regulatory change.

It is against this framework that the short and long-term incentive outcomes have been determined.

The 2012 Long-Term Incentive (LTI) grant qualified for 36% vesting this year reflecting our performance against the hurdles established in 2012. In particular:

- Westpac's LTI plan Total Shareholder Return (TSR) over the last three years was 62.5%. While ranking second amongst the four major Australian banks, this was a 30th percentile outcome against the designated peer group. As this outcome was below the 50th percentile vesting threshold, none of the 2012 TSR hurdle rights vested.
- Westpac's Cash Earnings per Share (EPS) growth over the last three years totalled 15.56%, which was above the vesting threshold of 12.8% (4.1% compound annual growth), but below the maximum of 19.1% (6% compound annual growth). Accordingly, 72% of the 2012 EPS performance tranche vested.

#### Executive changes

Brian Hartzer commenced as CEO on 2 February 2015 and there were a number of changes in executive appointments during the year. These included the appointment of Lyn Cobley as Chief Executive, Westpac Institutional Bank and David McLean as CEO of Westpac New Zealand after acting in the role. David Lindberg also joined the Executive Team with his appointment as Chief Executive, Commercial & Business Bank while George Frazis was appointed Chief Executive, Consumer Bank.

Consistent with prior commitments by the Board, all of the new Group Executives, including the CEO, had starting remuneration levels below those of the prior incumbents, applying the Group pay mix.

#### Remuneration frameworks

The revised remuneration framework outlined in last year's Report was implemented in 2015:

- the deferred component of the Short-Term Incentive (STI) increased from 40% to 50% deferred over two years and as a result the cash component of STI paid to our Group Executives has reduced; and
- the prospective approach to LTI allocations introduced, with an extended vesting period of four years.

The value of LTI share rights for our executives in Section 6.2 also increased as a consequence of the new 2015 LTI grant, though the values remain 'at risk' and subject to meeting both TSR and EPS based performance hurdles over a four year vesting period.

We are confident that that our remuneration framework is well positioned to attract and retain the highest quality executives and provide remuneration outcomes which reflect our business performance and sustained outcomes in the interests of our shareholders.



Ewen Crouch  
Chairman – Board Remuneration Committee

## **1. Governance and risk management**

This section details the Group's approach to governance and risk management as they relate to remuneration.

### **1.1. Governance**

The Group's remuneration policies and practices strive to fairly and responsibly reward employees, having regard to performance, the Group's risk management framework, the law and high standards of governance.

The role of the Board is to provide strategic guidance for the Group and effective oversight of management. In this way, the Board is accountable to shareholders for performance. As part of this role, the Board has overall responsibility for remuneration.

The Remuneration Committee supports the Board. Its primary function is to assist the Board to fulfil its responsibilities to shareholders with regard to remuneration. The Remuneration Committee monitors the remuneration policies and practices of the Group, external remuneration practices, market expectations and regulatory requirements in Australia and internationally. The Committee's purpose, responsibilities and duties are outlined in the Charter which is available on the Group's website.

All Board Committee Charters are reviewed every two years. The Board Remuneration Committee Charter was last reviewed and amended in May 2014.

### ***Members of the Remuneration Committee during 2015***

All members of the Remuneration Committee are independent Non-executive Directors. During 2015, the members were:

- Ewen Crouch (Chairman);
- Elizabeth Bryan;
- Craig Dunn (member from 5 June 2015);
- Robert Elstone; and
- Ann Pickard (retired 12 December 2014).

### ***Independent remuneration consultant***

During 2015, the Board retained Guerdon Associates as its independent consultant to provide specialist information on executive remuneration and other Group remuneration matters. These services are provided directly to the Remuneration Committee which is independent of management. The Chairman of the Remuneration Committee oversees the engagement of, remuneration arrangements for, and payment of, the independent consultant.

Work undertaken by Guerdon Associates during 2015 included the provision of information relating to the benchmarking of Non-executive Director, CEO and Group Executive remuneration and analysis regarding the Group's Earnings per Share (EPS) LTI performance hurdle. No remuneration recommendations, as prescribed under the Corporations Act, were made by Guerdon Associates in 2015.

### ***Internal governance structure***

The Westpac internal governance structure includes three levels of Remuneration Oversight Committees (ROCs) which focus on the appropriateness and consistency of remuneration arrangements and outcomes within individual functions and divisions and across the Group. The ROCs support the Board Remuneration Committee by ensuring that the Group-wide remuneration frameworks and outcomes are consistent with the Group's approved policy.

### **1.2. Risk management**

We aim to integrate effective risk management into the remuneration framework throughout the organisation. The Chairman of the Board Risk & Compliance Committee is a member of the Remuneration Committee, and members of the Remuneration Committee are also members of the Board Risk & Compliance Committee. In carrying out its duties, the Remuneration Committee can access personnel from risk and financial control, and engage external advisors who are independent of management.

The Group's remuneration strategy, executive remuneration framework, policies and practices all reflect the sound risk management that is fundamental to the way we operate. The performance of each division within the Group is reviewed and measured with reference to how risk is managed and the results influence remuneration outcomes.

The executive total reward framework specifically includes features to take account of risk.

Each year, the Board determines the size of the variable reward pool which funds variable reward outcomes across the Group. This is based on the Group's performance for the year and an assessment of how profit should be shared among shareholders and employees and retained for growth. The primary financial indicator used is economic profit, which measures cash earnings adjusted for cost of capital used in the business. Cash earnings, return on equity (ROE), Cash EPS and dividends are also taken into account.

STI outcomes are based on both financial and non-financial measures, with the latter reflecting risk management outcomes and progress on the implementation of the Group's strategy. Group economic profit, Group core earnings growth and Group ROE accounted for 40% of the CEO's scoreboard for 2015. Similarly, Group Executive scoreboards had 45% of their STI allocated based on Group economic profit, divisional economic profit, divisional core earnings growth and divisional expense management (Chief Risk Officer 30%). A performance measure related to the Board's Risk Appetite Statement accounted for a further 10% of the CEO's and Group Executives' scoreboards. In addition, the CEO and each Group Executive are assessed on specific risk measures that may influence any discretionary adjustment to the scoreboard. Ultimately, the Board has 100% discretion over the STI outcome. We believe this discretion is vital to balance a mechanistic approach in determining performance and reward outcomes and to enable previous decisions (either good or bad) to be taken into account. This discretion may be exercised both up and down.

## ***Approval of remuneration decisions***

We follow a strict process of 'two-up' approval for all remuneration decisions. This means that remuneration is approved by the next most senior person above the employee's manager. This concept is also reflected in our requirement for the Board, based on recommendations from the Remuneration Committee, to approve performance outcomes and remuneration for:

- the CEO and Group Executives; and
- other executives who report directly to the CEO, other persons whose activities in the Board's opinion affect the financial soundness of the Group and any other person specified by the Australian Prudential Regulation Authority.

Any significant remuneration arrangements that fall outside the Group Remuneration Policy are referred to the Remuneration Committee for review and approval.

## ***Shareholding requirements and hedging policy***

To further align their interests with those of shareholders, the CEO and Group Executives are expected to build and maintain a substantial Westpac shareholding within five years of being appointed to their role. For the CEO, the value of that shareholding is expected to be no less than five times his annual fixed package. For Group Executives, the expected minimum is a value of \$1.2 million.

Participants in the Group's equity plans are forbidden from entering either directly or indirectly into hedging arrangements for unvested securities in their STI and LTI equity awards. No financial products of any kind may be used to mitigate the risk associated with these equity instruments. Any attempt to hedge these securities makes them subject to forfeiture. These restrictions have been in place for some time and satisfy the requirements of the Corporations Act which prohibit hedging of unvested securities.

## 2. Key Management Personnel remuneration disclosed in this Report

The remuneration of key management personnel (KMP) for the Group is disclosed in this Report. In 2015, KMP comprised Non-executive Directors, the CEO and Group Executives who reported to the CEO and/or led significant parts of the business.

### *CEO and Group Executives*

Name	Position	Term as KMP
<b><i>Managing Director &amp; Chief Executive Officer</i></b>		
Brian Hartzler <sup>1</sup>	Managing Director & Chief Executive Officer	Full Year
Gail Kelly <sup>2</sup>	Managing Director & Chief Executive Officer	Part Year
<b><i>Group Executives</i></b>		
Philip Coffey	Deputy Chief Executive Officer	Full Year
John Arthur	Chief Operating Officer	Full Year
Lyn Cobley <sup>3</sup>	Chief Executive, Westpac Institutional Bank	Part Year
Brad Cooper	Chief Executive Officer, BT Financial Group	Full Year
David Curran	Chief Information Officer	Full Year
George Frazis <sup>4</sup>	Chief Executive, Consumer Bank	Full Year
Alexandra Holcomb	Chief Risk Officer	Full Year
Peter King	Chief Financial Officer	Full Year
David Lindberg <sup>5</sup>	Chief Executive, Commercial & Business Bank	Part Year
David McLean <sup>6</sup>	Chief Executive Officer, Westpac New Zealand Limited	Full Year
Christine Parker	Group Executive, Human Resources & Corporate Affairs	Full Year
Rob Whitfield <sup>7</sup>	Group Executive, Westpac Institutional Bank	Part Year
Jason Yetton <sup>8</sup>	Group Executive, Westpac Retail & Business Banking	Part Year

### *Non-executive Directors*

Name	Position	Term as KMP
Lindsay Maxsted	Chairman	Full Year
Elizabeth Bryan	Director	Full Year
Ewen Crouch	Director	Full Year
Alison Deans	Director	Full Year
Craig Dunn <sup>9</sup>	Director	Part Year
Robert Elstone	Director	Full Year
Peter Hawkins	Director	Full Year
Peter Marriott	Director	Full Year
Ann Pickard <sup>10</sup>	Director	Part Year

<sup>1</sup> Brian Hartzler was Chief Executive, Australian Financial Services (AFS) prior to his appointment as Managing Director & Chief Executive Officer on 2 February 2015.

<sup>2</sup> Gail Kelly retired as Managing Director & Chief Executive Officer on 1 February 2015.

<sup>3</sup> Lyn Cobley was appointed Group Executive, Westpac Institutional Bank with effect from 7 September 2015.

<sup>4</sup> George Frazis was Chief Executive Officer, St.George Banking Group prior to his appointment as Chief Executive, Consumer Bank on 10 June 2015.

<sup>5</sup> David Lindberg was Chief Product Officer prior to his appointment as Chief Executive, Commercial & Business Bank on 10 June 2015.

<sup>6</sup> David McLean was Acting Chief Executive Officer, Westpac New Zealand Limited prior to his appointment as Chief Executive Officer, Westpac New Zealand Limited on 2 February 2015.

<sup>7</sup> Rob Whitfield resigned effective 10 July 2015.

<sup>8</sup> Jason Yetton ceased as Group Executive, Westpac Retail & Business Banking on 10 June 2015.

<sup>9</sup> Craig Dunn was appointed on 1 June 2015.

<sup>10</sup> Ann Pickard retired on 12 December 2014.

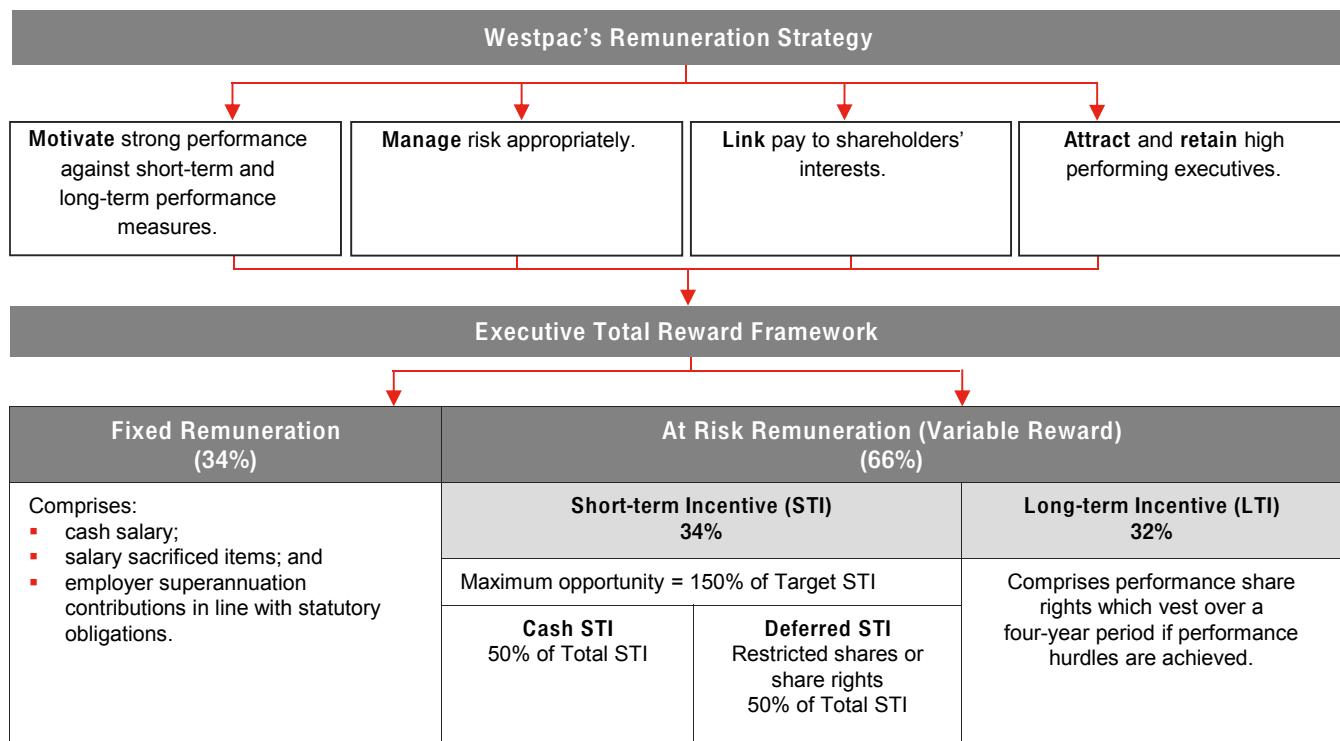
### 3. Remuneration snapshot 2015

This section provides an overview of the Group's remuneration arrangements during the 2015 financial year.

#### 3.1. Remuneration strategy, principles and framework

##### *Executive remuneration framework*

The CEO and Group Executives are remunerated based on a Total Reward framework:



The target pay mix was adopted in 2012 and is being progressively implemented for existing Group Executives as their remuneration increases. In 2015, Christine Parker and Jason Yetton received increases as their remuneration was significantly below that of their peers and in competitor organisations. George Frazis also received a market aligned increase during 2015.

The Total Reward framework has three components and, in aggregate, is benchmarked against relevant financial services competitors:

**Fixed remuneration** – takes into account the size and complexity of the role, individual responsibilities, experience, skills and disclosed market-related pay levels within the financial services industry;

**Short-term incentive (STI)** – is determined based on an STI target set using similar principles to those used for fixed remuneration, and on individual, divisional and Group performance objectives for the year. Performance is measured against risk-adjusted financial targets and non-financial targets that support the Group's strategy; and

**Long-term incentive (LTI)** – is designed to align the total remuneration of executives to the long-term performance of the Group and the interests of shareholders. The amount of the award takes into account market benchmarks, individual performance over time, succession potential and key skills.

### 4. Executive remuneration

#### 4.1. Remuneration structure and policy

##### a) Fixed remuneration

Fixed remuneration comprises cash salary, salary sacrificed items and employer superannuation contributions.

The Group provides superannuation contributions in line with statutory obligations. Fixed remuneration is reviewed annually taking into consideration:

- role and accountabilities;
- relevant market benchmarks within the financial services industry; and
- the attraction, motivation and retention of key executives.

## b) Short-Term Incentive (STI)

STI provides the opportunity for participants to earn cash and deferred equity incentives where specific outcomes have been achieved in the financial year. The CEO and each Group Executive are assessed using a balanced scoreboard, combining both annual financial and non-financial objectives which support the Group's strategic goals.

### STI targets

Brian Hartzer's full year STI target opportunity for 2015 as CEO was set at \$2,686,000. His actual STI target opportunity reflects the part year as CEO and Chief Executive, AFS.

STI targets for Group Executives are set by the Remuneration Committee and approved by the Board at the beginning of each performance year based on a range of factors including market competitiveness and the nature of each role. The STI targets for the 2015 performance year did not increase for those Group Executives whose fixed remuneration was unchanged in 2015. The STI awards for Group Executives are managed within the Group-wide variable reward pool.

STI outcomes are subject to both a quantitative and qualitative assessment, including a risk management overlay, which is embedded in our scoreboard measurement process. The maximum STI opportunity is 150% of target. The Board has the capacity to adjust STI outcomes (and reduce STI outcomes to zero if appropriate) in the assessment process.

### STI structure 2015

The table below details how and when STI outcomes are delivered, and for deferred payments, the type of equity and the instrument used:

STI Structure					
Cash STI	Deferred STI		Deferred STI Equity Delivered		
50% of the 2015 STI outcome will be paid as cash in December 2015.	50% of the 2015 STI outcome will be deferred in the form of restricted Westpac ordinary shares or rights to ordinary shares.		Executive	Type of Equity	Equity Plan
		Vesting Details	CEO	Westpac ordinary shares <sup>1</sup>	CEO Restricted Share Plan
			Group Executives in Australia		Restricted Share Plan
Half of deferred STI will vest in October 2016.		Half of deferred STI will vest in October 2017.	Group Executives outside Australia	Westpac share rights <sup>2</sup>	Westpac Performance Plan

<sup>1</sup> Shares granted under the CEO Restricted Share Plan and the Restricted Share Plan rank equally with Westpac ordinary shares for dividends and voting rights from the date they are granted. The Board has the discretion to satisfy vested share right grants and the allocation of subsequent shares to participants, or the allocation of restricted shares under the deferred STI, by either the issue of new shares or on-market purchase of shares.

<sup>2</sup> Rights to ordinary shares entitle the holder to Westpac ordinary shares at the time of vesting.

By deferring a portion of the STI in the form of restricted equity, incentive payments are better aligned with the interests of shareholders as the ultimate value of the deferred portion is tied to movements in share price over the restriction period. The deferred STI awards are allocated as restricted shares and, as they recognise past performance and are not subject to further performance conditions, attract dividends over the vesting period.

If an executive resigns or retires, or otherwise leaves the Group before his or her securities vest, the Board has discretion in relation to how those securities are treated. If the executive leaves the Group to join another organisation, or is terminated for cause, their securities are generally forfeited. In other circumstances, the Board may elect to allow the securities to remain on foot for the balance of the relevant restriction period and then vest.

Securities are also subject to forfeiture at the Board's discretion in the event of a material issue or financial mis-statement.

Details of deferred STI allocations granted in prior years, which have been exercised during the year ended 30 September 2015, are included in Section 6.4 of this Report.

### c) Long-Term Incentive (LTI)

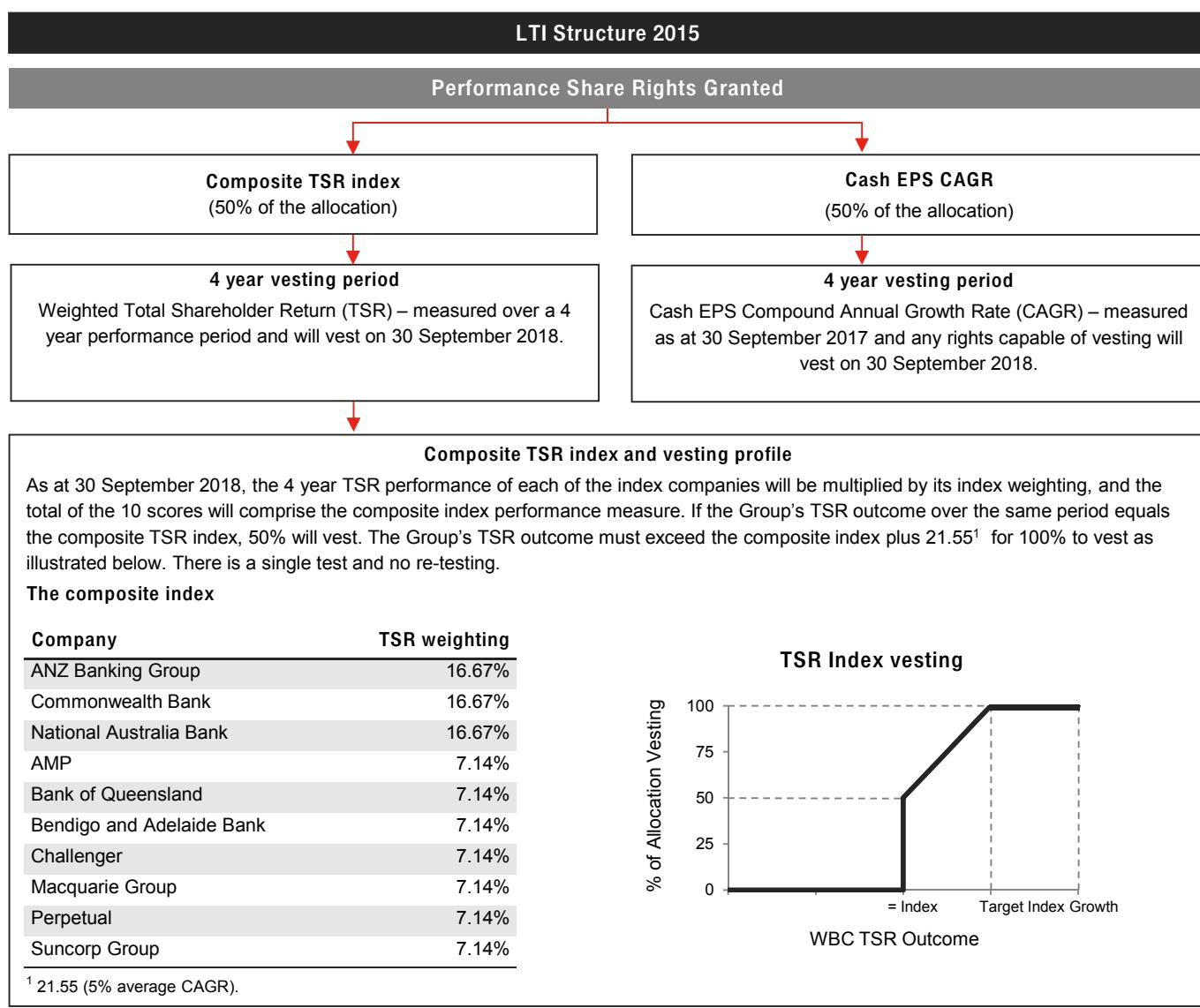
The CEO and Group Executives are also eligible for an LTI award.

#### LTI structure 2014

The LTI grants made for the 2014 remuneration period follow the format and performance hurdles detailed in the 2014 Annual Report (page 62), and will vest in 2017.

#### LTI structure 2015

The following diagram and table set out the key features of the 2015 LTI awards made in December 2014 to Group Executives under the Westpac LTI Plan. No awards were made under the CEO Performance or LTI Plans in December 2014.



### **LTI award opportunities**

Brian Hartzer did not receive any awards under the CEO LTI Plan related to his appointment as CEO. No awards were made in 2015 to Gail Kelly (former CEO) under the CEO Performance Plan.

Group Executives receive annual LTI awards in the form of share rights under the Westpac LTI Plan. A share right is not a Westpac share and does not attract the payment of dividends.

At the beginning of each year, the Board, advised by the Remuneration Committee, sets the dollar value of the LTI award target for each Group Executive.

<b>Westpac LTI Plan – Granted after 1 October 2014</b>	
<b>Equity instrument</b>	Share rights – the Board has the discretion to satisfy vested grants and the allocation of subsequent shares to participants by either the issue of new shares or the on-market purchase of shares, or as a cash payment. One share right entitles the holder to one ordinary share at the time of vesting at a nil exercise cost.
<b>Determining the number of securities</b>	The number of share rights each individual receives is determined by dividing the dollar value of the LTI award by the value of the share rights at the beginning of the performance assessment period (performance period).  The value of share rights is determined by an independent valuer taking as a starting point the market price of Westpac shares at grant, and utilising a Monte Carlo simulation pricing model, applying assumptions based on expected life, volatility, risk-free interest rate and dividend yield associated with the securities and the risk of forfeiture attributed to each performance hurdle. The value of a share right may be different for TSR hurdles than for EPS hurdles.
<b>Performance hurdles</b>	In December 2014 on the transition from a three to four year performance and vesting cycle, Group Executives were allocated both the 2014 LTI allocation vesting in 2017 and the 2015 LTI allocation vesting in 2018. The LTI grants retain dual TSR and EPS hurdles which are detailed below.  The TSR data is averaged over the three months preceding the measurement date.  Together, the use of these two hurdles is intended to provide a balanced view of the Group's overall performance and provide strong alignment with shareholder interests.  The two hurdles operate independently.
<b>2014 LTI Award</b>	
<b>TSR (50% of the allocation)</b>	<b>Cash EPS CAGR (50% of the allocation)</b>
Westpac's TSR percentile ranking must equal or exceed the 50th percentile of a defined group of comparator companies (peer group) over the three year performance period. The peer group is comprised of the top 10 selected Australian companies listed on the ASX in the financial services sector.  The companies in the 2014 peer group for the Westpac Reward Plan are: <ul style="list-style-type: none"><li>▪ AMP Limited;</li><li>▪ ASX Limited;</li><li>▪ Australia and New Zealand Banking Group Limited;</li><li>▪ Bendigo and Adelaide Bank Limited;</li><li>▪ Commonwealth Bank of Australia;</li><li>▪ Insurance Australia Group Limited;</li><li>▪ Lend Lease Group;</li><li>▪ Macquarie Group Limited;</li><li>▪ National Australia Bank Limited; and</li><li>▪ Suncorp Group Limited.</li></ul>	The Cash EPS CAGR measure focuses on growth in cash earnings over a three year performance period. A description of the process used to determine cash earnings is provided at Note 2 to the financial statements.  Westpac has a policy of not providing guidance to the market. Accordingly, the Board will advise specific Cash EPS targets and the Group's performance against target following the test date.  The Cash EPS targets were developed with the assistance of an independent external advisor who was provided access to Westpac's long-term business plan and analyst forecasts in regard to the long-term performance of Westpac and its peers.  The EPS performance will be measured once at the completion of the performance period. Westpac shares will be allocated in satisfaction of vested share rights at no cost to participants.

Westpac LTI Plan – Granted after 1 October 2014		
	2015 LTI Award	
	TSR (50% of the allocation)	Cash EPS CAGR (50% of the allocation)
	<p>Westpac's TSR must equal the growth in the composite index in order for 50% of the TSR tranche to vest.</p> <p>For 100% to vest, Westpac's TSR must exceed the growth of the composite index by 21.55 (i.e. average 5% compound annual growth over the four year performance period).</p> <p>The companies in the 2015 peer group for the Westpac LTI Plan are:</p> <ul style="list-style-type: none"> <li>■ AMP Limited;</li> <li>■ Australia and New Zealand Banking Group Limited;</li> <li>■ Bendigo and Adelaide Bank Limited;</li> <li>■ Bank of Queensland;</li> <li>■ Challenger Limited;</li> <li>■ Commonwealth Bank of Australia;</li> <li>■ Macquarie Group Limited;</li> <li>■ National Australia Bank Limited;</li> <li>■ Perpetual Limited; and</li> <li>■ Suncorp Group Limited.</li> </ul>	<p>The Cash EPS CAGR measure as described for the 2014 grant is unchanged for the 2015 LTI award. EPS rights which satisfy the EPS hurdle and qualify for vesting at the completion of the three year performance period will have a one year holding lock applied and will vest at the completion of the four year term from the commencement date.</p>
Targets are set for stretch performance	<p>The Board considers the vesting profile as being appropriate as 100% vesting will only occur where, in respect of the 2014 LTI award, Westpac is ranked third or better out of the total of 11 companies (including Westpac), and in respect of the 2015 LTI award, Westpac's TSR equals or exceeds the growth of the composite index plus 21.55.</p> <p>The TSR performance will be measured once at the completion of the performance period. Westpac shares will be allocated in satisfaction of vested share rights at no cost to participants.</p>	<p>The expensed value of the December 2013, 2014 and 2015 grants in Table 6.2 of this Report have been discounted to 50%, reflecting the Board's current assessment of the probability of the threshold EPS hurdles being met and share rights vesting over time.</p>
Who measures the performance hurdle outcomes?	<p>To ensure objectivity and external validation, TSR results are calculated by an independent external consultant and are provided to the Board or its delegate to review and determine vesting outcomes. Under the relevant plan rules, the Board may exercise discretion if in all prevailing circumstances Directors think it is appropriate to do so when determining the ultimate vesting outcome.</p>	<p>The Cash EPS CAGR outcome will be determined by the Board based on the Cash EPS disclosed in our results at the completion of the performance period. Under the relevant plan rules, the Board may exercise discretion if in all prevailing circumstances Directors think it is appropriate to do so when determining the ultimate vesting outcome.</p>
Early vesting is possible in limited cases	<p>For awards made since 1 October 2009, unvested securities may vest before a test date if the executive is no longer employed by the Group due to death or disability. In general, any such vesting is not subject to performance hurdles being met.</p>	
No re-testing	<p>There is no re-testing on awards made since 2011. Any securities remaining unvested after the nominated measurement period including any holding lock period lapse immediately.</p>	

#### Westpac LTI Plan – Granted after 1 October 2014

##### Treatment of securities

The Board has discretion in relation to performance share rights where the CEO or a senior executive resigns or retires, or otherwise leaves the Group before vesting occurs. This discretion enables the Board to vest the relevant securities or leave them on foot for the remainder of the performance period. In exercising its discretion, the Board will take into account all relevant circumstances including those surrounding the departure in question. The Board may also adjust the number of performance share rights downwards, or to zero (in which case they will lapse) where the circumstances of the departure warrant, or to respond to misconduct resulting in significant financial and/or reputational impact to Westpac.

Where a holder acts fraudulently or dishonestly, or is in material breach of his or her obligations under the relevant equity plan, unexercised performance share rights (whether vested or unvested) will lapse unless the Board determines otherwise.

## 4.2. Linking reward and performance

### *CEO performance objectives and key highlights*

The Remuneration Committee reviews and makes recommendations to the Board on individual performance objectives for the CEO. These objectives are intended to provide a robust link between remuneration outcomes and the key drivers of long-term shareholder value. The STI objectives are set in the form of a scoreboard with targets and measures aligned to our strategic priorities cascaded from the CEO scoreboard to the relevant Group Executive scoreboard. The key financial and non-financial objectives for the CEO in the 2015 financial year, with commentary on key highlights are provided below:

Category	Weighting	Measure <sup>1</sup>	Performance Highlights
<b>Return</b>	30%	Economic Profit	<ul style="list-style-type: none"> <li>▪ The Group delivered EP of \$4.418 million, down 2% from FY14. While cash earnings increased 3%, the EP outcome was impacted by a 6% increase in average ordinary equity.</li> </ul>
		Return on Equity	<ul style="list-style-type: none"> <li>▪ Return on Equity was 15.8% exceeding our target of 15%, with all divisions achieving returns above their cost of capital despite difficult operating conditions and increased capital requirements.</li> </ul>
<b>Growth</b>	10%	Core Earnings Growth	<ul style="list-style-type: none"> <li>▪ The Group delivered 3% growth in core earnings, with our Australian and New Zealand consumer and business banks performing above target. Core earnings were impacted by severe weather claims in BTFG and the partial sale of BTIM as well as the FVA adjustments and below target margins in WIB.</li> </ul>
		Customers	<ul style="list-style-type: none"> <li>▪ We have exceeded our customer growth targets, making solid progress towards our goal of on-boarding a million new customers by 2017, while importantly reducing complaints by 31% year on year and down 80% over the past three years.</li> <li>▪ Reached stretch target of 10 million customers across the Group 18 months ahead of target.</li> <li>▪ The Westpac Institutional Bank regained its No.1 spot on the Peter Lee relationship strength index, while retaining the No.1 Lead Transaction Bank position for a 12th year in a row.</li> <li>▪ Our digital platforms have been key to the engagement of customers with Westpac Live ranked No.2 globally by Forrester Research and Westpac One delivering the Best Online Bank award from Canstar in New Zealand.</li> </ul>
		Market Share	<ul style="list-style-type: none"> <li>▪ We continued to grow our market share for business credit, household deposits and credit cards at or above system.</li> </ul>
		Wealth	<ul style="list-style-type: none"> <li>▪ Maintained sector leading wealth penetration at around 20%.</li> <li>▪ BT Platforms Funds Under Administration ranked No.1 for market share.</li> </ul>
		Asia	<ul style="list-style-type: none"> <li>▪ We continued to grow our Corporate and Institutional customer base for a third straight year.</li> </ul>
<b>Strength</b>	10%	Adherence to Group Risk Appetite Statement (RAS)	<ul style="list-style-type: none"> <li>▪ The Group has a strong capital position, improved liquidity and funding profiles and impairments at the lowest level among the major Australian banks.</li> <li>▪ The Group has delivered its financial performance while operating within our Group RAS.</li> </ul>
		Balance Sheet Strength and Sustainable Funding	<ul style="list-style-type: none"> <li>▪ The Group's asset quality remains sector leading with Net Interest Margin performance maintained.</li> <li>▪ Our funding position is strong and well diversified, the average duration extended from 2.77 years to 2.82 years.</li> </ul>
		Business & Technology Architecture	<ul style="list-style-type: none"> <li>▪ Significant progress has been made towards having a world class online and mobile capability, a more resilient infrastructure and a clear road map for continuing development.</li> </ul>

	10%	People and Sustainability	<ul style="list-style-type: none"> <li>■ We have retained our position as the most sustainable bank globally in the 2015 Dow Jones Sustainability Indices (DJSI) Review.</li> <li>■ The number of women in leadership grew to 46% and is on track to meet our 2017 target of 50%.</li> <li>■ Our continued focus on a culture of workplace safety has delivered a 28% reduction in Long Term Injury Frequency Rate well ahead of targets and our 2014 result.</li> </ul>
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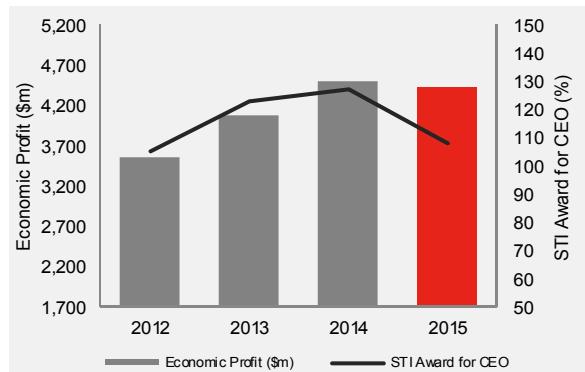
<sup>1</sup> Individual measures will differ for each Group Executive.

Our primary financial measure is economic profit which the Board believes, in combination with ROE, is an appropriate measure of returns and of the value created for shareholders complementing the LTI measures. The remaining measures focus on ensuring that we remain strong; deliver targeted growth; and drive simplification, innovation and productivity while helping our customers, communities and people to prosper and grow. The final STI outcome for 2015 reflects the Board's view of performance across all balanced scoreboard measures relative to planned outcomes, and the value the Group has delivered for our shareholders.

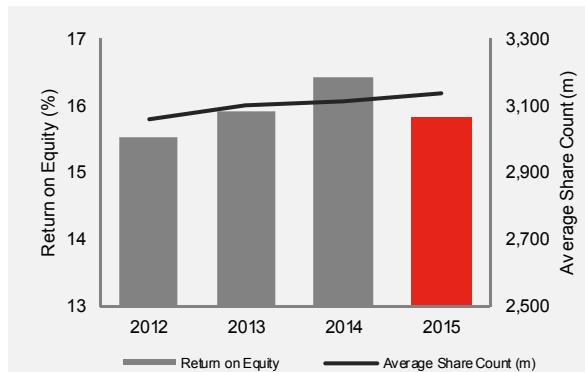
#### **Aligning pay with performance and shareholder return**

Graph 1 shows the CEO's STI payment as a percentage of STI target and its relationship to our primary financial metric, economic profit, while Graph 2 shows the Group's ROE performance being the other key financial metric. Graphs 3 and 4 show the Group's TSR and EPS performance respectively, these being the LTI hurdles.

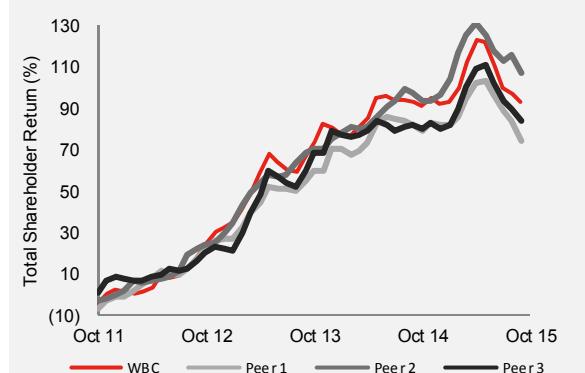
**Graph 1: STI Award for CEO vs Economic Profit**



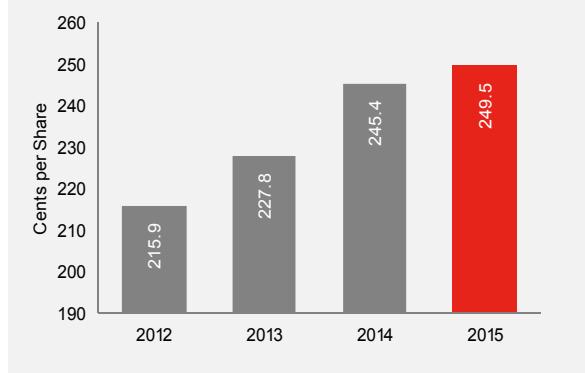
**Graph 2: Return on Equity (ROE) 2012 to 2015**



**Graph 3: Total Shareholder Return (TSR) 2011 to 2015**



**Graph 4: Cash Earnings per Share (EPS) 2012 to 2015**



#### **Application of discretion**

The Board and the Remuneration Committee recognise that the scoreboard approach, while embracing a number of complementary performance objectives, will never entirely assess overall performance. The Remuneration Committee may therefore make discretionary adjustments, positive and negative, to the scoreboard outcomes for the CEO and Group Executives. The Remuneration Committee uses the following criteria to apply discretionary adjustments:

- matters not known or not relevant at the beginning of the financial year, which are relevant to the under or over performance of the CEO and Group Executives during the financial year;
- the degree of stretch implicit in the scoreboard measures and targets themselves and the context in which the targets were set;
- whether the operating environment during the financial year has been materially better or worse than forecast;
- comparison with the performance of the Group's principal competitors;
- any major positive or negative risk management or reputational issue that impacts the Group;
- the quality of the financial result as shown by its composition and consistency;
- whether there have been major positive or negative aspects regarding the quality of leadership and/or behaviours consistent with our values; and

- 
- any other relevant under or over performance or other matter not captured.

The process ensures that financial measures such as EP are adjusted for non-operating items which impact the current year process such as write-offs, accounting standard changes or one-off transactions (where appropriate) to ensure that employees are neither advantaged nor disadvantaged when determining the incentive outcome. Adjustments are considered on a multi-year basis where appropriate e.g. where a material adjustment has been brought forward into the current year.

At the end of the year, the Remuneration Committee reviews performance against objectives and applies any adjustments it considers appropriate. The Remuneration Committee then recommends STI outcomes for the CEO and each Group Executive to the Board for approval, thereby ensuring the Board retains oversight of final awards.

**LTI performance outcomes**

The following table provides the Group's TSR, dividend, cash earnings per share and share price performance each year from 2011 to 2015:

	Years Ended 30 September				
	2015	2014	2013	2012	2011
TSR – three years	62.30%	102.03%	66.09%	25.61%	9.6%
TSR – five years	92.78%	103.74%	90.91%	20.03%	18.5%
Dividends per Westpac share (cents) <sup>1</sup>	187	182	174	166	156
Cash earnings per Westpac share <sup>2</sup>	\$2.50	\$2.45	\$2.29	\$2.16	\$2.09
Share price – high	\$40.07	\$35.99	\$34.79	\$24.99	\$25.60
Share price – low	\$29.10	\$30.00	\$24.23	\$19.00	\$17.84
Share price – close	\$29.70	\$32.14	\$32.73	\$24.85	\$20.34

<sup>1</sup> Does not include 20 cent special dividend determined in 2013.

<sup>2</sup> Cash earnings are not prepared in accordance with AAS and have not been subject to audit.

The vesting outcomes for awards made to the CEO and Group Executives under the CEO Performance Plan and Westpac Reward Plan that reached the completion of the performance period during the financial year, are set out below. No changes have been made to the terms and conditions of prior grants.

**TSR hurdle vesting outcomes**

Equity Instrument	Type of Equity	Commencement Date <sup>1</sup>	Test Date	TSR Percentile in Ranking Group	Vested %	Lapsed %	Remaining in Plan %
CEO Performance Plan <sup>2</sup>	Performance share rights	21 December 2009	21 December 2014 <sup>3</sup>	40th percentile	70	30	-
		1 October 2010	1 October 2015 <sup>3</sup>	50th percentile	90	10	-
		1 October 2012	1 October 2015	30th percentile	-	100	-
Westpac Reward Plan	Performance share rights	1 October 2010	1 October 2015 <sup>3</sup>	50th percentile	90	10	-
		1 October 2012	1 October 2015	30th percentile	-	100	-

<sup>1</sup> Commencement date refers to the commencement of the performance period.

<sup>2</sup> CEO Performance Plan refers to awards made to Gail Kelly.

<sup>3</sup> Third test date. Unvested share rights lapsed. There is no re-testing for awards granted since 2011.

**Cash EPS CAGR hurdle vesting outcomes**

Equity Instrument	Type of Equity	Commencement Date <sup>1</sup>	Test Date	Cash EPS CAGR Performance	Vested %	Lapsed %
CEO Performance Plan <sup>2</sup>	Performance share rights	1 October 2012	1 October 2015	4.94%	72	28
Westpac Reward Plan	Performance share rights	1 October 2012	1 October 2015	4.94%	72	28

<sup>1</sup> Commencement date refers to the commencement of the performance period.

<sup>2</sup> CEO Performance Plan refers to awards made to Gail Kelly.

**2012 Cash EPS CAGR hurdle**

The Cash EPS CAGR hurdle and vesting profile over the three year vesting period for the 2012 LTI grant was:

- a minimum of 4.1% CAGR for 50% to vest;
- 6% CAGR for 100% to vest; and
- straight-line vesting between 4.1% and 6% CAGR.

The Cash EPS CAGR range was developed prior to the allocation in December 2012, and reflected stretch targets in the context of both consensus analyst forecasts and the Westpac strategic plan and business forecasting. The performance range also reflected the forecast market and operating conditions in late 2012.

#### 4.3. Remuneration outcomes for the CEO and Group Executives – Linking reward and performance

The following table has been prepared to provide shareholders with an outline of the remuneration which has been received for the 2015 performance year either as cash or in the case of prior equity awards, the value which has vested in 2015 (see note 5 below). Details in this table supplement the statutory requirements in Section 6.2 of this report. Unlike the statutory table, which represents remuneration outcomes prepared in accordance with Australian Accounting Standards (AAS), this table shows the actual remuneration value received by executives and is not prepared in accordance with AAS.

	Fixed Remuneration <sup>1</sup> \$	2015 STI Cash Payment <sup>2</sup> \$	Other Short-Term Benefits <sup>3</sup> \$	2015 Total Cash Payments <sup>4</sup> \$	Prior Year Equity Awards <sup>5</sup> Vested during 2015 \$	Prior Year Equity Awards <sup>5</sup> Forfeited during 2015 \$
<b>Managing Director &amp; Chief Executive Officer</b>						
Brian Hartzler <sup>6</sup>	2,442,623	1,245,960	-	3,688,583	436,856	-
<b>Group Executives</b>						
John Arthur	1,150,235	728,000	-	1,878,235	1,856,504	443,315
Lyn Cobley <sup>6</sup>	77,719	-	1,100,000	1,177,719	-	-
Philip Coffey	1,335,525	734,400	-	2,069,925	2,940,393	746,062
Brad Cooper	1,096,259	816,000	-	1,912,259	3,166,210	816,052
David Curran	984,092	547,400	-	1,531,492	-	-
George Frazis <sup>6</sup>	1,161,549	928,000	-	2,089,549	2,522,158	621,718
Alexandra Holcomb	981,564	499,800	-	1,481,364	1,028,774	192,259
Peter King	968,511	522,580	-	1,491,091	921,140	165,230
David Lindberg <sup>6</sup>	272,415	151,725	-	424,140	315,312	-
David McLean <sup>6</sup>	782,164	430,580	-	1,212,744	450,062	79,436
Christine Parker	853,179	508,500	-	1,361,679	897,932	123,083
<b>Former Managing Director &amp; Chief Executive Officer</b>						
Gail Kelly <sup>6</sup>	1,048,750	1,200,000	-	2,248,750	9,509,812	4,288,845
<b>Former Group Executives</b>						
Rob Whitfield <sup>6</sup>	1,413,849	566,667	1,651,376	3,631,892	2,767,061	689,260
Jason Yetton <sup>6</sup>	690,281	427,084	-	1,117,365	1,111,753	198,003

<sup>1</sup> Fixed remuneration includes cash salary, annual leave accrual and salary sacrificed items plus employer superannuation contributions.

<sup>2</sup> With the exception of Gail Kelly, the cash STI payment represents 50% of the 2015 STI outcome and will be paid in December 2015. The remaining 50% is deferred in the form of equity granted in December 2015 which will vest in equal tranches in October 2016 and 2017.

<sup>3</sup> Includes payments made on cessation of employment or other contracted amounts. The payment to Lyn Cobley reflects annual incentive foregone from her previous employer. The payment to Rob Whitfield after nearly 30 years' service includes a payment in lieu of notice in accordance with his contract provisions.

<sup>4</sup> This is the addition of the first, second and third columns.

<sup>5</sup> Prior year equity awards include both deferred STI and LTI allocations subject to performance hurdles which have vested in 2015. The equity value has been calculated as the number of securities that vested or were forfeited during the year ended 30 September 2015, multiplied by the five day volume weighted average price of Westpac ordinary shares at the time they vested or were forfeited, less any exercise price payable.

<sup>6</sup> Refer Section 2 of this Report for details.

#### 5. Non-executive Director remuneration

##### 5.1. Structure and policy

###### *Remuneration policy*

Westpac's Non-executive Director remuneration strategy is designed to attract and retain experienced, qualified Board members and remunerate them appropriately for their time and expertise.

As the Board's focus is on strategic direction, long-term corporate performance and the creation of shareholder value, fees for Non-executive Directors are not directly related to the Group's short-term results and Non-executive Directors do not receive performance-based remuneration.

Non-executive Director remuneration consists of the following components:

Remuneration Component	Paid as	Detail
Base fee	Cash	This fee is for service on the Westpac Banking Corporation Board. The base fee for the Chairman covers all responsibilities, including all Board Committees.

<b>Committee fees</b>	Cash	Additional fees are paid to Non-executive Directors for chairing or participating in Board Committees.
<b>Employer superannuation contributions</b>	Superannuation	Reflects statutory superannuation contributions which are capped at the superannuation maximum contributions base as prescribed under the Superannuation Guarantee legislation.
<b>Subsidiary Board and Advisory Board fees</b>	Cash	Fees are for service on Subsidiary Boards and Advisory Boards. These fees are paid by the relevant subsidiary company.

### ***Non-executive Director remuneration in 2015***

#### ***Non-executive Director fee review – effective 1 October 2014***

The Board reviewed the Non-executive Director fee framework in late 2014. On the basis of market data provided by Guerdon Associates, the Board approved a 2.4% increase to the Chairman and Non-executive Director annual base fees effective 1 October 2014. Remuneration Committee fees for both the Chairman and members increased by 7.8%. No other Committee fees were increased. Non-executive Director fees were last increased in 2013.

#### ***Changes to Board and Committee composition***

The following changes were made to Board and Committee composition:

- Craig Dunn was appointed as a Non-executive Director to the Westpac Board effective 1 June 2015 and appointed to the Remuneration and Risk & Compliance Committees effective 5 June 2015; and
- Ann Pickard retired effective 12 December 2014.

#### ***Fee pool***

At the 2008 Annual General Meeting, the current fee pool of \$4.5 million per annum was approved by shareholders. For the year ended 30 September 2015, \$2.94 million (65%) of this fee pool was used. The fee pool is inclusive of employer superannuation contributions.

#### ***Fee framework***

This section details the current Non-executive Director fee framework.

#### ***Base and Committee fees***

The following table sets out the Board and standing Committee fees:

	Annual Rate \$
<b>Base Fee</b>	
Chairman	795,000
<b>Non-executive Directors</b>	
	225,000
<b>Committee Chairman Fees</b>	
Audit Committee	60,000
Risk & Compliance Committee	60,000
Remuneration Committee	56,000
Technology Committee	30,000
<b>Committee Membership Fees</b>	
Audit Committee	30,000
Risk & Compliance Committee	30,000
Remuneration Committee	28,000
Technology Committee	15,000

Committee fees are not payable to the Chairman of the Board and members of the Nominations Committee.

#### ***Employer superannuation contributions***

The Group pays superannuation contributions to Non-executive Directors of up to 9.5% of their fees. The contributions are capped at the maximum compulsory superannuation contributions base prescribed under the Superannuation Guarantee legislation. Employer contributions are paid into an eligible superannuation fund nominated by the Director.

#### ***Subsidiary Board and Advisory Board fees***

Throughout the reporting period, additional fees of \$35,000 were paid to Peter Hawkins as a member of the Bank of Melbourne Advisory Board.

## *Equity participation*

Non-executive Directors have voluntarily resolved to build and maintain their individual holdings of Westpac ordinary shares to align their interests with the long-term interests of shareholders. Details of Non-executive Directors' Westpac (and related bodies corporate) shareholdings are set out in Section 4(a) of the Directors' report.

## 6. Required remuneration disclosures

### 6.1. Details of Non-executive Director remuneration

Details of Non-executive Director remuneration are set out in the table below:

Name	Short-Term Benefits		Post-Employment Benefits		Total
	Westpac Banking Corporation Board Fees <sup>1</sup>	Subsidiary and Advisory Board Fees	Superannuation	\$	
<b>Current Non-executive Directors</b>					
Lindsay Maxsted, Chairman					
2015	795,000	-	18,989	813,989	
2014	780,000	-	18,107	798,107	
Elizabeth Bryan					
2015	313,000	-	18,989	331,989	
2014	314,677	-	18,107	332,784	
Ewen Crouch					
2015	311,000	-	18,989	329,989	
2014	288,361	-	18,107	306,468	
Alison Deans					
2015	270,000	-	18,989	288,989	
2014	133,519	-	9,297	142,816	
Craig Dunn <sup>2</sup>					
2015	94,892	-	6,569	101,461	
Robert Elstone					
2015	320,701	-	18,989	339,690	
2014	331,792	-	18,107	349,899	
Peter Hawkins					
2015	315,000	35,000	18,916	368,916	
2014	310,000	35,000	18,038	363,038	
Peter Marriott					
2015	322,299	-	18,989	341,288	
2014	288,635	-	18,107	306,742	
<b>Former Non-executive Director</b>					
Ann Pickard <sup>2</sup>					
2015	57,688	-	3,860	61,548	
2014	276,000	-	18,107	294,107	
<b>Total fees</b>					
2015	2,799,580	35,000	143,279	2,977,859	
2014 <sup>3</sup>	2,987,280	35,000	150,085	3,172,365	

<sup>1</sup> Includes fees paid to the Chairman and members of Board Committees.

<sup>2</sup> Refer Section 2 of this Report for details.

<sup>3</sup> The total fees for 2014 reflect the prior year remuneration for the 2014 reported Non-executive Directors.

## 6.2. Remuneration details – CEO and other Group Executives

This section sets out details of remuneration for the CEO and Group Executives for the 2015 financial year, calculated in accordance with AAS.

Name	Short-Term Benefits			Post-Employment Benefits			Share-Based Payments			Total <sup>8</sup>
	Fixed Remuneration <sup>1</sup>	STI (Cash) <sup>2</sup>	Non-Monetary Benefits <sup>3</sup>	Other Short-Term Benefits <sup>4</sup>	Superannuation Benefits <sup>5</sup>	Long Service Leave	Restricted Shares <sup>6</sup>	Options <sup>7</sup>	Share Rights <sup>7</sup>	
<b>Managing Director &amp; Chief Executive Officer</b>										
Brian Hartzler <sup>9,10</sup>	2,413,205	1,245,960	66,063	-	29,418	57,016	782,501	-	1,143,466	5,737,629
2015	2,234,087	1,162,500	3,169	-	24,705	33,487	590,484	-	500,913	4,549,345
<i>Brian Hartzler: Remuneration impact relating to recruitment</i>										
2014	-	-	1,024,117	-	-	-	978,087	-	-	2,002,204
<b>Group Executives</b>										
John Arthur, Chief Operating Officer	1,126,050	728,000	14,971	-	24,185	18,265	647,634	-	1,153,998	3,713,103
2015	1,204,085	943,800	14,664	-	23,337	18,260	667,095	-	746,669	3,617,910
Lyn Cobley, Chief Executive, Westpac Institutional Bank <sup>9</sup>	71,006	-	-	1,100,000	6,713	-	75,256	-	-	1,252,975
Philip Coffey, Deputy Chief Executive Officer	1,299,272	734,400	3,425	-	36,253	20,628	792,211	-	1,262,936	4,149,125
2015	1,387,582	1,120,080	3,169	-	27,359	21,079	931,706	-	876,119	4,367,094
Brad Cooper, Chief Executive Officer, BT Financial Group	1,060,577	816,000	3,374	-	35,682	16,679	803,641	-	1,130,678	3,866,631
2015	1,053,638	1,123,200	2,052	-	31,114	24,585	958,854	-	874,737	4,068,180
David Curran, Chief Information Officer	961,663	547,400	2,359	-	22,429	14,420	-	-	216,485	1,764,756
2014	60,827	-	-	-	5,380	907	-	-	-	67,114
George Frazis, Chief Executive, Consumer Bank <sup>9</sup>	1,125,527	928,000	15,266	-	36,022	22,909	797,145	-	770,797	3,695,666
2015	923,004	1,161,600	13,488	-	27,260	15,221	845,403	-	641,432	3,627,408
Alexandra Holcomb, Chief Risk Officer	946,104	499,800	2,359	-	35,460	(2,240)	525,239	-	496,155	2,502,877
2014	132,303	101,864	214	-	4,876	463	86,361	-	38,656	364,737
Peter King, Chief Financial Officer	938,722	522,580	2,359	-	29,789	14,960	372,877	-	504,705	2,385,992
2014	418,016	337,212	1,203	-	15,412	56,731	212,434	-	87,707	1,128,715
David Lindberg, Chief Executive, Commercial & Business Bank <sup>9</sup>	264,138	151,725	2,610	-	8,277	5,961	129,810	-	83,045	645,566
David McLean, Chief Executive Officer, Westpac New Zealand Limited <sup>9</sup>	712,605	430,580	75,392	-	69,559	-	35,687	-	264,417	1,588,240
Christine Parker, Group Executive, Human Resources & Corporate Affairs	830,035	508,500	2,649	-	23,144	16,025	478,785	-	641,184	2,500,322
2015	758,661	702,000	2,052	-	21,086	12,177	483,827	-	267,532	2,247,335

Name	Short-Term Benefits			Post-Employment Benefits			Share-Based Payments			Total <sup>8</sup>
	Fixed Remu- neration <sup>1</sup>	STI (Cash) <sup>2</sup>	Non- Monetary Benefits <sup>3</sup>	Other Short- Term Benefits <sup>4</sup>	Superann- uation Benefits <sup>5</sup>	Long Service Leave	Restricted Shares <sup>6</sup>	Options <sup>7</sup>	Share Rights <sup>7</sup>	
<b>Former Managing Director &amp; Chief Executive Officer</b>										
Gail Kelly <sup>9</sup>										
2015	1,039,892	1,200,000	7,679	-	8,858	-	642,436	-	891,410	3,790,275
2014	3,001,511	2,743,200	9,853	-	26,585	51,170	1,957,830	-	3,192,579	10,982,728
<b>Former Group Executives</b>										
Rob Whitfield, Group Executive, Westpac Institutional Bank <sup>9</sup>										
2015	1,383,619	566,667	2,650	1,651,376	30,230	-	614,800	-	623,110	4,872,452
2014	1,783,045	1,152,000	95,335	-	28,764	27,398	900,285	-	699,784	4,686,611
Jason Yetton, Group Executive, Westpac Retail & Business Banking <sup>9</sup>										
2015	675,726	427,084	2,359	933,333	14,555	17,033	327,217	-	693,518	3,090,825
2014	938,553	702,000	3,169	-	21,371	45,038	485,976	-	470,082	2,666,189

<sup>1</sup> Fixed remuneration is the total cost of salary, salary sacrificed benefits (including motor vehicles, parking, etc., and any associated fringe benefits tax (FBT)) and an accrual for annual leave entitlements.

<sup>2</sup> 2015 STI figures reflect annual cash performance awards accrued but not yet paid in respect of the year ended 30 September 2015.

<sup>3</sup> Non-monetary benefits are determined on the basis of the cost to the Group (including associated FBT, where applicable) and include annual health checks, provision of taxation advice, relocation costs, living away from home expenses and allowances.

<sup>4</sup> Includes payments made on cessation of employment or other contracted amounts. The payment to Lyn Cobley reflects annual incentive foregone from her previous employer. The payment to Rob Whitfield after nearly 30 years' service includes a payment in lieu of notice in accordance with his contract provisions. The amount for Jason Yetton after 23 years' service will be paid on cessation less any period of notice served.

<sup>5</sup> The CEO and Group Executives are provided with insurance cover under the Westpac Group Plan at no cost. Superannuation benefits have been calculated consistent with AASB 119 *Employee Benefits*.

<sup>6</sup> The value of restricted shares is amortised over the applicable vesting period, and the amount shown is the amortisation relating to the 2015 reporting year (and 2014 year as comparison).

<sup>7</sup> Equity-settled remuneration is based on the amortisation over the vesting period (normally three or four years) of the 'fair value' at grant date of hurdle and unhurdled options and share rights that were granted during the four years ended 30 September 2015. Details of prior years' grants have been disclosed in previous Annual Reports. The value of share rights for 2015 includes both the 2014 and 2015 LTI awards on transition to the revised LTI plan. The values for David McLean and Rob Whitfield include 2% and 39% respectively attributed to deferred STI.

<sup>8</sup> The percentage of the total remuneration which is performance related (i.e. STI cash plus share-based payments) was: Brian Hartzler 55%, John Arthur 68%, Lyn Cobley 6%, Philip Coffey 67%, Brad Cooper 71%, David Curran 43%, George Frazis 68%, Alexandra Holcomb 61%, Peter King 59%, David Lindberg 56%, David McLean 46%, Christine Parker 65%, and for former KMP: Gail Kelly 72%, Rob Whitfield 37% and Jason Yetton 47%. The percentage of total remuneration delivered in the form of options (including share rights) was: Brian Hartzler 20%, John Arthur 31%, Lyn Cobley 0%, Philip Coffey 30%, Brad Cooper 29%, David Curran 12%, George Frazis 21%, Alexandra Holcomb 20%, Peter King 21%, David Lindberg 13%, David McLean 17%, Christine Parker 26%, and for former KMP: Gail Kelly 24%, Rob Whitfield 13% and Jason Yetton 22%.

<sup>9</sup> Refer Section 2 of this Report for details. Remuneration details for newly appointed KMP are from the date of appointment. The STI cash figure for Brian Hartzler is the outcome pro-rated for the periods as Chief Executive, AFS and CEO. Brian Hartzler also received a pro-rated 2015 LTI award for the period he was Chief Executive, AFS.

<sup>10</sup> Brian Hartzler's remuneration for 2014 has been separated into two elements. The first line represents his remuneration as the Chief Executive, AFS for 2014 and the second line represents the elements which have been incurred as a result of the buy-out of equity forfeited on his resignation from his previous employer including \$542,834 in relocation benefits and \$481,283 FBT expenses on his relocation from London.

### 6.3. STI allocations for the CEO and Group Executives

This section sets out details of STI awards for the CEO and Group Executives for the 2015 financial year:

	STI Target \$	Maximum STI <sup>1</sup> %	STI Portion Paid in Cash <sup>2</sup> %	\$	STI Portion Deferred <sup>3</sup> %	\$
<b>Managing Director &amp; Chief Executive Officer</b>						
Brian Hartzler <sup>4</sup>	2,307,334	150	50	1,245,960	50	1,245,960
<b>Group Executives</b>						
John Arthur	1,300,000	150	50	728,000	50	728,000
Lyn Cobley <sup>4</sup>	-	150	50	-	50	-
Philip Coffey	1,360,000	150	50	734,400	50	734,400
Brad Cooper	1,600,000	150	50	816,000	50	816,000
David Curran	952,000	150	50	547,400	50	547,400
George Frazis <sup>4</sup>	1,600,000	150	50	928,000	50	928,000
Alexandra Holcomb	952,000	150	50	499,800	50	499,800
Peter King	986,000	150	50	522,580	50	522,580
David Lindberg <sup>4</sup>	289,000	150	50	151,725	50	151,725
David McLean <sup>4</sup>	797,371	150	50	430,581	50	430,581
Christine Parker	900,000	150	50	508,500	50	508,500
<b>Former Managing Director &amp; Chief Executive Officer</b>						
Gail Kelly <sup>4</sup>	1,200,000	150	100	1,200,000	-	-
<b>Former Group Executives</b>						
Rob Whitfield <sup>4</sup>	1,333,333	150	50	566,667	50	566,667
Jason Yetton <sup>4</sup>	854,167	150	50	427,084	50	427,084

<sup>1</sup> The maximum STI potential is 150% of the individual STI Target.

<sup>2</sup> 50% of the STI outcome for the year is paid as cash in December 2015. The part year STI outcome for Gail Kelly has been paid 100% cash.

<sup>3</sup> 50% of the actual STI outcome is deferred in the form of restricted shares or share rights, half vesting on 1 October 2016 and the remainder vesting on 1 October 2017.

<sup>4</sup> Refer Section 2 of this Report for details.

#### 6.4. Movement in equity-settled instruments during the year

This table shows the details of movements during 2015 in the number and value of equity instruments for the CEO and Group Executives under the relevant plans:

Name	Type of Equity-Based Instrument	Number Granted <sup>1</sup>	Number Vested <sup>2</sup>	Number Exercised <sup>3</sup>	Value Granted <sup>4</sup> \$	Value Exercised <sup>5</sup> \$	Value Forfeited or Lapsed <sup>5,6</sup> \$
<b>Managing Director &amp; Chief Executive Officer</b>							
Brian Hartzler <sup>7</sup>	Performance share rights	129,547	-	-	2,713,522	-	-
	Shares under Restricted Share Plan	24,150	13,676	-	769,547	-	-
<b>Group Executives</b>							
John Arthur	Performance share rights	122,943	29,310	29,310	2,531,083	1,011,994	443,315
	Shares under Restricted Share Plan	19,607	27,954	-	624,783	-	-
Lyn Cobley <sup>7</sup>	Shares under Restricted Share Plan	54,011	-	-	1,629,579	-	-
Philip Coffey	Performance share rights	160,725	48,362	48,362	3,298,589	1,669,807	746,062
	Shares under Restricted Share Plan	23,269	42,278	-	741,474	-	-
Brad Cooper	Performance options	-	-	196,785	-	1,643,682	-
	Performance share rights	143,434	54,957	54,957	2,952,953	1,897,515	816,052
	Shares under Restricted Share Plan	23,334	42,560	-	743,545	-	-
David Curran	Performance share rights	63,519	-	-	1,264,621	-	-
George Frazis <sup>7</sup>	Performance share rights	94,372	40,302	40,302	1,926,925	1,391,518	621,718
	Shares under Restricted Share Plan	24,132	37,480	-	768,973	-	-
Alexandra Holcomb	Performance options	-	-	31,697	-	457,835	-
	Performance share rights	87,679	12,456	12,456	1,779,688	430,072	192,259
	Shares under Restricted Share Plan	11,007	19,387	-	350,741	-	-
Peter King	Performance share rights	101,206	10,991	10,991	2,064,879	379,489	165,230
	Shares under Restricted Share Plan	10,947	17,467	-	348,829	-	-
David Lindberg <sup>7</sup>	Performance share rights	12,476	-	-	248,330	-	-
	Shares under Restricted Share Plan	-	9,679	-	-	-	-
David McLean <sup>7</sup>	Performance share rights	35,662	6,151	6,151	643,414	203,319	79,436
	Unhurdled share rights	11,569	6,432	32,406	333,017	1,071,170	-
Christine Parker	Performance share rights	95,880	8,646	8,646	1,969,122	298,523	123,083
	Shares under Restricted Share Plan	14,583	19,212	-	464,692	-	-
<b>Former Managing Director &amp; Chief Executive Officer</b>							
Gail Kelly <sup>7</sup>	CEO Performance share rights	-	197,848	197,848	-	6,741,595	4,288,845
	Shares under the CEO Restricted Share Plan	56,988	83,812	-	1,815,939	-	-
<b>Former Group Executives</b>							
Rob Whitfield <sup>7</sup>	Performance share rights	81,961	43,966	43,966	1,687,370	1,518,026	689,260
	Unhurdled share rights	18,780	-	-	564,953	-	-
	Shares under Restricted Share Plan	23,932	41,376	-	762,600	-	-
Jason Yetton <sup>7</sup>	Performance share rights	123,202	12,823	12,823	2,531,603	442,743	198,003
	Shares under Restricted Share Plan	14,583	21,607	-	464,692	-	-

<sup>1</sup> No performance options were granted in 2015. The number of performance share rights granted in 2015 includes both the 2014 and 2015 LTI awards on transition to the revised LTI plan.

<sup>2</sup> 72% of hurdle share rights granted in 2011 vested in October 2014 as assessed against the TSR and EPS performance hurdle.

- <sup>3</sup> Vested options and share rights that were granted prior to October 2009 can be exercised up to a maximum of 10 years from their commencement date. For each share right and each performance option exercised during the year, the relevant executive received one fully paid Westpac ordinary share. The exercise price for share rights is nil.
- <sup>4</sup> For performance share rights, the value granted represents the number of securities granted multiplied by the fair value per instrument as set out in the table in the sub-section titled '*Fair value of LTI grants made during the year*' below. The value of performance share rights granted in 2015 includes both the 2014 and 2015 LTI awards on transition to the revised LTI plan. For restricted shares, the value granted represents the number of ordinary shares granted multiplied by the five day volume weighted average price of a Westpac ordinary share on the date the shares were granted. These values, which represent the full value of the equity-based awards made to disclosed Group Executives in 2015, do not reconcile with the amount shown in the table in Section 6.2 of this Report, which shows amortised totals of equity awards over their vesting period. The minimum total value of the grants for future financial years is nil and an estimate of the maximum possible total value in future financial years is the fair value, as shown above.
- <sup>5</sup> The value of each option or share right exercised or lapsed is calculated based on the five day volume weighted average price of Westpac ordinary shares on the ASX on the date of exercise (or lapse), less the relevant exercise price (if any). Where the exercise price is greater than the five day volume weighted average price of Westpac ordinary shares, the value has been calculated as nil.
- <sup>6</sup> Apart from equity instruments referred to in this section, no other equity instruments granted in prior years vested and none were forfeited during the financial year.
- <sup>7</sup> Refer Section 2 of this Report for details.

### ***Fair value of LTI grants made during the year***

The table below provides a summary of the fair value of LTI awards granted to Group Executives during 2015 calculated in accordance with Australian Accounting Standard AASB 2 Share-based Payments and is used for accounting purposes only. The LTI grants will vest on satisfaction of performance and/or service conditions tested in future financial years.

<b>Equity Instrument</b>	<b>Performance</b>		<b>Grant Date</b>	<b>Commencement</b>			<b>Fair Value<sup>2</sup> per Instrument</b>
	<b>Hurdle</b>	<b>Granted to</b>		<b>Date<sup>1</sup></b>	<b>Test Date</b>	<b>Expiry</b>	
Westpac Reward Plan	Relative TSR		3 December 2014	1 October 2014	1 October 2017	1 October 2024	\$15.06
	Cash EPS CAGR	All Group Executives	3 December 2014	1 October 2014	1 October 2017	1 October 2024	\$28.23
	Relative TSR		3 December 2014	1 October 2014	1 October 2018	1 October 2024	\$13.89
	Cash EPS CAGR		3 December 2014	1 October 2014	1 October 2017	1 October 2024	\$26.76

<sup>1</sup> The commencement date is the start of the performance period.

<sup>2</sup> The fair values of share rights granted during the year included in the table above have been independently calculated at their respective grant dates based on the requirements of AASB 2 Share-based Payment. The fair value of rights with Cash EPS CAGR hurdles has been assessed with reference to the share price at grant date and a discount rate reflecting the expected dividend yield over their vesting periods which for the rights valued at \$26.76 is 4 years to the 1 October 2018 vesting date. For the purpose of allocating rights with Cash EPS CAGR hurdles, the valuation also takes into account the average Cash EPS CAGR outcome using a Monte Carlo simulation model. The fair value of rights with hurdles based on TSR performance relative to a group of comparator companies also takes into account the average TSR outcome determined using a Monte Carlo simulation pricing model.

### **7. Employment agreements**

The remuneration and other terms of employment for the CEO and Group Executives are formalised in their employment agreements. Each of these employment agreements provides for the payment of fixed and performance-based remuneration, employer superannuation contributions and other benefits such as death and disablement insurance cover.

The term and termination provisions of the employment agreements for the current KMP are summarised below:

<b>Term</b>	<b>Who</b>	<b>Conditions</b>
<b>Duration of agreement</b>	CEO and Group Executives	Ongoing until notice given by either party
<b>Notice to be provided by the executive or the Group to terminate the employment agreement</b>	CEO and Group Executives Phil Coffey	12 months <sup>1</sup> Six months
<b>Termination payments to be made on termination without cause</b>	CEO and all Group Executives	Deferred STI and LTI awards vest according to the applicable equity plan rules
<b>Termination for cause</b>	CEO and all other Group Executives Brad Cooper and Phil Coffey	Immediately for misconduct Three months' notice for poor performance Immediately for misconduct Contractual notice period for poor performance
<b>Post-employment restraints</b>	CEO and all Group Executives	12 month non-solicitation restraint

<sup>1</sup> Payment in lieu of notice may in certain circumstances be approved by the Board for some or all of the notice period.

## 8. Non-executive Directors, CEO and Group Executives – Additional disclosures

### 8.1. Details of Westpac ordinary shares held by Non-executive Directors

#### *Shareholdings*

The following table sets out details of relevant interests in Westpac ordinary shares held by Non-executive Directors (including their related parties) during the year ended 30 September 2015<sup>1</sup>:

Name	Number Held at Start of the Year	Other Changes During the Year	Number Held at End of the Year
<b>Current Non-executive Directors</b>			
Lindsay Maxsted	17,283	594	17,877
Elizabeth Bryan	26,801	-	26,801
Ewen Crouch <sup>2</sup>	38,176	320	38,496
Alison Deans	9,000	-	9,000
Craig Dunn <sup>3</sup>	n/a	8,500	8,500
Robert Elstone	10,000	291	10,291
Peter Hawkins <sup>4</sup>	15,218	-	15,218
Peter Marriott	20,000	-	20,000
<b>Former Non-executive Director</b>			
Ann Pickard <sup>3,5</sup>	13,800	-	n/a

<sup>1</sup> None of these shares include non-beneficially held shares.

<sup>2</sup> In addition to holdings of ordinary shares, Ewen Crouch and his related parties held interests in 250 Westpac Capital Notes 2 at year end.

<sup>3</sup> The information relates to the period these individuals were Non-executive Directors. Refer Section 2 of this Report for details.

<sup>4</sup> In addition to holdings of ordinary shares, Peter Hawkins and his related parties held interests in 1,370 Convertible Preference Shares and 850 Westpac Capital Notes 3 at year end.

<sup>5</sup> Ann Pickard's relevant interests arose through holding 13,800 American Depository Shares (ADS). One ADS represents one Westpac fully paid ordinary share.

## 8.2. Details of Westpac equity holdings of Key Management Personnel

The following table sets out details of Westpac equity held by the CEO and Group Executives (including their related parties) for the year ended 30 September 2015<sup>1</sup>:

Name	Type of Equity-based Instrument	Number Held at Start of the Year	Number Granted During the Year as Remuneration	Received on Exercise and/or Exercised During the Year	Number Lapsed During the Year	Other Changes During the Year	Number Held at End of the Year	Number Vested and Exercisable at End of the Year
<b>Managing Director &amp; Chief Executive Officer</b>								
Brian Hartzler	Ordinary shares	25,421	24,150	-	-	-	49,571	-
	Performance share rights	116,608	129,547	-	-	-	246,155	-
<b>Group Executives</b>								
John Arthur <sup>2</sup>	Ordinary shares	207,050	19,607	29,310	-	8,189	264,156	-
	Performance share rights	170,570	122,943	(29,310)	(13,040)	-	251,163	-
Lyn Cobley <sup>3</sup>	Ordinary shares	n/a	54,011	-	-	-	54,011	-
Philip Coffey <sup>4</sup>	Ordinary shares	283,917	23,269	48,362	-	(49,993)	305,555	-
	Performance share rights	191,624	160,725	(48,362)	(21,948)	-	282,039	-
Brad Cooper	Ordinary shares	129,151	23,334	251,742	-	(366,645)	37,582	-
	Performance options	196,785	-	(196,785)	-	-	-	-
	Performance share rights	187,438	143,434	(54,957)	(24,001)	-	251,914	-
David Curran <sup>5</sup>	Ordinary shares	-	-	-	-	-	-	-
	Performance share rights	-	63,519	-	-	-	63,519	-
George Frazis	Ordinary shares	155,278	24,132	40,302	-	(182,938)	36,774	-
	Performance share rights	137,817	94,372	(40,302)	(18,290)	-	173,597	-
Alexandra Holcomb	Ordinary shares	60,601	11,007	44,153	-	(69,053)	46,708	-
	Performance options	70,544	-	(31,697)	-	-	38,847	38,847
	Performance share rights	50,493	87,679	(12,456)	(5,656)	-	120,060	-
Peter King	Ordinary shares	51,956	10,947	10,991	-	-	73,894	-
	Performance share rights	37,545	101,206	(10,991)	(4,860)	-	122,900	-
David Lindberg <sup>3</sup>	Ordinary shares	n/a	-	-	-	-	26,747	-
	Performance share rights	n/a	12,476	-	-	-	64,984	-
David McLean <sup>3</sup>	Ordinary shares	3,981	-	38,557	-	(39,884)	2,654	-
	Performance share rights	15,795	35,662	(6,151)	(2,334)	-	42,972	-
	Unhurdled share rights	32,406	11,569	(32,406)	-	-	11,569	-
Christine Parker	Ordinary shares	29,176	14,583	8,646	-	(30,361)	22,044	-
	Performance share rights	61,355	95,880	(8,646)	(3,619)	-	144,970	-
<b>Former Managing Director &amp; Chief Executive Officer</b>								
Gail Kelly <sup>3</sup>	Ordinary shares	1,542,459	56,988	197,848	-	-	n/a	-
	Performance share rights	713,264	-	(197,848)	(124,882)	-	n/a	-
<b>Former Group Executives</b>								
Rob Whitfield <sup>3</sup>	Ordinary shares	290,971	23,932	43,966	-	(83,024)	n/a	-
	Performance share rights	151,029	81,961	(43,966)	(20,279)	-	n/a	-
	Unhurdled share rights	-	18,780	-	-	-	n/a	-
Jason Yetton <sup>3</sup>	Ordinary shares	160,209	14,583	12,823	-	-	n/a	-
	Performance share rights	109,468	123,202	(12,823)	(5,825)	-	n/a	-

<sup>1</sup> The highest number of shares held by an individual in the above tables is 0.0096% of total Westpac ordinary shares outstanding as at 30 September 2015.

<sup>2</sup> In addition to holdings of ordinary shares, John Arthur and his related parties held interests in 1,000 Westpac Capital Notes and 885 Westpac Capital Notes 2 at year-end.

<sup>3</sup> This information relates to the period these individuals were Key Management Personnel. Refer Section 2 of the Remuneration Report for details.

<sup>4</sup> In addition to holdings of ordinary shares, Philip Coffey and his related parties held interests in 200,000 Westpac Capital Notes 2 and 3,000 Westpac Capital Notes 3 at year-end.

<sup>5</sup> David Curran and his related parties held interests in 965 Westpac Convertible Preference Shares at year-end.

### 8.3. Loans to Directors and other Key Management Personnel disclosures

All financial instrument transactions that have occurred during the financial year between Directors or other Key Management Personnel (KMP) and the Group are in the ordinary course of business on terms and conditions (including interest and collateral) as apply to other employees and certain customers. These transactions consisted principally of normal personal banking and financial investment services.

Details of loans to Directors and other KMP (including their related parties) of the Group are:

	Balance at Start of the Year \$	Interest Paid and Payable for the Year \$	Interest Not Charged During the Year \$	Balance at End of the Year \$	Number in Group at End of the Year
Directors	3,866,378	219,776	-	4,663,312	2
Other KMP	14,575,662	647,788	-	10,782,076	8
	18,442,040	867,564	-	15,445,388	10

Individuals (including their related parties) with loans above \$100,000 during the 2015 financial year are:

	Balance at Start of the Year \$	Interest Paid and Payable for the Year \$	Interest Not Charged During the Year \$	Balance at End of the Year \$	Highest Indebtedness during the Year \$
<b>Directors</b>					
Lindsay Maxsted	2,341,735	142,419	-	3,248,220	3,265,910
Ewen Crouch	1,524,643	77,357	-	1,415,092	1,524,643
<b>Other KMP</b>					
Brian Hartzer	27,995	4,842	-	63,063	106,127
John Arthur	-	41,235	-	1,463,544	1,490,000
Philip Coffey	2,394,000	118,312	-	2,394,000	2,394,000
Brad Cooper	3,996,192	87,777	-	266,534	4,041,548
George Frazis	228,225	7,653	-	-	228,225
Alexandra Holcomb	2,918,498	132,203	-	3,964,352	4,071,467
David McLean	-	50,293	-	31,975	1,358,144
Christine Parker	1,960,298	125,061	-	2,598,608	3,455,895
Rob Whitfield <sup>1</sup>	2,750,454	55,915	-	n/a	2,750,454
Jason Yetton <sup>1</sup>	300,000	24,497	-	n/a	1,790,558

<sup>1</sup> This information relates to the period these individuals were Key Management Personnel. Refer Section 2 of the Remuneration Report for details.

## 10. Auditor

### a) Auditor's independence declaration

A copy of the auditor's independence declaration as required under section 307C of the Corporations Act is below:



**Auditor's Independence Declaration**

As lead auditor for the audit of Westpac Banking Corporation for the year ended 30 September 2015, I declare that, to the best of my knowledge and belief, there have been:

- no contraventions of the auditor independence requirements of the *Corporations Act 2001* in relation to the audit; and
- no contraventions of any applicable code of professional conduct in relation to the audit.

This declaration is in respect of Westpac Banking Corporation and the entities it controlled during the period.



Michael Codling Partner PricewaterhouseCoopers	Sydney 2 November 2015
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*PricewaterhouseCoopers, ABN 52 780 433 757  
 Darling Park Tower 2, 201 Sussex Street, GPO BOX 2650, SYDNEY NSW 1171  
 T +61 2 8266 0000, F +61 2 8266 9999, www.pwc.com.au*

*Liability limited by a scheme approved under Professional Standards Legislation*

### b) Non-audit services

We may decide to engage PwC on assignments additional to their statutory audit duties where their expertise or experience with Westpac or a controlled entity is important.

Details of the non-audit service amounts paid or payable to PwC for non-audit services provided during the 2014 and 2015 financial years are set out in Note 39 to the financial statements.

PwC also provides audit and non-audit services to non-consolidated entities, non-consolidated trusts of which a Westpac Group entity is trustee, manager or responsible entity and non-consolidated superannuation funds or pension funds. The fees in respect of these services were approximately \$9.9 million in total (2014 \$7.9 million). PwC may also provide audit and non-audit services to other entities in which Westpac holds a minority interest and which are not consolidated. Westpac is not aware of the amount of any fees paid to PwC by those entities.

Westpac has a policy on engaging PwC, details of which are set out in Westpac's Corporate Governance Statement and in the subsection entitled 'Engagement of the external auditor', which forms part of this Directors' report.

The Board has considered the position and, in accordance with the advice received from the Board Audit Committee, is satisfied that the provision of the non-audit services during 2015 by PwC is compatible with the general standard of independence for auditors imposed by the Corporations Act. The Directors are satisfied that the provision of non-audit services by PwC, as set out above, did not compromise the auditor independence requirements of the Corporations Act for the following reasons:

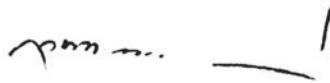
- all non-audit services have been reviewed by the Board Audit Committee, which is of the view that they do not impact the impartiality and objectivity of the auditor; and
- none of the services undermine the general principles relating to auditor independence as set out in APES 110 *Code of Ethics for Professional Accountants*.

## 11. Responsibility statement

The Directors of Westpac Banking Corporation confirm that to the best of their knowledge:

- the consolidated financial statements for the financial year ended 30 September 2015, which have been prepared in accordance with the accounting policies described in Note 1 to the consolidated financial statements, being in accordance with Australian Accounting Standards (AAS), give a true and fair view of the assets, liabilities, financial position and profit of the Group; and
- the Annual Report from the section entitled 'Information on Westpac' to and including the section entitled 'Other Westpac business information' includes a fair review of the information required by the Disclosure and Transparency Rules 4.1.8R to 4.1.11R of the United Kingdom Financial Conduct Authority.

Signed in accordance with a resolution of the Board.



Lindsay Maxsted  
Chairman  
2 November 2015



Brian Hartzer  
Managing Director & Chief Executive Officer  
2 November 2015

# 02

2

Five year summary

Reading this report

Review of Group operations

Divisional performance

Risk and risk management

Other Westpac business information

# Five year summary<sup>1</sup>

(in \$ m unless otherwise indicated)	2015	2014	2013	2012	2011
<b>Income statements for the years ended 30 September<sup>2</sup></b>					
Net interest income	14,267	13,542	12,821	12,502	11,996
Non-interest income	7,375	6,395	5,774	5,481	4,917
Net operating income before operating expenses and impairment charges	21,642	19,937	18,595	17,983	16,913
Operating expenses	(9,473)	(8,547)	(7,976)	(7,957)	(7,406)
Impairment charges	(753)	(650)	(847)	(1,212)	(993)
Profit before income tax	11,416	10,740	9,772	8,814	8,514
Income tax expense	(3,348)	(3,115)	(2,947)	(2,812)	(1,455)
Profit attributable to non-controlling interests	(56)	(64)	(74)	(66)	(68)
<b>Net profit attributable to owners of Westpac Banking Corporation</b>	<b>8,012</b>	<b>7,561</b>	<b>6,751</b>	<b>5,936</b>	<b>6,991</b>
<b>Balance sheet as at 30 September<sup>2</sup></b>					
Loans	623,316	580,343	536,164	514,445	496,609
Other assets	188,840	190,499	164,933	164,167	173,619
<b>Total assets</b>	<b>812,156</b>	<b>770,842</b>	<b>701,097</b>	<b>678,612</b>	<b>670,228</b>
Deposits and other borrowings	475,328	460,822	424,482	394,991	370,278
Debt issues	171,054	152,251	144,133	147,847	165,931
Loan capital	13,840	10,858	9,330	9,537	8,173
Other liabilities	98,019	97,574	75,615	79,972	82,038
<b>Total liabilities</b>	<b>758,241</b>	<b>721,505</b>	<b>653,560</b>	<b>632,347</b>	<b>626,420</b>
<b>Total shareholders' equity and non-controlling interests</b>	<b>53,915</b>	<b>49,337</b>	<b>47,537</b>	<b>46,265</b>	<b>43,808</b>
<b>Key financial ratios</b>					
<b>Shareholder value</b>					
Dividends per ordinary share (cents)	187	182	174	166	156
Special dividends per ordinary share (cents)	-	-	20	-	-
Dividend payout ratio (%) <sup>3</sup>	73.4	74.7	79.7	85.3	67.0
Return on average ordinary equity (%)	16.2	16.3	15.2	13.9	17.8
Basic earnings per share (cents)	256.3	243.7	218.3	194.7	233.0
Net tangible assets per ordinary share (\$) <sup>4</sup>	13.08	11.57	11.09	10.49	9.96
Share price (\$):					
High	40.07	35.99	34.79	24.99	25.60
Low	29.10	30.00	24.23	19.00	17.84
Close	29.70	32.14	32.73	24.85	20.34
<b>Business performance</b>					
Operating expenses to operating income ratio (%)	43.8	42.9	42.9	44.2	43.8
Net interest margin (%)	2.09	2.09	2.14	2.16	2.19
<b>Capital adequacy</b>					
Total equity to total assets (%)	6.6	6.4	6.8	6.8	6.5
Total equity to total average assets (%)	6.8	6.7	6.9	6.9	7.0
APRA Basel III:					
Common equity Tier 1 (%) <sup>5</sup>	9.5	9.0	9.1	8.2	n/a
Tier 1 ratio (%) <sup>6</sup>	11.4	10.6	10.7	10.3	9.7
Total capital ratio (%) <sup>6</sup>	13.3	12.3	12.3	11.7	11.0
<b>Credit quality</b>					
Net impaired assets to equity and collectively assessed provisions (%)	1.8	2.5	4.1	5.6	6.3
Total provisions for impairment on loans and credit commitments to total loans (basis points)	53	60	73	82	88
<b>Other information</b>					
Full-time equivalent employees (number at financial year end) <sup>7</sup>	32,620	33,586	33,045	33,418	33,898

<sup>1</sup> Where accounting classifications have changed or where changes in accounting policy are adopted retrospectively, comparatives have been revised and may differ from results previously reported.

<sup>2</sup> The above income statement extracts for 2015, 2014 and 2013 and balance sheet extracts for 2015 and 2014 are derived from the consolidated financial statements included in this Annual Report. The above income statement extracts for 2012 and 2011 and balance sheet extracts for 2013, 2012 and 2011 are derived from financial statements previously published.

<sup>3</sup> Excludes special dividends and adjusted for Treasury shares.

<sup>4</sup> Total equity attributable to owners of Westpac Banking Corporation, after deducting goodwill and other intangible assets divided by the number of ordinary shares outstanding, less Treasury shares held.

<sup>5</sup> Basel III was not effective in Australia until 1 January 2013. The 2012 ratio has been presented on a pro forma Basel III basis. No comparative is presented for 2011. For further information, refer to Note 33 to the financial statements.

<sup>6</sup> Basel III was not effective in Australia until 1 January 2013. Comparatives are presented on a Basel II basis. For further information, refer to Note 33 to the financial statements.

<sup>7</sup> Full-time equivalent employees includes full-time and pro-rata part-time staff. It excludes staff on unpaid absences (e.g. unpaid maternity leave), overtime, temporary and contract staff.

# Reading this report

## Disclosure regarding forward-looking statements

This Annual Report contains statements that constitute 'forward-looking statements' within the meaning of Section 21E of the US *Securities Exchange Act of 1934*.

Forward-looking statements are statements about matters that are not historical facts. Forward-looking statements appear in a number of places in this Annual Report and include statements regarding our intent, belief or current expectations with respect to our business and operations, market conditions, results of operations and financial condition, including, without limitation, future loan loss provisions and financial support to certain borrowers. We use words such as 'will', 'may', 'expect', 'intend', 'seek', 'would', 'should', 'could', 'continue', 'plan', 'estimate', 'anticipate', 'believe', 'probability', 'risk' or other similar words to identify forward-looking statements. These forward-looking statements reflect our current views with respect to future events and are subject to change, certain risks, uncertainties and assumptions which are, in many instances, beyond our control, and have been made based upon management's expectations and beliefs concerning future developments and their potential effect upon us. There can be no assurance that future developments will be in accordance with our expectations or that the effect of future developments on us will be those anticipated. Actual results could differ materially from those which we expect, depending on the outcome of various factors, including, but not limited to:

- the effect of, and changes in, laws, regulations, taxation or accounting standards or practices and government policy, particularly changes to liquidity, leverage and capital requirements;
- the stability of Australian and international financial systems and disruptions to financial markets and any losses or business impacts Westpac or its customers or counterparties may experience as a result;
- market volatility, including uncertain conditions in funding, equity and asset markets;
- adverse asset, credit or capital market conditions;
- the conduct, behaviour or practices of Westpac or its staff;
- changes to our credit ratings;
- levels of inflation, interest rates, exchange rates and market and monetary fluctuations;
- market liquidity and investor confidence;
- changes in economic conditions, consumer spending, saving and borrowing habits in Australia, New Zealand and in other countries in which Westpac or its customers or counterparties conduct their operations and our ability to maintain or to increase market share and control expenses;
- the effects of competition in the geographic and business areas in which Westpac conducts its operations;
- information security breaches, including cyberattacks;
- reliability and security of Westpac's technology and risks associated with changes to technology systems;
- the timely development and acceptance of new products and services and the perceived overall value of these products and services by customers;
- the effectiveness of Westpac's risk management policies, including our internal processes, systems and employees;
- the incidence or severity of Westpac insured events;
- the occurrence of environmental change or external events in countries in which Westpac or its customers or counterparties conduct their operations;
- internal and external events which may adversely impact Westpac's reputation;
- changes to the value of Westpac's intangible assets;
- changes in political, social or economic conditions in any of the major markets in which Westpac or its customers or counterparties operate;
- the success of strategic decisions involving diversification or innovation, in addition to business expansion and integration of new businesses; and
- various other factors beyond Westpac's control.

The above list is not exhaustive. For certain other factors that may impact on forward-looking statements made by Westpac, refer to 'Risk factors' under the section 'Risk and risk management'. When relying on forward-looking statements to make decisions with respect to Westpac, investors and others should carefully consider the foregoing factors and other uncertainties and events.

Westpac is under no obligation to update any forward-looking statements contained in this Annual Report, whether as a result of new information, future events or otherwise, after the date of this Annual Report.

## Significant developments

For a discussion of significant developments impacting the Group, refer to 'Significant developments' under 'Information on Westpac' in Section 1.

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**Currency of presentation, exchange rates and certain definitions**

In this Annual Report, 'financial statements' means our audited consolidated balance sheets as at 30 September 2015 and 30 September 2014 and income statements, statements of comprehensive income, changes in equity and cash flows for each of the years ended 30 September 2015, 2014 and 2013 together with accompanying notes which are included in this Annual Report.

Our financial year ends on 30 September. As used throughout this Annual Report, the financial year ended 30 September 2015 is referred to as 2015 and other financial years are referred to in a corresponding manner.

We publish our consolidated financial statements in Australian dollars. In this Annual Report, unless otherwise stated or the context otherwise requires, references to 'dollars', 'dollar amounts', '\$', 'AUD' or 'A\$' are to Australian dollars, references to 'US\$', 'USD' or 'US dollars' are to United States dollars and references to 'NZ\$', 'NZD' or 'NZ dollars' are to New Zealand dollars. Solely for the convenience of the reader, certain Australian dollar amounts have been translated into US dollars at a specified rate. These translations should not be construed as representations that the Australian dollar amounts actually represent such US dollar amounts or have been or could be converted into US dollars at the rate indicated. Unless otherwise stated, the translations of Australian dollars into US dollars have been made at the rate of A\$1.00 = US\$0.7020, the noon buying rate in New York City for cable transfers in Australian dollars as certified for customs purposes by the Federal Reserve Bank of New York (the 'noon buying rate') as of Wednesday, 30 September 2015. The Australian dollar equivalent of New Zealand dollars at 30 September 2015 was A\$1.00 = NZ\$1.098, being the closing spot exchange rate on that date. Refer to 'Exchange rates' in Section 4 for information regarding the rates of exchange between the Australian dollar and the US dollar for the financial years ended 30 September 2011 to 30 September 2015.

Any discrepancies between totals and sums of components in tables contained in this Annual Report are due to rounding.

## Selected consolidated financial and operating data

We have derived the following selected financial information as of, and for the financial years ended, 30 September 2015, 2014, 2013, 2012 and 2011 from our audited consolidated financial statements and related notes.

This information should be read together with our audited consolidated financial statements and the accompanying notes included elsewhere in this Annual Report.

## Accounting standards

The financial statements and other financial information included elsewhere in this Annual Report, unless otherwise indicated, have been prepared and presented in accordance with Australian Accounting Standards (AAS). Compliance with AAS ensures that the financial statements also comply with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB).

The financial statements have been prepared in accordance with the accounting policies described in the Notes to the financial statements.

## Recent accounting developments

For a discussion of recent accounting developments refer to Note 1 to the financial statements.

## Critical accounting estimates

Our reported results are sensitive to the accounting policies, assumptions and estimates that underlie the preparation of the income statement and the balance sheet. Note 1(d) includes a description of our critical accounting assumptions and estimates. We have discussed each of the assumptions and estimates with our Board Audit Committee (BAC). The following is a summary of the areas we consider involve our most critical accounting estimates.

### Fair value of financial instruments

Financial instruments classified as held-for-trading (including derivatives) or designated at fair value through income statement and financial assets classified as available-for-sale are recognised in the financial statements at fair value. All derivatives are measured and recognised at fair value. As far as possible, financial instruments are valued with reference to quoted, observable market prices or by using models which employ observable valuation parameters. Where valuation models rely on parameters for which inputs are not observable, judgments and estimation may be required.

As at 30 September 2015, the fair value of trading securities and financial assets designated at fair value through profit or loss, loans designated at fair value, available-for-sale securities and life insurance assets was \$102,455 million (2014: \$102,254 million). The value of other financial liabilities at fair value through income statement, deposits and other borrowings at fair value, debt issues at fair value and life insurance liabilities was \$76,342 million (2014: \$88,051 million). The fair value of outstanding derivatives was a net liability of \$131 million (2014: \$1,865 million net asset). The fair value of financial assets and financial liabilities determined by valuation models that use unobservable market prices was \$1,969 million (2014: \$1,815 million) and \$57 million (2014: \$48 million), respectively. The fair value of other financial assets and financial liabilities, including derivatives, is largely determined based on valuation models using observable market prices and rates. Where observable market inputs are not available, day one profits or losses are not recognised.

We believe that the judgments and estimates used are reasonable in the current market. However, a change in these judgments and estimates would lead to different results as future market conditions can vary from those expected.

### Provisions for impairment charges on loans

Provisions for credit impairment represent management's best estimate of the impairment charges incurred in the loan portfolios as at the balance date. There are two components of our loan impairment provisions: Individually Assessed Provisions (IAPs) and Collectively Assessed Provisions (CAPs).

In determining IAPs, considerations that have a bearing on the amount and timing of expected future cash flows are taken into account. For example, the business prospects of the customer, the realisable value of collateral, our position relative to other claimants, the reliability of customer information and the likely cost and duration of the work-out process. These judgments and estimates can change with time as new information becomes available or as work-out strategies evolve, resulting in revisions to the impairment provision as individual decisions are made.

The CAPs are established on a portfolio basis taking into account the level of arrears, collateral and security, past loss experience, current economic conditions, expected default and timing of recovery based on portfolio trends. The most significant factors in establishing these provisions are estimated loss rates and related emergence periods. The future credit quality of these portfolios is subject to uncertainties that could cause actual credit losses to differ from reported loan impairment provisions. These uncertainties include the economic environment, notably interest rates, unemployment levels, payment behaviour and bankruptcy rates.

As at 30 September 2015, gross loans to customers were \$626,344 million (2014: \$583,516 million) and the provision for impairment on loans was \$3,028 million (2014: \$3,173 million).

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### *Goodwill*

Goodwill represents the excess of purchase consideration, the amount of any non-controlling interest in the acquiree and the acquisition date fair value of any previous equity interest in the acquiree, over the fair value of the identified net assets of acquired businesses. The determination of the fair value of the assets and liabilities of acquired businesses requires the exercise of management judgment. Different fair values would result in changes to the goodwill and to the post-acquisition performance of the acquisitions.

Goodwill is tested for impairment annually by determining if the carrying value of the cash-generating unit (CGU) that it has been allocated to is recoverable. The recoverable amount is the higher of the CGU's fair value less costs to sell and its value in use. Determination of appropriate cash flows and discount rates for the calculation of the value in use is subjective. As at 30 September 2015, the carrying value of goodwill was \$8,809 million (2014: \$9,112 million). Refer to Note 26 to the financial statements for further information.

### *Superannuation obligations*

The actuarial valuation of our defined benefit plan obligations are dependent upon a series of assumptions, the key ones being discount rate, salary increase rate, mortality, morbidity and investment returns assumptions. Different assumptions could significantly alter the amount of the difference between plan assets and defined benefit obligations and the amount recognised directly in retained earnings.

The aggregate superannuation deficits across all our plans as at 30 September 2015 was \$192 million (2014: \$315 million). One plan had a superannuation surplus as at 30 September 2015 of \$18 million (2014: \$nil).

### *Provisions (other than loan impairment charges)*

Provisions are held in respect of a range of obligations such as employee entitlements, restructuring costs, litigation provisions and non-lending losses, impairment charges on credit commitments and surplus lease space. Some of the provisions involve significant judgment about the likely outcome of various events and estimated future cash flows.

### *Income taxes*

The Group is subject to income taxes in Australia and jurisdictions where it has foreign operations. All our businesses predominantly operate in jurisdictions with similar tax rates to the Australian corporate tax rate. Significant judgment is required in determining the worldwide provision for income taxes. There are many transactions and calculations undertaken during the ordinary course of business for which the ultimate tax determination is uncertain. For these circumstances, we hold appropriate provisions. Where the final outcome of these matters is different from the amounts that were initially recorded, such differences will impact the current and deferred tax provisions in the period where such determination is made.

### *Life insurance contract liabilities*

The actuarial valuation of life insurance contract liabilities and associated deferred policy acquisition costs are dependent upon a number of assumptions. The key factors impacting the valuation of these liabilities and related assets are the cost of providing benefits and administrating the contracts, mortality and morbidity experience, discontinuance experience and the rate at which projected future cash flows are discounted.

## Income statement review

### Consolidated income statement<sup>1</sup>

As at 30 September (in \$m unless otherwise indicated)	2015	2015	2014	2013	2012	2011
	US\$ <sup>2</sup>	A\$	A\$	A\$	A\$	A\$
Interest income	22,671	32,295	32,248	33,009	36,873	38,098
Interest expense	(12,656)	(18,028)	(18,706)	(20,188)	(24,371)	(26,102)
Net interest income	10,015	14,267	13,542	12,821	12,502	11,996
Non-interest income	5,177	7,375	6,395	5,774	5,481	4,917
Net operating income before operating expenses and impairment charges	15,192	21,642	19,937	18,595	17,983	16,913
Operating expenses	(6,650)	(9,473)	(8,547)	(7,976)	(7,957)	(7,406)
Impairment charges	(529)	(753)	(650)	(847)	(1,212)	(993)
<b>Profit before income tax</b>	<b>8,013</b>	<b>11,416</b>	<b>10,740</b>	<b>9,772</b>	<b>8,814</b>	<b>8,514</b>
Income tax expense	(2,350)	(3,348)	(3,115)	(2,947)	(2,812)	(1,455)
<b>Net profit for the year</b>	<b>5,663</b>	<b>8,068</b>	<b>7,625</b>	<b>6,825</b>	<b>6,002</b>	<b>7,059</b>
Profit attributable to non-controlling interests	(39)	(56)	(64)	(74)	(66)	(68)
<b>Net profit attributable to owners of Westpac Banking Corporation</b>	<b>5,624</b>	<b>8,012</b>	<b>7,561</b>	<b>6,751</b>	<b>5,936</b>	<b>6,991</b>
Weighted average number of ordinary shares (millions)	3,124	3,124	3,098	3,087	3,043	2,997
Basic earnings per ordinary share (cents)	179.9	256.3	243.7	218.3	194.7	233.0
Diluted earnings per share (cents) <sup>3</sup>	175.0	249.3	238.7	213.5	189.4	223.6
Dividends per ordinary share (cents)	131	187	182	174	166	156
Special dividends per ordinary share (cents)	-	-	-	20	-	-
Dividend payout ratio (%) <sup>4</sup>	73.4	73.4	74.7	79.7	85.3	67.0

<sup>1</sup> Where accounting classifications have changed or where changes in accounting policy are adopted retrospectively, comparatives have been revised and may differ from results previously reported.

<sup>2</sup> Australian dollar amounts have been translated into US dollars solely for the convenience of the reader at the rate of A\$1.00 = US\$0.7020, the noon buying rate in New York City on 30 September 2015.

<sup>3</sup> Based on basic earnings per share, with the weighted average number of fully paid ordinary shares outstanding adjusted for the conversion of dilutive potential ordinary shares, issued for no consideration, and after adjusting earnings for distributions on dilutive potential ordinary shares.

<sup>4</sup> Calculated by dividing the dividends per ordinary share by the basic earnings per ordinary share. Excludes special dividends and adjusted for Treasury shares.

### Overview of performance – 2015 v 2014

Net profit attributable to owners for 2015 was \$8,012 million, an increase of \$451 million or 6% compared to 2014. There were a number of significant infrequent items that in aggregate increased net profit. These included the partial sale of the Group's shareholding in BT Investment Management Limited (BTIM)<sup>1</sup> which generated an after tax gain of \$665 million, several tax recoveries of \$121 million, partially offset by higher technology expenses of \$354 million (post-tax) following changes to accounting for technology investment spending and derivative valuation methodologies changes which resulted in an \$85 million<sup>2</sup> (post-tax) charge.

Net interest income increased \$725 million or 5% compared to 2014, with total loan growth of 7% and customer deposit growth of 4%. Net interest margin was stable at 2.09%, with lower Treasury income, reduced asset spreads and higher liquidity costs offset by reduced cost of funds from both deposit products and wholesale funding.

Non-interest income increased \$980 million or 15% compared to 2014 primarily due to the gain associated with the sale of BTIM shares (\$1,036 million). Excluding this item, non-interest income reduced \$56 million or 1% from lower trading income<sup>2</sup> and lower insurance income reflecting higher insurance claims mostly associated with severe weather events.

Operating expenses increased \$926 million or 11% compared to 2014. This included \$505 million related to changes to accounting for technology investment spending. Excluding this item, operating expenses increased \$421 million or 5% primarily due to higher investment related costs, including increased software amortisation and foreign currency translation impacts.

Impairment charges increased \$103 million compared to 2014 mostly due to a reduced benefit from credit quality improvements while direct write-offs were also higher. Overall asset quality improved during the year with stressed exposures as a percentage of total committed exposures reducing from 1.24% to 0.99%.

The effective tax rate of 29.3% in 2015 was marginally higher than the 29.0% recorded in 2014.

2015 basic earnings per share were 256.3 cents per share compared to 243.7 cents per share in 2014.

<sup>1</sup> Refer to divisional results of BT Financial Group (Australia) for more detail.

<sup>2</sup> In 2015 changes were made to derivative valuation methodologies, which include the first time adoption of a Funding Valuation Adjustment (FVA) to the fair value of derivatives. The impact of these changes resulted in a \$122 million (pre-tax) charge which reduced non-interest income.

The Board has determined a final dividend of 94 cents per ordinary share. The full year ordinary dividends of 187 cents represent an increase of 3% over ordinary dividends declared in 2014 and a pay-out ratio of 73.4%. The full year ordinary dividend is fully franked.

#### **Income statement review – 2015 v 2014**

##### **Net interest income – 2015 v 2014**

\$m	2015	2014	2013
Interest income	32,295	32,248	33,009
Interest expense	(18,028)	(18,706)	(20,188)
<b>Net interest income</b>	<b>14,267</b>	<b>13,542</b>	<b>12,821</b>
<b>Increase/(decrease) in net interest income</b>			
Due to change in volume	878	802	430
Due to change in rate	(153)	(81)	(111)
<b>Change in net interest income</b>	<b>725</b>	<b>721</b>	<b>319</b>

Net interest income increased \$725 million or 5% compared to 2014. Key features include:

- net interest income excluding Treasury and Markets increased \$863 million or 7%, reflecting 6% growth in average interest-earning assets and a 2 basis point increase in Group net interest margin excluding Treasury and Markets; and
- in aggregate, Treasury and Markets net interest income decreased \$138 million or 25% due to lower returns in Treasury related to the liquid asset portfolio and balance sheet management activities.

Total loans were \$43.0 billion or 7% higher than 2014. Excluding foreign exchange translation impacts, total loans increased \$38.7 billion or 7%.

Key features of total loan growth were:

- Australian housing loans increased \$24.8 billion or 7% at 0.8x system<sup>1</sup>. New lending volumes increased 13% during the year. Excluding the impact of customer switching to owner occupied lending, investor property lending growth was under 10%<sup>2</sup>;
- Australian personal loans and cards increased \$1.0 billion or 5%, with growth across auto finance and personal lending;
- Australian business loans increased \$8.6 billion or 6% at 1.2x system<sup>1</sup>. Growth in institutional lending was mainly in infrastructure and financial services segments. Westpac RBB and St.George increased 4%, with new lending 11% higher;
- New Zealand lending increased NZ\$4.6 billion or 7%. Mortgages grew at 6% (0.8x system<sup>3</sup>), and business lending increased 8% (in line with system); and
- other overseas loans increased \$3.2 billion or 23%. Excluding the impact of foreign currency translation, other overseas loans increased \$0.1 billion. Growth in term lending was offset by lower trade finance volumes.

Total customer deposits were \$17.9 billion or 4% higher than 2014. Excluding foreign exchange translation impacts, customer deposits increased \$14.7 billion or 4%.

Key features of total customer deposit growth were:

- Australian customer deposits increased \$17.2 billion or 5%. Household deposits grew at system<sup>4</sup> in the year. Growth in financial corporation and non-financial corporation deposits was modest as pricing was adjusted to reflect relative Liquidity Coverage Ratio (LCR) value. Australian non-interest bearing deposits increased from growth in mortgage offset accounts;
- New Zealand customer deposits increased NZ\$2.5 billion or 5%, with a focus on higher quality deposits; and
- other overseas customer deposits decreased \$2.4 billion.

Certificates of deposits decreased \$3.4 billion or 7%, reflecting decreased short term wholesale funding in this form.

<sup>1</sup> Source: Reserve Bank of Australia (RBA).

<sup>2</sup> As measured under APRA's 10% growth rate threshold for investor property lending.

<sup>3</sup> Source: Reserve Bank of New Zealand (RBNZ).

<sup>4</sup> Source: APRA.

# Review of Group operations

## **Interest spread and margin – 2015 v 2014**

\$m	2015	2014	2013
<b>Group</b>			
Net interest income	14,267	13,542	12,821
Average interest earning assets	683,814	647,362	599,869
Average interest bearing liabilities	640,628	606,553	560,470
<b>Average net non-interest bearing assets, liabilities and equity</b>	<b>43,186</b>	<b>40,809</b>	<b>39,399</b>
Interest spread <sup>1</sup>	1.91%	1.90%	1.90%
Benefit of net non-interest bearing assets, liabilities and equity <sup>2</sup>	0.18%	0.19%	0.24%
<b>Net interest margin<sup>3</sup></b>	<b>2.09%</b>	<b>2.09%</b>	<b>2.14%</b>

<sup>1</sup> Interest spread is the difference between the average yield on all interest earning assets and the average yield on all interest bearing liabilities.

<sup>2</sup> The benefit of net non-interest bearing assets, liabilities and equity is determined by applying the average yield paid on all interest bearing liabilities to the average level of net non-interest bearing funds as a percentage of average interest earning assets.

<sup>3</sup> Net interest margin is calculated by dividing net interest income by average interest earning assets.

Net interest margin was 2.09% in 2015, remaining flat compared to 2014. Key drivers of the margin were:

- a 8 basis point decline from asset spreads. The primary driver was increased competition in mortgages. Business, institutional, and unsecured lending spreads were also lower;
- a 2 basis point decline from Treasury and Markets, reflecting lower returns from the management of the liquids portfolio and balance sheet management in Treasury;
- a 2 basis point decline from increased holdings of high quality liquid assets to meet the new LCR requirement from 1 January 2015 and the Committed Liquidity Facility (CLF) fee of 15 basis points; and
- a 1 basis point decline from capital and other due to the impact of lower hedge rates on capital returns in relation to 2014, partially offset by increased capital from the 2015 interim dividend DRP and partial DRP underwrite; offset by
- a 13 basis point increase from lower funding costs. This comprised:
  - a 3 basis point increase from lower term funding costs, as pricing for new term senior issuances was lower than maturing deals; and
  - a 10 basis point increase from customer deposit impacts, mostly from improved spreads on term deposits and savings accounts.

## **Non-interest income – 2015 v 2014**

\$m	2015	2014	2013
Fees and commissions	2,942	2,926	2,723
Wealth management and insurance income	2,228	2,254	1,944
Trading income	964	1,017	1,069
Other income	1,241	198	38
<b>Non-interest income</b>	<b>7,375</b>	<b>6,395</b>	<b>5,774</b>

Non-interest income was \$7,375 million in 2015, an increase of \$980 million or 15% compared to 2014. The increase was primarily driven by the partial sale of an interest in BTIM and higher fees and commissions, partially offset by a decline in wealth management and insurance income and trading income.

Fees and commissions income was \$2,942 million in 2015, an increase of \$16 million or 1% compared to 2014. This increase was primarily due to growth in business lending fees, institutional fees and the full period impact of the Lloyds acquisition. Credit card income was lower mostly reflecting promotional point awards associated with the launch of the Westpac New Zealand Airpoints loyalty program.

Wealth management and insurance income was \$2,228 million in 2015, a decrease of \$26 million or 1% compared to 2014. This decrease was primarily due to:

- funds management and life insurance revenue grew as a result of the benefit of positive net flows, higher average FUM and FUA balances and growth in net earned premiums of 14% on life insurance. This was offset by the lower BTIM income associated with the partial sale and move to equity accounting<sup>1</sup>, lower performance fee income, a slightly higher loss ratio and increased claims which is consistent with growth in the book; and
- general insurance income decreased from higher insurance claims mostly related to severe weather events (\$65 million). This was partly offset by gross written premium growth of 6% driven by home and contents sales.

<sup>1</sup> Refer to divisional results of BT Financial Group (Australia) for more detail.

Trading income was \$964 million in 2015, a decrease of \$53 million or 5% compared to 2014. This decrease reflects the \$122 million charge from methodology changes to derivative valuation adjustments<sup>1</sup> which more than offset higher Market sales and trading income. The contribution to trading income from Westpac Pacific was also lower following the introduction of exchange rate controls in PNG which reduced foreign exchange income.

Other income was \$1,241 million in 2015, an increase of \$1,043 million or 527% compared to 2014. This increase was primarily driven by the partial sale of an interest in BTIM which delivered a realised gain of \$1,036 million and a rise in income from asset sales.

#### **Operating expenses – 2015 v 2014**

\$m	2015	2014 <sup>1</sup>	2013
Salaries and other staff expenses	4,704	4,571	4,269
Equipment and occupancy expenses	954	904	873
Technology expenses	2,288	1,574	1,406
Other expenses	1,527	1,498	1,428
<b>Total operating expenses</b>	<b>9,473</b>	<b>8,547</b>	<b>7,976</b>
Total operating expenses to net operating income ratio	43.8%	42.9%	42.9%

<sup>1</sup> Prior comparative period has been restated to reflect business structure changes in 2015.

Operating expenses increased \$926 million or 11% compared to 2014. The key factors of the result were:

- changes to the accounting approach for technology investment spend resulted in an increase in the technology and IT equipment expenses by \$505 million or 32%, with a further \$118 million or 1% higher than 2014 due to higher investment related expenses;
- foreign currency translation contributed \$51 million or 1%; partially offset by
- lower BTIM expenses associated with the partial sale and move to equity accounting<sup>2</sup>; and
- delivery of productivity benefits of \$239 million or 3%.

Salaries and other staff expenses were \$4,704 million, an increase of \$133 million or 3% compared to 2014. This result reflects the full year impact of annual salary increases, partially offset by a reduction in FTE from productivity initiatives and lower BTIM expenses associated with the partial sale and move to equity accounting.

Equipment and occupancy costs were \$954 million, an increase of \$50 million or 6% compared to 2014. This increase was due to:

- rental expenses increased as a result of the Group moving from landlord to tenant following the sale of property and relocation to Barangaroo with a fixed rent lease<sup>3</sup>; and
- investment in an additional 12 Bank of Melbourne branches.

Technology expenses were \$2,288 million, an increase of \$714 million or 45%. This was driven by:

- higher technology expenses, IT equipment depreciation and impairment expenses of \$623 million or 40%, including the impact of changes to the accounting for technology investments (\$505 million); and
- higher software licensing and volume related costs.

Other expenses were \$1,527 million, \$29 million or 2% higher compared to 2014. This increase was due to:

- higher non lending losses of \$97 million due mainly to higher credit card and digital fraud and the release of \$75 million provision in 2014 related to Bell litigation not repeated; and
- professional service costs associated with higher outsourced operational costs; partially offset by
- Westpac Bicentennial Foundation grant of \$100 million in 2014 not repeated in 2015.

#### **Impairment charges – 2015 v 2014**

\$m	2015	2014	2013
Impairment charges	753	650	847
Impairment charges to average gross loans (basis points)	12	12	16

<sup>1</sup> In 2015 changes were made to derivative valuation methodologies, which include the first time adoption of a Funding Valuation Adjustment (FVA) to the fair value of derivatives. The impact of these changes resulted in a \$122 million (pre-tax) charge which reduced non-interest income.

<sup>2</sup> Refer to divisional results of BT Financial Group (Australia) for more detail.

<sup>3</sup> Accounting standards require any lease with fixed rent increases to be "Straight-lined", spreading the fixed annual rental increases evenly over the term of the lease. This adjustment brings forward future increases in cash rent, creating a flat profile over the life of the lease.

## Review of Group operations

The improvement in asset quality through 2015, including low levels of new impaired assets, has led to impairment charges relative to average gross loans remaining modest at 12 basis points. While the level of impairment charges was low, they increased over the year from higher collectively assessed provision charges. Balance sheet provisions were broadly maintained, with collective provisions rising \$49 million and individually assessed provisions are lower from the write-offs of existing impaired assets, down \$198 million. Economic overlays were little changed (\$1 million) over 2015 with a balance of \$388 million at 30 September 2015.

Impairment charges of \$753 million were up \$103 million when compared to 2014.

Key movements included:

- new Individually Assessed Provisions (IAP) reduced by \$118 million offset by lower write-backs and recoveries, \$111 million lower compared to 2014; and
- total new Collectively Assessed Provisions (CAP) were \$110 million higher than 2014. Write-offs increased \$91 million due to the reclassification from new IAPs to write-offs for the Lloyds portfolio and growth in the Westpac RBB unsecured portfolio. Other changes in CAPs were a smaller benefit as portfolio quality improved at a slower rate.

### **Income tax expense – 2015 v 2014**

\$m	2015	2014	2013
Income tax expense	3,348	3,115	2,947
Tax as a percentage of profit before income tax expense (effective tax rate)	29.3%	29.0%	30.2%

Income tax expense was \$3,348 million in 2015, an increase of \$233 million or 7% compared to 2014. The effective tax rate increased to 29.3% in 2015, from 29.0% in 2014. The increase was largely due to the finalisation of prior period taxation matters in 2014 that was not repeated in 2015.

## Balance sheet review

### Selected consolidated balance sheet data<sup>1</sup>

The detailed components of the balance sheet are set out in the notes to the financial statements.

As at 30 September	2015 US\$m <sup>2</sup>	2015 A\$m	2014 A\$m	2013 A\$m	2012 A\$m	2011 A\$m
Cash and balances with central banks	10,369	14,770	25,760	11,699	12,523	16,258
Receivables due from other financial institutions	6,727	9,583	7,424	11,210	10,228	8,551
Derivative financial instruments	33,817	48,173	41,404	28,356	35,489	49,145
Trading securities and financial assets designated at fair value and available-for-sale securities	57,765	82,287	81,933	79,100	71,739	69,006
Loans	437,568	623,316	580,343	536,164	514,445	496,609
Life insurance assets	9,214	13,125	11,007	13,149	11,907	7,916
All other assets	14,673	20,902	22,971	21,419	22,281	22,743
<b>Total assets</b>	<b>570,133</b>	<b>812,156</b>	<b>770,842</b>	<b>701,097</b>	<b>678,612</b>	<b>670,228</b>
Payables due to other financial institutions	13,149	18,731	18,636	8,836	7,564	14,512
Deposits and other borrowings	333,680	475,328	460,822	424,482	394,991	370,278
Other financial liabilities at fair value through income statement	6,477	9,226	19,236	10,302	9,964	9,803
Derivative financial instruments	33,909	48,304	39,539	32,990	38,935	39,405
Debt issues	120,080	171,054	152,251	144,133	147,847	165,931
Life insurance liabilities	8,114	11,559	9,637	11,938	10,875	7,002
All other liabilities	7,160	10,199	10,526	11,549	12,634	11,316
Total liabilities excluding loan capital	522,569	744,401	710,647	644,230	622,810	618,247
Total loan capital <sup>3</sup>	9,716	13,840	10,858	9,330	9,537	8,173
<b>Total liabilities</b>	<b>532,285</b>	<b>758,241</b>	<b>721,505</b>	<b>653,560</b>	<b>632,347</b>	<b>626,420</b>
<b>Net assets</b>	<b>37,848</b>	<b>53,915</b>	<b>49,337</b>	<b>47,537</b>	<b>46,265</b>	<b>43,808</b>
Total equity attributable to owners of Westpac Banking Corporation	37,274	53,098	48,456	46,674	44,295	41,826
Non-controlling interests	574	817	881	863	1,970	1,982
<b>Total shareholders' equity and non-controlling interests</b>	<b>37,848</b>	<b>53,915</b>	<b>49,337</b>	<b>47,537</b>	<b>46,265</b>	<b>43,808</b>
<b>Average balances</b>						
Total assets	560,690	798,703	737,124	688,295	665,804	628,428
Loans and other receivables <sup>4</sup>	417,128	594,200	559,789	516,482	501,118	476,083
Total equity attributable to owners of Westpac Banking Corporation	34,651	49,361	46,477	44,350	42,605	39,378
Non-controlling interests	600	854	862	1,972	1,964	1,921

<sup>1</sup> Where accounting classifications have changed or where changes in accounting policy are adopted retrospectively, comparatives have been revised and may differ from results previously reported.

<sup>2</sup> Australian dollar amounts have been translated into US dollars solely for the convenience of the reader at the rate of A\$1.00 = US\$0.7020, the noon buying rate in New York City on 30 September 2015.

<sup>3</sup> This includes Westpac Capital Notes 3 (Westpac CN3) in 2015, Westpac Capital Notes 2 (Westpac CN2) in 2014, Westpac Capital Notes (Westpac CN), Westpac Convertible Preference Shares (Westpac CPS) and 2004 Trust Preferred Securities (2004 TPS) in 2015, 2014 and 2013; Westpac Stapled Preferred Securities II (SPS II) in 2013; Westpac CPS, Westpac Stapled Preferred Securities (SPS), SPS II and 2004 TPS in 2012; and SPS, SPS II and 2004 TPS in 2011.

<sup>4</sup> Other receivables include other assets, cash and balances with central banks.

# Review of Group operations

<b>Summary of consolidated ratios</b>		<b>2015</b>	<b>2015</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>
<b>As at 30 September</b> (in \$m unless otherwise indicated)		<b>US\$<sup>1</sup></b>	<b>A\$</b>	<b>A\$</b>	<b>A\$</b>	<b>A\$</b>	<b>A\$</b>
<b>Profitability ratios (%)</b>							
Net interest margin <sup>2</sup>		2.09	2.09	2.09	2.14	2.16	2.19
Return on average assets <sup>3</sup>		1.00	1.00	1.03	0.98	0.89	1.11
Return on average ordinary equity <sup>4</sup>		16.2	16.2	16.3	15.2	13.9	17.8
Return on average total equity <sup>5</sup>		16.0	16.0	16.0	14.6	13.3	16.9
<b>Capital ratio (%)</b>							
Average total equity to average total assets		6.3	6.3	6.4	6.7	6.7	6.6
Tier 1 ratio <sup>6</sup>		11.4	11.4	10.6	10.7	10.3	9.7
Total capital ratio <sup>6</sup>		13.3	13.3	12.3	12.3	11.7	11.0
<b>Earnings ratios</b>							
Basic earnings per ordinary share (cents) <sup>7</sup>		179.9	256.3	243.7	218.3	194.7	233.0
Diluted earnings per ordinary share (cents) <sup>8</sup>		175.0	249.3	238.7	213.5	189.4	223.6
Dividends per ordinary share (cents)		131	187	182	174	166	156
Special dividends per ordinary share (cents)		-	-	-	20	-	-
Dividend payout ratio (%)		73.4	73.4	74.7	79.7	85.3	67.0
<b>Credit quality ratios</b>							
Impairment charges on loans written off (net of recoveries)		777	1,107	1,302	1,323	1,604	1,867
Impairment charges on loans written off (net of recoveries) to average loans (bps)		18	18	23	25	32	38

<sup>1</sup> Australian dollar amounts have been translated into US dollars solely for the convenience of the reader at the rate of A\$1.00 = US\$0.7020, the noon buying rate in New York City on 30 September 2015.

<sup>2</sup> Calculated by dividing net interest income by average interest earning assets.

<sup>3</sup> Calculated by dividing net profit attributable to owners of Westpac Banking Corporation by average total assets.

<sup>4</sup> Calculated by dividing net profit attributable to owners of Westpac Banking Corporation by average ordinary equity.

<sup>5</sup> Calculated by dividing net profit attributable to owners of Westpac Banking Corporation by average ordinary equity and non-controlling interests.

<sup>6</sup> Basel III was not effective in Australia until 1 January 2014. Comparatives are presented on a Basel II basis. For further information, refer to Note 33 to the financial statements.

<sup>7</sup> Based on the weighted average number of fully paid ordinary shares.

<sup>8</sup> Based on basic earnings per share, with the weighted average number of fully paid ordinary shares outstanding adjusted for the conversion of dilutive potential ordinary shares, issued for no consideration, and after adjusting earnings for distributions on dilutive potential ordinary shares.

## Balance sheet review

### Assets – 2015 v 2014

Total assets as at 30 September 2015 were \$812.2 billion, an increase of \$41.3 billion or 5% compared to 30 September 2014. Significant movements during the year included:

- cash and balances with central banks decreased \$11.0 billion or 43% reflecting lower liquid assets held in this form;
- receivables due from other financial institutions increased \$2.2 billion or 29% due to higher collateral posted with derivative counterparties, mainly related to foreign currency swaps and forwards;
- trading securities, other financial assets designated at fair value and available-for-sale securities increased \$0.4 billion or 0.4%. Holdings of liquid assets for LCR purposes increased \$4.7 billion, partially offset by a reduction of \$4.3 billion in bonds held for trading purposes;
- derivative assets increased \$6.8 billion or 16% mainly due to foreign currency translation impacts on cross currency swaps and forward contracts, offset by an increase in netting for centrally cleared trades;
- loans grew \$43.0 billion or 7%. Refer to Loan Quality below for further information; and
- life insurance assets increased by \$2.1 billion or 19%, as two additional managed funds were consolidated.

### **Liabilities and equity – 2015 v 2014**

Total liabilities as at 30 September 2015 were \$758.2 billion, an increase of \$36.7 billion or 5% compared to 30 September 2014. Significant movements during the year included:

- deposits and other borrowings increased \$14.5 billion or 3%; Australian deposits increased \$17.2 billion, New Zealand deposit increased \$3.1 billion, other overseas deposits decreased \$2.4 billion and certificates of deposits decreased \$3.4 billion;
- other financial liabilities at fair value through the income statement decreased \$10.0 billion or 52% due to reduced funding of securities through repurchase agreements;
- derivative liabilities increased \$8.8 billion or 22% mainly due to foreign currency translation impacts on cross currency swaps and forward contracts, offset by an increase in netting for centrally cleared trades;
- debt issues increased \$18.8 billion or 12% (\$8 billion or 5% increase excluding foreign currency translation impacts) reflecting additional long term and short term issuances;
- life insurance liabilities increased by \$1.9 billion or 20%, as two additional managed funds were consolidated; and
- loan capital increased \$3.0 billion or 27% reflecting the Westpac Capital Notes 3 (Additional Tier 1 capital) issuance of \$1.3 billion, subordinated debt issuances of \$1.0 billion and foreign currency translation impacts.

Equity increased \$4.6 billion or 9% reflecting retained profits less dividends paid, profit on the partial sale of an interest in BTIM and shares issued under both the 2014 final DRP and 2015 interim DRP and partial underwrite.

### **Loan quality 2015 v 2014**

\$m	As at 30 September		
	2015	2014	2013
<b>Total gross loans<sup>1</sup></b>	<b>626,344</b>	<b>583,516</b>	<b>539,806</b>
<b>Average gross loans</b>			
Australia	526,378	492,670	467,835
New Zealand	62,508	58,428	50,112
Other overseas	15,906	13,125	8,807
<b>Total average gross loans</b>	<b>604,792</b>	<b>564,223</b>	<b>526,754</b>

<sup>1</sup> Gross loans are stated before related provisions for impairment.

Total gross loans represented 77% of the total assets of the Group as at 30 September 2015, compared to 76% in 2014.

Australia and New Zealand average gross loans were \$588.9 billion in 2015, an increase of \$37.8 billion or 7% from \$551.1 billion in 2014. This increase was primarily due to growth in Australian housing lending and business lending.

Other overseas average loans were \$15.9 billion in 2015, an increase of \$2.8 billion or 21% from \$13.1 billion in 2014. This was primarily due to growth in term lending.

Approximately 14.0% of the loans at 30 September 2015 mature within one year and 23.1% mature between one year and five years. Retail lending comprises the majority of the loan portfolio maturing after five years.

## Review of Group operations

\$m	As at 30 September				
	2015	2014	2013	2012	2011
<b>Impaired loans</b>					
Non-performing loans <sup>1</sup> :					
Gross	1,593	2,030	3,249	4,034	4,287
Impairment provisions	(689)	(862)	(1,363)	(1,463)	(1,487)
Net	904	1,168	1,886	2,571	2,800
Restructured loans:					
Gross	39	93	156	153	129
Impairment provisions	(16)	(44)	(56)	(44)	(29)
Net	23	49	100	109	100
Overdrafts, personal loans and revolving credit greater than 90 days past due:					
Gross	263	217	195	199	200
Impairment provisions	(172)	(141)	(135)	(134)	(147)
Net	91	76	60	65	53
<b>Net impaired loans</b>	<b>1,018</b>	<b>1,293</b>	<b>2,046</b>	<b>2,745</b>	<b>2,953</b>
<b>Provisions for impairment on loans and credit commitments</b>					
Individually assessed provisions	669	867	1,364	1,470	1,461
Collectively assessed provisions	2,663	2,614	2,585	2,771	2,953
<b>Total provisions for impairment on loans and credit commitments</b>	<b>3,332</b>	<b>3,481</b>	<b>3,949</b>	<b>4,241</b>	<b>4,414</b>
<b>Loan quality</b>					
Total impairment provisions for impaired loans to total impaired loans <sup>2</sup>	46.3%	44.8%	43.2%	37.4%	36.0%
Total impaired loans to total loans	0.30%	0.40%	0.67%	0.85%	0.92%
Total provisions for impairment on loans and credit commitments to total loans	0.53%	0.60%	0.73%	0.82%	0.88%
Total provisions for impairment on loans and credit commitments to total impaired loans	175.8%	148.8%	109.7%	96.7%	95.6%
Collectively assessed provisions to non-housing performing loans	1.2%	1.3%	1.4%	1.6%	1.7%

<sup>1</sup> Non-performing loans are loans with an impaired internal risk grade, excluding restructured assets.

<sup>2</sup> Impairment provisions relating to impaired loans include individually assessed provisions plus the proportion of the collectively assessed provisions that relate to impaired loans. The proportion of the collectively assessed provisions that relate to impaired loans was \$208 million as at 30 September 2015 (2014: \$180 million, 2013: \$190 million, 2012: \$171 million, 2011: \$202 million). This sum is compared to the total gross impaired loans to determine this ratio.

The quality of our loan portfolio improved during 2015, with total impaired loans as a percentage of total gross loans of 0.30% at 30 September 2015, a decrease of 0.10% from 0.40% at 30 September 2014.

At 30 September 2015, we had 3 impaired counterparties with exposure greater than \$50 million, collectively accounting for 15% of total impaired loans. This compares to 5 impaired counterparties with exposure greater than \$50 million in 2014 accounting for 22% of total impaired loans. There were 9 impaired exposures at 30 September 2015 that were less than \$50 million and greater than \$20 million (2014: 9 impaired exposures).

At 30 September 2015, 77% of our exposure was to either investment grade or secured consumer mortgage segment (2014: 77%, 2013: 77%, 2012: 76%) and 95% of our exposure as at 30 September 2015 was in Australia, New Zealand and the Pacific region (2014: 95%, 2013: 97%, 2012: 97%).

We believe that Westpac remains appropriately provisioned with total impairment provisions for impaired loans to total impaired loans coverage at 46.3% at 30 September 2015 compared to 44.8% at 30 September 2014. Total provisions for impairment on loans and credit commitments to total impaired loans represented 175.8% of total impaired loans as at 30 September 2015, up from 148.8% at 30 September 2014. Total provisions for impairments on loans and credit commitments to total loans was 0.53% at 30 September 2015, down from 0.60% at 30 September 2014 (2013: 0.73%).

Consumer mortgage loans 90 days past due at 30 September 2015 were 0.42% of outstandings, down from 0.45% of outstandings at 30 September 2014 (2013: 0.51%).

Other consumer loan delinquencies (including credit card and personal loan products) were 1.07% of outstandings as at 30 September 2015, an increase of 8 basis points from 0.99% of outstandings as at 30 September 2014 (2013: 1.04%).

Potential problem loans as at 30 September 2015 amounted to \$923 million, a decrease of 35% from \$1,421 million at 30 September 2014. The reduction of potential problem loans is due mainly to the upgrade or repayment of some of these assets.

Potential problem loans are facilities that are performing and no loss is expected, but the customer demonstrates significant weakness in debt servicing or security cover that could jeopardise repayment of debt on current terms if not rectified. Potential

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problem loans are identified using established credit frameworks and policies, which include the ongoing monitoring of facilities through the use of watchlists.

## Capital resources

### Capital management strategy

Westpac's approach seeks to balance the fact that capital is an expensive form of funding with the need to be adequately capitalised as an ADI. Westpac considers the need to balance efficiency, flexibility and adequacy when determining sufficiency of capital and when developing capital management plans.

Westpac evaluates these considerations through an Internal Capital Adequacy Assessment Process (ICAAP), the key features of which include:

- the development of a capital management strategy, including preferred capital range, capital buffers and contingency plans;
- consideration of both economic and regulatory capital requirements;
- a process that challenges the capital measures, coverage and requirements which incorporates, amongst other things, the impact of adverse economic scenarios; and
- consideration of the perspectives of external stakeholders including rating agencies and equity and debt investors.

Westpac's capital ratios are significantly above APRA minimum capital adequacy requirements.

### Basel Capital Accord

The regulatory limits applied to our capital ratios are consistent with *A global regulatory framework for more resilient banks and banking systems*, also known as Basel III, issued by the Bank for International Settlements. This framework reflects the advanced risk management practices that underpin the calculation of regulatory capital through a broad array of risk classes and advanced measurement processes.

As provided for in the Basel III accord, APRA has exercised discretions to make the framework applicable in the Australian market, and in particular has required that Australian banks use sophisticated models for credit risk, operational risk and interest rate risk taken in the banking book. In addition, APRA has applied discretion in the calculation of the components of regulatory capital. The new Basel III prudential standards became effective on 1 January 2013.

Westpac is accredited by APRA to apply advanced models permitted by the Basel III global capital adequacy regime to the measurement of its regulatory capital requirements. Westpac uses the Advanced Internal Ratings-Based approach for credit risk, the Advanced Measurement Approach (AMA) for operational risk and the internal model approach for Interest Rate Risk in the Banking Book (IRRBB). Effective risk management is regarded as a key activity performed at all levels of the Group.

Achieving advanced accreditation from APRA has resulted in a broad array of changes to risk management practices that have been implemented across all risk classes. We recognise that embedding these principles and practices into day-to-day activities of the divisions to achieve the full benefits of these changes is an ongoing facet of risk management.

Australia's risk-based capital adequacy guidelines are generally consistent but not completely aligned with the approach agreed upon by the Basel Committee on Banking Supervision (BCBS). APRA has exercised its discretion in applying the Basel framework to Australian ADIs, resulting in a more conservative approach than the minimum standards published by the BCBS. APRA also introduced the new standards from 1 January 2013 with no phasing in of higher capital requirements as allowed by the BCBS. The application of these discretions act to reduce reported capital ratios relative to those reported in other jurisdictions.

Under APRA's implementation of Basel III, Australian banks are required to maintain a minimum Common Equity Tier 1 ratio of at least 4.5%, Tier 1 ratio of 6.0% and Total Regulatory Capital of 8.0%. Subject to certain limitations, Common Equity Tier 1 capital consists of paid-up share capital, retained profits and certain reserves, less the deduction of certain intangible assets, capitalised expenses and software, and investments and retained earnings in insurance and funds management subsidiaries that are not consolidated for capital adequacy purposes. The balance of eligible capital is defined as Additional Tier 1 or Tier 2 capital which includes, subject to limitations, mandatory convertible notes, perpetual floating rate notes and like instruments, and term subordinated debt less a deduction for holdings of Westpac's own subordinated debt and that of other financial institutions.

## Review of Group operations

Westpac's regulatory capital ratios as at 30 September are summarised in the table below:

\$m	2015	2014
Common equity	51,972	47,137
Deductions from common equity	(17,903)	(17,413)
<b>Total common equity after deductions</b>	<b>34,069</b>	<b>29,724</b>
Additional Tier 1 capital	6,729	5,273
<b>Net Tier 1 regulatory capital</b>	<b>40,798</b>	<b>34,997</b>
Tier 2 capital	6,942	5,902
Deductions from Tier 2 capital	(206)	(198)
Total Tier 2 capital after deductions	6,736	5,704
<b>Total regulatory capital</b>	<b>47,534</b>	<b>40,701</b>
Credit risk	310,342	281,459
Market risk	10,074	8,975
Operational risk	31,010	29,340
Interest rate risk in the banking book	2,951	7,316
Other assets	4,203	4,297
<b>Total risk weighted assets</b>	<b>358,580</b>	<b>331,387</b>
<b>Common Equity Tier 1 capital ratio</b>	<b>9.5%</b>	<b>9.0%</b>
Additional Tier 1 capital ratio	1.9%	1.6%
<b>Tier 1 capital ratio</b>	<b>11.4%</b>	<b>10.6%</b>
Tier 2 capital ratio	1.9%	1.7%
<b>Total regulatory capital ratio</b>	<b>13.3%</b>	<b>12.3%</b>

Refer to 'Significant developments' in Section 1 for a discussion on future regulatory developments that may impact upon capital requirements.

# Divisional performance

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## Divisional performance – 2015 v 2014

In 2015 our operations comprised five primary customer-facing business divisions:

- Westpac Retail & Business Banking, which we refer to as Westpac RBB;
- St.George Banking Group, which we refer to as St.George;
- BT Financial Group (Australia), which we refer to as BTFG;
- Westpac Institutional Bank, which we refer to as WIB; and
- Westpac New Zealand.

Although Westpac announced in June 2015 that it would implement a new organisational structure for its Australian retail and business banking operations, up to 30 September 2015 the accounting and financial performance continued to be reported (both internally and externally) on the basis of the existing structure. From 1 October 2015, Westpac will report under the new structure, comprising the following five primary customer-facing business divisions:

- Consumer Bank: responsible for all Australian consumer relationships across all brands;
- Commercial & Business Bank: responsible for all Australian business and commercial consumer relationships across all brands;
- BT Financial Group: the Group's wealth management, insurance and private banking businesses;
- Westpac Institutional Bank: responsible for the relationship with institutional and corporate customers, along with the Group's International operations including Asia and the Pacific; and
- Westpac New Zealand: responsible for all customer segments in New Zealand.

Other divisions in the Group include Customer & Business Services, Treasury, Group Technology and Core Support.

The accounting standard AASB 8 *Operating Segments* requires segment results to be presented on a basis that is consistent with information provided internally to Westpac's key decision makers. In assessing financial performance, including divisional results, Westpac uses a measure of performance referred to as 'cash earnings'. Cash earnings is not a measure of cash flow or net profit determined on a cash accounting basis, as it includes non-cash items reflected in net profit determined in accordance with AAS. To calculate cash earnings, the specific adjustments to the net profit attributable to owners of Westpac Banking Corporation include both cash and non-cash items and are outlined below. Cash earnings is viewed as a measure of the level of profit that is generated by ongoing operations and is therefore available for distribution to shareholders. Management believes this allows the Group to more effectively assess performance for the current period against prior periods and to compare performance across business divisions and across peer companies.

A reconciliation of cash earnings to net profit attributable to owners of Westpac Banking Corporation for each business division is set out in Note 2 to the financial statements.

Three categories of adjustments are made to statutory results to determine cash earnings:

- material items that key decision makers at Westpac believe do not reflect ongoing operations;
- items that are not considered when dividends are recommended, such as the amortisation of intangibles, impact of Treasury shares and economic hedging impacts; and
- accounting reclassifications between individual line items that do not impact statutory results.

The discussion of our divisional performance in this section is presented on a cash earnings basis unless otherwise stated. Cash earnings is not directly comparable to statutory results presented in other parts of this Annual Report.

Outlined below are the cash earnings adjustments to the reported result:

- partial sale of BTIM – During 2015 the Group recognised a significant gain following the partial sale and deconsolidation of the Group's shareholding in BTIM. This gain has been treated as a cash earnings adjustment given its size and that it does not reflect ongoing operations;
- capitalised technology cost balances – Following changes to the Group's technology and digital strategy, rapid changes in technology and evolving regulatory requirements, a number of accounting changes have been introduced, including moving to an accelerated amortisation methodology for most existing assets with a useful life of greater than 3 years, writing off the capitalised cost of regulatory program assets where the regulatory requirements have changed and directly expensing more project costs. The expense recognised this year to reduce the carrying value of impacted assets has been treated as a cash earnings adjustment given its size and that it does not reflect ongoing operations;
- amortisation of intangible assets – The merger with St.George, the acquisition of J O Hambro Capital Management (JOHCM) and the acquisition of Lloyds resulted in the recognition of identifiable intangible assets. The commencement of equity accounting for BTIM also resulted in the recognition of notional identifiable intangible assets within the investments in associate's carrying value. The intangible assets recognised relate to core deposits, customer relationships, management contracts and distribution relationships. These intangible items are amortised over their useful life, ranging between four and

- twenty years. The amortisation of these intangible assets (excluding capitalised software) is a cash earnings adjustment because it is a non-cash flow item and does not affect cash distributions available to shareholders;
- acquisition, transaction and integration expenses – Costs associated with the acquisition of Lloyds have been treated as a cash earnings adjustment as they do not reflect the earnings expected from the acquired businesses following the integration period;
  - Lloyds tax adjustments – Tax adjustments arising from the acquisition of Lloyds have been treated as a cash earnings adjustment in line with our treatment of Lloyds acquisition and integration costs;
  - fair value on economic hedges (which do not qualify for hedge accounting under AAS) comprise:
    - the unrealised fair value (gain)/loss on foreign exchange hedges of future New Zealand earnings impacting non-interest income is reversed in deriving cash earnings as they may create a material timing difference on reported results but do not affect the Group's cash earnings over the life of the hedge; and
    - the unrealised fair value (gain)/loss on hedges of accrual accounted term funding transactions are reversed in deriving cash earnings as they may create a material timing difference on reported results but do not affect the Group's cash earnings over the life of the hedge.
  - ineffective hedges – The (gain)/loss on ineffective hedges is reversed in deriving cash earnings for the period because the gain or loss arising from the fair value movement in these hedges reverses over time and does not affect the Group's profits over time;
  - Treasury shares – Under AAS, Westpac shares held by the Group in the managed funds and life businesses are deemed to be Treasury shares and the results of holding these shares are not permitted to be recognised as income in the reported results. In deriving cash earnings, these results are included to ensure there is no asymmetrical impact on the Group's profits because the Treasury shares support policyholder liabilities and equity derivative transactions which are re-valued in determining income;
  - buyback of Government guaranteed debt – The Group has bought back certain Government guaranteed debt issues which reduced Government guarantee fees (70 basis points) paid. In undertaking the buybacks, a cost was incurred reflecting the difference between current interest rates and the rate at which the debt was initially issued. In the reported result, the cost incurred was recognised at the time of the buyback. In cash earnings, the cost incurred was being amortised over the original term of the debt that was bought back, consistent with a 70 basis point saving being effectively spread over the remaining life of the issue. The cash earnings adjustment gives effect to the timing difference between reported results and cash earnings;
  - Westpac Bicentennial Foundation grant – During 2014, the Group provided a grant to establish the Westpac Bicentennial Foundation. The grant was treated as a cash earnings adjustment due to its size and because it does not reflect ongoing operations;
  - prior period tax provisions – During 2011, the Group raised provisions for certain tax positions for transactions previously undertaken by the Group. A number of these matters have now been resolved, resulting in a release of the provisions which were no longer required. As the provisions raised were treated as a cash earnings adjustment, the release was treated in a consistent manner;
  - Bell litigation provision – During 2012, the Group recognised additional provisions in respect of the long running Bell litigation. This was treated as a cash earnings adjustment at the time due to its size, historical nature and because it did not reflect ongoing operations. In 2014, the Bell litigation was settled and the release of provisions no longer required was treated as a cash earnings adjustment;
  - fair value amortisation of financial instruments – The accounting for the merger with St.George resulted in the recognition of fair value adjustments on the St.George retail bank loans, deposits, wholesale funding and associated hedges, with these fair value adjustments being amortised over the life of the underlying transactions. The amortisation of these adjustments is considered to be a timing difference relating to non-cash flow items that do not affect cash distributions available to shareholders and therefore, have been treated as a cash earnings adjustment; and
  - accounting reclassifications between individual line items that do not impact reported results comprise:
    - policyholder tax recoveries – Income and tax amounts that are grossed up to comply with the AAS accounting standard covering Life Insurance Business (policyholder tax recoveries) are reversed in deriving income and taxation expense on a cash earnings basis; and
    - operating leases – Under AAS rental income on operating leases is presented gross of the depreciation of the assets subject to the lease. These amounts are offset in deriving non-interest income and operating expenses on a cash earnings basis.

The guidance provided in Australian Securities and Investments Commission Regulatory Guide 230 has been followed when presenting this information.

## Cash earnings and assets by division

The following tables present, for each of the key divisions of our business, the cash earnings and total assets at the end of the financial years ended 30 September 2015, 2014 and 2013. Refer to Note 2 to the financial statements for the disclosure of our geographic and business segments and the reconciliation to net profit attributable to owners of Westpac Banking Corporation.

### Cash earnings by business division

\$m	Years Ended 30 September		
	2015	2014 <sup>1</sup>	2013
Westpac Retail & Business Banking	2,788	2,583	2,360
St.George Banking Group	1,688	1,575	1,387
BT Financial Group (Australia)	904	900	778
Westpac Institutional Bank	1,286	1,467	1,570
Westpac New Zealand	851	790	632
Other divisions	303	313	336
<b>Total Cash Earnings</b>	<b>7,820</b>	<b>7,628</b>	<b>7,063</b>

<sup>1</sup> Prior comparative period has been restated to reflect business structure changes in 2015.

### Total assets by business division

\$bn	Years Ended 30 September		
	2015	2014	2013
Westpac Retail & Business Banking	291.6	276.6	261.9
St.George Banking Group	188.1	175.3	159.7
BT Financial Group (Australia)	35.8	31.8	32.2
Westpac Institutional Bank	123.7	118.9	97.3
Westpac New Zealand	71.5	65.9	61.5
Other divisions	101.5	102.3	88.5
<b>Total assets</b>	<b>812.2</b>	<b>770.8</b>	<b>701.1</b>

In presenting divisional results on a management reporting basis, internal charges and transfer pricing adjustments are included in the performance of each division reflecting the management structure rather than the legal entity (these results cannot be compared to results for individual legal entities). Where management reporting structures or accounting classifications have changed, financial results for comparative periods have been revised and may differ from results previously reported.

Our internal transfer pricing frameworks facilitate risk transfer, profitability measurement, capital allocation and business unit alignment, tailored to the jurisdictions in which we operate. Transfer pricing allows us to measure the relative contribution of our products and divisions to the Group's interest margin, and other dimensions of performance. Key components of our transfer pricing frameworks are funds transfer pricing for interest rate and liquidity risk, and allocation of basis and contingent liquidity costs, including capital allocation.

### Westpac Retail & Business Banking

Westpac Retail & Business Banking (Westpac RBB) is responsible for sales and service to consumer, SME, commercial and agribusiness customers (with turnover of up to around \$100 million) in Australia under the Westpac brand.

Activities are conducted through Westpac RBB's network of branches, call centres, ATMs, EFTPOS terminals, internet and mobile banking services, business banking centres and via the division's specialised consumer and business relationship managers. Support is also provided by cash flow, trade finance, transactional banking, financial markets, property finance and wealth specialists.

Westpac RBB also works in an integrated way with BTFG and WIB in the sales and service of select financial services products. Much of the associated revenue from these products is retained by the product originators, BTFG and WIB.

## Divisional performance

<b>Performance of Westpac RBB</b>		<b>2015</b>	<b>2014</b>	<b>2013</b>
\$m				
Net interest income		6,395	5,953	5,649
Non-interest income		1,457	1,441	1,359
<b>Net operating income before operating expenses and impairment charges</b>		<b>7,852</b>	<b>7,394</b>	<b>7,008</b>
Operating expenses		(3,397)	(3,266)	(3,153)
Impairment charges		(471)	(436)	(485)
<b>Profit before income tax</b>		<b>3,984</b>	<b>3,692</b>	<b>3,370</b>
Income tax expense		(1,196)	(1,109)	(1,010)
<b>Cash earnings for the year</b>		<b>2,788</b>	<b>2,583</b>	<b>2,360</b>
Net cash earnings adjustments		-	-	-
<b>Net profit attributable to owners of Westpac Banking Corporation</b>		<b>2,788</b>	<b>2,583</b>	<b>2,360</b>
		\$bn	\$bn	\$bn
Deposits and other borrowings		173.8	162.5	149.2
Loans		286.0	270.7	256.4
Total assets		291.6	276.6	261.9
Total operating expenses to net operating income ratio		43.3%	44.2%	45.0%

### 2015 v 2014

Westpac RBB increased cash earnings \$205 million or 8%.

Net interest income increased 7% from a 4% rise in average interest-earning assets and a 7 basis point improvement in net interest margins:

- the rise in margins was due to improved deposit spreads as term deposit and savings rates were repriced. Margins were also assisted by favourable deposit mix movements, together with lower wholesale funding costs;
- asset spreads were lower from competition for new lending, across mortgages and business;
- lending increased \$15.3 billion or 6%. Mortgages were the main driver of the increase, rising \$13.1 billion or 6%. Business lending increased 4% with SME up 7%, while other lending was up \$0.1 billion as growth in personal loans offset a decline in credit card balances; and
- deposits increased \$11.3 billion or 7%, with growth in consumer and business transaction and online account balances partially offset by a decline in term deposits. Mortgage offset accounts continued to grow, up 27%.

Non-interest income increased \$16 million or 1% with most of the rise due to more consumers and businesses actively managing their foreign exchange risks and an increase in business line fees from growth in business lending. The increases were partly offset by lower credit card income following repricing in 2014.

Operating expenses increased 4% with most of the rise related to investment spending, including higher amortisation. Salary and other annual increases were largely offset by productivity savings.

There were further improvements in asset quality with total stressed assets falling, and consumer delinquencies declining. Impairment charges were up \$35 million from lower write-backs and portfolio growth.

ROTE decreased 180 basis points as capital allocated to Westpac RBB increased 16%. The higher capital reflects modelling changes to the amount of capital being applied to mortgages.

### St.George Banking Group

St.George Banking Group (St.George) is responsible for sales and service to consumer, SME and corporate customers (businesses with facilities up to \$150 million) in Australia under the St.George, BankSA, Bank of Melbourne and RAMS brands.

Activities are conducted through St.George's network of branches, third party distributors, call centres, ATMs, EFTPOS terminals, internet and mobile banking services, business banking centres and specialised consumer and business relationship managers. Support is provided by cash flow, trade finance, transactional banking, automotive and equipment finance, financial markets, property finance, and wealth specialists.

St.George also works in an integrated way with BTFG and WIB in the sales and service of select financial services products. Much of the associated revenue from these products is retained by the product originators, BTFG and WIB.

## Performance of St.George

\$m	2015	2014	2013
Net interest income	3,768	3,531	3,210
Non-interest income	555	515	466
<b>Net operating income before operating expenses and impairment charges</b>	<b>4,323</b>	<b>4,046</b>	<b>3,676</b>
Operating expenses	(1,629)	(1,559)	(1,401)
Impairment charges	(280)	(236)	(293)
<b>Profit before income tax</b>	<b>2,414</b>	<b>2,251</b>	<b>1,982</b>
Income tax expense	(726)	(676)	(595)
<b>Cash earnings for the year</b>	<b>1,688</b>	<b>1,575</b>	<b>1,387</b>
Net cash earnings adjustments	(126)	(125)	(128)
<b>Net profit attributable to owners of Westpac Banking Corporation</b>	<b>1,562</b>	<b>1,450</b>	<b>1,259</b>
	<b>\$bn</b>	<b>\$bn</b>	<b>\$bn</b>
Deposits and other borrowings	96.2	93.5	88.6
Loans	181.1	168.3	152.6
Total assets	188.1	175.3	159.7
Total operating expenses to net operating income ratio	37.7%	38.5%	38.1%

### 2015 v 2014

St.George delivered cash earnings of \$1,688 million, up 7%, driven by solid volume growth, well managed net interest margins and the full period impact of Lloyds (\$16 million).

Net interest income was up \$237 million or 7%, supported by a 7% rise in average interest-earning assets with net interest margin steady at 2.29%:

- margins were unchanged over the year with improved deposit spreads (particularly term deposits) offset by a reduction in asset spreads;
- lending increased \$12.8 billion or 8%:
  - Mortgages increased \$10.6 billion (or 8%). Growth was achieved across all brands and proprietary channels, particularly in Bank of Melbourne which has continued to grow above system in Victoria;
  - Investor property lending has eased in line with regulatory requirements;
  - Business lending increased 4% over the period mostly from commercial property and SME; and
  - Other lending increased 8% from growth in auto loans and credit cards.
- deposits were up \$2.7 billion or 3%, with most of the increase in at call savings and transaction accounts, including mortgage offset accounts. Balance growth was more modest over the year as the division focused on maintaining margins and prioritising growth in high LCR value deposits. This contributed to lower business term deposits.

Non-interest income was up \$40 million or 8%, with around half of the rise due to an increase in business line fees. Other lending fees were also up including the benefit of the full period impact of the Lloyds acquisition.

Operating expenses increased \$70 million or 4%, with the full period impact of Lloyds contributing \$29 million to the rise. Run cost increases were offset by productivity benefits, with most of the expense increase due to higher investment including:

- Bank of Melbourne expansion, which added around \$32 million to expenses over the year including 12 new branches, increased employee numbers and a rise in depreciation; and
- roll-out of new branch formats (FreshStart) and the Business Connect model for serving SME customers.

Impairment charges were up \$44 million or 19% with most of the rise reflecting lower write-backs and higher write-offs. Overall asset quality improved further over the year, with total stressed assets to total committed exposure falling 49 basis points.

ROTE decreased 69 basis points as capital allocated to St.George increased 11%. The higher capital reflects modelling changes to the amount of capital being applied to mortgages.

### BT Financial Group (Australia)

BT Financial Group (BTFG) is the wealth management arm of the Westpac Group providing customers with a range of wealth services.

BTFG's funds management operations include the manufacturing and distribution of investment, superannuation, retirement products, platforms including BT Wrap and Asgard, financial advice, private banking, margin lending and broking. BTFG's insurance covers the manufacturing and distribution of life, general and lenders mortgage insurance.

## Divisional performance

BTFG's brands include Advance, Ascalon Capital Managers, Asgard, Licensee Select, BT Select and Securitor, as well as the Advice, Private Banking and Insurance operations of Westpac, St.George, Bank of Melbourne and BankSA. BTIM is 31% owned by the Westpac Group and following the partial sale during 2015 is equity accounted in BTFG's Funds Management business from July 2015.

### **Performance of BTFG**

\$m	2015	2014	2013
Net interest income	448	406	402
Non-interest income	2,192	2,257	1,930
<b>Net operating income before operating expenses and impairment charges</b>	<b>2,640</b>	<b>2,663</b>	<b>2,332</b>
Operating expenses	(1,304)	(1,323)	(1,207)
Impairment (charges)/benefits	4	2	(1)
<b>Profit before income tax</b>	<b>1,340</b>	<b>1,342</b>	<b>1,124</b>
Income tax expense	(404)	(403)	(328)
Profit attributable to non-controlling interests	(32)	(39)	(18)
<b>Cash earnings for the year</b>	<b>904</b>	<b>900</b>	<b>778</b>
Net cash earnings adjustments	(23)	(22)	(22)
<b>Net profit attributable to owners of Westpac Banking Corporation</b>	<b>881</b>	<b>878</b>	<b>756</b>
	<b>\$bn</b>	<b>\$bn</b>	<b>\$bn</b>
Deposits and other borrowings	23.4	22.4	20.3
Loans	17.2	15.9	14.6
Total assets	35.8	31.8	32.2
Funds under management	46.3	89.0	76.2
Funds under administration	121.9	112.7	102.7
Total operating expenses to net operating income ratio	49.4%	49.7%	51.8%

### **Cash earnings**

\$m	2015	2014	2013
Funds management business	555	520	420
Insurance	282	324	273
Capital and other	67	56	85
<b>Total cash earnings</b>	<b>904</b>	<b>900</b>	<b>778</b>

The partial sale of BTIM in June 2015 reduced the Group's ownership to 31%. In considering the impact of the partial BTIM sale, the contribution to cash earnings of the BTIM shares sold was \$24 million in 2015. This contribution was wholly in the Funds Management business.

BTIM is now equity accounted with the share of BTIM's profit recorded in non-interest income, less tax Westpac is required to pay.

### **2015 v 2014**

BTFG increased cash earnings by \$4 million, with 7% growth in funds management cash earnings more than offset by a 13% decline in insurance cash earnings due to a rise in insurance claims;

- Funds management cash earnings were up \$35 million or 7%, driven by higher FUM and FUA related income and growth in Private Wealth. Average FUM (excluding BTIM) and FUA balances were up 14% and 12% respectively. The spot FUM balance declined 48% with the partial sale of BTIM;
- insurance cash earnings declined \$42 million, or 13% from the impact of higher claims with more severe weather events occurring in 2015 including, three major weather events (Brisbane hail storm, Cyclone Marcia, and a major NSW storm). Catastrophe claims were \$65 million higher than 2014. Net earned premiums increased \$106 million, with Life Insurance in-force premiums up 13% and a rise in gross written premiums of 6%; and
- cash earnings from Capital and other increased \$11 million, as higher stamp duty costs incurred in 2014 were not repeated.

### Funds management business

\$m	2015	2014	2013
Net interest income	402	365	339
Non-interest income	1,664	1,692	1,426
<b>Net operating income before operating expenses and impairment charges</b>	<b>2,066</b>	<b>2,057</b>	<b>1,765</b>
Operating expenses	(1,214)	(1,233)	(1,127)
Impairment (charges)/benefits	4	2	(1)
<b>Profit before income tax</b>	<b>856</b>	<b>826</b>	<b>637</b>
Income tax expense	(269)	(267)	(199)
Profit attributable to non-controlling interests	(32)	(39)	(18)
<b>Cash earnings for the year</b>	<b>555</b>	<b>520</b>	<b>420</b>
Net cash earnings adjustments	(23)	(22)	(22)
<b>Net profit attributable to owners of Westpac Banking Corporation</b>	<b>532</b>	<b>498</b>	<b>398</b>
Total operating expenses to net operating income ratio	58.8%	59.9%	63.9%

Cash earnings increased \$35 million or 7%.

Net interest income was up 10% from higher lending and deposit volumes and improved margins.

Non-interest income decreased \$28 million, or 2%:

- BTIM performance fees were \$84 million lower compared to 2014;
- impacts associated with the partial sale of BTIM and move to equity accounting; partly offset by
- FUM related revenue excluding BTIM increased \$24 million, reflecting positive flows in BT Super for Life (Retail) and Advance; and
- FUA related revenue increased \$27 million, driven by higher net flows on BT Wrap and Asgard platforms.

Operating expenses decreased \$19 million or 2%, from a \$45 million decrease in performance fee related payments in BTIM and the partial sale of BTIM and move to equity accounting. These benefits were partly offset by higher investment related costs associated with compliance programs and the continued development of the Panorama platform.

Tax and other non-controlling interests decreased \$5 million or 2%, from the partial sale of BTIM and move to equity accounting.

### Insurance business

\$m	2015	2014	2013
Net interest income	4	6	6
Non-interest income	487	534	446
<b>Net operating income before operating expenses and impairment charges</b>	<b>491</b>	<b>540</b>	<b>452</b>
Operating expenses	(89)	(77)	(60)
<b>Profit before income tax</b>	<b>402</b>	<b>463</b>	<b>392</b>
Income tax expense	(120)	(139)	(119)
<b>Cash earnings for the year</b>	<b>282</b>	<b>324</b>	<b>273</b>
Net cash earnings adjustments	-	-	-
<b>Net profit attributable to owners of Westpac Banking Corporation</b>	<b>282</b>	<b>324</b>	<b>273</b>
Total operating expenses to net operating income ratio	18.1%	14.3%	13.3%

Cash earnings decreased \$42 million, or 13% due to higher General Insurance claims from severe weather events, partly offset by increased revenue from net earned premiums.

Net operating income decreased \$49 million or 9%:

- general insurance claims were \$95 million higher. This was mostly due to the three severe events in 2015 being significantly larger than events experienced in 2014;
- life insurance net earned premiums increased \$77 million, with in-force premiums rising 13%. General Insurance net earned premium revenue increased \$45 million with gross written premiums rising 6% from growth in home and contents sales;
- higher premiums in Life Insurance were partially offset by a rise in claims consistent with the larger portfolio and a higher loss ratio; and

- Lenders Mortgage Insurance (LMI) income increased from changes to LMI arrangements for mortgages where the LVR ratio is >90%.

Operating expenses increased \$12 million or 16%, in line with increased volumes and claims activity.

## **Westpac Institutional Bank**

Westpac Institutional Bank (WIB) delivers a broad range of financial products and services to retail, commercial, corporate, institutional and Government customers with connections to Australia and New Zealand.

WIB operates through dedicated industry relationship and specialist product teams, with expert knowledge in transactional banking, financial and debt capital markets, specialised capital, and alternative investment solutions.

Customers are supported through branches and subsidiaries located in Australia, New Zealand, US, UK and Asia.

### **Performance of WIB**

\$m	2015	2014	2013
Net interest income	1,645	1,658	1,646
Non-interest income	1,458	1,470	1,584
<b>Net operating income before operating expenses and impairment charges</b>	<b>3,103</b>	<b>3,128</b>	<b>3,230</b>
Operating expenses	(1,289)	(1,174)	(1,086)
Impairment (charges)/benefit	39	135	88
<b>Profit before income tax</b>	<b>1,853</b>	<b>2,089</b>	<b>2,232</b>
Income tax expense	(567)	(622)	(662)
<b>Cash earnings for the year</b>	<b>1,286</b>	<b>1,467</b>	<b>1,570</b>
Net cash earnings adjustments	-	-	-
<b>Net profit attributable to owners of Westpac Banking Corporation</b>	<b>1,286</b>	<b>1,467</b>	<b>1,570</b>
	<b>\$bn</b>	<b>\$bn</b>	<b>\$bn</b>
Deposits and other borrowings <sup>1</sup>	77.4	78.1	73.7
Loans	74.4	66.2	56.6
Total assets	123.7	118.9	97.3
Total operating expenses to net operating income ratio	41.5%	37.5%	33.6%

<sup>1</sup> Refers to total customer deposits in this table and excludes Certificates of Deposit.

### **2015 v 2014**

WIB delivered cash earnings of \$1,286 million, down \$181 million, or 12%. The lower result was largely due to methodology changes to derivative valuations, which reduced revenue by \$122 million, and a \$96 million lower impairment benefit. These items reduced cash earnings by \$153 million.

Net interest income decreased \$13 million, or 1%, with a 7% increase in average interest-earning assets offset by a 15 basis point decline in net interest margin:

- institutional margins continue to be impacted by higher levels of liquidity from global quantitative easing. This has contributed to tightening asset spreads for new lending. Deposits spreads have tightened from competition for high quality LCR deposits. Interest income on capital was also lower;
- lending increased \$8.2 billion or 12%, mainly from growth in Asia, securitisation deals and infrastructure; and
- deposits were 1% lower with reductions in short term deposit balances offset by an increase in transactional balances as the business sought to move towards deposits that are more efficient for LCR purposes.

Non-interest income decreased \$12 million. 2015 included a \$122 million negative impact from methodology changes to derivative valuations. Excluding this impact, non-interest income was up \$110 million reflecting:

- a 4% rise in markets sales income from improved customer flows. Foreign exchange sales income increased, driven by increased currency volatility encouraging more customers to actively manage their risks. Fixed income sales increased, driven by a number of large project finance transactions;
- higher trading income, particularly in the first half of the year;
- Hastings non-interest income increased \$54 million; partly offset by
- a \$22 million negative movement in CVA.

Operating expenses increased \$115 million or 10% from:

- ongoing investment in Asia;
- regulatory and compliance costs; and
- investments in customer systems to drive improved service.

Asset quality improved over 2015, although the high level of write backs in 2014 was not repeated. WIB recorded an impairment benefit of \$39 million, compared to a \$135 million benefit in 2014.

ROTE decreased 302 basis points from a 12% reduction in cash earnings and a 5% increase in capital allocated to WIB. The higher capital is in line with growth in total committed exposures.

### **Westpac New Zealand**

Westpac New Zealand is responsible for sales and service of banking, wealth and insurance products for consumers, business and institutional customers in New Zealand.

Westpac conducts its New Zealand banking business through two banks in New Zealand: Westpac New Zealand Limited, which is incorporated in New Zealand and Westpac Banking Corporation (New Zealand Branch), which is incorporated in Australia.

Westpac New Zealand operates via an extensive network of branches and ATMs across both the North and South Islands. Business and institutional customers are also served through relationship and specialist product teams. Banking products are provided under the Westpac brand while insurance and wealth products are provided under Westpac Life and BT brands, respectively. New Zealand also has its own infrastructure, including technology, operations and treasury.

#### **Performance of Westpac New Zealand**

\$m	2015	2014	2013
Net interest income	1,590	1,455	1,281
Non-interest income	457	438	389
<b>Net operating income before operating expenses and impairment charges</b>	<b>2,047</b>	<b>1,893</b>	<b>1,670</b>
Operating expenses	(832)	(776)	(697)
Impairment charges	(44)	(24)	(97)
<b>Profit before income tax</b>	<b>1,171</b>	<b>1,093</b>	<b>876</b>
Income tax expense	(317)	(300)	(241)
Profit attributable to non-controlling interests	(3)	(3)	(3)
<b>Cash earnings for the year</b>	<b>851</b>	<b>790</b>	<b>632</b>
Net cash earnings adjustments	-	-	-
<b>Net profit attributable to owners of Westpac Banking Corporation</b>	<b>851</b>	<b>790</b>	<b>632</b>
	<b>\$bn</b>	<b>\$bn</b>	<b>\$bn</b>
Deposits and other borrowings <sup>1</sup>	47.3	44.1	41.4
Loans	62.8	57.7	54.7
Total assets	71.5	65.9	61.5
Funds under management	5.9	4.9	3.9
Funds under administration	1.8	1.5	1.2
Total operating expenses to net operating income ratio	40.6%	41.0%	41.7%

<sup>1</sup> Refers to total customer deposits in this table.

#### **2015 v 2014**

Cash earnings increased \$61 million or 8% with net profit before impairments and income tax up 9%. The results of Westpac New Zealand were positively affected by the decline in value of the NZ\$ to the A\$.

Net interest income increased \$135 million or 9%, with average interest-earning assets increasing 7% and net interest margin increasing 4 basis points.

- higher deposit spreads, lower wholesale funding costs and increased Treasury income were partly offset by lower asset spreads from competition and a rise in the proportion of lower spread fixed rate loans.

- total lending increased \$5.1 billion or 9%:
  - mortgages increased \$2.8 billion or 8%, growing at 0.8 times system<sup>1</sup>, as the division prioritised maintaining margins; and
  - business lending increased \$2.2 billion or 11%, in line with system<sup>1</sup>, driven by growth across a number of sectors including in agricultural lending, and food manufacturing.
- deposits increased \$3.2 billion, or 7%, with all growth in at call and transaction accounts.

Non-interest income increased \$19 million or 4% driven by:

- foreign exchange impacts of \$6 million;
- an increase in gains on asset sales and asset recoveries;
- increased wealth income with FUM and FUA balances both up 20%; and
- this was partly offset by reduced cards income primarily in relation to the division's implementation of the new Air New Zealand Airpoints loyalty program.

Operating expenses increased \$56 million or 7%, from annual salary increases and higher investment related costs including higher depreciation and software amortisation.

Asset quality improved over the year across business and consumer segments. Despite this improvement, impairment charges increased \$20 million, as the 2014 charge of \$24 million was particularly low and was supported by write-back and recoveries that were not matched in 2015.

## Other divisions

Other divisions comprise:

### **Westpac Pacific**

Westpac Pacific provides banking services for retail and business customers in the Pacific. Branches, ATMs, telephone banking and internet banking channels are used to deliver business activities in Fiji, Papua New Guinea (PNG), Solomon Islands and Vanuatu. Westpac Pacific's financial products include personal savings accounts, business transactional accounts, personal and business lending products, business services and a range of international products.

### **Customer & Business Services<sup>4</sup>**

Customer & Business Services, which encompasses banking operations, customer contact centres, product, marketing, compliance, legal and property services.

### **Treasury**

Treasury, the primary focus of which is the management of the Group's interest rate risk and funding requirements by managing the mismatch between Group assets and liabilities. Treasury's earnings are primarily impacted by the hedging decisions taken on behalf of the Group to manage net interest income outcomes and assist net interest income growth.

### **Core Support**

Core Support comprises those functions performed centrally, including finance, risk and human resources.

### **Group Items**

Group Items includes earnings on capital not allocated to divisions, accounting entries for certain intra-group transactions that facilitate the presentation of the performance of our operating segments, earnings from non-core asset sales and certain other head office items such as centrally raised provisions.

### **Group Technology<sup>1</sup>**

Group Technology comprises functions responsible for technology strategy and architecture, infrastructure and operations, applications development and business integration.

<sup>1</sup> Source: RBNZ.

<sup>4</sup> Certain costs are allocated to other divisions in the Group.

**Performance of other divisions**

\$m	2015	2014	2013
Net interest income	393	493	724
Non-interest income	182	203	193
<b>Net operating income before operating expenses and impairment charges</b>	<b>575</b>	<b>696</b>	<b>917</b>
Operating expenses	(184)	(148)	(215)
Impairment charges	(1)	(91)	(59)
<b>Profit before income tax</b>	<b>390</b>	<b>457</b>	<b>643</b>
Income tax expense	(64)	(120)	(252)
Profit attributable to non-controlling interests	(23)	(24)	(55)
<b>Cash earnings for the year</b>	<b>303</b>	<b>313</b>	<b>336</b>
Net cash earnings adjustments	341	80	(162)
<b>Net profit attributable to owners of Westpac Banking Corporation</b>	<b>644</b>	<b>393</b>	<b>174</b>

**2015 v 2014**

Other divisions' cash earnings were \$303 million in 2015, down \$10 million.

Net operating income before operating expenses and impairment charges reduced \$121 million compared with 2014, with a reduction in Treasury income (\$114 million decrease) related to lower returns on the liquid asset portfolio and balance sheet management activities.

Operating expenses were \$36 million higher in 2015 due to increased restructuring costs.

Impairment charges were lower in 2015 due to a large increase in central economic overlay provisions experienced in 2014, not repeated in 2015.

The effective tax rate was lower in 2015 due to the finalisation of prior period taxation matters.

## Risk factors

Our business is subject to risks that can adversely impact our financial performance, financial condition and future performance. If any of the following risks occur, our business, prospects, financial performance or financial condition could be materially adversely affected, with the result that the trading price of our securities could decline and as a security holder you could lose all, or part, of your investment. You should carefully consider the risks described and the other information in this Annual Report before investing in our securities. The risks and uncertainties described below are not the only ones we face. Additional risks and uncertainties that we are unaware of, or that we currently deem to be immaterial, may also become important factors that affect us.

### Risks relating to our business

#### ***Our businesses are highly regulated and we could be adversely affected by failing to comply with existing laws and regulations or by changes in laws, regulations or regulatory policy***

As a financial institution, we are subject to detailed laws and regulations in each of the jurisdictions in which we operate or obtain funding, including Australia, New Zealand, the United Kingdom, the United States and Asia. We are also supervised by a number of different regulatory and supervisory authorities which have broad administrative powers over our businesses. In Australia, the relevant regulatory authorities include the Australian Prudential Regulation Authority (APRA), Reserve Bank of Australia (RBA), Australian Securities and Investments Commission (ASIC), Australian Securities Exchange (ASX), Australian Competition and Consumer Commission (ACCC), the Australian Transaction Reports and Analysis Centre (AUSTRAC) and the Australian Taxation Office (ATO). The Reserve Bank of New Zealand (RBNZ) and the Financial Markets Authority (FMA) have supervisory oversight of our New Zealand operations. In the United States we are subject to supervision and regulation by the US Office of the Comptroller of the Currency (OCC), the Board of Governors of the Federal Reserve System, the Commodity Futures Trading Commission (CFTC) and the US Securities and Exchange Commission (SEC). In the United Kingdom, we are subject to supervision and regulation by the Financial Conduct Authority (FCA) and the Prudential Regulation Authority (PRA). In Asia, we are subject to supervision and regulation by local authorities, including the Monetary Authority of Singapore (MAS) and the Hong Kong Monetary Authority (HKMA). In other jurisdictions in which we operate, including various Pacific countries, we are also required to comply with relevant requirements of the local regulatory bodies.

We are responsible for ensuring that we comply with all applicable legal and regulatory requirements (including accounting standards) and industry codes of practice in the jurisdictions in which we operate or obtain funding, as well as meeting our ethical standards.

Compliance risk is the risk of legal or regulatory sanction, financial or reputational loss, arising from our failure to abide by compliance obligations required of us. In Australia, an example of the broad administrative power available to regulatory authorities is the power available to APRA under the Banking Act 1959 in certain circumstances to investigate our affairs and/or issue a direction to us (such as a direction to comply with a prudential requirement, to conduct an audit, to remove a Director, executive officer or employee or not to undertake transactions). Other regulators also have the power to investigate, including looking into past conduct. In recent years, there have been significant increases in the nature and scale of regulatory investigations, enforcement actions and the quantum of fines issued by global regulators. The nature of these reviews can be wide ranging and, for example, currently include industry-wide investigations into potential manipulation in financial markets. During the year, Westpac has received notices and requests for information from its regulators. Regulatory investigations, fines, penalties or restrictions or regulator imposed conditions could adversely affect our business, reputation, prospects, financial performance or financial condition.

As with other financial services providers, we face increasing supervision and regulation in most of the jurisdictions in which we operate or obtain funding, particularly in the areas of funding, liquidity, capital adequacy, conduct and prudential regulation, anti-bribery and corruption, anti-money laundering and counter-terrorism financing and trade sanctions. In December 2010 the Basel Committee on Banking Supervision (BCBS) announced a revised global regulatory framework known as Basel III. Basel III, among other things, increases the required quality and quantity of capital held by banks and introduces new standards for the management of liquidity risk. APRA has now incorporated much of the framework into its prudential standards. Further details on the Basel III framework are set out in 'Significant developments' in Section 1.

During the year ended 30 September 2015, there were also a series of other regulatory releases from authorities in the various jurisdictions in which we operate or obtain funding proposing significant regulatory change for financial institutions. This includes new accounting and reporting standards which have been finalised, global OTC derivatives reform and the US Dodd-Frank legislation, including the Volcker Rule promulgated thereunder. The latter is designed to reform the entire system for the supervision and regulation of financial firms that operate in or have a connection with the US, including non-US banks like Westpac. Other areas of proposed or potential change that could impact us include changes to tax legislation, including franking, regulation relating to remuneration, consumer protection and competition legislation, privacy and data protection, anti-bribery and corruption, anti-money laundering and counter-terrorism financing laws and trade sanctions. In addition, further changes may occur driven by policy, prudential or political factors. In 2013, the Australian Government commissioned a Financial System Inquiry with broad terms of reference. The FSI's Final Report made 44 recommendations relating to a broad number of matters across the financial sector. On 20 October 2015, the Government announced its final response to the FSI's recommendations. The Government endorsed the overwhelming majority of the recommendations across the five key areas the FSI considered: Resilience; Superannuation; Innovation; Consumer Outcomes; and the Regulatory System. The Government will establish a number of consultation processes to consider detailed implementation. The final impact of the FSI is difficult to predict but may result in substantial regulatory changes, including changes to capital requirements which could

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have a material impact on our business, prospects, financial performance or financial condition. Further details on the FSI are set out in 'Significant developments' in Section 1.

Regulation is becoming increasingly extensive and complex. Some areas of potential regulatory change involve multiple jurisdictions seeking to adopt a coordinated approach. This may result in conflicts with specific requirements of the jurisdictions in which we operate and, in addition, such changes may be inconsistently introduced across jurisdictions.

Changes may also occur in the oversight approach of regulators. It is possible that governments in jurisdictions in which we operate or obtain funding might revise their application of existing regulatory policies that apply to, or impact, Westpac's business, including for reasons relating to national interest and/or systemic stability.

Regulatory changes and the timing of their introduction continue to evolve and we currently manage our businesses in the context of regulatory uncertainty. The nature and impact of future changes are not predictable and are beyond our control. Regulatory compliance and the management of regulatory change is an increasingly important part of our strategic planning. We expect that we will be required to continue to invest significantly in compliance and the management and implementation of regulatory change and, at the same time, significant management attention and resources will be required to update existing or implement new processes to comply with the new regulations.

Regulatory changes may also impact our operations by requiring us to have increased levels of liquidity and higher levels of, and better quality, capital as well as place restrictions on the businesses we conduct, (including limiting our ability to provide products and services to certain customers), require us to amend our corporate structure or require us to alter our product or service offerings. If regulatory change has any such effect, it could adversely affect one or more of our businesses, restrict our flexibility, require us to incur substantial costs and impact the profitability of one or more of our business lines. Any such costs or restrictions could adversely affect our business, prospects, financial performance or financial condition.

For further information refer to 'Significant developments' in Section 1 and the sections 'Critical accounting assumptions and estimates' and 'Future developments in accounting standards' in Note 1 to the financial statements.

***Adverse credit and capital market conditions may significantly affect our ability to meet funding and liquidity needs and may increase our cost of funding***

We rely on credit and capital markets to fund our business and as a source of liquidity. Our liquidity and costs of obtaining funding are related to credit and capital market conditions.

Global credit and capital markets can experience periods of extreme volatility, disruption and decreased liquidity as was demonstrated during the Global Financial Crisis. While there have now been extended periods of stability in these markets, the environment has become more volatile and unpredictable. The main risks we face are damage to market confidence, changes to the access and cost of funding and a slowing in global activity or through other impacts on entities with whom we do business.

As of 30 September 2015, approximately 33% of our total funding originated from domestic and international wholesale markets, of this around 61% was sourced outside Australia and New Zealand.

A shift in investment preferences of businesses and consumers away from bank deposits towards other asset or investment classes could increase our need for funding from other, potentially less stable or more expensive forms of funding.

If market conditions deteriorate due to economic, financial, political or other reasons, our funding costs may be adversely affected and our liquidity and our funding and lending activities may be constrained.

If our current sources of funding prove to be insufficient, we may be forced to seek alternative financing. The availability of such alternative financing, and the terms on which it may be available, will depend on a variety of factors, including prevailing market conditions, the availability of credit, our credit ratings and credit market capacity. Even if available, the cost of these alternatives may be more expensive or on unfavourable terms, which could adversely affect our financial performance, liquidity, capital resources and financial condition. There is no assurance that we will be able to obtain adequate funding and do so at acceptable prices, nor that we will be able to recover any additional costs.

If Westpac is unable to source appropriate funding, we may also be forced to reduce our lending or begin selling liquid securities. Such actions may adversely impact our business, prospects, liquidity, capital resources, financial performance or financial condition.

Westpac enters into collateralised derivative obligations, which may require Westpac to post additional collateral based on movements in market rates, which have the potential to adversely affect Westpac's liquidity.

For a more detailed description of liquidity risk, refer to 'Funding and Liquidity risk management' in this section and in Note 22 to the financial statements.

***Sovereign risk may destabilise financial markets adversely***

Sovereign risk is the risk that foreign governments will default on their debt obligations, will be unable to refinance their debts as they fall due, or will nationalise parts of their economy including assets of financial institutions such as Westpac.

Should one sovereign default, there could be a cascading effect to other markets and countries, the consequences of which, while difficult to predict, may be similar to or worse than those experienced during the Global Financial Crisis. Such an event could destabilise global financial markets adversely affecting our liquidity, financial performance or financial condition.

### ***Failure to maintain credit ratings could adversely affect our cost of funds, liquidity, competitive position and access to capital markets***

Credit ratings are independent opinions on our creditworthiness. Our credit ratings affect the cost and availability of our funding from capital markets and other funding sources and they may be important to customers or counterparties when evaluating our products and services. Therefore, maintaining high quality credit ratings is important.

The credit ratings assigned to us by rating agencies are based on an evaluation of a number of factors, including our financial strength, structural considerations regarding the Australian financial system and the credit rating of the Australian Government. A credit rating downgrade could be driven by the occurrence of one or more of the other risks identified in this section or by other events including changes to the methodologies used by the rating agencies to determine ratings.

Failure to maintain our current credit ratings could adversely affect our cost of funds and related margins, collateral requirements, liquidity, competitive position and our access to capital markets. The extent and nature of these impacts would depend on various factors, including the extent of any ratings change, whether our ratings differ among agencies (split ratings) and whether any ratings changes also impact our peers or the sector.

### ***A systemic shock in relation to the Australian, New Zealand or other financial systems could have adverse consequences for Westpac or its customers or counterparties that would be difficult to predict and respond to***

There is a risk that a major systemic shock could occur that causes an adverse impact on the Australian, New Zealand or other financial systems.

As outlined above, during the past decade the financial services industry and capital markets have been, and may continue to be, adversely affected by market volatility and the negative outlook for global economic conditions. A shock to one of the major global economies could again result in currency and interest rate fluctuations and operational disruptions that negatively impact the Group.

Any such market and economic disruptions could adversely affect financial institutions such as Westpac because consumer and business spending may decrease, unemployment may rise and demand for the products and services we provide may decline, thereby reducing our earnings. These conditions may also affect the ability of our borrowers to repay their loans or our counterparties to meet their obligations, causing us to incur higher credit losses. These events could also result in the undermining of confidence in the financial system, reducing liquidity, impairing our access to funding and impairing our customers and counterparties and their businesses. If this were to occur, our business, prospects, financial performance or financial condition could be adversely affected.

The nature and consequences of any such event are difficult to predict and there can be no certainty that we could respond effectively to any such event.

### ***Declines in asset markets could adversely affect our operations or profitability***

Declines in Australian, New Zealand or other asset markets, including equity, residential and commercial property and other asset markets, could adversely affect our operations and profitability.

Declining asset prices also impact our wealth management business. Earnings in our wealth management business are, in part, dependent on asset values because we typically receive fees based on the value of securities and/or assets held or managed. A decline in asset prices could negatively impact the earnings of this business.

Declining asset prices could also impact customers and counterparties and the value of security (including residential and commercial property) we hold against loans and derivatives which may impact our ability to recover amounts owing to us if customers or counterparties were to default. It may also affect our level of provisioning which in turn impacts our profitability and financial condition.

### ***Our business is substantially dependent on the Australian and New Zealand economies***

Our revenues and earnings are dependent on economic activity and the level of financial services our customers require. In particular, lending is dependent on various factors including economic growth, business investment, business and consumer sentiment, levels of employment, interest rates and trade flows in the countries in which we operate.

We conduct the majority of our business in Australia and New Zealand and, consequently, our performance is influenced by the level and cyclical nature of lending in these countries. These factors are in turn impacted by both domestic and international economic conditions, natural disasters and political events. A significant decrease in Australian and New Zealand housing valuations could adversely impact our home lending activities because borrowers with loans in excess of their property value show a higher propensity to default and in the event of defaults our security would be eroded, causing us to incur higher credit losses. The demand for our home lending products may also decline due to buyer concerns about decreases in values.

Adverse changes to the economic and business conditions in Australia and New Zealand and other countries such as China, India and Japan, could also adversely affect the Australian economy and our customers. In particular, due to the current relationship between Australia and China, particularly in the mining and resources sectors, a slowdown in China's economic

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growth could negatively impact the Australian economy. Changes in economic conditions could in turn result in reduced demand for our products and services and affect the ability of our borrowers to repay their loans. If this were to occur, it could negatively impact our business, prospects, financial performance or financial condition.

***An increase in defaults in credit exposures could adversely affect our liquidity, capital resources, financial performance or financial condition***

Credit risk is the risk of financial loss where a customer or counterparty fails to meet their financial obligations to Westpac. It is a significant risk and arises primarily from our lending and derivatives activities.

We establish provisions for credit impairment based on current information. If economic conditions deteriorate, some customers and/or counterparties could experience higher levels of financial stress and we may experience a significant increase in defaults and write-offs, and be required to increase our provisioning. Such events would diminish available capital and could adversely affect our liquidity, capital resources, financial performance or financial condition.

Credit risk also arises from certain derivative contracts we enter into and from our dealings with, and holdings of, debt securities issued by other banks, financial institutions, companies, governments and government bodies the financial conditions of which may be affected to varying degrees by economic conditions in global financial markets.

For a discussion of our risk management procedures, including the management of credit risk, refer to the 'Risk management' section and Note 22 to the financial statements.

***We face intense competition in all aspects of our business***

The financial services industry is highly competitive. We compete, both domestically and internationally, with retail and commercial banks, asset managers, investment banking firms, brokerage firms, other financial service firms and businesses in other industries with emerging financial services aspirations. This includes specialist competitors that may not be subject to the same capital and regulatory requirements and therefore may be able to operate more efficiently. Digital technologies are changing consumer behaviour and the competitive environment. The use of digital channels by customers to conduct their banking continues to rise and emerging competitors are increasingly utilising new technologies and seeking to disrupt existing business models, including in relation to digital payment services. The Group faces competition from established providers of financial services as well as the threat of competition from banking businesses developed by non-financial services companies.

If we are unable to compete effectively in our various businesses and markets, our market share may decline. Increased competition may also adversely affect us by diverting business to our competitors or creating pressure to lower margins.

Increased competition for deposits could also increase our cost of funding and lead us to access other types of funding or reduce lending. We rely on bank deposits to fund a significant portion of our balance sheet and deposits have been a relatively stable source of funding. We compete with banks and other financial services firms for such deposits. To the extent that we are not able to successfully compete for deposits, we would be forced to rely more heavily on other, potentially less stable or more expensive forms of funding, or reduce lending.

We are also dependent on our ability to offer products and services that match evolving customer preferences. If we are not successful in developing or introducing new products and services or responding or adapting to changes in customer preferences and habits, we may lose customers to our competitors. This could adversely affect our business, prospects, financial performance or financial condition.

For more detail on how we address competitive pressures refer to 'Competition' in Section 1.

***We could suffer losses due to market volatility***

We are exposed to market risk as a consequence of our trading activities in financial markets and through the asset and liability management of our financial position. This is the risk of an adverse impact on earnings resulting from changes in market factors, such as foreign exchange rates, interest rates, commodity prices and equity prices. This includes interest rate risk in the banking book, such as the risk to interest income from a mismatch between the duration of assets and liabilities that arises in the normal course of business activities. If we were to suffer substantial losses due to any market volatility it may adversely affect our business, prospects, liquidity, capital resources, financial performance or financial condition. For a discussion of our risk management procedures, including the management of market risk, refer to the 'Risk management' section.

***We could suffer losses due to conduct risk***

Conduct risk is the risk arising from unfair or inappropriate behaviour or practices of the Westpac Group or its staff. We are highly dependent on the conduct of our employees, contractors and external service providers. We could, for example, be adversely affected in the event that an employee, contractor or external service provider engages in unfair or inappropriate conduct. This could include losses from a failure to meet a professional obligation to specific clients, including fiduciary and suitability requirements, or from the nature or design of a product. While we have policies and processes to manage employee, contractor or external service provider misconduct, these policies and processes may not always be effective.

***We could suffer losses due to operational risks***

Operational risk is the risk of loss resulting from inadequate or failed internal processes, people and systems or from external events. It also includes, among other things, technology risk, model risk and outsourcing risk. While we have policies and processes to manage the risk of human error these policies and processes may not always be effective.

We could incur losses from incorrect or fraudulent payments and settlements, particularly real-time payments. Fraudulent conduct can also emerge from external parties seeking to access the bank's systems and customers' accounts. If systems, procedures and protocols for managing fraud fail, or are ineffective, they could lead to loss which could adversely affect our business, prospects, reputation, financial performance or financial condition.

As a financial services organisation, Westpac is heavily reliant on the use of data and models in the conduct of its business. We are therefore exposed to model risk, being the risk of loss arising because of errors or inadequacies in data or a model, or in the control and use of the model.

Westpac relies on a number of suppliers, both in Australia and overseas, to provide services to it and its customers. Failure by these suppliers to deliver services as required could disrupt services and adversely impact Westpac's operations, profitability or reputation.

Operational risks could impact on our operations or adversely affect demand for our products and services.

Operational risks can directly impact our reputation and result in financial losses which would adversely affect our financial performance or financial condition.

Entities within the Group may be involved from time to time in legal proceedings arising from the conduct of their business. The Group's material contingent liabilities are described in Note 31 to the financial statements. There is a risk that these contingent liabilities may be larger than anticipated or that additional litigation or other contingent liabilities may arise.

For a discussion of our risk management procedures, including the management of operational risk, refer to the 'Risk management' section.

### ***We could suffer information security risks, including cyberattacks***

The proliferation of new technologies, the increasing use of the internet and telecommunications to conduct financial transactions and the growing sophistication and activities of organised crime have resulted in increased information security risks for major financial institutions such as Westpac and our external service providers.

While Westpac has systems in place to detect and respond to cyberattacks, these systems may not always be effective and there can be no assurance that we will not suffer losses from cyberattacks or other information security breaches in the future.

Our operations rely on the secure processing, storage and transmission of information on our computer systems and networks, and the systems and networks of external suppliers. Although we implement measures to protect the security, integrity and confidentiality of our information, there is a risk that the computer systems, software and networks on which we rely may be subject to security breaches, unauthorised access, malicious software, external attacks or internal breaches that could have an adverse impact on our confidential information or that of our customers and counterparties.

Major banks in other jurisdictions have suffered security breaches from sophisticated cyberattacks. Our external service providers or other parties that facilitate our business activities (e.g. vendors, exchanges, clearing houses, central depositories and financial intermediaries) are also subject to the risk of cyberattacks. Any such security breach could result in the loss of customers and business opportunities, significant disruption to Westpac's operations, misappropriation of Westpac's confidential information and/or that of our customers and damage to Westpac's computers or systems and/or those of our customers. Such a security breach could also result in reputational damage, claims for compensation and regulatory investigations and penalties, which could adversely affect our business, prospects, financial performance, or financial condition.

Our risk and exposure to such threats remains heightened because of the evolving nature of technology, Westpac's prominence within the financial services industry, the prominence of our customers (including government, mining and health) and our plans to continue to improve and expand our internet and mobile banking infrastructure.

We continue to seek to strengthen and enhance our cybersecurity systems and investigate or remediate information security vulnerabilities, investing additional resources to endeavour to counter new and emerging threats as they continue to evolve.

### ***We could suffer losses due to technology failures***

The reliability and security of our information and technology infrastructure are crucial in maintaining our banking applications and processes. There is a risk that our information and technology systems might fail to operate properly or become disabled as a result of events that are wholly or partially beyond our control.

Further, our ability to develop and deliver products and services to customers is dependent upon technology that requires periodic renewal. We are constantly managing technology projects including projects to consolidate technology platforms, simplify and enhance our technology and operations environment, improve productivity and provide for a better customer experience. Failure to implement these projects or manage associated change effectively could result in cost overruns, a failure to achieve anticipated productivity, operational instability or reputational damage. In turn, this could place us at a competitive disadvantage and adversely affect our financial performance.

### ***We could suffer losses due to failures in governance or risk management strategies***

We have implemented risk management strategies and internal controls involving processes and procedures intended to identify, monitor and manage the risks to which we are subject, including liquidity risk, credit risk, market risk (such as interest

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rate, foreign exchange and equity risk), compliance risk, conduct risk, insurance risk, sustainability risk, related entity (contagion) risk and operational risk; all of which may impact the Group's reputation.

However, there are inherent limitations with any risk management framework as there may exist, or emerge in the future, risks that we have not anticipated or identified.

If any of our governance or risk management processes and procedures prove ineffective or inadequate or are otherwise not appropriately implemented, we could suffer unexpected losses and reputational damage which could adversely affect our business, prospects, financial performance or financial condition.

For a discussion of our risk management procedures, refer to the 'Risk management' section.

**We could suffer losses due to insurance risk**

We have exposure to insurance risk in our life insurance, general insurance and lenders mortgage insurance businesses, which may adversely affect our business, operations and financial condition.

Insurance risk is the risk of mis-estimation of the expected cost of insured events, volatility in the number or severity of insured events, and mis-estimation of the cost of incurred claims.

In the life insurance business, insurance risk arises primarily through mortality (death) and morbidity (illness and injury) risks being greater than expected.

In the general insurance business, insurance risk arises mainly through environmental factors (including floods and bushfires) and other calamities, such as earthquakes, tsunamis and volcanic activity, as well as general variability in home and contents insurance claim amounts. Further details on environmental risk factors are discussed below.

In the lenders mortgage insurance business, insurance risk arises primarily from an unexpected downturn in economic conditions.

We could also suffer losses if our reinsurance arrangements are not effective.

**We could suffer losses due to environmental factors**

We and our customers operate businesses and hold assets in a diverse range of geographic locations. Any significant environmental change or external event (including fire, storm, flood, earthquake, pandemic or terrorism events) in any of these locations has the potential to disrupt business activities, impact on our operations, damage property and otherwise affect the value of assets held in the affected locations and our ability to recover amounts owing to us. In addition, such an event could have an adverse impact on economic activity, consumer and investor confidence, or the levels of volatility in financial markets.

The risk of loss due to environmental factors is also relevant to our insurance business. The frequency and severity of external events such as natural disasters is difficult to predict and it is possible that the amounts we reserve for such events may not be adequate to cover actual claims that may arise, which could adversely affect our business, prospects, financial performance or financial condition.

**Reputational damage could harm our business and prospects**

Our ability to attract and retain customers and our prospects could be adversely affected if our reputation is damaged.

Reputation risk is the risk to earnings or capital arising from negative public opinion resulting from the loss of reputation or public trust and standing. It arises where there are differences between stakeholders' current and emerging perceptions, beliefs and expectations and our current and planned activities, performance and behaviours.

There are various potential sources of reputational damage, including failure to effectively manage risks in accordance with our risk management frameworks, potential conflicts of interest, pricing policies, failure to comply with legal and regulatory requirements, failure to meet our market disclosure obligations, regulatory investigations into past conduct, making inaccurate public statements, environmental, social and ethical issues, engagement and conduct of external suppliers, failure to comply with anti-money laundering and anti-bribery and corruption laws, trade sanctions and counter-terrorism finance legislation or privacy laws, litigation, failure of information security systems, improper sales and trading practices, failure to comply with personnel and supplier policies, improper conduct of companies in which we hold strategic investments, technology failures and security breaches. Our reputation could also be adversely affected by the actions of the financial services industry in general or from the actions of customers, suppliers and other counterparties.

Failure, or perceived failure, to appropriately address issues that could or do give rise to reputational risk could also impact the regulatory change agenda, give rise to additional legal risk, subject us to regulatory investigations, regulatory enforcement actions, fines and penalties, class actions or remediation costs, or harm our reputation among customers, investors and the marketplace. This could lead to loss of business which could adversely affect our business, prospects, financial performance or financial condition.

## **We could suffer losses due to impairment of capitalised software, goodwill and other intangible assets that may adversely affect our business, operations and financial condition**

In certain circumstances Westpac may be exposed to a reduction in the value of intangible assets. As at 30 September 2015, Westpac carried goodwill principally related to its investments in Australia, other intangible assets principally relating to assets recognised on acquisition of subsidiaries and capitalised software balances.

Westpac is required to assess the recoverability of the goodwill balances on at least an annual basis or wherever an indicator of impairment exists. For this purpose Westpac uses a discounted cash flow calculation. Changes in the methodology or assumptions upon which the calculation is based, together with expected changes in future cash flows, could materially impact this assessment, resulting in the potential write-off of part or all of the goodwill balances.

Capitalised software and other intangible assets are assessed for indicators of impairment at least annually or on indication of impairment. In the event that an asset is no longer in use, or that the cash flows generated by the asset do not support the carrying value, an impairment will be recorded, adversely impacting the Group's financial condition. The estimates and assumptions used in assessing the useful life of an asset can be affected by a range of factors including changes in strategy and the rate of external changes in technology and regulatory requirements.

## **We could suffer losses if we fail to syndicate or sell down underwritten securities**

As a financial intermediary we underwrite listed and unlisted debt and equity securities. Underwriting activities include the development of solutions for corporate and institutional customers who need capital and investor customers who have an appetite for certain investment products. We may guarantee the pricing and placement of these facilities. We could suffer losses if we fail to syndicate or sell down our risk to other market participants. This risk is more pronounced in times of heightened market volatility.

## **Certain strategic decisions may have adverse effects on our business**

Westpac, at times, evaluates and may implement strategic decisions and objectives including diversification, innovation, divestment or business expansion initiatives, including acquisitions of businesses. The expansion or integration of a new business can be complex and costly and may require Westpac to comply with additional local or foreign regulatory requirements which may carry additional risks. These decisions may, for a variety of reasons, not deliver the anticipated positive business results and could have a negative impact on our business, prospects, engagement with regulators, financial performance or financial condition.

## **Risk management**

Westpac's vision is to be one of the world's great service companies, helping our customers, communities and people to prosper and grow.

Effective risk management is one of the keys to achieving this goal. It influences our customer experiences and public perceptions, our financial performance, reputation and shareholder expectations, and thus our future success. We regard managing risk as a fundamental activity, performed at all levels of the Group.

The Risk Management Strategy is approved by the Board and reviewed by the Board Risk and Compliance Committee (BRCC) on an annual basis or more frequently where required by a material business or strategy change or a material change to the Group's risk profile. It is owned by the Chief Executive Officer.

For further information regarding the role and responsibilities of the BRCC and other Board committees in managing risk, refer to Westpac's Corporate Governance Statement.

The CEO and Executive Team are responsible for implementing our Risk Management Strategy and frameworks, and for developing policies, controls, processes and procedures for identifying and managing risk in all of Westpac's activities.

We adopt a Three Lines of Defence approach to risk management which reflects our culture of 'risk is everyone's business' and that all employees are responsible for identifying and managing risk and operating within the Group's desired risk profile.

For a discussion of the risks to which Westpac is exposed, and its policies to manage these risks, refer to Westpac's Corporate Governance Statement and Note 22 to the financial statements.

## **Credit risk**

Credit risk is the risk of financial loss where a customer or counterparty fails to meet their financial obligations to Westpac.

We have a framework and supporting policies for managing the credit risk associated with lending across our business divisions. The framework and policies encompass all stages of the credit cycle – origination, evaluation, approval, documentation, settlement, ongoing administration and problem management. For example, we have established product-based standards for lending to individuals, with key controls including minimum serviceability standards and maximum loan to security value ratios. We offer residential property loans to both owner-occupiers and investors at both fixed and variable rates, secured by a mortgage over the property or other acceptable collateral. Where we lend to higher loan to value ratios, we typically also require lenders mortgage insurance. Similarly, we have established criteria for business, commercial, corporate and institutional lending, which can vary by industry segment. In this area we focus on the performance of key financial risk ratios, including interest coverage, debt serviceability and balance sheet structure. When providing finance to smaller business,

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commercial and corporate borrowers we typically obtain security, such as a mortgage over property and/or a general security agreement over business assets. For larger corporates and institutions we typically also require compliance with selected financial ratios and undertakings and may hold security. In respect of commercial property lending we maintain loan origination and ongoing risk management standards, including specialised management for higher value loans. We consider factors such as the nature, location, quality and expected demand for the asset, tenancy profile and experience and quality of management. We actively monitor the Australian and New Zealand property markets and the composition of our commercial property loan book across the Group.

The extension of credit is underpinned by the Group's Principles of Responsible Lending. This is reflected in our commitment to comply with all local legislation, codes of practice and relevant guidelines and obligations to market our products responsibly and stay in touch with the expectations of customers and the community.

Refer to Note 22 to the financial statements for details of our credit risk management policies.

#### **Provisions for impairment charges on loans**

For information on the basis for determining the provision for impairment charges on loans refer to 'Critical accounting assumptions and estimates' in Note 1 to the financial statements.

#### **Credit risk concentrations**

We monitor our credit portfolio to manage risk concentrations. At 30 September 2015, our exposure to consumers comprised 71% (2014: 71%, 2013: 71%) of our on-balance sheet loans and 57% (2014: 57%, 2013: 57%) of total credit commitments. At 30 September 2015, 90% (2014: 90%, 2013: 90%) of our exposure to consumers was supported by residential real estate mortgages. The consumer category includes investment property loans to individuals, credit cards, personal loans, overdrafts and lines of credit. Our consumer credit risks are diversified, with substantial consumer market share in every state and territory in Australia, New Zealand and the Pacific region. Moreover, these customers service their debts with incomes derived from a wide range of occupations, in city as well as country areas.

Exposures to businesses, government and other financial institutions are classified into a number of industry clusters based on groupings of related Australian and New Zealand Standard Industrial Classification (ANZSIC) codes and are monitored against industry risk limits. The level of industry risk is measured and monitored on a dynamic basis. We also control the concentration risks that can arise from large exposures to individual borrowers.

#### **Liquidity risk**

Liquidity risk is the risk that the Group will be unable to fund assets and meet obligations as they become due. This risk could potentially arise as a result of:

- an inability to meet both expected and unexpected current and future cashflows and collateral needs without affecting either daily operations or the financial condition of the bank; and/or
- inadequate market depth or market disruption impacting the ability to offset or eliminate a position at the market price.

The Westpac Group has a liquidity risk management framework designed with the objective of meeting cash flow obligations under a wide range of market conditions, including name specific and market-wide scenarios as well as meeting the requirements of the Liquidity Coverage Ratio (LCR).

Refer to Note 22 to the financial statements for a more detailed discussion of our liquidity risk management policies.

## Westpac debt programs and issuing shelves

Access in a timely and flexible manner to a diverse range of debt markets and investors is provided by the following programs and issuing shelves as at 30 September 2015:

Program Limit	Issuer(s)	Program/Issuing Shelf Type
<b>Australia</b>		
No limit	WBC	Debt Issuance Program
<b>Euro Market</b>		
USD 2.5 billion	WBC	Euro Transferable Certificate of Deposit Program
USD 20 billion	WBC/WSNZL <sup>1</sup>	Euro Commercial Paper and Certificate of Deposit Program
USD 70 billion	WBC	Euro Medium Term Note Program
USD 7.5 billion	WSNZL <sup>1</sup>	Euro Medium Term Note Program
USD 40 billion	WBC <sup>2</sup>	Global Covered Bond Program
EUR 5 billion	WSNZL <sup>3</sup>	Global Covered Bond Program
<b>Japan</b>		
JPY 750 billion	WBC	Samurai shelf
JPY 750 billion	WBC	Uridashi shelf
<b>United States</b>		
USD 45 billion	WBC	US Commercial Paper Program
USD 10 billion	WSNZL <sup>1</sup>	US Commercial Paper Program
USD 35 billion	WBC	US MTN Program
No limit	WBC (NY Branch)	Certificate of Deposit Program
No limit	WBC	US Securities and Exchange Commission registered shelf
<b>New Zealand</b>		
No limit	WNZL	Medium Term Note and Registered Certificate of Deposit Program

<sup>1</sup> Notes issued under this program by Westpac Securities NZ Limited, London branch are guaranteed by Westpac New Zealand Limited, its parent company.

<sup>2</sup> Notes issued under this program are guaranteed by BNY Trust Company of Australia Limited as trustee of the Westpac Covered Bond Trust.

<sup>3</sup> Notes issued under this program by Westpac Securities NZ Limited, London branch are guaranteed by Westpac New Zealand Limited, its parent company, and Westpac NZ Covered Bond Limited.

## Market risk

Market risk is the risk of an adverse impact on earnings resulting from changes in market factors, such as foreign exchange rates, interest rates, commodity prices and equity prices. Market risk arises in both trading and banking book activities.

Our trading activities are conducted in our Financial Markets and Treasury businesses. Financial Market's trading book activity represents dealings that encompass book running and distribution activity. Treasury's trading activity represents dealings that include the management of interest rate, foreign exchange (FX) and credit spread risk associated with wholesale funding, liquid asset portfolios and hedging of foreign currency earnings and capital deployed offshore.

Refer to Note 22 to the financial statements for a more detailed discussion of our market risk management policies.

The table below depicts the aggregate Value at Risk (VaR), by risk type, for the year ended 30 September:

Consolidated and Parent Entity \$m	2015			2014			2013		
	High	Low	Average	High	Low	Average	High	Low	Average
Interest rate risk	18.1	7.0	11.4	30.7	6.3	15.6	30.8	9.1	16.7
Foreign exchange risk	11.8	0.5	3.6	7.6	1.2	3.0	5.7	0.5	2.1
Equity risk	0.6	0.1	0.3	0.7	0.1	0.3	0.8	0.1	0.3
Commodity risk <sup>1</sup>	5.7	1.7	3.1	2.9	1.3	2.0	6.1	1.2	2.9
Other market risks <sup>2</sup>	6.7	2.9	4.6	11.3	5.4	9.2	13.0	5.8	7.9
Diversification effect	n/a	n/a	(7.2)	n/a	n/a	(8.2)	n/a	n/a	(10.7)
Net market risk	23.5	9.0	15.8	40.2	9.5	22.0	35.4	12.5	19.2

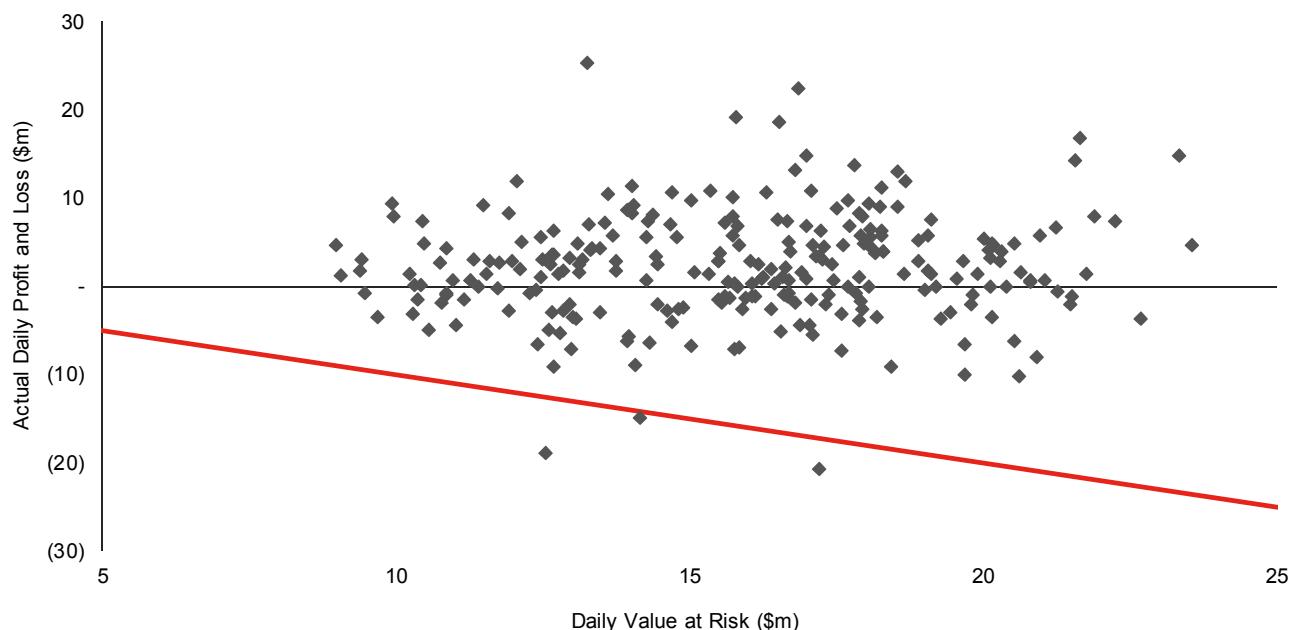
<sup>1</sup> Includes electricity risk.

<sup>2</sup> Includes prepayment risk and credit spread risk (exposure to movements in generic credit rating bands).

The graph below compares the actual profit and loss from trading activities on a daily basis to VaR<sup>1</sup> over the reporting period:

#### Traded Risk: Actual Profit and Loss vs. VaR

01 October 2014 to 30 September 2015



Each point on the graph represents one day's profit or loss from trading activities. The result is placed on the graph relative to the associated VaR utilisation. The downward sloping line represents the point where a loss is equal to VaR utilisation. Therefore, any point below the line represents a back-test exception (i.e. where the loss is greater than VaR).

#### Operational risk and compliance risk

Operational risk is the risk of loss resulting from inadequate or failed internal processes, people and systems, or from external events including legal risk but excluding strategic and reputation risk. It also includes, among other things, technology risk, model risk and outsourcing risk.

The way operational risk is managed has the potential to positively or negatively impact our customers, our employees, our financial performance and our reputation.

Compliance risk is the risk of legal or regulatory sanction, financial or reputational loss, arising from our failure to abide by the compliance obligations required of us.

<sup>1</sup> Westpac estimates VaR as the potential loss in earnings from adverse market movements and is calculated over a 1-day time horizon to a 99% confidence level using 1 year of historical data.

Compliance is focused on meeting our legal and regulatory obligations in each of the jurisdictions in which we operate by proactively managing compliance risk. Refer to Westpac's Corporate Governance Statement for information on our management of operational and compliance risk.

The Group's Operational Risk Management Framework and Compliance Management Framework assists all divisions to achieve their objectives through the effective identification, assessment, measurement, management, monitoring, reporting, control and mitigation of their risks. The Operational Risk Management Framework defines the organisational and governance structures, roles and responsibilities, principles, policies, processes and systems that we use to manage operational risk. The Compliance Management Framework sets out the approach of Westpac Group to managing compliance obligations and mitigating compliance risk, in order to operate within our compliance appetite and achieve our compliance objective. This is discussed in further detail in Note 22 to the financial statements.

## Other risks

### Business risk

The risk associated with the vulnerability of a line of business to changes in the business environment.

### Conduct risk

The risk arising from unfair or inappropriate behaviour or practices of the Westpac Group or its staff.

The Westpac Group Code of Conduct describes the standards of conduct expected of our people, both employees and contractors. It is supported by policies and procedures to manage conduct-related risks including through our dealings in financial markets, and through managing our statutory and professional obligations to specific clients, including fiduciary and suitability requirements, and product management and design.

### Sustainability risks

The risk of damage to Westpac's reputation or financial performance due to failure to recognise or address material existing or emerging sustainability-related environmental, social or governance issues.

The Group has in place a Sustainability Risk Management Framework that is supported by a suite of key supporting policies and position statements. These include the Principles for Doing Business, Principles for Responsible Lending, ESG Credit Risk Policy, Climate Change and Environment Position Statement and Action Plan and sensitive sector position statements, and Sustainable Supply Chain Management Code of Conduct and Framework, many of which are publicly available. The Sustainability Risk Management Framework was reviewed and updated in 2014.

Westpac is also a signatory to a number of voluntary principles-based frameworks that guide the integration of ESG-related issues into investment analysis. These include the Equator Principles covering project finance activities and the Principles for Responsible Investment covering investment analysis.

### Equity risk

The potential for financial loss arising from movements in equity values. Equity risk may be direct, indirect or contingent.

The Group's direct equity risk arises from principal investments or net trading or underwriting positions in listed or unlisted equities. It also includes seed funding, debt for equity swaps, equity derivatives and other situations where the value of Westpac's investment is directly affected by the change in value of the equity instrument to the full extent of that change.

Our indirect equity risk arises from movements in the equity markets that affect business performance e.g. income derived as a result of managing or administering equity investments on behalf of other parties where fee income is based on the amount of funds under management.

Our contingent equity risk arises from normal lending activities secured by or with recourse to listed and/or unlisted equities and the borrower, or to another equity like source of risk protection. Contingent risk materialises when there is a default, and a subsequent shortfall from the realisation of equity related assets that is not covered from other sources of recourse.

The Group has in place various policies, limits and controls to manage these risks and the conflicts of interest that can potentially arise.

### Insurance risk

The risk of misestimation of the expected cost of insured events, volatility in the number or severity of insured events, and misestimation of the cost of incurred claims.

Subsidiaries within the Group undertake life insurance, general insurance and lenders mortgage insurance. They are governed by independent boards and are subject to separate regulatory oversight and controls. These subsidiaries have comprehensive reinsurance arrangements in place to transfer risk and protect against catastrophic events. They are capitalised to a level that exceeds the minimum required by the relevant regulator.

### Related entity (contagion) risk

The risk that problems arising in other Westpac Group members compromise the financial and operational position of the ADI in the Westpac Group.

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The Group has in place a Risk Management Framework and a suite of supporting policies and procedures governing the control of dealings with, and activities that may be undertaken by, Group members. Controls include the measurement, approval and monitoring of, and limitations on, the extent of intra-group credit exposures and other forms of parent entity support, plus requirements related to control of Group badging, product distribution, promotional material, service-level agreements and managing potential conflicts of interest.

### **Reputation risk**

The risk to earnings or capital arising from negative public opinion resulting from the loss of reputation or public trust and standing.

Reputation risk can arise from gaps between current and/or emerging stakeholder perceptions and expectations relative to our current or planned activities, performance or behaviours. It can affect the Group's brands and businesses positively or negatively. Stakeholder perceptions can include (but are not limited to) views on financial performance, quality of products or services, quality of management, leadership and governance, history and heritage and our approach to sustainability, social responsibility and ethical behaviour.

We have a Reputation Risk Management Framework and key supporting policies in place covering the way we manage reputation risk as one of our key risks across the Group, including the setting of risk appetite and roles and responsibilities for risk identification, measurement and management, monitoring and reporting.

### **Structured entities**

We are associated with a number of structured entities in the ordinary course of business, primarily to provide funding and financial services products to our customers.

Structured entities are typically set up for a single, pre-defined purpose, have a limited life, generally are not operating entities and do not have employees. The most common form of structured entity involves the acquisition of financial assets by the structured entity that are funded by the issuance of securities to external investors (securitisation). Repayment of the securities is determined by the performance of the assets acquired by the structured entity.

Under AAS, a structured entity is consolidated and reported as part of the Group if it is controlled by the parent entity in line with AASB 10 Consolidated Financial Statements. The definition of control is based on the substance rather than the legal form. Refer to Note 36 to the financial statements for a description of how we apply the requirements to evaluate whether to consolidate structured entities and for information on both consolidated and unconsolidated structured entities.

In the ordinary course of business, we have established or sponsored the establishment of structured entities in relation to securitisation, as detailed below.

### **Covered bond guarantors**

Through our covered bond programs we assign our equitable interests in residential mortgage loans to a structured entity covered bond guarantor which guarantees the obligations of our covered bonds. We provide arm's length swaps to the covered bond guarantor in accordance with relevant prudential guidelines. We have no obligation to repurchase any assets from the covered bond guarantor, other than in certain circumstances where there is a breach of representation or warranty. We may repurchase loans from the covered bond guarantor at our discretion, subject to the conditions set out in the transaction documents.

As at 30 September 2015, the carrying value of assets pledged for the covered bond programs for the Group was \$40.3 billion (2014: \$39.3 billion).

Refer to Note 25 to the financial statements for further details.

### **Securitisation structured entities**

Through our securitisation programs we assign our equitable interests in assets (in respect of RMBS, principally residential mortgage loans, and in respect of ABS, principally auto receivables) to structured entities, which issue securities to investors. We provide arm's length interest rate swaps and liquidity facilities to the structured entities in accordance with relevant prudential guidelines. We have no obligation to repurchase any securitisation securities, other than in certain circumstances (excluding impaired assets) where there is a breach of representation or warranty within 120 days of the initial sale (except in respect of our program in New Zealand which imposes no such time limitation). We may remove assets from the program where they cease to conform with the terms and conditions of the securitisation programs or through a program's clean-up features.

As at 30 September 2015, our assets securitised through a combination of privately or publicly placed issues to Australian, New Zealand, European and United States investors was \$12.1 billion (2014: \$11.6 billion).

Under AAS substantially all of the structured entities involved in our loan securitisation programs are consolidated by the Group.

Refer to Note 25 to the financial statements for further details.

## Customer funding conduits

We arrange financing for certain customer transactions through a commercial paper conduit that provides customers with access to the commercial paper market. As at 30 September 2015, we administered one significant conduit (2014: one), that was created prior to 1 February 2003, with commercial paper outstanding of \$0.8 billion (2014: \$1.4 billion). We provide a letter of credit facility as credit support to the commercial paper issued by the conduit. This facility is a variable interest in the conduit that we administer and represents a maximum exposure to loss of \$86 million as at 30 September 2015 (2014: \$147 million). The conduit is consolidated by the Group.

Refer to Note 25 to the financial statements for further details.

## Structured finance transactions

We have entered into transactions with structured entities to provide financing to customers or to provide financing to the Group. Any financing arrangements to customers are entered into under normal lending criteria and are subject to our normal credit approval processes. The assets arising from these financing activities are generally included in receivables due from other financial institutions or available-for-sale securities. The liabilities arising from these financing activities are generally included in payables due to other financial institutions, debt issues or financial liabilities designated at fair value. Exposures in the form of guarantees or undrawn credit lines are included within contingent liabilities and credit-related commitments.

## Other off-balance sheet arrangements

Refer to Note 38 to the financial statements for details of our superannuation plans and Note 31 for details of our contingent liabilities, contingent assets and credit commitments.

## Financial reporting

### Internal control over financial reporting

The US Congress passed the *Public Company Accounting Reform and Investor Protection Act* in July 2002, which is commonly known as the *Sarbanes-Oxley Act of 2002* (SOx). SOx is a wide ranging piece of US legislation concerned largely with financial reporting and corporate governance. We are obligated to comply with SOx by virtue of being a foreign registrant with the SEC and we have established procedures designed to comply with all applicable requirements of SOx.

### Disclosure controls and procedures

Our management, with the participation of our CEO and CFO, evaluated the effectiveness of the design and operation of our disclosure controls and procedures (as defined in Rule 13a-15(e) under the *US Securities Exchange Act of 1934*) as of 30 September 2015.

Based upon this evaluation, our CEO and CFO have concluded that the design and operation of our disclosure controls and procedures were effective as of 30 September 2015.

### Management's Report on internal control over financial reporting

Rule 13a-15(a) under the *US Securities Exchange Act of 1934* requires us to maintain an effective system of internal control over financial reporting. Refer to the sections headed 'Management's report on internal control over financial reporting' and 'Report of independent registered public accounting firm' in Section 3 for those reports.

### Changes in our internal control over financial reporting

There has been no change in our internal control over financial reporting (as defined in Rule 13a-15(f) of the *US Securities Exchange Act of 1934*) for the year ended 30 September 2015 that has been identified that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

# Other Westpac business information

## Employees

The number of employees in each area of business as at 30 September<sup>1</sup>:

	2015	2014 <sup>2</sup>	2013 <sup>2</sup>
Westpac RBB	9,397	10,052	9,992
St.George	5,396	5,492	5,185
BTFG	4,041	4,062	4,076
WIB	1,710	1,643	1,546
Westpac New Zealand	4,375	4,342	4,481
Other	10,322	10,782	10,317
<b>Total employees</b>	<b>35,241</b>	<b>36,373</b>	<b>35,597</b>

<sup>1</sup> Total employees includes full-time, pro-rata part-time, overtime, temporary and contract staff.

<sup>2</sup> Prior comparative periods have been restated to reflect business structures changes in 2015.

## 2015 v 2014

Total employees decreased by 1,132 compared to 30 September 2014, from the partial sale and subsequent deconsolidation of BTIM (237), the sale of operations in Cook Islands, Samoa and Tonga (201), and delivery of productivity programs. These were partially offset by expansion in Asia (62) and additional Bank of Melbourne employees (79).

## Property

We occupy premises primarily in Australia, New Zealand and the Pacific Islands including 1,430 branches, (2014: 1,534) as at 30 September 2015. As at 30 September 2015, we owned approximately 2.0% (2014: 2.0%) of the premises we occupied in Australia, none (2014: none) in New Zealand and 38% (2014: 54%) in the Pacific Islands. The remainder of premises are held under commercial lease with the terms generally averaging five years. As at 30 September 2015, the carrying value of our directly owned premises and sites was approximately \$113 million (2014: \$228 million).

Westpac Place in the Sydney CBD is the Group's head office. A new 12 year lease is currently under negotiation to continue to occupy 275 Kent Street and to allow the early exit of levels 24-32.

We continue a corporate presence in Kogarah, in the Sydney metro area, which is a key corporate office of St.George. The Kogarah office has a 2,319 seat capacity and is home to "The Hive", our innovation centre. A lease commitment at this site extends to 2021 with five five-year options to extend.

In November 2011, an Agreement for Lease for part of 150 Collins Street, Melbourne, was executed. The term of the lease is 12 years. Westpac's first fully Agile workspace environment was opened in October 2015, with 1,000 staff now occupying our new Melbourne Head Office.

In June 2013, an Agreement for Lease was executed with Westpac as anchor tenant for the T2 Tower at the Barangaroo South development. The term of the lease is 15 years. Two major construction milestones have been achieved which resulted in handing to Westpac the Ground Floor and Levels 1-15 and levels 17-28.

Relocation to Barangaroo began in early August 2015. By the end of February 2016 close to 6,000 personnel are expected to move to Barangaroo.

'Westpac on Takutai Square' is Westpac New Zealand's head office, located at the Eastern end of Britomart Precinct near Customs Street in Auckland, contains 24,510 square metres of office space across two buildings and has a capacity of approximately 2,110 seats. A lease commitment at this site extends to 2021, with two six-year options to extend.

## Significant long term agreements

Westpac has no individual contracts, other than contracts entered into in the ordinary course of business, that would constitute a material contract.

## Related party disclosures

Details of our related party disclosures are set out in Note 40 to the financial statements and details of Directors' interests in securities are set out in the Remuneration Report included in the Directors' Report. The related party disclosures relate principally to transactions with our Directors and Director-related parties as we do not have individually significant shareholders and our transactions with other related parties are not significant.

Other than as disclosed in Note 40 to the financial statements and the Remuneration Report, if applicable, loans made to parties related to Directors and other key management personnel of Westpac are made in the ordinary course of business on normal terms and conditions (including interest rates and collateral). Loans are made on the same terms and conditions (including interest rates and collateral) as apply to other employees and certain customers in accordance with established policy. These loans do not involve more than the normal risk of collectability or present any other unfavourable features.

## Other Westpac business information

### Auditor's remuneration

Auditor's remuneration, including goods and services tax, to the external auditor for the years ended 30 September 2015 and 2014 is provided in Note 39 to the financial statements.

### Audit related services

Westpac Group Secretariat monitors the application of the pre-approval process in respect of audit, audit-related and non-audit services provided by PricewaterhouseCoopers (PwC) and promptly brings to the attention of the BAC any exceptions that need to be approved pursuant to paragraph (c)(7)(i)(C) of Rule 2-01 of Regulation S-X. The pre-approval guidelines are communicated to Westpac's divisions through publication on the Westpac intranet.

During the year ended 30 September 2015, there were no fees paid by Westpac to PwC that required approval by the BAC pursuant to paragraph (c)(7)(i)(C) of Rule 2-01 of Regulation S-X.

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# 03

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# Financial statements

**Income statements** for the years ended 30 September  
Westpac Banking Corporation

\$ m	Note	Consolidated			Parent Entity	
		2015	2014	2013	2015	2014
Interest income	3	32,295	32,248	33,009	32,043	32,076
Interest expense	3	(18,028)	(18,706)	(20,188)	(20,502)	(21,012)
Net interest income		14,267	13,542	12,821	11,541	11,064
Non-interest income	4	7,375	6,395	5,774	5,722	5,905
Net operating income before operating expenses and impairment charges		21,642	19,937	18,595	17,263	16,969
Operating expenses	5	(9,473)	(8,547)	(7,976)	(7,773)	(6,939)
Impairment charges	6	(753)	(650)	(847)	(622)	(561)
<b>Profit before income tax</b>		<b>11,416</b>	<b>10,740</b>	<b>9,772</b>	<b>8,868</b>	<b>9,469</b>
Income tax expense	7	(3,348)	(3,115)	(2,947)	(2,121)	(2,235)
<b>Net profit for the year</b>		<b>8,068</b>	<b>7,625</b>	<b>6,825</b>	<b>6,747</b>	<b>7,234</b>
Profit attributable to non-controlling interests		(56)	(64)	(74)	-	-
<b>Net profit attributable to owners of Westpac Banking Corporation</b>		<b>8,012</b>	<b>7,561</b>	<b>6,751</b>	<b>6,747</b>	<b>7,234</b>
<b>Earnings per share (cents)</b>						
Basic	8	256.3	243.7	218.3		
Diluted	8	249.3	238.7	213.5		

The above income statements should be read in conjunction with the accompanying notes.

# Financial statements

**Statements of comprehensive income** for the years ended 30 September  
Westpac Banking Corporation

\$ m	Note	Consolidated			Parent Entity	
		2015	2014	2013	2015	2014
<b>Net profit for the year</b>		<b>8,068</b>	<b>7,625</b>	<b>6,825</b>	<b>6,747</b>	<b>7,234</b>
<b>Other comprehensive income</b>						
<b>Items that may be reclassified subsequently to profit or loss</b>						
Gains/(losses) on available-for-sale securities:						
Recognised in equity		(148)	263	57	(152)	222
Transferred to income statements		(73)	(94)	(104)	(21)	9
Gains/(losses) on cash flow hedging instruments:						
Recognised in equity		(59)	41	(51)	140	90
Transferred to income statements		(131)	(197)	(234)	(167)	(239)
Exchange differences on translation of foreign operations		15	61	114	33	14
Income tax on items taken to or transferred from equity:						
Available-for-sale securities reserve		67	(52)	15	53	(48)
Cash flow hedging reserve		54	47	85	8	45
Foreign currency translation reserve		-	-	(11)	-	-
Share of associates' other comprehensive income		5	-	-	-	-
<b>Items that will not be reclassified subsequently to profit or loss</b>						
Own credit adjustment on financial liabilities designated at fair value (net of tax)		160	11	44	160	11
Remeasurement of defined benefit obligation recognised in equity (net of tax)		111	(47)	247	115	(49)
<b>Other comprehensive income for the year (net of tax)</b>		<b>1</b>	<b>33</b>	<b>162</b>	<b>169</b>	<b>55</b>
<b>Total comprehensive income for the year</b>		<b>8,069</b>	<b>7,658</b>	<b>6,987</b>	<b>6,916</b>	<b>7,289</b>
Attributable to:						
Owners of Westpac Banking Corporation		8,013	7,594	6,913	6,916	7,289
Non-controlling interests		56	64	74	-	-
<b>Total comprehensive income for the year</b>		<b>8,069</b>	<b>7,658</b>	<b>6,987</b>	<b>6,916</b>	<b>7,289</b>

The above statements of comprehensive income should be read in conjunction with the accompanying notes.

**Balance sheets** as at 30 September  
Westpac Banking Corporation

\$m	Note	Consolidated		Parent Entity	
		2015	2014	2015	2014
<b>Assets</b>					
Cash and balances with central banks	41	14,770	25,760	13,372	23,400
Receivables due from other financial institutions	10	9,583	7,424	8,741	5,483
Trading securities and financial assets designated at fair value	11	27,454	45,909	24,896	44,324
Derivative financial instruments	21	48,173	41,404	47,540	41,307
Available-for-sale securities	12	54,833	36,024	50,344	32,009
Loans	13	623,316	580,343	546,075	505,604
Life insurance assets	15	13,125	11,007	-	-
Regulatory deposits with central banks overseas		1,309	1,528	1,152	1,389
Due from subsidiaries		-	-	145,560	140,098
Investments in subsidiaries		-	-	4,585	4,687
Investments in associates	35	756	-	-	-
Property and equipment		1,592	1,452	1,354	1,113
Deferred tax assets	7	1,377	1,397	1,463	1,322
Goodwill and other intangible assets	26	11,574	12,606	9,180	9,715
Other assets	27	4,294	5,988	3,294	5,017
<b>Total assets</b>		<b>812,156</b>	<b>770,842</b>	<b>857,556</b>	<b>815,468</b>
<b>Liabilities</b>					
Payables due to other financial institutions	16	18,731	18,636	18,133	18,411
Deposits and other borrowings	17	475,328	460,822	425,509	414,183
Other financial liabilities at fair value through income statement	18	9,226	19,236	9,226	19,155
Derivative financial instruments	21	48,304	39,539	48,050	39,141
Debt issues	19	171,054	152,251	144,715	127,846
Current tax liabilities		539	662	518	614
Life insurance liabilities	15	11,559	9,637	-	-
Due to subsidiaries		-	-	143,885	135,066
Provisions	28	1,489	1,618	1,332	1,403
Deferred tax liabilities	7	55	55	-	-
Other liabilities	29	8,116	8,191	6,433	6,409
<b>Total liabilities excluding loan capital</b>		<b>744,401</b>	<b>710,647</b>	<b>797,801</b>	<b>762,228</b>
Loan capital	20	13,840	10,858	13,840	10,858
<b>Total liabilities</b>		<b>758,241</b>	<b>721,505</b>	<b>811,641</b>	<b>773,086</b>
<b>Net assets</b>		<b>53,915</b>	<b>49,337</b>	<b>45,915</b>	<b>42,382</b>
<b>Shareholders' equity</b>					
Share capital:					
Ordinary share capital	32	29,280	26,943	29,280	26,943
Treasury shares and RSP treasury shares	32	(385)	(304)	(308)	(239)
Reserves	32	1,031	1,176	940	921
Retained profits		23,172	20,641	15,248	14,002
Convertible debentures	32	-	-	755	755
<b>Total equity attributable to owners of Westpac Banking Corporation</b>		<b>53,098</b>	<b>48,456</b>	<b>45,915</b>	<b>42,382</b>
Non-controlling interests	32	817	881	-	-
<b>Total shareholders' equity and non-controlling interests</b>		<b>53,915</b>	<b>49,337</b>	<b>45,915</b>	<b>42,382</b>

The above balance sheets should be read in conjunction with the accompanying notes.

**Statements of changes in equity** as at 30 September  
Westpac Banking Corporation

**Consolidated**

\$m	Share capital (Note 32)	Reserves (Note 32)	Retained profits	Total equity attributable to owners of Westpac Banking Corporation	Non-controlling interests (Note 32)	Total shareholders' equity and non-controlling interests
<b>Balance at 1 October 2012</b>	<b>26,163</b>	<b>958</b>	<b>17,174</b>	<b>44,295</b>	<b>1,970</b>	<b>46,265</b>
<b>Net profit for the year</b>	-	-	<b>6,751</b>	<b>6,751</b>	74	<b>6,825</b>
Net other comprehensive income for the year	-	(129)	291	162	-	162
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>(129)</b>	<b>7,042</b>	<b>6,913</b>	<b>74</b>	<b>6,987</b>
<b>Transactions in capacity as equity holders</b>						
Dividends on ordinary shares <sup>1</sup>	-	-	(5,249)	(5,249)	-	(5,249)
Special dividends on ordinary shares <sup>2</sup>	-	-	(310)	(310)	-	(310)
Dividend reinvestment plan	531	-	-	531	-	531
Realised gain on redemption of 2003 TPS	-	-	296	296	-	296
<b>Other equity movements</b>						
Share based payment arrangements	-	130	-	130	-	130
Exercise of employee share options and rights	124	-	-	124	-	124
Redemption of Westpac SPS	173	-	-	173	-	173
Purchase of shares (net of issue costs)	(162)	-	-	(162)	-	(162)
(Acquisition)/Disposal of treasury shares	(61)	-	-	(61)	-	(61)
Redemption of 2003 TPS	-	-	-	-	(1,137)	(1,137)
Other	-	(6)	-	(6)	(44)	(50)
<b>Total contributions and distributions</b>	<b>605</b>	<b>124</b>	<b>(5,263)</b>	<b>(4,534)</b>	<b>(1,181)</b>	<b>(5,715)</b>
<b>Balance at 30 September 2013</b>	<b>26,768</b>	<b>953</b>	<b>18,953</b>	<b>46,674</b>	<b>863</b>	<b>47,537</b>
<b>Net profit for the year</b>	-	-	<b>7,561</b>	<b>7,561</b>	64	<b>7,625</b>
Net other comprehensive income for the year	-	69	(36)	33	-	33
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>69</b>	<b>7,525</b>	<b>7,594</b>	<b>64</b>	<b>7,658</b>
<b>Transactions in capacity as equity holders</b>						
Dividends on ordinary shares <sup>1</sup>	-	-	(5,527)	(5,527)	-	(5,527)
Special dividends on ordinary shares <sup>2</sup>	-	-	(310)	(310)	-	(310)
<b>Other equity movements</b>						
Share based payment arrangements	-	156	-	156	-	156
Exercise of employee share options and rights	49	-	-	49	-	49
Purchase of shares (net of issue costs)	(127)	-	-	(127)	-	(127)
(Acquisition)/Disposal of treasury shares	(51)	-	-	(51)	-	(51)
Other	-	(2)	-	(2)	(46)	(48)
<b>Total contributions and distributions</b>	<b>(129)</b>	<b>154</b>	<b>(5,837)</b>	<b>(5,812)</b>	<b>(46)</b>	<b>(5,858)</b>
<b>Balance at 30 September 2014</b>	<b>26,639</b>	<b>1,176</b>	<b>20,641</b>	<b>48,456</b>	<b>881</b>	<b>49,337</b>
<b>Net profit for the year</b>	-	-	<b>8,012</b>	<b>8,012</b>	56	<b>8,068</b>
Net other comprehensive income for the year	-	(270)	271	1	-	1
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>(270)</b>	<b>8,283</b>	<b>8,013</b>	<b>56</b>	<b>8,069</b>
<b>Transactions in capacity as equity holders</b>						
Dividends on ordinary shares <sup>1</sup>	-	-	(5,752)	(5,752)	-	(5,752)
Dividend reinvestment plan	1,412	-	-	1,412	-	1,412
Dividend reinvestment plan underwrite	1,000	-	-	1,000	-	1,000
<b>Other equity movements</b>						
Share based payment arrangements	-	141	-	141	-	141
Exercise of employee share options and rights	16	-	-	16	-	16
Purchase of shares (net of issue costs)	(91)	-	-	(91)	-	(91)
(Acquisition)/Disposal of treasury shares	(81)	-	-	(81)	-	(81)
Disposal of controlled entities	-	-	-	-	(105)	(105)
Other	-	(16)	-	(16)	(15)	(31)
<b>Total contributions and distributions</b>	<b>2,256</b>	<b>125</b>	<b>(5,752)</b>	<b>(3,371)</b>	<b>(120)</b>	<b>(3,491)</b>
<b>Balance at 30 September 2015</b>	<b>28,895</b>	<b>1,031</b>	<b>23,172</b>	<b>53,098</b>	<b>817</b>	<b>53,915</b>

<sup>1</sup> 2015 comprises 2015 interim dividend 93 cents and 2014 final dividend 92 cents per share (2014: 2014 interim dividend 90 cents and 2013 final dividend 88 cents, 2013: 2013 interim dividend 86 cents and 2012 final dividend 84 cents), all fully franked at 30%.

<sup>2</sup> 2015 comprises nil cents per share (2014: 10 cents per share, 2013: 10 cents per share) fully franked at 30%.

**Statements of changes in equity** as at 30 September (continued)

Westpac Banking Corporation

Parent

	Share capital (\$m) (Note 32)	Reserves (\$m) (Note 32)	Retained profits (\$m) of Westpac Banking Corporation	Total equity attributable to owners of Westpac Banking Corporation (\$m)	Convertible debentures (\$m) (Note 32)	Total shareholders' equity and other equity instruments (\$m)
<b>Balance at 1 October 2013</b>	<b>26,840</b>	<b>691</b>	<b>12,666</b>	<b>40,197</b>	<b>755</b>	<b>40,952</b>
<b>Net profit for the year</b>	-	-	<b>7,234</b>	<b>7,234</b>	-	<b>7,234</b>
Net other comprehensive income for the year	-	93	(38)	55	-	55
<b>Total comprehensive income for the year</b>	-	<b>93</b>	<b>7,196</b>	<b>7,289</b>	-	<b>7,289</b>
<b>Transactions in capacity as equity holders</b>						
Dividends on ordinary shares <sup>1</sup>	-	-	(5,534)	(5,534)	-	(5,534)
Special dividends on ordinary shares <sup>2</sup>	-	-	(310)	(310)	-	(310)
Distributions on convertible debentures	-	-	(16)	(16)	-	(16)
<b>Other equity movements</b>						
Share based payment arrangements	-	137	-	137	-	137
Exercise of employee share options and rights	49	-	-	49	-	49
Purchase of shares (net of issue costs)	(127)	-	-	(127)	-	(127)
(Acquisition)/Disposal of treasury shares	(58)	-	-	(58)	-	(58)
<b>Total contributions and distributions</b>	<b>(136)</b>	<b>137</b>	<b>(5,860)</b>	<b>(5,859)</b>	-	<b>(5,859)</b>
<b>Balance at 30 September 2014</b>	<b>26,704</b>	<b>921</b>	<b>14,002</b>	<b>41,627</b>	<b>755</b>	<b>42,382</b>
<b>Net profit for the year</b>	-	-	<b>6,747</b>	<b>6,747</b>	-	<b>6,747</b>
Net other comprehensive income for the year	-	(106)	275	169	-	169
<b>Total comprehensive income for the year</b>	-	<b>(106)</b>	<b>7,022</b>	<b>6,916</b>	-	<b>6,916</b>
<b>Transactions in capacity as equity holders</b>						
Dividends on ordinary shares <sup>1</sup>	-	-	(5,762)	(5,762)	-	(5,762)
Dividend reinvestment plan	1,412	-	-	1,412	-	1,412
Dividend reinvestment plan underwrite	1,000	-	-	1,000	-	1,000
Distributions on convertible debentures	-	-	(14)	(14)	-	(14)
<b>Other equity movements</b>						
Share based payment arrangements	-	125	-	125	-	125
Exercise of employee share options and rights	16	-	-	16	-	16
Purchase of shares (net of issue costs)	(91)	-	-	(91)	-	(91)
(Acquisition)/Disposal of treasury shares	(69)	-	-	(69)	-	(69)
<b>Total contributions and distributions</b>	<b>2,268</b>	<b>125</b>	<b>(5,776)</b>	<b>(3,383)</b>	-	<b>(3,383)</b>
<b>Balance at 30 September 2015</b>	<b>28,972</b>	<b>940</b>	<b>15,248</b>	<b>45,160</b>	<b>755</b>	<b>45,915</b>

<sup>1</sup> 2015 comprises 2015 interim dividend 93 cents and 2014 final dividend 92 cents per share (2014: 2014 interim dividend 90 cents and 2013 final dividend 88 cents), all fully franked at 30%.

<sup>2</sup> 2015 comprises nil cents per share (2014: 10 cents per share) fully franked at 30%.

Both of the above statements of changes in equity should be read in conjunction with the accompanying notes.

# Financial statements

**Cash flow statements<sup>1</sup>** for the years ended 30 September  
Westpac Banking Corporation

\$m	Note	Consolidated			Parent Entity	
		2015	2014	2013	2015	2014
<b>Cash flows from operating activities</b>						
Interest received		32,377	32,136	33,048	32,151	32,029
Interest paid		(18,319)	(18,743)	(20,520)	(20,803)	(21,051)
Dividends received excluding life business	12	11	10	1,519	1,651	
Other non-interest income received	5,289	5,732	6,618	3,985	2,766	
Operating expenses paid	(7,502)	(7,327)	(7,139)	(6,072)	(5,848)	
Income tax paid excluding life business	(3,322)	(2,660)	(2,691)	(3,027)	(2,456)	
Life business:						
Receipts from policyholders and customers		1,921	1,694	1,759	-	-
Interest and other items of similar nature	33	48	45	-	-	
Dividends received	328	297	301	-	-	
Payments to policyholders and suppliers	(1,754)	(1,723)	(1,912)	-	-	
Income tax paid	(104)	(123)	(109)	-	-	
Cash flows from operating activities before changes in operating assets and liabilities		8,959	9,342	9,410	7,753	7,091
Net (increase)/decrease in:						
Trading securities and financial assets designated at fair value		21,538	1,724	(319)	22,668	1,083
Loans	(39,569)	(35,734)	(15,667)	(38,270)	(33,659)	
Receivables due from other financial institutions	(1,000)	3,932	(511)	(2,108)	3,966	
Life insurance assets and liabilities	(191)	(156)	(154)	-	-	
Regulatory deposits with central banks overseas	497	126	489	511	145	
Derivative financial instruments	11,730	(3,329)	9,126	11,497	(3,028)	
Other assets	95	121	425	729	667	
Net increase/(decrease) in:						
Other financial liabilities at fair value through income statement	(10,027)	9,079	266	(9,945)	8,992	
Deposits and other borrowings	8,526	34,229	22,155	6,548	32,244	
Payables due to other financial institutions	(1,194)	9,419	363	(1,544)	9,280	
Other liabilities	95	(382)	(3)	158	(423)	
<b>Net cash (used in)/provided by operating activities</b>	41	<b>(541)</b>	<b>28,371</b>	<b>25,580</b>	<b>(2,003)</b>	<b>26,358</b>
<b>Cash flows from investing activities</b>						
Proceeds from available-for-sale securities		8,471	6,768	5,043	4,993	4,910
Purchase of available-for-sale securities		(26,551)	(12,443)	(11,802)	(22,779)	(10,299)
Net (increase)/decrease in investments in controlled entities		-	-	-	102	173
Net movement in amounts due to/from controlled entities		-	-	-	3,288	(5,341)
Purchase of intangible assets	(630)	(664)	(738)	(582)	(594)	
Purchase of property and equipment	(677)	(515)	(304)	(633)	(397)	
Proceeds from disposal of property and equipment	24	17	7	5	11	
Purchase of controlled entity, net of cash acquired	41	-	(7,744)	-	-	-
Proceeds from disposal of controlled entities, net of cash disposed	41	648	-	-	16	-
<b>Net cash (used in)/provided by investing activities</b>		<b>(18,715)</b>	<b>(14,581)</b>	<b>(7,794)</b>	<b>(15,590)</b>	<b>(11,537)</b>
<b>Cash flows from financing activities</b>						
Issue of loan capital (net of issue costs)		2,244	1,768	1,958	2,244	1,768
Redemption of loan capital		-	(385)	(2,244)	-	(385)
Net increase/(decrease) in debt issues		6,826	3,678	(14,005)	6,155	2,519
Dividend reinvestment plan underwrite		1,000	-	-	1,000	-
Proceeds from exercise of employee options		16	49	124	16	49
Purchase of shares on exercise of employee options and rights		(73)	(113)	(174)	(73)	(113)
Shares purchased for delivery of employee share plan		(27)	(27)	-	(27)	(27)
Purchase of RSP treasury shares		(69)	(59)	(68)	(69)	(59)
Net sale/(purchase) of other treasury shares		(12)	8	7	-	1
Payment of dividends		(4,340)	(5,837)	(5,028)	(4,364)	(5,860)
Payment of distributions to non-controlling interests		(52)	(48)	(50)	-	-
Redemption of 2003 Trust Preferred Securities		-	-	(805)	-	-
<b>Net cash provided by/(used in) financing activities</b>		<b>5,513</b>	<b>(966)</b>	<b>(20,285)</b>	<b>4,882</b>	<b>(2,107)</b>
Net increase/(decrease) in cash and cash equivalents		(13,743)	12,824	(2,499)	(12,711)	12,714
Effect of exchange rate changes on cash and cash equivalents		2,753	1,237	1,675	2,683	1,177
Cash and cash equivalents as at the beginning of the year		25,760	11,699	12,523	23,400	9,509
<b>Cash and cash equivalents as at the end of the year</b>	41	<b>14,770</b>	<b>25,760</b>	<b>11,699</b>	<b>13,372</b>	<b>23,400</b>

<sup>1</sup> Certain cash flows have been reclassified between operating activities and we have revised comparatives for consistency. These changes have had no impact on the reported net increase/decrease in cash and cash equivalents.

The above cash flow statements should be read in conjunction with the accompanying notes. Details of the reconciliation of net cash (used in)/provided by operating activities to net profit for the year are provided in Note 41.

## **Note 1. Basis of preparation and critical accounting assumptions and estimates**

This financial report of Westpac Banking Corporation (the Parent Entity), together with its controlled entities (the Group or Westpac), for the year ended 30 September 2015 was authorised for issue by the Board of Directors on 2 November 2015. The Directors have the power to amend and reissue the financial report.

The principal accounting policies adopted in the preparation of the financial report are set out below and in the relevant notes to the financial statements. These policies have been consistently applied to all the financial years presented, unless otherwise stated.

### **a. Basis of preparation**

#### **(i) Basis of accounting**

This financial report is a general purpose financial report prepared in accordance with the requirements for an authorised deposit-taking institution under the *Banking Act 1959* (as amended), Australian Accounting Standards (AAS) and Interpretations as issued by the Australian Accounting Standards Board (AASB) and the *Corporations Act 2001*. Westpac Banking Corporation is a for-profit entity for the purposes of preparing this financial report.

The financial report also complies with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB) and Interpretations as issued by the IFRS Interpretations Committee (IFRIC).

This financial report also includes additional disclosures required for foreign registrants by the United States Securities and Exchange Commission.

The Group's significant accounting policies relating to specific financial statement items are set out under the relevant notes. Accounting policies that affect the financial statements as a whole and details of critical accounting assumptions and estimates are set out below. Details of changes in accounting standards impacting the financial statements are set out in Note (a) (v) below.

#### **(ii) Historical cost convention**

The financial report has been prepared under the historical cost convention, as modified by applying fair value accounting to available-for-sale securities, and financial assets and liabilities (including derivative instruments) classified at fair value through income statement.

#### **(iii) Comparative revisions**

Comparative information has been revised where appropriate to conform to changes in presentation in the current year to enhance comparability.

#### **(iv) Rounding of amounts**

All amounts have been rounded in accordance with ASIC Class Order 98/100, to the nearest million dollars, unless otherwise stated.

#### **(v) Changes in accounting standards**

The following standards and amendments have been adopted in the 2015 financial year:

▪ **AASB 2012-3 Amendments to Australian Accounting Standards – Offsetting Financial Assets and Financial Liabilities**

The amendment was applied by the Group from 1 October 2014 and adds application guidance to AASB 132 *Financial Instruments: Presentation*. It clarified the conditions for applying the offsetting criteria of AASB 132 including what constitutes a currently legally enforceable right of set-off and the circumstances in which gross settlement systems may be considered the equivalent to net settlement. The application of AASB 2012-3 has not resulted in any material changes to the netting of balances presented on the Group's balance sheet.

▪ **AASB 2015-2 Amendments to Australian Accounting Standards – Disclosure Initiative: Amendments to AASB 101**

AASB 2015-2 was issued on 28 January 2015 and is applicable for the 2017 financial year end unless early adopted. The amendments clarify that preparers of financial statements should apply professional judgement in determining what information is disclosed and the order of presentation in the financial statements. Westpac has early adopted the amendments and as a result has changed the location of certain accounting policies within the notes, changed the order of certain notes and removed or aggregated certain immaterial disclosures. In applying materiality to financial statement disclosures, we consider both the amount and nature of each item. Comparatives have been restated where relevant.

### **b. Principles of consolidation**

Westpac controls and accordingly consolidates an entity (subsidiaries) when it is exposed to, or has rights to, variable returns from its involvement with the entity, and has the ability to affect those returns through its power over the entity.

All transactions between Group entities are eliminated. Non-controlling interests and equity of non-wholly-owned subsidiaries are shown separately in the consolidated Income statement, Statement of comprehensive income, Balance sheet and Statement of changes in equity. Subsidiaries are fully consolidated from the date on which control commences and are de-consolidated from the date that control ceases.

# Notes to the financial statements

## Note 1. Basis of preparation and critical accounting assumptions and estimates (continued)

### (i) Business combinations

Business combinations are accounted for using the acquisition method of accounting. The cost of an acquisition is measured as the aggregate of the fair value of the assets given, equity instruments issued or liabilities incurred or assumed at the date of acquisition. Acquisition-related costs are expensed as incurred (except for those arising on the issue of equity instruments which are recognised directly in equity).

Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured at fair value on the acquisition date. Goodwill is measured as the excess of the total consideration transferred, the amount of any non-controlling interest and the fair value of any previous Westpac equity interest in the acquiree, over the fair value of the identifiable net assets acquired.

### (ii) Foreign currency translation

#### *Functional and presentational currency*

The consolidated financial statements are presented in Australian dollars which is the Parent Entity's functional and presentation currency. The functional currency of offshore entities is usually the main currency of the economy it operates in.

#### *Transactions and balances*

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the income statement, except when deferred in other comprehensive income for qualifying cash flow hedges and qualifying net investment hedges.

#### *Foreign operations*

Assets and liabilities of overseas branches and subsidiaries that have a functional currency other than the Australian dollar are translated at exchange rates prevailing on the balance date. Income and expenses are translated at average exchange rates prevailing during the period. Other equity balances are translated at historical exchange rates. The resulting exchange differences are recognised in the foreign currency translation reserve.

On consolidation, exchange differences arising from the translation of borrowings and other foreign currency instruments designated as hedges of the net investment in foreign operations are reflected in the foreign currency translation reserve. When all or part of a foreign operation is disposed or borrowings that are part of the net investments are repaid, a proportionate share of such exchange differences are recognised in the income statement as part of the gain or loss on disposal or repayment of borrowing.

## c. Financial assets and financial liabilities

### (i) Recognition

Purchases and sales of financial assets, except for loans and receivables, are recognised on trade-date; the date on which the Group commits to purchase or sell the asset. Loans and receivables are recognised on settlement date, when cash is advanced to the borrowers.

Financial liabilities are recognised when an obligation arises.

### (ii) Classification and measurement

The Group classifies its financial assets in the following categories: financial assets at fair value through income statement, derivatives financial instruments, loans and receivables and available-for-sale securities. The Group has not classified any of its financial assets as held-to-maturity investments.

The Group classifies significant financial liabilities in the following categories: payables due to other financial institutions, deposits and other borrowings, other financial liabilities at fair value through income statement, derivative financial instruments, debt issues and loan capital.

Financial assets and financial liabilities measured at fair value through income statement are recognised initially at fair value. All other financial assets and financial liabilities are recognised initially at fair value plus directly attributable transaction costs.

The accounting policy for each category of financial asset or financial liability mentioned above is set out in the note for the relevant item.

The Group's policies for determining the fair value of financial assets and financial liabilities are set out in Note 23.

### (iii) Derecognition

Financial assets are derecognised when the rights to receive cash flows from the asset have expired, or when the Group has either transferred its rights to receive cash flows from the asset or has assumed an obligation to pay the received cash flows in full under a 'pass through' arrangement together with the transfer of substantially all the risks and rewards of ownership.

Where the Group has neither transferred nor retained substantially all the risks and rewards of ownership but has retained control, the asset continues to be recognised on the balance sheet to the extent of the Group's continuing involvement in the asset.

## Note 1. Basis of preparation and critical accounting assumptions and estimates (continued)

Financial liabilities are derecognised when the obligation is discharged, cancelled or expires. Where an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, the exchange or modification is treated as a derecognition of the original liability and the recognition of a new liability, with the difference in the respective carrying amounts recognised in profit or loss through the Income statement.

### (iv) Repurchase and reverse repurchase agreements (including securities borrowed and lent)

Where securities are sold subject to an agreement to repurchase at a predetermined price ('repos'), they remain recognised on balance sheet in their original category (i.e. 'Trading securities' or 'Available-for-sale'). A liability ('Securities sold under agreement to repurchase') is recognised in respect of the cash consideration received. Where the underlying securities are part of a trading portfolio, the associated liability is recognised as part of 'Other financial liabilities at fair value through income statement'. Where the underlying securities are classified as 'Available-for-sale', the associated liability is recognised in either 'Payables due to other financial institutions' or 'Deposits and other borrowings', depending on the counterparty.

Securities purchased under agreements to resell ('reverse repos') are not recognised on the balance sheet and the cash consideration paid is recorded as part of 'Trading securities and financial assets designated at fair value'.

As part of its trading activities, the Group also lends and borrows securities on a collateralised basis. Securities lent remain on the Group's balance sheet and securities borrowed are not reflected on the Group's balance sheet, as the risk and rewards of ownership remain with the initial holder. Where cash is provided as collateral, the amount advanced to or received from third parties is recognised as a receivable or borrowing respectively.

Fees and interest relating to these transactions are recognised in interest income and interest expense using the effective interest rate method, over the expected life of the agreements. Any fair value movements are recorded in trading income.

### d. Critical accounting assumptions and estimates

The application of the Group's accounting policies necessarily requires the use of judgment, estimates and assumptions. Should different assumptions or estimates be applied, the resulting values would change, impacting the net assets and income of the Group. The nature of significant assumptions and estimates used are noted below.

#### (i) Fair value of financial instruments

Financial instruments classified as held-for-trading (including derivatives) or designated at fair value through income statement and financial assets classified as available-for-sale are recognised in the financial statements at fair value.

The fair value of a financial instrument is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants on the measurement date.

The best evidence of fair value is a quoted price in an active market. Wherever possible the Group determines the fair value of a financial instrument based on the quoted price.

Where no direct quoted price in an active market is available, the Group applies present value estimates or other market accepted valuation techniques. The use of a market accepted valuation technique will typically involve the use of a valuation model and appropriate inputs to the model.

The majority of models used by the Group employ only observable market data as inputs. However, for certain financial instruments data may be employed which is not readily observable in current markets.

Various factors influence the availability of observable inputs and these may vary from product to product and change over time. Factors include the depth of activity in the relevant market, the type of product, whether the product is new and not widely traded in the marketplace, the maturity of market modelling and the nature and complexity of the transaction (bespoke or generic). To the extent that valuation is based on models or inputs that are not observable in the market, the determination of fair value can require more judgement, dependent on the significance of the unobservable input to the overall valuation. Unobservable inputs are determined based on the best information available. These inputs are generally derived and extrapolated from other relevant market data and calibrated against industry standards, economic models and observed transaction prices.

In order to determine a reliable fair value for a financial instrument, where appropriate, management may apply adjustments to the techniques used above. These adjustments reflect the Group's assessment of factors that market participants would consider in setting the fair value.

In determining the fair value of derivatives, the Group adjusts the mid-market valuations produced by derivative pricing models to the appropriate exit price valuation. These adjustments incorporate bid/offer spreads and credit valuation adjustments. They also include funding valuation adjustments on the uncollateralised derivative portfolio.

The fair value of financial instruments is provided in Note 23 as well as the mechanism by which fair value has been derived.

## Note 1. Basis of preparation and critical accounting assumptions and estimates (continued)

### (ii) Provisions for impairment charges on loans and credit commitments

Provisions for credit impairment represent management's estimate of the impairment charges incurred in the loan portfolios and on undrawn contractually committed credit facilities and guarantees provided as at the balance sheet date. Changes to the provisions are reported in the income statement as part of impairment charges on loans. The methodology and assumptions used for estimating future cash flows are reviewed regularly by the Group to reduce differences between loss estimates and actual loss experience.

- Individual component

All impaired loans that exceed specified thresholds are individually assessed for impairment. Individually assessed loans principally comprise the Group's portfolio of commercial loans to medium and large businesses. Impairment is recognised as the difference between the carrying value of the loan, the discounted value of management's best estimate of future cash repayments and proceeds from any security held (discounted at the loan's original effective interest rate for fixed rate loans and the loan's current effective interest rate for variable rate loans). Relevant considerations that have a bearing on the expected future cash flows are taken into account, including the business prospects for the customer, the realisable value of collateral, the Group's position relative to other claimants, the reliability of customer information and the likely cost and duration of the work-out process. Subjective judgments are made in this process. Furthermore, judgments can change with time as new information becomes available or as work-out strategies evolve, resulting in revisions to the impairment provision as individual decisions are taken.

- Collective component

This is made up of two elements: loan impairment provisions for impaired loans that are below individual assessment thresholds (collective impaired loan provisions) and loan impairments that have been incurred but have not been separately identified at the balance sheet date (incurred but not reported provisions). These are established on a portfolio basis taking into account the level of arrears, collateral and security, past loss experience, current economic conditions, expected defaults and timing of recovery based on portfolio trends. The most significant factors in establishing these provisions are the estimated loss rates and the related emergence periods. The emergence period for each loan product type is determined through studies of loss emergence patterns. Loan files where losses have emerged are reviewed to identify the average time period between observable loss indicator events and the loss becoming identifiable. The future credit quality of these portfolios is subject to uncertainties that could cause actual credit losses to differ materially from reported loan impairment provisions. These uncertainties include the economic environment, notably interest rates and their effect on consumer spending, unemployment levels, payment behaviour and bankruptcy rates.

Details on the Group's impairment charges are provided in Notes 6 and 14.

### (iii) Goodwill

The determination of the fair value of assets and liabilities of the acquired businesses requires the exercise of management judgment. Different fair values would result in changes to the goodwill balance and to the post-acquisition performance of the acquisition.

To determine if goodwill is impaired, the carrying value of the identified Cash Generating Unit (CGU) to which the goodwill is allocated, is compared to its recoverable amount, which is determined on a value-in-use basis. Value in use is the present value of expected future cash flows from the CGU, and the determination of the appropriate cash flows and discount rates to use is subjective. The key assumptions applied to determine if any impairment exists are outlined in Note 26.

### (iv) Superannuation obligations

The Group operates a number of defined benefit plans as described in Note 38. For each of these plans, independent actuarial valuations of the plan's obligations using the projected unit credit method and the fair value measurements of the plan's assets are performed at least annually. The actuarial valuation of plan obligations is dependent upon a series of assumptions, the key ones being price inflation, salaries growth, mortality, morbidity, investment returns and discount rate. Different assumptions could significantly alter the amount of the difference between plan assets and obligations, and the superannuation cost charged to the income statement. In the current year the discount rate applied to the Australian superannuation fund changed from a blended interest rate of government bonds to the yield on high quality corporate bonds that have terms to maturity approximating the terms of the superannuation liabilities.

### (v) Provisions (other than loan impairment)

Provisions are held in respect of a range of obligations such as employee entitlements, restructuring costs, litigation provisions, non-lending losses and onerous contracts (for example leases with surplus space). Provisions carried for long service leave are supported by an independent actuarial report. Some of the provisions involve significant judgment about the likely outcome of various events and estimated future cash flows. The deferral of these benefits involves the exercise of management judgments about the ultimate outcomes of the transactions. Payments that are expected to be incurred after more than one year are discounted at a rate which reflects both current interest rates and the risks specific to that provision. In the current year the relevant discount rate used changed from a blended interest rate of government bonds to the yield on high quality corporate bonds that have terms to maturity approximating the terms of the liabilities.

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## Note 1. Basis of preparation and critical accounting assumptions and estimates (continued)

### (vi) Income taxes

The Group is subject to income taxes in Australia and jurisdictions where it has foreign operations. Significant judgment is required in determining the worldwide provision for income taxes, based on the Group's understanding of the relevant tax law. There are many transactions and calculations undertaken during the ordinary course of business for which the ultimate tax outcome is unclear. For these circumstances, we hold appropriate provisions. Where the final outcome of these matters is different from the amounts that were initially recorded, such differences will impact the current and deferred tax provisions in the period where such determination is made. Refer to Note 7 for details of the Group's deferred tax balances.

### (vii) Life insurance contract liabilities

Life insurance contract liabilities are computed using statistical or mathematical methods, which are expected to give approximately the same results as if an individual liability was calculated for each contract. These computations are made by suitably qualified personnel on the basis of recognised actuarial methods, with due regard to relevant actuarial principles. The methodology takes into account the risks and uncertainties of the particular classes of the life insurance business written.

Deferred policy acquisition costs are connected with the measurement basis of life insurance contract liabilities and are equally sensitive to the factors that are considered in the liability measurement.

The key factors that affect the estimation of these liabilities and related assets are:

- the cost of providing benefits and administrating the contracts;
- mortality and morbidity experience, including enhancements to policyholder benefits;
- discontinuance experience, which affects the Group's ability to recover the cost of acquiring new business over the life of the contracts; and
- the rate at which projected future cash flows are discounted.

In addition, factors such as regulation, competition, interest rates, taxes, securities market conditions and general economic conditions affect the level of these liabilities. In some contracts, the Group shares experience on investment results with its customers, which can offset the impacts of these factors on the profitability of these products.

### e. Future developments in accounting standards

The following new standards and interpretations which may have a material impact on the Group have been issued, but are not yet effective and have not been early adopted by the Group:

AASB 9 *Financial Instruments* (December 2014) will replace AASB 139 *Financial Instruments: Recognition and Measurement*. It includes a revised classification and measurement model, a forward looking 'expected loss' impairment model and modifies the approach to hedge accounting. Unless early adopted the standard is effective for the 30 September 2019 financial year end. The major changes under the standard are:

- replaces the multiple classification and measurement models in AASB 139 with a single model that has two classification categories: amortised cost and fair value;
- a financial asset is measured at amortised cost if two criteria are met: a) the objective of the business model is to hold the financial asset for the collection of the contractual cash flows, and b) the contractual cash flows under the instrument solely represent the payment of principal and interest;
- if a financial asset is eligible for amortised cost measurement, an entity can elect to measure it at fair value if it eliminates or significantly reduces an accounting mismatch;
- requires more timely recognition of expected credit losses using a three stage approach. For financial assets where there has been no significant increase in credit risk since origination a provision for 12 months expected credit losses is required. For financial assets where there has been a significant increase in credit risk or where the asset is credit impaired a provision for full lifetime expected losses is required;
- interest is calculated on the gross carrying amount of a financial assets, except where the asset is credit impaired;
- there will be no separation of an embedded derivative where the instrument is a financial asset;
- equity instruments must be measured at fair value, however an entity can elect on initial recognition to present the fair value changes on non-trading equity investments directly in other comprehensive income. There is no subsequent recycling of fair value gains and losses to profit or loss; however dividends from such investments will continue to be recognised in profit or loss;

## Note 1. Basis of preparation and critical accounting assumptions and estimates (continued)

- if an entity holds an investment in asset-backed securities (ABS) it must determine the classification of that investment by looking through to the underlying assets and assess the credit quality of the investment compared with the underlying portfolio of assets. If an entity is unable to look through to the underlying assets, then the investment must be measured at fair value;
  - where the fair value option is used for valuing financial liabilities the change in fair value relating to the entity's own credit risk is presented in other comprehensive income, except where it would create an accounting mismatch. If such a mismatch is created or enlarged, all changes in fair value (including the effects of changes in the credit risk) is recognised in profit or loss. The Group early adopted this amendment from 1 October 2013; and
  - aligns hedge accounting more closely with risk management activities by increasing the eligibility of both hedged items and hedging instruments and introducing a more principles-based approach to assessing hedge effectiveness.
- AASB 9 will impact the classification and measurement of the Group's financial instruments when the remainder of the standard is adopted.

The Group is in the process of assessing the full impact of the application of AASB 9. The financial impact on the financial statements has not yet been determined.

AASB 15 *Revenue from Contracts with Customers* was issued on 28 May 2014 and will be effective for the 30 September 2019 financial year. The standard provides a single comprehensive model for revenue recognition. It replaces AASB 118 *Revenue* and related interpretations. The application of AASB 15 is not expected to have a material impact on the Group.

## FINANCIAL PERFORMANCE

### Note 2. Segment reporting

#### Accounting policy

Operating segments are presented on a basis that is consistent with information provided internally to Westpac's key decision makers and reflects the management of the business, rather than the legal structure of the Group.

In assessing the financial performance of its divisions internally, Westpac uses a measure of performance it refers to as 'cash earnings'.

Cash earnings is not a measure of cash flow or net profit determined on a cash accounting basis, as it includes non-cash items reflected in net profit determined in accordance with AAS. The specific adjustments include both cash and non-cash items.

Cash earnings, as calculated by Westpac, is viewed as a measure of the level of profit that is generated by ongoing operations and is therefore available for distribution to shareholders.

Management believes this allows the Group to more effectively assess performance for the current period against prior periods and to compare performance across business divisions and across peer companies.

Three categories of adjustments are made to statutory results to determine cash earnings:

- material items that key decision makers at Westpac believe do not reflect ongoing operations;
- items that are not considered when dividends are recommended, such as the amortisation of intangibles, impact of Treasury shares and economic hedging impacts; and
- accounting reclassifications between individual line items that do not impact statutory results.

Internal charges and transfer pricing adjustments have been reflected in the performance of each operating segment. Inter-segment pricing is determined on an arm's length basis.

#### Reportable operating segments

In February 2015 following the appointment of Brian Hartzer as Chief Executive Officer, the Australian Financial Services segment was discontinued. The three businesses which comprised this segment being Westpac Retail & Business Banking, St.George Banking Group and BT Financial Group (Australia) are now individual reportable segments.

Although Westpac announced in June 2015 that it would implement a new organisational structure for its Australian Retail and Business Banking operations, up to 30 September 2015 the accounting and financial performance continued to be reported (both internally and externally) on the basis of the existing structure. Refer to Section 2 for further details.

The operating segments are defined by the customers they service and the services they provide:

- Westpac Retail & Business Banking (Westpac RBB), which is responsible for sales and service for consumer, small-to-medium enterprise (SME), commercial and agribusiness customers (with turnover of up to \$100 million) in Australia under the Westpac brand;

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## Note 2. Segment reporting (continued)

- St.George Banking Group (St.George), which is responsible for sales and service to consumer, SME and corporate customers (businesses with facilities of up to \$150 million) in Australia under the St.George, BankSA, Bank of Melbourne and RAMS brands;
- BT Financial Group (Australia) (BTFG), which is Westpac's Australian wealth division. Its operations include the provision of funds management, insurance, financial advice, margin lending, private banking and broking services. BTFG's brands include Advance, Ascalon Capital Managers, Asgard, Licensee Select, BT Select, and Securitor, as well as the Advice, Private Banking and Insurance operations of Westpac, St.George, Bank of Melbourne and BankSA. BTFG also incorporates the activities of BT Investment Management, which following Westpac's partial sale is equity accounted from July 2015;
- Westpac Institutional Bank (WIB), which delivers a broad range of financial services to commercial, corporate, institutional and government customers with connections to Australia and New Zealand. Customers are supported through branches and subsidiaries located in Australia, New Zealand, US, UK and Asia; and
- Westpac New Zealand, which is responsible for sales and service of banking, wealth and insurance products for consumers, business and institutional customers in New Zealand. Banking products are provided under the Westpac brand, while insurance and wealth products are provided under Westpac Life and BT brands respectively.

Other divisions in the Group include:

- Westpac Pacific provides banking services for retail and business customers in four Pacific Island Nations. Prior to July 2015, Westpac Pacific also provided these services to customers in Samoa, Cook Islands and Tonga. On 10 July 2015, Westpac sold its interest in these operations;
- Group items, including earnings on capital not allocated to divisions, accounting entries for certain intra-group transactions that facilitate the presentation of the performance of our operating segments, earnings from non core asset sales and certain other head office items such as centrally raised provisions;
- Treasury, which is primarily focused on the management of the Group's interest rate risk and funding requirements by managing the mismatch between Group assets and liabilities;
- Customer & Business Services, which encompasses banking operations, customer contact centres, product, marketing, compliance, legal and property services;
- Group Technology, which comprises functions responsible for technology strategy and architecture, infrastructure and operations, applications development and business integration; and
- Core Support, which comprises those functions performed centrally including finance, risk and human resources.

### Comparative changes

Prior period comparatives were restated for the following business structure transfers:

- Private Bank Asia operations undertaken in Westpac Institutional Bank (WIB) to Westpac Retail & Business Banking (Westpac RBB);
- Relationship management of a number of clients from WIB to Westpac RBB;
- BankSA general insurance activities from St.George to BT Financial Group (Australia); and
- The presentation of depreciation, amortisation and impairments by segments for 2014 and 2013 have been restated to conform with current year.

# Notes to the financial statements

## Note 2. Segment reporting (continued)

The tables below present the segment results on a cash earnings basis:

2015	Westpac Retail & Business Banking	St. George Banking Group	BT Financial Group (Australia)	Westpac Institutional Bank	Westpac New Zealand	Other Divisions	Total	Net cash earnings adjustment	Net profit for the year
\$m									
Net interest income	6,395	3,768	448	1,645	1,590	393	14,239	28	14,267
Non-interest income	1,457	555	2,192	1,458	457	182	6,301	1,074	7,375
<b>Net operating income before operating expenses and impairment charges</b>	<b>7,852</b>	<b>4,323</b>	<b>2,640</b>	<b>3,103</b>	<b>2,047</b>	<b>575</b>	<b>20,540</b>	<b>1,102</b>	<b>21,642</b>
Operating expenses	(3,397)	(1,629)	(1,304)	(1,289)	(832)	(184)	(8,635)	(838)	(9,473)
Impairment charges	(471)	(280)	4	39	(44)	(1)	(753)	-	(753)
<b>Profit before income tax</b>	<b>3,984</b>	<b>2,414</b>	<b>1,340</b>	<b>1,853</b>	<b>1,171</b>	<b>390</b>	<b>11,152</b>	<b>264</b>	<b>11,416</b>
Income tax expense	(1,196)	(726)	(404)	(567)	(317)	(64)	(3,274)	(74)	(3,348)
Profit attributable to non-controlling interests	-	-	(32)	-	(3)	(23)	(58)	2	(56)
<b>Cash earnings for the year</b>	<b>2,788</b>	<b>1,688</b>	<b>904</b>	<b>1,286</b>	<b>851</b>	<b>303</b>	<b>7,820</b>	<b>192</b>	<b>8,012</b>
Net cash earnings adjustments	-	(126)	(23)	-	-	341	192		
<b>Net profit attributable to owners of Westpac Banking Corporation</b>	<b>2,788</b>	<b>1,562</b>	<b>881</b>	<b>1,286</b>	<b>851</b>	<b>644</b>	<b>8,012</b>		
<b>Additional information</b>									
Depreciation, amortisation and impairments	(5)	(16)	(42)	(123)	(93)	(1,180)	(1,459)		
<b>Balance Sheet</b>									
Total assets <sup>1</sup>	291,647	188,094	35,813	123,735	71,538	101,329	812,156		
Total liabilities	186,032	97,677	37,168	124,603	63,490	249,271	758,241		
Additions of property and equipment, goodwill and other intangible assets	15	13	73	261	58	893	1,313		

<sup>1</sup> Total assets for BT Financial Group (Australia) include the equity accounted carrying value of the investment in BTIM of \$756 million.

## Note 2. Segment reporting (continued)

2014 \$m	Westpac Retail & Business Banking	St. George Banking Group	BT Financial Group (Australia)	Westpac Institutional Bank	Westpac New Zealand	Other Divisions	Total	Net cash earnings adjustment	Net profit for the year
Net interest income	5,953	3,531	406	1,658	1,455	493	13,496	46	13,542
Non-interest income	1,441	515	2,257	1,470	438	203	6,324	71	6,395
<b>Net operating income before operating expenses and impairment charges</b>	<b>7,394</b>	<b>4,046</b>	<b>2,663</b>	<b>3,128</b>	<b>1,893</b>	<b>696</b>	<b>19,820</b>	<b>117</b>	<b>19,937</b>
Operating expenses	(3,266)	(1,559)	(1,323)	(1,174)	(776)	(148)	(8,246)	(301)	(8,547)
Impairment charges	(436)	(236)	2	135	(24)	(91)	(650)	-	(650)
<b>Profit before income tax</b>	<b>3,692</b>	<b>2,251</b>	<b>1,342</b>	<b>2,089</b>	<b>1,093</b>	<b>457</b>	<b>10,924</b>	<b>(184)</b>	<b>10,740</b>
Income tax expense	(1,109)	(676)	(403)	(622)	(300)	(120)	(3,230)	115	(3,115)
Profit attributable to non-controlling interests	-	-	(39)	-	(3)	(24)	(66)	2	(64)
<b>Cash earnings for the year</b>	<b>2,583</b>	<b>1,575</b>	<b>900</b>	<b>1,467</b>	<b>790</b>	<b>313</b>	<b>7,628</b>	<b>(67)</b>	<b>7,561</b>
<b>Net cash earnings adjustments</b>	-	(125)	(22)	-	-	80	(67)		
<b>Net profit attributable to owners of Westpac Banking Corporation</b>	<b>2,583</b>	<b>1,450</b>	<b>878</b>	<b>1,467</b>	<b>790</b>	<b>393</b>	<b>7,561</b>		
<b>Additional information</b>									
Depreciation, amortisation and impairments	(3)	(17)	(45)	(83)	(80)	(575)	(803)		
<b>Balance Sheet</b>									
Total assets	276,648	175,302	31,803	118,892	65,874	102,323	770,842		
Total liabilities	176,281	94,818	34,288	130,178	57,568	228,372	721,505		
Additions of property and equipment, goodwill and other intangible assets	68	325	72	196	80	799	1,540		

# Notes to the financial statements

## Note 2. Segment reporting (continued)

2013 \$m	Westpac Retail & Business Banking	St. George Banking Group	BT Financial Group (Australia)	Westpac Institutional Bank	Westpac New Zealand	Other Divisions	Total	Net cash earnings for the adjustment	Net profit for the year
Net interest income	5,649	3,210	402	1,646	1,281	724	12,912	(91)	12,821
Non-interest income	1,359	466	1,930	1,584	389	193	5,921	(147)	5,774
<b>Net operating income before operating expenses and impairment charges</b>	<b>7,008</b>	<b>3,676</b>	<b>2,332</b>	<b>3,230</b>	<b>1,670</b>	<b>917</b>	<b>18,833</b>	<b>(238)</b>	<b>18,595</b>
Operating expenses	(3,153)	(1,401)	(1,207)	(1,086)	(697)	(215)	(7,759)	(217)	(7,976)
Impairment charges	(485)	(293)	(1)	88	(97)	(59)	(847)	-	(847)
<b>Profit before income tax</b>	<b>3,370</b>	<b>1,982</b>	<b>1,124</b>	<b>2,232</b>	<b>876</b>	<b>643</b>	<b>10,227</b>	<b>(455)</b>	<b>9,772</b>
Income tax expense	(1,010)	(595)	(328)	(662)	(241)	(252)	(3,088)	141	(2,947)
Profit attributable to non-controlling interests	-	-	(18)	-	(3)	(55)	(76)	2	(74)
<b>Cash earnings for the year</b>	<b>2,360</b>	<b>1,387</b>	<b>778</b>	<b>1,570</b>	<b>632</b>	<b>336</b>	<b>7,063</b>	<b>(312)</b>	<b>6,751</b>
<b>Net cash earnings adjustments</b>	-	(128)	(22)	-	-	(162)	(312)		
<b>Net profit attributable to owners of Westpac Banking Corporation</b>	<b>2,360</b>	<b>1,259</b>	<b>756</b>	<b>1,570</b>	<b>632</b>	<b>174</b>	<b>6,751</b>		
<b>Additional information</b>									
Depreciation, amortisation and impairments	(3)	(15)	(44)	(47)	(51)	(523)	(683)		
<b>Balance Sheet</b>									
Total assets	261,903	159,652	32,210	97,342	61,469	88,521	701,097		
Total liabilities	166,122	90,141	33,932	116,230	53,882	193,253	653,560		
Additions of property and equipment, goodwill and other intangible assets	66	28	82	104	117	645	1,042		

## Note 2. Segment reporting (continued)

### Reconciliation of cash earnings to net profit

\$m	2015	2014	2013
<b>Cash earnings for the year</b>	<b>7,820</b>	<b>7,628</b>	<b>7,063</b>
<b>Cash earnings adjustments:</b>			
Partial sale of BTIM	665	-	-
Capitalised technology cost balances	(354)	-	-
Amortisation of intangible assets	(149)	(147)	(150)
Acquisition, transaction and integration expenses	(66)	(51)	-
Lloyds tax adjustments	64	-	-
Fair value gain/(loss) on economic hedges	33	105	(21)
Ineffective hedges	(1)	(46)	20
Treasury shares	(1)	(7)	(42)
Buyback of government guaranteed debt	1	42	(43)
Westpac Bicentennial Foundation grant	-	(70)	-
Prior year tax provisions	-	70	-
Bell litigation provision	-	54	-
Fair value amortisation of financial instruments	-	(17)	(67)
TPS revaluations	-	-	(9)
<b>Total Cash earnings adjustments</b>	<b>192</b>	<b>(67)</b>	<b>(312)</b>
<b>Net profit attributable to owners of Westpac Banking Corporation</b>	<b>8,012</b>	<b>7,561</b>	<b>6,751</b>

Further details of the above cash earnings adjustments, which are all net of tax is provided in Section 2.

### Revenue from products and services

Details of revenue from external customers by product or service are disclosed in Notes 3 and 4. No single customer amounts to greater than 10% of the Group's revenue.

### Geographic segments

Geographic segments are based on the location of the office in which the following items are recognised:

	2015		2014		2013	
	\$m	%	\$m	%	\$m	%
<b>Revenue</b>						
Australia	33,991	85.7	32,880	85.1	34,159	88.1
New Zealand	4,937	12.4	4,738	12.3	3,885	10.0
Other <sup>1</sup>	742	1.9	1,025	2.6	739	1.9
<b>Total</b>	<b>39,670</b>	<b>100.0</b>	<b>38,643</b>	<b>100.0</b>	<b>38,783</b>	<b>100.0</b>
<b>Non-current assets<sup>2</sup></b>						
Australia	11,949	90.8	12,828	91.2	12,324	91.2
New Zealand	751	5.7	797	5.7	786	5.8
Other <sup>1</sup>	466	3.5	433	3.1	405	3.0
<b>Total</b>	<b>13,166</b>	<b>100.0</b>	<b>14,058</b>	<b>100.0</b>	<b>13,515</b>	<b>100.0</b>

<sup>1</sup> Other includes Pacific Islands, Asia, the Americas and Europe.

<sup>2</sup> Non-current assets include property and equipment, goodwill and other intangible assets.

# Notes to the financial statements

## Note 3. Net interest income

### Accounting policy

Interest income and expense for all interest bearing financial assets and liabilities (including those instruments measured at fair value) is recognised using the effective interest rate method. Net income related to treasury's interest rate and liquidity management activities is included in net interest income.

The effective interest rate method calculates the amortised cost of a financial instrument and allocates the interest income or interest expense over its expected life. The effective interest rate is the rate that discounts estimated future cash payments or receipts through the expected life of the financial instrument, or when appropriate, a shorter period, to the net carrying amount of the financial asset or financial liability. When calculating the effective interest rate, cash flows are estimated based upon all contractual terms of the financial instrument (for example, prepayment options) but do not consider future credit losses. The calculation includes all fees and other amounts paid or received between parties to the contract that are an integral part of the effective interest rate (e.g. loan establishment fees), transaction costs and all other premiums or discounts.

Interest relating to impaired loans is recognised using the loan's original effective interest rate based on the net carrying value of the impaired loan or for a variable rate loan, the current effective interest rate. This rate is also used to discount the future cash flows for the purpose of measuring impairment charges.

Interest income on finance leases is brought to account progressively over the life of the lease, consistent with the outstanding investment and unearned income balance.

\$m	Consolidated			Parent Entity	
	2015	2014	2013	2015	2014
<b>Interest income</b>					
Cash and balances with central banks	219	225	102	170	182
Receivables due from other financial institutions	87	84	113	50	35
Net ineffectiveness on qualifying hedges	(13)	(58)	31	(8)	(61)
Trading securities and financial assets designated at fair value	1,032	1,482	1,732	956	1,413
Available-for-sale securities	1,634	1,386	1,226	1,445	1,231
Loans	29,307	29,104	29,781	24,468	24,666
Regulatory deposits with central banks overseas	12	18	23	12	18
Due from subsidiaries	-	-	-	4,933	4,585
Other interest income	17	7	1	17	7
<b>Total interest income<sup>1</sup></b>	<b>32,295</b>	<b>32,248</b>	<b>33,009</b>	<b>32,043</b>	<b>32,076</b>
<b>Interest expense</b>					
Payables due to other financial institutions	(304)	(300)	(190)	(304)	(299)
Deposits and other borrowings	(10,669)	(11,499)	(12,555)	(9,008)	(10,029)
Trading liabilities	(2,475)	(2,523)	(2,806)	(2,476)	(2,268)
Debt issues	(3,908)	(3,813)	(4,008)	(3,205)	(3,096)
Due to subsidiaries	-	-	-	(4,873)	(4,791)
Loan capital	(535)	(490)	(529)	(495)	(458)
Other interest expense	(137)	(81)	(100)	(141)	(71)
<b>Total interest expense<sup>2</sup></b>	<b>(18,028)</b>	<b>(18,706)</b>	<b>(20,188)</b>	<b>(20,502)</b>	<b>(21,012)</b>
<b>Net interest income</b>	<b>14,267</b>	<b>13,542</b>	<b>12,821</b>	<b>11,541</b>	<b>11,064</b>

<sup>1</sup> Total interest income for financial assets that are not at fair value through profit or loss is \$31,276 million (2014: \$30,824 million, 2013: \$31,246 million) for the Group and \$31,095 million (2014: \$30,724 million) for the Parent Entity.

<sup>2</sup> Total interest expense for financial liabilities that are not at fair value through profit or loss is \$14,363 million (2014: \$14,996 million, 2013: \$16,116 million) for the Group and \$16,923 million (2014: \$17,636 million) for the Parent Entity.

## Note 4. Non-interest income

### Accounting policy

*Fees and commission income* is recognised as follows:

- Income earned on the execution of a significant act is recognised when the act has been completed (for example, advisory or arrangement services, placement services and underwriting services);
- Income earned for providing ongoing services is recognised as the services are provided (for example, maintaining and administering existing facilities); and
- Income which forms an integral part of the effective interest rate of a financial instrument is recognised using the effective interest method and recorded in interest income (for example, loan origination fees).

### Premium income

Life insurance premiums with a regular due date are recognised as revenue on an accrual basis. Premiums with no due date are recognised on a cash received basis.

Life investment premiums include a management fee component which is recognised as funds management income over the period the service is provided. The deposit components of life insurance and investment contracts are not revenue and are treated as movements in life insurance policy liabilities.

General insurance premium comprises amounts charged to policyholders, including fire service levies, but excludes taxes collected on behalf of third parties. The earned portion of premiums received and receivable is recognised as revenue.

General insurance premium revenue is earned from the date of attachment of risk and over the term of the policies written, based on actuarial assessment of the likely pattern in which risk will emerge. The portion not yet earned based on the pattern assessment is recognised as unearned premium liability.

### Claims expense

Life and general insurance contract claims are recognised as an expense when a liability has been established.

Claims incurred in respect of life investment contracts represent withdrawals and are recognised as a reduction in life insurance liabilities.

### Trading income

Realised and unrealised gains or losses arising from changes in the fair value of trading assets, liabilities and derivatives are recognised in the period in which they arise except day one profits or losses which are deferred where certain valuation inputs are unobservable. Dividend income on the trading portfolio is recorded as part of trading income. Net income related to treasury's interest rate and liquidity management activities is included in net interest income.

### Dividend income

Dividends on quoted shares are recognised on the ex-dividend date. Dividends on unquoted shares are recognised when the company's right to receive payment is established.

### Rental income on operating leases

Operating lease rental income is recognised on a straight line basis over the lease term.

# Notes to the financial statements

## Note 4. Non-interest income (continued)

\$m	Consolidated			Parent Entity	
	2015	2014	2013	2015	2014
<b>Fees and commissions</b>					
Facility fees	1,342	1,329	1,253	1,287	1,265
Transaction fees and commissions received	1,247	1,254	1,160	1,025	1,030
Other non-risk fee income	353	343	310	501	312
Transactions with subsidiaries	-	-	-	417	514
<b>Total fees and commissions</b>	<b>2,942</b>	<b>2,926</b>	<b>2,723</b>	<b>3,230</b>	<b>3,121</b>
<b>Wealth management and insurance income</b>					
Life insurance and funds management net operating income	2,033	2,000	1,738	-	-
General insurance and lenders mortgage insurance net operating income	195	254	206	-	-
<b>Total wealth management and insurance income</b>	<b>2,228</b>	<b>2,254</b>	<b>1,944</b>	<b>-</b>	<b>-</b>
<b>Trading income</b>					
Foreign exchange income	708	530	440	622	407
Other trading products	256	487	629	275	520
<b>Total trading income</b>	<b>964</b>	<b>1,017</b>	<b>1,069</b>	<b>897</b>	<b>927</b>
<b>Other income</b>					
Dividends received from subsidiaries	-	-	-	1,509	1,643
Dividends received from other entities	12	11	10	10	8
Net gain on disposal of assets	103	97	67	95	127
Net gain/(loss) on ineffective hedges	2	-	(1)	2	-
Net gain/(loss) on hedging overseas operations	(1)	12	(6)	(77)	18
Net gain/(loss) on derivatives held for risk management purposes <sup>1</sup>	(27)	(27)	(118)	(27)	(27)
Net gain/(loss) on financial instruments designated at fair value	(10)	(14)	32	11	18
Gain on disposal of controlled entities	1,041	-	-	-	-
Rental income on operating leases	54	32	-	30	1
Share of associates net profit	5	-	-	-	-
Other	62	87	54	42	69
<b>Total other income</b>	<b>1,241</b>	<b>198</b>	<b>38</b>	<b>1,595</b>	<b>1,857</b>
<b>Total non-interest income</b>	<b>7,375</b>	<b>6,395</b>	<b>5,774</b>	<b>5,722</b>	<b>5,905</b>
<b>Wealth management and insurance income comprised</b>					
Funds management income	1,334	1,337	1,149	-	-
Life insurance premium income	1,002	881	761	-	-
Life insurance commissions, investment income and other income	530	639	1,125	-	-
Life insurance claims and changes in life insurance liabilities	(833)	(857)	(1,297)	-	-
General insurance and lenders mortgage insurance net premiums earned	453	426	402	-	-
General insurance and lenders mortgage insurance investment, commissions and other income	30	22	25	-	-
General insurance and lenders mortgage insurance claims incurred, underwriting and commission expenses	(288)	(194)	(221)	-	-
<b>Total wealth management and insurance income</b>	<b>2,228</b>	<b>2,254</b>	<b>1,944</b>	<b>-</b>	<b>-</b>

<sup>1</sup> Income from derivatives held for risk management purposes reflects impact of economic hedge of foreign currency capital and earnings where hedge accounting is not achieved.

## Note 5. Operating expenses

### Accounting policy

Operating expenses are recognised as the relevant service is rendered or asset is consumed or once a liability is incurred.

#### Salaries and other staff expenses

Salaries and wages are recognised over the period the employee renders the service to receive the benefit.

The accounting policies for share-based payments and superannuation benefits are included in Note 37 and Note 38 respectively. The accounting policies for other employee benefits are included in Note 28.

#### Operating lease rentals

Operating lease payments are recognised in the income statement as an expense on a straight-line basis over the lease term unless another systematic basis is more representative of the time pattern of the benefit received. Incentives received on entering into operating leases are recorded as liabilities and amortised as a reduction of rental expense on a straight-line basis over the lease term.

#### Depreciation, amortisation and impairment

Useful lives for each category of assets are as follows:

Premises and sites	Up to 50 years
Leasehold improvements	Up to 10 years
Furniture and equipment	3 to 15 years
IT equipment	3 to 5 years
Assets under lease	Up to 7 years
Computer software	3 to 10 years
Core deposit intangible	9 years
Other intangibles	3 to 8 years

Computer software assets and directly related hardware are amortised over their useful life of 3 to 10 years using either the straight-line or the diminishing balance method (using the Sum of Years Digits). The useful life and amortisation method applied are based on an assessment of the benefits expected to be received from each asset.

Depreciation and amortisation for all other asset categories is calculated using the straight-line method to allocate the cost of assets less any residual value over their estimated useful lives.

In the current period the Group reviewed both the depreciation method and useful life of certain technology assets. This resulted in increased depreciation, amortisation and impairment of technology assets in the current period of \$505 million which otherwise would have been recognised over the forthcoming 8 years.

An impairment charge is recognised as part of operating expenses whenever the carrying amount of the asset exceeds its recoverable amount.

#### Wealth management acquisition costs

Deferred acquisition costs are the variable costs that are directly related to and incremental to the acquisition of new business principally in relation to the Group's life insurance and retail funds management business. These costs are recorded as an asset and are amortised in the income statement on the same basis as the recognition of related revenue.

# Notes to the financial statements

## Note 5. Operating expenses (continued)

\$m	Consolidated			Parent Entity	
	2015	2014	2013	2015	2014
<b>Salaries and other staff expenses</b>					
Employee remuneration, entitlements and on-costs	4,094	3,990	3,762	3,199	3,120
Superannuation expense <sup>1</sup>	362	336	324	294	272
Equity based compensation	174	184	155	119	133
Restructuring costs	74	61	28	71	57
<b>Total salaries and other staff expenses</b>	<b>4,704</b>	<b>4,571</b>	<b>4,269</b>	<b>3,683</b>	<b>3,582</b>
<b>Equipment and occupancy expenses</b>					
Operating lease rentals	586	565	565	507	481
Depreciation of property and equipment	229	199	183	190	156
Other	139	140	125	113	111
<b>Total equipment and occupancy expenses</b>	<b>954</b>	<b>904</b>	<b>873</b>	<b>810</b>	<b>748</b>
<b>Technology expenses</b>					
Depreciation and impairment of IT equipment	170	105	94	152	91
Amortisation and impairment of software assets	1,051	493	403	927	413
Software maintenance and licences	221	199	220	181	159
Technology services	575	541	483	432	442
Data processing	67	69	64	65	68
Telecommunications	204	167	142	178	139
<b>Total technology expenses</b>	<b>2,288</b>	<b>1,574</b>	<b>1,406</b>	<b>1,935</b>	<b>1,312</b>
<b>Other expenses</b>					
Amortisation and impairment of intangible assets and deferred expenditure	221	223	224	207	207
Impairment on investments in subsidiaries	-	-	-	19	22
Non-lending losses	74	(23)	43	64	(33)
Credit card loyalty programs	134	136	135	134	136
Professional services	615	580	526	425	377
Postage and stationery	204	205	222	159	158
Advertising	150	159	164	117	114
Westpac Bicentennial Foundation grant	-	100	-	-	100
Other expenses	129	118	114	220	216
<b>Total other expenses</b>	<b>1,527</b>	<b>1,498</b>	<b>1,428</b>	<b>1,345</b>	<b>1,297</b>
<b>Operating expenses<sup>2</sup></b>	<b>9,473</b>	<b>8,547</b>	<b>7,976</b>	<b>7,773</b>	<b>6,939</b>

<sup>1</sup> Refer to Note 38 for details of defined benefit expense.

<sup>2</sup> The presentation of operating expenses has been revised to better reflect the nature of our business and we have revised comparatives for consistency.

## Note 6. Impairment charges

### Accounting policy

The Group assesses at each balance date whether there is any objective evidence of impairment of its loan portfolio. An impairment charge is incurred if there is objective evidence of impairment as a result of one or more loss events which have an impact on the estimated cash flows of the financial asset that can be reliably estimated. Objective evidence includes significant financial difficulties of an obligor, adverse changes in the payment status of borrowers or national, local economic conditions that correlate with defaults on a group of loans. The amount of the charge is measured as the difference between the asset's carrying amount and the present value of the estimated future cash flows (excluding future credit losses that have not been incurred) discounted at the loan's original effective interest rate. The carrying amount of the loan is reduced through the use of a provision account which is either individually assessed or collectively assessed (refer Note 14) and the amount of the loss is recognised in the income statement. If a loan has a variable interest rate, the discount rate for measuring any impairment is the current effective interest rate.

## Note 6. Impairment charges (continued)

When a loan or part of a loan is uncollectable, it is written off against the related provision for impairment. Such loans are written off after all the necessary procedures have been completed and the amount of the loss has been determined. Subsequent recoveries of amounts previously written off decrease the amount of the charge for loan impairment in the income statement. If, in a subsequent period, the amount of the impairment charge decreases and the decrease can be related objectively to an event occurring after the impairment was recognised (such as an improvement in the debtor's credit rating), the previously recognised impairment charge is reversed by adjusting the provision account. The amount of the reversal is recognised in the income statement.

\$m	Consolidated			Parent Entity	
	2015	2014	2013	2015	2014
<b>Reconciliation of impairment charges</b>					
Individually assessed provisions raised	566	684	1,112	457	550
Write-backs	(297)	(433)	(479)	(274)	(373)
Recoveries	(131)	(106)	(76)	(82)	(73)
Collectively assessed provisions raised	615	505	290	521	457
<b>Impairment charges</b>	<b>753</b>	<b>650</b>	<b>847</b>	<b>622</b>	<b>561</b>

Refer to Note 14 for further details on Provisions for impairment charges.

## Note 7. Income tax

### Accounting policy

The tax expense for the period comprises current and deferred tax. Tax is recognised in the income statement, except to the extent that it relates to items recognised directly in other comprehensive income, in which case it is recognised in the statement of other comprehensive income.

Current tax is the expected tax payable on the taxable income for the financial year using tax rates and laws that have been enacted or substantively enacted for each jurisdiction at the balance date, and any adjustment to tax payable in respect of previous years.

Deferred tax is accounted for using the balance sheet method, providing for temporary differences between the carrying amounts of assets and liabilities in the financial statements and the amounts attributed to those assets and liabilities for taxation purposes. Deferred tax is not recognised for:

- temporary differences on the initial recognition of assets or liabilities in a transaction that is not a business combination and that affects neither the accounting nor taxable profit or loss;
- temporary differences related to investments in subsidiaries to the extent that it is probable that they will not reverse in the foreseeable future; and
- taxable temporary differences arising on the initial recognition of goodwill.

Deferred tax is determined using the tax rates and laws enacted or substantively enacted for each jurisdiction at the balance sheet date which are expected to apply in the periods in which the assets will be realised or the liabilities settled.

Deferred tax assets are recognised to the extent that it is probable that future taxable profits will be available against which the asset can be utilised.

Deferred tax assets and liabilities have been offset where they relate to income taxes levied by the same taxation authority on the same taxable entity or different entities in the same taxable group and where we have a legal right and intention to settle on a net basis.

The Parent Entity and its wholly owned, Australian-controlled entities are part of a tax consolidated group under Australian tax law. The Parent Entity is the head entity in the tax consolidated group. All entities in the tax consolidated group have entered into a tax sharing agreement which, in the opinion of the Directors, limits the joint and several liabilities of the wholly owned entities in the case of a default by the head entity.

Tax expense/income, deferred tax liabilities and assets arising from temporary differences are recognised in the separate financial statements of the members of the tax-consolidated group using a 'group allocation basis'. Current tax liabilities and assets and deferred tax assets arising from unused tax losses and relevant tax credits of the members of the tax-consolidated group are recognised by the Parent Entity (as head entity in the tax-consolidated group).

The entities have also entered into a tax funding agreement under which the wholly owned entities fully compensate the Parent Entity for any current tax payable assumed and are compensated by the Parent Entity for any current tax receivable and deferred tax assets relating to unused tax losses or unused tax credits that are transferred to the Parent Entity under the tax consolidation legislation.

# Notes to the financial statements

## Note 7. Income tax (continued)

The determination of the provision for income taxes is one of the Group's critical accounting assumptions and estimates as detailed in Note 1d(vi).

### Income tax expense

\$m	Consolidated			Parent Entity	
	2015	2014	2013	2015	2014
<b>The income tax expense for the year is reconciled to the profit before income tax as follows</b>					
<b>Profit before income tax</b>	<b>11,416</b>	<b>10,740</b>	<b>9,772</b>	<b>8,868</b>	<b>9,469</b>
Prima facie income tax based on the Australian company tax rate of 30%	3,425	3,222	2,932	2,660	2,841
<b>The effect of amounts which are not deductible (assessable) in calculating taxable income</b>					
Change in tax rate	-	1	(2)	-	1
Dividend adjustments	11	7	(2)	(453)	(493)
Life insurance:					
Tax adjustment on policyholder earnings	-	3	24	-	-
Adjustment for life business tax rates	(4)	(4)	(8)	1	1
Hybrid capital distributions	46	36	26	46	36
Other non-assessable items	(52)	(22)	(18)	(23)	(22)
Other non-deductible items	25	46	37	19	39
Adjustment for overseas tax rates	(27)	(22)	-	3	10
Income tax (over)/under provided in prior years	(88)	(14)	(7)	(76)	(15)
Other items <sup>1</sup>	12	(138)	(35)	(56)	(163)
<b>Total income tax expense in the income statement</b>	<b>3,348</b>	<b>3,115</b>	<b>2,947</b>	<b>2,121</b>	<b>2,235</b>
<b>Income tax analysis</b>					
Income tax expense attributable to profit from ordinary activities comprised:					
Current income tax	3,347	2,704	2,566	2,329	1,923
Deferred income tax	89	425	388	(132)	327
Under/(over) provision in prior years	(88)	(14)	(7)	(76)	(15)
<b>Total income tax expense attributable to profit from ordinary activities</b>	<b>3,348</b>	<b>3,115</b>	<b>2,947</b>	<b>2,121</b>	<b>2,235</b>
Total Australia	2,964	2,694	2,595	2,117	2,172
Total Overseas	384	421	352	4	63
<b>Total income tax expense attributable to profit from ordinary activities</b>	<b>3,348</b>	<b>3,115</b>	<b>2,947</b>	<b>2,121</b>	<b>2,235</b>

<sup>1</sup> 2014 includes the release of provisions no longer required following the finalisation of prior period taxation matters.

The effective tax rate was 29.3% in 2015 (29.0% in 2014).

## Note 7. Income tax (continued)

### Deferred tax assets

\$m	Consolidated		Parent Entity	
	2015	2014	2015	2014
<b>The balance comprises temporary differences attributable to:</b>				
<b>Amounts recognised in income statements</b>				
Provisions for impairment charges on loans	906	926	726	756
Provision for long service leave, annual leave and other employee benefits	299	311	274	271
Financial instruments	269	180	221	163
Property and equipment	235	227	222	217
Other provisions	182	184	164	169
Other liabilities	334	340	326	324
	2,225	2,168	1,933	1,900
<b>Amounts recognised directly in other comprehensive income</b>				
Available-for-sale securities	12	(55)	18	(35)
Defined benefit deficit	62	113	61	113
	74	58	79	78
Set-off of deferred tax liabilities pursuant to set-off provisions <sup>1</sup>	(922)	(829)	(549)	(656)
<b>Net deferred tax assets</b>	<b>1,377</b>	<b>1,397</b>	<b>1,463</b>	<b>1,322</b>
Net deferred tax assets to be recovered within 12 months	430	376	492	349
Net deferred tax assets to be recovered after more than 12 months	947	1,021	971	973
<b>Movement</b>				
Opening balance as at beginning of the year	1,397	1,773	1,322	1,632
Credited to income statements	886	484	689	374
Recognised in other comprehensive income	16	(31)	1	(28)
Set-off of deferred tax assets pursuant to set-off provisions <sup>1</sup>	(922)	(829)	(549)	(656)
<b>Closing balance as at end of the year</b>	<b>1,377</b>	<b>1,397</b>	<b>1,463</b>	<b>1,322</b>

<sup>1</sup> Deferred tax assets and liabilities are set-off where they relate to income tax levied by the same taxation authority on either the same taxable entity or different entities within the same taxable group.

### Unrecognised deferred tax assets

Deferred tax assets relating to certain tax losses have not been recognised because it is not considered probable that future taxable profit will be available against which they can be realised.

\$m	Consolidated		Parent Entity	
	2015	2014	2015	2014
Tax losses on revenue account	80	82	72	73

# Notes to the financial statements

## Note 7. Income tax (continued)

### Deferred tax liabilities

\$m	Consolidated		Parent Entity	
	2015	2014	2015	2014
<b>The balance comprises temporary differences attributable to:</b>				
<b>Amounts recognised in income statements</b>				
Financial instruments	249	135	204	156
Finance lease transactions	142	142	41	34
Property and equipment	112	223	116	217
Life insurance assets	73	53	-	-
Other assets	385	262	132	185
	961	815	493	592
<b>Amounts recognised directly in other comprehensive income</b>				
Cash flow hedges	16	69	56	64
Set-off of deferred tax liabilities pursuant to set-off provisions <sup>1</sup>	(922)	(829)	(549)	(656)
<b>Net deferred tax liabilities</b>	<b>55</b>	<b>55</b>	-	-
Net deferred tax liabilities to be recovered within 12 months	25	24	-	-
Net deferred tax liabilities to be recovered after more than 12 months	30	31	-	-
<b>Movements</b>				
Opening balance as at beginning of the year	55	22	-	-
Charged to income statements	975	909	557	701
Recognised in other comprehensive income	(53)	(47)	(8)	(45)
Set-off of deferred tax assets pursuant to set-off provisions <sup>1</sup>	(922)	(829)	(549)	(656)
<b>Closing balance as at end of the year</b>	<b>55</b>	<b>55</b>	-	-

<sup>1</sup> Deferred tax assets and liabilities are set-off where they relate to the same taxation authority on either the same taxable entity or different entities within the same taxable group.

### Unrecognised deferred tax liabilities

Deferred tax liabilities relating to aggregate temporary differences of \$49 million (2014: \$44 million) associated with investments in subsidiaries have not been recognised because the Parent Entity controls whether the liability will be incurred and it is satisfied that the liability will not be incurred in the foreseeable future.

## Note 8. Earnings per share

### Accounting policy

Basic earnings per share (EPS) is calculated by dividing the net profit attributable to equity holders, excluding costs of servicing other equity instruments, by the weighted average number of ordinary shares on issue during the financial year, excluding the number of ordinary shares purchased by the Group and held as Treasury shares. Diluted EPS is calculated by adjusting the earnings and the weighted average number of ordinary shares outstanding to assume conversion of all dilutive potential ordinary shares.

Refer to Note 20 Loan capital and Note 37 Share-based payments for further information on the potential dilutive instruments.

Consolidated \$m	2015		2014		2013	
	Basic	Diluted	Basic	Diluted	Basic	Diluted
<b>Reconciliation of earnings used in the calculation of earnings per ordinary share</b>						
Net profit attributable to owners of Westpac Banking Corporation	8,012	8,012	7,561	7,561	6,751	6,751
Restricted Share Plan (RSP) treasury shares distributions <sup>1</sup>	(6)	-	(10)	-	(12)	-
Distributions relating to convertible loan capital instruments	-	184	-	165	-	161
<b>Net profit attributable to owners of Westpac Banking Corporation adjusted for the effect of dilution</b>	<b>8,006</b>	<b>8,196</b>	<b>7,551</b>	<b>7,726</b>	<b>6,739</b>	<b>6,912</b>
<b>Weighted average number of ordinary shares (millions)</b>						
Weighted average number of ordinary shares	3,134	3,134	3,109	3,109	3,100	3,100
Effect of own shares held	(10)	(10)	(11)	(11)	(13)	(13)
Potential dilutive adjustment:						
Exercise of options and share rights and vesting of restricted shares	-	6	-	9	-	14
Convertible loan capital instruments	-	157	-	130	-	137
<b>Total weighted average number of ordinary shares</b>	<b>3,124</b>	<b>3,287</b>	<b>3,098</b>	<b>3,237</b>	<b>3,087</b>	<b>3,238</b>
<b>Earnings per ordinary share (cents)</b>	<b>256.3</b>	<b>249.3</b>	<b>243.7</b>	<b>238.7</b>	<b>218.3</b>	<b>213.5</b>

<sup>1</sup> While the equity granted to employees remains unvested, RSP treasury shares are deducted from ordinary shares on issue in arriving at the weighted average number of ordinary shares outstanding. Despite the shares being unvested, employees are entitled to dividends and to voting rights on the shares. Consequently, a portion of the profit for the period is allocated to RSP treasury shares to arrive at earnings attributed to ordinary shareholders.

# Notes to the financial statements

## Note 9. Average balance sheet and interest rates

The following table lists the average balances and related interest for the major categories of the Group's interest earning assets and interest bearing liabilities. Averages used are predominantly daily averages:

Consolidated	2015			2014			2013		
	Average Balance \$m	Interest Income \$m	Average Rate %	Average Balance \$m	Interest Income \$m	Average Rate %	Average Balance \$m	Interest Income \$m	Average Rate %
<b>Assets</b>									
<b>Interest earning assets</b>									
Receivables due from other financial institutions:									
Australia	2,542	63	2.5	2,433	60	2.5	2,852	86	3.0
New Zealand	359	6	1.7	294	5	1.7	338	5	1.5
Overseas	7,005	18	0.3	5,151	19	0.4	5,959	22	0.4
Trading securities and other financial assets designated at fair value:									
Australia	28,077	822	2.9	32,877	1,226	3.7	38,506	1,560	4.1
New Zealand	3,812	138	3.6	4,358	132	3.0	3,309	88	2.7
Overseas	4,772	72	1.5	10,134	124	1.2	6,262	84	1.3
Available-for-sale securities:									
Australia	36,974	1,422	3.8	27,222	1,230	4.5	21,475	1,107	5.2
New Zealand	2,886	130	4.5	2,384	107	4.5	2,085	93	4.5
Overseas	2,040	82	4.0	1,351	49	3.6	1,089	26	2.4
Regulatory deposits:									
Other overseas	1,147	12	1.0	1,369	18	1.3	1,512	23	1.5
Loans and other receivables <sup>1</sup> :									
Australia	502,474	25,280	5.0	474,570	25,498	5.4	449,405	26,712	5.9
New Zealand	63,349	3,818	6.0	59,240	3,449	5.8	50,801	2,924	5.8
Overseas	28,377	432	1.5	25,979	331	1.3	16,276	279	1.7
<b>Total interest earning assets and interest income</b>	<b>683,814</b>	<b>32,295</b>	<b>4.7</b>	<b>647,362</b>	<b>32,248</b>	<b>5.0</b>	<b>599,869</b>	<b>33,009</b>	<b>5.5</b>
<b>Non-interest earning assets</b>									
Cash, receivables due from other financial institutions and regulatory deposits									
1,970				1,513			723		
Derivative financial instruments	49,400			28,866			33,967		
Life insurance assets	11,590			13,687			12,713		
All other assets <sup>2</sup>	51,929			45,696			41,023		
<b>Total non-interest earning assets</b>	<b>114,889</b>			<b>89,762</b>			<b>88,426</b>		
<b>Total assets</b>	<b>798,703</b>			<b>737,124</b>			<b>688,295</b>		

<sup>1</sup> Loans and receivables are stated net of provisions for impairment charges on loans. Other receivables include other assets and cash with central banks that are interest earning.

<sup>2</sup> Includes property and equipment, goodwill and intangibles, other assets, deferred tax and non-interest bearing loans relating to mortgage offset accounts.

## Note 9. Average balance sheet and interest rates (continued)

Consolidated	2015			2014			2013		
	Average Balance \$m	Interest Income \$m	Average Rate %	Average Balance \$m	Interest Income \$m	Average Rate %	Average Balance \$m	Interest Income \$m	Average Rate %
<b>Liabilities</b>									
<b>Interest bearing liabilities</b>									
Payables due to other financial institutions:									
Australia	11,839	247	2.1	10,253	250	2.4	4,218	131	3.1
New Zealand	584	14	2.4	547	11	2.0	458	7	1.5
Overseas	5,417	43	0.8	4,767	39	0.8	4,648	52	1.1
Deposits and other borrowings:									
Australia	357,199	8,815	2.5	342,385	9,850	2.9	325,634	11,141	3.4
New Zealand	45,555	1,643	3.6	42,444	1,453	3.4	35,674	1,214	3.4
Overseas	30,760	211	0.7	29,347	196	0.7	25,368	200	0.8
Loan capital:									
Australia	10,888	492	4.5	8,729	424	4.9	7,183	414	5.8
Overseas	753	43	5.7	1,358	66	4.9	2,436	115	4.7
Other interest bearing liabilities <sup>1</sup> :									
Australia	164,075	5,856	3.6	151,742	5,824	3.8	144,777	6,353	4.4
New Zealand	12,842	661	5.1	12,364	552	4.5	10,073	561	5.6
Overseas	716	3	0.4	2,617	41	1.6	1	-	-
<b>Total interest bearing liabilities and interest expense</b>	<b>640,628</b>	<b>18,028</b>	<b>2.8</b>	<b>606,553</b>	<b>18,706</b>	<b>3.1</b>	<b>560,470</b>	<b>20,188</b>	<b>3.6</b>
<b>Non-interest bearing liabilities</b>									
Deposits and payables due to other financial institutions:									
Australia	29,948			23,826			19,173		
New Zealand	3,531			3,169			2,578		
Overseas	1,061			812			783		
Derivative financial instruments	51,808			31,172			35,542		
Life insurance policy liabilities	10,035			12,359			11,574		
All other liabilities <sup>2</sup>	11,477			11,894			11,853		
<b>Total non-interest bearing liabilities</b>	<b>107,860</b>			<b>83,232</b>			<b>81,503</b>		
<b>Total liabilities</b>	<b>748,488</b>			<b>689,785</b>			<b>641,973</b>		
Shareholders' equity	49,361			46,477			44,350		
Non-controlling interests	854			862			1,972		
<b>Total equity</b>	<b>50,215</b>			<b>47,339</b>			<b>46,322</b>		
<b>Total liabilities and equity</b>	<b>798,703</b>			<b>737,124</b>			<b>688,295</b>		

<sup>1</sup> Includes net impact of Treasury balance sheet management activities.

<sup>2</sup> Includes other liabilities, provisions, current and deferred tax liabilities.

# Notes to the financial statements

## Note 9. Average balance sheet and interest rates (continued)

The following table allocates changes in net interest income between changes in volume and changes in rate for the last two fiscal years. Volume and rate variances have been calculated on the movement in average balances and the change in the interest rates on average interest earning assets and average interest bearing liabilities. The variance caused by change in both volume and rate has been allocated in proportion to the relationship of the absolute dollar amount of each change to the total.

\$m	Consolidated	2015			2014			
		Change Due to			Change Due to			
		Volume	Rate	Total	Volume	Rate	Total	
<b>Interest earning assets</b>								
Receivables due from other financial institutions:								
Australia		3	-	3	(13)	(13)	(26)	
New Zealand		1	-	1	(1)	1	-	
Overseas		7	(8)	(1)	(3)	-	(3)	
Trading securities and other financial assets designated at fair value:								
Australia		(179)	(225)	(404)	(229)	(105)	(334)	
New Zealand		(17)	23	6	28	16	44	
Overseas		(66)	14	(52)	54	(14)	40	
Available-for-sale securities:								
Australia		441	(249)	192	296	(173)	123	
New Zealand		23	-	23	13	1	14	
Overseas		25	8	33	6	17	23	
Regulatory deposits:								
Overseas		(3)	(3)	(6)	(2)	(3)	(5)	
Loans and other receivables:								
Australia		1,499	(1,717)	(218)	1,496	(2,710)	(1,214)	
New Zealand		239	130	369	486	39	525	
Overseas		31	70	101	166	(114)	52	
<b>Total change in interest income</b>		<b>2,004</b>	<b>(1,957)</b>	<b>47</b>	<b>2,297</b>	<b>(3,058)</b>	<b>(761)</b>	
<b>Interest bearing liabilities</b>								
Payables due to other financial institutions:								
Australia		39	(42)	(3)	187	(68)	119	
New Zealand		1	2	3	1	3	4	
Overseas		5	(1)	4	1	(14)	(13)	
Deposits and other borrowings:								
Australia		426	(1,461)	(1,035)	573	(1,864)	(1,291)	
New Zealand		106	84	190	230	9	239	
Overseas		9	6	15	31	(35)	(4)	
Loan capital:								
Australia		105	(37)	68	89	(79)	10	
Overseas		(29)	6	(23)	(51)	2	(49)	
Other interest bearing liabilities:								
Australia		473	(441)	32	306	(835)	(529)	
New Zealand		21	88	109	128	(137)	(9)	
Overseas		(30)	(8)	(38)	-	41	41	
<b>Total change in interest expense</b>		<b>1,126</b>	<b>(1,804)</b>	<b>(678)</b>	<b>1,495</b>	<b>(2,977)</b>	<b>(1,482)</b>	
<b>Change in net interest income:</b>								
Australia		721	(210)	511	395	(155)	240	
New Zealand		118	(21)	97	167	182	349	
Overseas		39	78	117	240	(108)	132	
<b>Total change in net interest income</b>		<b>878</b>	<b>(153)</b>	<b>725</b>	<b>802</b>	<b>(81)</b>	<b>721</b>	

## FINANCIAL ASSETS AND FINANCIAL LIABILITIES

### Note 10. Receivables due from other financial institutions

#### Accounting policy

Receivables due from other financial institutions are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They include conduit assets, collateral placed and interbank lending. These financial assets are initially recognised at fair value plus directly attributable transaction costs and subsequently measured at amortised cost using the effective interest rate method.

\$m	Consolidated		Parent Entity	
	2015	2014	2015	2014
Conduit assets <sup>1</sup>	823	1,417	-	-
Cash collateral	7,602	3,830	7,586	3,686
Interbank lending	1,158	2,177	1,155	1,797
<b>Total receivables due from other financial institutions</b>	<b>9,583</b>	<b>7,424</b>	<b>8,741</b>	<b>5,483</b>

<sup>1</sup> Further information on conduit assets is disclosed in Note 25. Conduit assets are only available to meet associated conduit liabilities disclosed in Note 19.

### Note 11. Trading securities and financial assets designated at fair value

#### Accounting policy

Trading securities are acquired principally for the purpose of selling in the near term or are part of a portfolio of financial instruments that are managed together and for which there is evidence of a recent pattern of short-term profit taking. It includes debt and equity instruments which are actively traded.

Financial assets designated at fair value at inception include securities purchased under agreement to resell that are part of a trading portfolio, and other financial assets which either contain an embedded derivative, are managed on a fair value basis, or reduce or eliminate an accounting mismatch. A portfolio of retail fixed rate bills which have been designated at fair value to reduce an accounting mismatch have, due to their nature, been presented within the loans category in the Balance sheet (refer Note 13).

These financial assets are recognised at fair value with gains and losses included in the Income statement. Interest earned on Government and other debt securities is recognised within Net interest income (Note 3) and dividends earned on equity securities are recorded in Non-interest income – other income (Note 4).

\$m	Consolidated			Parent Entity	
	2015	2014	2013	2015	2014
Trading securities	20,170	36,881	39,448	18,272	35,794
Securities purchased under agreement to resell	3,982	6,275	6,882	3,982	6,275
Other financial assets designated at fair value	3,302	2,753	2,759	2,642	2,255
<b>Total trading securities and other financial assets designated at fair value</b>	<b>27,454</b>	<b>45,909</b>	<b>49,089</b>	<b>24,896</b>	<b>44,324</b>

Trading securities include the following:

\$m	Consolidated			Parent Entity	
	2015	2014	2013	2015	2014
Government and semi-government securities	12,545	25,275	20,518	11,937	25,244
Debt securities	7,555	11,519	18,883	6,265	10,463
Equity securities	20	44	22	20	44
Other	50	43	25	50	43
<b>Total trading securities</b>	<b>20,170</b>	<b>36,881</b>	<b>39,448</b>	<b>18,272</b>	<b>35,794</b>

Other financial assets designated at fair value include:

\$m	Consolidated			Parent Entity	
	2015	2014	2013	2015	2014
Debt securities	2,900	2,447	2,471	2,531	2,117
Equity securities	402	306	288	111	138
<b>Total other financial assets designated at fair value</b>	<b>3,302</b>	<b>2,753</b>	<b>2,759</b>	<b>2,642</b>	<b>2,255</b>

# Notes to the financial statements

## Note 11. Trading securities and financial assets designated at fair value (continued)

The Group has total holdings of debt securities from three Australian State Governments (Queensland Treasury Corporation: \$13,447 million and NSW Treasury Corporation: \$9,065 million and Treasury Corporation of Victoria: \$5,706 million) the aggregate book and market value, each of which exceeded 10% of the Group total shareholders' equity at 30 September 2015.

The Group holds \$8,473 million of US Government treasury notes (2014: \$4,559 million, 2013: \$4,978 million).

Both of the above are recognised in the categories trading securities and other financial assets designated at fair value and available-for-sale securities (Note 12) at 30 September 2015.

## Note 12. Available-for-sale securities

### Accounting policy

Available-for-sale financial assets are held at fair value with gains and losses included in other comprehensive income. This classification is used for debt or equity securities that are not held for trading purposes or designated at fair value through the Income statement or loans and receivables.

The Group assesses at each reporting date whether there is objective evidence of impairment. Impairment exists if there is objective evidence of impairment as a result of one or more loss events which have an impact on the estimated cash flows of the available-for-sale security that can be reliably estimated. For debt instruments classified as available-for-sale, evidence of impairment includes significant financial difficulties or adverse changes in the payment status of an issuer or national, local economic conditions that correlate with defaults on a group of financial assets. For equity investments classified as available-for-sale, a significant or prolonged decline in the fair value of the security below its cost is also considered in determining whether the assets are impaired. If any such evidence exists for available-for-sale financial assets, the cumulative loss – measured as the difference between the acquisition cost and the current fair value, less any impairment charge previously recognised in profit or loss – is removed from other comprehensive income and recognised in the income statement. If, in a subsequent period, the fair value of an available-for-sale debt increases and the increase can be objectively related to an event occurring after the impairment event, the impairment charge is reversed through the income statement. Subsequent reversal of impairment charges on equity instruments are not recognised in the income statement until the instrument is disposed of.

\$m	Consolidated					Parent Entity	
	2015	2014	2013	2015	2014		
<b>Available-for-sale securities</b>							
Government and semi-government securities	41,112	22,573	19,941	38,182	19,858		
Debt securities	13,672	13,241	9,868	12,133	12,127		
Equity securities <sup>1</sup>	49	210	202	29	24		
<b>Total available-for-sale securities</b>	<b>54,833</b>	<b>36,024</b>	<b>30,011</b>	<b>50,344</b>	<b>32,009</b>		

<sup>1</sup> Investments in certain unlisted securities are measured at cost because the fair value cannot be reliably measured. These investments represent non-controlling interests in companies for which active markets do not exist and quoted prices are not available. 2015: \$33 million (2014: \$16 million).

The following table shows the maturities of the Group's available-for-sale securities and their weighted-average yield as at 30 September 2015. There are no tax-exempt securities.

2015	Within 1 Year		Over 1 Year to 5 Years		Over 5 Years to 10 Years		Over 10 Years		No Specific Maturity		Total	Weighted Average
	\$m	%	\$m	%	\$m	%	\$m	%	\$m	%		
<b>Carrying amount</b>												
Government and semi-government securities	12,002	3.5%	16,097	4.2%	13,013	3.2%	-	-	-	-	41,112	3.8%
Debt securities	1,403	2.7%	11,183	3.4%	1,086	3.7%	-	-	-	-	13,672	3.3%
Equity securities	-	-	-	-	-	-	-	-	49	-	49	-
<b>Total by maturity</b>	<b>13,405</b>		<b>27,280</b>		<b>14,099</b>		<b>-</b>		<b>49</b>		<b>54,833</b>	

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The maturity profile is determined based upon contractual terms for available-for-sale instruments.

## Note 13. Loans

### Accounting policy

Loans are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They are initially recognised at fair value plus directly attributable transaction costs. Subsequent to initial recognition, loans are measured at amortised cost using the effective interest rate method and are presented net of any provisions for impairment.

Loan products that have both a mortgage and deposit facility are presented on a gross basis in the balance sheet, segregating the loan and deposit component into the respective balance sheet line items as they do not meet the criteria to be offset. Interest earned on this product is presented on a net basis in the income statement as this reflects how the customer is charged.

Included within loans are leases that have been classified as finance leases. In its capacity as a lessor, the Group primarily offers finance leases. A finance lease is a lease where substantially all the risks and rewards of the leased asset transfer to the lessee. Assets held under finance lease are recognised at an amount equal to the net investment in the lease. The recognition of finance income is based on a pattern reflecting a constant periodic return on the Group's net investment in the finance lease.

The following table shows loans disaggregated by type of product. Loans are classified based on the location of the booking office:

\$m	Consolidated		Parent Entity	
	2015	2014	2015	2014
<b>Australia</b>				
Housing	375,848	351,037	375,826	351,009
Personal (loans and cards)	22,234	21,242	16,321	14,080
Business	145,481	136,903	138,478	128,241
Margin lending	1,980	1,960	1,987	1,984
Other	112	113	112	113
<b>Total Australia</b>	<b>545,655</b>	<b>511,255</b>	<b>532,724</b>	<b>495,427</b>
<b>New Zealand</b>				
Housing	38,351	35,465	-	-
Personal (loans and cards)	1,800	1,636	-	-
Business	23,485	21,279	328	305
Other	93	90	-	-
<b>Total New Zealand</b>	<b>63,729</b>	<b>58,470</b>	<b>328</b>	<b>305</b>
<b>Other overseas</b>				
Trade finance	5,639	6,147	5,639	6,146
Other	11,321	7,644	9,857	6,315
<b>Total other overseas</b>	<b>16,960</b>	<b>13,791</b>	<b>15,496</b>	<b>12,461</b>
<b>Total loans</b>	<b>626,344</b>	<b>583,516</b>	<b>548,548</b>	<b>508,193</b>
Provisions on loans (refer to Note 14)	(3,028)	(3,173)	(2,473)	(2,589)
<b>Total net loans<sup>1,2</sup></b>	<b>623,316</b>	<b>580,343</b>	<b>546,075</b>	<b>505,604</b>

<sup>1</sup> Included in net loans is \$7,076 million (2014: \$9,330 million) of loans designated at fair value to reduce an accounting mismatch. The cumulative fair value adjustment for credit risk is a decrease of \$41 million (2014: \$62 million decrease) for the Group and Parent Entity. The change in fair value of loans attributable to credit risk recognised during the period is \$21 million (2014: \$36 million) for the Group and Parent Entity.

<sup>2</sup> The presentation of loans has been revised to better reflect the nature of our business and we have restated comparatives to improve comparability.

# Notes to the financial statements

## Note 13. Loans (continued)

The following table shows loans presented based on their industry classification:

Consolidated		2015	2014	2013	2012	2011
\$m						
<b>Australia</b>						
Accommodation, cafes and restaurants		7,690	7,447	7,108	7,106	7,121
Agriculture, forestry and fishing		7,741	7,224	7,304	7,549	7,790
Construction		6,114	6,416	6,049	6,313	6,084
Finance and insurance		16,054	14,644	13,259	13,101	15,925
Government, administration and defence		794	784	881	930	781
Manufacturing		9,538	9,269	9,415	10,663	11,339
Mining		4,441	3,293	2,339	1,836	1,488
Property, property services and business services		59,337	55,150	49,030	47,184	45,559
Services <sup>1</sup>		11,756	10,874	9,715	9,467	8,936
Trade <sup>2</sup>		16,038	15,616	14,619	15,868	16,094
Transport and storage		10,002	9,330	8,868	9,351	6,677
Utilities <sup>3</sup>		3,549	3,272	3,002	3,239	2,581
Retail lending		390,592	365,822	340,139	328,109	316,777
Other		2,009	2,114	2,416	2,298	1,330
<b>Total Australia</b>		<b>545,655</b>	<b>511,255</b>	<b>474,144</b>	<b>463,014</b>	<b>448,482</b>
<b>Overseas</b>						
Accommodation, cafes and restaurants		652	562	585	594	580
Agriculture, forestry and fishing		7,938	6,938	6,506	5,345	4,975
Construction		1,447	1,184	1,367	1,220	1,180
Finance and insurance		6,643	3,880	2,960	2,406	1,998
Government, administration and defence		432	389	639	533	464
Manufacturing <sup>4</sup>		6,402	5,091	4,484	3,682	2,925
Mining <sup>4</sup>		1,203	2,010	1,335	640	368
Property, property services and business services		13,672	12,448	11,225	9,620	9,659
Services <sup>1</sup>		2,774	2,486	2,651	2,174	2,149
Trade <sup>2,4</sup>		6,161	6,127	5,435	4,411	4,047
Transport and storage		2,439	1,730	1,528	1,589	1,928
Utilities <sup>3</sup>		1,820	1,764	1,476	1,212	1,010
Retail lending		29,029	27,462	25,363	21,766	20,723
Other		77	190	108	73	166
<b>Total overseas</b>		<b>80,689</b>	<b>72,261</b>	<b>65,662</b>	<b>55,265</b>	<b>52,172</b>
<b>Total loans</b>		<b>626,344</b>	<b>583,516</b>	<b>539,806</b>	<b>518,279</b>	<b>500,654</b>
Provisions on loans		(3,028)	(3,173)	(3,642)	(3,834)	(4,045)
<b>Total net loans</b>		<b>623,316</b>	<b>580,343</b>	<b>536,164</b>	<b>514,445</b>	<b>496,609</b>

<sup>1</sup> Services include education, health and community services, cultural and recreational services and personal and other services.

<sup>2</sup> Trade includes wholesale trade and retail trade.

<sup>3</sup> Utilities include electricity, gas and water and communication services.

<sup>4</sup> Comparatives have been restated to improve comparability.

## Note 13. Loans (continued)

The following table shows the consolidated contractual maturity distribution of all loans by type of customer as at 30 September 2015:

2015 \$ m	Up to 1 Year	1 to 5 Years	Over 5 Years	Total
<b>Loans by type of customer in Australia<sup>1</sup></b>				
Accommodation, cafes and restaurants	2,306	4,739	645	7,690
Agriculture, forestry and fishing	2,808	4,063	870	7,741
Construction	1,364	3,627	1,123	6,114
Finance and insurance	5,591	6,536	3,927	16,054
Government, administration and defence	44	302	448	794
Manufacturing	3,260	4,940	1,338	9,538
Mining	795	1,959	1,687	4,441
Property, property services and business services	18,838	32,015	8,484	59,337
Services <sup>2</sup>	1,560	7,729	2,467	11,756
Trade <sup>3</sup>	5,912	8,322	1,804	16,038
Transport and storage	1,377	6,795	1,830	10,002
Utilities <sup>4</sup>	94	2,582	873	3,549
Retail lending	18,665	43,332	328,595	390,592
Other	975	907	127	2,009
<b>Total Australia</b>	<b>63,589</b>	<b>127,848</b>	<b>354,218</b>	<b>545,655</b>
<b>Total overseas</b>	<b>24,011</b>	<b>17,150</b>	<b>39,528</b>	<b>80,689</b>
<b>Total loans</b>	<b>87,600</b>	<b>144,998</b>	<b>393,746</b>	<b>626,344</b>

<sup>1</sup> Some mortgage lending to customers with business banking relationships is included in loans over 5 years categorised by the industry of the associated business.

<sup>2</sup> Services include education, health and community services, cultural and recreational services and personal and other services.

<sup>3</sup> Trade includes wholesale trade and retail trade.

<sup>4</sup> Utilities include electricity, gas and water and communication services.

Consolidated \$ m	2015			2014		
	Loans at Variable Interest Rates	Loans at Fixed Interest Rates	Total	Loans at Variable Interest Rates	Loans at Fixed Interest Rates	Total
<b>Interest rate segmentation of Group loans maturing after one year</b>						
By offices in Australia	394,307	87,759	482,066	353,625	94,316	447,941
By offices overseas	18,641	38,037	56,678	16,244	34,746	50,990
<b>Total loans maturing after one year</b>	<b>412,948</b>	<b>125,796</b>	<b>538,744</b>	<b>369,869</b>	<b>129,062</b>	<b>498,931</b>

# Notes to the financial statements

## Note 13. Loans (continued)

Loans include the following finance lease receivables:

\$ m	Consolidated		Parent Entity	
	2015	2014	2015	2014
Gross investment in finance leases, receivable:				
Due within one year	743	904	388	416
Due after one year but not later than five years	4,668	5,039	2,228	2,059
Due after five years	419	689	303	312
Unearned future finance income on finance leases	(804)	(958)	(315)	(327)
<b>Net investment in finance leases</b>	<b>5,026</b>	<b>5,674</b>	<b>2,604</b>	<b>2,460</b>
Accumulated allowance for uncollectable minimum lease payments	(10)	(26)	(7)	(9)
<b>Net investment in finance leases after accumulated allowance</b>	<b>5,016</b>	<b>5,648</b>	<b>2,597</b>	<b>2,451</b>
The net investment in finance leases may be analysed as follows:				
Due within one year	713	868	375	402
Due after one year but not later than five years	4,000	4,305	1,991	1,822
Due after five years	313	501	238	236
<b>Total net investment in finance leases</b>	<b>5,026</b>	<b>5,674</b>	<b>2,604</b>	<b>2,460</b>

## Note 14. Provisions for impairment charges

### Accounting policy

The Group has individually assessed provisions and collectively assessed provisions. Individually assessed provisions are made against loans that exceed specified thresholds and which have been individually assessed as impaired. If the Group determines that no objective evidence of impairment exists for an individually assessed loan, it includes that loan in a group of loans with similar credit risk characteristics and collectively assesses them for impairment. Loans that are individually assessed and for which an impairment loss is, or continues to be, recognised are not included in a collective assessment of impairment.

The determination of the provision for impairment is one of the Group's critical accounting assumptions and estimates as described in Note 1d(ii).

\$ m	Consolidated		Parent Entity	
	2015	2014	2013	2015
<b>Collectively assessed provisions</b>				
Balance as at beginning of the year	2,614	2,585	2,771	2,148
Net provisions raised	615	505	290	521
Write-offs	(793)	(702)	(708)	(627)
Interest adjustment	190	189	196	156
Exchange rate and other adjustments	37	37	36	5
<b>Balance as at end of the year</b>	<b>2,663</b>	<b>2,614</b>	<b>2,585</b>	<b>2,203</b>
<b>Individually assessed provisions</b>				
Balance as at beginning of the year	867	1,364	1,470	719
Provisions raised	566	684	1,112	457
Write-backs	(297)	(433)	(479)	(274)
Write-offs	(445)	(706)	(691)	(338)
Interest adjustment	(22)	(34)	(75)	(24)
Exchange rate and other adjustments	-	(8)	27	3
<b>Balance as at end of the year</b>	<b>669</b>	<b>867</b>	<b>1,364</b>	<b>543</b>
Total provisions for impairment charges on loans and credit commitments	3,332	3,481	3,949	2,746
Less provisions for credit commitments (refer to Note 28)	(304)	(308)	(307)	(273)
<b>Total provisions for impairment charges on loans</b>	<b>3,028</b>	<b>3,173</b>	<b>3,642</b>	<b>2,473</b>

## Note 14. Provisions for impairment charges (continued)

The following table presents provisions for impairment charges on loans by industry classification for the past five years:

Consolidated	2015		2014		2013		2012		2011	
	\$m	%								
<b>Individually assessed provisions by industry</b>										
<b>Australia</b>										
Accommodation, cafes and restaurants	38	1.1	47	1.4	59	1.5	53	1.2	45	1.0
Agriculture, forestry and fishing	23	0.7	47	1.4	80	2.0	46	1.1	28	0.6
Construction	20	0.6	61	1.8	66	1.7	73	1.7	63	1.4
Finance and insurance	23	0.7	24	0.7	24	0.6	38	0.9	58	1.3
Manufacturing	41	1.2	36	1.0	108	2.7	116	2.7	90	2.0
Mining	11	0.3	15	0.4	4	0.1	2	0.1	2	-
Property, property services and business services	224	6.8	283	8.1	428	10.9	518	12.2	559	12.7
Services <sup>1</sup>	20	0.6	32	0.9	48	1.2	121	2.9	96	2.2
Trade <sup>2</sup>	39	1.2	70	2.0	116	2.9	87	2.1	97	2.2
Transport and storage	54	1.6	12	0.3	45	1.1	47	1.1	38	0.9
Utilities <sup>3</sup>	-	-	2	0.1	29	0.8	22	0.5	23	0.5
Retail lending	57	1.7	60	1.7	76	1.9	67	1.6	74	1.7
Other	3	0.1	2	0.1	6	0.2	7	0.2	7	0.2
<b>Total Australia</b>	<b>553</b>	<b>16.6</b>	<b>691</b>	<b>19.9</b>	<b>1,089</b>	<b>27.6</b>	<b>1,197</b>	<b>28.3</b>	<b>1,180</b>	<b>26.7</b>
<b>New Zealand</b>										
Accommodation, cafes and restaurants	-	-	-	-	1	-	5	0.1	2	-
Agriculture, forestry and fishing	6	0.2	6	0.2	17	0.4	20	0.5	20	0.5
Construction	1	-	1	-	6	0.2	2	0.1	4	0.1
Finance and insurance	-	-	-	-	9	0.2	9	0.2	3	0.1
Manufacturing	33	1.0	33	0.9	6	0.2	16	0.4	29	0.7
Mining	13	0.4	36	1.0	37	0.9	-	-	1	-
Property, property services and business services	43	1.3	38	1.1	71	1.8	116	2.7	112	2.5
Services <sup>1</sup>	2	0.1	1	-	40	1.0	35	0.8	6	0.1
Trade <sup>2</sup>	1	-	2	0.1	2	0.1	3	0.1	7	0.2
Transport and storage	-	-	1	-	-	-	-	-	-	-
Utilities <sup>3</sup>	-	-	-	-	1	-	-	-	-	-
Retail lending	8	0.2	10	0.3	17	0.4	14	0.3	27	0.6
<b>Total New Zealand</b>	<b>107</b>	<b>3.2</b>	<b>128</b>	<b>3.6</b>	<b>207</b>	<b>5.2</b>	<b>220</b>	<b>5.2</b>	<b>211</b>	<b>4.8</b>
<b>Total other overseas</b>	<b>9</b>	<b>0.3</b>	<b>48</b>	<b>1.4</b>	<b>68</b>	<b>1.7</b>	<b>53</b>	<b>1.2</b>	<b>70</b>	<b>1.6</b>
<b>Total individually assessed provisions</b>	<b>669</b>	<b>20.1</b>	<b>867</b>	<b>24.9</b>	<b>1,364</b>	<b>34.5</b>	<b>1,470</b>	<b>34.7</b>	<b>1,461</b>	<b>33.1</b>
<b>Total collectively assessed provisions</b>	<b>2,663</b>	<b>79.9</b>	<b>2,614</b>	<b>75.1</b>	<b>2,585</b>	<b>65.5</b>	<b>2,771</b>	<b>65.3</b>	<b>2,953</b>	<b>66.9</b>
<b>Total provisions for impairment charges and credit commitments</b>	<b>3,332</b>	<b>100.0</b>	<b>3,481</b>	<b>100.0</b>	<b>3,949</b>	<b>100.0</b>	<b>4,241</b>	<b>100.0</b>	<b>4,414</b>	<b>100.0</b>

<sup>1</sup> Services include education, health and community services, cultural and recreational services and personal and other services.

<sup>2</sup> Trade includes wholesale trade and retail trade.

<sup>3</sup> Utilities include electricity, gas and water and communication services.

# Notes to the financial statements

## Note 14. Provisions for impairment charges (continued)

The following table shows details of loan write-offs by industry classifications for the past five years:

<b>Consolidated</b>	<b>2015</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>
<b>\$m</b>					
<b>Write-offs</b>					
<b>Australia</b>					
Accommodation, cafes and restaurants	(40)	(26)	(31)	(24)	(34)
Agriculture, forestry and fishing	(36)	(60)	(30)	(11)	(23)
Construction	(40)	(37)	(46)	(106)	(27)
Finance and insurance	(12)	(10)	(14)	(11)	(5)
Manufacturing	(20)	(85)	(50)	(45)	(134)
Mining	(17)	(4)	(5)	(1)	(15)
Property, property services and business services	(174)	(232)	(340)	(453)	(507)
Services <sup>1</sup>	(18)	(22)	(58)	(41)	(28)
Trade <sup>2</sup>	(56)	(70)	(69)	(53)	(57)
Transport and storage	(24)	(43)	(18)	(37)	(60)
Utilities <sup>3</sup>	(2)	(3)	(2)	(33)	(7)
Retail lending	(658)	(603)	(545)	(597)	(661)
Other	(13)	(14)	(9)	(11)	(21)
<b>Total Australia</b>	<b>(1,110)</b>	<b>(1,209)</b>	<b>(1,217)</b>	<b>(1,423)</b>	<b>(1,579)</b>
<b>New Zealand</b>					
Accommodation, cafes and restaurants	-	(2)	(1)	(2)	(3)
Agriculture, forestry and fishing	(3)	(10)	(7)	(23)	(59)
Construction	-	(5)	(4)	(9)	(24)
Finance and insurance	-	(10)	(13)	(2)	(1)
Manufacturing	(1)	(1)	(3)	(17)	(12)
Mining	(28)	(10)	-	(1)	-
Property, property services and business services	(18)	(41)	(94)	(105)	(126)
Services <sup>1</sup>	(1)	(37)	(5)	(5)	(4)
Trade <sup>2</sup>	(4)	(3)	(4)	(3)	(15)
Transport and storage	-	-	(1)	(1)	-
Utilities <sup>3</sup>	-	-	-	-	(13)
Retail lending	(55)	(49)	(46)	(59)	(84)
Other	-	-	-	(1)	(1)
<b>Total New Zealand</b>	<b>(110)</b>	<b>(168)</b>	<b>(178)</b>	<b>(228)</b>	<b>(342)</b>
<b>Total other overseas</b>	<b>(18)</b>	<b>(31)</b>	<b>(4)</b>	<b>(57)</b>	<b>(6)</b>
<b>Total write-offs</b>	<b>(1,238)</b>	<b>(1,408)</b>	<b>(1,399)</b>	<b>(1,708)</b>	<b>(1,927)</b>
Write-offs in relation to:					
Collectively assessed provisions	(793)	(702)	(708)	(756)	(739)
Individually assessed provisions	(445)	(706)	(691)	(952)	(1,188)
<b>Total write-offs</b>	<b>(1,238)</b>	<b>(1,408)</b>	<b>(1,399)</b>	<b>(1,708)</b>	<b>(1,927)</b>

<sup>1</sup> Services include education, health and community services, cultural and recreational services and personal and other services.

<sup>2</sup> Trade includes wholesale trade and retail trade.

<sup>3</sup> Utilities include electricity, gas and water and communication services.

## Note 14. Provisions for impairment charges (continued)

The following table shows details of recoveries of loans by industry classifications for the past five years:

Consolidated \$m	2015	2014	2013	2012	2011
<b>Recoveries</b>					
<b>Australia</b>					
Accommodation, cafes and restaurants	-	-	1	-	-
Agriculture, forestry and fishing	-	-	1	-	-
Construction	4	2	1	1	-
Finance and insurance	8	8	3	2	-
Manufacturing	3	3	8	5	-
Property, property services and business services	17	12	11	23	9
Services <sup>1</sup>	1	-	-	1	-
Trade <sup>2</sup>	1	1	1	1	-
Transport and storage	-	-	1	1	-
Utilities <sup>3</sup>	-	2	-	-	-
Retail lending	78	62	41	61	46
Other	1	2	-	1	-
<b>Total Australia</b>	<b>113</b>	<b>92</b>	<b>68</b>	<b>96</b>	<b>55</b>
<b>Total New Zealand</b>	<b>18</b>	<b>14</b>	<b>8</b>	<b>8</b>	<b>5</b>
<b>Total recoveries</b>	<b>131</b>	<b>106</b>	<b>76</b>	<b>104</b>	<b>60</b>
<b>Total write-offs</b>	<b>(1,238)</b>	<b>(1,408)</b>	<b>(1,399)</b>	<b>(1,708)</b>	<b>(1,927)</b>
<b>Net write-offs and recoveries</b>	<b>(1,107)</b>	<b>(1,302)</b>	<b>(1,323)</b>	<b>(1,604)</b>	<b>(1,867)</b>

<sup>1</sup> Services include education, health and community services, cultural and recreational services and personal and other services.

<sup>2</sup> Trade includes wholesale trade and retail trade.

<sup>3</sup> Utilities include electricity, gas and water and communication services.

## Note 15. Life insurance assets and life insurance liabilities

### Accounting policy

Assets held by the life insurance companies and their subsidiaries, including investments in funds managed by the Group, are designated at fair value through income statement as required by AASB 1038 *Life Insurance Contracts*. Changes in fair value are included in the Income statement. Most assets are held in the life insurance statutory funds and can only be used within the restrictions imposed under the *Life Insurance Act 1995*. The main restrictions are that the assets in a fund can only be used to meet the liabilities and expenses of that fund, to acquire investments to further the business of the fund or as distribution when solvency and capital adequacy requirements are met. Therefore they are not as liquid as other financial assets.

Life insurance liabilities consist of life insurance contract liabilities, life investment contract liabilities and external liabilities of managed investment schemes controlled by statutory life funds which have been determined to support either the life insurance or life investment contracts.

#### *Life investment contract liabilities*

Life investment contract liabilities are designated at fair value through income statement. Fair value is based on the higher of the valuation of linked assets, or the minimum current surrender value.

#### *Life insurance contract liabilities*

The value of life insurance contract liabilities is calculated using the margin on services methodology. The methodology takes into account the risks and uncertainties of the particular classes of the life insurance business written. Deferred policy acquisition costs are included in the measurement basis of life insurance contract liabilities and are therefore equally sensitive to the factors that are considered in the liabilities measurement. This methodology is in accordance with Prudential Standard LPS 340 *Valuation of Policy Liabilities*.

Under this methodology, planned profit margins and an estimate of future liabilities are calculated separately for each related product group using applied assumptions at each reporting date. Profit margins are released over each reporting period in line with the service that has been provided. The balance of the planned profit is deferred by including them in the value of policy liabilities.

#### *External liabilities of managed investment schemes controlled by statutory life funds*

External liabilities of managed investment schemes controlled by statutory life funds are designated at fair value through income statement.

# Notes to the financial statements

## Note 15. Life insurance assets and life insurance liabilities (continued)

The determination of the fair value of life insurance assets uses the same judgements as other financial assets which are described in the critical accounting assumptions and estimates in Note 1d(vii).

The determination of life insurance liabilities is also one of the Group's critical accounting assumptions and estimates described in Note 1d(vii).

### Life insurance assets

#### Consolidated

\$m	2015	2014
Investments held directly and in unit trusts		
Equities	4,350	5,063
Debt	7,448	4,889
Property	621	621
Loans	51	65
Other	655	369
<b>Total life insurance assets</b>	<b>13,125</b>	<b>11,007</b>

There were no life insurance assets in the Parent Entity as at 30 September 2015 (2014: nil).

### Life insurance liabilities

Consolidated Reconciliation of movements in policy liabilities	Life investment contracts		Life insurance contracts		Total		
	\$m	2015	2014	2015	2014	2015	2014
<b>Opening balance</b>		10,378	8,080	(741)	(652)	9,637	7,428
Movements in policy liabilities reflected in the income statement		463	545	(95)	(89)	368	456
Contract contributions recognised in policy liabilities		875	831	-	-	875	831
Contract withdrawals recognised in policy liabilities		(1,183)	(1,298)	-	-	(1,183)	(1,298)
Contract fees, expenses and tax recoveries		(129)	(140)	-	-	(129)	(140)
Change in non-controlling interest of managed investment schemes		1,991	2,360	-	-	1,991	2,360
<b>Closing balance</b>		<b>12,395</b>	<b>10,378</b>	<b>(836)</b>	<b>(741)</b>	<b>11,559</b>	<b>9,637</b>

There were no life insurance liabilities in the Parent Entity as at 30 September 2015 (2014: nil).

## Note 16. Payables due to other financial institutions

### Accounting policy

Payables due to other financial institutions include interbank borrowing, securities sold under agreements to repurchase, cash collateral and deposits (including vostro, settlement and clearing account balances) due to central and other banks. These financial liabilities are initially recognised at fair value and subsequently measured at amortised cost using the effective interest rate method.

\$m	Consolidated		Parent Entity	
	2015	2014	2015	2014
Cash collateral	4,037	3,876	3,445	3,842
Offshore central bank deposits	3,922	3,039	3,922	3,039
Interbank borrowing	5,271	5,478	5,265	5,287
Securities sold under agreements to repurchase <sup>1</sup>	5,501	6,243	5,501	6,243
<b>Total payables due to other financial institutions</b>	<b>18,731</b>	<b>18,636</b>	<b>18,133</b>	<b>18,411</b>

<sup>1</sup> Securities sold under agreements to repurchase are not derecognised from the balance sheet, as set out in Note 1(c)(iv). The carrying value of securities pledged under repurchase agreements for the Group and the Parent Entity is \$6,998 million (2014: \$8,099 million).

## Note 17. Deposits and other borrowings

### Accounting policy

Deposits and other borrowings include certificates of deposit, at-call and term deposits, other related interest-bearing financial instruments and securities sold under agreements to repurchase.

Subsequent to initial recognition at fair value, deposits and other borrowings are measured at either amortised cost using the effective interest rate method or at fair value through the income statement where they are designated as such on initial recognition.

The Group designates certain deposits and other borrowings at fair value when those liabilities are managed on a fair value basis (as part of a trading portfolio), where an accounting mismatch is eliminated or reduced (which arises from associated derivatives executed for risk management purposes), or where the instrument contains an embedded derivative. These liabilities are measured at fair value with changes in fair value (except own credit) recognised through the Income statement in the period in which they arise. The change in the portion of the fair value that is attributable to Westpac's own credit risk is recognised in other comprehensive income except where it would create an accounting mismatch, in which case it is also recognised through the Income statement.

Interest expense incurred is recorded within net interest income using the effective interest rate method.

\$m	Consolidated		Parent Entity	
	2015	2014	2015	2014
<b>Australia</b>				
Certificates of deposit	32,156	35,481	32,223	35,538
Non-interest bearing, repayable at call	33,030	25,773	33,030	25,773
Other interest bearing at call	209,755	187,904	209,638	187,876
Other interest bearing term	122,071	133,972	122,071	133,972
<b>Total Australia</b>	<b>397,012</b>	<b>383,130</b>	<b>396,962</b>	<b>383,159</b>
<b>New Zealand</b>				
Certificates of deposit	974	1,031	-	-
Non-interest bearing, repayable at call	3,671	3,217	-	-
Other interest bearing at call	21,735	18,418	-	-
Other interest bearing term	21,863	22,500	-	-
<b>Total New Zealand</b>	<b>48,243</b>	<b>45,166</b>	<b>-</b>	<b>-</b>
<b>Overseas</b>				
Certificates of deposit	15,054	15,065	15,054	15,065
Non-interest bearing, repayable at call	1,009	914	431	355
Other interest bearing at call	1,752	1,694	1,211	1,204
Other interest bearing term	12,258	14,853	11,851	14,400
<b>Total overseas</b>	<b>30,073</b>	<b>32,526</b>	<b>28,547</b>	<b>31,024</b>
<b>Total deposits and other borrowings</b>	<b>475,328</b>	<b>460,822</b>	<b>425,509</b>	<b>414,183</b>
Deposits and other borrowings at fair value <sup>1</sup>	46,239	49,636	45,331	48,661
Deposits and other borrowings at amortised cost	429,089	411,186	380,178	365,522
<b>Total deposits and other borrowings</b>	<b>475,328</b>	<b>460,822</b>	<b>425,509</b>	<b>414,183</b>

<sup>1</sup> The amount that would be contractually required to be paid at maturity to the holders of the financial liabilities designated at fair value through income statement for the Group is \$46,284 million (2014: \$49,614 million) and for the Parent Entity is \$45,372 million (2014: \$48,632 million).

# Notes to the financial statements

## Note 17. Deposits and other borrowings (continued)

The following table shows average balances and average rates in each of the past three years for major categories of deposits:

Consolidated	2015		2014		2013	
	Average Balance \$m	Average Rate %	Average Balance \$m	Average Rate %	Average Balance \$m	Average Rate %
<b>Australia</b>						
Non-interest bearing	29,201		23,082		18,399	
Certificates of deposit	32,201	2.5%	31,793	2.7%	29,352	3.1%
Other interest bearing at call	199,107	2.0%	182,046	2.5%	162,748	3.1%
Other interest bearing term	125,891	3.2%	128,546	3.5%	133,534	3.9%
<b>Total Australia</b>	<b>386,400</b>		<b>365,467</b>		<b>344,033</b>	
<b>Overseas</b>						
Non-interest bearing	4,514		3,926		3,345	
Certificates of deposit	16,617	0.6%	15,717	0.5%	15,259	0.6%
Other interest bearing at call	22,427	3.0%	20,354	3.1%	16,483	2.9%
Other interest bearing term	37,271	2.9%	35,720	2.6%	29,300	2.9%
<b>Total overseas</b>	<b>80,829</b>		<b>75,717</b>		<b>64,387</b>	

### **Certificates of deposit and term deposits**

All certificates of deposit issued by foreign offices were greater than US\$100,000.

The maturity profile of certificates of deposit and term deposits greater than US\$100,000 issued by Australian operations is set out below:

Consolidated 2015 \$m	Between 6 Months and 1 Year				Total
	Less Than 3 Months	Between 3 and 6 Months	1 Year	Over 1 Year	
Certificates of deposit greater than US\$100,000	21,196	10,823	5	132	32,156
Term deposits greater than US\$100,000	59,854	22,421	12,792	7,679	102,746

## Note 18. Other financial liabilities at fair value through income statement

### Accounting policy

Other financial liabilities at fair value through income statement includes trading securities sold short and securities sold under repurchase agreements which have been designated at fair value on initial recognition. Subsequent to initial recognition, these liabilities are measured at fair value with changes in fair value (except as noted below) recognised through the income statement in the period in which they arise. For financial liabilities that have been designated at fair value, the change in the portion of the fair value that is attributable to Westpac's own credit risk is recognised in other comprehensive income except where it would create an accounting mismatch, in which case it is recognised through the Income statement.

Interest expense incurred is recorded within net interest income using the effective interest rate method.

\$m	Consolidated		Parent Entity	
	2015	2014	2015	2014
Securities sold under agreements to repurchase <sup>1</sup>	8,407	17,277	8,407	17,196
Securities sold short	819	1,959	819	1,959
<b>Total other financial liabilities at fair value through income statement</b>	<b>9,226</b>	<b>19,236</b>	<b>9,226</b>	<b>19,155</b>

<sup>1</sup> Securities sold under agreements to repurchase are not derecognised from the balance sheet, as set out in Note 1(c)(iv). The carrying value of securities pledged under repurchase agreements for the Group is \$8,653 million (2014: \$17,879 million) and for the Parent Entity is \$8,653 million (2014: \$17,798 million).

The amount that would be contractually required to be paid at maturity to the holders of other financial liabilities at fair value for the Group is \$9,141 million (2014: \$19,111 million) and for the Parent Entity is \$9,141 million (2014: \$19,030 million).

## Note 19. Debt issues

### Accounting policy

Debt issues are bonds, notes, commercial paper and debentures that have been issued by entities in the Group. Debt issues also include acceptances, which are bills of exchange initially accepted and discounted by the Group that have been subsequently rediscounted into the market. Bill financing provided to customers by accepting and discounting of bills of exchanges is reported as part of loans.

Subsequent to initial recognition, debt issues are measured at either amortised cost using the effective interest rate method or at fair value through income statement where they are designated as such on initial recognition. The Group designates certain debt issues at fair value to reduce or eliminate an accounting mismatch which arises from associated derivatives executed for risk management purposes, or where the instrument contains an embedded derivative. These financial liabilities are measured at fair value with changes in fair value (except own credit) recognised through the income statement in the period in which they arise. The change in the fair value that is attributable to Westpac's own credit risk is recognised in other comprehensive income except where it would create an accounting mismatch, in which case it is also recognised through the Income statement.

Interest expense incurred is recorded within net interest income using the effective interest rate method.

Presented in the following table are the Group and Parent Entity's debt issues at 30 September 2015 and 2014. The distinction between short-term and long-term debt is based on the maturity of the underlying security at origination.

\$m	Consolidated		Parent Entity	
	2015	2014	2015	2014
<b>Debt issues</b>				
<b>Short-term debt:</b>				
Own issuances	34,943	30,302	32,470	27,562
Customer conduits <sup>1</sup>	823	1,418	-	-
Acceptances	97	101	97	101
<b>Total short-term debt</b>	<b>35,863</b>	<b>31,821</b>	<b>32,567</b>	<b>27,663</b>
<b>Long-term debt:</b>				
Covered bonds	35,062	26,168	31,401	23,167
Senior	87,645	82,377	80,747	77,016
Securitisation	12,034	11,277	-	-
Convertible notes	-	27	-	-
Structured notes	450	581	-	-
<b>Total long-term debt</b>	<b>135,191</b>	<b>120,430</b>	<b>112,148</b>	<b>100,183</b>
<b>Total debt issues</b>	<b>171,054</b>	<b>152,251</b>	<b>144,715</b>	<b>127,846</b>
Debt issues at fair value <sup>2</sup>	9,318	9,542	6,415	6,315
Debt issues at amortised cost	161,736	142,709	138,300	121,531
<b>Total debt issues</b>	<b>171,054</b>	<b>152,251</b>	<b>144,715</b>	<b>127,846</b>

<sup>1</sup> Further information on customer conduits is disclosed in Note 25.

<sup>2</sup> The amount that would be contractually required to be paid at maturity to the holders of the financial liabilities designated at fair value through profit or loss for the Group is \$9,372 million (2014: \$9,529 million) and for the Parent Entity is \$6,483 million (2014: \$6,324 million). Included in the carrying value of debt issues at fair value is a decrease for cumulative changes in own credit spreads of \$218 million (2014: \$58 million) for the Group and Parent Entity.

# Notes to the financial statements

## Note 19. Debt issues (continued)

Consolidated \$m	2015	2014	
<b>Short-term debt</b>			
US commercial paper	34,943	30,259	
<b>Asset backed commercial paper (by currency):</b>			
AUD	823	1,301	
USD	-	117	
<b>Total asset backed commercial paper</b>	823	1,418	
NZD promissory notes	-	43	
Acceptances	97	101	
<b>Total short-term debt</b>	35,863	31,821	
<b>Long-term debt (by currency):</b>			
AUD	41,706	39,356	
CHF	1,912	2,130	
EUR	27,278	20,522	
GBP	7,067	3,785	
JPY	4,272	7,557	
NZD	2,991	2,969	
USD	48,145	41,808	
Other	1,820	2,303	
<b>Total long-term debt</b>	135,191	120,430	
<b>Consolidated</b>			
<b>\$m</b>	<b>2015</b>	<b>2014</b>	<b>2013</b>
<b>Short-term borrowings</b>			
US commercial paper			
Maximum amount outstanding at any month end	38,774	35,173	35,727
Approximate average amount outstanding	35,482	31,130	30,158
Approximate weighted average interest rate on:			
Average amount outstanding	0.3%	0.3%	0.4%
Outstanding as at end of the year	0.3%	0.3%	0.4%

The Group manages foreign exchange exposure from debt issuances as part of its hedging activities. Further details of the Group's hedge accounting are in Note 21.

## Note 20. Loan capital

### Accounting policy

Loan capital are instruments issued by the Group with terms and conditions that qualify for inclusion as regulatory capital under APRA Prudential Standards. Loan capital is recognised as a financial liability initially measured at fair value plus directly attributable transaction costs and subsequently measured at amortised cost using the effective interest rate method.

\$m	Consolidated		Parent Entity	
	2015	2014	2015	2014
<b>Loan capital</b>				
<b>Additional Tier 1 loan capital</b>				
Convertible debentures and Trust preferred securities	765	633	765	633
Convertible preference shares	1,182	1,180	1,182	1,180
Westpac capital notes	3,981	2,669	3,981	2,669
<b>Total Additional Tier 1 loan capital</b>	<b>5,928</b>	<b>4,482</b>	<b>5,928</b>	<b>4,482</b>
<b>Tier 2 loan capital</b>				
Subordinated notes	7,408	5,974	7,408	5,974
Subordinated perpetual notes	504	402	504	402
<b>Total Tier 2 loan capital</b>	<b>7,912</b>	<b>6,376</b>	<b>7,912</b>	<b>6,376</b>
<b>Total loan capital</b>	<b>13,840</b>	<b>10,858</b>	<b>13,840</b>	<b>10,858</b>

## Note 20. Loan capital (continued)

### **Additional Tier 1 loan capital**

A summary of the key terms of certain Additional Tier 1 (AT1) instruments is provided in the following table<sup>1</sup>.

	<b>Convertible preference shares</b>	<b>Capital notes</b>
<b>Instrument</b>	\$1,189 million Convertible Preference Shares (CPS)	i) \$1,384 million Westpac Capital Notes (WCN) ii) \$1,311 million Westpac Capital Notes 2 (WCN 2) iii) \$1,324 million Westpac Capital Note 3 (WCN 3)
<b>Face value</b>	A\$100	A\$100 (all)
<b>Issue date</b>	23 March 2012	i) 8 March 2013 ii) 23 June 2014 iii) 8 September 2015
<b>Dividend/distribution payment dates<sup>2</sup></b>	31 March, 30 September	i) 8 March, 8 June, 8 September, 8 December ii) 23 March, 23 June, 23 September, 23 December iii) 22 March, 22 June, 22 September, 22 December
<b>Dividend/distribution rate<sup>2</sup></b>	(180 day bank bill rate + 3.25% per annum) x (1 – Australian corporate tax rate)	i) (90 day bank bill rate + 3.20% per annum) x (1 - Australian corporate tax rate) ii) (90 day bank bill rate + 3.05% per annum) x (1 - Australian corporate tax rate) iii) (90 day bank bill rate + 4.00% per annum) x (1 - Australian corporate tax rate)
<b>Potential scheduled conversion dates<sup>3</sup></b>	31 March 2020 and each dividend payment date thereafter	i) 8 March 2021 and each payment date thereafter ii) 23 September 2024 and each payment date thereafter iii) 22 March 2023 and each payment date thereafter
<b>Optional call date</b>	31 March 2018 and each dividend payment date thereafter or in certain other limited circumstances	i) 8 March 2019 or in certain other limited circumstances ii) 23 September 2022 or in certain other limited circumstances iii) 22 March 2021 or in certain other limited circumstances
<b>Capital trigger / Non-viability trigger</b>	Capital trigger only	i) Capital trigger and non-viability trigger
<b>Maximum conversion number<sup>4,5</sup></b>	24.0038 Westpac ordinary shares per CPS	ii) 16.7280 Westpac ordinary shares per WCN ii) 14.5476 Westpac ordinary shares per WCN 2 iii) 16.0102 Westpac ordinary shares per WCN 3
<b>Basel III capital treatment</b>	Transitional treatment as Additional Tier 1 capital	Fully compliant Additional Tier 1 capital (all)

<sup>1</sup> Excludes convertible debentures and Trust preferred securities (TPS 2004).

<sup>2</sup> Dividends are applicable to CPS only.

<sup>3</sup> Conversion on these dates is subject to the satisfaction of the scheduled conversion conditions.

<sup>4</sup> Based on the initial face value of A\$100.

<sup>5</sup> Maximum conversion number applicable to a capital trigger event or non-viability trigger event.

## Note 20. Loan capital (continued)

### Common features of Additional Tier 1 instruments tabled above

#### Payment conditions

Dividends are discretionary and only payable subject to a dividend payment test. The dividend payment test requires that dividends will only be paid if the Westpac directors determine to pay a dividend, the dividend payment does not exceed the distributable profits of Westpac (unless APRA gives its prior written approval), and APRA does not object to the payment of the dividend. Distributions are discretionary and are only payable subject to the satisfaction of the distribution payment conditions, being Westpac's absolute discretion; the distribution payment not resulting in a breach of Westpac's capital requirements under APRA's prudential standards; the distribution payment not resulting in Westpac becoming, or likely to become, insolvent; and APRA not otherwise objecting to the payment of the distribution.

If for any reason a dividend or distribution has not been paid in full on the relevant dividend or distribution payment date, broadly Westpac must not (other than in certain limited circumstances) determine or pay any dividends on Westpac ordinary shares or undertake a discretionary buy back or capital reduction of Westpac ordinary shares, unless the unpaid dividend or distribution is paid in full within 20 business days or in certain other circumstances.

The AT1 instruments convert into Westpac ordinary shares in the following circumstances:

#### Scheduled Conversion

On the applicable scheduled conversion date, it is expected that the relevant AT1 instrument will be converted into a variable number of Westpac ordinary shares, provided certain conversion conditions are satisfied. For the relevant AT1 instrument converted, holders will receive a number of Westpac ordinary shares calculated using the formula described in the terms of the instrument. The price at which Westpac ordinary shares will be issued is based on the Westpac ordinary share price determined over the 20 business day period prior to the scheduled conversion date and includes a 1% discount.

#### Capital Trigger Event or Non-Viability Trigger Event

Westpac may be required to convert some or all AT1 instruments into a variable number of Westpac ordinary shares upon the occurrence of a capital trigger event or non-viability trigger event. A capital trigger event will occur when Westpac's Common Equity Tier 1 Capital ratio is equal to or less than 5.125% (on a level 1 or level 2 basis<sup>1,2</sup>). A non-viability trigger event will occur when APRA notifies Westpac in writing that it believes conversion of some or all AT1 instruments (or conversion or write-down of other capital instruments of the Westpac Group) or a public sector injection of capital, or equivalent support, is necessary because, without it, Westpac would become non-viable<sup>3</sup>. No conversion conditions apply in these circumstances. For the applicable AT1 instrument converted, holders will receive a number of Westpac ordinary shares calculated using the formula described in the terms of the AT1 instrument, but subject to a maximum conversion number. The price at which Westpac ordinary shares will be issued is based on the share price determined over the five business day period prior to the capital trigger event or non-viability trigger event. For each instrument, the maximum conversion number is set using a Westpac ordinary share price which is broadly equivalent to 20% of the Westpac ordinary share price at the time of issue. Following the occurrence of a capital trigger event or non-viability trigger event, if conversion of an AT1 instrument does not occur for any reason within five business days, holder's rights in relation to the AT1 instrument will be terminated<sup>4</sup>.

#### Early conversion

If Westpac elects to convert an AT1 instrument on its optional call date<sup>5</sup>, conversion occurs on broadly similar terms as to scheduled conversion, described above.

Early conversion may also occur in certain other limited circumstances (such as following an acquisition, tax or regulatory event) on broadly similar terms to a scheduled conversion, described above.

#### Convertible debentures and Trust preferred securities (2004 TPS)

A wholly owned entity Westpac Capital Trust IV (Capital Trust IV) issued 525,000 2004 TPS in the United States of America at US\$1,000 each on 5 April 2004, with non-cumulative semi-annual distributions (31 March and 30 September) in arrears at the annual rate of 5.256% up to but excluding 31 March 2016. From, and including 31 March 2016 the 2004 TPS will pay non-cumulative quarterly distributions (30 June, 30 September, 31 December and 31 March) in arrears at a floating rate equal to the London InterBank Offer Rate (LIBOR) plus 1.7675% per year. Proceeds from the issue of TPS were ultimately invested in convertible debentures issued by Westpac in an aggregate amount of US\$525,001,000. 2004 TPS qualify for transitional treatment as Additional Tier 1 capital of Westpac under APRA's Basel III capital adequacy framework.

<sup>1</sup> Level 1 comprises Westpac Banking Corporation and its subsidiary entities that have been approved by APRA as being part of a single 'Extended Licensed Entity' for the purposes of measuring capital adequacy. Level 2 includes all subsidiary entities except those entities specifically excluded by APRA regulations for the purposes of measuring capital adequacy.

<sup>2</sup> On a Level 2 basis only for CPS.

<sup>3</sup> CPS does not contain a non-viability trigger event.

<sup>4</sup> Excludes CPS.

<sup>5</sup> Excludes WCN.

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## Note 20. Loan capital (continued)

The sole assets of the Capital Trust IV comprise 525,001 2004 Funding TPS issued by a wholly owned entity, Tavarua Funding Trust IV (Funding Trust IV) totalling US\$525,001,000. The 2004 Funding TPS have an issue price of US\$1,000 each with non cumulative semi-annual distributions in arrears at the annual rate of 5.256% up to but excluding 31 March 2016. From and including 31 March 2016, the 2004 Funding TPS will pay non-cumulative quarterly distributions (30 June, 30 September, 31 December and 31 March) in arrears at a floating rate equal to LIBOR plus 1.7675% per year.

Funding Trust IV has issued common securities with a total price of US\$1,000 to Westpac. The assets of Funding Trust IV comprise convertible debentures issued by Westpac in an aggregate amount of US\$525,001,000 and US Government securities purchased with the proceeds of the common securities.

The convertible debentures are unsecured, junior subordinated obligations of Westpac and will rank subordinate and junior in right of payment of principal and distributions to Westpac's obligations to its depositors and creditors.

The convertible debentures will only pay distributions to the extent they are declared by the Board of Directors of Westpac, or an authorised committee of the Board. Any distribution is subject to the satisfaction that no deferral conditions exist. If certain deferral conditions exist a distribution is not permitted to be declared unless approved by APRA.

Westpac has guaranteed, on a subordinated basis, the payment in full of distributions or redemption amounts, the delivery of ADRs and other payments on the 2004 TPS and the 2004 Funding TPS to the extent that the Capital Trust IV and the Funding Trust IV have funds available.

### *Conversion*

The convertible debentures have no stated maturity, but will automatically convert into American Depository Receipts (ADRs) each representing 40 Westpac preference shares (non-cumulative preference shares in Westpac with a liquidation amount of US\$25) on 31 March 2053, or earlier in the event that a distribution is not made or certain other events occur. Upon issue the amount paid up on each Westpac preference share will be deemed to be US\$25. The 2004 TPS will then be redeemed for ADRs. The dividend payment dates and distribution rates on Westpac preference shares will be the same as those otherwise applicable to 2004 TPS.

The holders of the ADRs will, in certain circumstances, have the right to convert their Westpac preference shares represented by ADRs into a variable number of Westpac ordinary shares on 31 March 2054 by giving notice to Westpac. For each preference share converted, holders will receive a number of Westpac ordinary shares calculated using the formula described in preference share terms. The price at which Westpac ordinary shares will be issued is based on the Westpac ordinary share price determined over the 20 trading day period prior to the optional conversion date and includes a 5% discount.

### *Redemption*

With the prior written consent of APRA, if required, Westpac may elect to redeem the convertible debentures for cash before 31 March 2016 in whole upon the occurrence of certain specific events, and in whole or in part on 31 March 2016 or any distribution date thereafter. The proceeds received by Funding Trust IV from the redemption of the convertible debentures must be used to redeem the 2004 Funding TPS and ultimately the 2004 TPS. The redemption price of the 2004 TPS will equal US\$1,000 per 2004 TPS plus the accrued and unpaid distribution for the then current semi-annual or quarterly period to the date of redemption or, if the date of redemption is a distribution date, the accrued and unpaid distribution for the most recent semi-annual or quarterly period.

The holders of the convertible debentures, 2004 Funding TPS and 2004 TPS do not have an option to require redemption of these instruments.

# Notes to the financial statements

## Note 20. Loan capital (continued)

### Tier 2 loan capital

\$m	Consolidated		Parent Entity	
	2015	2014	2015	2014
<b>Basel III transitional subordinated notes</b>				
US\$75 million subordinated notes due 2015 <sup>1</sup>	108	89	108	89
US\$400 million subordinated notes due 2015 <sup>2,3</sup>	572	476	572	476
US\$350 million subordinated notes due 2018 <sup>4</sup>	540	436	540	436
A\$500 million subordinated notes due 2022 <sup>5</sup>	500	500	500	500
A\$1,676 million subordinated notes due 2022 <sup>6</sup>	1,670	1,667	1,670	1,667
US\$800 million subordinated notes due 2023 <sup>7</sup>	1,147	898	1,147	898
<b>Basel III fully compliant subordinated notes</b>				
A\$925 million subordinated notes due 2023 <sup>8</sup>	919	916	919	916
A\$1,000 million subordinated notes due 2024 <sup>8</sup>	999	992	999	992
CNY 1,250 million subordinated notes due 2025 <sup>8</sup>	288	-	288	-
A\$350 million subordinated notes due 2027 <sup>8</sup>	348	-	348	-
S\$325 million subordinated notes due 2027 <sup>8</sup>	317	-	317	-
<b>Total subordinated notes</b>	<b>7,408</b>	<b>5,974</b>	<b>7,408</b>	<b>5,974</b>

<sup>1</sup> Fixed 5.00%.

<sup>2</sup> Fixed 5.30%.

<sup>3</sup> Redeemed on 15 October 2015.

<sup>4</sup> Fixed 4.625%.

<sup>5</sup> Floating 90 day bank bill rate + 3.00% pa.

<sup>6</sup> Floating 90 day bank bill rate + 2.75% pa.

<sup>7</sup> Fixed 3.625%; 5 year up to but excluding 28 February 2018 thereafter fixed rate equal to 5 year US treasury rate + 2.90% pa.

<sup>8</sup> Refer to table following for interest terms.

### Basel III transitional subordinated notes

These subordinated notes qualify for transitional treatment as Tier 2 capital of Westpac under APRA's Basel III capital adequacy framework, do not contain non-viability loss absorption requirements and have non-discretionary, cumulative distributions.

## Note 20. Loan capital (continued)

### **Basel III fully compliant subordinated notes**

Further details regarding Basel III fully compliant subordinated notes (including non-viability loss absorption) which have been issued by Westpac are as follows:

<b>Basel III fully compliant subordinated notes</b>	
<b>Instrument</b>	i) A\$925 million Subordinated Notes II due 2023 ii) A\$1,000 million subordinated notes due 2024 iii) CNY 1,250 million subordinated notes due 2025 iv) A\$350 million subordinated notes due 2027 v) S\$325 million subordinated notes due 2027
<b>Face value</b>	i) A\$100 ii) A\$100,000 iii) CNY 1,000,000 and CNY 10,000 thereafter <sup>1</sup> iv) A\$200,000 and A\$2,000 thereafter <sup>1</sup> v) S\$250,000
<b>Issue date</b>	i) 22 August 2013 ii) 14 March 2014 iii) 9 February 2015 iv) 11 March 2015 v) 12 August 2015
<b>Interest payment dates</b>	i) 22 February, 22 May, 22 August and 22 November ii) 14 March, 14 June, 14 September and 14 December iii) 9 February and 9 August iv) 11 March v) 12 February and 12 August
<b>Interest rate</b>	i) 90-day bank bill rate + 2.30% per annum ii) 90-day bank bill rate + 2.05% per annum iii) 4.85% p.a. until but excluding 9 February 2020. Thereafter, if not called, a fixed rate per annum equal to the one-year CNH HIBOR reference rate + 0.8345% p.a. iv) 4.50% p.a. until but excluding 11 March 2022. Thereafter, if not called, a fixed rate per annum equal to the five-year A\$ semi-quarterly mid-swap reference rate + 1.95% p.a., the sum of which will be annualised v) 4.00% p.a. until but excluding 12 August 2022. Thereafter, if not called, a fixed rate per annum equal to the five-year S\$ swap offer rate + 1.54% p.a.
<b>Maturity date</b>	i) 22 August 2023 ii) 14 March 2024 iii) 9 February 2025 iv) 11 March 2027 v) 12 August 2027
<b>Optional call date</b>	i) 22 August 2018 or in certain other limited circumstances ii) 14 March 2019 or in certain other limited circumstances iii) 9 February 2020 or in certain other limited circumstances iv) 11 March 2022 or in certain other limited circumstances v) 12 August 2022 or in certain other limited circumstances
<b>Non-viability trigger</b>	Yes for (i) to (v)
<b>Maximum conversion number</b>	i) 16.1551 Westpac ordinary shares per subordinated note ii) 14,938.75112 Westpac ordinary shares per subordinated note iii) 30,116.4958 Westpac ordinary shares per subordinated note iv) 26,546.3233 Westpac ordinary shares per subordinated note v) 36,083.0340 Westpac ordinary shares per subordinated note

<sup>1</sup> These subordinated notes are issued in multiple denominations and therefore there may be more than one face value.

## Note 20. Loan capital (continued)

### **Common features of Basel III fully compliant subordinated notes**

These subordinated notes qualify as Tier 2 capital of Westpac under APRA's Basel III capital adequacy framework.

#### *Payment conditions*

Interest payments on the subordinated notes are subject to Westpac being solvent at the time of the interest payment and immediately following the interest payment.

#### *Non-Viability Trigger Event*

Westpac may be required to convert some or all subordinated notes into a variable number of Westpac ordinary shares upon the occurrence of a non-viability trigger event. A non-viability trigger event will occur when APRA notifies Westpac in writing that it believes conversion of some or all subordinated notes (or conversion or write-down of other capital instruments of the Westpac Group) or a public sector injection of capital, or equivalent support, is necessary because, without it, Westpac would become non-viable. For each subordinated note converted, holders will receive a number of Westpac ordinary shares calculated using the formula described in the terms of the subordinated notes, but subject to a maximum conversion number. The price at which Westpac ordinary shares will be issued is based on the Westpac ordinary share price determined over the five business day period prior to the non-viability trigger event and includes a 1% discount. The maximum conversion number is set using a Westpac ordinary share price which is broadly equivalent to 20% of the Westpac ordinary share price at the time of issue of the subordinated notes. If Westpac is unable to convert the relevant subordinated notes for any reason, holder's rights in relation to the notes will be terminated.

#### *Subordinated perpetual notes*

These notes have no final maturity but may, subject to the approval of APRA and subject to certain other conditions, be redeemed at par at the option of Westpac. Interest is cumulative and is payable on the notes semi-annually, subject to Westpac being solvent immediately after making the payment and having paid any dividend on any class of share capital of Westpac within the prior 12 month period. The notes qualify for transitional treatment as Tier 2 capital of Westpac under APRA's Basel III capital adequacy framework.

The rights of the noteholders and coupon holders are subordinated to the claims of all creditors (including depositors) of Westpac other than those creditors whose claims against Westpac are expressed to rank equally with or after the claims of the noteholders and coupon holders.

## Note 21. Derivative financial instruments

### **Accounting policy**

Derivative financial instruments are instruments whose values derive from the value of an underlying asset, reference rate or index and include forwards, futures, swaps and options.

Derivatives are recognised initially and subsequently measured at fair value with gains or losses recognised through the income statement in the period in which they arise, unless the derivative is designated into a cashflow or net investment hedge relationship.

Derivatives are presented as an asset where they have a positive fair value at balance date or as a liability where the fair value at balance date is negative.

The Group uses derivative instruments for both trading (primarily customer related activity) and hedging purposes. As a trader, the Group's primary objective is to derive income as a market maker from the sale of derivatives to meet Westpac's customers' needs. The market making process provides liquidity in key markets in which the Group operates. The Group also trades on its own account to take advantage of market opportunities, which represent a limited part of the Group's derivative activities.

Derivatives are also used by the Group as part of its asset and liability management activities, mainly to hedge its exposures to interest rates, foreign currency and credit risk, including exposures arising from forecast transactions. The Group uses hedge accounting techniques where possible to eliminate the volatility which would otherwise arise due to accounting mismatches. This activity is principally carried out by Treasury within the risk management framework of limits, practices and procedures set and overseen by the Westpac Group Executive Risk Committee (RISKCO).

Where the criteria for hedge accounting as defined under *AASB 139 Financial Instruments: Recognition and Measurement* are met, the Group designates these derivatives into one of three hedge accounting relationships: fair value hedge, cash flow hedge or a hedge of a net investment in a foreign operation. These hedging designations and associated accounting are as follows:

#### *Fair value hedges*

Changes in the fair value of derivatives that are designated and qualify as fair value hedges are recorded in the income statement, together with any changes in the fair value of the hedged asset or liability that are attributable to the hedged risk. The changes in the fair value of the hedged asset and liability are adjusted against their carrying value.

## Note 21. Derivative financial instruments (continued)

If the hedge no longer meets the criteria for hedge accounting, it is discontinued and any previous adjustment to the carrying value of a hedged item is amortised to the income statement over the period to maturity. If the hedged item is sold or repaid, the unamortised fair value adjustment is recognised immediately in the income statement.

### *Cash flow hedges*

The effective portion of changes in the fair value of derivatives that are designated and qualify as cash flow hedges are recognised in the cash flow hedge reserve through other comprehensive income. The gain or loss relating to any ineffective portion is recognised immediately in the income statement.

When a hedging instrument expires or is sold, terminated or exercised, or when the hedge no longer meets the criteria for hedge accounting, any cumulative gain or loss existing in other comprehensive income at that time remains in other comprehensive income and is recognised in profit or loss in the period in which the hedged item affects profit or loss. When a forecast transaction is no longer expected to occur, the cumulative gain or loss that was reported in other comprehensive income is immediately transferred to the income statement.

### *Hedges of a net investment in a foreign operation*

Hedges of net investments in overseas branches and subsidiaries are accounted for in a manner similar to cash flow hedges. Any gain or loss on the hedging instrument relating to the effective portion of the hedge is recognised in the foreign currency translation reserve through other comprehensive income and the gain or loss relating to the ineffective portion is recognised immediately in the income statement. Gains and losses accumulated in other comprehensive income are included in the income statement when the overseas branch or subsidiary is disposed.

Where the criteria for hedge accounting are not met these hedging relationships are accounted for in the same way as derivatives held for trading. This includes the management of risks associated with future New Zealand dollar earnings and the management of credit risk exposures in Westpac's lending portfolio.

#### a. Fair value hedges

The Group hedges a proportion of its interest rate risk and foreign exchange risk from debt issuances using single currency and cross-currency interest rate derivatives. The Group also hedges part of its interest rate risk from fixed rate assets denominated both in local and foreign currencies using interest rate derivatives designated as fair value hedges.

For the Group, the change in the fair value of hedging instruments designated in fair value hedges was a \$308 million loss (2014: \$287 million gain) while the change in the fair value of hedged items attributed to the hedge risk was a \$317 million gain (2014: \$323 million loss).

For the Parent Entity, the change in the fair value of hedging instruments designated in fair value hedges was a \$80 million loss (2014: \$304 million gain) while the change in the fair value of hedged items attributed to the hedge risk was a \$88 million gain (2014: \$342 million loss).

All gains or losses associated with the ineffective portion of fair value hedge relationships are recognised as 'interest income' in the income statement. The amount recognised for this year was a \$9 million gain (2014: \$36 million loss) for the Group and a \$8 million gain (2014: \$38 million loss) for the Parent Entity.

#### b. Cash flow hedges

Exposure to the volatility of interest cash flows from floating rate customer deposits, at call balances and loans is hedged through the use of interest rate derivatives.

Exposure to foreign currency principal and interest cash flows from floating rate debt issuances is hedged through the use of cross-currency derivatives.

Underlying cash flows from cash flow hedges are, as a proportion of total cash flows, expected to occur in the following periods:

	Less Than 1 Month	1 Month to 3 Months	3 Months to 1 Year	1 Year to 2 Years	2 Years to 3 Years	3 Years to 4 Years	4 Years to 5 Years	Over 5 Years
<b>2015</b>								
Cash inflows (assets)	1.9%	2.8%	28.4%	17.6%	12.6%	11.2%	11.1%	14.4%
Cash outflows (liabilities)	1.9%	2.9%	29.9%	18.4%	12.4%	10.4%	10.1%	14.0%
<b>2014<sup>1</sup></b>								
Cash inflows (assets)	0.6%	8.7%	20.2%	25.4%	14.0%	7.0%	9.6%	14.4%
Cash outflows (liabilities)	0.7%	9.6%	20.7%	26.1%	14.4%	6.7%	8.5%	13.4%

<sup>1</sup> Comparatives have been revised to improve comparability.

# Notes to the financial statements

## Note 21. Derivative financial instruments (continued)

For the Group, a loss on cashflow hedges of \$22 million was recognised due to hedge ineffectiveness (2014: \$22 million loss). For the Parent Entity, a loss on cashflow hedges of \$16 million was recognised due to hedge ineffectiveness (2014: \$23 million loss). Both were recognised immediately in interest income in the income statement.

### c. Dual fair value and cash flow hedges

Fixed rate foreign currency denominated debt is hedged using cross-currency interest rate derivatives, designated as fair value hedges of foreign interest rates and cash flow hedges of foreign exchange rates.

### d. Net investment hedges

For both the Group and Parent Entity, ineffectiveness arising from hedges of net investments in foreign operations and recognised in non-interest income in the income statement amounted to nil (2014: nil). The Group hedges the majority of the currency translation risk of net investments in foreign operations through foreign exchange forward contracts.

The notional amount and fair value of derivative instruments held for trading and designated in hedge relationships are set out in the following tables:

\$m	Consolidated 2015	Fair Value												
		Notional Amount	Trading Assets		Fair Value Assets		Hedging Assets		Cash Flow Assets		Net Investment Assets		Total Fair Value Assets	
			Assets	Liabilities	Assets	Liabilities	Assets	Liabilities	Assets	Liabilities	Assets	Liabilities	Assets	Liabilities
<b>Interest rate contracts</b>														
Futures contracts <sup>1</sup>		147,368	-	-	-	-	-	-	-	-	-	-	-	-
Forward rate agreements		517,297	154	(156)	-	-	-	-	-	-	-	-	154	(156)
Swap agreements <sup>2</sup>		2,014,629	25,837	(24,310)	739	(2,995)	1,212	(1,301)	-	-	27,788	(28,606)		
Options		90,074	576	(683)	-	-	-	-	-	-	576	(683)		
<b>Total interest rate contracts</b>		<b>2,769,368</b>	<b>26,567</b>	<b>(25,149)</b>	<b>739</b>	<b>(2,995)</b>	<b>1,212</b>	<b>(1,301)</b>	-	-	<b>28,518</b>	<b>(29,445)</b>		
<b>Foreign exchange contracts</b>														
Spot and forward contracts		674,114	10,002	(8,653)	-	-	-	(27)	-	(216)	10,002	(8,896)		
Cross currency swap agreements <sup>2</sup>		435,465	12,687	(18,782)	1,094	124	4,102	(414)	-	-	17,883	(19,072)		
Options		34,956	651	(689)	-	-	-	-	-	-	651	(689)		
<b>Total foreign exchange contracts</b>		<b>1,144,535</b>	<b>23,340</b>	<b>(28,124)</b>	<b>1,094</b>	<b>124</b>	<b>4,102</b>	<b>(441)</b>	-	(216)	<b>28,536</b>	<b>(28,657)</b>		
Commodity contracts		6,398	472	(409)	-	-	-	-	-	-	472	(409)		
Equities		216	9	(10)	-	-	-	-	-	-	9	(10)		
Credit default swaps		33,181	143	(150)	-	-	-	-	-	-	143	(150)		
<b>Total of gross derivatives</b>		<b>3,953,698</b>	<b>50,531</b>	<b>(53,842)</b>	<b>1,833</b>	<b>(2,871)</b>	<b>5,314</b>	<b>(1,742)</b>	-	(216)	<b>57,678</b>	<b>(58,671)</b>		
Impact of netting arrangements <sup>3</sup>		-	(9,505)	10,367	-	-	-	-	-	-	(9,505)	10,367		
<b>Total of net derivatives</b>		<b>3,953,698</b>	<b>41,026</b>	<b>(43,475)</b>	<b>1,833</b>	<b>(2,871)</b>	<b>5,314</b>	<b>(1,742)</b>	-	(216)	<b>48,173</b>	<b>(48,304)</b>		

<sup>1</sup> The fair value differential of futures contracts are settled daily with the exchange. The notional balance represents open contracts as at 30 September.

<sup>2</sup> The unrealised foreign exchange gains or loss on derivatives in hedge relationships are substantially offset by the retranslation at spot exchange rates of the foreign currency denominated debt being hedged, which affects profit and loss in the current year.

<sup>3</sup> Primarily consists of derivative trades settled directly with central clearing counterparties and associated variation margin. Westpac became a direct clearing member of LCH.Clearnet Limited during the 2015 year.

## Note 21. Derivative financial instruments (continued)

\$m	Consolidated 2014		Fair Value <sup>1</sup>									
	Notional Amount	Trading Assets	Hedging		Fair Value		Cash Flow		Net Investment		Total Fair Value	
			Assets	Liabilities	Assets	Liabilities	Assets	Liabilities	Assets	Liabilities	Assets	Liabilities
<b>Interest rate contracts</b>												
Futures contracts <sup>2</sup>	94,187	-	-	-	-	-	-	-	-	-	-	-
Forward rate agreements	159,695	15	(14)	-	-	-	-	-	-	-	15	(14)
Swap agreements <sup>3</sup>	1,998,785	14,722	(13,888)	402	(2,199)	996	(591)	-	-	-	16,120	(16,678)
Options	106,950	311	(339)	-	-	-	-	-	-	-	311	(339)
<b>Total interest rate contracts</b>	<b>2,359,617</b>	<b>15,048</b>	<b>(14,241)</b>	<b>402</b>	<b>(2,199)</b>	<b>996</b>	<b>(591)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>16,446</b>	<b>(17,031)</b>
<b>Foreign exchange contracts</b>												
Spot and forward contracts	600,690	10,092	(8,873)	-	-	-	-	-	59	(52)	10,151	(8,925)
Cross currency swap agreements <sup>3</sup>	385,410	11,784	(10,261)	821	186	1,360	(2,658)	-	-	-	13,965	(12,733)
Options	34,144	498	(486)	-	-	-	-	-	-	-	498	(486)
<b>Total foreign exchange contracts</b>	<b>1,020,244</b>	<b>22,374</b>	<b>(19,620)</b>	<b>821</b>	<b>186</b>	<b>1,360</b>	<b>(2,658)</b>	<b>59</b>	<b>(52)</b>	<b>24,614</b>	<b>(22,144)</b>	
Commodity contracts	3,426	133	(137)	-	-	-	-	-	-	-	133	(137)
Equities	313	6	(4)	-	-	-	-	-	-	-	6	(4)
Credit default swaps	32,684	205	(223)	-	-	-	-	-	-	-	205	(223)
<b>Total of gross derivatives</b>	<b>3,416,284</b>	<b>37,766</b>	<b>(34,225)</b>	<b>1,223</b>	<b>(2,013)</b>	<b>2,356</b>	<b>(3,249)</b>	<b>59</b>	<b>(52)</b>	<b>41,404</b>	<b>(39,539)</b>	
Impact of netting arrangements	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total of net derivatives</b>	<b>3,416,284</b>	<b>37,766</b>	<b>(34,225)</b>	<b>1,223</b>	<b>(2,013)</b>	<b>2,356</b>	<b>(3,249)</b>	<b>59</b>	<b>(52)</b>	<b>41,404</b>	<b>(39,539)</b>	
<b>Parent Entity 2015</b>												
\$m			Fair Value									
	Notional Amount	Trading Assets	Hedging		Fair Value		Cash Flow		Net Investment		Total Fair Value	
			Assets	Liabilities	Assets	Liabilities	Assets	Liabilities	Assets	Liabilities	Assets	Liabilities
<b>Interest rate contracts</b>												
Futures contracts <sup>2</sup>	147,368	-	-	-	-	-	-	-	-	-	-	-
Forward rate agreements	517,297	154	(156)	-	-	-	-	-	-	-	154	(156)
Swap agreements <sup>3</sup>	2,010,895	25,890	(24,726)	722	(2,689)	1,155	(1,015)	-	-	-	27,767	(28,430)
Options	90,049	575	(683)	-	-	-	-	-	-	-	575	(683)
<b>Total interest rate contracts</b>	<b>2,765,609</b>	<b>26,619</b>	<b>(25,565)</b>	<b>722</b>	<b>(2,689)</b>	<b>1,155</b>	<b>(1,015)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>28,496</b>	<b>(29,269)</b>
<b>Foreign exchange contracts</b>												
Spot and forward contracts	672,295	9,976	(8,621)	-	-	-	(27)	-	(202)	9,976	(8,850)	
Cross currency swap agreements <sup>3</sup>	427,053	12,691	(18,840)	1,004	56	3,603	(256)	-	-	17,298	(19,040)	
Options	34,956	651	(689)	-	-	-	-	-	-	-	651	(689)
<b>Total foreign exchange contracts</b>	<b>1,134,304</b>	<b>23,318</b>	<b>(28,150)</b>	<b>1,004</b>	<b>56</b>	<b>3,603</b>	<b>(283)</b>	<b>-</b>	<b>(202)</b>	<b>27,925</b>	<b>(28,579)</b>	
Commodity contracts	3,843	472	(409)	-	-	-	-	-	-	-	472	(409)
Equities	216	9	(10)	-	-	-	-	-	-	-	9	(10)
Credit default swaps	33,181	143	(150)	-	-	-	-	-	-	-	143	(150)
<b>Total of gross derivatives</b>	<b>3,937,153</b>	<b>50,561</b>	<b>(54,284)</b>	<b>1,726</b>	<b>(2,633)</b>	<b>4,758</b>	<b>(1,298)</b>	<b>-</b>	<b>(202)</b>	<b>57,045</b>	<b>(58,417)</b>	
Impact of netting arrangements <sup>4</sup>	-	(9,505)	10,367	-	-	-	-	-	-	-	(9,505)	10,367
<b>Total of net derivatives</b>	<b>3,937,153</b>	<b>41,056</b>	<b>(43,917)</b>	<b>1,726</b>	<b>(2,633)</b>	<b>4,758</b>	<b>(1,298)</b>	<b>-</b>	<b>(202)</b>	<b>47,540</b>	<b>(48,050)</b>	

<sup>1</sup> Comparatives have been revised to improve comparability.

<sup>2</sup> The fair value differential of futures contracts are settled daily with the exchange. The notional balance represents open contracts as at 30 September.

<sup>3</sup> The unrealised foreign exchange gains or loss on derivatives in hedge relationships are substantially offset by the retranslation at spot exchange rates of the foreign currency denominated debt being hedged, which affects profit and loss in the current year.

<sup>4</sup> Primarily consists of derivative trades settled directly with central clearing counterparties and associated variation margin. Westpac became a direct clearing member of LCH.Clearnet Limited during the 2015 year.

# Notes to the financial statements

## Note 21. Derivative financial instruments (continued)

Parent Entity 2014 \$m	Fair Value <sup>1</sup>												
	Notional Amount	Trading		Fair Value		Hedging		Cash Flow		Net Investment		Total Fair Value	
		Assets	Liabilities	Assets	Liabilities	Assets	Liabilities	Assets	Liabilities	Assets	Liabilities	Assets	Liabilities
<b>Interest rate contracts</b>													
Futures contracts <sup>2</sup>	94,187	-	-	-	-	-	-	-	-	-	-	-	-
Forward rate agreements	159,695	15	(14)	-	-	-	-	-	-	-	-	15	(14)
Swap agreements <sup>3</sup>	1,995,825	14,764	(13,953)	398	(2,109)	952	(532)	-	-	16,114	(16,594)		
Options	106,925	311	(339)	-	-	-	-	-	-	311	(339)		
<b>Total interest rate contracts</b>	<b>2,356,632</b>	<b>15,090</b>	<b>(14,306)</b>	<b>398</b>	<b>(2,109)</b>	<b>952</b>	<b>(532)</b>	-	-	<b>16,440</b>	<b>(16,947)</b>		
<b>Foreign exchange contracts</b>													
Spot and forward contracts	597,789	10,073	(8,831)	-	-	-	-	54	(50)	10,127	(8,881)		
Cross currency swap agreements <sup>3</sup>	379,869	11,789	(10,416)	810	19	1,299	(2,066)	-	-	13,898	(12,463)		
Options	34,144	498	(486)	-	-	-	-	-	-	498	(486)		
<b>Total foreign exchange contracts</b>	<b>1,011,802</b>	<b>22,360</b>	<b>(19,733)</b>	<b>810</b>	<b>19</b>	<b>1,299</b>	<b>(2,066)</b>	<b>54</b>	<b>(50)</b>	<b>24,523</b>	<b>(21,830)</b>		
Commodity contracts	3,425	133	(137)	-	-	-	-	-	-	-	-	133	(137)
Equities	313	6	(4)	-	-	-	-	-	-	-	-	6	(4)
Credit default swaps	32,684	205	(223)	-	-	-	-	-	-	-	-	205	(223)
<b>Total of gross derivatives</b>	<b>3,404,856</b>	<b>37,794</b>	<b>(34,403)</b>	<b>1,208</b>	<b>(2,090)</b>	<b>2,251</b>	<b>(2,598)</b>	<b>54</b>	<b>(50)</b>	<b>41,307</b>	<b>(39,141)</b>		
Impact of netting arrangements	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total of net derivatives</b>	<b>3,404,856</b>	<b>37,794</b>	<b>(34,403)</b>	<b>1,208</b>	<b>(2,090)</b>	<b>2,251</b>	<b>(2,598)</b>	<b>54</b>	<b>(50)</b>	<b>41,307</b>	<b>(39,141)</b>		

<sup>1</sup> Comparatives have been revised to improve comparability.

<sup>2</sup> The fair value differential of futures contracts are settled daily with the exchange. The notional balance represents open contracts as at 30 September.

<sup>3</sup> The unrealised foreign exchange gains or loss on derivatives in hedge relationships are substantially offset by the retranslation at spot exchange rates of the foreign currency denominated debt being hedged, which affects profit and loss in the current year.

### Credit derivatives

Through the use of credit derivatives, the Group is exposed to or protected from the risk of default of the underlying entity referenced by the derivative, dependant on whether the Group is a purchaser or seller of credit protection. The primary credit derivatives used by the Group are CDSs, which are predominantly executed with other financial institutions.

Credit derivatives are primarily entered into to facilitate institutional customer transactions and to manage our credit risk exposures. The notional amount and fair value of credit derivatives are presented in the following table for both the Group and the Parent Entity:

\$m	2015			2014		
	Notional Amount	Fair value Asset	Liability	Notional	Fair value Asset	Liability
Credit protection bought <sup>1</sup>	16,849	44	(107)	16,703	6	(212)
Credit protection sold	16,332	99	(43)	15,981	199	(11)
<b>Total</b>	<b>33,181</b>	<b>143</b>	<b>(150)</b>	<b>32,684</b>	<b>205</b>	<b>(223)</b>

<sup>1</sup> Counterparties to derivatives relating to credit protection bought are predominantly financial institutions.

## Note 22. Financial risk

The Board is responsible for reviewing and approving our overall risk management strategy, including determining our appetite for risk. The Board has delegated authority to the Board Risk & Compliance Committee (BRCC) to approve the Westpac Group Risk Appetite Statement, which sets the Group's overall risk appetite within the context of the strategy determined by the Board.

Westpac's appetite for risk is influenced by a range of factors, including whether a risk is considered consistent with its strategy (core risk) and whether an appropriate return can be achieved from taking that risk. Westpac has a lower appetite for risks that are not part of its core strategy. Westpac seeks to achieve an appropriate return on risk and prices its products accordingly.

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## Note 22. Financial risk (continued)

Westpac seeks to maximise total shareholder returns over the longer term by achieving an appropriate balance between growth and volatility of returns and by ultimately returning that value to shareholders.

Westpac distinguishes the following types of risk, and takes an integrated approach towards managing them. These risks are:

Type of risk	Description
<b>Key risks</b>	<ul style="list-style-type: none"><li>▪ credit risk – the risk of financial loss where a customer or counterparty fails to meet their financial obligations to Westpac;</li><li>▪ liquidity risk – the risk that the Group will be unable to fund assets and meet obligations as they become due;</li><li>▪ market risk – the risk of an adverse impact on earnings resulting from changes in market factors, such as foreign exchange rates, interest rates, commodity prices and equity prices. This includes interest rate risk in the banking book - the risk to interest income from a mismatch between the duration of assets and liabilities that arises in the normal course of business activities;</li><li>▪ operational risk – the risk of loss resulting from inadequate or failed internal processes, people and systems or from external events. The definition is aligned to the regulatory (Basel II) definition, including legal and regulatory risk but excluding strategic and reputation risk;</li><li>▪ conduct risk – the risk arising from unfair or inappropriate behaviour or practices of the Westpac Group or its staff; and</li><li>▪ compliance risk – the risk of legal or regulatory sanction, financial or reputational loss, arising from our failure to abide by the compliance obligations required of us.</li></ul>
<b>Other related risks</b>	<ul style="list-style-type: none"><li>▪ business risk – the risk associated with the vulnerability of a line of business to changes in the business environment;</li><li>▪ sustainability risk – the risk of reputational or financial loss due to failure to recognise or address material existing or emerging sustainability related environmental, social or governance issues;</li><li>▪ equity risk – the potential for financial loss arising from movements in equity values. Equity risk may be direct, indirect or contingent;</li><li>▪ insurance risk – the risk of mis-estimation of the expected cost of insured events, volatility in the number or severity of insured events, and mis-estimation of the cost of incurred claims;</li><li>▪ related entity (contagion) risk – the risk that problems arising in other Westpac Group members compromise the financial and operational position of the authorised deposit-taking institution in the Westpac Group; and</li><li>▪ reputation risk – the risk to earnings or capital arising from negative public opinion resulting from the loss of reputation or public trust and standing.</li></ul>

Note 22 provides a summary of Westpac's Risk Management Framework, as well as a discussion of Westpac's financial risk management policies and practices and quantitative information on some of its principal financial risk exposures. The information contained in Note 22 comprises the following:

### **22.1 Approach to risk management**

#### **22.2 Credit Risk Management**

22.2.1 Credit Risk Management Policy

22.2.2 Provision and Impairment Policy

22.2.3 Internal Credit Risk Ratings System

22.2.4 Credit risk mitigation, collateral and other credit enhancements

22.2.5 Credit risk concentrations

22.2.6 Credit quality of financial assets

22.2.7 Financial assets that are neither past due nor impaired

22.2.8 Financial assets that are past due, but not impaired

22.2.9 Items 90 days past due, or otherwise in default and not impaired

22.2.10 Impaired loans

#### **22.3 Funding and liquidity risk management**

22.3.1 Liquidity modelling

22.3.2 Sources of liquidity

22.3.3 Contractual maturity of financial liabilities

22.3.4 Expected maturity

#### **22.4 Market risk**

22.4.1 Traded market risk

22.4.2 Non-traded market risk

# Notes to the financial statements

## Note 22. Financial risk (continued)

### 22.1 Approach to risk management

The Board is responsible for reviewing and approving our overall risk management strategy, including determining our appetite for risk. The Board has delegated to the BRCC responsibility for providing recommendations to the Board on the Westpac Group's risk-reward strategy, setting risk appetite, approving framework and policies for managing risk, and determining whether to accept risks beyond management's approval discretion.

The BRCC monitors the alignment of our risk profile with our risk appetite, which is defined in the Board Statement of Risk Appetite, and with our current and future capital requirements. The BRCC receives regular reports from management on the effectiveness of our management of Westpac's material business risks. More detail about the role of the BRCC is set out in the Westpac risk management governance structure table.

The CEO and Executive Team are responsible for implementing our risk management strategy and frameworks, and for developing policies, controls, processes and procedures for identifying and managing risk in all of Westpac's activities.

Westpac adopts a Three Lines of Defence approach to risk management which reflects our culture of 'risk is everyone's business' and that all employees are responsible for identifying and managing risk and operating within the Group's desired risk profile. Effective risk management enables us to:

- accurately measure our risk profile and balance risk and reward within our risk appetite, increasing financial growth opportunities and mitigating potential loss or damage;
- protect Westpac's depositors, policyholders and investors by maintaining a strong balance sheet;
- embed adequate controls to guard against excessive risk or undue risk concentration; and
- meet our regulatory and compliance obligations.

#### *The 1st Line of Defence – risk identification, risk management and self-assurance*

Divisional business units are responsible for identifying, evaluating and managing the risks that they originate within approved risk appetite and policies. They are required to establish and maintain appropriate risk management controls, resources and self-assurance processes.

#### *The 2nd Line of Defence – establishment of Risk Management Frameworks and policies and Risk Management Oversight*

Our 2nd Line of Defence is a separate risk and compliance advisory, control and monitoring function which establishes frameworks, policies, limits and processes for the management, monitoring and reporting of risk. The 2nd line of Defence may approve risks outside the authorities granted to the 1st Line, and evaluates and opines on the adequacy and effectiveness of 1st Line controls and application of frameworks and policies and, where necessary, requires improvement and monitors the 1st Line's progress toward remediation of identified deficiencies.

#### *The 3rd Line of Defence – independent assurance*

Our Group Audit function independently evaluates the adequacy and effectiveness of the Group's overall Risk Management Framework and controls.

This approach allows risks within our risk appetite to be balanced against appropriate rewards.

Westpac's risk management governance structure is set out in more detail in the following table:

Board
<ul style="list-style-type: none"><li>▪ reviews and approves our overall risk management strategy.</li></ul>
Board Risk & Compliance Committee (BRCC)
<ul style="list-style-type: none"><li>▪ provides recommendations to the Board on the Westpac Group's risk-reward strategy;</li><li>▪ sets risk appetite;</li><li>▪ reviews and approves frameworks for managing risk;</li><li>▪ reviews and approves the limits and conditions that apply to credit risk approval authority delegated to the CEO, CFO and CRO and any other officers of the Westpac Group to whom the Board has delegated authority;</li><li>▪ monitors our risk profile, performance, capital levels, exposures against limits and management and control of our risks;</li><li>▪ monitors changes anticipated in the economic and business environment and other factors relevant to our risk profile;</li><li>▪ oversees the development and ongoing review of key policies that support our frameworks for managing risk; and</li><li>▪ determines whether to accept risks beyond the approval discretion provided to management.</li></ul>

## Note 22. Financial risk (continued)

### Other Board Committees with a risk focus

#### Board Audit Committee

- oversees the integrity of financial statements and financial reporting systems, and matters relating to taxation risks.

#### Board Remuneration Committee

- reviews any matters raised by the BRCC with respect to risk-adjusted remuneration.

#### Board Technology Committee

- oversees the technology strategy, implementation, and risks associated with major technology programs.

### Executive Team

- executes the Board-approved strategy;
- delivers the Group's various strategic and performance goals within the approved risk appetite; and
- monitors key risks within each business unit, capital adequacy and the Group's reputation.

### Executive risk committees

#### Westpac Group Executive Risk Committee

- leads the management and oversight of material risks across the Westpac Group within the context of the risk appetite determined by the BRCC;
- oversees the embedding of the Risk Management Strategy in the Group's approach to risk governance;
- oversees risk-related management frameworks and key supporting policies;
- oversees the Group's credit, operational, compliance, and market risk profiles;
- oversees Reputation Risk and Sustainability Risk Management Frameworks and key supporting policies; and
- identifies emerging credit, operational, compliance and market risks and allocates responsibility for assessing impacts and implementing appropriate actions to address these.

#### Westpac Group Asset & Liability Committee

- leads the optimisation of funding and liquidity risk-reward across the Group;
- reviews the level and quality of capital so that it is commensurate with the Group's risk profile, business strategy and risk appetite;
- oversees the Liquidity Risk Management framework and key policies;
- oversees the Funding and Liquidity Risk Profile and Balance Sheet Risk Profile; and
- identifies emerging funding and liquidity risks and appropriate actions to address these.

#### Westpac Group Credit Risk Committee

- leads the optimisation of credit risk-reward across the Group;
- reviews and oversees the Credit Risk-related Risk Management Frameworks and key supporting policies;
- oversees Westpac's credit risk profile;
- identifies emerging credit risks, allocates responsibility for assessing impacts, and responds as appropriate; and
- facilitates continuous improvement in credit risk management by providing a forum for testing risk tolerances and debating alternate approaches.

#### Westpac Group Remuneration Oversight Committee

- provides assurance that the remuneration arrangements across the Group have been examined from a People, Risk and Finance perspective;
- responsible for ensuring that risk is embedded in all key steps in our remuneration framework;
- reviews and makes recommendations to the CEO for recommendation to the Board Remuneration Committee on the Group Remuneration Policy and provides assurance that remuneration arrangements across the Group encourage behaviour that supports Westpac's long-term financial soundness and the risk management framework;
- reviews and monitors the remuneration arrangements (other than for Group Executives) for Responsible Persons (as defined in the Group's Statutory Officers Fit and Proper Policy), risk and financial control personnel, and all other employees for whom a significant portion of total remuneration is based on performance and whose activities, either individually or collectively, may affect the financial soundness of Westpac; and
- reviews and recommends to the CEO for recommendation to the Board Remuneration Committee the criteria and rationale for determining the total quantum of the Group variable reward pool.

## Note 22. Financial risk (continued)

### Risk and compliance functions

#### Risk Function

- develops Group-level Risk Management Frameworks for approval by the BRCC;
- directs the review and development of key policies supporting the Risk Management Frameworks;
- develops division-specific policies, risk appetite statements, controls, procedures, and monitoring and reporting capability that align to the frameworks approved by the BRCC;
- establishes risk concentration limits and monitors risk concentrations; and
- monitors emerging risk issues.

#### Compliance Function

- develops the Group-level compliance framework for approval by the BRCC;
- directs the review and development of compliance policies, compliance plans, controls and procedures;
- monitors compliance and regulatory obligations and emerging regulatory developments; and
- reports on compliance standards.

### Independent internal review

#### Group Audit

- reviews the adequacy and effectiveness of management controls for risk.

### Divisional business units

#### Business Units

- responsible for identifying, evaluating and managing the risks that they originate within approved risk appetite policies; and
- establish and maintain appropriate risk management controls, resources and self-assurance processes.

## 22.2 Credit Risk Management

Credit risk is the risk of financial loss where a customer or counterparty fails to meet their financial obligations.

### 22.2.1 Credit Risk Management Policy

Westpac maintains a Credit Risk Management Framework and a number of supporting policies that define roles and responsibilities, acceptable practices, limits and key controls:

- the Credit Risk Management Framework describes the principles, methodologies, systems, roles and responsibilities, reports and key controls that exist for managing credit risk in Westpac;
- the Credit Risk Rating System policy describes the credit risk rating system philosophy, design, key features and uses of rating outcomes; and
- Westpac has established policies governing the management of three key types of concentration risk:
  - individual customers or groups of related customers;
  - specific industries (e.g. commercial property); and
  - individual countries.

Westpac has an established policy governing the delegation of credit approval authorities and a set of formal limits for the extension of credit. These limits represent the delegation of credit approval authority to responsible individuals throughout the organisation.

Credit manuals exist in each business unit to govern the extension of credit. These manuals include general policies covering the origination, evaluation, approval, documentation, settlement and ongoing management of credit risks including management of problem loans. These manuals are regularly updated by the business units, with significant changes approved by Risk.

Sector policies exist to guide the extension of credit where industry-specific guidelines are considered necessary (e.g. acceptable financial ratios or types of collateral). These policies are maintained by the business unit risk management teams.

Westpac has a related entity Risk Management Framework and supporting policies, which include governance of credit exposures to related entities, so as to minimise contagion risk for the extended licensed entity and for compliance with the prudential requirements prescribed by APRA.

## Note 22. Financial risk (continued)

### 22.2.2 Provision and impairment policy

Provisions for loan impairment represent management's best estimate of the losses incurred in the loan portfolios as at the balance date. There are two components of Westpac's loan impairment provisions: individually assessed provisions and collectively assessed provisions. In determining the individually assessed provisions, relevant considerations that have a bearing on the expected future cash flows are taken into account, for example, the business prospects of the customer, the realisable value of collateral, Westpac's position relative to other claimants, the reliability of customer information and the likely cost and duration of the work-out process. These judgments and estimates can change with time as new information becomes available or as work-out strategies evolve, resulting in revisions to the impairment provision as individual decisions are made.

The collectively assessed provisions are established on a portfolio basis taking into account the level of arrears, collateral, past loss experience and expected defaults based on portfolio trends. The most significant factors in establishing these provisions are estimated loss rates and related emergence periods. The provisions also take into account management's assessment of changes or events that have recently occurred in sectors of the economy or in the economy as a whole that are not yet reflected in underlying provisioning factors. The future credit quality of these portfolios is subject to uncertainties that could cause actual credit losses to differ from reported loan impairment provisions. These uncertainties include the economic environment, notably interest rates, unemployment levels, repayment behaviour and bankruptcy rates.

### 22.2.3 Internal credit risk ratings system

The principal objective of the credit risk rating system is to produce a reliable assessment of the credit risk to which the Group is exposed.

Westpac's internal credit risk rating system for transaction-managed customers assigns a Customer Risk Grade (CRG) to each customer, corresponding to their expected probability of default (PD). Each facility is assigned a loss given default (LGD). The Westpac risk rating system has a tiered scale of risk grades for both non-defaulted customers and defaulted customers. Non-defaulted CRGs are mapped to Moody's and Standard & Poor's (S&P) external senior ranking unsecured ratings.

Customers that are not transaction-managed (referred to as the program-managed portfolio) are segmented into pools of similar risk. Segments are created by analysing characteristics that have historically proven predictive in determining if an account is likely to go into default. Customers are then grouped according to these predictive characteristics and each segment assigned a PD and LGD.

The table below shows the current alignment between Westpac's CRGs and the corresponding external rating. Note that only high-level CRG groupings are shown.

Financial Statement Disclosure	Westpac CRG	Moody's Rating	S&P Rating
Strong	A	Aaa – Aa3	AAA – AA–
	B	A1 – A3	A+ – A–
	C	Baa1 – Baa3	BBB+ – BBB–
Good/satisfactory	D	Ba1 – B1	BB+ – B+
Weak	E		Watchlist
	F		Special Mention
Weak/default/non-performing	G – H		Substandard/Default

### Control mechanisms for the credit risk rating system

Westpac's credit risk rating system is reviewed annually to confirm that the rating criteria and procedures are appropriate given the current portfolio and external conditions. The BRCC, RISKCO and CREDCO monitor the risk profile, performance and management of Westpac's credit portfolio and development and review of key credit risk policies. All models materially impacting the risk rating process are periodically reviewed in accordance with Westpac's model risk policies. Specific credit risk estimates (including PD, LGD and exposure at default (EAD) levels) are overseen, reviewed annually and approved by the Credit Risk Estimates Committee (a subcommittee of RISKCO).

# Notes to the financial statements

## Note 22. Financial risk (continued)

### 22.2.4 Credit risk mitigation, collateral and other credit enhancements

Westpac uses a variety of techniques to reduce the credit risk arising from its lending activities. Enforceable legal documentation establishes Westpac's direct, irrevocable and unconditional recourse to any collateral, security or other credit enhancements provided.

The table below describes the nature of collateral held for financial asset classes:

Cash and other balances held with central banks, including regulatory deposits	These exposures are generally considered to be low risk due to the nature of the counterparties. Collateral is generally not sought on these balances.
Receivables due from other financial institutions	These exposures are mainly to relatively lower risk banks (Rated A or better). Collateral is generally not sought on these balances.
Derivative financial instruments	Master netting agreements are typically used to enable the effects of derivative assets and liabilities with the same counterparty to be offset when measuring these exposures. Additionally, collateralisation agreements are also typically entered into with major institutional counterparties to avoid the potential build-up of excessive mark-to-market positions. Derivative transactions are increasingly being cleared through central clearers.
Trading securities and financial assets designated at fair value	These exposures are carried at fair value which reflects the credit risk. No collateral is sought directly from the issuer or counterparty; however this may be implicit in the terms of the instrument (such as an asset-backed security). The terms of debt securities may include collateralisation.
Available-for-sale securities	Collateral is not sought directly with respect to these exposures; however collateralisation may be implicit in the structure of the asset.
Loans – housing and personal <sup>1</sup>	Housing loans are secured by a mortgage over property, and additional security may take the form of guarantees and deposits. Personal lending (including credit cards and overdrafts) is predominantly unsecured. Where security is taken for non-housing personal lending, it is restricted to eligible motor vehicles, caravans, campers, motor homes and boats.
Loans – business <sup>1</sup>	Loans – business may be secured, partially secured or unsecured. Security is typically taken by way of a mortgage over property and/or a general security agreement over business assets, or other assets. Other forms of credit protection may also be sought or taken out if warranted.
Life insurance assets	These assets are carried at fair value, which reflects the credit risk. Collateral is typically not held other than for investments in Australian mortgages where recourse to a charge over the underlying properties is held.
Due from subsidiaries	These exposures are generally considered to be low risk due to the nature of the counterparties. Collateral is generally not sought on these balances.

<sup>1</sup> This includes collateral held in relation to associated credit commitments.

### Risk reduction

Westpac recognises the following as eligible collateral for credit risk mitigation:

- cash, primarily in Australian dollars (AUD), New Zealand dollars (NZD), US dollars (USD), Canadian dollars (CAD), British pounds (GBP) or European Union euro (EUR);
- bonds issued by Australian Commonwealth, State and Territory governments or their Public Sector Enterprises, provided these attract a zero risk-weighting under Australian Prudential Standard (APS) 112;
- securities issued by other specified AA– / Aa3 or better rated sovereign governments; and
- credit-linked notes (provided the proceeds are invested in cash or other eligible collateral described above).

### Risk transfer

For mitigation by way of risk transfer, Westpac only recognises unconditional irrevocable guarantees or standby letters of credit issued by, or eligible credit derivative protection bought from, the following entities provided they are not related to the underlying obligor:

- sovereign entities;
- public sector entities in Australia and New Zealand;
- ADIs and overseas banks with a minimum risk grade equivalent of A– / A3; and
- other entities with a minimum risk grade equivalent of A3 / A–.

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## Note 22. Financial risk (continued)

### ***Management of risk mitigation***

Westpac facilitates the management of these risks through controls covering:

- collateral valuation and management;
- credit portfolio management;
- netting; and
- central clearing.

#### ***Collateral valuation and management***

Westpac revalues collateral related to financial markets positions on a daily basis to monitor the net risk position, and has formal processes in place so that calls for collateral top-up or exposure reduction are made promptly. An independent operational unit has responsibility for monitoring these positions. The collateralisation arrangements are documented via the Credit Support Annex of the International Swaps and Derivatives Association (ISDA) dealing agreements.

#### ***Credit Portfolio Management***

Credit Portfolio Management (CPM) is a division that manages the overall risk in Westpac's corporate, sovereign and bank credit portfolios. CPM includes a dedicated portfolio trading desk with the specific mandate of actively monitoring the underlying exposure and any offsetting hedge positions. Specific reporting is maintained and monitored on the matching of hedges with underlying facilities, with any adjustments to hedges (including unwinds or extensions) managed dynamically. CPM purchases credit protection from entities meeting our acceptability criteria as described under the Risk reduction and Risk transfer sections above. CPM also sells protection to diversify risk.

#### ***Netting***

Risk reduction by way of current account set-off is recognised for exposures to creditworthy customers domiciled in Australia and New Zealand only. Customers are required to enter into formal agreements giving Westpac the unfettered right to set-off gross credit and debit balances in their nominated accounts to determine Westpac's net exposure within each of these two jurisdictions. Cross-border set-offs are not permitted.

Close-out netting is undertaken for off balance sheet financial market transactions with counterparties with whom Westpac has entered into a single bilateral master netting agreement which allows such netting in specified jurisdictions, and is supported by a written and reasoned legal opinion on the enforceability of that agreement. Close-out netting effectively aggregates pre-settlement risk exposure at time of default, thus reducing overall exposure.

#### ***Central clearing***

Westpac increasingly executes derivative transactions through central clearing counterparties. Westpac's credit exposure to central clearing counterparties is mitigated through the risk management framework employed by the central clearing counterparties which includes stringent membership requirements, initial margin collected on all trades and the structure of the default waterfall.

### **22.2.5 Credit risk concentrations**

A concentration of credit risk exists when a number of counterparties are engaged in similar activities and have similar economic characteristics that would cause their ability to meet contractual obligations to be similarly affected by changes in economic or other conditions.

Westpac monitors its credit portfolio to manage risk concentrations. Exposures are actively managed from a portfolio perspective, with risk mitigation techniques used to rebalance the portfolio.

#### ***Individual customers or groups of related customers***

Westpac has large exposure limits governing the aggregate size of credit exposure normally acceptable to individual customers and groups of related customers. These limits are tiered by customer risk grade.

#### ***Specific industries***

Exposures to businesses, governments and other financial institutions are classified into a number of industry clusters based on groupings of related Australian and New Zealand Standard Industrial Classification (ANZSIC) codes and are monitored against industry risk appetite limits. The level of industry risk is measured on a dynamic basis.

#### ***Individual countries***

Westpac has limits governing risks related to individual countries, such as political situations, government policies, economic conditions or other country-specific events, that may adversely affect either a customer's ability to purchase or transfer currency to meet its obligations to Westpac, or Westpac's ability to realise its assets in a particular country. Such risks include, but are not limited to, exchange control events, nationalisation, war, disaster, economic meltdown or government failure.

# Notes to the financial statements

## Note 22. Financial risk (continued)

The table below sets out the maximum exposure to credit risk (excluding any collateral received) and the credit risk concentrations to which the Group and the Parent Entity are exposed. The total will not reconcile to the Group or Parent Entity's total assets on the balance sheet as cash, non-financial assets and other financial assets have been excluded from the table below. Investments in subsidiaries and amounts due from subsidiaries have also been excluded from the Parent Entity's disclosure.

Consolidated 2015 \$m	Trading Securities & Financial Assets Designated at Fair Value		Loans - Available -For-Sale Securities				Life Insurance Assets	Total (On Balance Sheet)	Credit Commit- ments
	Housing and Personal	Loans - Business	Derivatives <sup>1</sup>						
<b>Australia</b>									
Accommodation, cafes and restaurants	-	-	244	7,446	22	51	7,763	1,305	
Agriculture, forestry and fishing	4	-	127	7,614	63	-	7,808	1,924	
Construction	42	-	515	5,599	57	18	6,231	3,958	
Finance and insurance	6,183	11,286	2,803	13,251	35,710	10,032	79,265	10,344	
Government, administration and defence	12,475	37,700	1	793	1,112	-	52,081	912	
Manufacturing	244	-	218	9,320	1,340	746	11,868	7,294	
Mining	110	-	34	4,407	774	302	5,627	3,943	
Property, property services and business services	105	-	4,547	54,790	915	673	61,030	19,848	
Services <sup>2</sup>	100	16	944	10,812	405	442	12,719	5,982	
Trade <sup>3</sup>	146	-	593	15,445	206	201	16,591	7,752	
Transport and storage	142	193	99	9,903	817	171	11,325	4,112	
Utilities <sup>4</sup>	307	-	42	3,507	932	275	5,063	3,368	
Retail Lending	112	-	390,007	585	25	-	390,729	80,230	
Other	-	28	-	2,009	167	45	2,249	816	
<b>Total Australia</b>	<b>19,970</b>	<b>49,223</b>	<b>400,174</b>	<b>145,481</b>	<b>42,545</b>	<b>12,956</b>	<b>670,349</b>	<b>151,788</b>	
<b>New Zealand</b>									
Accommodation, cafes and restaurants	-	-	359	182	1	-	542	105	
Agriculture, forestry and fishing	10	-	541	6,829	61	4	7,445	697	
Construction	-	-	839	361	4	-	1,204	565	
Finance and insurance	1,880	991	620	1,726	3,758	128	9,103	2,073	
Government, administration and defence	1,865	2,081	10	292	338	28	4,614	611	
Manufacturing	11	-	444	2,110	118	3	2,686	1,497	
Mining	-	-	17	408	1	-	426	76	
Property, property services and business services	2	-	6,908	6,223	89	-	13,222	2,382	
Services <sup>2</sup>	-	-	1,146	1,175	57	1	2,379	1,106	
Trade <sup>3</sup>	-	-	1,244	2,019	22	-	3,285	1,464	
Transport and storage	10	-	246	1,094	45	-	1,395	916	
Utilities <sup>4</sup>	52	42	77	1,021	439	5	1,636	1,382	
Retail lending	-	-	27,793	45	6	-	27,844	8,118	
Other	8	-	-	-	24	-	32	26	
<b>Total New Zealand</b>	<b>3,838</b>	<b>3,114</b>	<b>40,244</b>	<b>23,485</b>	<b>4,963</b>	<b>169</b>	<b>75,813</b>	<b>21,018</b>	

<sup>1</sup> Derivatives give rise to credit risk where there is a positive current fair value. Credit derivatives also expose the writer of the contract to the risk of default of the referenced entity. See Note 21 for further details regarding credit derivative exposures.

<sup>2</sup> Services include education, health and community services, cultural and recreational services and personal and other services.

<sup>3</sup> Trade includes wholesale trade and retail trade.

<sup>4</sup> Utilities include electricity, gas and water and communication services.

## Note 22. Financial risk (continued)

Consolidated 2015 \$m	Trading Securities & Financial Assets Designated at Fair Value		Loans - Available -For-Sale Housing and Personal			Life Insurance Assets		Total (On Balance Sheet)	Credit Commit- ments
					Loans - Business	Derivatives <sup>1</sup>			
<b>Other overseas</b>									
Accommodation, cafes and restaurants	-	-	4	107	-	-		111	13
Agriculture, forestry and fishing	-	-	1	567	19	-		587	491
Construction	-	-	7	240	-	-		247	138
Finance and insurance	1,458	1,009	1	4,296	562	-		7,326	3,764
Government, administration and defence	2,072	1,487	-	130	-	-		3,689	47
Manufacturing	92	-	4	3,844	7	-		3,947	5,438
Mining	-	-	-	778	-	-		778	3,378
Property, property services and business services	-	-	62	479	-	-		541	559
Services <sup>2</sup>	-	-	5	448	1	-		454	231
Trade <sup>3</sup>	-	-	8	2,890	-	-		2,898	3,631
Transport and storage	-	-	4	1,095	76	-		1,175	710
Utilities <sup>4</sup>	24	-	-	722	-	-		746	313
Retail lending	-	-	1,123	68	-	-		1,191	38
Other	-	-	30	47	-	-		77	36
<b>Total other overseas</b>	<b>3,646</b>	<b>2,496</b>	<b>1,249</b>	<b>15,711</b>	<b>665</b>	<b>-</b>	<b>23,767</b>	<b>18,787</b>	
<b>Other risk concentrations</b>									
Amounts due from financial institutions								9,583	
Regulatory deposits								1,309	
<b>Total gross credit risk</b>	<b>27,454</b>	<b>54,833</b>	<b>441,667</b>	<b>184,677</b>	<b>48,173</b>	<b>13,125</b>	<b>780,821</b>	<b>191,593</b>	

<sup>1</sup> Derivatives give rise to credit risk where there is a positive current fair value. Credit derivatives also expose the writer of the contract to the risk of default of the referenced entity. See Note 21 for further details regarding credit derivative exposures.

<sup>2</sup> Services include education, health and community services, cultural and recreational services and personal and other services.

<sup>3</sup> Trade includes wholesale trade and retail trade.

<sup>4</sup> Utilities include electricity, gas and water and communication services.

# Notes to the financial statements

## Note 22. Financial risk (continued)

**Consolidated 2014**

\$m	Trading Securities		Loans -			Life Insurance Assets	Total (On Balance Sheet)	Credit Commit- ments
	& Financial Assets	Designated at Fair Value	Available -For-Sale Securities	Housing and Personal	Loans - Business			
<b>Australia</b>								
Accommodation, cafes and restaurants	-	-	185	7,262	11	69	7,527	1,081
Agriculture, forestry and fishing	-	-	124	7,100	19	-	7,243	1,699
Construction	3	-	474	5,942	31	31	6,481	3,648
Finance and insurance	10,824	11,746	2,295	12,349	33,883	7,143	78,240	11,838
Government, administration and defence	24,126	19,492	4	780	371	-	44,773	1,366
Manufacturing	73	-	189	9,080	484	1,185	11,011	7,114
Mining	81	-	39	3,254	168	599	4,141	2,948
Property, property services and business services	54	2	4,178	50,972	477	703	56,386	17,149
Services <sup>2</sup>	187	9	841	10,033	131	403	11,604	6,162
Trade <sup>3</sup>	114	-	562	15,054	223	206	16,159	8,241
Transport and storage	47	191	91	9,239	544	63	10,175	4,824
Utilities <sup>4</sup>	427	125	36	3,236	867	389	5,080	3,744
Retail Lending	140	-	365,334	488	43	-	366,005	75,427
Other	-	8	-	2,114	115	6	2,243	1,077
<b>Total Australia</b>	<b>36,076</b>	<b>31,573</b>	<b>374,352</b>	<b>136,903</b>	<b>37,367</b>	<b>10,797</b>	<b>627,068</b>	<b>146,318</b>
<b>New Zealand</b>								
Accommodation, cafes and restaurants	-	-	275	160	-	1	436	80
Agriculture, forestry and fishing	2	-	474	5,999	27	2	6,504	685
Construction	-	-	702	362	2	1	1,067	452
Finance and insurance	1,659	555	715	1,159	3,059	137	7,284	1,754
Government, administration and defence	1,392	2,100	5	349	147	53	4,046	916
Manufacturing	4	-	357	1,848	55	4	2,268	1,611
Mining	-	-	18	484	-	1	503	60
Property, property services and business services	3	-	6,034	5,984	163	-	12,184	2,340
Services <sup>2</sup>	8	-	1,075	998	4	2	2,087	799
Trade <sup>3</sup>	-	-	1,001	1,878	10	-	2,889	1,363
Transport and storage	12	-	173	868	26	-	1,079	415
Utilities <sup>4</sup>	60	39	59	1,004	241	9	1,412	1,473
Retail lending	-	-	26,300	51	-	-	26,351	6,982
Other	1	37	3	135	1	-	177	248
<b>Total New Zealand</b>	<b>3,141</b>	<b>2,731</b>	<b>37,191</b>	<b>21,279</b>	<b>3,735</b>	<b>210</b>	<b>68,287</b>	<b>19,178</b>

<sup>1</sup> Derivatives give rise to credit risk where there is a positive current fair value. Credit derivatives also expose the writer of the contract to the risk of default of the referenced entity. See Note 21 for further details regarding credit derivative exposures.

<sup>2</sup> Services include education, health and community services, cultural and recreational services and personal and other services.

<sup>3</sup> Trade includes wholesale trade and retail trade.

<sup>4</sup> Utilities include electricity, gas and water and communication services.

## Note 22. Financial risk (continued)

Consolidated 2014

\$m	Trading Securities & Financial Assets Designated at Fair Value	Available -For-Sale Securities	Loans - Housing and Personal	Loans - Business	Derivatives <sup>1</sup>	Life Insurance Assets	Total (On Balance Sheet)	Credit Commit- ments
<b>Other overseas</b>								
Accommodation, cafes and restaurants	-	-	3	124	-	-	127	32
Agriculture, forestry and fishing	-	-	1	464	-	-	465	179
Construction	-	-	8	112	-	-	120	157
Finance and insurance	2,188	717	1	2,005	285	-	5,196	2,437
Government, administration and defence	4,418	986	1	34	4	-	5,443	51
Manufacturing	31	-	3	2,883	11	-	2,928	4,264
Mining	43	-	-	1,508	2	-	1,553	1,188
Property, property services and business services	-	-	58	372	-	-	430	368
Services <sup>2</sup>	-	-	6	407	-	-	413	21
Trade <sup>3</sup>	-	-	8	3,240	-	-	3,248	1,455
Transport and storage	-	-	4	685	-	-	689	187
Utilities <sup>4</sup>	12	17	-	701	-	-	730	203
Retail lending	-	-	1,052	59	-	-	1,111	38
Other	-	-	12	40	-	-	52	76
<b>Total other overseas</b>	<b>6,692</b>	<b>1,720</b>	<b>1,157</b>	<b>12,634</b>	<b>302</b>	<b>-</b>	<b>22,505</b>	<b>10,656</b>
<b>Other risk concentrations</b>								
Amounts due from financial institutions							7,424	
Regulatory deposits							1,528	
<b>Total gross credit risk</b>	<b>45,909</b>	<b>36,024</b>	<b>412,700</b>	<b>170,816</b>	<b>41,404</b>	<b>11,007</b>	<b>726,812</b>	<b>176,152</b>

<sup>1</sup> Derivatives give rise to credit risk where there is a positive current fair value. Credit derivatives also expose the writer of the contract to the risk of default of the referenced entity. See Note 21 for further details regarding credit derivative exposures.

<sup>2</sup> Services include education, health and community services, cultural and recreational services and personal and other services.

<sup>3</sup> Trade includes wholesale trade and retail trade.

<sup>4</sup> Utilities include electricity, gas and water and communication services.

# Notes to the financial statements

## Note 22. Financial risk (continued)

Parent Entity 2015 \$m	Trading Securities & Financial Assets						Life Insurance Assets	Total (On Balance Sheet)	Credit Commit- ments
	Designated at Fair Value	Available -For-Sale Securities	Housing and Personal	Loans - Business	Derivatives <sup>1</sup>				
<b>Australia</b>									
Accommodation, cafes and restaurants	-	-	244	7,295	22	-	7,561	1,305	
Agriculture, forestry and fishing	4	-	127	7,376	63	-	7,570	1,921	
Construction	42	-	510	4,605	57	-	5,214	3,957	
Finance and insurance	5,551	11,286	2,805	13,101	35,667	-	68,410	10,344	
Government, administration and defence	12,474	37,699	1	736	1,112	-	52,022	912	
Manufacturing	244	-	215	8,869	1,340	-	10,668	7,292	
Mining	107	-	33	4,256	774	-	5,170	3,942	
Property, property services and business services	105	-	4,242	53,314	915	-	58,576	19,831	
Services <sup>2</sup>	100	16	943	10,124	405	-	11,588	5,959	
Trade <sup>3</sup>	146	-	589	14,783	206	-	15,724	7,723	
Transport and storage	118	15	97	9,211	817	-	10,258	4,102	
Utilities <sup>4</sup>	307	-	41	3,470	932	-	4,750	3,368	
Retail Lending	112	-	384,399	-	25	-	384,536	80,230	
Other	-	8	-	1,338	167	-	1,513	811	
<b>Total Australia</b>	<b>19,310</b>	<b>49,024</b>	<b>394,246</b>	<b>138,478</b>	<b>42,502</b>	-	<b>643,560</b>	<b>151,697</b>	
<b>New Zealand</b>									
Accommodation, cafes and restaurants	-	-	-	-	1	-	1	-	
Agriculture, forestry and fishing	10	-	-	2	61	-	73	6	
Construction	-	-	-	5	4	-	9	13	
Finance and insurance	842	-	-	-	3,195	-	4,037	61	
Government, administration and defence	1,050	-	-	1	338	-	1,389	24	
Manufacturing	11	-	-	90	118	-	219	116	
Mining	-	-	-	-	1	-	1	-	
Property, property services and business services	2	-	-	7	89	-	98	37	
Services <sup>2</sup>	-	-	-	3	57	-	60	4	
Trade <sup>3</sup>	-	-	-	218	22	-	240	209	
Transport and storage	10	-	-	2	45	-	57	209	
Utilities <sup>4</sup>	7	-	-	-	439	-	446	204	
Retail lending	-	-	-	-	6	-	6	14	
Other	8	-	-	-	24	-	32	-	
<b>Total New Zealand</b>	<b>1,940</b>	-	-	<b>328</b>	<b>4,400</b>	-	<b>6,668</b>	<b>897</b>	

<sup>1</sup> Derivatives give rise to credit risk where there is a positive current fair value. Credit derivatives also expose the writer of the contract to the risk of default of the referenced entity. See Note 21 for further details regarding credit derivative exposures.

<sup>2</sup> Services include education, health and community services, cultural and recreational services and personal and other services.

<sup>3</sup> Trade includes wholesale trade and retail trade.

<sup>4</sup> Utilities include electricity, gas and water and communication services.

## Note 22. Financial risk (continued)

Parent Entity 2015

\$m	Trading Securities & Financial Assets Designated at Fair Value	Available -For-Sale Securities	Loans - Housing and Personal	Loans - Business	Derivatives <sup>1</sup>	Life Insurance Assets	Total (On Balance Sheet)	Credit Commit- ments
<b>Other overseas</b>								
Accommodation, cafes and restaurants	-	-	3	90	-	-	93	13
Agriculture, forestry and fishing	-	-	1	566	19	-	586	491
Construction	-	-	5	199	-	-	204	132
Finance and insurance	1,458	801	1	4,250	536	-	7,046	3,763
Government, administration and defence	2,072	519	-	130	-	-	2,721	47
Manufacturing	92	-	3	3,814	6	-	3,915	5,290
Mining	-	-	-	777	-	-	777	3,360
Property, property services and business services	-	-	34	279	-	-	313	536
Services <sup>2</sup>	-	-	3	412	1	-	416	230
Trade <sup>3</sup>	-	-	7	2,745	-	-	2,752	3,469
Transport and storage	-	-	3	780	76	-	859	685
Utilities <sup>4</sup>	24	-	-	702	-	-	726	308
Retail lending	-	-	573	44	-	-	617	25
Other	-	-	30	45	-	-	75	6
<b>Total other overseas</b>	<b>3,646</b>	<b>1,320</b>	<b>663</b>	<b>14,833</b>	<b>638</b>	<b>-</b>	<b>21,100</b>	<b>18,355</b>
<b>Other risk concentrations</b>								
Amounts due from financial institutions							8,741	
Regulatory deposits							1,152	
<b>Total gross credit risk</b>	<b>24,896</b>	<b>50,344</b>	<b>394,909</b>	<b>153,639</b>	<b>47,540</b>	<b>-</b>	<b>681,221</b>	<b>170,949</b>

<sup>1</sup> Derivatives give rise to credit risk where there is a positive current fair value. Credit derivatives also expose the writer of the contract to the risk of default of the referenced entity. See Note 21 for further details regarding credit derivative exposures.

<sup>2</sup> Services include education, health and community services, cultural and recreational services and personal and other services.

<sup>3</sup> Trade includes wholesale trade and retail trade.

<sup>4</sup> Utilities include electricity, gas and water and communication services.

# Notes to the financial statements

## Note 22. Financial risk (continued)

Parent Entity 2014

\$ m	Trading Securities & Financial Assets						Life Insurance Assets	Total (On Balance Sheet)	Credit Commit- ments
	Designated at Fair Value	Available -For-Sale Securities	Housing and Personal Securities	Loans - Business	Derivatives <sup>1</sup>				
<b>Australia</b>									
Accommodation, cafes and restaurants	-	-	185	6,855	11	-	7,051	1,080	
Agriculture, forestry and fishing	-	-	124	6,586	19	-	6,729	1,699	
Construction	3	-	474	4,966	31	-	5,474	3,647	
Finance and insurance	10,373	11,736	2,295	12,054	33,879	-	70,337	11,838	
Government, administration and defence	24,119	19,491	4	708	371	-	44,693	1,366	
Manufacturing	73	-	189	8,595	484	-	9,341	7,114	
Mining	65	-	40	3,113	168	-	3,386	2,947	
Property, property services and business services	54	2	4,177	48,605	477	-	53,315	17,144	
Services <sup>2</sup>	187	9	841	9,137	130	-	10,304	6,156	
Trade <sup>3</sup>	114	-	562	14,004	223	-	14,903	8,095	
Transport and storage	23	15	91	8,553	544	-	9,226	4,819	
Utilities <sup>4</sup>	427	-	37	3,199	867	-	4,530	3,744	
Retail Lending	140	-	358,167	462	43	-	358,812	75,427	
Other	-	8	-	1,404	115	-	1,527	1,071	
<b>Total Australia</b>	<b>35,578</b>	<b>31,261</b>	<b>367,186</b>	<b>128,241</b>	<b>37,362</b>	<b>-</b>	<b>599,628</b>	<b>146,147</b>	
<b>New Zealand</b>									
Agriculture, forestry and fishing	2	-	-	6	27	-	35	14	
Construction	-	-	-	4	2	-	6	11	
Finance and insurance	873	-	-	1	2,992	-	3,866	74	
Government, administration and defence	1,129	-	-	4	147	-	1,280	113	
Manufacturing	4	-	-	81	55	-	140	120	
Property, property services and business services	3	-	-	4	163	-	170	30	
Services <sup>2</sup>	8	-	-	5	4	-	17	5	
Trade <sup>3</sup>	-	-	-	196	10	-	206	231	
Transport and storage	12	-	-	4	26	-	42	43	
Utilities <sup>4</sup>	22	-	-	-	241	-	263	226	
Retail lending	-	-	-	-	-	-	-	13	
Other	1	-	-	-	1	-	2	1	
<b>Total New Zealand</b>	<b>2,054</b>	<b>-</b>	<b>-</b>	<b>305</b>	<b>3,668</b>	<b>-</b>	<b>6,027</b>	<b>881</b>	

<sup>1</sup> Derivatives give rise to credit risk where there is a positive current fair value. Credit derivatives also expose the writer of the contract to the risk of default of the referenced entity. See Note 21 for further details regarding credit derivative exposures.

<sup>2</sup> Services include education, health and community services, cultural and recreational services and personal and other services.

<sup>3</sup> Trade includes wholesale trade and retail trade.

<sup>4</sup> Utilities include electricity, gas and water and communication services.

## Note 22. Financial risk (continued)

Parent Entity 2014 \$ m	Trading Securities & Financial Assets						Life Insurance Assets	Total (On Balance Sheet)	Credit Commit- ments
	Designated at Fair Value	Available -For-Sale Securities	Loans - Housing and Personal	Loans - Business	Derivatives <sup>1</sup>				
<b>Other overseas</b>									
Accommodation, cafes and restaurants	-	-	3	92	-	-	-	95	32
Agriculture, forestry and fishing	-	-	1	461	-	-	-	462	178
Construction	-	-	5	84	-	-	-	89	150
Finance and insurance	2,188	377	1	1,970	271	-	-	4,807	2,436
Government, administration and defence	4,418	371	-	34	4	-	-	4,827	51
Manufacturing	31	-	2	2,817	-	-	-	2,850	4,147
Mining	43	-	-	1,501	2	-	-	1,546	1,173
Property, property services and business services	-	-	25	178	-	-	-	203	349
Services <sup>2</sup>	-	-	3	373	-	-	-	376	20
Trade <sup>3</sup>	-	-	5	3,112	-	-	-	3,117	1,325
Transport and storage	-	-	3	509	-	-	-	512	166
Utilities <sup>4</sup>	12	-	-	665	-	-	-	677	202
Retail lending	-	-	543	28	-	-	-	571	30
Other	-	-	9	37	-	-	-	46	3
<b>Total other overseas</b>	<b>6,692</b>	<b>748</b>	<b>600</b>	<b>11,861</b>	<b>277</b>	-	-	<b>20,178</b>	<b>10,262</b>
<b>Other risk concentrations</b>									
Amounts due from financial institutions								5,483	
Regulatory deposits								1,389	
<b>Total gross credit risk</b>	<b>44,324</b>	<b>32,009</b>	<b>367,786</b>	<b>140,407</b>	<b>41,307</b>	-	-	<b>632,705</b>	<b>157,290</b>

<sup>1</sup> Derivatives give rise to credit risk where there is a positive current fair value. Credit derivatives also expose the writer of the contract to the risk of default of the referenced entity. See Note 21 for further details regarding credit derivative exposures.

<sup>2</sup> Services include education, health and community services, cultural and recreational services and personal and other services.

<sup>3</sup> Trade includes wholesale trade and retail trade.

<sup>4</sup> Utilities include electricity, gas and water and communication services.

### 22.2.6 Credit quality of financial assets

The tables below segregate the financial assets of the Group and Parent Entity between financial assets that are neither past due nor impaired, past due but not impaired and impaired. Non-financial assets of the Group and Parent Entity are excluded from the tables below and therefore the total will not reconcile to total assets on the balance sheets.

An asset is considered to be past due when any payment under the contractual terms has been missed. The amount included as past due is the entire contractual balance, rather than the overdue portion. The breakdown in the tables below does not always align with the underlying basis by which credit risk is managed within Westpac.

# Notes to the financial statements

## Note 22. Financial risk (continued)

Financial assets of the Group at 30 September can be disaggregated as follows:

Consolidated 2015	Neither Past Due Nor Impaired	Past Due But Not Impaired	Impaired	Total	Impairment Provision	Total Carrying Value
\$m						
Cash and balances with central banks	14,770	-	-	14,770	-	14,770
Receivables due from other financial institutions	9,583	-	-	9,583	-	9,583
Trading securities and financial assets designated at fair value	27,454	-	-	27,454	-	27,454
Derivative financial instruments	48,173	-	-	48,173	-	48,173
Available-for-sale securities	54,833	-	-	54,833	-	54,833
Loans:						
Loans – housing and personal	426,731	14,439	497	441,667	(1,197)	440,470
Loans – business	179,809	3,470	1,398	184,677	(1,831)	182,846
Life insurance assets	13,121	4	-	13,125	-	13,125
Regulatory deposits with central banks overseas	1,309	-	-	1,309	-	1,309
Other financial assets	3,041	33	3	3,077	-	3,077
<b>Total</b>	<b>778,824</b>	<b>17,946</b>	<b>1,898</b>	<b>798,668</b>	<b>(3,028)</b>	<b>795,640</b>

Consolidated 2014	Neither Past Due Nor Impaired	Past Due But Not Impaired	Impaired	Total	Impairment Provision	Total Carrying Value
\$m						
Cash and balances with central banks	25,760	-	-	25,760	-	25,760
Receivables due from other financial institutions	7,424	-	-	7,424	-	7,424
Trading securities and financial assets designated at fair value	45,908	-	1	45,909	-	45,909
Derivative financial instruments	41,404	-	-	41,404	-	41,404
Available-for-sale securities	36,024	-	-	36,024	-	36,024
Loans:						
Loans – housing and personal	397,583	14,649	468	412,700	(1,117)	411,583
Loans – business	165,458	3,486	1,872	170,816	(2,056)	168,760
Life insurance assets	11,002	5	-	11,007	-	11,007
Regulatory deposits with central banks overseas	1,528	-	-	1,528	-	1,528
Other financial assets	5,049	39	5	5,093	-	5,093
<b>Total</b>	<b>737,140</b>	<b>18,179</b>	<b>2,346</b>	<b>757,665</b>	<b>(3,173)</b>	<b>754,492</b>

Financial assets of the Parent Entity at 30 September can be disaggregated as follows:

Parent Entity 2015	Neither Past Due Nor Impaired	Past Due But Not Impaired	Impaired	Total	Impairment Provision	Total Carrying Value
\$m						
Cash and balances with central banks	13,372	-	-	13,372	-	13,372
Receivables due from other financial institutions	8,741	-	-	8,741	-	8,741
Trading securities and financial assets designated at fair value	24,896	-	-	24,896	-	24,896
Derivative financial instruments	47,540	-	-	47,540	-	47,540
Available-for-sale securities	50,344	-	-	50,344	-	50,344
Loans:						
Loans – housing and personal	381,795	12,750	364	394,909	(993)	393,916
Loans – business	149,756	2,832	1,051	153,639	(1,480)	152,159
Regulatory deposits with central banks overseas	1,152	-	-	1,152	-	1,152
Due from subsidiaries	145,560	-	-	145,560	-	145,560
Other financial assets	2,429	27	2	2,458	-	2,458
<b>Total</b>	<b>825,585</b>	<b>15,609</b>	<b>1,417</b>	<b>842,611</b>	<b>(2,473)</b>	<b>840,138</b>

## Note 22. Financial risk (continued)

Parent Entity 2014 \$m	Neither Past Due Nor Impaired	Past Due But Not Impaired	Impaired	Total	Impairment Provision	Total Carrying Value
Cash and balances with central banks	23,400	-	-	23,400	-	23,400
Receivables due from other financial institutions	5,483	-	-	5,483	-	5,483
Trading securities and financial assets designated at fair value	44,323	-	1	44,324	-	44,324
Derivative financial instruments	41,307	-	-	41,307	-	41,307
Available-for-sale securities	32,009	-	-	32,009	-	32,009
Loans:						
Loans – housing and personal	354,597	12,809	380	367,786	(889)	366,897
Loans – business	135,897	2,994	1,516	140,407	(1,700)	138,707
Regulatory deposits with central banks overseas	1,389	-	-	1,389	-	1,389
Due from subsidiaries	140,098	-	-	140,098	-	140,098
Other financial assets	4,490	33	4	4,527	-	4,527
<b>Total</b>	<b>782,993</b>	<b>15,836</b>	<b>1,901</b>	<b>800,730</b>	<b>(2,589)</b>	<b>798,141</b>

### 22.2.7 Financial assets that are neither past due nor impaired<sup>1</sup>

The credit quality of financial assets of the Group that are neither past due nor impaired have been assessed by reference to the credit risk rating system adopted internally:

Consolidated \$m	2015				2014			
	Strong	Good/ Satisfactory	Weak	Total	Strong	Good/ Satisfactory	Weak	Total
Cash and balances with central banks	14,770	-	-	14,770	25,760	-	-	25,760
Receivables due from other financial institutions	9,583	-	-	9,583	7,380	44	-	7,424
Trading securities and financial assets designated at fair value	27,325	127	2	27,454	45,684	222	2	45,908
Derivative financial instruments	47,137	927	109	48,173	40,105	1,253	46	41,404
Available-for-sale securities	53,951	861	21	54,833	35,355	652	17	36,024
Loans:								
Loans – housing and personal	317,870	107,349	1,512	426,731	312,648	83,672	1,263	397,583
Loans – business	83,938	92,020	3,851	179,809	74,323	86,438	4,697	165,458
Life insurance assets <sup>2</sup>	13,073	48	-	13,121	10,934	68	-	11,002
Regulatory deposits with central banks overseas	1,042	163	104	1,309	1,303	142	83	1,528
Other financial assets <sup>3</sup>	2,666	365	10	3,041	4,665	371	13	5,049
<b>Total financial assets</b>	<b>571,355</b>	<b>201,860</b>	<b>5,609</b>	<b>778,824</b>	<b>558,157</b>	<b>172,862</b>	<b>6,121</b>	<b>737,140</b>

<sup>1</sup> The classification of mortgage exposures into risk categories was updated over the year following the implementation of new risk scoring models.

<sup>2</sup> Life insurance assets include \$6,480 million (2014: \$8,951 million) of unit linked investment contract assets and \$191 million (2014: \$170 million) of unrated investments in managed schemes and mortgages. The Group has no direct exposure to unit linked investments as the liability to policy holders is directly linked to the performance of these assets. The investments in managed schemes and mortgages are predominantly managed by the BT Financial Group.

<sup>3</sup> Other financial assets includes accrued interest of \$1,108 million (2014: \$1,214 million) which is allocated to the relevant credit quality classifications in proportion to the loan balances to which it relates. Securities sold not yet delivered of \$740 million (2014: \$2,768 million) is also included in this balance which is allocated proportionately based on the trading securities balance classifications.

# Notes to the financial statements

## Note 22. Financial risk (continued)

Parent Entity \$m	2015				2014			
	Good/ Satisfactory		Weak	Total	Good/ Satisfactory		Weak	Total
	Strong				Strong			
Cash and balances with central banks	13,372	-	-	13,372	23,400	-	-	23,400
Receivables due from other financial institutions	8,741	-	-	8,741	5,439	44	-	5,483
Trading securities and financial assets designated at fair value	24,781	113	2	24,896	44,134	187	2	44,323
Derivative financial instruments	46,505	926	109	47,540	40,008	1,253	46	41,307
Available-for-sale securities	50,301	22	21	50,344	31,974	18	17	32,009
Loans:								
Loans – housing and personal	305,373	75,388	1,034	381,795	298,686	54,892	1,019	354,597
Loans – business	75,366	71,329	3,061	149,756	66,898	65,217	3,782	135,897
Regulatory deposits with central banks overseas	1,042	6	104	1,152	1,300	6	83	1,389
Due from subsidiaries	145,560	-	-	145,560	140,098	-	-	140,098
Other financial assets <sup>1</sup>	2,166	256	7	2,429	4,225	255	10	4,490
<b>Total financial assets</b>	<b>673,207</b>	<b>148,040</b>	<b>4,338</b>	<b>825,585</b>	<b>656,162</b>	<b>121,872</b>	<b>4,959</b>	<b>782,993</b>

<sup>1</sup> Other financial assets includes accrued interest of \$927 million (2014: \$1,029 million) which is allocated to the relevant credit quality classifications in proportionate to the loan balances to which it relates. Securities sold not yet delivered of \$725 million (2014: \$2,765 million) is also included in this balance which is allocated proportionately based on the trading securities balance classifications.

The following analysis shows our assessment of the coverage provided by collateral held in support of financial assets that are neither past due nor impaired. The estimated realisable value of collateral held is based on a combination of:

- formal valuations currently held in respect of such collateral; and
- management's assessment of the estimated realisable value of all collateral held given its experience with similar types of assets in similar situations and the circumstances peculiar to the subject collateral.

This analysis also takes into consideration any other relevant knowledge available to management at the time. It is our practice to obtain updated valuations when either management considers that it cannot satisfactorily estimate a realisable value or when it is determined to be necessary to move to a forced sale of the collateral.

In the following table, a financial asset that is neither past due nor impaired is deemed to be 'fully secured' where the ratio of the asset amount to our current estimated net present value of the realisable collateral is less than or equal to 100%. Such assets are deemed to be 'partially secured' when this ratio exceeds 100% but not more than 150%, and 'unsecured' when either no security is held (e.g. can include credit cards, personal loans, and exposure to highly rated corporate entities) or where the secured loan to estimated recoverable value exceeds 150%.

Consolidated %	2015			2014		
	Loans – Housing and Personal	Loans – Business	Total	Loans – Housing and Personal	Loans – Business	Total
Fully secured	96.1	51.3	82.8	95.5	52.3	82.8
Partially secured	1.4	24.8	8.4	1.8	24.5	8.5
Unsecured	2.5	23.9	8.8	2.7	23.2	8.7
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

Parent Entity %	2015			2014		
	Loans – Housing and Personal	Loans – Business	Total	Loans – Housing and Personal	Loans – Business	Total
Fully secured	97.5	51.5	84.6	97.3	52.5	84.9
Partially secured	0.3	23.7	6.9	0.4	23.5	6.8
Unsecured	2.2	24.8	8.5	2.3	24.0	8.3
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

## Note 22. Financial risk (continued)

### 22.2.8 Financial assets that are past due, but not impaired

An age analysis of financial assets that are past due, but not impaired is set out in the following table. For the purposes of this analysis an asset is considered to be past due when any payment under the contractual terms has been missed. The amount included is the entire contractual amount, rather than the overdue amount.

The Group expends considerable effort in monitoring overdue assets. Assets may be overdue for a number of reasons, including late payments or incomplete documentation. Late payment may be influenced by factors such as the holiday periods and the timing of weekends.

Financial assets that were past due, but not impaired can be disaggregated based on days overdue at 30 September as follows:

Consolidated \$m	2015				2014			
	1-5 days	6-89 days	90+ days	Total	1-5 days	6-89 days	90+ days	Total
<b>Loans:</b>								
Loans – housing and personal	3,997	8,867	1,575	14,439	4,253	8,872	1,524	14,649
Loans – business	838	2,151	481	3,470	780	2,274	432	3,486
Life insurance assets	-	4	-	4	-	5	-	5
Other financial assets	9	20	4	33	11	24	4	39
<b>Total</b>	<b>4,844</b>	<b>11,042</b>	<b>2,060</b>	<b>17,946</b>	<b>5,044</b>	<b>11,175</b>	<b>1,960</b>	<b>18,179</b>
<b>Parent Entity</b>								
\$m	1-5 days	6-89 days	90+ days	Total	1-5 days	6-89 days	90+ days	Total
<b>Loans:</b>								
Loans – housing and personal	3,648	7,573	1,529	12,750	3,797	7,557	1,455	12,809
Loans – business	640	1,860	332	2,832	570	2,052	372	2,994
Other financial assets	8	16	3	27	9	20	4	33
<b>Total</b>	<b>4,296</b>	<b>9,449</b>	<b>1,864</b>	<b>15,609</b>	<b>4,376</b>	<b>9,629</b>	<b>1,831</b>	<b>15,836</b>

The following analysis shows our assessment of the coverage provided by collateral held in support of financial assets that are past due but not impaired. The estimated realisable value of collateral held is based on a combination of:

- formal valuations currently held in respect of such collateral; and
- management's assessment of the estimated realisable value of all collateral held given its experience with similar types of assets in similar situations and the circumstances peculiar to the subject collateral.

This analysis also takes into consideration any other relevant knowledge available to management at the time. It is our practice to obtain updated valuations when either management considers that it cannot satisfactorily estimate a realisable value or when it is determined to be necessary to move to a forced sale of the collateral.

In the following table, a financial asset that is past due but not impaired is deemed to be 'fully secured' where the ratio of the asset amount to our current estimated net present value of the realisable collateral is less than or equal to 100%. Such assets are deemed to be 'partially secured' when this ratio exceeds 100% but not more than 150%, and 'unsecured' when either no security is held (e.g. can include credit cards, personal loans, and exposure to highly rated corporate entities) or where the secured loan to estimated recoverable value exceeds 150%.

Consolidated %	2015				2014			
	Loans – Housing and Personal		Loans – Business		Loans – Housing and Personal		Loans – Business	
	Total	Personal	Total	Business	Total	Personal	Total	Business
Fully secured	92.5	48.6	84.1	48.6	91.2	52.1	83.8	52.1
Partially secured	2.6	27.7	7.4	27.7	3.1	27.2	7.7	27.2
Unsecured	4.9	23.7	8.5	23.7	5.7	20.7	8.5	20.7
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

# Notes to the financial statements

## Note 22. Financial risk (continued)

Parent Entity %	2015			2014		
	Loans – Housing and Personal	Loans – Business	Total	Loans – Housing and Personal	Loans – Business	Total
Fully secured	95.4	47.5	86.8	95.3	51.0	87.0
Partially secured	0.7	26.2	5.3	0.7	27.8	5.8
Unsecured	3.9	26.3	7.9	4.0	21.2	7.2
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

### 22.2.9 Items 90 days past due, or otherwise in default and not impaired

These include financial assets that are:

- currently 90 days or more past due but well secured;
- assets that were, but are no longer 90 days past due however are yet to satisfactorily demonstrate sustained improvement to allow reclassification; and
- other assets in default and not impaired, such as where an order for bankruptcy or similar legal action has been instituted in respect of credit obligations (e.g. appointment of an Administrator or Receiver).

Consolidated \$m	Australia			New Zealand			Other Overseas			Total		
	2015	2014	2013	2015	2014	2013	2015	2014	2013	2015	2014	2013
Gross Amount	2,149	2,134	2,329	130	85	136	13	22	22	2,292	2,241	2,487

### 22.2.10 Impaired loans

#### Financial assets assessed as impaired

The gross amount of impaired loans, along with the provision for impairment, by class of asset at 30 September, is summarised in the tables below:

Consolidated \$m	2015			2014		
	Loans – Housing and Personal	Loans – Business	Total	Loans – Housing and Personal	Loans – Business	Total
<b>Individually impaired</b>						
Gross amount	168	1,287	1,455	202	1,785	1,987
Impairment provision	(88)	(581)	(669)	(96)	(771)	(867)
<b>Carrying amount</b>	<b>80</b>	<b>706</b>	<b>786</b>	<b>106</b>	<b>1,014</b>	<b>1,120</b>
<b>Collectively impaired</b>						
Gross amount	329	111	440	266	87	353
Impairment provision	(178)	(30)	(208)	(150)	(30)	(180)
<b>Carrying amount</b>	<b>151</b>	<b>81</b>	<b>232</b>	<b>116</b>	<b>57</b>	<b>173</b>
Total gross amount	497	1,398	1,895	468	1,872	2,340
Total impairment provision	(266)	(611)	(877)	(246)	(801)	(1,047)
<b>Total carrying amount</b>	<b>231</b>	<b>787</b>	<b>1,018</b>	<b>222</b>	<b>1,071</b>	<b>1,293</b>

Parent Entity \$m	2015			2014		
	Loans – Housing and Personal	Loans – Business	Total	Loans – Housing and Personal	Loans – Business	Total
<b>Individually impaired</b>						
Gross amount	110	946	1,056	153	1,430	1,583
Impairment provision	(64)	(479)	(543)	(72)	(647)	(719)
<b>Carrying amount</b>	<b>46</b>	<b>467</b>	<b>513</b>	<b>81</b>	<b>783</b>	<b>864</b>
<b>Collectively impaired</b>						
Gross amount	254	105	359	227	86	313
Impairment provision	(141)	(28)	(169)	(127)	(24)	(151)
<b>Carrying amount</b>	<b>113</b>	<b>77</b>	<b>190</b>	<b>100</b>	<b>62</b>	<b>162</b>
Total gross amount	364	1,051	1,415	380	1,516	1,896
Total impairment provision	(205)	(507)	(712)	(199)	(671)	(870)
<b>Total carrying amount</b>	<b>159</b>	<b>544</b>	<b>703</b>	<b>181</b>	<b>845</b>	<b>1,026</b>

## Note 22. Financial risk (continued)

The following analysis shows our assessment of the coverage provided by collateral held in support of impaired financial assets. The estimated realisable value of collateral held is based on a combination of:

- formal valuations currently held in respect of such collateral; and
- management's assessment of the estimated realisable value of all collateral held given its experience with similar types of assets in similar situations and the circumstances peculiar to the subject collateral.

This analysis also takes into consideration any other relevant knowledge available to management at the time. It is our practice to obtain updated valuations when either management considers that it cannot satisfactorily estimate a realisable value or when it is determined to be necessary to move to a forced sale of the collateral.

In the following table, an individually impaired financial asset is deemed to be 'fully secured' where the ratio of the impaired asset amount to our current estimated net present value of realisable collateral is less than or equal to 100%. Such assets are deemed to be 'partially secured' when this ratio exceeds 100% but not more than 150%, and 'unsecured' when either no security is held (e.g. can include credit cards, personal loans and exposure to corporate entities) or where the secured loan to recoverable value exceeds 150%.

Consolidated %	2015			2014				
	Loans – Housing and Personal		Loans – Business	Total	Loans – Housing and Personal		Loans – Business	Total
	Fully secured	59.2	23.2	32.6	Partially secured	61.1	25.1	32.3
Partially secured		16.3	34.8	29.9		10.9	24.8	22.0
Unsecured		24.5	42.0	37.5		28.0	50.1	45.7
<b>Total</b>		<b>100.0</b>	<b>100.0</b>	<b>100.0</b>		<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

Parent Entity %	2015			2014				
	Loans – Housing and Personal		Loans – Business	Total	Loans – Housing and Personal		Loans – Business	Total
	Fully secured	67.6	17.3	30.2	Partially secured	66.2	25.9	33.6
Partially secured		6.9	34.7	27.6		8.6	23.3	20.5
Unsecured		25.5	48.0	42.2		25.2	50.8	45.9
<b>Total</b>		<b>100.0</b>	<b>100.0</b>	<b>100.0</b>		<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

Impaired loans comprise non-performing loans, overdrafts, personal loans, revolving credit facilities greater than 90 days past due and restructured loans.

### **Non-performing loans**

Non-performing loans are loans with an impaired internal risk grade, excluding restructured assets. These were attributed to the following geographical segments:

Consolidated \$m	Australia			New Zealand			Other Overseas			Total		
	2015	2014	2013	2015	2014	2013	2015	2014	2013	2015	2014	2013
Gross amount	1,220	1,580	2,574	348	397	586	25	53	89	1,593	2,030	3,249
Impairment provision	(572)	(697)	(1,099)	(104)	(130)	(210)	(13)	(35)	(54)	(689)	(862)	(1,363)
<b>Net</b>	<b>648</b>	<b>883</b>	<b>1,475</b>	<b>244</b>	<b>267</b>	<b>376</b>	<b>12</b>	<b>18</b>	<b>35</b>	<b>904</b>	<b>1,168</b>	<b>1,886</b>

### **Overdrafts, personal loans and revolving credit facilities greater than 90 days past due**

Overdrafts, personal loans and revolving credit facilities greater than 90 days past due for the Group were attributed to the following geographical segments:

Consolidated \$m	Australia			New Zealand			Other Overseas			Total		
	2015	2014	2013	2015	2014	2013	2015	2014	2013	2015	2014	2013
Gross amount	252	203	181	10	13	14	1	1	-	263	217	195
Impairment provision	(164)	(132)	(126)	(7)	(9)	(9)	(1)	-	-	(172)	(141)	(135)
<b>Net</b>	<b>88</b>	<b>71</b>	<b>55</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>-</b>	<b>1</b>	<b>-</b>	<b>91</b>	<b>76</b>	<b>60</b>

# Notes to the financial statements

## Note 22. Financial risk (continued)

### **Restructured financial assets**

Assets are deemed to be restructured financial assets when 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.

Restructured financial assets for the Group were attributed to the following geographical segments:

Consolidated \$m	Australia			New Zealand			Other Overseas			Total		
	2015	2014	2013	2015	2014	2013	2015	2014	2013	2015	2014	2013
Gross amount	22	34	34	17	-	-	-	59	122	39	93	156
Impairment provision	(12)	(23)	(23)	(4)	-	-	-	(21)	(33)	(16)	(44)	(56)
<b>Net</b>	<b>10</b>	<b>11</b>	<b>11</b>	<b>13</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>38</b>	<b>89</b>	<b>23</b>	<b>49</b>	<b>100</b>

Restructured financial assets of the Parent Entity as at 30 September were:

Parent Entity		2015	2014
\$m			
Gross amount		22	92
Impairment provision		(12)	(44)
<b>Net</b>		<b>10</b>	<b>48</b>

The following table summarises the interest received and forgone on impaired and restructured financial assets:

Consolidated 2015		Australia	Overseas	Total
\$m				
Interest received		8	14	22
Interest forgone		98	4	102

### **22.3 Funding and liquidity risk management**

Liquidity risk is the risk that the Group will be unable to fund assets and meet obligations as they become due. This risk could potentially arise as a result of:

- an inability to meet both expected and unexpected current and future cashflows and collateral needs without affecting either daily operations or the financial condition of the bank; and/or
- inadequate market depth or market disruption impacting the ability to offset or eliminate a position at the market price.

The Group has a liquidity risk management framework designed with the objective of meeting cash flow obligations under a wide range of market conditions, including name specific and market-wide stress scenarios as well as meeting the regulatory requirements of the Liquidity Coverage Ratio ("LCR").

The annual review of the liquidity risk management framework encompasses the funding scenarios modelled, the modelling approach, wholesale funding capacity, limit determination and minimum holdings of liquid assets. The liquidity risk management framework is reviewed by ALCO prior to approval by the BRCC.

Responsibility for managing the Group's liquidity and funding positions in accordance with the Group's Liquidity Risk Management Framework is delegated to Treasury, under the oversight of ALCO. Daily liquidity risk reports are circulated to, and reviewed by, local and senior staff in both Treasury and the Liquidity Risk team. Liquidity reports are presented to ALCO monthly and to the BRCC quarterly.

Treasury is responsible for monitoring and managing our funding base so that it is prudently maintained, stable and adequately diversified. Treasury undertakes an annual funding review that outlines the funding strategy for the coming year. This review encompasses trends in global markets, peer analysis, wholesale funding capacity, expected funding requirements and a funding risk analysis. This strategy is continuously reviewed to take account of changing market conditions, investor sentiment and estimations of asset and liability growth rates. The annual funding strategy is reviewed and supported by ALCO prior to approval by the BRCC.

Treasury maintains a contingency funding plan that details the broad actions to be taken in response to severe disruptions in our ability to fund some or all of our activities in a timely manner and at a reasonable cost. This document defines a committee of senior executives to manage a crisis and allocates responsibility to individuals for key tasks. The plan is reviewed and approved by ALCO and is aligned with Westpac's broader Liquidity Crisis Management Policy which is approved annually by the BRCC.

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## Note 22. Financial risk (continued)

### 22.3.1 Liquidity modelling

As required under APRA's liquidity prudential standard, the Group maintains a 'going concern' model with reports issued and reviewed on a daily basis. Under the 'going concern' model wholesale debt maturities are added to planned net asset growth to provide an estimate of the wholesale funding task across a range of time horizons. Maturity concentrations are measured against a Board approved limit structure; with limits, set at intervals from one week to 15 months.

Stress testing is carried out to assess Westpac's ability to meet cash flow obligations under a range of market conditions, including name specific and market wide stress scenarios. These scenarios inform liquidity limits and strategic planning.

The LCR requires banks to hold sufficient high-quality liquid assets, as defined, to withstand 30 days under a regulator-defined acute stress scenario. The LCR came into effect on 1 January 2015. Westpac maintains a buffer over the regulatory minimum of 100%. The Group's LCR as at 30 September 2015, including the Committed Liquidity Facility (CLF) of \$66 billion, was 121% and the average monthly LCR for the quarter ending 30 September 2015 was 121%.

### 22.3.2 Sources of liquidity

Sources of liquidity are regularly reviewed to maintain a wide diversification by currency, geography, product and term. Sources include, but are not limited to:

- deposits;
- debt issues;
- proceeds from sale of marketable securities;
- repurchase agreements with central banks;
- principal repayments on loans;
- interest income; and
- fee income.

#### **Wholesale funding**

The Group monitors the composition and stability of its funding so that it remains within the Group's funding risk appetite. This includes targeting a Stable Funding Ratio (SFR) of greater than 75%. Stable funding includes customer deposits, wholesale term funding with residual maturity greater than 12 months, securitisation and equity.

In 2015, the Group continued to focus on funding asset growth through stable sources, ending the year with the Stable Funding Ratio at 83.8%, up 68bps from 30 September 2014.

The Group's overall funding composition was relatively unchanged, with customer deposits representing 59.3% of the Group's total funding at 30 September 2015 (30 September 2014: 60.2%), a further 1.7% from securitisation (30 September 2014: 1.7%), 15.4% from long term funding with a residual maturity greater than one year (30 September 2014: 14.2%) and 7.4% from equity (30 September 2014: 7.1%).

At 30 September 2015, the Group had \$116.6 billion of wholesale funding with a residual maturity within one year representing 16.2% of the Group's total funding (30 September 2014: 16.8%). This short term funding has a weighted average maturity of 130 days and is more than covered by the \$135.6 billion of repo-eligible liquid assets held by the Group.

Maintaining a diverse funding base with the capacity and flexibility to access a wide range of funding markets, debt investors, currencies and products is an important part of managing liquidity risk.

In 2015, the Group raised \$31.3 billion of term wholesale funding with a weighted average maturity of 4.9 years (excluding securitisation).

The Group executed benchmark senior bond trades in US\$ and A\$, benchmark covered bond trades in Euro and US\$, RMBS transactions and an auto ABS transaction in A\$, as well as smaller senior bond trades in Swiss Franc and Sterling. Westpac is the only major Australian bank with an active Auto ABS capability, the only Australian bank with access to the US SEC registered market and a regular issuer of RMBS. The Group took advantage of these capabilities in 2015.

New term issuance also included \$2.2 billion of Basel III compliant Additional Tier 1 and Tier 2 capital during the year.

Borrowings and outstandings from existing debt programs and issuing shelves at 30 September 2015 can be found in various notes to the financial statements including Note 16, Note 17, Note 19 and Note 20.

# Notes to the financial statements

## Note 22. Financial risk (continued)

### Credit ratings

As at 30 September 2015 the Parent Entity's credit ratings were:

2015	Short-term	Long-term	Outlook
Standard & Poor's	A-1+	AA-	Stable
Moody's Investors Services	P-1	Aa2	Stable
Fitch Ratings	F1+	AA-	Stable

As of 30 September 2015, approximately 33% of the Group's total funding originated from wholesale funding markets, principally in Australia, the United States, Europe and Japan. Investors in these markets have historically relied significantly upon credit ratings issued by independent credit rating organisations in making their investment decisions. If Westpac's credit ratings were to be lowered from current levels, the Group's borrowing costs and capacity may be adversely affected. A downgrade in Westpac's credit ratings from current levels is likely to require the Group to pay higher interest rates than we do currently on our wholesale borrowings. This would increase the Group's funding costs and could reduce net interest margins. In addition, the Group's borrowing capacity could be diminished, which may adversely affect the Group's ability to fund the growth of our balance sheet or reduce our liquidity.

A credit rating is not a recommendation to buy, sell or hold Westpac securities. Such ratings are subject to revision or withdrawal at any time by the assigning rating agency. Investors are cautioned to evaluate each rating independently of any other rating.

### Liquid assets

Treasury holds a portfolio of high-quality liquid assets as a buffer against unforeseen funding requirements. These assets are eligible for repurchase agreements with the Reserve Bank of Australia or another central bank and are held in cash, Government, State Government and highly rated investment grade paper. The level of liquid asset holdings is reviewed frequently and is consistent with both the requirements of the balance sheet and market conditions.

Liquid assets that qualify as eligible collateral for repurchase agreements with an applicable central bank (including internal securitisation) have increased by \$1.2 billion to \$135.6 billion over the last 12 months.

Given the limited amount of government debt in Australia, the Reserve Bank of Australia (RBA), jointly with the Australian Prudential Regulation Authority (APRA), has made available to Australian Deposit-taking Institutions (ADIs) a CLF that subject to satisfaction of qualifying conditions, can be accessed to help meet the LCR requirement. In order to access the CLF, ADIs are required to pay a fee of 15 basis points (0.15%) per annum to the RBA on the approved facility. Westpac has received approval from APRA for a CLF of \$58.6 billion for the 2016 calendar year (2015: \$66.0 billion).

A summary of liquid asset holdings is as follows:

\$m	2015		2014	
	Actual	Average	Actual	Average
Cash	14,375	18,159	22,497	19,017
Receivables due from other financial institutions	11	355	655	1,090
Trading securities and financial assets designated at fair value	10,968	16,898	18,272	24,317
Available-for-sale securities	52,815	43,098	34,205	31,097
Loans <sup>1</sup>	57,249	61,111	58,448	55,650
Regulatory deposits with central banks	201	269	368	449
<b>Total liquid assets</b>	<b>135,619</b>	<b>139,890</b>	<b>134,445</b>	<b>131,620</b>

<sup>1</sup> Loans are self-originated AAA rated mortgage backed securities which are eligible for repurchase with the Reserve Bank of Australia and Reserve Bank of New Zealand.

### 22.3.3 Contractual maturity of financial liabilities

The tables below present cash flows associated with financial liabilities including derivative liabilities, payable at the balance sheet date, by remaining contractual maturity. The amounts disclosed in the table are the contractual undiscounted cash flows, whereas the Group manages inherent liquidity risk based on expected cash flows.

Cash flows associated with financial liabilities include both principal payments as well as fixed or variable interest payments incorporated into the relevant coupon period. Principal payments reflect the earliest contractual maturity date. Derivative liabilities designed for hedging purposes are expected to be held for their remaining contractual lives, and reflect gross cash flows derived as the fixed rate and/or the expected variable rate applied to the notional principal over the remaining contractual term and where relevant includes the receipt and payment of the notional amount under the contract.

Foreign exchange obligations have been translated to Australian dollars using the closing spot rates at the end of the financial year.

## Note 22. Financial risk (continued)

The balances in the tables below will not necessarily agree to amounts presented on the face of the balance sheet as amounts in the table incorporate cash flows on an undiscounted basis and include both principal and associated future interest payments.

Other financial liabilities at fair value through income statement are not all managed for liquidity purposes on the basis of their contractual maturity. The liabilities that we manage based on their contractual maturity are presented on a contractual undiscounted basis in the tables below:

Consolidated 2015 \$m	Up to 1 Month	Over 1 Month to 3 Months	Over 3 Months to 1 Year	Over 1 Year to 5 Years	Over 5 Years	Total
<b>Liabilities</b>						
Payables due to other financial institutions	14,941	2,331	1,221	349	-	18,842
Deposits and other borrowings	306,518	78,744	79,312	12,998	233	477,805
Other financial liabilities at fair value through income statement	5,941	2,250	251	432	372	9,246
Derivative financial instruments:						
Held for trading	43,475	-	-	-	-	43,475
Held for hedging purposes (net settled)	129	221	1,050	2,743	333	4,476
Held for hedging purposes (gross settled):						
Cash outflow	3,687	4,152	5,621	2,466	992	16,918
Cash inflow	(3,580)	(3,965)	(5,393)	(2,197)	(977)	(16,112)
Debt issues	5,369	12,930	49,385	98,791	13,750	180,225
Other financial liabilities	1,289	563	2,533	-	-	4,385
<b>Total liabilities excluding loan capital</b>	<b>377,769</b>	<b>97,226</b>	<b>133,980</b>	<b>115,582</b>	<b>14,703</b>	<b>739,260</b>
Loan capital <sup>1</sup>	5,795	169	740	6,573	1,484	14,761
<b>Total undiscounted financial liabilities</b>	<b>383,564</b>	<b>97,395</b>	<b>134,720</b>	<b>122,155</b>	<b>16,187</b>	<b>754,021</b>
<b>Total contingent liabilities and commitments</b>						
Commitments to extend credit	174,391	-	-	-	-	174,391
Other commitments	184	-	-	-	-	184
<b>Total undiscounted contingent liabilities and commitments</b>	<b>174,575</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>174,575</b>

<sup>1</sup> Where the terms of loan capital instruments include contingent settlement clauses, amounts due have been disclosed as up to one month.

Consolidated 2014 \$m	Up to 1 Month	Over 1 Month to 3 Months	Over 3 Months to 1 Year	Over 1 Year to 5 Years	Over 5 Years	Total
<b>Liabilities</b>						
Payables due to other financial institutions	14,716	2,865	859	242	-	18,682
Deposits and other borrowings	290,569	79,225	79,770	15,145	377	465,086
Other financial liabilities at fair value through income statement	17,811	1,436	-	-	-	19,247
Derivative financial instruments:						
Held for trading <sup>1</sup>	34,225	-	-	-	-	34,225
Held for hedging purposes (net settled)	103	154	456	1,945	316	2,974
Held for hedging purposes (gross settled):						
Cash outflow <sup>1</sup>	113	4,304	3,853	19,926	2,103	30,299
Cash inflow	(80)	(3,899)	(3,314)	(17,405)	(1,888)	(26,586)
Debt issues	2,751	10,710	47,730	81,488	20,758	163,437
Other financial liabilities	1,395	462	2,078	-	-	3,935
<b>Total liabilities excluding loan capital</b>	<b>361,603</b>	<b>95,257</b>	<b>131,432</b>	<b>101,341</b>	<b>21,666</b>	<b>711,299</b>
Loan capital <sup>2</sup>	3,897	64	218	7,087	599	11,865
<b>Total undiscounted financial liabilities</b>	<b>365,500</b>	<b>95,321</b>	<b>131,650</b>	<b>108,428</b>	<b>22,265</b>	<b>723,164</b>
<b>Total contingent liabilities and commitments</b>						
Commitments to extend credit	159,131	-	-	-	-	159,131
Other commitments	763	-	-	-	-	763
<b>Total undiscounted contingent liabilities and commitments</b>	<b>159,894</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>159,894</b>

<sup>1</sup> Comparatives have been revised to improve comparability.

<sup>2</sup> Where the terms of loan capital instruments include contingent settlement clauses, amounts due have been disclosed as up to one month.

# Notes to the financial statements

## Note 22. Financial risk (continued)

Parent Entity 2015 \$m	Up to 1 Month	Over 1 Month to 3 Months	Over 3 Months to 1 Year	Over 1 Year to 5 Years	Over 5 Years	Total
<b>Liabilities</b>						
Payables due to other financial institutions	14,490	2,332	1,221	201	-	18,244
Deposits and other borrowings	279,413	66,983	69,461	11,183	233	427,273
Other financial liabilities at fair value through income statement	5,941	2,250	251	432	372	9,246
Derivative financial instruments:						
Held for trading	43,917	-	-	-	-	43,917
Held for hedging purposes (net settled)	109	192	801	2,431	324	3,857
Held for hedging purposes (gross settled):						
Cash outflow	3,631	3,586	5,511	778	176	13,682
Cash inflow	(3,526)	(3,444)	(5,306)	(745)	(169)	(13,190)
Debt issues	4,817	10,568	42,765	83,412	10,683	152,245
Due to subsidiaries	144,650	-	-	-	-	144,650
Other financial liabilities	1,243	491	2,210	-	-	3,944
<b>Total liabilities excluding loan capital</b>	<b>494,685</b>	<b>82,958</b>	<b>116,914</b>	<b>97,692</b>	<b>11,619</b>	<b>803,868</b>
Loan capital <sup>1</sup>	5,795	169	740	6,573	1,484	14,761
<b>Total undiscounted financial liabilities</b>	<b>500,480</b>	<b>83,127</b>	<b>117,654</b>	<b>104,265</b>	<b>13,103</b>	<b>818,629</b>
<b>Total contingent liabilities and commitments</b>						
Commitments to extend credit	154,375	-	-	-	-	154,375
Other commitments	184	-	-	-	-	184
<b>Total undiscounted contingent liabilities and commitments</b>	<b>154,559</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>154,559</b>

<sup>1</sup> Where the terms of loan capital instruments include contingent settlement clauses, amounts due have been disclosed as up to one month.

Parent Entity 2014 \$m	Up to 1 Month	Over 1 Month to 3 Months	Over 3 Months to 1 Year	Over 1 Year to 5 Years	Over 5 Years	Total
<b>Liabilities</b>						
Payables due to other financial institutions	14,526	2,865	859	207	-	18,457
Deposits and other borrowings	263,657	71,248	69,240	13,222	377	417,744
Other financial liabilities at fair value through income statement	17,811	1,436	-	-	-	19,247
Derivative financial instruments:						
Held for trading <sup>1</sup>	34,403	-	-	-	-	34,403
Held for hedging purposes (net settled)	86	132	426	1,862	308	2,814
Held for hedging purposes (gross settled):						
Cash outflow <sup>1</sup>	49	4,413	2,467	10,746	1,796	19,471
Cash inflow	(28)	(3,748)	(1,958)	(8,950)	(1,600)	(16,284)
Debt issues	1,676	8,669	44,071	67,528	14,440	136,384
Due to Subsidiaries	135,066	-	-	-	-	135,066
Other financial liabilities	1,248	381	1,715	-	-	3,344
<b>Total liabilities excluding loan capital</b>	<b>468,494</b>	<b>85,396</b>	<b>116,820</b>	<b>84,615</b>	<b>15,321</b>	<b>770,646</b>
Loan capital <sup>2</sup>	3,897	64	218	7,087	599	11,865
<b>Total undiscounted financial liabilities</b>	<b>472,391</b>	<b>85,460</b>	<b>117,038</b>	<b>91,702</b>	<b>15,920</b>	<b>782,511</b>
<b>Total contingent liabilities and commitments</b>						
Commitments to extend credit	140,909	-	-	-	-	140,909
Other commitments	763	-	-	-	-	763
<b>Total undiscounted contingent liabilities and commitments</b>	<b>141,672</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>141,672</b>

<sup>1</sup> Comparatives have been revised to improve comparability.

<sup>2</sup> Where the terms of loan capital instruments include contingent settlement clauses, amounts due have been disclosed as up to one month.

## Note 22. Financial risk (continued)

### 22.3.4 Expected maturity

The tables below present the balance sheet based on expected maturity dates based on historical behaviours. The liability balances in the following tables will not agree to the contractual maturity tables (22.3.3 Contractual maturity of financial liabilities) due to the analysis below being based on expected rather than contractual maturities, the impact of discounting and the exclusion of interest accruals beyond the reporting period. Included in the tables below are equity securities classified as trading securities, available-for-sale investments and life insurance assets that have no specific maturity. These assets have been classified based on the expected period of disposal. Deposits are presented in the following table, on a contractual basis, however as part of our normal banking operations we would expect a large proportion of these balances to be retained.

Consolidated 2015 \$m	Due within 12 Months	Greater than 12 Months	Total
<b>Assets</b>			
Cash and balances with central banks	14,770	-	14,770
Receivables due from other financial institutions	9,583	-	9,583
Trading securities and financial assets designated at fair value	19,613	7,841	27,454
Derivative financial instruments	36,479	11,694	48,173
Available-for-sale securities	13,687	41,146	54,833
Loans (net of provisions)	86,049	537,267	623,316
Life insurance assets	6,730	6,395	13,125
Regulatory deposits with central banks overseas	1,309	-	1,309
Investments in associates	-	756	756
All other assets	5,608	13,229	18,837
<b>Total assets</b>	<b>193,828</b>	<b>618,328</b>	<b>812,156</b>
<b>Liabilities</b>			
Payables due to other financial institutions	18,437	294	18,731
Deposits and other borrowings	463,473	11,855	475,328
Other financial liabilities at fair value through income statement	9,226	-	9,226
Derivative financial instruments	33,511	14,793	48,304
Debt issues	62,076	108,978	171,054
Life insurance liabilities	770	10,789	11,559
All other liabilities	9,375	824	10,199
<b>Total liabilities excluding loan capital</b>	<b>596,868</b>	<b>147,533</b>	<b>744,401</b>
Loan capital	1,446	12,394	13,840
<b>Total liabilities</b>	<b>598,314</b>	<b>159,927</b>	<b>758,241</b>
<b>Net assets/(net liabilities)</b>	<b>(404,486)</b>	<b>458,401</b>	<b>53,915</b>

# Notes to the financial statements

## Note 22. Financial risk (continued)

Consolidated 2014 \$m	Due within 12 Months	Greater than 12 Months	Total
<b>Assets</b>			
Cash and balances with central banks	25,760	-	25,760
Receivables due from other financial institutions	7,424	-	7,424
Trading securities and financial assets designated at fair value	31,234	14,675	45,909
Derivative financial instruments	32,248	9,156	41,404
Available-for-sale securities	2,101	33,923	36,024
Loans (net of provisions)	83,089	497,254	580,343
Life insurance assets	2,518	8,489	11,007
Regulatory deposits with central banks overseas	529	999	1,528
All other assets	6,278	15,165	21,443
<b>Total assets</b>	<b>191,181</b>	<b>579,661</b>	<b>770,842</b>
<b>Liabilities</b>			
Payables due to other financial institutions	18,394	242	18,636
Deposits and other borrowings	446,099	14,723	460,822
Other financial liabilities at fair value through income statement	19,236	-	19,236
Derivative financial instruments	29,514	10,025	39,539
Debt issues	59,203	93,048	152,251
Life insurance liabilities	8	9,629	9,637
All other liabilities	9,480	1,046	10,526
<b>Total liabilities excluding loan capital</b>	<b>581,934</b>	<b>128,713</b>	<b>710,647</b>
Loan capital	-	10,858	10,858
<b>Total liabilities</b>	<b>581,934</b>	<b>139,571</b>	<b>721,505</b>
<b>Net assets/(net liabilities)</b>	<b>(390,753)</b>	<b>440,090</b>	<b>49,337</b>

Parent Entity 2015 \$m	Due within 12 Months	Greater than 12 Months	Total
<b>Assets</b>			
Cash and balances with central banks	13,372	-	13,372
Receivables due from other financial institutions	8,741	-	8,741
Trading securities and financial assets designated at fair value	17,883	7,013	24,896
Derivative financial instruments	36,417	11,123	47,540
Available-for-sale securities	12,138	38,206	50,344
Loans (net of provisions)	70,477	475,598	546,075
Regulatory deposits with central banks overseas	1,152	-	1,152
Due from subsidiaries	145,560	-	145,560
Investments in subsidiaries	-	4,585	4,585
All other assets	4,745	10,546	15,291
<b>Total assets</b>	<b>310,485</b>	<b>547,071</b>	<b>857,556</b>
<b>Liabilities</b>			
Payables due to other financial institutions	17,987	146	18,133
Deposits and other borrowings	415,334	10,175	425,509
Other financial liabilities at fair value through income statement	9,226	-	9,226
Derivative financial instruments	33,457	14,593	48,050
Debt issues	56,002	88,713	144,715
Due to subsidiaries	143,885	-	143,885
All other liabilities	7,539	744	8,283
<b>Total liabilities excluding loan capital</b>	<b>683,430</b>	<b>114,371</b>	<b>797,801</b>
Loan capital	1,446	12,394	13,840
<b>Total liabilities</b>	<b>684,876</b>	<b>126,765</b>	<b>811,641</b>
<b>Net assets/(net liabilities)</b>	<b>(374,391)</b>	<b>420,306</b>	<b>45,915</b>

## Note 22. Financial risk (continued)

Parent Entity 2014 \$m	Due within 12 Months	Greater than 12 Months	Total
<b>Assets</b>			
Cash and balances with central banks	23,400	-	23,400
Receivables due from other financial institutions	5,483	-	5,483
Trading securities and financial assets designated at fair value	29,989	14,335	44,324
Derivative financial instruments	32,219	9,088	41,307
Available-for-sale securities	743	31,266	32,009
Loans (net of provisions)	67,949	437,655	505,604
Regulatory deposits with central banks overseas	389	1,000	1,389
Due from subsidiaries	140,098	-	140,098
Investments in subsidiaries	-	4,687	4,687
All other assets	5,349	11,818	17,167
<b>Total assets</b>	<b>305,619</b>	<b>509,849</b>	<b>815,468</b>
<b>Liabilities</b>			
Payables due to other financial institutions	18,204	207	18,411
Deposits and other borrowings	401,236	12,947	414,183
Other financial liabilities at fair value through income statement	19,155	-	19,155
Derivative financial instruments	29,451	9,690	39,141
Debt issues	52,802	75,044	127,846
Due to subsidiaries	135,066	-	135,066
All other liabilities	7,478	948	8,426
<b>Total liabilities excluding loan capital</b>	<b>663,392</b>	<b>98,836</b>	<b>762,228</b>
Loan capital	-	10,858	10,858
<b>Total liabilities</b>	<b>663,392</b>	<b>109,694</b>	<b>773,086</b>
<b>Net assets/(net liabilities)</b>	<b>(357,773)</b>	<b>400,155</b>	<b>42,382</b>

### 22.4 Market risk

Market risk is the risk of an adverse impact on earnings resulting from changes in market factors, such as foreign exchange rates, interest rates, commodity prices and equity prices. This includes interest rate risk in the banking book – the risk to interest income from a mismatch between the duration of assets and liabilities that arises in the normal course of business activities.

#### 22.4.1 Traded market risk

##### Approach

Westpac's exposure to traded market risk arises out of the trading activities of Financial Markets and Treasury. These activities are controlled by a Board-approved Market Risk Framework that incorporates a Board-approved Value at Risk (VaR) limit. VaR is the primary mechanism for measuring and controlling market risk. Market risk is managed using VaR and structural risk limits (including volume limits and basis point value limits) in conjunction with scenario analysis and stress testing. Market risk limits are allocated to business managers based upon business strategies and experience, in addition to the consideration of market liquidity and concentration of risks. All trades are fair valued daily, using the appropriate fair value methodology as described in Note 23. Rates that have limited independent sources are reviewed at least on a monthly basis.

Financial Market's trading book activity represents dealings that encompass book running and distribution activity. The types of market risk arising from these activities include interest rate, foreign exchange, commodity, equity price, credit spread and volatility risk.

Treasury's trading activity represents dealings that include the management of interest rate, foreign exchange and credit spread risk associated with wholesale funding, liquid asset portfolios and foreign exchange repatriations.

##### VaR limits

Market risk arising from trading book activities is primarily measured using VaR based on an historical simulation methodology. VaR is the potential loss in earnings from adverse market movements calculated over a one-day time horizon to a 99% confidence level using a minimum of one year of historical data. VaR seeks to take account of all material market variables that may cause a change in the value of the trading portfolio, including interest rates, foreign exchange rates, price changes, volatility and the correlations between these variables.

In addition to the Board approved market risk VaR limit for trading activities, RISKCO has approved separate VaR sub-limits for the trading activities of Financial Markets and Treasury.

# Notes to the financial statements

## Note 22. Financial risk (continued)

### *Backtesting*

Daily backtesting of VaR results is performed to support model integrity. A review of both the potential profit and loss outcomes is also undertaken to monitor any skew created by the historical data.

### *Stress testing*

Daily stress testing against pre-determined scenarios is carried out to analyse potential losses arising from extreme or unexpected movements beyond the 99% confidence level. An escalation framework around selective stress tests has been approved by RISKCO. Stress and scenario tests include historical market movements, those defined by RISKCO or Financial Markets and Treasury Risk (FMTR) and independent scenarios developed by Westpac's economics department.

### *Profit or loss notification framework*

The BRCC has approved a profit or loss notification framework. Included in this framework are levels of escalation in accordance with the size of the profit or loss. Triggers are applied to both a 1-day and a rolling 20-day cumulative total.

### *Risk reporting*

Daily monitoring of current exposure and limit utilisation is conducted independently by the FMTR unit, which monitors market risk exposures against VaR and structural limits. Daily VaR position reports are produced by risk type, by product lines and by geographic region. These are supplemented by structural risk reporting, advice of profit or loss trigger levels and stress testing escalation trigger points. Model accreditation has been granted by APRA to use the internal model for the determination of regulatory capital for the key classes of interest rate (general market), foreign exchange, commodity and equity risks (including specific risk). Under the model, regulatory capital is derived from both the current VaR window (market data is based upon the most recent 12 months of historical data) and a Stressed VaR window (12 months of market data that includes a period of significant financial stress), where these VaR measures are calculated as a 10-day, 99th percentile, one-tailed confidence interval. Specific risk refers to the variations in individual security prices that cannot be explained by general market movements and event and default risk. Interest rate specific risk capital (specific issuer risk) is calculated using the Standard method and is added to the VaR regulatory capital measure.

### *Risk mitigation*

Market risk positions are managed by the trading desks consistent with delegated trading and product authorities. Risks are consolidated into portfolios based on product and risk types. Risk management is carried out by suitably qualified personnel with varying levels of seniority commensurate with the nature and scale of market risks under management.

### *Determination of fair value*

Refer to Note 23 for the basis for determining fair value.

The following controls allow for continuous monitoring of market risk by management:

- trading authorities and responsibilities are clearly delineated at all levels to provide accountability;
- a structured system of limits and reporting of exposures;
- all new products and significant product variations undergo an approval process to confirm business risks have been identified prior to launch;
- models that are used to determine risk or profit or loss for Westpac's financial statements are independently reviewed;
- duties are segregated so that employees involved in the origination, processing and valuation of transactions operate under separate reporting lines, minimising the opportunity for collusion;
- legal counsel approves documentation for compliance with relevant laws and regulations;
- daily profit and loss reviews/attribution; and
- reconciliations.

The table below depicts the aggregate VaR, by risk type, for the year ended 30 September:

Consolidated and Parent Entity \$m	2015			2014			2013		
	High	Low	Average	High	Low	Average	High	Low	Average
Interest rate risk	18.1	7.0	11.4	30.7	6.3	15.6	30.8	9.1	16.7
Foreign exchange risk	11.8	0.5	3.6	7.6	1.2	3.0	5.7	0.5	2.1
Equity risk	0.6	0.1	0.3	0.7	0.1	0.3	0.8	0.1	0.3
Commodity risk <sup>1</sup>	5.7	1.7	3.1	2.9	1.3	2.0	6.1	1.2	2.9
Other market risks <sup>2</sup>	6.7	2.9	4.6	11.3	5.4	9.2	13.0	5.8	7.9
Diversification effect	n/a	n/a	(7.2)	n/a	n/a	(8.2)	n/a	n/a	(10.7)
Net market risk	23.5	9.0	15.8	40.2	9.5	22.0	35.4	12.5	19.2

<sup>1</sup> Includes electricity risk.

<sup>2</sup> Includes prepayment risk and credit spread risk (exposure to movements in generic credit rating bands).

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## Note 22. Financial risk (continued)

### **Commodity, Carbon and Energy trading**

Commodity, Carbon and Energy trading (CCE) activity is part of our Financial Markets business. All trades are marked-to-market daily, using independently sourced or reviewed rates. Rates are compared to Australian Financial Market Association published prices, brokers' quotes, and futures prices as appropriate. Rates that have limited independent sources are reviewed on a regular basis by the WIB Revaluation Committee. The CCE business is managed within market risk structural and VaR limits. Credit risk is controlled by pre-settlement risk limits by counterparty.

CCE trading activities include electricity, gas, oil, emission, agricultural products, base metals and precious metals. These activities involve dealings in swaps, options, swaptions, Asian options and futures. Energy trading also includes Settlement Residue Auctions (SRAs). Carbon trading activities includes Australian, New Zealand and European carbon units and Renewable Energy Certificates (RECs).

CCE also includes the Structured Commodities Finance (SCF) desk which facilitates financing for commodity clients.

The total fair value of commodity, carbon and energy contracts outstanding as at 30 September 2015 was \$151 million (2014: \$14 million).

### **22.4.2 Non-traded market risk**

#### **Approach**

The banking book activities that give rise to market risk include lending activities, balance sheet funding and capital management. Interest rate risk, currency risk and funding and liquidity risk are inherent in these activities. Treasury's Asset and Liability Management (ALM) unit is responsible for managing the interest rate risk arising from these activities.

All material regions, business lines and legal entities are included in Westpac's IRRBB framework.

#### **Asset and Liability Management**

ALM manages the structural interest rate mismatch associated with the transfer priced balance sheet, including the investment of Westpac's capital to its agreed benchmark duration. A key risk management objective is to achieve reasonable stability of net interest income (NII) over time. These activities are overseen by the independent FMTR unit, reviewed by RISKCO and conducted within a risk framework and appetite set down by the BRCC.

Material non-traded interest rate risk is managed in five centres: Sydney manages risk associated with the Australian balance sheet, the Auckland office manages risk associated with the New Zealand balance sheet, the Singapore office manages risk associated with the Asian balance sheet, while New York and London centres manage risk associated with those locations respectively. The risk from these five centres is monitored both at a local and aggregate level.

#### **NII sensitivity**

NII sensitivity is managed in terms of the net interest income-at-risk (NaR) modelled over a three year time horizon using a 99% confidence interval for movements in wholesale market interest rates. The position managed covers the Australian and New Zealand banking books, where the banking book is defined as the entire banking balance sheet less the trading book. A simulation model is used to calculate Westpac's potential NaR. The NII simulation framework combines the underlying balance sheet data with assumptions about run off and new business, expected repricing behaviour and changes in wholesale market interest rates. Simulations using a range of interest rate scenarios are used to provide a series of potential future NII outcomes. The interest rate scenarios modelled include those projected using historical market interest rate volatility as well as 100 and 200 basis point shifts up and down from the current market yield curves in Australia and New Zealand. Additional stressed interest rate scenarios are also considered and modelled.

A comparison between the NII outcomes from these modelled scenarios indicates the sensitivity to interest rate changes.

#### **NaR limit**

The BRCC has approved a NaR limit. This limit is managed by the Group Treasurer and is expressed as a deviation from benchmark hedge levels over a one-year rolling time frame, to a 99% confidence level. This limit is monitored by FMTR.

#### **VaR limit**

The BRCC has also approved a VaR limit for ALM activities. This limit is managed by the Group Treasurer and monitored by FMTR. Additionally, FMTR sets structural risk limits to prevent undue concentration of risk.

#### **Structural foreign exchange risk**

Structural foreign exchange rate risk results from the generation of foreign currency denominated earnings and from the foreign currency capital that we have deployed in offshore branches and subsidiaries with functional currencies other than Australian dollars.

# Notes to the financial statements

## Note 22. Financial risk (continued)

As a result of the requirement to translate earnings and net assets of the foreign operations into our Australian dollar consolidated financial statements, movements in exchange rates could lead to changes in the Australian dollar equivalent of offshore earnings and capital which could introduce variability to our reported financial results. This is referred to as translation risk. In order to minimise this exposure, we manage the foreign exchange rate risk associated with offshore earnings and capital as follows:

- foreign currency denominated earnings that are generated during the current financial year are hedged;
- capital that is defined to be permanently employed in an offshore jurisdiction (for example to meet regulatory or prudential requirements) and which has no fixed term is hedged;
- capital or profits that are denominated in currencies to which we have an immaterial exposure are not hedged; and
- ALCO determines the appropriateness of the foreign exchange earnings hedges and associated limits.

### **Assets held as Available-for-Sale**

Financial assets classified as available-for-sale are subject to market risk which is not captured by the market risk VaR. Regular reviews are performed to substantiate the value of these assets and are regularly reviewed by management. Whilst the fair value of individual securities classified as available-for-sale can fluctuate considerably, the overall impact to the Group is not material.

### **Risk reporting**

IRRBB risk measurement systems and personnel are centralised in Sydney. These include front office product systems, which capture all treasury funding and derivative transactions; the transfer pricing system, which captures all retail transactions in Australia and New Zealand; non-traded VaR systems; and the NII system, which calculates NII and NaR for the Australian and New Zealand balance sheets.

Daily monitoring of current exposure and limit utilisation is conducted independently by FMTR, which monitors market risk exposures against VaR and NaR limits. Reports detailing structural positions and VaR are produced and distributed daily for use by dealers and management across all stakeholder groups. Monthly and quarterly reports are produced for the senior management market risk forums of RISKCO and the BRCC to provide transparency of material market risks and issues.

### **Risk mitigation**

IRRBB stems from the ordinary course of banking activities, including structural interest rate risk (the mismatch between the duration of assets and liabilities) and capital management. Hedging Westpac's exposure to interest rate risk is undertaken using derivatives. The hedge accounting strategy adopted is to utilise a combination of cash flow, fair value and net investment hedge approaches. Some derivatives held for economic hedging purposes do not meet the criteria for hedge accounting as defined under AASB 139 *Financial Instruments: Recognition and Measurement*, and therefore are accounted for in the same way as derivatives held for trading.

The same controls as used to monitor traded market risk allow for the continuous monitoring by management of IRRBB.

### **Value at Risk – IRRBB**

The table below depicts VaR for IRRBB:

\$m	2015				2014			
	As at	High	Low	Average	As at	High	Low	Average
Consolidated	2.7	5.9	0.8	2.9	3.1	10.7	1.2	4.7

As at 30 September 2015 the Value at Risk – IRRBB for the Parent Entity was \$19.3 million (2014: \$25.1 million).

### **Net interest income-at-risk (NaR)**

The table below depicts NaR assuming a 100 basis point shock (decrease) over the next 12 months as a percentage of reported net interest income:

%	2015				2014			
	As at	Maximum Exposure	Minimum Exposure	Average Exposure	As at	Maximum Exposure	Minimum Exposure	Average Exposure
Consolidated	0.12	0.66	(0.26)	0.23	0.27	0.66	(0.12)	0.20
Parent Entity	(0.11)	0.41	(0.50)	0.04	0.10	0.82	(0.25)	0.17

## Note 23. Fair values of financial assets and financial liabilities

### Accounting policy

The fair value of a financial instrument is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

On initial recognition, the transaction price generally represents the fair value of the financial instrument unless there is observable information available in an active market to the contrary. If fair value can be evidenced by comparison with other observable current market transactions in the same instrument, without modification or repackaging, or is based on a valuation technique whose inputs include only data from observable markets, then the instrument is recognised at the fair value derived from such observable market data. The difference between the transaction price and fair value is recognised as a gain or loss (day one profit or loss) in the income statement as non-interest income. In cases where use is made of data which is not observable, day one profit or loss is only recognised in the income statement when the inputs become observable, or over the life of the instrument.

For financial liabilities measured at fair value, the carrying amount reflects the effect on fair value of changes in own credit spreads derived from observable market data.

Subsequent measurement of the fair value of a financial instrument is, wherever possible, determined by reference to a quoted market price for that instrument. Where quoted prices are not available the Group applies present value estimates or other market accepted valuation techniques. The use of a market accepted valuation technique will typically involve the use of a valuation model and appropriate inputs to the model.

The majority of valuation models used by the Group employ only observable market data as inputs. However, for certain financial instruments data may be employed which is not readily observable in current markets.

The determination of the fair value of financial assets and liabilities is one of the Group's critical accounting assumptions and estimates as detailed in Note 1d(i).

### Fair Valuation Control Framework

The Group's control environment uses a Fair Valuation Control Framework where the fair value is either determined or validated by a function independent of the party that undertakes the transaction. This framework formalises the policies and procedures used by the Group to achieve compliance with relevant accounting, industry and regulatory standards. The framework includes specific controls relating to the revaluation of financial instruments, independent price verification, fair value adjustments and financial reporting.

A key element of the Fair Valuation Control Framework is the WIB Revaluation Committee, comprising senior valuation specialists from within the Group. The WIB Revaluation Committee review the application of the agreed policies and procedures to assess that a fair value measurement basis is applied.

The method of determining fair value according to the Fair Valuation Control Framework differs depending on the information available.

### Fair value hierarchy

The Group categorises all fair value instruments according to the following hierarchy:

- Level 1

Financial instruments valued using recent unadjusted quoted prices in active markets for identical assets or liabilities. An active market is one in which prices are readily and regularly available and those prices represent actual and regularly occurring market transactions on an arm's length basis.

Valuation of Level 1 instruments require little or no management judgment.

Financial instruments included in this class are Commonwealth of Australia and New Zealand government bonds, spot and exchange traded derivatives for equities, foreign exchange, commodities and interest rate products.

- Level 2

Valuation techniques utilising observable market prices applied to these assets or liabilities include the use of market standard discounting methodologies, option pricing models and other valuation techniques widely used and accepted by market participants.

The financial instruments included in this category are mainly Over The Counter (OTC) derivatives with observable market inputs and financial instruments with fair value derived from consensus pricing with sufficient contributors. Financial instruments included in the Level 2 category are:

- trading securities – including government bonds (excluding Australian and New Zealand government bonds), Australian state government bonds, corporate fixed rate bonds and floating rate bonds; and
- derivatives – including interest rate swaps, interest rate futures, credit default swaps, foreign exchange swaps, foreign exchange futures and forwards, foreign exchange options and equity options.

# Notes to the financial statements

## Note 23. Fair values of financial assets and financial liabilities (continued)

### ▪ Level 3

Financial instruments valued using at least one input that could have a significant effect on the instrument's valuation which is not based on observable market data (unobservable input). Unobservable inputs are those not readily available in an active market due to illiquidity or complexity of the product. These inputs are generally derived and extrapolated from other relevant market data and calibrated against current market trends and historic transactions.

These valuations are calculated using a high degree of management judgment.

Financial instruments included in the Level 3 category include some asset-backed products and non-Australian dollar-denominated government securities issued by governments where there are no observable secondary markets.

A financial instrument's categorisation within the valuation hierarchy is based on the lowest level input that is significant to the fair value measurement.

### **Valuation techniques**

The Group applies market accepted valuation techniques in determining the fair valuation of Over the Counter (OTC) derivatives. This includes credit valuation adjustments (CVA) and funding valuation adjustments (FVA), which incorporates credit risk and funding costs and benefits that arise in relation to uncollateralised derivative positions, respectively.

The specific valuation techniques, the observability of the inputs used in valuation models and the subsequent classification for each significant product category are outlined below:

### ▪ Interest rate derivative products

These are products linked to interest rates (e.g. Bank Bill Swap Rate (BBSW) or London Interbank Offered Rate (LIBOR)) or inflation indices. This includes exchange traded interest rate futures, interest rate and inflation swaps, swaptions, caps, floors, exchange traded interest rate options on futures, inflation options, collars and other non-vanilla interest rate derivatives.

Exchange traded interest rate futures and options on futures are traded in liquid, active markets where prices are readily observable. No modelling or assumptions are used in the valuation. Exchange traded interest rate futures and options on futures are classified as Level 1 instruments.

Interest rate derivative cash flows are valued using interest rate curves whereby observable market data is used to construct the term structure of forward rates. This term structure is used to project and discount future cash flows based on the terms of the trade. Instruments with optionality are valued using market observable or consensus provided volatilities. Non-vanilla interest rate derivatives are valued using industry standard models based on market observable inputs which are determined separately for each parameter. Where unobservable, inputs will be set with reference to an observable proxy.

In general, interest rate derivatives are classified as Level 2 instruments.

### ▪ Foreign exchange products

These are products linked to the foreign exchange market. This includes FX spot and future contracts, FX forward contracts, FX swaps, FX options and other non-vanilla FX derivatives.

There are observable markets for futures and spot contracts in major global currencies. No modelling or assumptions are used in valuation of these instruments. FX spot and future contracts are classified as Level 1 instruments.

FX swap and forward valuations are derived from market observable inputs or consensus pricing providers using industry standard models. FX swaps and forwards are classified as Level 2 instruments.

FX options and other FX derivatives are valued using industry standard models and market observable inputs. Where unobservable, inputs will be set with reference to an observable proxy. In general, FX options and other FX derivatives are classified as Level 2 instruments.

### ▪ Asset backed products

These are debt and derivative products that are linked to the cash flows of a pool of referenced assets via securitisation. This category includes residential mortgage backed securities (RMBS), collateralised debt obligations (CDOs), collateralised loan obligations (CLOs) and other asset backed securities (ABS).

Australian RMBS denominated in Australian dollars are valued using a market accepted model with observable inputs sourced from a consensus data provider. The main inputs to the model are the trading margin and the weighted average life of the security. They are classified as Level 2 instruments.

Despite the availability of an RMBS model in Westpac, input data for the trading margin on Australian issued RMBS, denominated in foreign currency, is considered unobservable. Trading volumes in these instruments are low. Proxy data from the Australian denominated RMBS market is used to derive the fair value for these instruments. Australian issued RMBS denominated in foreign currency are classified as Level 3 instruments.

## Note 23. Fair values of financial assets and financial liabilities (continued)

The fair value of Offshore RMBS is determined using consensus data. These are classified as Level 2 instruments.

As synthetic CDO prices are not generally available, Synthetic CDOs are valued using a model. The model uses a combination of established analytic and numerical approaches. The model calculates fair value based on observable and unobservable parameters including credit spreads, recovery rates, correlations and interest rates. As some of the model inputs (e.g. correlations) are indirectly implied or unobservable, synthetic CDOs are classified as Level 3 instruments.

Where available, cash CDO, CLO and ABS products are valued using prices obtained from consensus data providers and classified as Level 2 instruments. Where consensus prices are not available, these products are valued using quotes provided by a third party broker or independent lead manager and classified as Level 3 instruments. The Group has no material exposure to CDOs.

- Other credit products

These products are linked to the credit spread of a referenced entity or index and include Single Name and Index CDS.

CDS are valued using an industry standard model that incorporates the credit spread as its principal input. Credit spreads are obtained from consensus market data providers. Single name and index CDS are classified as Level 2 instruments.

- Non-asset backed debt instruments

There are observable markets for Australian and New Zealand government bonds in which Westpac is a primary dealer. Australian government bonds are valued using unadjusted quoted market yields. New Zealand government bonds are valued using unadjusted quoted market prices. These products are classified as Level 1 instruments.

Other government bonds, state government bonds, corporate bonds and commercial paper are valued using observable market prices which are sourced from consensus pricing services, broker quotes or inter-dealer prices. These products are classified as Level 2 instruments, with the exception of government securities where there are no observable secondary markets which are classified as Level 3 instruments.

- Equity products

This category includes cash equities and equity indices, exchange traded equity options, OTC equity options and OTC equity warrants.

Cash equities and equity indices are traded on major global exchanges in liquid markets. No modelling or assumptions are used in valuation. These are categorised as Level 1 instruments.

Exchange traded equity options, OTC equity options and equity warrants are valued using industry standard models. The models calculate fair value based on input parameters such as stock prices, dividends, volatilities and interest rates. In general, input parameters are deemed observable. These are classified as Level 2 instruments.

- Commodity products

These products are exchange traded and OTC derivatives based on underlying commodities such as energy, carbon, agriculture, metals, crude oil and refined products, power and natural gas.

Commodity spot and futures, energy spot and futures together with carbon futures are traded on major global exchanges in liquid markets. No modelling or assumptions are used in the valuation of these instruments. These are classified as Level 1 instruments.

The valuation of commodity, carbon and energy derivatives are determined using industry standard models incorporating discounting of cash flows and other industry standard modelling techniques. Valuation inputs include forward curves, volatilities implied from market observable inputs, discount curves and underlying spot and futures prices. The significant inputs are market observable or available through a consensus data service. Where unobservable, inputs will be set with reference to an observable proxy.

In general, commodity, carbon and energy derivatives are classified as Level 2 instruments.

- Certificates of deposit

The fair value of certificates of deposit is determined using a discounted cash flow analysis using markets rates offered for deposits of similar remaining maturities. Certificates of deposit are classified as Level 2 instruments.

- Debt issues at fair value

Where a quoted price is not available the fair value of debt issues is determined using a discounted cash flow approach, using a discount rate which reflects the terms of the instrument and the timing of cash flows adjusted for market observable changes in the applicable credit rating of Westpac. These instruments are classified as Level 2 instruments.

# Notes to the financial statements

## Note 23. Fair values of financial assets and financial liabilities (continued)

### ▪ Life insurance assets

These assets represent investments which back life insurance policy liabilities. This includes listed equities, exchange traded and over the counter derivatives, investment grade corporate bonds and units in unlisted unit trusts.

Listed equities and exchange traded derivatives are traded in liquid, active markets where prices are readily observable. No modelling or assumptions are used in the valuation. They are classified as Level 1 instruments.

Investment grade corporate bonds, over the counter derivatives, units in unlisted unit trusts and certain listed equities subject to transfer restrictions are valued utilising observable market prices or other widely used and accepted valuation techniques utilising observable market inputs. They are classified as Level 2 instruments.

### ▪ Life insurance liabilities

Life insurance liabilities consist of life insurance contract liabilities, life investment contract liabilities and external liabilities of managed investment schemes controlled by statutory life funds. These are valued utilising observable market prices or other widely used and accepted valuation techniques utilising observable market inputs.

Short sales of listed equities within controlled managed investment schemes are traded in liquid, active markets where prices are readily observable. No modelling or assumptions are used in the valuation. They are classified as Level 1 instruments. All other instruments are classified as Level 2.

### ▪ Loans at fair value

Where a quoted price is not available the fair value of fixed rate bills is determined using a discounted cash flow approach, using a discount rate which reflects the terms of the instrument and the timing of cash flows, adjusted for creditworthiness based on market observable inputs. These are classified as Level 2 instruments.

The table below summarises the attribution of financial instruments carried at fair value to the fair value hierarchy:

\$m	Consolidated	2015			2014				
		Quoted Market Prices (Level 1)	Valuation Techniques (Market Observable) (Level 2)	Valuation Techniques (Non-Market Observable) (Level 3)	Total	Quoted Market Prices (Level 1)	Valuation Techniques (Market Observable) (Level 2)	Valuation Techniques (Non-Market Observable) (Level 3)	
<b>Financial assets measured at fair value on a recurring basis</b>									
Trading securities and financial assets designated at fair value		2,446	24,001	1,007	27,454	5,258	39,663	988	45,909
Derivative financial instruments		39	48,090	44	48,173	51	41,348	5	41,404
Available-for-sale securities		2,071	51,811	918	54,800	1,765	33,421	822	36,008
Loans		-	7,076	-	7,076	-	9,330	-	9,330
Life insurance assets		4,560	8,565	-	13,125	4,472	6,535	-	11,007
<b>Total assets carried at fair value</b>		<b>9,116</b>	<b>139,543</b>	<b>1,969</b>	<b>150,628</b>	<b>11,546</b>	<b>130,297</b>	<b>1,815</b>	<b>143,658</b>
<b>Financial liabilities measured at fair value on a recurring basis</b>									
Deposits and other borrowings at fair value		-	46,239	-	46,239	-	49,636	-	49,636
Other financial liabilities at fair value through income statement		414	8,812	-	9,226	1,134	18,102	-	19,236
Derivative financial instruments		35	48,230	39	48,304	37	39,472	30	39,539
Debt issues at fair value		-	9,300	18	9,318	-	9,524	18	9,542
Life insurance liabilities		775	10,784	-	11,559	-	9,637	-	9,637
<b>Total liabilities carried at fair value</b>		<b>1,224</b>	<b>123,365</b>	<b>57</b>	<b>124,646</b>	<b>1,171</b>	<b>126,371</b>	<b>48</b>	<b>127,590</b>

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## Note 23. Fair values of financial assets and financial liabilities (continued)

Parent Entity	2015						2014					
	Quoted Market Prices (\$m)	Valuation Techniques (Market Observable) (Level 1)	Valuation Techniques (Non-Market Observable) (Level 2)	Total	Quoted Market Prices (\$m)	Valuation Techniques (Market Observable) (Level 1)	Valuation Techniques (Non-Market Observable) (Level 2)	Total				
<b>Financial assets measured at fair value on a recurring basis</b>												
Trading securities and financial assets designated at fair value	2,446	21,729	721	24,896	5,260	38,285	779	44,324				
Derivative financial instruments	39	47,457	44	47,540	51	41,251	5	41,307				
Available-for-sale securities	598	49,654	79	50,331	-	31,823	170	31,993				
Loans	-	7,076	-	7,076	-	9,330	-	9,330				
<b>Total assets carried at fair value</b>	<b>3,083</b>	<b>125,916</b>	<b>844</b>	<b>129,843</b>	<b>5,311</b>	<b>120,689</b>	<b>954</b>	<b>126,954</b>				
<b>Financial liabilities measured at fair value on a recurring basis</b>												
Deposits and other borrowings at fair value	-	45,331	-	45,331	-	48,661	-	48,661				
Other financial liabilities at fair value through income statement	414	8,812	-	9,226	1,134	18,021	-	19,155				
Derivative financial instruments	35	47,978	37	48,050	37	39,074	30	39,141				
Debt issues at fair value	-	6,415	-	6,415	-	6,315	-	6,315				
<b>Total liabilities carried at fair value</b>	<b>449</b>	<b>108,536</b>	<b>37</b>	<b>109,022</b>	<b>1,171</b>	<b>112,071</b>	<b>30</b>	<b>113,272</b>				

### Analysis of movements between Fair Value Hierarchy Levels

During the period there were no material transfers between levels of the fair value hierarchy. Transfers into or out of Level 3 are discussed in the following table.

### Significant unobservable inputs

Sensitivities to reasonably possible changes in non-market observable valuation assumptions would not have a material impact on the Group's reported results.

### Day one profit or loss

The closing balance of unrecognised day one profit for both the Group and the Parent Entity for the period was \$6 million (30 September 2014: \$6 million profit).

### Reconciliation of non-market observables

The table below summarises the changes in financial instruments carried at fair value derived from non-market observable valuation techniques (Level 3):

Consolidated 2015 \$m	Trading Securities and Financial Assets Designated at Fair Value		Available- for-Sale Securities	Total		Debt Issues at Fair Value		Total Liabilities
	Derivatives	Total Assets		Derivatives	Total Assets	Derivatives	Total Assets	
Balance as at beginning of year	988	5	822	1,815	30	18	48	
Gains/(losses) on assets/(gains)/ losses on liabilities recognised in:								
Income statements	8	1	5	14	28	-	28	
Available-for-sale reserve	-	-	(1)	(1)	-	-	-	
Acquisitions and issues	403	23	2,303	2,729	5	-	5	
Disposals and settlements	(512)	(7)	(2,299)	(2,818)	(41)	-	(41)	
Transfers into or out of non-market observables	13	22	-	35	17	-	17	
Foreign currency translation impacts	107	-	88	195	-	-	-	
<b>Balance as at end of year</b>	<b>1,007</b>	<b>44</b>	<b>918</b>	<b>1,969</b>	<b>39</b>	<b>18</b>	<b>57</b>	
Unrealised gains/(losses) recognised in the income statements for financial instruments held as at 30 September 2015	11	23	-	34	20	-	20	

# Notes to the financial statements

## Note 23. Fair values of financial assets and financial liabilities (continued)

Consolidated 2014 \$m	Trading Securities and Financial Assets Designated at Fair Value		Available-for-Sale Derivatives Securities		Total Assets	Derivatives	Debt Issues at Fair Value	Total Liabilities
Balance as at beginning of year	538	4	790		1,332	24	13	37
Gains/(losses) on assets/(gains)/ losses on liabilities recognised in:								
Income statements	(7)	-	-		(7)	(16)	6	(10)
Available-for-sale reserve	-	-	18		18	-	-	-
Acquisitions and issues	634	2	1,524		2,160	24	-	24
Disposals and settlements	(204)	(1)	(1,583)		(1,788)	(2)	(1)	(3)
Transfers into or out of non-market observables	24	-	-		24	-	-	-
Foreign currency translation impacts	3	-	73		76	-	-	-
<b>Balance as at end of year</b>	<b>988</b>	<b>5</b>	<b>822</b>		<b>1,815</b>	<b>30</b>	<b>18</b>	<b>48</b>
Unrealised gains/(losses) recognised in the income statements for financial instruments held as at 30 September 2014	14	1	-		15	(8)	6	(2)
Parent Entity 2015 \$m	Trading Securities and Financial Assets Designated at Fair Value		Available-for-Sale Derivatives Securities		Total Assets	Derivatives	Total Liabilities	
Balance as at beginning of year	779	5	170		954	30		30
Gains/(losses) on assets/(gains)/ losses on liabilities recognised in:								
Income statements	(5)	1	-		(4)	26		26
Available-for-sale reserve	-	-	(1)		(1)	-		-
Acquisitions and issues	319	23	68		410	5		5
Disposals and settlements	(484)	(7)	(184)		(675)	(41)		(41)
Transfers into or out of non-market observables	13	22	-		35	17		17
Foreign currency translation impacts	99	-	26		125	-		-
<b>Balance as at end of year</b>	<b>721</b>	<b>44</b>	<b>79</b>		<b>844</b>	<b>37</b>		<b>37</b>
Unrealised gains/(losses) recognised in the income statements for financial instruments held as at 30 September 2015	1	23	-		24	18		18
Parent Entity 2014 \$m	Trading Securities and Financial Assets Designated at Fair Value		Available-for-Sale Derivatives Securities		Total Assets	Derivatives	Total Liabilities	
Balance as at beginning of year	292	4	200		496	24		24
Gains/(losses) on assets/(gains)/ losses on liabilities recognised in:								
Income statements	5	-	-		5	(16)		(16)
Available-for-sale reserve	-	-	(2)		(2)	-		-
Acquisitions and issues	628	2	72		702	24		24
Disposals and settlements	(174)	(1)	(108)		(283)	(2)		(2)
Transfers into or out of non-market observables	24	-	-		24	-		-
Foreign currency translation impacts	4	-	8		12	-		-
<b>Balance as at end of year</b>	<b>779</b>	<b>5</b>	<b>170</b>		<b>954</b>	<b>30</b>		<b>30</b>
Unrealised gains/(losses) recognised in the income statements for financial instruments held as at 30 September 2014	5	1	-		6	(8)		(8)

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## Note 23. Fair values of financial assets and financial liabilities (continued)

Transfers into and out of Level 3 have occurred due to changes in observability in the significant inputs into the valuation models used to determine the fair value of the related financial instruments. Transfers in and transfers out are reported using the end of period fair values.

### Financial instruments not measured at fair value

For financial instruments not measured at fair value on a recurring basis in the balance sheet, fair value has been derived as follows:

#### Loans

The carrying value of loans is net of individually and collectively assessed provisions for impairment charges. The fair value of loans is based on observable market transactions, where available. In the absence of observable market transactions, fair value is estimated using discounted cash flow models. For variable rate loans, the discount rate used is the current effective interest rate. The discount rate applied for fixed rate loans reflects the market rate for the maturity of the loan and the credit worthiness of the borrower.

#### Deposits and other borrowings

Deposits by customers' accounts are grouped by maturity. Fair values of deposit liabilities payable on demand (interest free, interest bearing and savings deposits) approximate their carrying value. Fair values for term deposits are estimated using discounted cash flows, applying market rates offered for deposits of similar remaining maturities.

#### Debt issues and loan capital

Fair values are calculated using a discounted cash flow model. The discount rates applied reflect the terms of the instruments, the timing of the estimated cash flows and are adjusted for any changes in Westpac's credit spreads.

#### Other financial assets and liabilities

For all other financial assets and liabilities, the carrying value approximates to the fair value. These items are either short-term in nature, re-price frequently or are of a high credit rating.

The following table summarises the estimated fair value and fair value hierarchy of financial instruments not measured at fair value:

	\$m	2015 Fair Value				Total
		Carrying Amount	Quoted Market Prices (Level 1)	Valuation Techniques (Market Observable) (Level 2)	Valuation Techniques (Non-Market Observable) (Level 3)	
<b>Financial assets not measured at fair value</b>						
Cash and balances with central banks	14,770	14,770	-	-	-	14,770
Receivables due from other financial institutions	9,583	7,602	1,158	823	823	9,583
Available-for-sale securities	33	-	-	33	33	33
Loans	616,240	-	-	617,250	617,250	617,250
Regulatory deposits with central banks overseas	1,309	-	1,309	-	-	1,309
Other financial assets	3,077	-	3,077	-	-	3,077
<b>Total financial assets</b>	<b>645,012</b>	<b>22,372</b>	<b>5,544</b>	<b>618,106</b>	<b>646,022</b>	
<b>Financial liabilities not measured at fair value</b>						
Payables due to other financial institutions	18,731	4,037	14,694	-	-	18,731
Deposits and other borrowings	429,089	-	426,726	3,303	3,303	430,029
Debt issues	161,736	-	162,107	-	-	162,107
Loan capital	13,840	-	13,495	-	-	13,495
Other financial liabilities	6,861	-	6,861	-	-	6,861
<b>Total financial liabilities</b>	<b>630,257</b>	<b>4,037</b>	<b>623,883</b>	<b>3,303</b>	<b>631,223</b>	

# Notes to the financial statements

## Note 23. Fair values of financial assets and financial liabilities (continued)

**Consolidated**

\$m	Carrying Amount	2014			Total	
		Fair Value				
		Quoted Market Prices (Level 1)	Valuation Techniques (Market Observable) (Level 2)	Valuation Techniques (Non-Market Observable) (Level 3)		
<b>Financial assets not measured at fair value</b>						
Cash and balances with central banks	25,760	25,760	-	-	25,760	
Receivables due from other financial institutions	7,424	3,830	2,177	1,417	7,424	
Available-for-sale securities	16	-	-	16	16	
Loans	571,013	-	-	571,273	571,273	
Regulatory deposits with central banks overseas	1,528	-	1,528	-	1,528	
Other financial assets	5,093	-	5,093	-	5,093	
<b>Total financial assets</b>	<b>610,834</b>	<b>29,590</b>	<b>8,798</b>	<b>572,706</b>	<b>611,094</b>	
<b>Financial liabilities not measured at fair value</b>						
Payables due to other financial institutions	18,636	3,876	14,760	-	18,636	
Deposits and other borrowings	411,186	-	408,398	3,434	411,832	
Debt issues	142,709	-	144,337	-	144,337	
Loan capital	10,858	-	10,858	-	10,858	
Other financial liabilities	6,852	-	6,852	-	6,852	
<b>Total financial liabilities</b>	<b>590,241</b>	<b>3,876</b>	<b>585,205</b>	<b>3,434</b>	<b>592,515</b>	

**Parent Entity**

\$m	Carrying Amount	2015			Total	
		Fair Value				
		Quoted Market Prices (Level 1)	Valuation Techniques (Market Observable) (Level 2)	Valuation Techniques (Non-Market Observable) (Level 3)		
<b>Financial assets not measured at fair value</b>						
Cash and balances with central banks	13,372	13,372	-	-	13,372	
Receivables due from other financial institutions	8,741	7,586	1,155	-	8,741	
Available-for-sale securities	13	-	-	13	13	
Loans	538,999	-	-	539,451	539,451	
Regulatory deposits with central banks overseas	1,152	-	1,152	-	1,152	
Due from subsidiaries	145,560	-	-	145,560	145,560	
Other financial assets	2,458	-	2,458	-	2,458	
<b>Total financial assets</b>	<b>710,295</b>	<b>20,958</b>	<b>4,765</b>	<b>685,024</b>	<b>710,747</b>	
<b>Financial liabilities not measured at fair value</b>						
Payables due to other financial institutions	18,133	3,445	14,688	-	18,133	
Deposits and other borrowings	380,178	-	379,681	1,349	381,030	
Debt issues	138,300	-	138,628	-	138,628	
Due to subsidiaries	143,885	-	-	143,885	143,885	
Loan capital	13,840	-	13,495	-	13,495	
Other financial liabilities	6,105	-	6,105	-	6,105	
<b>Total financial liabilities</b>	<b>700,441</b>	<b>3,445</b>	<b>552,597</b>	<b>145,234</b>	<b>701,276</b>	

### Note 23. Fair values of financial assets and financial liabilities (continued)

#### Parent Entity

\$m	Carrying Amount	2014 Fair Value			Total
		Quoted Market Prices (Level 1)	Valuation Techniques (Market Observable) (Level 2)	Valuation Techniques (Non-Market Observable) (Level 3)	
<b>Financial assets not measured at fair value</b>					
Cash and balances with central banks	23,400	23,400	-	-	23,400
Receivables due from other financial institutions	5,483	3,686	1,797	-	5,483
Available-for-sale securities	16	-	-	16	16
Loans	496,274	-	-	496,485	496,485
Regulatory deposits with central banks overseas	1,389	-	1,389	-	1,389
Due from subsidiaries	140,098	-	-	140,098	140,098
Other financial assets	4,527	-	4,527	-	4,527
<b>Total financial assets</b>	<b>671,187</b>	<b>27,086</b>	<b>7,713</b>	<b>636,599</b>	<b>671,398</b>
<b>Financial liabilities not measured at fair value</b>					
Payables due to other financial institutions	18,411	3,842	14,569	-	18,411
Deposits and other borrowings	365,522	-	364,946	1,183	366,129
Debt issues	121,531	-	123,024	-	123,024
Due to subsidiaries	135,066	-	-	135,066	135,066
Loan capital	10,858	-	10,858	-	10,858
Other financial liabilities	5,948	-	5,948	-	5,948
<b>Total financial liabilities</b>	<b>657,336</b>	<b>3,842</b>	<b>519,345</b>	<b>136,249</b>	<b>659,436</b>

# Notes to the financial statements

## Note 24. Offsetting financial assets and financial liabilities and collateral arrangements

### Accounting policy

Financial assets and liabilities are offset and the net amount reported in the balance sheet when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis, or to realise the asset and settle the liability simultaneously.

The following tables provide information on the impact of offsetting, as well as amounts subject to enforceable master netting agreements or similar arrangements that do not qualify for offsetting in the balance sheets. The tables exclude amounts not subject to offsetting or enforceable netting arrangements and therefore may not tie back to the balance sheet. The amounts presented in this note do not represent the credit risk exposure of the Group or Parent Entity. Refer to Note 22.2 for information on credit risk management. The offsetting and collateral arrangements and other credit risk mitigation strategies used by the Group are further explained in the 'Management of risk mitigation' section of Note 22.2.4.

Consolidated \$m	Effects of Offsetting on Balance Sheet			Amounts Subject to Enforceable Netting Arrangements But Not Offset			
	Gross Amounts	Amounts Offset	Net Amounts Reported on the Balance Sheet	Other Recognised Financial Instruments	Cash Collateral	Financial Instrument Collateral	Net Amount
<b>2015</b>							
<b>Assets</b>							
Receivables due from other financial institutions <sup>1</sup>	31	-	31	-	-	(30)	1
Derivative financial instruments	57,678	(9,505)	48,173	(33,696)	(4,046)	(122)	10,309
Securities purchased under agreement to resell <sup>2</sup>	3,982	-	3,982	-	(11)	(3,971)	-
Loans <sup>3</sup>	15,949	(15,757)	192	-	-	-	192
Other assets <sup>4</sup>	1,369	(959)	410	-	-	-	410
<b>Total assets</b>	<b>79,009</b>	<b>(26,221)</b>	<b>52,788</b>	<b>(33,696)</b>	<b>(4,057)</b>	<b>(4,123)</b>	<b>10,912</b>
<b>Liabilities</b>							
Derivative financial instruments	58,671	(10,367)	48,304	(33,696)	(7,973)	(1,854)	4,781
Securities sold under agreement to repurchase <sup>5</sup>	13,908	-	13,908	-	(6)	(13,902)	-
Deposits and other borrowings <sup>3</sup>	24,369	(15,757)	8,612	-	-	-	8,612
Other liabilities <sup>4</sup>	105	(97)	8	-	-	-	8
<b>Total liabilities</b>	<b>97,053</b>	<b>(26,221)</b>	<b>70,832</b>	<b>(33,696)</b>	<b>(7,979)</b>	<b>(15,756)</b>	<b>13,401</b>
<b>2014</b>							
<b>Assets</b>							
Receivables due from other financial institutions <sup>1</sup>	28	-	28	-	-	(26)	2
Derivative financial instruments	41,404	-	41,404	(27,241)	(3,866)	(92)	10,205
Securities purchased under agreement to resell <sup>2</sup>	6,275	-	6,275	-	(22)	(6,253)	-
Loans <sup>3</sup>	11,898	(11,801)	97	-	-	-	97
Other assets <sup>4</sup>	90	-	90	-	-	-	90
<b>Total assets</b>	<b>59,695</b>	<b>(11,801)</b>	<b>47,894</b>	<b>(27,241)</b>	<b>(3,888)</b>	<b>(6,371)</b>	<b>10,394</b>
<b>Liabilities</b>							
Derivative financial instruments	39,539	-	39,539	(27,241)	(3,861)	(1,638)	6,799
Securities sold under agreement to repurchase <sup>5</sup>	23,520	-	23,520	-	(33)	(23,487)	-
Deposits and other borrowings <sup>3</sup>	18,031	(11,801)	6,230	-	-	-	6,230
<b>Total liabilities</b>	<b>81,090</b>	<b>(11,801)</b>	<b>69,289</b>	<b>(27,241)</b>	<b>(3,894)</b>	<b>(25,125)</b>	<b>13,029</b>

<sup>1</sup> Consists of stock borrowing arrangements, reported as part of Cash collateral in Note 10 Receivables due from other financial institutions.

<sup>2</sup> Securities purchased under agreement to resell forms part of Note 11 Trading securities and financial assets designated at fair value.

<sup>3</sup> Consists of debt and interest set-off accounts which meet the requirements for offsetting as described above. These accounts form part of Business loans in Note 13 Loans, and part of Deposits and other borrowings at amortised costs in Note 17 Deposits and other borrowings.

<sup>4</sup> Gross amounts consists of initial and variation margin held directly with Central Clearing Counterparties, reported as part of Other in Note 27 Other assets. Where variation margin is payable it is reported as part of Other in Note 29 Other liabilities (2014: nil). Amounts offset relate to variation margin.

<sup>5</sup> Securities sold under agreement to repurchase forms part of Note 16 Payables due to other financial institutions, recognised at amortised cost, and part of Note 18 Other financial liabilities at fair value through income statement.

## Note 24. Offsetting financial assets and financial liabilities and collateral arrangements (continued)

Parent Entity \$m	Effects of Offsetting on Balance Sheet			Amounts Subject to Enforceable Netting Arrangements But Not Offset			
	Gross Amounts	Amounts Offset	Net Amounts Reported on the Balance Sheet	Other Recognised Financial Instruments	Cash Collateral	Financial Instrument Collateral	Net Amount
<b>2015</b>							
<b>Assets</b>							
Receivables due from other financial institutions <sup>1</sup>	31	-	31	-	-	(30)	1
Derivative financial instruments	57,045	(9,505)	47,540	(33,510)	(3,454)	(122)	10,454
Securities purchased under agreement to resell <sup>2</sup>	3,982	-	3,982	-	(11)	(3,971)	-
Loans <sup>3</sup>	15,949	(15,757)	192	-	-	-	192
Other assets <sup>4</sup>	1,369	(959)	410	-	-	-	410
<b>Total assets</b>	<b>78,376</b>	<b>(26,221)</b>	<b>52,155</b>	<b>(33,510)</b>	<b>(3,465)</b>	<b>(4,123)</b>	<b>11,057</b>
<b>Liabilities</b>							
Derivative financial instruments	58,417	(10,367)	48,050	(33,510)	(7,958)	(1,854)	4,728
Securities sold under agreement to repurchase <sup>5</sup>	13,908	-	13,908	-	(6)	(13,902)	-
Deposits and other borrowings <sup>3</sup>	24,369	(15,757)	8,612	-	-	-	8,612
Other liabilities <sup>4</sup>	105	(97)	8	-	-	-	8
<b>Total liabilities</b>	<b>96,799</b>	<b>(26,221)</b>	<b>70,578</b>	<b>(33,510)</b>	<b>(7,964)</b>	<b>(15,756)</b>	<b>13,348</b>
<b>2014</b>							
<b>Assets</b>							
Receivables due from other financial institutions <sup>1</sup>	28	-	28	-	-	(26)	2
Derivative financial instruments	41,307	-	41,307	(27,086)	(3,831)	(92)	10,298
Securities purchased under agreement to resell <sup>2</sup>	6,275	-	6,275	-	(22)	(6,253)	-
Loans <sup>3</sup>	11,898	(11,801)	97	-	-	-	97
Other assets <sup>4</sup>	90	-	90	-	-	-	90
<b>Total assets</b>	<b>59,598</b>	<b>(11,801)</b>	<b>47,797</b>	<b>(27,086)</b>	<b>(3,853)</b>	<b>(6,371)</b>	<b>10,487</b>
<b>Liabilities</b>							
Derivative financial instruments	39,141	-	39,141	(27,086)	(3,717)	(1,638)	6,700
Securities sold under agreement to repurchase <sup>5</sup>	23,439	-	23,439	-	(33)	(23,406)	-
Deposits and other borrowings <sup>3</sup>	18,031	(11,801)	6,230	-	-	-	6,230
<b>Total liabilities</b>	<b>80,611</b>	<b>(11,801)</b>	<b>68,810</b>	<b>(27,086)</b>	<b>(3,750)</b>	<b>(25,044)</b>	<b>12,930</b>

<sup>1</sup> Consists of stock borrowing arrangements, reported as part of Cash collateral in Note 10 Receivables due from other financial institutions.

<sup>2</sup> Securities purchased under agreement to resell forms part of Note 11 Trading securities and financial assets designated at fair value.

<sup>3</sup> Consists of debt and interest set-off accounts which meet the requirements for offsetting as described above. These accounts form part of Business loans in Note 13 Loans, and part of Deposits and other borrowings at amortised costs in Note 17 Deposits and other borrowings.

<sup>4</sup> Gross amounts consists of initial and variation margin held directly with Central Clearing Counterparties, reported as part of Other in Note 27 Other assets. Where variation margin is payable it is reported as part of Other in Note 29 Other liabilities (2014: nil). Amounts offset relate to variation margin.

<sup>5</sup> Securities sold under agreement to repurchase forms part of Note 16 Payables due to other financial institutions, recognised at amortised cost, and part of Note 18 Other financial liabilities at fair value through income statement.

### Effects of offsetting on balance sheet

Amounts offset are in accordance with the criteria described in the accounting policy and are limited to the gross carrying values of the financial instrument.

# Notes to the financial statements

## Note 24. Offsetting financial assets and financial liabilities and collateral arrangements (continued)

### Amounts subject to enforceable netting arrangements but not offset

#### *Other recognised financial instruments*

Other recognised financial instruments discloses financial assets and liabilities recognised on balance sheet that are not offset but are subject to enforceable master netting agreements whereby the rights of set-off and close-out netting can be applied in the event of default, or if other predetermined events occur.

#### *Cash collateral and financial instrument collateral*

Cash collateral and financial instrument collateral discloses amounts received or pledged in relation to the gross amount of assets and liabilities. Financial instrument collateral typically comprises highly liquid securities which are legally transferred and can be liquidated in the event of counterparty default; they are reflected at fair value. These forms of collateral are also subject to enforceable netting arrangements but are not offset due to the collateral being realised only in the event of default or if other predetermined events occur.

For the purpose of disclosure, the amounts subject to enforceable netting arrangements but not offset has been limited to the net amounts of financial assets/(liabilities) presented on the balance sheet so to not include over-collateralisation. As a result, the amounts for cash collateral and financial instrument collateral may not equal the table disclosed below.

### Assets pledged

In addition to assets supporting securitisation and covered bond programs disclosed in Note 25, the Group and Parent Entity have provided collateral to secure liabilities as part of standard terms of transaction with other financial institutions. The carrying value of financial assets pledged as collateral to secure liabilities is:

\$m	Consolidated		Parent Entity	
	2015	2014	2015	2014
Cash	8,079	3,894	8,064	3,750
Cash deposit on stock borrowed	31	28	31	28
Securities (including certificates of deposit)	1,854	1,638	1,854	1,638
Securities pledged under repurchase agreements	15,651	25,978	15,651	25,897
<b>Total amount pledged to secure liabilities</b>	<b>25,615</b>	<b>31,538</b>	<b>25,600</b>	<b>31,313</b>

### Collateral received

Cash held as collateral, recognised on the Group's balance sheet as at 30 September 2015 was \$4,057 million in 2015 (2014: \$3,888 million) and for the Parent Entity's was \$3,465 million in 2015 (2014: \$3,853 million). Securities received as collateral under reverse repurchase agreements as at 30 September 2015 was \$3,983 million (2014: \$6,463 million).

A further \$152 million (2014: \$118 million) of securities were received as collateral under derivatives and stock borrowing. Securities received as collateral are not recognised on the Group's balance sheet.

## Note 25. Securitisation and covered bonds

Westpac derives rewards and has exposure to risks from various forms of securitisation structures:

- own asset securitisation; and
- customer funding conduits.

### Own assets securitised

Securitisation is a funding, liquidity and capital management tool. Securitisation provides Westpac the option to liquidify a pool of assets and increase the Group's wholesale funding capacity. Westpac may provide arm's length facilities to the securitisation vehicles. The facilities entered into typically include the provision of liquidity, funding and derivative contracts.

Where the Parent Entity and the Group have continuing involvement with the securitisation vehicle, through ongoing exposure to the risks and rewards associated with the assets, the provision of derivatives, liquidity facilities, trust management and operational services, the originated assets remain recognised on the balance sheet for accounting purposes. These securitisation vehicles are consolidated as Westpac is exposed or has the right to variable returns and has the ability to effect its returns through its power over these securitisation vehicles.

### Customer funding conduits

The Group arranges funding for certain customer transactions through a securitisation conduit (Waratah Receivables Corporation Limited and other related structured entities) that provides customers with access to funding from commercial paper markets. Given that Westpac provides liquidity, credit enhancements, foreign exchange facilities, management and operational services, it is deemed to have exposure to the associated risks and rewards. The conduits are consolidated as the Group is exposed or has the right to variable returns and has the ability to effect its returns through its power over the conduits.

## Note 25. Securitisation and covered bonds (continued)

### Revenue from securitisation structures

#### **Fee income**

Westpac receives a market-based fee or margin in return for its services as trust manager, servicer, foreign exchange counterparty and facilities provider.

### Securitisation risk management

#### **Credit exposure**

Where relevant, counterparty exposure arising from funding, liquidity, credit support and funding facilities, foreign exchange and swap arrangements for both own asset securitisation and customer funding conduits are approved within the Group's normal credit process and are captured and monitored in key source systems along with other facilities and derivatives entered into by Westpac.

#### **Market risk**

Exposures arising from transactions with securitisation conduits and other counterparties are captured as part of Westpac's traded and non-traded market risk reporting and limit management framework.

The interest rate and basis risk generated by Westpac's provision of hedge arrangements to securitisation vehicles are captured and managed in Westpac's ALM framework. The risk generated by Westpac's provision of liquidity and redraw facilities to own asset vehicles is captured and managed within Treasury's liquidity risk policies along with all other contingent liquidity facilities.

#### **Funding and liquidity management**

Exposure to and the impact of securitisation transactions are managed under the Market and Liquidity Risk Management Framework and are integrated into routine reporting for capital and liquidity positions, net interest margin analysis, balance sheet forecasting and funding scenario testing. The Group's funding plan incorporates consideration of overall liquidity risk limits and the level of securitisation of Westpac originated assets. Westpac provided undrawn liquidity facilities to the customer funding conduit of \$823 million at 30 September 2015 (30 September 2014: \$1,416 million). Similarly undrawn funding and liquidity facilities of \$492 million were provided by Westpac (30 September 2014: \$371 million) for the securitisation of its own assets.

The following table presents assets securitised by the Group:

Consolidated \$m	2015			2014		
	Own Assets	Customer Conduits	Total	Own Assets	Customer Conduits	Total
Residential mortgage	10,209	823	11,032	9,572	1,417	10,989
Auto and equipment finance	1,358	-	1,358	1,348	-	1,348
Other <sup>1</sup>	487	-	487	665	-	665
<b>Total</b>	<b>12,054</b>	<b>823</b>	<b>12,877</b>	<b>11,585</b>	<b>1,417</b>	<b>13,002</b>

<sup>1</sup> This reflects cash held by the own asset securitisation vehicles.

The following table presents assets securitised by the Parent Entity:

Parent Entity \$m	2015			2014		
	Own Assets <sup>1</sup>	Customer Conduits	Total	Own Assets	Customer Conduits	Total
Residential mortgage	92,661	-	92,661	83,090	-	83,090
Other <sup>2</sup>	5,540	-	5,540	7,326	-	7,326
<b>Total</b>	<b>98,201</b>	<b>-</b>	<b>98,201</b>	<b>90,416</b>	<b>-</b>	<b>90,416</b>

<sup>1</sup> Own assets securitised by the Parent Entity include internal mortgage backed securitisation of \$86,300 million (2014: \$79,500 million) which are available for external issuance and \$80,276 million (2014: \$73,950 million) qualifies for repurchase with the RBA.

<sup>2</sup> This reflects cash held by the own asset securitisation vehicles.

The following table presents the underlying liabilities of the Group as a result of the securitisation of assets:

Consolidated \$m	2015			2014		
	Own Assets	Customer Conduits	Total	Own Assets	Customer Conduits	Total
Notes Issued	12,034	823	12,857	11,276	1,418	12,694

# Notes to the financial statements

## Note 25. Securitisation and covered bonds (continued)

The following table presents the underlying liabilities of the Parent Entity as a result of the securitisation of assets:

Parent Entity \$m	2015			2014		
	Own Assets	Customer Conduits	Total	Own Assets	Customer Conduits	Total
Due to subsidiaries	96,797	-	96,797	89,135	-	89,135

Certain own asset securitisation and customer funding conduit notes have been issued in foreign currencies and have been translated to Australian dollars using the spot foreign exchange rate on the balance sheet date. These foreign exchange exposures are fully hedged with foreign exchange derivatives. Associated derivatives are not presented in the tables above and explain the mismatch between assets securitised and notes issued.

The following table presents the fair value of own assets securitised and underlying liabilities as a result of the securitisation of assets for the Group and Parent Entity:

\$m	Consolidated		Parent Entity	
	2015	2014	2015	2014
Residential mortgage	10,217	9,580	92,726	83,143
Auto and equipment finance	1,394	1,374	-	-
Other	487	665	5,540	7,326
<b>Fair value of assets securitised</b>	<b>12,098</b>	<b>11,619</b>	<b>98,266</b>	<b>90,469</b>
Notes issued	12,016	11,295	96,708	90,232
<b>Fair value of underlying liabilities</b>	<b>12,016</b>	<b>11,295</b>	<b>96,708</b>	<b>90,232</b>
<b>Net fair value</b>	<b>82</b>	<b>324</b>	<b>1,558</b>	<b>237</b>

### Covered bonds

The Group has two covered bond programs: one utilises Australian residential mortgages (Australian Program) and one utilises New Zealand residential mortgages (New Zealand Program). Pursuant to these programs, selected pools of residential mortgages are assigned to bankruptcy remote structured entities. These provide unconditional and irrevocable guarantees of the related covered bonds that are issued by members of the Group. As such, the covered bondholders have recourse to the issuer of the covered bond and, in the event that the issuer fails to make a payment when due, to the covered bond structured entities.

The Group has continuing involvement with the covered bond structured entities as it is exposed to the risks and rewards associated with the pools of residential mortgages (including by way of the derivatives it has entered into with the structured entities). Accordingly, for accounting purposes, the structured entities are consolidated entities of the Group.

As at 30 September 2015, the carrying value of covered bonds on issue was \$35,062 million (2014: \$26,168 million) for the Group and \$31,401 million (2014: \$23,167 million) for the Parent Entity. The carrying value of assets pledged for the covered bond programs was \$40,263 million (2014: \$39,314 million) for the Group and \$36,225 million (2014: \$35,276 million) for the Parent Entity. The difference between the carrying value of covered bonds on issue and the carrying value of assets pledged for the covered bond programs includes the amount of over-collateralisation required to maintain the ratings of the covered bonds on issue and additional assets primarily to allow for future issuance of covered bonds without delay. The additional assets that allow for future issuance can be repurchased by Westpac at its discretion, subject to the conditions set out in the transaction documents.

## OTHER ASSETS, OTHER LIABILITIES, COMMITMENTS AND CONTINGENCIES

### Note 26. Goodwill and other intangible assets

#### Accounting policy

##### *Goodwill*

Goodwill arises on the acquisition of businesses and represents the excess of the purchase consideration, the amount of any non-controlling interest in the acquiree and the acquisition date fair value of any previous equity interest in the acquiree, over the fair value of the net identifiable assets acquired.

All goodwill is considered to have an indefinite life. Goodwill is allocated to CGUs for the purpose of impairment testing based on management's analysis of where the synergies resulting from an acquisition are expected to arise. It is tested for impairment annually and whenever there is an indication of impairment, and is carried at cost or deemed cost less accumulated impairment. An impairment charge is recognised whenever the carrying amount of a CGU to which goodwill is allocated exceeds its recoverable amount, which is determined on a value-in-use basis.

Gains or losses on the disposal of a business include the carrying amount of goodwill relating to the business sold.

The determination of goodwill and any impairment is one of the Group's critical accounting assumptions and estimates as detailed in Note 1d(iii).

##### *Other Intangible Assets*

Intangible assets are identifiable non-monetary assets without physical substance. Intangible assets are recognised when they are separable or arise from contractual or other legal rights, when their cost can be measured reliably and where it is probable that future economic benefits attributable to the assets will flow from their use.

Other intangible assets include computer software, brands, core deposit intangibles, financial planner distribution relationships, credit card customer relationships, dealer networks, value in force business and service contracts.

Computer software includes purchased and internally generated software. The capitalised cost of internally generated software comprises only costs that are directly attributable to development of the software. Costs incurred in the research phase or in ongoing maintenance of the software are expensed as incurred. Computer software is capitalised at cost and classified as property and equipment where it is integral to the operation of the associated hardware.

Brands are recognised on the acquisition of businesses and represent the value attributed to brand names associated with those businesses. Brand intangibles are indefinite life intangible assets as there is no foreseeable limit to the period over which they are expected to generate net cash flows.

Core deposits were recognised as part of the merger with St.George and represent the value, or avoided cost, of the deposit base acquired that provides a valuable source of funding.

Financial planner distribution relationships, credit card customer relationships and dealer networks were recognised as part of business acquisitions and represent the value attributable to future revenue from these relationships.

All intangibles are measured at cost less any accumulated amortisation and any impairment losses.

Finite life intangible assets are amortised over their estimated useful lives using the method set out in Note 5.

All finite life intangibles are tested for impairment if there is indication that the carrying amount may be greater than the recoverable amount. An assessment is made at each reporting date to determine if any such indicators exist.

Brands are not amortised but tested for impairment annually or more frequently when indicators of impairment are identified.

An impairment charge is recognised whenever the carrying amount of the intangible exceeds its recoverable amount, which is determined on a value-in-use basis.

# Notes to the financial statements

## Note 26. Goodwill and other intangible assets (continued)

\$m	Consolidated		Parent Entity	
	2015	2014	2015	2014
<b>Goodwill</b>				
Balance as at beginning of the year	9,112	8,868	6,653	6,653
Additions through business combination	-	225	-	-
Disposals of controlled entities <sup>1</sup>	(343)	-	-	-
Exchange rate and other adjustments	40	19	-	-
Balance as at end of the year	8,809	9,112	6,653	6,653
<b>Computer software</b>				
Balance as at beginning of the year	2,070	1,897	1,856	1,675
Additions	630	664	582	594
Impairment	(131)	(28)	(110)	(28)
Amortisation	(920)	(465)	(817)	(385)
Exchange rate and other adjustments	5	2	1	-
Balance as at end of the year	1,654	2,070	1,512	1,856
Cost	3,944	3,671	3,283	2,733
Accumulated amortisation and impairment	(2,290)	(1,601)	(1,771)	(877)
<b>Carrying amount</b>	<b>1,654</b>	<b>2,070</b>	<b>1,512</b>	<b>1,856</b>
<b>Brand Names</b>				
Balance as at beginning of the year	670	670	636	636
Balance as at end of the year	670	670	636	636
<b>Carrying amount</b>	<b>670</b>	<b>670</b>	<b>636</b>	<b>636</b>
<b>Core deposit intangibles</b>				
Balance as at beginning of the year	519	685	519	685
Amortisation	(167)	(166)	(167)	(166)
Balance as at end of the year	352	519	352	519
Cost	1,494	1,494	1,279	1,279
Accumulated amortisation	(1,142)	(975)	(927)	(760)
<b>Carrying amount</b>	<b>352</b>	<b>519</b>	<b>352</b>	<b>519</b>
<b>Other intangible assets</b>				
Balance as at beginning of the year	235	221	51	76
Additions through business combination	-	56	-	-
Disposals of controlled entities <sup>1</sup>	(107)	-	-	-
Impairment	-	(2)	-	-
Amortisation	(51)	(49)	(24)	(25)
Exchange rate and other adjustments	12	9	-	-
Balance as at end of the year	89	235	27	51
Cost	394	622	160	226
Accumulated amortisation and impairment	(305)	(387)	(133)	(175)
<b>Carrying amount</b>	<b>89</b>	<b>235</b>	<b>27</b>	<b>51</b>
<b>Total goodwill and other intangible assets</b>	<b>11,574</b>	<b>12,606</b>	<b>9,180</b>	<b>9,715</b>

<sup>1</sup> Current year is attributable to the partial sale of BTIM and the sale of banking operations in three Pacific Island nations. Further information is disclosed in Note 41.

## Note 26. Goodwill and other intangible assets (continued)

Goodwill has been allocated to the following Cash Generating Units (CGUs):

\$m	Consolidated		Parent Entity	
	2015	2014	2015	2014
Westpac Retail & Business Banking	980	980	980	980
St.George Banking Group	4,691	4,689	4,351	4,351
Westpac Institutional Bank	487	487	487	487
BT Financial Group (Australia)	2,048	2,103	835	835
Hambro	-	249	-	-
New Zealand Retail Banking	471	459	-	-
BT New Zealand	12	12	-	-
Hastings	120	120	-	-
Bank of Tonga	-	13	-	-
<b>Total goodwill</b>	<b>8,809</b>	<b>9,112</b>	<b>6,653</b>	<b>6,653</b>

### Key assumptions used in recoverable amount calculations

The recoverable amount of a CGU is determined based on value-in-use calculations which require the use of assumptions. The recoverable amount of each significant CGU is determined based on the Group's projections of future pre-tax cash flows discounted by the Group's after tax return on equity rate of 11.0% (2014: 11.0%), adjusted to a pre-tax rate of 15.7% for Australia and 15.3% for New Zealand (2014: 15.7% for Australia, 15.3% for New Zealand and 13.8% for the United Kingdom). All future cash flows are based on management approved two year forecasts (2014: two years). For each significant CGU, cash flows beyond the two year forecast period have an assumed growth rate of zero for the purpose of goodwill impairment testing. The strategic business plan assumes certain economic conditions and business performance in determining the forecast, which are considered appropriate as they are consistent with observable historical information and current market expectations of the future. The forecasts applied by management are not reliant on any one particular assumption.

### Sensitivity to changes in assumptions

There are no reasonably possible changes in assumptions for any significant CGU that would result in an indication of impairment or have a material impact on the Group's reported results.

## Note 27. Other assets

\$m	Consolidated		Parent Entity	
	2015	2014	2015	2014
Accrued interest receivable	1,143	1,258	957	1,065
Securities sold not delivered	740	2,768	725	2,765
Deferred acquisition costs	119	129	2	-
Trade debtors	902	716	505	363
Prepayments	199	177	149	146
Accrued fees and commissions	229	210	96	95
Other	962	730	860	583
<b>Total other assets</b>	<b>4,294</b>	<b>5,988</b>	<b>3,294</b>	<b>5,017</b>

# Notes to the financial statements

## Note 28. Provisions

### Accounting policy

Provisions are recognised for present obligations arising as consequences of past events where it is more likely than not that a transfer of economic benefit will be necessary to settle the obligation, which can be reliably estimated.

### Employee benefits

Provisions for wages and salaries, including non-monetary benefits, annual leave, accumulating sick leave and any associated on-costs (i.e. payroll tax) expected to be settled within 12 months of the balance date are recognised in respect of employees' services up to the balance date and are measured at the amounts expected to be paid when the liabilities are settled.

Provisions for long service leave expected to be settled within 12 months of the balance date are measured at the amounts expected to be paid when the liabilities are settled. Provisions for long service leave expected to be settled more than 12 months from the balance date are measured at the present value of future payments expected to be made in respect of services provided by employees up to the balance date. Consideration is given to expected future wage and salary levels, experience of employee departure and periods of service. Expected future payments are discounted to their net present value using market yields at the balance date on high quality corporate bonds with terms that match as closely as possible the estimated timing of future cash flows. The discount rate used was changed in the current year from a blended interest rate of government bonds to the yield on high quality corporate bonds that have terms to maturity approximating the terms of the liabilities.

### Provision for litigation and non-lending losses

A provision for litigation is recognised where it is probable that there will be an outflow of economic resources. Non-lending losses are any losses that have not arisen as a consequence of an impaired credit decision. Those provisions include litigation and associated costs, frauds and the correction of operational issues.

### Provision for impairment on credit commitments

A provision for impairment is recognised on undrawn contractually committed facilities and guarantees provided if it is probable that the facility will be drawn and result in the recognition of an asset at an amount less than the amount advanced. The amount is calculated using the same methodology as the provision for impairment charges on loans (refer to Note 14).

### Provision for leasehold premises

The provision for leasehold premises covers unavoidable costs in relation to making good property to the same or similar state as when the lease was entered into at the end of the lease period or net outgoings on certain unoccupied leased premises or sub-let premises where projected rental income falls short of rental expense. The liability is determined on the basis of the present value of net future cash flows.

### Provision for restructuring

A provision for restructuring (including termination benefits) is recognised where there is a demonstrable commitment and a detailed plan such that there is little or no discretion to avoid payments to other parties and the amount can be reliably estimated. The majority of restructuring provisions are expected to be settled within 12 months and are measured at amounts expected to be paid when they are settled. Amounts expected to be settled more than 12 months from the balance date are measured at the present value of the estimated cash outflows, where the effect of discounting is material.

### Financial guarantees

Financial guarantee contracts are recognised as financial liabilities and recorded in provisions at the time the guarantee is issued. The liability is initially measured at fair value and subsequently at the higher of the amount determined in accordance with AASB 137 *Provisions, Contingent Liabilities and Contingent Assets* and the amount initially recognised less cumulative amortisation, where appropriate.

The fair value of a financial guarantee contract is determined as the present value of the difference in net cash flows between the contractual payments under the debt instrument and the payments that would be required without the guarantee, or the estimated amount that would be payable to a third party for assuming the obligation.

The measurement of provisions is one of the Group's critical accounting assumptions and estimates as detailed in Note 1d(v).

\$m	Consolidated		Parent Entity	
	2015	2014	2015	2014
Long service leave	348	357	320	328
Annual leave and other employee benefits	755	852	677	699
Litigation and non-lending losses	28	18	16	15
Provision for impairment on credit commitments (refer to Note 14)	304	308	273	278
Leasehold premises	28	62	28	62
Restructuring provisions	26	21	18	21
<b>Total provisions</b>	<b>1,489</b>	<b>1,618</b>	<b>1,332</b>	<b>1,403</b>

## Note 28. Provisions (continued)

\$m	Long Service Leave	Annual Leave and Other Employee Benefits	Litigation and Non-Lending Losses	Provision for Impairment on Credit Commitments	Leasehold Premises	Restructuring Provisions	Total
<b>Consolidated</b>							
Balance as at beginning of the year	357	852	18	308	62	21	1,618
Disposals of controlled entities <sup>1</sup>	(2)	(83)	-	-	-	-	(85)
Additions	77	1,010	39	-	18	44	1,188
Utilised	(38)	(1,000)	(22)	-	(52)	(39)	(1,151)
Unutilised reversed	(46)	(24)	(7)	-	-	-	(77)
Increase on unwinding of discount	-	-	-	12	-	-	12
Other	-	-	-	(16)	-	-	(16)
<b>Balance as at end of the year</b>	<b>348</b>	<b>755</b>	<b>28</b>	<b>304</b>	<b>28</b>	<b>26</b>	<b>1,489</b>
<b>Parent Entity</b>							
Balance as at beginning of the year	328	699	15	278	62	21	1,403
Additions	74	900	26	-	18	36	1,054
Utilised	(36)	(899)	(19)	-	(52)	(39)	(1,045)
Unutilised reversed	(46)	(23)	(6)	-	-	-	(75)
Increase on unwinding of discount	-	-	-	11	-	-	11
Other	-	-	-	(16)	-	-	(16)
<b>Balance as at end of the year</b>	<b>320</b>	<b>677</b>	<b>16</b>	<b>273</b>	<b>28</b>	<b>18</b>	<b>1,332</b>

<sup>1</sup> Attributable to the partial sale of BTIM.

## Note 29. Other liabilities

\$m	Consolidated		Parent Entity	
	2015	2014	2015	2014
Unearned general insurance premiums	343	341	-	-
Outstanding general insurance claims	284	225	-	-
Defined benefit deficit <sup>1</sup>	192	315	175	306
Accrued interest payable	2,626	2,917	2,301	2,602
Credit card loyalty program	274	299	-	-
Securities purchased not delivered	1,007	1,164	998	1,057
Trade creditors and other accrued expenses	1,276	1,030	958	761
Other	2,114	1,900	2,001	1,683
<b>Total other liabilities</b>	<b>8,116</b>	<b>8,191</b>	<b>6,433</b>	<b>6,409</b>

<sup>1</sup> Refer to Note 38 for more details.

## Note 30. Operating lease commitments

### Accounting policy

An operating lease is a lease where substantially all the risks and rewards of the leased asset remain with the lessor.

Where the Group provides operating leases, the assets are recognised in the balance sheet as property and equipment at cost, and depreciated to their residual value on a straight-line basis over their estimated useful life. Operating lease rentals are recognised in the income statement in non-interest income basis over the lease term.

In its capacity as a lessee, the Group mainly uses property and equipment under operating leases. Payments due to the lessor under operating leases are charged to equipment and occupancy expense within operating expenses over the lease term.

# Notes to the financial statements

## Note 30. Operating leases commitments (continued)

Details of the lease commitments at 30 September are as follows:

\$m	Consolidated		Parent Entity	
	2015	2014	2015	2014
<b>Lease commitments</b>				
Premises and sites	3,356	3,480	2,857	3,112
Furniture and equipment	24	26	19	20
<b>Total lease commitments</b>	<b>3,380</b>	<b>3,506</b>	<b>2,876</b>	<b>3,132</b>
Due within one year	553	528	480	452
Due after one year but not later than five years	1,391	1,534	1,189	1,323
Due after five years	1,436	1,444	1,207	1,357
<b>Total lease commitments</b>	<b>3,380</b>	<b>3,506</b>	<b>2,876</b>	<b>3,132</b>

Operating leases are entered into to meet the business needs of entities in the Group. Leases are primarily over commercial and retail premises and plant and equipment. Lease rentals are determined in accordance with market conditions when leases are entered into or on rental review dates.

Leased premises that have become excess to the Group's business needs have been sublet where possible and any expected rental shortfalls fully provided for. There are no restrictions imposed on the Group by lease arrangements other than in respect of the specific premises being leased.

Leases are generally for a term of five years with an option to extend for another five years. In most instances, other than the lease arrangement, the Group has no ongoing interests in the premises.

As at 30 September 2015, the total future minimum lease payments expected to be received by the Group and Parent Entity from non-cancellable sub-leases was \$10 million (2014: \$14 million) and \$10 million (2014: \$14 million) respectively.

## Note 31. Contingent liabilities, contingent assets and credit commitments

### Accounting policy

Contingent liabilities are possible obligations that arise from past events and whose existence will be confirmed only by uncertain future events that are not wholly within the control of the Group; or are present obligations arising from past events where the transfer of economic resources is uncertain or cannot be reliably measured. Contingent liabilities are not recognised on the balance sheet but are disclosed unless the outflow of economic resources is remote.

The Group is a party to financial instruments with off-balance sheet credit risk in the normal course of business to meet the financing needs of its customers and in managing its own risk profile. These financial instruments include commitments to extend credit, bill endorsements, financial guarantees, standby letters of credit and underwriting facilities.

The Group's exposure to credit loss in the event of non-performance by the other party is represented by the contract or notional amount of those financial instruments. However, some commitments to extend credit and provide underwriting facilities can be cancelled or revoked at any time at the Group's option. As a significant proportion of these financial instruments are expected to expire without being drawn upon, the contract or notional amounts do not necessarily reflect future liquidity requirements.

The Group uses the same credit policies in making commitments and conditional obligations as it does for on-balance sheet instruments.

The Group takes collateral where it is considered necessary to support both on and off-balance sheet financial instruments with credit risk. The Group evaluates each customer's credit worthiness on a case-by-case basis. The amount of collateral taken, if deemed necessary, on the provision of a financial facility is based on management's evaluation of the credit risk of the counterparty.

## Note 31. Contingent liabilities, contingent assets and credit commitments (continued)

Off-balance sheet credit risk-related financial instruments excluding derivatives at 30 September are as follows:

\$m	Consolidated		Parent Entity	
	2015	2014	2015	2014
<b>Credit risk-related instruments</b>				
Standby letters of credit and financial guarantees <sup>1</sup>	4,642	4,092	4,549	4,005
Trade letters of credit <sup>2</sup>	2,945	2,961	2,893	2,914
Non-financial guarantees <sup>3</sup>	9,431	9,205	8,948	8,699
Commitments to extend credit <sup>4</sup>	174,391	159,131	154,375	140,909
Other commitments <sup>5</sup>	184	763	184	763
<b>Total credit risk-related instruments</b>	<b>191,593</b>	<b>176,152</b>	<b>170,949</b>	<b>157,290</b>

<sup>1</sup> Standby letters of credit are undertakings to pay, against presentation documents, an obligation in the event of a default by a customer. Guarantees are unconditional undertakings given to support the obligations of a customer to third parties. The Group may hold cash as collateral for certain guarantees issued.

<sup>2</sup> Trade letters of credit are undertakings by the Group to pay or accept drafts drawn by an overseas supplier of goods against presentation of documents in the event of default by a customer.

<sup>3</sup> Non-financial guarantees include undertakings that oblige the Group to pay third parties should a customer fail to fulfil a contractual non-monetary obligation.

<sup>4</sup> Commitments to extend credit include all obligations on the part of the Group to provide credit facilities. As facilities may expire without being drawn upon, the notional amounts do not necessarily reflect future cash requirements. In addition to the commitments disclosed above at 30 September 2015, the Group offered \$9.3 billion (2014: \$8.0 billion) of facilities to customers, which had not yet been accepted.

<sup>5</sup> Other commitments include underwriting facilities.

Consolidated 2015	Up to 1 Year	Over 1 to 3 Years	Over 3 to 5 Years	Over 5 Years	Total
\$m					
Standby letters of credit and financial guarantees	1,705	1,627	429	881	4,642
Trade letters of credit	2,642	303	-	-	2,945
Non-financial guarantees	5,081	1,903	361	2,086	9,431
Commitments to extend credit	67,700	33,861	20,622	52,208	174,391
Other commitments	164	-	20	-	184
<b>Total commercial commitments</b>	<b>77,292</b>	<b>37,694</b>	<b>21,432</b>	<b>55,175</b>	<b>191,593</b>

### Contingent assets

The credit commitments shown in the table above also constitute contingent assets. These commitments would be classified as loans in the balance sheet on the contingent event occurring.

### Additional liabilities and commitments

#### Legislative liabilities

The Group had the following assessed liabilities as at 30 September 2015:

- \$16 million (2014: \$19 million) based on an actuarial assessment as a self-insurer under the *Workers' Compensation Act 1987* and the *Workplace Injury Management and Workers' Compensation Act 1998* (New South Wales);
- \$13 million (2014: \$13 million) based on actuarial assessment as a self-insurer under the *Accident Compensation Act 1985* (Victoria);
- \$4 million (2014: \$7 million) based on actuarial assessment as a self-insurer under the *Workers' Rehabilitation and Compensation Act 1986* (South Australia);
- \$1 million (2014: \$2 million) based on an actuarial assessment as a self-insurer under the *Workers' Compensation and Rehabilitation Act 2003* (Queensland);
- \$1 million (2014: \$2 million) based on an actuarial assessment as a self-insurer under the *Workers' Compensation Act 1951* (Australian Capital Territory);
- \$1 million (2014: \$1 million) based on an actuarial assessment as a self-insurer under the *Workers' Compensation and Injury Management Act 1981* (Western Australia); and
- \$1 million (2014: \$1 million) based on an actuarial assessment as a self-insurer under the *Workers' Rehabilitation and Compensation Act 1988* (Tasmania).

# Notes to the financial statements

## Note 31. Contingent liabilities, contingent assets and credit commitments (continued)

Adequate provision has been made for these liabilities in the provision for annual leave and other employee benefits (refer to Note 28).

### Litigation

Contingent liabilities exist in respect of actual and potential claims and proceedings. An assessment of the Group's likely loss has been made on a case-by-case basis for the purpose of the financial statements and specific provisions have been made where appropriate.

- Since 2011, Westpac has been served with three class action proceedings brought on behalf of customers seeking to recover exception fees paid by those customers. Similar class actions have been commenced against several other Australian banks. Westpac has agreed with the plaintiffs to put the proceedings against Westpac on hold pending further developments in the litigation against one of those other banks. In April 2015, the Full Court of the Federal Court unanimously found all of the exception fees charged by that other bank to be lawful. The plaintiffs are currently appealing certain aspects of that judgment to the High Court of Australia. The appeal is scheduled to be heard in February 2016; and
- Westpac has been served with a class action proceeding brought on behalf of Westpac customers who borrowed money to invest in Storm Financial-badged investments. Westpac intends to defend these proceedings. As the two named applicants have not quantified the damages that they seek, and given the preliminary nature of these proceedings, it is not possible to estimate any potential liability at this stage.

### Industry reviews by regulators

Globally, regulators continue to progress various reviews involving the financial services sector. The nature of these reviews can be wide ranging and, for example, currently include investigations into potential manipulation in financial markets. During the year, Westpac has received notices and requests for information from its regulators. The outcomes and total costs associated with such reviews are uncertain.

### Settlement risk

The Group is subject to a credit risk exposure in the event that another financial institution fails to settle for its payments clearing activities. We seek to minimise credit risk arising from settlement risk in the payments system by aligning our processing method with the legal certainty of settlement in the relevant clearing system.

### Financial Claims Scheme

Under the Financial Claims Scheme (FCS) the Australian Government provides depositors a free guarantee of deposits in eligible ADIs up to and including \$250,000. The FCS applies to an eligible ADI if APRA has applied for the winding up of the ADI and the responsible Australian Government minister has declared that the FCS applies to the ADI.

The *Financial Claims Scheme (ADIs) Levy Act 2008* provides for the imposition of a levy to fund the excess of certain APRA FCS costs connected to an ADI. The levy would be imposed on liabilities of eligible ADIs to their depositors and cannot be more than 0.5% of the amount of those liabilities.

### Service agreements

The maximum contingent liability for termination benefits in respect of service agreements with the CEO and other Group Key Management Personnel at 30 September 2015 was \$15 million (2014: \$16 million).

### Contingent tax risk

The ATO is reviewing the taxation treatment of certain transactions undertaken by the Group in the course of normal business activities.

Risk reviews and audits are also being undertaken by revenue authorities in other jurisdictions, as part of normal revenue authority activity in those countries.

The Group has assessed these and other taxation claims arising in Australia and elsewhere, including seeking independent advice where appropriate, and considers it holds appropriate provisions.

### Parent Entity guarantees and undertakings

In addition to the above, the following guarantees and undertakings are extended to entities in the Group by the Parent Entity:

- issue of letters of comfort in respect of certain subsidiaries in the normal course of business. The letters recognise that Westpac has a responsibility that those subsidiaries continue to meet their obligations;
- guarantees to certain wholly owned subsidiaries that are Australian financial services or credit licensees to comply with legislative requirements. Each guarantee provided does not exceed \$40 million per annum. The guarantees will only give rise to a liability where the entity concerned becomes legally obliged to pay on account of a claim under the relevant licence. The Parent Entity has a right of indemnity to recover funds payable under the guarantees.

# CAPITAL AND DIVIDENDS

## Note 32. Shareholders' equity

### Accounting policy

#### Share capital

Ordinary shares are recognised at the amount paid up per ordinary share net of directly attributable issue costs. Where the Parent Entity or other members of the Group purchases shares in the Parent Entity, the consideration paid is deducted from ordinary share capital and the shares are treated as treasury shares until they are subsequently sold, reissued or cancelled. Where such shares are sold or reissued, any consideration received is included in shareholders' equity.

#### Other equity instruments

Convertible debentures issued by the Parent Entity in respect of the 2006 Trust Preferred Securities (2006 TPS) are recognised in the Parent Entity balance sheet at the amount of consideration received net of issue costs. Distributions on them are recognised when entitlements are determined in accordance with the terms of the convertible debentures.

#### Non-controlling interests

Non-controlling interests represents the share in the net assets of subsidiaries attributable to equity interests that are not owned directly or indirectly by the Parent Entity. The 2006 TPS are also classified as non-controlling interests in the Group balance sheet.

#### Reserves

##### Foreign currency translation reserve

Exchange differences arising on translation of the Group's foreign operations, any offsetting gains or losses on hedging the net investment and any associated tax effect are reflected in the foreign currency translation reserve. A cumulative credit balance in this reserve would not normally be regarded as being available for payment of dividends until such gains are realised on sale or disposal of the foreign operation.

##### Available-for-sale securities reserve

This comprises the changes in the fair value of available-for-sale financial securities, net of tax. These changes are transferred to non-interest income in the income statement when the asset is either derecognised or impaired.

##### Cash flow hedging reserve

This comprises the fair value gains and losses associated with the effective portion of designated cash flow hedging instruments, net of tax.

##### Share-based payment reserve

This comprises the fair value of share-based payments recognised as an expense.

#### Other reserves

Other reserves for the Parent Entity relates to certain historic internal group restructurings performed at fair value. This reserve is eliminated on consolidation. Other reserves for the Group consist of transactions relating to change in the Parent Entity's ownership of a subsidiary that do not result in a loss of control.

The amount recorded in other reserves reflects the difference between the amount by which non-controlling interests are adjusted and the fair value of any consideration paid or received.

\$m	Consolidated		Parent Entity	
	2015	2014	2015	2014
<b>Contributed equity</b>				
Ordinary shares 3,183,907,786 (2014: 3,109,048,309) each fully paid	29,280	26,943	29,280	26,943
Restricted Share Plan (RSP) treasury shares 4,478,150 (2014: 6,327,116)	(304)	(235)	(304)	(235)
Other treasury shares 5,423,555 (2014: 5,121,966)	(81)	(69)	(4)	(4)
Treasury and RSP treasury shares	(385)	(304)	(308)	(239)
<b>Share capital</b>	<b>28,895</b>	<b>26,639</b>	<b>28,972</b>	<b>26,704</b>
<b>Other equity instruments</b>				
Convertible notes issued on 21 June 2006 A\$762,737,500 (with net issue costs of A\$8 million)	-	-	755	755
<b>Non-controlling interests<sup>1</sup></b>				
Trust preferred securities 7,627,375 2006 TPS of A\$100 each (with net issue costs of A\$8 million)	755	755	-	-
Other	62	126	-	-
<b>Total non-controlling interests</b>	<b>817</b>	<b>881</b>	<b>-</b>	<b>-</b>

<sup>1</sup> Total distributions to Non-controlling interests were \$52 million (2014: \$48 million).

# Notes to the financial statements

## Note 32. Shareholders' equity (continued)

Reserves \$m	Consolidated		Parent Entity	
	2015	2014	2015	2014
<b>Available-for-sale securities reserve</b>				
Balance as at beginning of the year	129	12	79	(104)
Current movement due to changes in other comprehensive income:				
Net gains/(losses) from changes in fair value	(148)	263	(152)	222
Income tax effect	46	(79)	47	(69)
Transferred to income statements	(73)	(94)	(21)	9
Income tax effect	21	27	6	21
<b>Balance as at end of the year</b>	<b>(25)</b>	<b>129</b>	<b>(41)</b>	<b>79</b>
<b>Share-based payment reserve</b>				
Balance as at beginning of the year	1,076	920	983	846
Current movement due to transactions with employees	141	156	125	137
<b>Balance as at end of the year</b>	<b>1,217</b>	<b>1,076</b>	<b>1,108</b>	<b>983</b>
<b>Cash flow hedging reserve</b>				
Balance as at beginning of the year	162	271	150	254
Current movement due to changes in other comprehensive income:				
Net gains/(losses) from changes in fair value	(59)	41	140	90
Income tax effect	14	(12)	(42)	(27)
Transferred to income statements	(131)	(197)	(167)	(239)
Income tax effect	40	59	50	72
<b>Balance as at end of the year</b>	<b>26</b>	<b>162</b>	<b>131</b>	<b>150</b>
<b>Foreign currency translation reserve</b>				
Balance as at beginning of the year	(190)	(251)	(332)	(346)
Current movement due to exchange differences on translation of foreign operations, net of associated hedges	15	61	33	14
<b>Balance as at end of the year</b>	<b>(175)</b>	<b>(190)</b>	<b>(299)</b>	<b>(332)</b>
<b>Other reserves</b>				
Balance as at beginning of the year	(1)	1	41	41
Transactions with owners	(16)	(2)	-	-
<b>Balance as at end of the year</b>	<b>(17)</b>	<b>(1)</b>	<b>41</b>	<b>41</b>
<b>Share of other comprehensive income (expense) of associates</b>	<b>5</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total reserves</b>	<b>1,031</b>	<b>1,176</b>	<b>940</b>	<b>921</b>

### Ordinary shares

In accordance with the *Corporations Act 2001*, Westpac does not have authorised capital and all ordinary shares issued have no par value.

Ordinary shares entitle the holder to participate in dividends as declared and in the event of winding up of Westpac, to participate in the proceeds in proportion to the number of and amounts paid on the shares held.

Ordinary shares entitle the holder to one vote per share, either in person or by proxy, at a meeting of Westpac shareholders.

Details of ordinary shares issued or purchased during the year ended 30 September 2015 are set out in the tables below:

#### Number of shares on issue

##### Consolidated and Parent

(number)	2015	2014
<b>Opening balance</b>	<b>3,109,048,309</b>	<b>3,109,048,309</b>
<b>Issue of shares</b>		
Dividend reinvestment plan <sup>1</sup>	43,999,852	-
Dividend reinvestment plan underwrite <sup>2</sup>	30,859,625	-
<b>Issued shares for the year</b>	<b>74,859,477</b>	<b>-</b>
<b>Closing balance</b>	<b>3,183,907,786</b>	<b>3,109,048,309</b>

<sup>1</sup> The average price for the issuance of shares in relation to the dividend reinvestment plan for the 2014 final dividend and 2015 interim dividend was \$32.08.

<sup>2</sup> The average price for the issuance of shares in relation to the 2015 interim dividend reinvestment plan underwrite was \$32.40.

## Note 32. Shareholders' equity (continued)

### Ordinary shares purchased on market

Consolidated and Parent	2015 Number	2015 Average Price (\$)
Employee share plan	823,869	32.77
Restricted share plan	2,067,941	32.81
WPP - exercise of options <sup>1</sup>	202,255	36.54
WPP - exercise of share rights and performance share rights	436,407	33.23
WRP - exercise of options <sup>1</sup>	402,814	36.27
WRP - exercise of share rights	845,258	34.74
CEOPP - exercise of share rights	197,848	34.33
<b>Total ordinary shares purchased on market<sup>2</sup></b>	<b>4,976,392</b>	

<sup>1</sup> The average exercise price received was \$22.02 on the exercise of the WPP options (2014: \$20.86) and \$27.55 on the exercise of the WRP options (2014: \$27.35).

<sup>2</sup> The purchase of existing ordinary shares in respect of employee share plans resulted in a tax benefit of \$10.3 million being recognised as contributed equity.

### Restricted Share Plan treasury shares

Ordinary shares allocated to eligible employees under the RSP are classified as treasury shares until unconditional ownership of the shares vest at the end of the restriction period.

### Other treasury shares

Other treasury shares includes ordinary shares held by statutory life funds and managed investment schemes and ordinary shares held by Westpac in respect of equity derivatives sold to customers.

During the year 928,162 treasury shares were purchased at an average price of \$36.31 (2014: 99,342 shares at an average price of \$33.38) and 626,573 treasury shares were sold at an average price of \$33.34 (2014: 399,882 shares at an average price of \$33.24).

### Convertible notes and 2006 TPS

A Westpac controlled entity, Westpac TPS Trust, issued 7,627,375 2006 TPS in Australia at \$100 each on 21 June 2006. The 2006 TPS are preferred units in the Westpac TPS Trust, with non-cumulative floating rate distributions which are expected to be fully franked. Westpac TPS Trust also issued one ordinary unit with an issue price of \$100 to Westpac. Westpac, as holder of the ordinary unit, is entitled to any residual income or assets of the Westpac TPS Trust not distributed to holders of 2006 TPS. The principal assets of Westpac TPS Trust are 7,627,375 convertible notes (the notes) issued by Westpac in an aggregate amount of \$762,737,500. The notes qualify for transitional treatment as Additional Tier 1 capital of Westpac under APRA's Basel III capital adequacy framework.

The 2006 TPS are scheduled to pay quarterly distributions (30 September, 31 December, 31 March and 30 June) in arrears, subject to certain conditions being satisfied. The distribution rate on 2006 TPS, until 30 June 2016 (the step-up date), is calculated as the Australian 90 day bank bill rate plus 1% per annum (the initial margin), together multiplied by one minus the Australian corporate tax rate (30% during the year ended 30 September 2015). After the step-up date, the initial margin will increase by a one time step-up of 1% per annum.

Distributions on the 2006 TPS will only be made if Westpac pays interest on the notes and certain other conditions (which broadly correspond to the interest payment conditions on the notes) are satisfied. Interest on the notes is subject to an interest payment test and interest will not be paid if Westpac directors have not resolved to make the interest payment, the payment of interest exceeds distributable profits (unless APRA gives its prior approval) and APRA does not otherwise object to the payment. The interest payments on the notes may exceed the aggregate amount of the distributions to be made on 2006 TPS. Any excess will be distributed to Westpac, as holder of the ordinary unit in the Westpac TPS Trust, on each distribution payment date.

The notes are unsecured obligations of Westpac and rank subordinate and junior in right of payment of principal and interest to Westpac's obligations to depositors and creditors, other than subordinated creditors holding subordinated indebtedness that is stated to rank equally with, or junior to the notes.

## Note 32. Shareholders' equity (continued)

### **Conversion, exchange and redemption**

Westpac can redeem 2006 TPS for cash with APRA approval or convert into a variable number of Westpac ordinary shares calculated in accordance with the Westpac TPS terms, on the step-up date or any distribution payment date after the step-up date, for certain tax, regulatory or change of control reasons and in certain other circumstances. If Westpac elects to redeem 2006 TPS, holders will receive cash equal to their face value. If Westpac elects to convert 2006 TPS, for each 2006 TPS, holders will receive a number of ordinary shares calculated using the formula described in the 2006 TPS terms subject to a maximum conversion number which is 50 Westpac ordinary shares. The price at which Westpac ordinary shares will be issued is based on the Westpac ordinary share price determined over the 20 business day period prior to the elected conversion date and includes a 2.5% discount. If Westpac redeems or converts 2006 TPS, Westpac must also redeem or convert the notes in a corresponding manner.

The 2006 TPS will automatically exchange into Westpac preference shares upon the occurrence of an automatic exchange event, that is, if the 2006 TPS are still on issue on 30 September 2055 or in certain other limited circumstances, including the occurrence of an event of default or an APRA event (unless APRA determines otherwise). On exchange, all 2006 TPS on issue will exchange into preference shares directly issued by Westpac and the notes and the 2006 TPS will be redeemed simultaneously. On exchange, 2006 TPS holders will receive one preference share for each 2006 TPS.

## Note 33. Capital adequacy

APRA has responsibility for the prudential supervision of ADIs, life and general insurance companies and superannuation funds in Australia. Westpac Banking Corporation is an ADI.

Australia's risk-based capital adequacy guidelines are generally consistent but not completely aligned with the approach agreed upon by the Basel Committee on Banking Supervision (BCBS). APRA has exercised its discretion in applying the Basel framework to Australian ADIs, resulting in a more conservative approach than the minimum standards published by the BCBS. APRA also introduced the new standards from 1 January 2013 with no phasing in of higher capital requirements as allowed by BCBS. The application of these discretions act to reduce reported capital ratios relative to those reported in other jurisdictions.

Under APRA's implementation of Basel III, Australian banks are required to maintain a minimum Common Equity Tier 1 capital ratio of at least 4.5%, Tier 1 capital ratio of 6.0% and Total Regulatory Capital ratio of 8.0%. Subject to certain limitations, Common Equity Tier 1 capital consists of paid-up share capital, retained profits and certain reserves, less the deduction of certain intangible assets, capitalised expenses and software, and investments and retained earnings in insurance and funds management subsidiaries that are not consolidated for capital adequacy purposes. Tier 1 Capital is the sum of Common Equity Tier 1 capital and Additional Tier 1 capital. Additional Tier 1 capital comprises high quality components of capital that consists of securities not included in Common Equity Tier 1 capital but which include loss absorbing characteristics. Total Regulatory Capital is the sum of Tier 1 and Tier 2 capital. Tier 2 capital includes other components of capital that, to varying degrees, fall short of the quality of Tier 1 capital, but nonetheless contribute to the overall strength of an ADI and its capacity to absorb losses.

Westpac's capital ratios are significantly above APRA minimum capital adequacy requirements. Westpac is required to inform APRA immediately of any breach or potential breach of its minimum prudential capital adequacy requirements, including details of remedial action taken or planned to be taken.

### **Capital management strategy**

Westpac's approach seeks to balance the fact that capital is an expensive form of funding with the need to be adequately capitalised as an ADI. Westpac considers the need to balance efficiency, flexibility and adequacy when determining sufficiency of capital and when developing capital management plans.

Westpac evaluates these considerations through an Internal Capital Adequacy Assessment Process (ICAAP), the key features of which include:

- the development of a capital management strategy, including preferred capital range, capital buffers and contingency plans;
- consideration of both economic and regulatory capital requirements;
- a process that challenges the capital measures, coverage and requirements which incorporates amongst other things, the impact of adverse economic scenarios; and
- consideration of the perspectives of external stakeholders including rating agencies and equity and debt investors.

## Note 34. Dividends

### Accounting policy

A provision for dividends is recognised when dividends are declared, determined or publicly recommended by the Directors but not distributed as at the balance date.

\$m	Consolidated			Parent Entity	
	2015	2014	2013	2015	2014
Dividends not recognised at year end					
Since year end the Directors have recommended the payment of the following dividends on ordinary shares:					
Ordinary shares 94 cents per share (2014: 92 cents per share, 2013: 88 cents per share) all fully franked at 30%	2,988	2,856	2,733	2,993	2,860
Special dividend nil cents per share (2014: nil, 2013: 10 cents per share) fully franked at 30%	-	-	310	-	-
<b>Total dividends not recognised at year end</b>	<b>2,988</b>	<b>2,856</b>	<b>3,043</b>	<b>2,993</b>	<b>2,860</b>

The Board has determined to satisfy the DRP for the 2015 final dividend by issuing Westpac ordinary shares. The DRP will not include a discount.

### Australian franking credits

Australian franking credits available to the Parent Entity for subsequent financial years after adjusting the franking account balance as at the end of the financial year for franking credits that will arise from the payment of income tax payable on Australian profits for the 2015 year, and franking debits that will arise from the payment of the proposed 2015 final dividends is \$793 million (2014: \$565 million, 2013: \$585 million).

### New Zealand imputation credits

The Parent Entity is able to attach available New Zealand imputation credits to dividends paid. As a result, New Zealand imputation credits of NZ\$0.06 (2014: NZ\$0.06, 2013: NZ\$0.074) per share will be attached to the final 2015 ordinary dividend payable by the Company. New Zealand imputation credits available for subsequent financial years after adjusting the franking account balance as at the end of the financial year for franking credits that will arise from the payment of income tax on New Zealand profits for the year, and franking debits that will arise from the payment of the proposed 2015 final dividend is NZ\$522 million (2014: NZ\$562 million, 2013: NZ\$605 million).

## GROUP STRUCTURE

## Note 35. Investments in subsidiaries and associates

### Accounting policy

#### Subsidiaries

Westpac controls and accordingly consolidates an entity when it is exposed to, or has rights to, variable returns from its involvement with the entity, and has the ability to affect those returns through its power over the entity.

The Group reassesses whether it controls an entity if facts and circumstances indicate that there have been changes to its power, its rights to variable returns or its ability to use its power to affect the amount of its returns.

Changes in the Group's ownership interest in a subsidiary after control is obtained which do not result in a loss of control are accounted for as transactions with equity holders in their capacity as equity holders.

When the Group ceases to control a subsidiary any retained interest in the entity is remeasured to its fair value, with any resulting gain or loss recognised in the income statement.

In the Parent Entity's financial statements, investments in subsidiaries are initially recorded at cost and are subsequently held at the lower of cost and recoverable amount.

#### Associates

Associates are entities in which the Group has significant influence, but not control, over the operating and financial policies. The Group recognises investments in associates using the equity method. They are initially recognised at cost (except where recognised at fair value due to a loss of control of a subsidiary), and increased (or decreased) each year by the Group's share of post acquisition profit (or loss) of the associate. Dividends received from the associate reduce the carrying amount of the investment in associate.

The Group as at 30 September 2015 includes the material controlled entities in the following table.

# Notes to the financial statements

## Note 35. Investments in subsidiaries and associates (continued)

Overseas companies predominantly carry on business in the country of incorporation. For unincorporated entities, 'Country of Incorporation' refers to the country where business is carried on. The financial years of all controlled entities are the same as that of Westpac unless otherwise stated. From time to time, the Group consolidates a number of unit trusts where the group is exposed to, or has rights to, variable returns from its involvement with the trusts, and has the ability to affect those returns through its power over the trusts. These investment vehicles are excluded from the table.

Name	Country of Incorporation	Name	Country of Incorporation
Advance Asset Management Limited	Australia	Westpac Financial Services Limited	Australia
Asgard Capital Management Limited	Australia	Westpac General Insurance Limited	Australia
Asgard Wealth Solutions Limited	Australia	Westpac General Insurance Services Limited	Australia
BT Financial Group Pty Limited	Australia	Westpac Lenders Mortgage Insurance Limited	Australia
BT Funds Management Limited	Australia	Westpac Overseas Holdings Pty Limited	Australia
BT Portfolio Services Limited	Australia	Westpac Securities Limited	Australia
Capital Finance Australia Limited	Australia	Westpac Securitisation Holdings Pty Limited	Australia
Hastings Funds Management Limited	Australia	BT Funds Management (NZ) Limited	New Zealand
Hastings Management Pty Limited	Australia	Westpac Financial Services Group-NZ-Limited	New Zealand
RAMS Financial Group Pty Limited	Australia	Westpac Life-NZ-Limited	New Zealand
Sixty Martin Place (Holdings) Pty Limited	Australia	Westpac New Zealand Group Limited	New Zealand
St.George Finance Limited	Australia	Westpac New Zealand Limited	New Zealand
St.George Life Limited	Australia	Westpac NZ Operations Limited	New Zealand
Westpac Equity Holdings Pty Limited	Australia	Westpac Bank-PNG-Limited	Papua New Guinea
Westpac Financial Services Group Limited	Australia	Hastings Funds Management (USA) Inc.	USA

In addition to the above controlled entities, the following entities have been granted relief from compliance with the balance date synchronisation provisions in the Corporations Act 2001:

- Westpac Cash PIE Fund
- Westpac Notice Saver PIE Fund
- Westpac Term PIE Fund

The following material controlled entities are not wholly owned:

Percentage Owned	2015	2014
Hastings Management Pty Limited <sup>1</sup>	95.9%	97.2%
Westpac Bank-PNG-Limited	89.9%	89.9%

<sup>1</sup> The change in ownership did not result in a loss of control. The effect on equity attributable to owners of the Westpac Banking Corporation as a result of this change was not material.

### Non-controlling interests

Details of non-controlling interests are set out in Note 32.

### Significant restrictions

There were no significant restrictions on the ability to transfer cash or other assets, pay dividends or other capital distributions, provide or repay loans and advances between the entities within the Group. There were also no significant restrictions on Westpac's ability to access or use the assets and settle the liabilities of the Group resulting from protective rights of non-controlling interests.

### Associates

On 23 June 2015, the Group lost control of BT Investment Management Limited (BTIM), a company incorporated in Australia. As at 30 September 2014 the Group held 60.8% of issued shares and consolidated the investment. The Group now holds 31.0% and the investment is equity accounted. The following table summarises the financial information of BTIM as presented in its financial statements and reconciles the summarised financial information to the carrying amount of the Group's investment in BTIM.

## Note 35. Investments in subsidiaries and associates (continued)

Consolidated \$m	3 months ended 30 September 2015
<b>Summarised results</b>	
Revenue for the period	120
Net profit for the period	33
Other comprehensive income for the period	19
<b>Total comprehensive income (100%)</b>	<b>52</b>
Group's share of net profit (31%)	10
Equity accounting adjustments	(5)
<b>Group's share in net profit recognised in the income statement</b>	<b>5</b>
Group's share of other comprehensive income (31%)	6
Tax effect on Group's share of other comprehensive income	(1)
<b>Share of total comprehensive income recognised by the Group</b>	<b>10</b>
Dividends received from associates during the period	-
<b>Summarised balance sheet</b>	
Total assets	990
Total liabilities	(228)
<b>Total net assets (100%)</b>	<b>762</b>
Group's share of total net assets (31%)	236
Other equity accounting adjustments	(6)
Fair value adjustments (including notional goodwill) on acquisition (net of amortisation)	526
<b>Carrying amount of interest in BTIM</b>	<b>756</b>
Fair value of investment	868

## Note 36. Structured entities

### Accounting policy

A structured entity is one which has been designed such that voting or similar rights are not the dominant factor in determining who controls the entity (for example, when voting rights relate to administrative tasks only and the relevant activities are directed by means of contractual arrangements). Structured entities are generally created to achieve a specific and well defined objective with restrictions over their ongoing activities. Where structured entities are used to facilitate the purchase of specific assets, they are commonly financed by issuing debt or equity securities that are collateralised by and/or indexed to those underlying assets. The debt and equity securities issued by structured entities may include tranches with varying levels of subordination.

The Group engages in various transactions with both consolidated and unconsolidated structured entities that are mainly involved in securitisations, asset-backed and other financing structures and managed investment funds.

Structured entities are assessed for consolidation in accordance with the accounting policy set out in Note 35. As voting rights are often not the decisive factor in decisions over the relevant activities, the assessment of control may involve assessing the purpose and design of the entity, and consideration as to whether the Group, or another involved party with power over the relevant activities, is acting as a principal in its own right or as an agent on behalf of others. The Group may have an interest in or sponsor a structured entity but not consolidate it.

The details below provide information on both consolidated and unconsolidated structured entities.

### Consolidated structured entities

#### Securitisation and asset-backed conduit vehicles

The Group uses structured entities as conduits for the purposes of providing its customers with access to funding from commercial paper markets and to undertake securitisation of its own pool of financial assets. For further details, including contractual arrangements to provide financial support, refer to Note 25.

#### Covered bonds

The Group has two covered bond programs whereby selected pools of residential mortgages it originates are assigned to bankruptcy remote structured entities. For further details, including contractual arrangements to provide financial support, refer to Note 25.

## Note 36. Structured entities (continued)

### **Group managed funds**

The Group has established a number of investment management funds for which it acts as the responsible entity and/or fund manager. The Group consolidates those funds where it is deemed to be acting as a principal rather than agent in its role of investment manager. The principal vs. agent decision requires judgment to be exercised in concluding whether the Group has sufficient exposure to variable returns. The Group does not have any contractual arrangements to provide financial support to these entities.

### **Non-contractual financial support**

The Group has not provided any non-contractual financial support during the period to consolidated structured entities and does not anticipate providing such support in the future.

### **Unconsolidated structured entities**

The Group enters into transactions with unconsolidated structured entities in the normal course of business to facilitate customer transactions, for liquidity management purposes and for specific investment opportunities.

Its interests in structured entities comprise any form of contractual or non-contractual involvement which creates variability in returns arising from the performance of the entity for the Group. These include holdings of debt or equity instruments, guarantees, liquidity and other credit support arrangements, lending, loan commitments, derivatives that transfer financial risks from the entity to the Group and investment management agreements.

Interests do not include derivatives that are not complex (e.g. interest rate swaps and currency swaps), instruments that are deemed to create rather than absorb variability in the unconsolidated structured entity (e.g. purchase of credit protection under a credit default swap), and lending arrangements to a structured entity where recourse on default is to a wider operating entity rather than secured only on the underlying assets of the entity.

The main types of interests held by the Group in unconsolidated structured entities generally comprise the following:

- trading securities: the Group buys and sells interests in structured entities as part of its normal trading activities and includes mortgage or other asset-backed securities. These securities are typically held as part of a larger trading portfolio and the Group would normally have no other involvement with the structured entity. The Group derives interest income on these securities, and also recognises realised and unrealised gains or losses arising from a change in fair value through trading income;
- available-for-sale securities: the Group holds mortgage-backed securities as part of its liquidity portfolio which provides a buffer against unforeseen funding requirements. These assets are highly rated investment grade paper and are 100% eligible for repurchase agreements with the Reserve Bank of Australia or another central bank. As with its securities held in trading portfolios, the Group would normally have no other involvement with the issuing structured entity. The Group recognises interest income on these securities and net gains or losses arising from the sale of these assets (recorded as part of non-interest income);
- loans and other credit commitments: the Group provides lending facilities to unconsolidated structured entities in the normal course of its lending business to earn income in the form of interest and lending fees. The structured entities mainly comprise property trusts, and those associated with project and property financing transactions where the primary source of debt service, security and repayment is derived from the underlying assets of the entity. Other structured entities include those unconsolidated securitisation trusts established as part of the Group's customer securitisation program. All loans and credit commitments are subject to the Group's credit approval process with collateral specific to the circumstances of each loan;
- investment management agreements: as part of its normal funds management activities, the Group establishes and manages a number of funds that provide customers with investment opportunities. The Group also manages superannuation funds established for its employees. As the fund manager, the Group is entitled to receive on-going management and performance fee income based on the value and performance of the assets under management; and
- the Group may also retain units in these funds, which are primarily held by its consolidated life insurance entities. The Group derives fund distribution income from these holdings and recognises fair value movements (through non-interest income) where the instruments are held at fair value through the income statement.

The following table shows the Group's interests in unconsolidated structured entities and its maximum exposure to loss in relation to those interests. The maximum exposure to loss represents the maximum loss that the Group could incur as a result of its involvement in the structured entities regardless of the probability of the loss being incurred. The amount does not take into account the effects of any collateral or hedges undertaken to reduce the risk of loss. In this respect:

- for debt and equity instruments in and loans to unconsolidated structured entities, the maximum exposure to loss is the carrying value of these interests at reporting date; and
- for off-balance sheet instruments including liquidity facilities, loan and other credit commitments and guarantees, the maximum exposure to loss is reflected by the notional amounts.

## Note 36. Structured entities (continued)

### Consolidated 2015

\$m	Investment in Third Party Mortgage and Other Asset-Backed Securities <sup>1</sup>	Financing to Securitisation Vehicles	Group Managed Funds	Interests in Other Structured Entities	Total
<b>Assets</b>					
Receivables due from other financial institutions	-	823	-	-	823
Trading securities and financial assets designated at fair value	2,902	-	20	2,973	5,895
Available-for-sale securities	5,173	-	-	-	5,173
Loans	-	16,091	9	23,203	39,303
Life insurance assets	132	-	282	2,165	2,579
Other assets	10	-	54	-	64
<b>Total on-balance sheet exposures</b>	<b>8,217</b>	<b>16,914</b>	<b>365</b>	<b>28,341</b>	<b>53,837</b>
Total notional amounts of off-balance sheet exposures	-	4,256	59	7,789	12,104
<b>Maximum exposure to loss</b>	<b>8,217</b>	<b>21,170</b>	<b>424</b>	<b>36,130</b>	<b>65,941</b>
Size of structured entities <sup>2</sup>	67,148	21,170	57,739	148,085	294,142

<sup>1</sup> Of the Group's total interests held in third party mortgage and other asset-backed securities, \$8,217 million represents the senior tranche of notes and are investment grade rated.

<sup>2</sup> Represented either by the total assets or market capitalisation of the entity, or if not available the Group's total committed exposure (for lending arrangements and external debt and equity holdings), funds under management (for Group managed funds) or the total value of notes on issue (for investments in third-party asset-backed securities).

### Consolidated 2014

\$m	Investment in Third Party Mortgage and Other Asset-Backed Securities <sup>1</sup>	Financing to Securitisation Vehicles	Group Managed Funds	Interests in Other Structured Entities	Total
<b>Assets</b>					
Receivables due from other financial institutions	-	1,417	-	-	1,417
Trading securities and financial assets designated at fair value	3,262	-	123	2,974	6,359
Available-for-sale securities	4,428	-	104	-	4,532
Loans	127	13,478	57	23,638	37,300
Life insurance assets	-	-	2,209	1,544	3,753
Other assets	11	-	39	4	54
<b>Total on-balance sheet exposures</b>	<b>7,828</b>	<b>14,895</b>	<b>2,532</b>	<b>28,160</b>	<b>53,415</b>
Total notional amounts of off-balance sheet exposures	-	4,543	78	7,377	11,998
<b>Maximum exposure to loss</b>	<b>7,828</b>	<b>19,438</b>	<b>2,610</b>	<b>35,537</b>	<b>65,413</b>
Size of structured entities <sup>2</sup>	111,350	19,438	87,084	144,873	362,745

<sup>1</sup> Of the Group's total interests held in third party mortgage and other asset-backed securities, \$7,809 million represents the senior tranche of notes issued and \$19 million represents the subordinated tranche of notes issued. All notes are investment grade rated.

<sup>2</sup> Represented either by the total assets or market capitalisation of the entity, or if not available the Group's total committed exposure (for lending arrangements and external debt and equity holdings), funds under management (for Group managed funds) or the total value of notes on issue (for investments in third-party asset-backed securities).

### Non-contractual financial support

The Group has not provided any non-contractual financial support during the period to unconsolidated structured entities and does not anticipate providing such support in the future.

### Sponsored entities

The Group would be deemed to sponsor an entity where it is involved in its creation or establishment and promotion (including use of the Group's name in the name of the entity or on the products issued by the entity), and facilitates its on-going success through the transfer of assets (if any), or the provision of explicit or implicit financial, operational or other support.

In addition to the sponsored entities in which the Group has an interest, the Group also sponsors entities in which it has no interest. These primarily comprise the Group's charitable trusts. No income is earned from these entities nor does the Group transfer any assets to them.

## EMPLOYEE BENEFITS

### Note 37. Share-based payments

#### Accounting policy

The Group enters into various share-based payment arrangements with its employees as compensation for services provided by employees.

#### Options and share rights

Options and share rights are equity-settled share-based payment arrangements. The fair value of the options and share rights is measured at grant date and is recognised as an expense over the period the services are received, which is the expected vesting period during which the employees would become entitled to exercise the option or share right, with a corresponding increase in equity.

The fair value of options and share rights is estimated at grant date using a Binomial/Monte Carlo simulation pricing model incorporating the vesting and market-related hurdle features of the grants. The fair value of the options and share rights excludes the impact of any non-market vesting conditions such as participants' continued employment by the Group. The non-market vesting conditions are included in assumptions used when determining the number of options and share rights expected to become exercisable for which an expense is recognised. At each reporting date these assumptions are revised and the expense recognised each year takes into account the most recent estimates.

#### Restricted share plan (RSP)

Under the RSP, Westpac shares may be allocated to eligible employees at no cost with vesting subject to remaining employed with Westpac for a period determined by the Board. The RSP is a share-based payment transaction in which the terms of the arrangement provide Westpac with the choice of whether to settle in cash (by buying shares on market) or by issuing new shares to employees. As Westpac does not have a present obligation to settle in cash, the RSP is accounted for as an equity-settled share-based payment transaction.

The fair value of shares allocated to employees for nil consideration under the Restricted Share Plan (RSP) is recognised as an expense over the vesting period with a corresponding increase in equity. The fair value of ordinary shares issued to satisfy the obligation to employees is measured at grant date and is recognised as a separate component of equity.

Westpac has formed a trust to hold any shares forfeited by employees until they are reallocated to employees in subsequent grants in the Group's RSP. Shares allocated to employees under the RSP, which have not yet vested, are treated as treasury shares and deducted from shareholders' equity.

#### Employee share plan (ESP)

Under the Employee Share Plan (ESP), Westpac ordinary shares may be allocated at no cost to employees subject to the Board's discretion. The value of shares expected to be issued to employees for nil consideration under the ESP is recognised as an expense over the financial year and provided for as other employee benefits. The fair value of any ordinary shares issued to satisfy the obligation to employees is recognised within equity, or if purchased on market, the obligation to employees is satisfied by delivering shares that have been purchased on market.

#### Executive and Senior Officer equity plans

Options and/or share rights are granted to the CEO, selected executives and key senior employees under the following schemes.

##### (i) Westpac Long Term Incentive Plan

The Westpac Long Term Incentive Plan (LTI) provides a mechanism for rewarding the most senior management in Australia and overseas on the basis of superior long-term Group performance.

Under the LTI senior managers may be invited to receive an award of performance options or performance share rights. An option or share right under the LTI is the right to acquire a share in the future provided all conditions are met, with an exercise price for options set at the commencement of the performance period. The exercise price for options is based on the prevailing market price of Westpac ordinary shares at the commencement of the performance period. The exercise price for share rights is nil. No performance options have been awarded since October 2009.

Awards made from October 2014 are subject to two performance measures each applying to 50% of the value of the award. The two hurdles are Westpac's relative Total Shareholder Return (TSR)<sup>1</sup> and Compound Annual Growth Rate in Cash EPS (Cash EPS CAGR).

The TSR hurdle is a weighted, composite TSR index (the composite TSR index) for a peer group (the peer group) comprising the ten top financial services companies other than Westpac.

Within the peer group, each of the other three major banks has been allocated a 16.67% weighting, with the other seven companies each weighted to 7.14%.

<sup>1</sup> TSR measures a company's share price movement and assumes that dividends over the period have been reinvested (i.e. the change in value of an investment in that company's shares) and excluding tax effects.

## Note 37. Share-based payments (continued)

The composite TSR index is calculated by multiplying each peer group member's TSR for the four year performance period by its weighting, and then adding together the results of those ten calculations.

Westpac's TSR for the four year period is then compared to the composite TSR index.

For 50% of the TSR tranche to vest, Westpac's TSR must at least equal the composite TSR index. For 100% to vest, Westpac's TSR must exceed the composite TSR index by an amount that, when added to the composite TSR index, simulates historic 75th percentile performance within the peer group (ie: an additional 21.55, reflecting an extra 5% compound annual growth in TSR over the four year period).

If Westpac's TSR is between the composite TSR index and the composite TSR index plus 21.55, TSR Performance Securities will vest from 50% up to a possible 100% on a straight line basis between the composite TSR index and the composite TSR plus index 21.55. Any securities remaining unvested after the performance period lapse immediately.

100% of the Cash EPS CAGR hurdles share rights will qualify for vesting when a maximum target Cash EPS CAGR is achieved, scaling down to 50% vesting at a threshold Cash EPS CAGR target. Below the threshold target Cash EPS CAGR, no vesting occurs. The Cash EPS CAGR hurdles share rights are subject to a single test at the end of the three year performance period. At the end of the three year EPS performance period, the EPS Share Rights which qualify for vesting will be subject to a one year restriction period, and will vest on the fourth anniversary of the commencement of the performance period. Any securities remaining unvested after the performance period lapse immediately.

For awards made from October 2011 to October 2014 all awards are subject to two performance measures each applying to 50% of the value of the award. The two hurdles are Westpac's relative Total Shareholder Return and the Cash EPS CAGR hurdle. Both hurdles are tested at the third anniversary of the commencement of the performance period. Any securities remaining unvested after the performance period lapse immediately.

For awards made prior to October 2011 all awards were subject to a TSR hurdle and the initial TSR performance is tested at the third anniversary of the commencement of the performance period, with subsequent performance testing possible at the fourth and fifth anniversaries of the commencement of the performance period. At subsequent performance test dates (where they exist) further vesting may occur only if the TSR ranking has improved.

Upon exercising vested performance options and performance share rights, the Executive has the right to take up their entitlement in whole or in part as fully paid ordinary shares. The exercise price is payable at that time. A performance option or performance share right lapses if it is not exercised prior to the end of its term.

### *LTI – outstanding performance options and performance share rights*

The following table sets out details of outstanding performance options and performance share rights under the LTI:

	Outstanding at 1 October 2014	Granted During the Year	Exercised During the Year	Lapsed During the Year	Outstanding at 30 September 2015	Outstanding and Exercisable at 30 September 2015
Performance options	991,690	-	402,814	-	588,876	588,876
Weighted average exercise price	\$27.58	-	\$27.55	-	\$27.61	\$27.61
Performance share rights	3,318,750	2,557,968	845,258	398,983	4,632,477	2,584
Total 2014						
Performance options	1,699,136	-	707,446	-	991,690	991,690
Weighted average exercise price	\$27.49	-	\$27.35	-	\$27.58	\$27.58
Performance share rights	3,176,241	1,004,234	666,890	194,835	3,318,750	802

The weighted average remaining contractual life of outstanding performance options at 30 September 2015 was 2.5 years (2014: 3.5 years). The weighted average remaining contractual life of outstanding performance share rights at 30 September 2015 was 8.3 years (2014: 7.8 years). The weighted average fair value at grant date of LTI performance share rights issued during the year was \$20.52 (2014: \$19.82).

### *(ii) Westpac Performance Plan*

The Westpac Performance Plan (WPP) was introduced in 2002 and was used to provide awards of performance options and/or performance share rights to senior executives and other key employees. Currently the WPP is primarily used for employees based in New Zealand as a mechanism for the mandatory deferral of a portion of their short-term incentives.

An option or share right under the WPP is the right to acquire a share in the future provided all conditions are met, with an exercise price for options generally set at the time the invitation is made. The exercise price for options is equal to the average market price of Westpac ordinary shares traded on the ASX over the five trading days up to the time the invitation is made. The exercise price for share rights is nil.

# Notes to the financial statements

## Note 37. Share-based payments (continued)

### *Performance options and performance share rights*

Performance options and performance share rights under the WPP have all vested. Upon exercising vested performance options or performance share rights, the executive has the right to take up his or her entitlement in whole or in part as fully paid ordinary shares. The exercise price is payable at that time. A performance option or performance share right lapses if it is not exercised prior to the end of its term.

### *WPP – outstanding performance options and performance share rights*

No performance options or performance share rights were granted under the WPP during the year. The following table sets out details of outstanding performance options and performance share rights granted under the WPP in previous years:

	Outstanding at 1 October 2014	Granted During the Year	Exercised During the Year	Lapsed During the Year	Outstanding at 30 September 2015	Outstanding and Exercisable at 30 September 2015
<b>Performance options</b>	<b>336,468</b>	-	<b>191,560</b>	-	<b>144,908</b>	<b>144,908</b>
Weighted average exercise price	\$22.57	-	\$21.91	-	\$23.44	\$23.44
<b>Performance share rights</b>						
Two-year initial testing period	63,501	-	46,685	-	16,816	16,816
Three-year initial testing period	105,880	-	77,510	-	28,370	28,370
<b>Total performance share rights</b>	<b>169,381</b>	-	<b>124,195</b>	-	<b>45,186</b>	<b>45,186</b>
Total 2014						
Performance options	1,752,693	-	1,416,225	-	336,468	336,468
Weighted average exercise price	\$21.15	-	\$20.82	-	\$22.57	\$22.57
Performance share rights	308,665	-	139,284	-	169,381	169,381

The weighted average remaining contractual life of outstanding performance options at 30 September 2015 was 1.0 years (2014: 1.7 years). The weighted average remaining contractual life of outstanding performance share rights at 30 September 2015 was 0.3 years (2014: 1.0 years).

### *Unhurdled options and unhurdled share rights*

The WPP is also used for key employees based outside Australia, who received unhurdled share rights restricted for one to three years. No unhurdled options were granted under the WPP during the year. After the restriction period applying to them has passed, vested unhurdled options and unhurdled share rights can be exercised to receive the underlying fully paid ordinary shares.

The following table sets out details of outstanding unhurdled options and unhurdled share rights granted under the WPP:

	Exercise Price	Outstanding at 1 October 2014	Granted During the Year	Exercised During the Year	Lapsed During the Year	Outstanding at 30 September 2015	Outstanding and Excercisable at 30 September 2015
<b>Options</b>	<b>\$23.98</b>	<b>24,063</b>	-	<b>10,695</b>	-	<b>13,368</b>	<b>13,368</b>
<b>Total 2015</b>		<b>24,063</b>	-	<b>10,695</b>	-	<b>13,368</b>	<b>13,368</b>
<b>Share rights</b>							
One-year vesting period	nil	71,985	94,239	58,111	-	108,113	17,984
Two-year vesting period	nil	161,675	96,531	78,695	897	178,614	29,073
Three-year vesting period	nil	370,283	20,693	175,406	1,201	214,369	61,654
<b>Total 2015</b>		<b>603,943</b>	<b>211,463</b>	<b>312,212</b>	<b>2,098</b>	<b>501,096</b>	<b>108,711</b>
Total 2014							
Options	\$23.98	42,779	-	18,716	-	24,063	24,063
Share rights	nil	756,111	120,841	261,886	11,123	603,943	150,243

The weighted average fair value at grant date of unhurdled share rights issued during the year was \$30.10 per right (2014: \$29.89 per right). The weighted average remaining contractual life of outstanding unhurdled options and unhurdled share rights at 30 September 2015 was 7.5 years (2014: 7.1 years).

### *(iii) Chief Executive Officer Performance Plan*

No performance share rights were allocated to Gail Kelly during the year. The former CEO continues to hold performance share rights received under the Chief Executive Officer Performance Plan. As at 30 September 2015 there were 390,534 performance share rights outstanding (2014: 713,264).

As at 30 September 2015, no outstanding share rights issued to the former CEO were exercisable. The remaining weighted average contractual life of outstanding performance share rights was 7.3 years (2014: 7.6 years).

## Note 37. Share-based payments (continued)

### (iv) CEO Long Term Incentive Plan (Brian Hartzer)

No performance share rights under the CEO Long Term Incentive Plan were allocated to Brian Hartzer during the year.

### (v) Fair value assumptions

The fair values of share rights granted during the year included in the tables above have been independently calculated at their respective grant dates based on the requirements of Australian Accounting Standard AASB 2 Share-based Payments.

The fair values of rights without TSR based hurdles, including rights with Cash EPS CAGR hurdles, have been assessed with reference to the share price at grant date and a discount rate reflecting the expected dividend yield over their vesting periods.

The fair value of rights with hurdles based on TSR performance relative to a group of comparator companies also takes into account the average TSR outcome determined using a Monte Carlo simulation pricing model.

Other key assumptions include:

- the assumptions included in the valuation of the awards of share rights under the WRP and WPP include a risk free interest rate of 2.5% on share rights with three-year vesting period, a risk free rate of 2.9% for share rights with four-year vesting period, a dividend yield on Westpac ordinary shares of 5.5% and a volatility in the Westpac share price of 19.1%;
- volatility has been assessed by considering the historic volatility of the market price of Westpac shares; and
- other assumptions include volatilities of, and correlation factors between, share price movements of the comparator group members and Westpac which are used to assess the impact of the TSR performance hurdles and have been derived from the historic volatilities and correlations.

### (vi) Restricted Share Plan

The Restricted Share Plan (RSP) provides Westpac with an instrument for attracting and rewarding key employees. Under the RSP, Westpac shares may be allocated to eligible employees at no cost with vesting subject to remaining employed with Westpac for a period determined by the Board. The fair value of the shares allocated is the share price on the date of the grant. Shares in the RSP are held in the name of the employee and are restricted until satisfaction of the vesting conditions. Shares in the RSP rank equally with Westpac ordinary shares for dividends and voting rights. For awards made prior to October 2009, shares may be held in the RSP for up to 10 years from the date they are granted. For awards made from October 2009, shares are released from the RSP on vesting.

#### Outstanding RSP awards

The following table details outstanding awards of shares issued under the RSP:

Allocation date	Outstanding at 1 October 2014	Granted During the Year	Released	Forfeited During the Year	Outstanding at 30 September 2015
Granted prior to October 2009	1,487,642	-	272,115	-	1,215,527
Granted subsequent to October 2009	6,190,519	2,143,382	3,877,414	104,596	4,351,891
<b>Total 2015</b>	<b>7,678,161</b>	<b>2,143,382</b>	<b>4,149,529</b>	<b>104,596</b>	<b>5,567,418</b>
Total 2014	9,438,791	2,070,312	3,647,664	183,278	7,678,161

In addition to the above restricted shares were also allocated to the former CEO Gail Kelly under the Chief Executive Officer RSP (CEO RSP). There were 85,667 shares outstanding as at 30 September 2015 (112,491 as at 30 September 2014).

### (vii) Employee Share Plan

Under the Employee Share Plan (ESP), Westpac ordinary shares may be allocated at no cost to employees to recognise their contribution to Westpac's financial performance over the previous financial year, subject to Board discretion. The maximum annual award value under the ESP is \$1,000 per employee per year. The number of shares employees receive (if any) is calculated by dividing the award value by the prevailing market price of Westpac's ordinary shares when the shares are granted.

The shares must normally remain within the ESP for three years from granting unless the employee leaves Westpac. Participants are entitled to full dividend and voting rights attaching to the shares. Westpac's Australian permanent employees (including part-time employees) who have been in six months continuous employment as at 30 September each year are eligible to participate in the ESP. Executives and senior management who participate in any Westpac long-term incentive plan or deferred short-term incentive plan are not eligible to participate in the ESP during the same year.

The 2014 ESP award was satisfied through the purchase of shares on market. The following table provides details of shares issued under the ESP during the years ended 30 September:

# Notes to the financial statements

## Note 37. Share-based payments (continued)

	Allocation Date	Number of Participants	Average Number of Shares Allocated per Participant	Total Number of Shares Allocated	Market Price per Share	Total Fair Value
2015	4 December 2014	27,657	30	829,710	\$32.68	\$27,114,923
2014	5 December 2013	26,877	30	806,310	\$32.93	\$26,551,788

The liability accrued in respect of the ESP at 30 September 2015 is \$28 million (2014: \$28 million) and is provided for as other employee benefits.

### (viii) Other Group share-based plans

Westpac also provides plans for small, specialised parts of the Group. The benefits under these plans are directly linked to growth and performance of the relevant part of the business. The plans individually and in aggregate are not material to the Group.

### (ix) General information on share-based plans

Shares allotted to satisfy the exercise of options or share rights under the employee equity plans will rank equally with all other issued Westpac ordinary shares and qualify for the payment of dividends and shareholder voting rights from the day of allotment.

The employee equity plans are operated in compliance with ASIC Regulatory Guide 49 which provides relief from the disclosure and licensing provisions of the Corporations Act. Included in the ASIC regulatory guide is a five percent limit on the number of shares that can be issued under an employee equity plan without issuing a prospectus.

Under the regulatory guide, the number of shares (including shares that are the subject of options and share rights) to be offered to employees at any particular time cannot, at the time the offer is made and when aggregated with the number of shares the subject of previously issued unexercised options and share rights issued to employees under those plans and with the number of shares issued during the previous five years under all employee share schemes, exceed 5% of the total number of shares on issue at the time that offer is made.

The names of all persons who hold options and/or share rights currently on issue are entered in Westpac's register of option holders which may be inspected at Link Market Services, Level 12, 680 George Street, Sydney, New South Wales.

## Note 38. Superannuation commitments

### Accounting policy

The asset or liability recognised in the balance sheet in respect of the defined benefit superannuation plan is the present value of the defined benefit obligation as at the reporting date less the fair value of the plan's assets. The present value of the defined benefit obligation is determined by discounting the estimated pre-tax future cash flows using interest rates of high quality long dated corporate bonds.

The superannuation expense relating to the defined benefit superannuation plan comprises of service cost (including current and past service cost and gains and losses on curtailments and settlements) and net interest expense (income).

Remeasurements (including actuarial gains and losses and the difference between the interest income and the return on plan assets) are recognised in other comprehensive income.

The determination of the defined benefit obligation/surplus is one of the Group's critical accounting assumptions and estimates as described in Note 1d(iv).

Westpac had the following defined benefit plans at 30 September 2015:

Name of Plan	Type	Form of Benefit	Date of Last Actuarial Assessment of the Funding Status
Westpac Group Plan (WGP) <sup>1</sup>	Defined benefit and accumulation	Indexed pension and lump sum	30 June 2012
Westpac New Zealand Superannuation Scheme (WNZS)	Defined benefit and accumulation	Indexed pension and lump sum	30 June 2014
Westpac Banking Corporation UK Staff Superannuation Scheme (UKSS) <sup>1</sup>	Defined benefit	Indexed pension and lump sum	5 April 2012
Westpac UK Medical Benefits Scheme	Defined benefit	Medical benefits	Not applicable

<sup>1</sup> The triennial valuation reports of the funding status of the WGP and UKSS have not been completed for 2015.

All of the defined benefit sections of the schemes are closed to new members.

### Note 38. Superannuation commitments (continued)

WGP is the Group's principal defined benefit plan. The WGP is an employer sub-plan within BT Super for Life, which is itself a plan within retirement Wrap. The Trustee of WGP is BT Funds Management Limited.

Members of the WGP are either Accumulation Members or Defined Benefit Members depending on the nature of their entitlements. Defined Benefit Members include pensioners. The defined benefit liabilities are primarily influenced by member contribution rates, salary growth and length of membership in case of active members, and price inflation in the case of pensioners.

The WGP is managed and administered in accordance with the terms of its trust deed and relevant legislation in Australia.

The level of supporting assets depends on a range of factors including the level of contribution and level of investment return. In respect of defined benefit liabilities, the Group bears the investment risk. An investment strategy which is framed to take a long-term view will often adopt relatively high levels of equity investment in order to:

- secure attractive long term investment returns; and
- provide an opportunity for capital appreciation and dividend growth, which gives some protection against inflation.

There are a number of risks that the WGP exposes the Group to. The more significant risks are:

- investment risk – the risk that investment returns will be lower than assumed and the Group will need to increase contributions to offset the shortfall;
- mortality risk – the risk that members of the plan will live longer than assumed, increasing the number of pension payments and thereby requiring additional contributions by the Group; and
- legislative risk – the risk that legislative changes could be made which increase the cost of providing defined benefits.

The plan's investment strategy is determined after taking into consideration the market risk inherent in the investments and its consequential impact on potential future contributions. A benchmark is established for the allocation of the defined benefit plan assets between asset classes.

#### Contributions

Funding recommendations are made based on actuarial triennial funding valuations using the Attained Age Method, which impacts the timing of contribution requirements and assumes that the plans will not be discontinued. The assumptions used in the funding valuation are based on the guidance in Australian Accounting Standard AAS 25 Financial Reporting by Superannuation Plans. These assumptions differ from the AASB 119 *Employee Benefits* assumptions used for measurement, recognition and disclosure of the defined benefit superannuation balances in the financial statements due to different valuation dates, discount rates and assumptions linked to expected returns on assets.

The following table summarises the calculation of the surplus/(deficit) used to make funding recommendations, based on the guidance in Australian Accounting Standard AAS 25 *Financial Reporting by Superannuation Plans*:

\$m	Consolidated		Parent Entity	
	2015 <sup>1</sup>	2014 <sup>1</sup>	2015 <sup>2</sup>	2014 <sup>2</sup>
Market value of assets	1,795	1,760	1,725	1,692
Present value of accrued benefits	1,764	1,722	1,694	1,654
<b>Surplus/(deficit)</b>	<b>31</b>	<b>38</b>	<b>31</b>	<b>38</b>

<sup>1</sup> Calculated as at 30 June 2012 (WGP), 5 April 2012 (UKSS) and 30 June 2014 (WNZS).

<sup>2</sup> Calculated as at 30 June 2012 (WGP) and 5 April 2012 (UKSS).

The specific contributions for each of the plans are set out below:

- WGP – contributions are made to the WGP at the rate of 11.8% of members' salaries;
- WN兹 – contributions are made to the WN兹 at the rate of 12% of members' salaries; and
- UKSS – contributions are made to the UKSS at the rate of £4.27 million per annum.

#### Defined benefit superannuation balances recognised

The balances disclosed in the remainder of this note are based on the measurement, recognition and disclosure requirements of AASB 119.

The amount recognised in the income statement is as follows:

\$m	Consolidated			Parent Entity	
	2015	2014	2013	2015	2014
Current service cost	49	46	53	49	46
Net interest cost on net benefit liability	12	11	17	11	10
<b>Total defined benefit expense</b>	<b>61</b>	<b>57</b>	<b>70</b>	<b>60</b>	<b>56</b>

# Notes to the financial statements

## Note 38. Superannuation commitments (continued)

### Change in benefit obligation

The change in the present value of the defined benefit obligation is as follows:

\$m	Consolidated		Parent Entity	
	2015	2014	2015	2014
<b>Benefit obligation at beginning of the year</b>	<b>2,408</b>	<b>2,216</b>	<b>2,332</b>	<b>2,134</b>
Service cost	49	46	48	46
Interest cost	92	97	89	94
Member contributions	14	14	14	14
Actuarial losses/(gains) from changes in demographic assumptions	3	-	4	-
Actuarial losses/(gains) from changes in financial assumptions	(62)	148	(68)	145
Actuarial losses/(gains) from changes in experience	(15)	27	(14)	28
Benefits paid	(155)	(158)	(149)	(149)
Exchange rate and other items	46	18	41	20
<b>Benefit obligation at end of the year</b>	<b>2,380</b>	<b>2,408</b>	<b>2,297</b>	<b>2,332</b>

### Change in plan assets

The change in the fair value of plan assets is as follows:

\$m	Consolidated		Parent Entity	
	2015	2014	2015	2014
<b>Fair value of plan assets at beginning of the year</b>	<b>2,093</b>	<b>1,971</b>	<b>2,026</b>	<b>1,901</b>
Interest income	80	86	78	84
Return on plan assets excluding interest income	79	115	79	112
Employer contributions	51	49	50	48
Member contributions	14	14	14	14
Benefits paid	(155)	(158)	(149)	(149)
Exchange rate and other items	44	16	42	16
<b>Fair value of plan assets at end of the year</b>	<b>2,206</b>	<b>2,093</b>	<b>2,140</b>	<b>2,026</b>
<b>Net surplus/(deficit)</b>	<b>(174)</b>	<b>(315)</b>	<b>(157)</b>	<b>(306)</b>
<b>Defined benefit surplus (Note 27)</b>	<b>18</b>	<b>-</b>	<b>18</b>	<b>-</b>
<b>Defined benefit deficit (Note 29)</b>	<b>(192)</b>	<b>(315)</b>	<b>(175)</b>	<b>(306)</b>
	<b>(174)</b>	<b>(315)</b>	<b>(157)</b>	<b>(306)</b>

The asset ceiling has no impact on the net defined benefit surplus/(deficit).

The average duration of the defined benefit obligation is approximately 12 years.

### Assumptions used in the AASB 119 accounting calculations

Consolidated and Parent Entity	2015		2014	
	Australian Funds	Overseas Funds	Australian Funds	Overseas Funds
Discount rate	4.2%	3.3-3.4%	4.0%	4.2-4.6%
Expected increase in average salary of plan members	3.3%	3.0-4.7%	3.4%	3.0-5.1%
Rate of increase for pensions	2.3%	2.2-3.1%	2.4%	2.3-3.6%

During the year, the discount rate applied to the WGP was changed from a blended interest rate of government bonds that have terms to maturity approximating the terms of the superannuation liabilities, to the yield on high quality corporate bonds. The impact of the change was a reduction in the defined benefit obligation of \$267 million, which was recorded through other comprehensive income.

The sensitivity of the Group's defined benefit obligation to the significant assumptions as at 30 September 2015 is shown in the following table. In the table a negative percentage change represents a reduction in the defined benefit obligation.

## Note 38. Superannuation commitments (continued)

	Change in assumption	
	0.5%	(0.5%)
	Change in obligation	
Discount rate	(6.0%)	6.8%
Expected increase in average salary of plan members	1.1%	(1.0%)
Rate of increase for pensions	5.6%	(5.0%)

In addition to the financial assumptions presented above, the mortality assumptions for our principal fund the WGP for 2015 are that a 60-year-old male pensioner is assumed to have a remaining life expectancy of 30.9 years and a 60-year-old female pensioner is assumed to have a remaining life expectancy of 34.0 years. These assumptions are age related and allowances are made for future mortality improvements.

### Asset allocation

Asset allocation at 30 September was:

Consolidated and Parent Entity	2015		2014	
	Australian Funds	Overseas Funds	Australian Funds	Overseas Funds
Cash	2%	5%	2%	4%
Equity instruments	51%	28%	51%	47%
Debt instruments	20%	49%	21%	39%
Property	9%	10%	8%	8%
Other assets <sup>1</sup>	18%	8%	18%	2%
	100%	100%	100%	100%

<sup>1</sup> Other assets comprise alternative asset classes including investments in infrastructure funds and private equity funds. These assets are predominantly unquoted.

Equity and debt instruments are predominantly quoted assets while property assets are predominantly unquoted.

### Investments held in Westpac and related entities

\$m	Consolidated		Parent Entity	
	2015	2014	2015	2014
Value of plan assets invested in debt and equity securities of Westpac	3	11	-	-
Value of plan assets invested in related parties of Westpac	-	1	-	1
<b>Total</b>	<b>3</b>	<b>12</b>	<b>-</b>	<b>1</b>

### Post-retirement health care

The effect of a one percentage point change in assumed health care trend rates, assuming all other assumptions remain constant, would not be material on either the current service costs or the accumulated benefit obligation of the Westpac UK Medical Benefits Scheme at 30 September 2015.

## OTHER

### Note 39. Auditor's remuneration

During the financial year, the auditor of the Group and Parent Entity, PricewaterhouseCoopers (PwC), and its related practices earned the following remuneration including goods and services tax:

\$'000	Consolidated		Parent Entity	
	2015	2014	2015	2014
<b>Audit and audit related fees</b>				
<b>Audit fees</b>				
PwC Australian firm	17,426	16,459	16,867	15,910
Related practices of PwC	3,018	3,446	439	444
<b>Total audit fees paid to PwC</b>	<b>20,444</b>	<b>19,905</b>	<b>17,306</b>	<b>16,354</b>
<b>Audit related fees</b>				
PwC Australian firm	933	917	726	877
Related practices of PwC	127	310	-	126
<b>Total audit related fees paid to PwC</b>	<b>1,060</b>	<b>1,227</b>	<b>726</b>	<b>1,003</b>
<b>Total audit and audit related fees paid to PwC</b>	<b>21,504</b>	<b>21,132</b>	<b>18,032</b>	<b>17,357</b>
<b>Tax fees</b>				
PwC Australian firm	441	600	22	600
Related practices of PwC	3	11	-	-
<b>Total tax fees paid to PwC</b>	<b>444</b>	<b>611</b>	<b>22</b>	<b>600</b>
<b>All other fees</b>				
PwC Australian firm	1,574	2,407	888	2,226
Related practices of PwC	-	81	-	37
<b>Total all other fees paid to PwC</b>	<b>1,574</b>	<b>2,488</b>	<b>888</b>	<b>2,263</b>
<b>Total remuneration paid to PwC</b>	<b>23,522</b>	<b>24,231</b>	<b>18,942</b>	<b>20,220</b>

It is Westpac's policy to engage the external auditors on assignments additional to their statutory audit duties, only if their independence is not impaired or seen to be impaired, and where their expertise and experience with Westpac is important. All services were approved by the Audit Committee in accordance with the pre-approval policy and procedures.

In the tables above, audit services include the year end audit and review of the half year statutory reports and comfort letters associated with debt issues and capital raisings for the Parent Entity, its controlled entities and the Group.

Audit-related services include consultations regarding accounting standards and reporting requirements and regulatory compliance reviews.

Taxation services include tax compliance and tax advisory services.

Other services include assurance on the development of an upgraded Wealth platform, data controls review and global analysis of regulatory expectations on Trade Surveillance Technology.

The external auditor, PwC, also provides audit and non-audit services to non-consolidated entities sponsored by the Group, non-consolidated trusts of which a Westpac Group entity is trustee, manager or responsible entity and non-consolidated superannuation funds or pension funds. The fees in respect of their services were approximately \$9.9 million in total (2014: \$7.9 million). PwC may also provide audit and non-audit services to other entities in which Westpac holds a minority interest, and which are not consolidated. Westpac is not aware of the amount of any fees paid by those entities.

### Note 40. Related party disclosures

#### Accounting policy

Parties are considered to be related if one party has the ability to control the other party or exercise significant influence over the other party in making financial or operating decisions, or one other party controls both. The definition includes subsidiaries, associates, joint ventures and superannuation plans as well as key management personnel, and persons connected with key management personnel.

#### Ultimate parent

Westpac Banking Corporation is the ultimate parent company of the Group.

## Note 40. Related party disclosures (continued)

### **Subsidiaries**

Details of the Group's subsidiaries are presented in Note 35.

Transactions between the Parent Entity and its subsidiaries during 2015 have included the provision of a wide range of banking and other financial facilities, some of which have been on commercial terms and conditions; others have been on terms and conditions which represented a concession to the subsidiaries. Details of amounts paid to or received from subsidiaries, in the form of dividends or interest, are set out in Note 3 and Note 4.

Other intragroup transactions, which may or may not be on commercial terms, include the provision of management and administration services, staff training, data processing facilities, transfer of tax losses, and the leasing of property and equipment. Similar transactions between Group entities and other related parties have been almost invariably on commercial terms and conditions as agreed between the parties.

Balances due from and due to subsidiaries are disclosed in the balance sheet on page 118.

The details of the agreements entered into between the Parent Entity and its wholly owned Australian subsidiaries as a result of the tax consolidation legislation are set out in Note 7.

The details of Parent Entity guarantees and undertakings extended by the Parent Entity to entities in the Group are set out in Note 31.

### **Associates**

Transactions between the Parent Entity and its associates during 2015 have included the provision of a wide range of banking and other financial facilities and funds management activities on commercial terms and conditions. Details of the Group's associates are presented in Note 35.

### **Superannuation plans**

Details of Group's defined benefit plans and the contributions made to these plans are detailed in Note 38. Contributions made by the Group to defined contribution plans were \$300 million (2014: \$279 million).

### **Key management personnel**

Key management personnel are defined as those persons having authority and responsibility for planning, directing and controlling the activities of Westpac, directly or indirectly, including any director (whether executive or otherwise).

### **Compensation of directors and other key management personnel**

Total compensation of all key management personnel, including Non-executive Directors, the CEO and other key management personnel:

\$	Short-term Benefits	Post Employment Benefits	Termination Benefits	Share-based Payments	Total
<b>Consolidated</b>					
2015	<b>28,494,588</b>	<b>553,853</b>	<b>2,584,709</b>	<b>16,901,143</b>	<b>48,534,293</b>
2014	32,629,048	433,456	-	19,010,878	52,073,382
<b>Parent Entity</b>					
2015	<b>27,276,010</b>	<b>484,294</b>	<b>2,584,709</b>	<b>16,601,039</b>	<b>46,946,052</b>
2014	31,449,374	429,955	-	18,632,631	50,511,960

Detailed remuneration disclosures of Non-executive Directors, the CEO and other key management personnel are included in the Remuneration report in Section 1.

### **Financial transactions with Directors and other key management personnel disclosures**

All financial instrument transactions that have occurred during the financial year between the Directors or other key management personnel and the Group are in the ordinary course of business on normal terms and conditions (including interest and collateral) as apply for comparable transactions with other persons including employees and did not involve more than the normal risk of repayment or present other unfavourable features. These transactions consisted principally of normal personal banking and financial investment services.

Details of loans to Directors and other key management personnel (including their related parties) of the Group are:

\$	Balance at Start of Year	Interest Paid and Payable for the Year	Interest Not Charged	Balance at End of Year	Number in Group at End of Year
2015	<b>18,442,040</b>	<b>867,564</b>	-	<b>15,445,388</b>	<b>10</b>
2014	14,837,949	884,631	-	18,442,040	10

# Notes to the financial statements

## Note 40. Related party disclosures (continued)

### *Options and share rights holdings<sup>1</sup>*

For compliance with SEC disclosure requirements, the following table sets out certain details of the performance options, performance share rights and unhurdled share rights held at 30 September 2015 by the CEO and other key management personnel (including their related parties):

	Latest Date for Exercise	Number of Share Rights	Number of Options	Exercise Price of Options
<b>Managing Director &amp; Chief Executive Officer</b>				
Brian Hartzer	Ranges from 1 October 2022 to 1 October 2024	246,155	-	n/a
<b>Group Executives</b>				
John Arthur	Ranges from 1 October 2020 to 1 October 2024	251,163	-	n/a
Philip Coffey	Ranges from 1 October 2020 to 1 October 2024	282,039	-	n/a
Brad Cooper	Ranges from 1 October 2020 to 1 October 2024	251,914	-	n/a
David Curran	1 October 2014	63,519	-	n/a
George Frazis	Ranges from 1 October 2020 to 1 October 2024	173,597	-	n/a
Alexandra Holcomb	Ranges from 1 October 2020 to 1 October 2024 17 December 2017	120,060	-	n/a
Peter King	Ranges from 1 October 2020 to 1 October 2024	122,900	-	n/a
David Lindberg	Ranges from 1 October 2023 to 1 October 2024	64,984	-	n/a
David McLean	Ranges from 1 October 2020 to 1 September 2025	54,541	-	n/a
Christine Parker	Ranges from 1 October 2020 to 1 October 2024	144,970	-	n/a
<b>Former Managing Director &amp; Chief Executive Officer</b>				
Gail Kelly	Ranges from 1 October 2020 to 1 October 2023	390,534	-	n/a
<b>Former Group Executives</b>				
Rob Whitfield	Ranges from 1 October 2020 to 1 July 2025	187,525	-	n/a
Jason Yetton	Ranges from 1 October 2020 to 1 October 2024	214,022	-	n/a

<sup>1</sup> Lyn Cobley has not yet been awarded any options or share rights.

Further details of the equity holdings of key management personnel are included in the Remuneration report in Section 1.

## Note 41. Notes to the cash flow statements

### Accounting policy

Cash and balances with central banks include cash at branches, Reserve Bank settlement account balances and nostro balances. They are brought to account at the face value or the gross value of the outstanding balance, where appropriate. These balances have a maturity of less than three months.

### Cash and cash equivalents

\$m	Consolidated			Parent Entity	
	2015	2014	2013	2015	2014
Cash on hand	9,282	19,582	9,862	8,575	18,952
Balances with central banks	5,488	6,178	1,837	4,797	4,448
<b>Total cash and cash equivalents</b>	<b>14,770</b>	<b>25,760</b>	<b>11,699</b>	<b>13,372</b>	<b>23,400</b>

## Note 41. Notes to the cash flow statements (continued)

Reconciliation of net cash (used in)/provided by operating activities to net profit for the year is set out below:

\$m	Consolidated			Parent Entity	
	2015	2014	2013	2015	2014
<b>Reconciliation of net cash (used in)/provided by operating activities to net profit for the year<sup>1</sup></b>					
Net profit for the year	8,068	7,625	6,825	6,747	7,234
Adjustments:					
Depreciation, amortisation and impairment	1,671	1,020	904	1,476	867
Impairment charges	884	756	923	704	634
Other non-cash items	(273)	900	2,212	970	(359)
Net (increase)/decrease in derivative financial instruments	11,730	(3,329)	9,126	11,497	(3,028)
Net (decrease)/increase in current and deferred tax	(78)	332	147	(906)	(221)
Net (increase)/decrease in life insurance assets and liabilities	(191)	(156)	(154)	-	-
(Increase)/decrease in other operating assets:					
Accrued interest receivable	115	(64)	84	108	(47)
Trading securities and financial assets designated at fair value	21,538	1,724	(319)	22,668	1,083
Loans	(39,569)	(35,734)	(15,667)	(38,270)	(33,659)
Receivables due from other financial institutions	(1,000)	3,932	(511)	(2,108)	3,966
Regulatory deposits with central banks overseas	497	126	489	511	145
Other assets	95	121	425	729	667
(Decrease)/increase in other operating liabilities:					
Accrued interest payable	(291)	(53)	(376)	(301)	(55)
Provisions	(1,137)	(1,174)	(1,309)	(1,045)	(962)
Other financial liabilities at fair value through income statement	(10,027)	9,079	266	(9,945)	8,992
Deposits and other borrowings	8,526	34,229	22,155	6,548	32,244
Payables due to other financial institutions	(1,194)	9,419	363	(1,544)	9,280
Other liabilities	95	(382)	(3)	158	(423)
<b>Net cash (used in)/provided by operating activities</b>	<b>(541)</b>	<b>28,371</b>	<b>25,580</b>	<b>(2,003)</b>	<b>26,358</b>

<sup>1</sup> The presentation has been revised to better reflect the nature of our business. Certain cash flows have been reclassified between operating activities and comparatives have been revised for consistency. Changes did not have an impact on the reported net increase/decrease in cash and cash equivalents.

### Business acquired

#### *Acquisition of selected business of Lloyds*

On 31 December 2013 the Group acquired 100% of the share capital in Capital Finance Australia Ltd (CFAL) and BOS International Australia Ltd (BOSI). The business acquired adds scale and geographic diversity to the Group's motor vehicle finance business, expands the Group's capability and reach within equipment finance and creates opportunities to deepen customer relationships with the opportunity to cross sell other Westpac Group products. The provisional goodwill recognised of \$225 million primarily reflects the value of synergies expected to arise as a result of the acquisition.

# Notes to the financial statements

## Note 41. Notes to the cash flow statements (continued)

### Details of assets and liabilities of controlled entities and business acquired

\$m	Consolidated		
	2015	2014	2013
<b>Fair value of assets and liabilities of controlled entities and businesses acquired</b>			
Assets acquired:			
Cash and balances with central banks	-	149	-
Derivative financial instruments	-	30	-
Loans	-	7,895	-
Identifiable intangible assets	-	56	-
Property and equipment	-	80	-
Other assets	-	6	-
Total assets acquired	-	8,216	-
Liabilities acquired:			
Provisions	-	11	-
Deferred tax liabilities	-	25	-
Debt issues	-	488	-
Borrowings	-	6,368	-
Other liabilities	-	24	-
Total liabilities acquired	-	6,916	-
<b>Fair value of identifiable net assets acquired</b>	-	<b>1,300</b>	-
Goodwill	-	225	-
<b>Total</b>	<b>-</b>	<b>1,525</b>	-
<b>Cash consideration</b>			
Purchase of shares	-	1,525	-
Replacement of intergroup funding	-	6,368	-
<b>Total cash consideration</b>	<b>-</b>	<b>7,893</b>	-
Cash consideration	-	7,893	-
Less cash and cash equivalents acquired	-	(149)	-
<b>Cash paid (net of cash acquired)</b>	<b>-</b>	<b>7,744</b>	-

### Businesses disposed

#### *Partial sale of BT Investment Management Limited (BTIM)*

Westpac sold 28% of its interest in BT Investment Management (BTIM) via both an Institutional Offer (19%) and Retail Offer (9%) priced at \$8.20 per share. Following settlement of the institutional offer transaction on 23 June 2015 the Group lost control of BTIM. Following the completion of the retail offer on 16 July 2015, Westpac now holds 31% of BTIM.

A gain on sale of \$1,036 million was recognised in non-interest income. This gain consists of both the realised gain on the 28% of BTIM sold (\$492 million) and also an unrealised gain on the 31% retained (\$544 million).

The remaining 31% investment in BTIM was initially recognised at \$745 million being its fair value on the transaction date. Subsequently, the investment will be accounted for using the equity method. Refer Note 35 for further details regarding the retained ownership interest.

The total consideration received, net of transaction costs, was \$654 million, satisfied in cash.

#### *Pacific Islands*

Westpac sold its banking operations in Samoa, Cook Islands, and Tonga to the Bank of South Pacific Limited (BSP). Settlement occurred on 10 July 2015, with a loss of \$3 million recognised in operating expenses.

The total consideration received, net of transaction costs, was \$85 million, satisfied in cash.

#### *The Warehouse Financial Services Limited*

Westpac sold The Warehouse Financial Services Limited on 30 September 2015, with a gain of \$3 million recognised in non-interest income.

The total consideration received, net of transaction costs, was \$4 million, satisfied in cash.

## Note 41. Notes to the cash flow statements (continued)

### Details of the assets and liabilities over which control was lost

\$m	Consolidated			Parent Entity	
	2015	2014	2013	2015	2014
<b>Assets:</b>					
Cash and balances with central banks	95	-	-	6	-
Trading securities and financial assets designated at fair value	75	-	-	-	-
Available-for-sale securities	90	-	-	-	-
Loans	226	-	-	72	-
Regulatory deposits with central banks overseas	8	-	-	-	-
Property and equipment	11	-	-	2	-
Deferred tax assets	36	-	-	3	-
Goodwill and other intangible assets	450	-	-	-	-
Other assets	84	-	-	22	-
<b>Total assets</b>	<b>1,075</b>	-	-	<b>105</b>	-
<b>Liabilities:</b>					
Deposits and other borrowings	267	-	-	90	-
Debt issues	20	-	-	-	-
Current tax liabilities	14	-	-	-	-
Provisions	98	-	-	-	-
Deferred tax liabilities	23	-	-	-	-
Other liabilities	55	-	-	-	-
<b>Total liabilities</b>	<b>477</b>	-	-	<b>90</b>	-
<b>Net assets</b>	<b>598</b>	-	-	<b>15</b>	-
Non-controlling interests	(84)	-	-	-	-
<b>Total equity attributable to owners of Westpac Banking Corporation</b>	<b>514</b>	-	-	<b>15</b>	-
Cash proceeds (net of transaction costs)	743	-	-	22	-
Fair value of retained interest	745	-	-	-	-
<b>Total consideration</b>	<b>1,488</b>	-	-	<b>22</b>	-
Reserves recycled to income statement	62	-	-	(2)	-
<b>Gain/(loss) on disposal</b>	<b>1,036</b>	-	-	<b>5</b>	-
<b>Reconciliation of cash proceeds from disposal</b>					
Cash proceeds received	743	-	-	22	-
Less: Cash deconsolidated	(95)	-	-	(6)	-
<b>Cash consideration received (net of transaction costs and cash held)</b>	<b>648</b>	-	-	<b>16</b>	-

### Non-cash financing activities

\$m	Consolidated			Parent Entity	
	2015	2014	2013	2015	2014
Shares issued under the dividend reinvestment plan <sup>1</sup>	1,412	-	531	1,412	-
Issuance of loan capital <sup>2</sup>	-	529	332	-	529
Shares issued on redemption of Westpac SPS	-	-	173	-	-

<sup>1</sup> The dividend reinvestment plan for 2014: interim dividend and 2013 final and special dividends (\$1,022 million) (2013: interim dividend \$543 million) was satisfied in full through purchase of existing shares and transfer of shares to participating shareholders.

<sup>2</sup> In 2014, amounts relate to holders of Westpac SPS II who participated in the reinvestment offer to subscribe for Westpac Capital Notes 2. In 2013, amounts relate to holders of Westpac SPS who participated in the reinvestment offer to subscribe for Westpac Subordinates Notes II.

### Restricted cash

The amount of cash and cash equivalents not available for use at 30 September 2015 was \$132 million (2014: \$35 million) for the Group.

## Note 42. Subsequent events

On 14 October 2015, Westpac announced a fully underwritten, pro rata accelerated renounceable entitlement offer to raise approximately \$3.5 billion of share capital. The capital raised responds to changes in mortgage risk weights that will increase the amount of capital required to be held against mortgages by more than 50%, with increased regulatory requirement to be applied from 1 July 2016. New shares issued under the entitlement offer will not be entitled to the 2015 final dividend of 94 cents per share.

## Note 42. Subsequent events (continued)

Shares for the institutional component of the entitlement offer were issued on 29 October 2015 raising approximately \$1.6 billion. Shares for the retail component for the remaining approximately \$1.9 billion are scheduled to be issued on 20 November 2015.

No other matters have arisen since the year ended 30 September 2015 which is not otherwise dealt with in this report, that has significantly affected or may significantly affect the operations of the Group, the results of its operations or the state of affairs of the Group in subsequent periods.

## Directors' declaration

In the Directors' opinion:

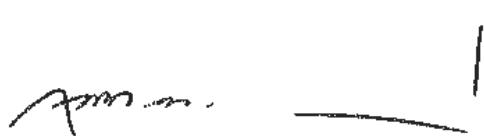
- a. the financial statements and notes set out in 'Section 3 – Financial report for the year ended 30 September 2015' are in accordance with the *Corporations Act 2001*, including:
  - i. complying with Australian Accounting Standards, the Corporations Regulations 2001 and other mandatory professional reporting requirements; and
  - ii. giving a true and fair view of Westpac Banking Corporation and the Group's financial position as at 30 September 2015 and of their performance, as represented by the results of their operations, changes in equity and their cash flows, for the financial year ended on that date; and
- b. there are reasonable grounds to believe that Westpac will be able to pay its debts as and when they become due and payable.

Note 1(a) confirms that the financial report also complies with International Financial Reporting Standards as issued by the International Accounting Standards Board.

The Directors have been given the declaration by the Chief Executive Officer and the Chief Financial Officer required by section 295A of the *Corporations Act 2001*.

This declaration is made in accordance with a resolution of the Directors.

For and on behalf of the Board.



Lindsay Maxsted  
Chairman

Sydney  
2 November 2015



Brian Hartzer  
Managing Director &  
Chief Executive Officer

## Management's report on internal control over financial reporting

### The following report is required by rules of the US Securities and Exchange Commission

The management of Westpac is responsible for establishing and maintaining adequate internal control over financial reporting for Westpac as defined in Rule 13a – 15 (f) under the *Securities Exchange Act of 1934*, as amended. Westpac's internal control system is designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with applicable accounting standards.

Westpac's internal control over financial reporting includes policies and procedures that: pertain to the maintenance of records that in reasonable detail accurately reflect the transactions and dispositions of the assets of Westpac and its consolidated entities; provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with applicable accounting standards, and that receipts and expenditures of Westpac are being made only in accordance with authorizations of management and directors of Westpac and its consolidated entities; and provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use or disposition of the assets of Westpac and its consolidated entities that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Westpac management, with the participation of the CEO and CFO, assessed the effectiveness of Westpac's internal control over financial reporting as of 30 September 2015 based on the criteria set forth by the Committee of Sponsoring Organizations of the Treadway Commission (COSO) in its 2013 Internal Control-Integrated Framework. Based on this assessment, management has concluded that Westpac's internal control over financial reporting as of 30 September 2015 was effective.

The effectiveness of Westpac's internal control over financial reporting as of 30 September 2015 has been audited by PricewaterhouseCoopers, an independent registered public accounting firm, as stated in their report which is included herein.



## Independent auditor's report to the members of Westpac Banking Corporation

### Report on the financial report

We have audited the accompanying financial report of Westpac Banking Corporation (the 'Corporation'), which comprises the balance sheets as at 30 September 2015, the income statements, statements of comprehensive income, statements of changes in equity and cash flow statements for the year ended on that date, a summary of significant accounting policies, other explanatory notes and the directors' declaration for both the Corporation and the Consolidated Entity. The Consolidated Entity comprises the Corporation and the entities it controlled at year's end or from time to time during the financial year.

### Directors' responsibility for the financial report

The directors of the Corporation are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards and the Corporations Act 2001 and for such internal control as the directors determine is necessary to enable the preparation of the financial report that is free from material misstatement, whether due to fraud or error. In Note 1, the directors also state, in accordance with Accounting Standard AASB 101 Presentation of Financial Statements, that the financial statements comply with International Financial Reporting Standards as issued by the International Accounting Standards Board.

### Auditor's responsibility

Our responsibility is to express an opinion on the financial report based on our audit. We conducted our audit in accordance with Australian Auditing Standards. Those standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

### Independence

In conducting our audit, we have complied with the independence requirements of the *Corporations Act 2001*.

### Auditor's opinion

In our opinion:

- (a) the financial report of Westpac Banking Corporation is in accordance with the *Corporations Act 2001*, including:
  - (i) giving a true and fair view of the Corporation's and Consolidated Entity's financial position as at 30 September 2015 and of their performance for the year ended on that date; and
  - (ii) complying with Australian Accounting Standards (including the Australian Accounting Interpretations) and the *Corporations Regulations 2001*.
- (b) the financial report also complies with International Financial Reporting Standards as disclosed in Note 1.

PricewaterhouseCoopers, ABN 52 780 433 757

Darling Park Tower 2, 201 Sussex Street, GPO BOX 2650, SYDNEY NSW 1171

T +61 2 8266 0000, F +61 2 8266 9999, [www.pwc.com.au](http://www.pwc.com.au)

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### Report on the Remuneration Report

We have audited the Remuneration Report included in Section 1 of the Annual Report for the year ended 30 September 2015. The directors of the Corporation are responsible for the preparation and presentation of the Remuneration Report in accordance with section 300A of the *Corporations Act 2001*. Our responsibility is to express an opinion on the Remuneration Report, based on our audit conducted in accordance with Australian Auditing Standards.

#### Auditor's opinion

In our opinion, the Remuneration Report of Westpac Banking Corporation for the year ended 30 September 2015 complies with section 300A of the *Corporations Act 2001*.

A handwritten signature in black ink that reads "Michael Codling".

PricewaterhouseCoopers

A handwritten signature in black ink that reads "Michael Codling".

Michael Codling  
Partner

A handwritten signature in black ink that reads "Andrew Wilson".

Andrew Wilson  
Partner

Sydney  
2 November 2015



## Report of Independent Registered Public Accounting Firm

To the Board of Directors and Shareholders of Westpac Banking Corporation:

In our opinion, the accompanying consolidated balance sheets and the related consolidated income statements, consolidated statements of comprehensive income, consolidated statements of changes in equity and consolidated cash flow statements present fairly, in all material respects, the financial position of Westpac Banking Corporation (the 'Corporation') and its subsidiaries at 30 September 2015 and 30 September 2014, and the results of their operations and their cash flows for each of the three years in the period ended 30 September 2015 in conformity with International Financial Reporting Standards as issued by the International Accounting Standards Board. Also in our opinion, the Corporation maintained, in all material respects, effective internal control over financial reporting as of 30 September 2015, based on criteria established in *Internal Control - Integrated Framework* (2013) issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO). The Corporation's management is responsible for these financial statements, for maintaining effective internal control over financial reporting and for its assessment of the effectiveness of internal control over financial reporting, included under the heading 'Management's Report on Internal Control over Financial Reporting' in the accompanying financial statements. Our responsibility is to express opinions on these financial statements and on the Corporation's internal control over financial reporting based on our integrated audits. We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States) and International Standards on Auditing. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement and whether effective internal control over financial reporting was maintained in all material respects. Our audits of the financial statements included examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. Our audit of internal control over financial reporting included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk. Our audits also included performing such other procedures as we considered necessary in the circumstances. We believe that our audits provide a reasonable basis for our opinions.

Our audit of the consolidated financial statements of the Corporation and its subsidiaries was conducted for the purpose of forming an opinion on the consolidated financial statements taken as a whole. The Corporation has included parent entity only information on the face of the consolidated financial statements and other parent entity only disclosures in the notes to the financial statements. Such parent entity only information is presented for purposes of additional analysis and is not a required part of the consolidated financial statements presented in accordance with International Financial Reporting Standards as issued by the International Accounting Standards Board. Such information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements, and, in our opinion, is fairly stated in all material respects in relation to the consolidated financial statements taken as a whole.

A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that (i) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (ii) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company

PricewaterhouseCoopers, ABN 52 780 433 757  
Darling Park Tower 2, 201 Sussex Street, GPO BOX 2650, SYDNEY NSW 1171  
T +61 2 8266 0000, F +61 2 8266 9999, [www.pwc.com.au](http://www.pwc.com.au)

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are being made only in accordance with authorizations of management and directors of the company; and (iii) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

*PricewaterhouseCoopers*

PricewaterhouseCoopers  
Sydney, Australia  
2 November 2015

### **Limitation on Independent Registered Public Accounting Firm's Liability**

The liability of PricewaterhouseCoopers (an Australian partnership which we refer to as PwC Australia), with respect to claims arising out of its audit report included in this Annual Report, is subject to the limitations set forth in the Professional Standards Act 1994 of New South Wales, Australia, as amended (the Professional Standards Act) and The Institute of Chartered Accountants in Australia (NSW) Scheme adopted by The Institute of Chartered Accountants in Australia (ICAA) on 8 October 2014 and approved by the New South Wales Professional Standards Council pursuant to the Professional Standards Act (the NSW Accountants Scheme). For matters occurring on or prior to 8 October 2014, the liability of PwC Australia may be subject to the limitations set forth in predecessor schemes. The current NSW Accountants Scheme expires on 8 October 2019 unless further extended or replaced.

The Professional Standards Act and the NSW Accountants Scheme may limit the liability of PwC Australia for damages with respect to certain civil claims arising in, or governed by the laws of, New South Wales directly or vicariously from anything done or omitted to be done in the performance of its professional services for us, including, without limitation, its audits of our financial statements. The extent of the limitation depends on the timing of the relevant matter and is:

- in relation to matters occurring on or after 8 October 2013, a maximum liability for audit work of A\$75 million; or
- in relation to matters occurring on or prior to 7 October 2013, the lesser of (in the case of audit services) ten times the reasonable charge for the service provided and a maximum liability for audit work of A\$75 million; or
- in relation to matters occurring on or prior to 7 October 2007, the lesser of (in the case of audit services) ten times the reasonable charge for the service provided and a maximum liability (in the case of audit work) of A\$20 million.

The limitations do not apply to claims for breach of trust, fraud or dishonesty.

In addition, there is equivalent professional standards legislation in place in other states and territories in Australia and amendments have been made to a number of Australian federal statutes to limit liability under those statutes to the same extent as liability is limited under state and territory laws by professional standards legislation. Accordingly, liability for acts or omissions by PwC Australia in Australian states or territories other than New South Wales may be limited in a manner similar to that in New South Wales. These limitations of liability may limit recovery upon the enforcement in Australian courts of any judgment under US or other foreign laws rendered against PwC Australia based on or related to its audit report on our financial statements. Substantially all of PwC Australia's assets are located in Australia. However, the Professional Standards Act and the NSW Accountants Scheme have not been subject to judicial consideration and therefore how the limitation might be applied by the courts and the effect of the limitation on the enforcement of foreign judgments are untested.

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# 04

Shareholding information

Additional information

Information for shareholders

Glossary of abbreviations and defined terms

Contact us

# Shareholding information

## Westpac ordinary shares

### Top 20 ordinary shareholders as at 2 October 2015

	Number of Fully Paid Ordinary Shares	% Held
HSBC Custody Nominees (Australia) Limited	577,884,330	18.15
J P Morgan Nominees Australia Limited	358,040,748	11.25
National Nominees Limited	312,571,318	9.82
Citicorp Nominees Pty Limited	192,467,775	6.05
Cogent Nominees Pty Limited	70,328,517	2.21
RBC Investor Services Australia Nominees Pty Limited	37,906,118	1.19
AMP Life Limited	21,142,289	0.66
Australian Foundation Investment Company Limited	17,135,000	0.54
UBS Wealth Management Australia Nominees Pty Ltd	12,894,086	0.40
Bond Street Custodians Limited	12,097,288	0.38
Argo Investments Limited	10,653,569	0.33
Milton Corporation Limited	10,451,306	0.33
BNP Paribas	9,277,263	0.29
Navigator Australia Ltd	7,543,706	0.24
Questor Financial Services Limited	5,468,023	0.17
Nulis Nominees (Australia) Limited	4,793,797	0.15
Invia Custodian Pty Limited	4,255,481	0.13
Netwealth Investments Limited	2,956,951	0.09
ANZ Executors & Trustee Company	2,951,148	0.09
JMB Pty Ltd	2,676,208	0.08
<b>Total of Top 20 registered shareholders</b>	<b>1,673,494,921</b>	<b>52.56</b>

As at 2 October 2015 there were 615,493 holders of our ordinary shares compared to 595,907 in 2014 and 579,695 in 2013. Ordinary shareholders with a registered address in Australia held approximately 98% of our fully paid share capital at 2 October 2015 (approximately 98% in 2014 and 98% in 2013).

### Substantial shareholders as at 2 October 2015

As at 2 October 2015 there were no shareholders who had a 'substantial holding' of our shares within the meaning of the Corporations Act. A person has a substantial holding of our shares if the total votes attached to our voting shares in which they or their associates have relevant interests is 5% or more of the total number of votes attached to all our voting shares. The above table of the Top 20 ordinary shareholders includes shareholders that may hold shares for the benefit of third parties.

### Significant changes in ordinary share ownership of substantial shareholders

There have been no significant changes in ordinary share ownership of substantial shareholders during the full year ended 30 September 2015.

### Control of registrant

We are not directly or indirectly owned or controlled by any other corporation(s) or by any foreign government. Refer to the section 'Exchange controls and other limitations affecting security holders', which provides information on the *Foreign Acquisitions and Takeovers Act 1975*, *Corporations Act 2001* and *Financial Sector (Shareholdings) Act 1998*, which impose limits on equity holdings.

At 30 September 2015, our Directors and Executive Officers owned beneficially, directly or indirectly, an aggregate of 1,065,879 (0.0335%) of the fully paid ordinary shares outstanding.

## Shareholding information

### Analysis by range of holdings of ordinary shares as at 2 October 2015

Number of Shares	Number of Holders of Fully Paid Ordinary Shares		Number of Fully Paid Ordinary Shares		Number of Holders of Share Options and Rights
		%		%	
1 – 1,000	346,829	56.35	141,421,520	4.44	14
1,001 – 5,000	207,919	33.78	475,688,809	14.94	75
5,001 – 10,000	36,413	5.92	256,130,946	8.04	19
10,001 – 100,000	23,689	3.85	498,689,229	15.66	99
100,001 and over	643	0.10	1,811,977,282	56.91	53
<b>Totals</b>	<b>615,493</b>	<b>100.00</b>	<b>3,183,907,786</b>	<b>100.00</b>	<b>260</b>

There were 11,218 shareholders holding less than a marketable parcel (\$500) based on a market price of \$29.75 at the close of trading on 2 October 2015.

### Voting rights of ordinary shares

Holders of our fully paid ordinary shares have, at general meetings (including special general meetings), one vote on a show of hands and, upon a poll, one vote for each fully paid ordinary share held by them.

### Westpac Convertible Preference Shares (Westpac CPS)

#### Top 20 holders of Westpac CPS as at 2 October 2015

	Number of Westpac CPS	% Held
UBS Wealth Management Australia	471,443	3.96
HSBC Custody Nominees	311,206	2.62
BT Portfolio Services Limited	233,672	1.96
Navigator Australia Limited	233,488	1.96
Questor Financial Services Limited	212,166	1.78
Nulis Nominees (Australia) Limited	206,942	1.74
National Nominees Limited	204,275	1.72
Netwealth Investments Limited	149,984	1.26
Avanteos Investments Limited	126,726	1.07
J P Morgan Nominees Australia Ltd	109,417	0.92
Austrust Limited	96,633	0.81
Dimbulu Pty Ltd	70,000	0.59
Mrs Linda Anne van Lieshout	60,000	0.50
RBC Dexia Investor Services Australia Nominees Pty Limited	50,845	0.43
Asgard Capital Management Ltd	50,000	0.42
Eastcote Pty Ltd	50,000	0.42
Finot Pty Ltd	50,000	0.42
JMB Pty Ltd	50,000	0.42
Randazzo C & G Developments Pty Ltd	50,000	0.42
Citicorp Nominees Pty Limited	46,779	0.39
<b>Total of Top 20 registered holders</b>	<b>2,833,576</b>	<b>23.82</b>

#### Analysis by range of holdings of Westpac CPS as at 2 October 2015

Number of Securities	Number of Holders of Westpac CPS		Number of Westpac CPS	
		%		%
1 – 1,000	18,035	93.11	5,402,137	45.42
1,001 – 5,000	1,182	6.10	2,578,428	21.68
5,001 – 10,000	92	0.47	718,085	6.04
10,001 – 100,000	53	0.27	1,504,200	12.65
100,001 and over	7	0.04	1,690,755	14.22
<b>Totals</b>	<b>19,369</b>	<b>100.00</b>	<b>11,893,605</b>	<b>100.00</b>

There were nine security holders holding less than a marketable parcel (\$500) of Westpac CPS based on a market price of \$97.85 at the close of trading on 2 October 2015.

## Westpac Capital Notes

### Top 20 holders of Westpac Capital Notes as at 2 October 2015

	Number of Westpac Capital Notes	% Held
UBS Wealth Management Australia	610,038	4.41
HSBC Custody Nominees	315,508	2.28
BT Portfolio Services Limited	246,417	1.78
National Nominees Limited	217,696	1.57
J P Morgan Nominees Australia Ltd	208,890	1.51
Citicorp Nominees Pty Limited	189,989	1.37
Pejr Pty Ltd	184,462	1.33
Questor Financial Services Limited	137,143	0.99
Austrust Limited	125,101	0.90
Tandom Pty Ltd	100,000	0.72
Williamburg Pty Ltd	100,000	0.72
V S Access Pty Ltd	90,000	0.65
Netwealth Investments Limited	75,761	0.55
Cogent Nominees Pty Limited	74,350	0.54
Navigator Australia Limited	71,638	0.52
Nulis Nominees (Australia) Limited	59,573	0.43
Bond Street Custodians Limited	52,874	0.38
Northern Metropolitan Cemeteries	50,000	0.36
Royal Freemasons Benevolent Institution	50,000	0.36
Mr Alexander Shaw	50,000	0.36
<b>Total of Top 20 registered holders</b>	<b>3,009,440</b>	<b>21.75</b>

### Analysis by range of holdings of Westpac Capital Notes as at 2 October 2015

Number of Securities	Number of Holders of Westpac Capital Notes	%	Number of Westpac Capital Notes	%
1 – 1,000	16,729	90.32	5,535,181	40.01
1,001 – 5,000	1,607	8.68	3,475,299	25.12
5,001 – 10,000	117	0.63	953,564	6.89
10,001 – 100,000	60	0.32	1,809,276	13.08
100,001 and over	9	0.05	2,062,370	14.91
<b>Totals</b>	<b>18,522</b>	<b>100.00</b>	<b>13,835,690</b>	<b>100.00</b>

There were six security holders holding less than a marketable parcel (\$500) of Westpac Capital Notes based on a market price of \$96.20 at the close of trading on 2 October 2015.

## Westpac Capital Notes 2

### Top 20 holders of Westpac Capital Notes 2 as at 2 October 2015

	Number of Westpac Capital Notes 2	% Held
BT Portfolio Services Limited	448,226	3.42
Pejr Pty Ltd	352,774	2.69
HSBC Custody Nominees (Australia) Limited	277,652	2.12
UBS Wealth Management Australia Nominees Pty Ltd	212,001	1.62
National Nominees Limited	190,287	1.45
Navigator Australia Limited	140,957	1.08
Invia Custodian Pty Limited	129,386	0.99
Nulis Nominees (Australia) Limited	124,850	0.95
Questor Financial Services Limited	111,429	0.85
Netwealth Investments Limited	109,532	0.84
Mrs Eva Maria Lederer	100,000	0.76
Paul Lederer Pty Ltd	90,540	0.69
Bond Street Custodians Limited	73,198	0.56
Pershing Australia Nominees Pty Ltd	71,429	0.55
J P Morgan Nominees Australia Ltd	64,370	0.49
Rakio Pty Ltd	63,000	0.48
Alsop Pty Ltd	60,000	0.46
Dimbulu Pty Ltd	51,000	0.39
Bayswater Car Rental Pty Ltd	50,000	0.38
Domer Mining Co P/L	50,000	0.38
Ms Sarah Louise Haddrick	50,000	0.38
Royal Freemasons Benevolent Institution	50,000	0.38
Randazzo C & G Developments Pty Ltd	50,000	0.38
<b>Total of Top 20 registered holders</b>	<b>2,920,631</b>	<b>22.29</b>

### Analysis by range of holdings of Westpac Capital Notes 2 as at 2 October 2015

Number of Securities	Number of Holders of Westpac Capital Notes 2	%	Number of Westpac Capital Notes 2	%
1 – 1,000	14,451	88.88	4,856,514	37.06
1,001 – 5,000	1,593	9.80	3,528,507	26.92
5,001 – 10,000	127	0.78	993,363	7.58
10,001 – 100,000	81	0.50	2,194,518	16.74
100,001 and over	7	0.04	1,532,803	11.70
<b>Totals</b>	<b>16,259</b>	<b>100.00</b>	<b>13,105,705</b>	<b>100.00</b>

There were four security holders holding less than a marketable parcel (\$500) of Westpac Capital Notes 2 based on a market price of \$90.00 at the close of trading on 2 October 2015.

## Westpac Capital Notes 3

### Top 20 holders of Westpac Capital Notes 3 as at 2 October 2015

	Number of Westpac Capital Notes 3	% Held
UBS Wealth Management Australia Nominees Pty Ltd	698,826	5.28
HSBC Custody Nominees (Australia) Limited	382,898	2.89
JDB Services Pty Ltd	272,000	2.05
Navigator Australia Limited	209,070	1.58
Citicorp Nominees Pty Limited	174,701	1.32
National Nominees Limited	148,528	1.12
Invia Custodian Pty Limited	126,430	0.95
Nulis Nominees (Australia) Limited	109,540	0.83
Balanced Property Pty Ltd	100,000	0.76
Tandom Pty Ltd	100,000	0.76
Netwealth Investments Limited	72,075	0.54
V S Access Pty Ltd	60,000	0.45
RBC Dexia Investor Services Australia Nominees Pty Limited	55,683	0.42
Bob Spargo Investments Pty Ltd	51,670	0.39
Barob Pty Limited	50,000	0.38
Dimbulu Pty Ltd	50,000	0.38
JMB Pty Ltd	50,000	0.38
KMJ Pty Ltd	50,000	0.38
Randazzo C & G Developments Pty Ltd	50,000	0.38
The Walter and Eliza Hall Institute of Medical Research	50,000	0.38
<b>Total of Top 20 registered holders</b>	<b>2,861,421</b>	<b>21.60</b>

### Analysis by range of holdings of Westpac Capital Notes 3 as at 2 October 2015

Number of Securities	Number of Holders of Westpac Capital Notes 3		Number of Westpac Capital Notes 3	
		%		%
1 – 1,000	11,886	87.73	4,290,941	32.40
1,001 – 5,000	1,437	10.61	3,416,888	25.80
5,001 – 10,000	128	0.94	1,098,461	8.29
10,001 – 100,000	91	0.67	2,480,816	18.73
100,001 and over	7	0.05	1,957,174	14.78
<b>Totals</b>	<b>13,549</b>	<b>100.00</b>	<b>13,244,280</b>	<b>100.00</b>

There was one security holder holding less than a marketable parcel (\$500) of Westpac Capital Notes 3 based on a market price of \$97.80 at the close of trading on 2 October 2015.

## Voting rights of Westpac CPS, Westpac Capital Notes, Westpac Capital Notes 2 and Westpac Capital Notes 3

In accordance with the terms of issue, holders of Westpac CPS have no right to vote at any general meeting of Westpac except in the following circumstances:

- a. on a proposal:
  - to reduce the share capital of Westpac;
  - that affects rights attached to Westpac CPS;
  - to wind up Westpac; or
  - for the disposal of the whole of the property, business and undertaking of Westpac;
- b. on a resolution to approve the terms of a share buy back agreement, other than a buy back agreement relating to Westpac CPS;
- c. during a period in which a dividend (or part of a dividend) in respect of Westpac CPS is in arrears; or
- d. during the winding up of Westpac.

When entitled to vote at a general meeting of Westpac in respect of the matters listed above, holders of Westpac CPS are entitled to exercise one vote on a show of hands and one vote for each Westpac CPS held on a poll.

Holders of Westpac CPS have the same rights as the holders of Westpac's ordinary shares in relation to receiving notices, reports and financial statements, and attending and being heard at all general meetings of Westpac.

In accordance with the terms of issue, holders of Westpac Capital Notes, Westpac Capital Notes 2 and Westpac Capital Notes 3 have no right to vote at any general meeting of Westpac before conversion into Westpac ordinary shares.

If conversion occurs (in accordance with the applicable terms of issue), holders of Westpac CPS, Westpac Capital Notes, Westpac Capital Notes 2 or Westpac Capital Notes 3 (as applicable) will become holders of Westpac ordinary shares and have the voting rights that attach to Westpac ordinary shares.

## Exchange controls and other limitations affecting security holders

### Australian exchange controls

Australian laws control and regulate or permit the control and regulation of a broad range of payments and transactions involving non-residents of Australia. Pursuant to a number of exemptions, authorities and approvals, there are no general restrictions from transferring funds from Australia or placing funds to the credit of non-residents of Australia. However, Australian foreign exchange controls are implemented from time to time against prescribed countries, entities and persons. At the present time, these include:

- a. withholding taxes in relation to remittances or dividends (to the extent they are unfranked) and interest payments;
- b. the financial sanctions administered by the Department of Foreign Affairs and Trade (DFAT) in accordance with the *Autonomous Sanctions Act 2011* and the *Autonomous Sanctions Regulations 2011*, specifically, in relation to transactions involving the transfer of funds or payments to, by the order of, or on behalf of:
  - supporters of the former Federal Republic of Yugoslavia (the Milosevic regime) and certain persons indicted within the jurisdiction of the International Criminal Tribunal for the former Yugoslavia;
  - persons or entities engaged in activities that seriously undermine democracy, respect for human rights and the rule of law in Zimbabwe;
  - certain entities and individuals associated with the Democratic People's Republic of Korea;
  - persons or entities that have contributed to or are contributing to Iran's nuclear or missile program;
  - certain individuals and entities associated with the former Qadhafi regime in Libya;
  - certain individuals and entities associated with the Myanmar military;
  - certain individuals and entities supporting the Syrian regime; and
  - persons who have been instrumental in the threat to the sovereignty and territorial integrity of Ukraine, without the prior approval of the Minister for Foreign Affairs.
- c. the United Nations Security Council (UNSC) financial sanctions administered by DFAT including:
  - *Terrorist Asset Freezing Regime*  
In accordance with the *Charter of the United Nations Act 1945* and the Charter of the *United Nations (Dealings with Assets) Regulations 2008*, a person is prohibited from using or dealing with funds, financial assets or economic resources of persons or entities listed as terrorists by the Minister for Foreign Affairs in the Commonwealth of Australia Gazette. It is also a criminal offence to make assets available to such persons or entities; and

#### - *Country-based sanctions*

Under the *Charter of the United Nations Act 1945* and associated regulations, UNSC financial sanctions have been implemented. It is an offence to use or deal with funds, financial assets or economic resources of persons or entities associated with certain countries designated by the UNSC. It is also a criminal offence to make assets available to such persons or entities.

#### ***Limitations affecting security holders***

The following Australian laws impose limitations on the right of non-residents or non-citizens of Australia to hold, own or vote Westpac shares. All these limitations apply to the holders of the American Depository Receipts (ADRs) evidencing ADS, issued by our Depositary in the United States.

#### *Foreign Acquisitions and Takeovers Act 1975*

Acquisitions of interests in shares in Australian companies by foreign interests are subject to review and approval by the Treasurer of Australia under the Australian Government's foreign investment policy, and where required, the *Foreign Acquisitions and Takeovers Act 1975* (Cth). That legislation applies to any acquisition by a foreign person, including a corporation or group of associated foreign persons, which results in ownership of 15% or more of the issued shares of an Australian company or the ability to control 15% or more of the total voting power. In addition, the legislation applies to any acquisition by a foreign person that would result in non-associated foreign persons having, together with any associate or associates of any of them, in the aggregate, 40% or more of the total voting power or ownership of an Australian company. The legislation requires any persons proposing to make any such acquisition to first notify the Treasurer of their intention to do so. Where such an acquisition has already occurred, the Treasurer has the power to order divestment.

#### *Financial Sector (Shareholdings) Act 1998*

The *Financial Sector (Shareholdings) Act 1998* (Cth) imposes restrictions on shareholdings in Australian financial sector companies (which includes Westpac). Under that legislation a person (including a corporation) may not hold more than a 15% 'stake' in a financial sector company without prior approval from the Treasurer of Australia. A person's stake in a financial sector company is equal to the aggregate of the person's voting power in the company and the voting power of the person's associates. The concept of voting power is very broadly defined. The Treasurer may approve a higher percentage stake if the Treasurer is satisfied that it is in the national interest to do so.

In addition, even if a person's stake in a financial sector company does not exceed the 15% limit, the Treasurer has the power to declare that a person has 'practical control' of a financial sector company and require the person to relinquish that control or reduce their stake in that company.

#### *Corporations Act 2001*

The *Corporations Act 2001* (Cth) prohibits any person (including a corporation) from acquiring a relevant interest in our voting shares if, after the acquisition, that person or any other person would be entitled to exercise more than 20% of the voting power in our shares. The prohibition is subject to certain limited exceptions. In addition, under the

Corporations Act, a person is required to give a notice to us and to the ASX providing certain prescribed information, including their name, address and details of their relevant interests in our voting shares if they begin to have, or cease to have, a substantial holding in us, or if they already have a substantial holding and there is a movement of at least 1% in their holding. Such notice must, generally, be provided within two business days after the person becomes aware of that information.

A person will have a substantial holding if the total votes attached to our voting shares in which they or their associates have relevant interests is 5% or more of the total number of votes attached to all our voting shares. The concepts of 'associate' and 'relevant interest' are broadly defined in the Corporations Act and investors are advised to seek their own advice on their scope. In general terms, a person will have a relevant interest in a share if they:

- a. are the holder of that share;
- b. have power to exercise, or control the exercise of, a right to vote attached to that share; or
- c. have power to dispose of, or control the exercise of a power to dispose of, that share.

It does not matter how remote the relevant interest is or how it arises. If two or more persons can jointly exercise any one of these powers, each of them is taken to have that power. Nor does it matter that the power or control is express or implied, formal or informal, exercisable either alone or jointly with someone else.

#### *The American Depository Shares (ADSs) agreement*

There is a Deposit Agreement between The Bank of New York Mellon as Depositary, and us, and the record holders from time to time of all ADSs. Holders of our ADSs are subject to the foregoing limitations on the rights of non-residents or non-citizens of Australia to own or vote Westpac shares. Record holders of ADSs are required by the Deposit Agreement to comply with our requests for information as to the capacity in which such holders own ADSs and related ordinary shares as well as to the identity of any other person interested in such ADSs and related ordinary shares and the nature of such interest.

#### *Enforceability of foreign judgments in Australia*

We are an Australian public corporation with limited liability. All of our Directors and Executive Officers reside outside the US. Substantially all or a substantial portion of the assets of all or many of such persons are located outside the US. As a result, it may not be possible for investors to effect service of process within the US upon such persons or to enforce against them judgments obtained in US courts predicated upon the civil liability provisions of the federal securities laws of the US. There may be doubt as to the enforceability in Australia, in original actions or in actions for enforcement of judgments of US courts, of civil liabilities predicated upon the federal securities laws of the US.

#### **Taxation**

##### *Australian taxation*

The following discussion is a summary of certain Australian taxation implications of the ownership and disposition of ordinary shares (including ADS) for shareholders holding their shares on capital account. This discussion is based on

the laws in force at the date of the Annual Report and the Convention between the Government of Australia and the Government of the United States of America for the Avoidance of Double Taxation and The Prevention of Fiscal Evasion with respect to Taxes on Income (the Tax Treaty), and is subject to any changes in Australian law and any change in the Tax Treaty occurring after that date.

This discussion is intended only as a descriptive summary and does not purport to be a complete analysis of all the potential Australian tax implications of owning and disposing of ordinary shares. The specific tax position of each investor will determine the applicable Australian income tax implications for that investor and we recommend that investors consult their own tax advisers concerning the implications of owning and disposing of ordinary shares.

#### *Taxation of dividends*

Under the Australian dividend imputation system, Australian tax paid at the company level is imputed (or allocated) to shareholders by means of imputation credits which attach to dividends paid by the company to the shareholder. Such dividends are termed 'franked dividends'.

When an Australian resident individual shareholder receives a franked dividend, the shareholder receives a tax offset to the extent of the franking credits, which can be offset against the Australian income tax payable by the shareholder. An Australian resident shareholder may, in certain circumstances, be entitled to a refund of excess franking.

The extent to which a dividend is franked typically depends upon a company's available franking credits at the time of payment of the dividend. Accordingly, a dividend paid to a shareholder may be wholly or partly franked or wholly unfranked.

Fully franked dividends paid to non-resident shareholders are exempt from Australian dividend withholding tax. Dividends paid to a non-resident shareholder which are not fully franked are subject to dividend withholding tax at the rate of 30% (unless reduced by a double tax treaty) to the extent they are unfranked. In the case of residents of the US who are entitled to the benefits of the Tax Treaty and are beneficially entitled to the dividends, the rate is reduced to 15% under the Tax Treaty, provided the shares are not effectively connected with a permanent establishment or a fixed base of the non-resident in Australia through which the non-resident carries on business in Australia or provides independent personal services. In the case of residents of the US that have a permanent establishment or fixed base in Australia where the shares in respect of which the dividends are paid are attributable to that permanent establishment or fixed base, there is no dividend withholding tax. Rather, such dividends will be taxed on a net assessment basis and, where the dividends are franked, entitlement to a tax offset may arise.

Fully franked dividends paid to non-resident shareholders and dividends that have been subject to dividend withholding tax should not be subject to any further Australian income tax.

There are circumstances where a shareholder may not be entitled to the benefit of franking credits. The application of these rules depend upon the shareholder's own circumstances, including the period during which the shares

are held and the extent to which the shareholder is 'at risk' in relation to their shareholding.

#### *Gain or loss on disposition of shares*

Generally, any profit made by a resident shareholder on disposal of shares will be subject to capital gains tax. However, if the shareholder is regarded as a trader or speculator, or carries on a business of investing for profit, any profits may be taxed as ordinary income.

A discount may be available on capital gains on shares held for 12 months or more by individuals, trusts or complying superannuation entities. The discount is one half for individuals and trusts, and one third for complying superannuation entities. Companies are not eligible for the capital gains tax discount. For shares acquired prior to 21 September 1999, an alternative basis of calculation of the capital gain may be available which allows the use of an indexation formula.

Normal rates of income tax would apply to capital gains so calculated. Any capital loss can only be offset against capital gains. Excess capital losses can be carried forward for offset against future capital gains.

Generally, subject to two exceptions, a non-resident disposing of shares in an Australian public company who holds those shares on capital account will be free from income tax in Australia. The main exceptions are:

- shares held as part of a trade or business conducted through a permanent establishment in Australia. In such a case, any profit on disposal would be assessable to tax. Losses may give rise to capital losses or be otherwise deductible; and
- shares held in public companies where the shareholder and its associates have held at the time of disposal (or at least 12 months in the 24 months prior to disposal) a holding of 10% or more in the company and more than 50% of the company's assets are represented by interests in Australian real property (which is unlikely to be the case for Westpac). In such a case, capital gains tax would apply.

#### *United States taxation*

The following discussion is a summary of certain US federal income tax implications of the ownership and disposition of ordinary shares (including ADS) by US holders (as defined below) that hold the ordinary shares as capital assets. This discussion is based on the US Internal Revenue Code of 1986, as amended, its legislative history, existing and proposed regulations, published rulings and court decisions, and the Tax Treaty, all as currently in effect and all of which are subject to change, possibly on a retroactive basis.

This discussion is intended only as a descriptive summary. It does not purport to be a complete analysis of all the potential US federal income tax consequences of owning and disposing of ordinary shares and does not address US federal income tax considerations that may be relevant to US holders subject to special treatment under US federal income tax law (such as banks, insurance companies, real estate investment trusts, regulated investment companies, dealers in securities, tax-exempt entities, retirement plans, certain former citizens or residents of the US, persons holding ordinary shares as part of a straddle, hedge, conversion transaction or other integrated investment,

persons that have a 'functional currency' other than the US dollar, persons that own 10% or more (by voting power) of our stock, persons that generally mark their securities to market for US federal income tax purposes or persons that receive ordinary shares as compensation). As this is a complex area, we recommend investors consult their own tax advisers concerning the US federal, state and/or local implications of owning and disposing of ordinary shares.

For the purposes of this discussion you are a US holder if you are a beneficial owner of ordinary shares and you are for US federal income tax purposes:

- an individual that is a citizen or resident of the US;
- a corporation created or organised in or under the laws of the US or any state thereof or the District of Columbia;
- an estate, the income of which is subject to US federal income taxation regardless of its source; or
- a trust, if a US court can exercise primary supervision over the trust's administration and one or more US persons are authorised to control all substantial decisions of the trust, or certain electing trusts that were in existence on 19 August 1996 and were treated as domestic trusts on that date.

If an entity treated as a partnership for US federal income tax purposes owns the ordinary shares, the US federal income tax implications of the ownership and disposition of ordinary shares will generally depend upon the status and activities of such partnership and its partners. Such an entity should consult its own tax adviser concerning the US federal income tax implications to it and its partners of owning and disposing of ordinary shares.

#### *Taxation of dividends*

If you are a US holder, you must include in your income as a dividend, the gross amount of any distributions paid by us out of our current or accumulated earnings and profits (as determined for US federal income tax purposes) without reduction for any Australian tax withheld from such distribution. If you are a non-corporate US holder, dividends paid to you that constitute qualified dividend income may be taxable to you at a preferential tax rate so long as certain holding period and other requirements are met. Dividends we pay with respect to the ordinary shares generally will be qualified dividend income. Each non-corporate US holder should consult their own tax advisor regarding the possible applicability of the reduced tax rate and the related restrictions and special rules.

Dividends paid by us constitute ordinary income that must generally be included in income when actually or constructively received. Such dividends will not be eligible for the dividends-received deduction generally allowed to corporate shareholders with respect to dividends received from US corporations. The amount of the dividend that you must include in your income as a US holder will be the US dollar value of the Australian dollar payments made, determined at the spot Australian dollar/US dollar rate on the date the dividend distribution is included in your income, regardless of whether the payment is in fact converted into US dollars. Generally, any gain or loss resulting from currency exchange fluctuations during the period from the date you include the dividend payment in income to the date you convert the payment into US dollars will be treated as

ordinary income or loss and will not be eligible for the special tax rate applicable to qualified dividend income. This gain or loss generally will be income from sources within the US for foreign tax credit limitation purposes. Distributions on an ordinary share in excess of current and accumulated earnings and profits, as determined for US federal income tax purposes, will be treated as a non-taxable return of capital to the extent of your basis in such ordinary share and thereafter as capital gain.

Subject to certain limitations, Australian tax withheld in accordance with the Tax Treaty and paid over to Australia may be claimed as a foreign tax credit against your US federal income tax liability. Special rules apply in determining the foreign tax credit limitation with respect to dividends that are subject to a preferential tax rate. A US holder that does not elect to claim a US foreign tax credit for Australian income tax withheld may instead claim a deduction for such withheld tax, but only for a taxable year in which the US holder elects to do so with respect to all non-US income taxes paid or accrued in such taxable year.

Dividends paid by us generally will be income from sources outside the US for foreign tax credit limitation purposes. Under the foreign tax credit rules, dividends will, depending on your circumstances, be 'passive category' or 'general category' income for purposes of computing the foreign tax credit.

The rules relating to US foreign tax credits are very complex, and each US holder should consult its own tax adviser regarding the application of such rules.

#### *Taxation of capital gains*

If you sell or otherwise dispose of your ordinary shares, you will generally recognise a capital gain or loss for US federal income tax purposes equal to the difference between the US dollar value of the amount that you realise and your tax basis, determined in US dollars, in your ordinary shares. A capital gain of a non-corporate US holder is generally taxed at a reduced rate if the holder has a holding period greater than one year. The deductibility of capital losses is subject to limitations. Such capital gain or loss generally will be income from sources within the US, for foreign tax credit limitation purposes.

#### *Medicare tax*

In addition to regular US federal income tax, certain US holders that are individuals, estates or trusts are subject to a 3.8% tax on all or a portion of their 'net investment income', which may include all or a portion of their dividend income and net gain from the sale, exchange or other disposition of their ordinary shares.

#### *Passive foreign investment company considerations*

We believe that we will not be treated as a passive foreign investment company (PFIC) for US federal income tax purposes, and this discussion assumes we are not a PFIC. However, the determination as to whether we are a PFIC is made annually at the end of each taxable year and therefore could change. If we were to be treated as a PFIC, a US holder of ordinary shares could be subject to certain adverse tax consequences.

*Disclosure requirements for specified foreign financial assets*  
Individual US holders (and certain US entities specified in US Internal Revenue Service (IRS) guidance) who, during

any taxable year, hold any interest in any specified foreign financial asset, generally will be required to file with their US federal income tax returns certain information on IRS Form 8938 if the aggregate value of all such assets exceeds certain specified amounts. 'Specified foreign financial asset' generally includes any financial account maintained with a non-US financial institution and may also include the ordinary shares if they are not held in an account maintained with a financial institution. Substantial penalties may be imposed, and the period of limitations on assessment and collection of US federal income taxes may be extended, in the event of a failure to comply. US holders should consult their own tax advisers as to the possible application to them of this filing requirement.

### *Information reporting and backup withholding*

Under certain circumstances, information reporting and/or backup withholding may apply to US holders with respect to payments on or the proceeds from the sale, exchange or other disposition of the ordinary shares, unless an applicable exemption is satisfied.

Backup withholding is not an additional tax. Any amounts withheld under the backup withholding rules generally will be allowed as a refund or credit against a US holder's US federal income tax liability if the required information is furnished by the US holder on a timely basis to the IRS.

# Additional information

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## Our constitution

### Overview

We were incorporated in 1850 under the *Bank of New South Wales Act*, a special piece of legislation passed by the New South Wales Parliament at a time when there was no general companies' legislation in Australia. On 23 August 2002, Westpac became registered under the *Corporations Act 2001* (Cth) as a public company limited by shares.

As part of the process of becoming a company regulated under the Corporations Act, shareholders adopted a new constitution at the AGM on 15 December 2000, which came into operation on 23 August 2002. Our constitution has been subsequently amended by shareholders on 15 December 2005, 13 December 2007 and 13 December 2012.

### Our objects and purposes

Our constitution does not contain a statement of our objects and purposes. As a company regulated by the Corporations Act, we have the legal capacity and powers of an individual both within and outside Australia, and all the powers of a body corporate, including the power to issue and cancel shares, to issue debentures, to distribute our property among our equity holders (either in kind or otherwise), to give security by charging our uncalled capital, to grant a floating charge over our property and to do any other act permitted by any law.

### Directors' voting powers

Under clause 9.11(a) of our constitution, subject to complying with the Corporations Act regarding disclosure of and voting on matters involving material personal interests, our Directors may:

- a. hold any office or place of profit in our company, except that of auditor;
- b. hold any office or place of profit in any other company, body corporate, trust or entity promoted by our company or in which it has an interest of any kind;
- c. enter into any contract or arrangement with our company;
- d. participate in any association, institution, fund, trust or scheme for past or present employees or directors of our company or persons dependent on or connected with them;
- e. act in a professional capacity (or be a member of a firm that acts in a professional capacity) for our company, except as auditor; and
- f. participate in, vote on and be counted in a quorum for any meeting, resolution or decision of the Directors and be present at any meeting where any matter is being considered by the Directors.

Under clause 9.11(b) of our constitution, a Director may do any of the above despite the fiduciary relationship of the Director's office:

- a. without any liability to account to our company for any direct or indirect benefit accruing to the Director; and

- b. without affecting the validity of any contract or arrangement.

Under the Corporations Act, however, a Director who has a material personal interest in any matter to be considered at any Board meeting must not be present while the matter is being considered or vote on the matter, unless the other Directors resolve to allow that Director to be present and vote or a declaration is made by ASIC permitting that Director to participate and vote. These restrictions do not apply to a limited range of matters set out in section 191(2) of the Corporations Act, where the Director's interest:

- a. arises because the Director is a shareholder of the company in common with other shareholders;
- b. arises in relation to the Director's remuneration as a Director of the company;
- c. relates to a contract the company is proposing to enter into that is subject to shareholder approval and will not impose obligations on the company if not approved by shareholders;
- d. arises merely because the Director is a guarantor or has given an indemnity or security for all or part of a loan (or proposed loan) to the company;
- e. arises merely because the Director has a right of subrogation in relation to a guarantee or indemnity referred to in (d);
- f. relates to a contract that insures, or would insure, the Director against liabilities the Director incurs as an officer of the company (but only if the contract does not make the company or related body corporate the insurer);
- g. relates to any payment by the company or a related body corporate in respect of certain indemnities permitted by the Corporations Act or any contract relating to such an indemnity; or
- h. is in a contract or proposed contract with, or for the benefit of, or on behalf of, a related body corporate and arises merely because the Director is a Director of that related body corporate.

If there are not enough Directors to form a quorum for the Board meeting because of Directors' interests in a particular matter, a general meeting for shareholders may be called to consider the matter and interested Directors are entitled to vote on any proposal to requisition such a meeting.

Under clause 9.7 of our constitution, the maximum aggregate amount of annual remuneration to be paid to our Non-executive Directors must be approved by our shareholders. This aggregate amount is paid to the Non-executive Directors in such manner as the Board from time to time determines. Directors' remuneration is one of the exceptions under section 191 of the Corporations Act to the prohibitions against being present and voting on any matter in which a Director has a material personal interest.

# Additional information

## Directors' borrowing powers

Clause 10.2 of our constitution empowers our Directors, as a Board, to exercise all the powers of Westpac to borrow or raise money, to charge any property or business of Westpac or all or any of its uncalled capital and to issue debentures or give any other security for a debt, liability or obligation of Westpac or of any other person. Such powers may only be changed by amending the constitution, which requires a special resolution (that is, a resolution passed by at least 75% of the votes cast by members entitled to vote on the resolution and for which notice has been given in accordance with the Corporations Act).

## Minimum number of Directors

Our constitution requires that the minimum number of Directors is determined in accordance with the Corporations Act or other regulations. Currently the Corporations Act prescribes three as a minimum number of Directors and APRA governance standards specify five as the minimum number of Directors for APRA regulated entities. Westpac's current number of Directors is above these prescribed minimums.

## Share rights

The rights attaching to our ordinary shares are set out in the Corporations Act and in our constitution, and may be summarised as follows:

### a) Profits and dividends

Holders of ordinary shares are entitled to receive such dividends on those shares as may be determined by our Directors from time to time. Dividends that are paid but not claimed may be invested by our Directors for the benefit of Westpac until required to be dealt with in accordance with any law relating to unclaimed monies.

Our constitution requires that dividends be paid out of our profits. In addition, under the Corporations Act, Westpac must not pay a dividend unless our assets exceed our liabilities immediately before the dividend is declared and the excess is sufficient for payment of the dividend. In addition, the payment must be fair and reasonable to the company's shareholders and must not materially prejudice our ability to pay our creditors.

Subject to the Corporations Act, the constitution, the rights of persons (if any) entitled to shares with special rights to dividend and any contrary terms of issue of or applying to any shares, our Directors may determine that a dividend is payable, fix the amount and the time for payment and authorise the payment or crediting by Westpac to, or at the direction of, each shareholder entitled to that dividend.

If any dividends are returned unclaimed, we are generally obliged, under the *Banking Act 1959* (Cth), to hold those amounts as unclaimed monies for a period of three years. If at the end of that period the monies remain unclaimed by the shareholder concerned, we must submit an annual unclaimed money return to the Australian Securities and Investment Commission by 31 March each year containing the unclaimed money as at 31 December of the previous year. Upon such payment being made, we are discharged from further liability in respect of that amount.

Our Directors may, before paying any dividend, set aside out of our profits such sums as they think proper as reserves, to be applied, at the discretion of our Directors, for any purpose for which the profits may be properly applied. Our Directors may carry forward so much of the profits remaining as they consider ought not to be distributed as dividends without transferring those profits to a reserve.

The following restrictions apply to our ability to declare and/or pay dividends:

- (i) if the payment of the dividend would breach or cause a breach by us of applicable capital adequacy or other supervisory requirements of APRA. Currently, one such requirement is that a dividend should not be paid without APRA's prior consent if payment of that dividend, after taking into account all other dividends (if any) paid on our shares and payments on more senior capital instruments, in the preceding 12 consecutive months to which they relate, would cause the aggregate of such dividend payments to exceed our after tax earnings for the preceding 12 consecutive months, as reflected in our relevant audited consolidated financial statements; and
- (ii) if, under the *Banking Act 1959* (Cth), we are directed by APRA not to pay a dividend;
- (iii) if the declaration or payment of the dividend would result in us becoming insolvent; or
- (iv) if any interest payment, dividend, redemption payment or other distribution on certain Additional Tier 1 securities issued by the Group is not paid in accordance with the terms of those securities, we may be restricted from declaring and/or paying dividends on ordinary shares (and certain Additional Tier 1 securities). This restriction is subject to a number of exceptions.

### b) Voting rights

Holders of our fully paid ordinary shares have, at general meetings (including special general meetings), one vote on a show of hands and, upon a poll, one vote for each fully paid share held by them.

### c) Voting and re-election of Directors

Under our constitution, at each AGM one-third of eligible Directors (or if their number is not a multiple of three, the number nearest to one-third) and any other Director who has held office for three years or more since the Director's last election, must retire from office. In determining the number of Directors to retire, no account is to be taken of a Director who holds office in order to fill a casual vacancy or the Managing Director. A retiring Director holds office until the conclusion of the meeting at which that Director retires but is eligible for re-election at the meeting.

Under the ASX Listing Rules, no Executive or Non-executive Director of a listed entity, apart from the Managing Director, may continue to hold office, without offering himself or herself for re-election, past the third AGM following their appointment or three years, whichever is the longer.

Under the Corporations Act, the election or re-election of each Director by shareholders at a general meeting of a public company must proceed as a separate item, unless the shareholders first resolve that the elections or re-elections may be voted on collectively. A resolution to allow collective voting in relation to elections or re-elections is effective only if no votes are cast against that resolution. Any resolution electing or re-electing two or more Directors in contravention of this requirement is void.

**d) Winding up**

Subject to any preferential entitlement of holders of preference shares on issue at the relevant time, holders of our ordinary shares are entitled to share equally in any surplus assets if we are wound up.

**e) Sinking fund provisions**

We do not have any class of shares on issue that is subject to any sinking fund provisions.

**Variation of rights attaching to our shares**

Under the Corporations Act, unless otherwise provided by the terms of issue of a class of shares, the terms of issue of a class of shares in Westpac can only be varied or cancelled in any way by a special resolution of Westpac and with either the written consent of our shareholders holding at least three quarters of the votes in that class of shares or with the sanction of a special resolution passed at a separate meeting of the holders of that class of shares.

**Convening general meetings**

Under our constitution, our Directors may convene and arrange to hold a general meeting of Westpac whenever they think fit and must do so if required to do so under the Corporations Act and ASX Listing Rules. Under the Corporations Act, our Directors must call and arrange to hold a general meeting of Westpac if requested to do so by our shareholders who hold at least 5% of the votes that may be cast at the general meeting. Shareholders who hold at least 5% of the votes that may be cast at a general meeting may also call and arrange to hold a general meeting of Westpac at their own expense.

At least 28 days notice must be given of a meeting of our shareholders. Written notice must be given to all shareholders entitled to attend and vote at the meeting. All ordinary shareholders are entitled to attend and, subject to the constitution and the Corporations Act, to vote at general meetings of Westpac.

**Limitations on securities ownership**

A number of limitations apply in relation to the ownership of our shares, and these are more fully described in the section 'Limitations affecting security holders'.

**Change in control restrictions**

Restrictions apply under the Corporations Act, the *Financial Sector (Shareholdings) Act 1998* (Cth) and the *Foreign Acquisitions and Takeovers Act 1975* (Cth).

For more detailed descriptions of these restrictions, refer to the sections 'Limitations affecting security holders', *Foreign Acquisitions and Takeovers Act 1975*, *Financial Sector (Shareholdings) Act 1998*, and *Corporations Act 2001*.

**Substantial shareholder disclosure**

There is no provision in our constitution that requires a shareholder to disclose the extent of their ownership of our shares.

Under the Corporations Act, however, any person who begins or ceases to have a substantial holding of our shares must notify us within two business days after they become aware of that information. A further notice must be given to us if there is an increase or decrease of 1% in a person's substantial holding. Copies of these notices must also be given to the ASX. A person has a substantial holding of our shares if the total votes attached to our voting shares in which they or their associates have relevant interests is 5% or more of the total number of votes attached to all our voting shares. For more details, refer to the section '*Corporations Act 2001*'.

We also have a statutory right under the Corporations Act to trace the beneficial ownership of our shares by giving a direction to a shareholder, or certain other persons, requiring disclosure to us of, among other things, their own relevant interest in our shares and the name and address of each other person who has a relevant interest in those shares, the nature and extent of that interest and the circumstances that gave rise to that other person's interest. Such disclosure must, except in certain limited circumstances, be provided within two business days after the direction is received.

**Australian Company and Business Numbers**

All Australian companies have a unique nine-digit identifier, referred to as an Australian Company Number (ACN), which must be included on public documents, eligible negotiable instruments and the company's common seal. In addition, entities can apply for registration on the Australian Business Register and be allocated a unique eleven-digit identifier known as an Australian Business Number (ABN). For Australian companies, the last nine digits of their ABN are identical to their ACN. The ABN may be quoted on documents in lieu of the ACN.

Our ACN is 007 457 141 and our ABN is 33 007 457 141.

**Documents on display**

We are subject to the disclosure requirements of the *U.S. Securities Exchange Act of 1934*, as amended. In accordance with these requirements, we file Annual Reports with, and furnish other information to, the US Securities & Exchange Commission (SEC). These materials and other information furnished by us may be inspected and copied at the SEC's Conventional and Electronic Reading Room at 100 F Street, N.E., Room 1580, Washington, D.C. 20549 at prescribed rates. The public may obtain information on the operation of the SEC's Conventional and Electronic Reading Room by calling the SEC in the United States at 1-800-SEC-0330. The SEC also maintains a website at [www.sec.gov](http://www.sec.gov) that contains reports, proxy statements and other information regarding registrants that file electronically with the SEC. Since April 2002, we have filed our reports on Form 20-F and have furnished other information to the SEC in electronic format which may be accessed through this website.

## Additional information

### Exchange rates

For each of the years indicated, the high, low, average and year-end noon buying rates<sup>1</sup> for Australian dollars were:

	Year Ended 30 September					
	2016 <sup>2</sup>	2015	2014	2013	2012	2011
(US\$ per A\$1.00)						
High	0.7328	0.8904	0.9705	1.0579	1.0806	1.1026
Low	0.7025	0.6917	0.8715	0.8901	0.9453	0.9594
Average <sup>3</sup>	n/a	0.7781	0.9155	0.9885	1.0371	1.0318
Close (on 30 September) <sup>4</sup>	n/a	0.7020	0.8737	0.9342	1.0388	0.9744

For each of the months indicated, the high and low noon buying rates for Australian dollars were:

	October 2015 <sup>2</sup>	September 2015	August 2015	July 2015	June 2015	May 2015
(US\$ per A\$1.00)						
High	0.7328	0.7222	0.7419	0.7664	0.7831	0.8118
Low	0.7025	0.6917	0.7087	0.7278	0.7613	0.7631

<sup>1</sup> The noon buying rate in New York City for cable transfers in Australian dollars as certified for customs purposes by the Federal Reserve Bank of New York.

<sup>2</sup> Through to 23 October 2015. On 23 October 2015, the noon buying rate was A\$1.00 = US\$0.7215.

<sup>3</sup> The average is calculated by using the average of the exchange rates on the last day of each month during the period.

<sup>4</sup> The noon buying rate at such date may differ from the rate used in the preparation of our consolidated financial statements at such date. Refer to Note 1(a)(vi) to the financial statements.

# Information for shareholders

## Financial calendar

### Westpac Ordinary Shares (ASX code: WBC)

Record date for final dividend	13 November 2015 <sup>1</sup>
Annual General Meeting	11 December 2015
Final dividend payable	21 December 2015
Financial Half Year end	31 March 2016
Interim results and dividend announcement	2 May 2016
Ex-dividend date for interim dividend	12 May 2016 <sup>3</sup>
Record date for interim dividend	13 May 2016 <sup>2,3</sup>
Interim dividend payable	4 July 2016 <sup>3</sup>
Financial Year end	30 September 2016
Final results and dividend announcement	7 November 2016
Ex-dividend date for final dividend	14 November 2016 <sup>4,7</sup>
Record date for final dividend	15 November 2016 <sup>5,7</sup>
Annual General Meeting	9 December 2016 <sup>6</sup>
Final dividend payable	21 December 2016 <sup>7</sup>

<sup>1</sup> Record date for 2015 final dividend in New York – 12 November 2015.

<sup>2</sup> Record date for 2016 interim dividend in New York – 12 May 2016.

<sup>3</sup> Dates will be confirmed at the time of announcing the 2016 interim results.

<sup>4</sup> Ex-dividend date for 2016 final dividend in New York – 10 November 2016.

<sup>5</sup> Record date for 2016 final dividend in New York – 14 November 2016.

<sup>6</sup> Details regarding the location of this meeting and the business to be dealt with will be contained in the separate Notice of Meeting sent to shareholders in November 2016.

<sup>7</sup> Dates will be confirmed at the time of announcing the 2016 final results.

### Westpac Convertible Preference Shares (ASX code: WBCPC)

Record date for semi-annual dividend	23 March 2016
Payment date for semi-annual dividend	31 March 2016
Record date for semi-annual dividend	22 September 2016
Payment date for semi-annual dividend	30 September 2016

### Westpac Capital Notes (ASX code: WBCPD)

Record date for quarterly distribution	30 November 2015
Payment date for quarterly distribution	8 December 2015
Record date for quarterly distribution	29 February 2016
Payment date for quarterly distribution	8 March 2016
Record date for quarterly distribution	31 May 2016
Payment date for quarterly distribution	8 June 2016
Record date for quarterly distribution	31 August 2016
Payment date for quarterly distribution	8 September 2016

### Westpac Capital Notes 2 (ASX code: WBCPE)

Record date for quarterly distribution	15 December 2015
Payment date for quarterly distribution	23 December 2015
Record date for quarterly distribution	15 March 2016
Payment date for quarterly distribution	23 March 2016
Record date for quarterly distribution	15 June 2016
Payment date for quarterly distribution	23 June 2016
Record date for quarterly distribution	15 September 2016
Payment date for quarterly distribution	23 September 2016

### Westpac Capital Notes 3 (ASX code: WBCPF)

Record date for quarterly distribution	14 December 2015
Payment date for quarterly distribution	22 December 2015
Record date for quarterly distribution	11 March 2016 <sup>1</sup>
Payment date for quarterly distribution	22 March 2016
Record date for quarterly distribution	14 June 2016
Payment date for quarterly distribution	22 June 2016
Record date for quarterly distribution	14 September 2016
Payment date for quarterly distribution	22 September 2016

<sup>1</sup> Immediately preceding business day when a record date falls on a non-ASX business day.

### Westpac Subordinated Notes (ASX code: WBCHA)

Record date for quarterly interest payment	13 November 2015 <sup>1</sup>
Payment date for quarterly interest payment	23 November 2015
Record date for quarterly interest payment	15 February 2016
Payment date for quarterly interest payment	23 February 2016
Record date for quarterly interest payment	13 May 2016 <sup>1</sup>
Payment date for quarterly interest payment	23 May 2016

<sup>1</sup> Record date for quarterly interest payment in New York – 13 November 2015.

Record date for quarterly interest payment	15 August 2016
Payment date for quarterly interest payment	23 August 2016

<sup>1</sup> Immediately preceding business day when a record date falls on a non-ASX business day.

## **Westpac Subordinated Notes II (ASX code: WBCHB)**

Record date for quarterly interest payment 13 November 2015<sup>1</sup>

Payment date for quarterly interest payment 23 November 2015<sup>2</sup>

Record date for quarterly interest payment 12 February 2016<sup>1</sup>

Payment date for quarterly interest payment 22 February 2016

Record date for quarterly interest payment 13 May 2016<sup>1</sup>

Payment date for quarterly interest payment 23 May 2016<sup>2</sup>

Record date for quarterly interest payment 12 August 2016<sup>1</sup>

Payment date for quarterly interest payment 22 August 2016

<sup>1</sup> Immediately preceding business day when a record date falls on a non-ASX business day.

<sup>2</sup> Next business day when a payment due falls on a non-ASX business day.

## **Annual General Meeting**

The Westpac Annual General Meeting (AGM) will be held in the Grand Ballroom at the Sofitel Sydney Wentworth, Level 3, 61-101 Phillip Street, Sydney, on Friday, 11 December 2015, commencing at 10.00am (Sydney time).

The AGM will be webcast live on the internet at [www.westpac.com.au/investorcentre](http://www.westpac.com.au/investorcentre) and an archived version of the webcast will be placed on the website to enable the AGM proceedings to be viewed at a later time.

## **Useful information**

### **Key sources of information for shareholders**

We report our full year performance to shareholders, in late October or early November, in two forms: an Annual Review and Sustainability Report, and an Annual Report.

### **Electronic communications**

Shareholders can elect to receive the following communications electronically:

- Annual Review and Annual Report;
- Dividend statements when paid by direct credit or via Westpac's Dividend Reinvestment Plan (DRP);
- Notices of Meetings and proxy forms; and
- Shareholder Newsletters and major company announcements.

Shareholders who wish to register their email address should go to [www.westpac.com.au/investorcentre](http://www.westpac.com.au/investorcentre) and click on 'Download a form' under 'Manage your shareholding', or contact the Westpac share Registrar. For Registrar contact details see opposite.

### **Online information**

#### **Australia**

Westpac's internet site [www.westpac.com.au](http://www.westpac.com.au) provides information for shareholders and customers, including:

- access to internet banking and online investing services;
- details on Westpac's products and services;
- company history, results, economic updates, market releases and news; and
- corporate responsibility and Westpac in the community activities.

Investors can short cut to the Investor Centre at [www.westpac.com.au/investorcentre](http://www.westpac.com.au/investorcentre). The Centre includes the current Westpac share price and charting, and links to the latest ASX announcements and Westpac's share Registrars' websites.

#### **New Zealand**

Westpac's New Zealand internet site [www.westpac.co.nz](http://www.westpac.co.nz) provides:

- access to internet banking services;
- details on products and services, including a comprehensive home buying guide;
- economic updates, news and information, key financial results; and
- sponsorships and other community activities.

### **Stock exchange listings**

Westpac ordinary shares are listed on:

- Australian Securities Exchange, (code WBC);
- New York Stock Exchange (NYSE), as American Depository Shares, (code WBK); and
- New Zealand Exchange Limited, (code WBC).

### **Westpac Investor Relations**

Information other than that relating to your shareholding can be obtained from:

Westpac Investor Relations  
Level 20, 275 Kent Street  
Sydney NSW 2000 Australia  
Telephone: +61 2 8253 3143  
Facsimile: +61 2 8253 1207  
Email: [investorrelations@westpac.com.au](mailto:investorrelations@westpac.com.au)

### **Share registrars**

For information about your shareholding or to notify a change of address etc., you should contact the appropriate share Registrar. Please note that, in Australia, broker sponsored holders are required to contact their broker to amend their address.

#### ***Australia – Ordinary shares on the main register***

Link Market Services Limited  
Level 12, 680 George Street  
Sydney NSW 2000  
Postal address: Locked Bag A6015,  
Sydney South NSW 1235  
Website: [www.linkmarketservices.com.au](http://www.linkmarketservices.com.au)

#### *Shareholder enquiries:*

Telephone: 1800 804 255 (toll free within Australia)  
International: +61 1800 804 255  
Facsimile: +61 2 9287 0303  
Email: [westpac@linkmarketservices.com.au](mailto:westpac@linkmarketservices.com.au)

#### ***New Zealand – Ordinary shares on the New Zealand Branch register***

Link Market Services Limited  
Level 7, Zurich House  
21 Queen Street  
Auckland 1010, New Zealand  
Postal address: P.O. Box 91976, Auckland 1142,  
New Zealand  
Website: [www.linkmarketservices.co.nz](http://www.linkmarketservices.co.nz)

#### *Shareholder enquiries:*

Telephone: 0800 002 727 (toll free within New Zealand)  
International: +64 9 375 5998  
Facsimile: +64 9 375 5990  
Email: [enquiries@linkmarketservices.co.nz](mailto:enquiries@linkmarketservices.co.nz)

#### ***Depository in USA for American Depository Shares (ADS)<sup>1</sup>***

Listed on New York Stock Exchange  
(code WBK - CUSIP 961214301)  
The Bank of New York Mellon  
PO Box 30170  
College Station, TX 77842-3170, USA

#### *ADS holder enquiries:*

Telephone: 1-888-BNY-ADRS (1-888-269-2377)  
(toll free number for domestic callers)  
International: +1 201 680 6825  
Email: [shrrelations@bnymellon.com](mailto:shrrelations@bnymellon.com)  
Website: [www.bnymellon.com/shareowner](http://www.bnymellon.com/shareowner)

<sup>1</sup> Each ADS represents one fully paid ordinary share

# Glossary of abbreviations and defined terms

6MMA	Six month moving average	CRS	Common Reporting Standard
AAS	Australian Accounting Standards	CVA	Credit valuation adjustment
AASB	Australian Accounting Standards Board	DFAT	Department of Foreign Affairs and Trade
ABS	Asset-backed securities	Dodd-Frank Act	Dodd-Frank Wall Street Reform and Consumer Protection Act
ACCC	Australian Competition and Consumer Commission	DRP	Dividend Reinvestment Plan
ADI	Authorised Deposit-taking Institution	D-SIBS	Domestic Systemically Important Banks
ADRs	American Depository Receipts	EAD	Exposure at default
ADS	American Depository Shares	EFTPOS	Electronic Funds Transfer Point Of Sale
Advanced IRB	Advanced Internal Ratings Based	EMIR	European Market Infrastructure Regulations
AFS	Australian Financial Services	EPS	Earnings per share
AGM	Annual General Meeting	ESG	Environmental, social and governance
AIRB	Advanced Internal Ratings Based	ESP	Employee Share Plan
ALCO	Westpac Group Asset & Liability Committee	FATCA	Foreign Account Tax Compliance Act
ALM	Asset and Liability Management	FCA	Financial Conduct Authority
AMA	Advanced Measurement Approach	FCS	Financial Claims Scheme
ANZSIC	Australian and New Zealand Standard Industrial Classification	FFIs	Foreign Financial Institutions
APRA	Australian Prudential Regulation Authority	FMA	Financial Markets Authority
ASIC	Australian Securities and Investments Commission	FMCA	Financial Markets Conduct Act
ASX	Australian Securities Exchange	FMTR	Financial Markets and Treasury Risk
ASXCGC	ASX Limited's Corporate Governance Council	FOFA	Future of Financial Advice
ATMs	Automatic teller machines	FSB	Financial Stability Board
ATO	Australian Taxation Office	FTE	Full time equivalent employees
AUSTRAC	Australian Transaction Reports and Analysis Centre	FUA	Funds under administration
BAC	Board Audit Committee	FUM	Funds under management
BCBS	Basel Committee on Banking Supervision	FVA	Funding Valuation Adjustment
BankSA	Bank of South Australia	FX	Foreign Exchange
BBSW	Bank Bills Swap Rate	GHG	Greenhouse gas
BOSI	BOS International Australia Limited	G-SIBS	Global Systemically Important Banks
bps	Basis points	G-SIFI	Global Systemically Important Financial Institution
BRCC	Board Risk and Compliance Committee	Hastings	Hastings Funds Management Limited
BTFG	BT Financial Group (Australia)	HKD	Hong Kong dollar
BTIM	BT Investment Management Limited	HKMA	Hong Kong Monetary Authority
CAPs	Collectively Assessed Provisions	IAPs	Individually Assessed Provisions
Cash EPS	Cash earnings per share	IASB	International Accounting Standards Board
Cash EPS CAGR	Compound Annual Growth in Cash EPS	ICAAP	Internal Capital Adequacy Assessment Process
CCE	Commodity, Carbon and Energy trading	IFRS	International Financial Reporting Standards
CDO	Collateralised debt obligations	IGA	Intergovernmental Agreement
CDS	Credit default swap	IRS	Internal Revenue Service
CEO	Chief Executive Officer	IOSCO	International Organization of Securities Commission
CEOPP	Chief Executive Officer Performance Plan	IRRBB	Interest Rate Risk in the Banking Book
CEO RSP	Chief Executive Officer Restricted Share Plan	IRS	Internal Revenue Service
CFAL	Capital Finance Australia Limited	ISDA	International Swaps and Derivatives Association
CFO	Chief Financial Officer	JOHCM	J O Hambro Capital Management
CFTC	Commodity Futures Trading Commission	LCR	Liquidity Coverage Ratio
CGU	Cash-Generating Unit	LGBTI	Lesbian, gay, bisexual, transgender and intersex
CHF	Swiss franc	LGD	Loss given default
CLF	Committed Liquidity Facility	LIBOR	London InterBank Offer Rate
Corporations Act	Corporations Act 2001	LTI Plan	Westpac Long Term Incentive Plan
COSO	Committee of Sponsoring Organizations of the Treadway Commission	LTIFR	Lost Time Injury Frequency Rate
CPM	Credit Portfolio Management	LVR	Loan to value ratio
CRG	Customer Risk Grade	MFI	Main Financial Institution
CRO	Chief Risk Officer		

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MiFID II	Markets in Financial Instruments Directive
Moody's	Moody's Investors Service
NaR	Net interest income-at-risk
NII	Net interest income
NPS	Net Promoter Score
NYSE	New York Stock Exchange
NZX	New Zealand Stock Exchange
NZX	New Zealand Exchange
OBR	Open Bank Resolution
OCC	Office of the Comptroller of the Currency
OFAC	Office of Foreign Assets Control
OTC	Over the counter
PD	Probability of default
PFIC	Passive foreign investment company
PNG	Papua New Guinea
RAMS	RAMS Home Loans
RBA	Reserve Bank of Australia
RBNZ	Reserve Bank of New Zealand
RECs	Renewable Energy Certificates
RISKCO	Westpac Group Executive Risk Committee
RMBS	Residential Mortgage Backed Securities
RSP	Restricted Share Plan
RWA	Risk-weighted assets
S&P	Standard & Poor's
SCF	Structured Commodities Finance
SEC	US Securities and Exchange Commission
SFR	Stable Funding Ratio
SIFIs	Systemically Important Financial Institutions
SME	Small to medium enterprises
SOx	Sarbanes- Oxley Act of 2002
SPS	Stapled Preferred Securities
SRAs	Settlement Residue Auctions
St.George	St.George Banking Group
The Group	Westpac Banking Corporation Group
TLAC	Total Loss Absorbing Capacity
2003 TPS	Trust Preferred Securities 2003
2004 TPS	Trust Preferred Securities 2004
2006 TPS	Trust Preferred Securities 2006
TSR	Total Shareholder Return
UKSS	UK Staff Superannuation Scheme
UNSC	United Nations Security Council
US	United States
VaR	Value at Risk
Westpac CN	Westpac Capital Notes
Westpac CPS	Westpac Convertible Preference Shares
WGP	Westpac Group Plan
Westpac RBB	Westpac Retail & Business Banking
WHS	Workplace Health and Safety
WIB	Westpac Institutional Bank
WNZL	Westpac New Zealand Limited
WNZS	Westpac New Zealand Superannuation Scheme
WPP	Westpac Performance Plan
WRP	Westpac Reward Plan
WSNZL	Westpac Securities NZ Limited

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## Notes



The Westpac Group Annual Report 2015 is printed on PEFC certified paper. Compliance with the certification criteria set out by the Programme for the Endorsement of Forest Certification schemes (PEFC) means that the paper fibre is sourced from sustainable forests.

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**WESTPAC GROUP****HEAD OFFICE**

275 Kent Street  
Sydney NSW 2000 Australia  
Telephone +61 2 9374 7113  
Facsimile +61 2 8253 4128  
International payments +61 2 9806 4032  
Email [online@westpac.com.au](mailto:online@westpac.com.au)  
[www.westpac.com.au/westpacgroup](http://www.westpac.com.au/westpacgroup)

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Telephone – Consumer 132 032  
Telephone – Business 132 142  
From outside Australia +61 2 9293 9270  
Email [online@westpac.com.au](mailto:online@westpac.com.au)  
[www.westpac.com.au](http://www.westpac.com.au)

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**ST.GEORGE BANK**

St.George House  
4-16 Montgomery Street  
Kogarah NSW 2217 Australia  
Mail  
Locked Bag 1  
Kogarah NSW 1485 Australia  
Telephone +61 2 9236 1111  
Facsimile +61 2 9952 1000  
Email [stgeorge@stgeorge.com.au](mailto:stgeorge@stgeorge.com.au)  
[www.stgeorge.com.au](http://www.stgeorge.com.au)

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**BANK OF MELBOURNE**

Level 8, 530 Collins Street  
Melbourne VIC 3000 Australia  
Telephone 13 22 66  
From outside Australia +61 3 9982 4186  
Facsimile +61 3 9296 4371  
Email [info@bankofmelbourne.com.au](mailto:info@bankofmelbourne.com.au)  
[www.bankofmelbourne.com.au](http://www.bankofmelbourne.com.au)

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**GLOBAL LOCATIONS**

Specific contact details for the many locations globally can be located on our website at [www.westpac.com.au](http://www.westpac.com.au)

Select About Westpac from the top menu bar, then *Global Locations* from the *Explore* menu.

**BANKSA**

97 King William Street  
Adelaide SA 5000 Australia  
Mail  
GPO Box 399  
Adelaide SA 5001 Australia  
Telephone 131 376  
From outside Australia +61 2 9553 5233  
Email [banksa@banksa.com.au](mailto:banksa@banksa.com.au)  
[www.banksa.com.au](http://www.banksa.com.au)

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**RAMS**

RAMS Financial Group Pty Ltd  
Level 7, 17 York Street  
Sydney NSW 2000 Australia  
Mail  
GPO Box 4008  
Sydney NSW 2001 Australia  
Telephone +61 2 8218 7000  
Facsimile +61 2 8218 7171  
Email [communications@rams.com.au](mailto:communications@rams.com.au)  
[www.rams.com.au](http://www.rams.com.au)

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**BT FINANCIAL GROUP**

275 Kent Street  
Sydney NSW 2000 Australia  
Telephone 132 135  
From outside Australia +61 2 8222 7154  
Email [customer.relations@btfinancialgroup.com](mailto:customer.relations@btfinancialgroup.com)  
[www.bt.com.au](http://www.bt.com.au)

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**Institutional Bank****WESTPAC INSTITUTIONAL BANK**

Telephone 132 032  
Facsimile +61 2 8254 6938  
Email [institutionalbank@westpac.com.au](mailto:institutionalbank@westpac.com.au)  
[www.westpac.com.au](http://www.westpac.com.au)

**Institutional Bank locations**

Hong Kong  
India — Mumbai  
People's Republic of China — Beijing, Shanghai  
Republic of Indonesia — Jakarta  
Republic of Singapore — Singapore  
United States of America — New York  
United Kingdom — London

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EST. 1861

**WESTPAC NEW ZEALAND**

16 Takutai Square  
Auckland 1010 New Zealand  
Telephone +64 9 912 8000  
Email [customer\\_solutions@westpac.co.nz](mailto:customer_solutions@westpac.co.nz)  
[www.westpac.co.nz](http://www.westpac.co.nz)

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**WESTPAC PACIFIC**

Telephone 132 032  
From outside Australia +61 2 9293 9270  
Facsimile +61 2 8253 1193  
Email [online@westpac.com.au](mailto:online@westpac.com.au)  
[www.westpac.com.au/pacific](http://www.westpac.com.au/pacific)

**Pacific Banking locations**

Fiji — Suva  
Papua New Guinea — Port Moresby  
Vanuatu — Port Vila

**WESTPAC GROUP SUSTAINABILITY**

For further information on the Westpac Group's sustainability policies and performance:  
Email [sustainability@westpac.com.au](mailto:sustainability@westpac.com.au)  
[www.westpac.com.au/sustainability](http://www.westpac.com.au/sustainability)  
Telephone +61 2 8254 8488  
For information on our compliance with International Agreements, including the United Nations Global Compact and Declaration on Human Rights, contact the General Manager of Group Corporate Affairs & Sustainability via the above details.

**SHARE REGISTRAR**

Link Market Services Limited  
680 George Street  
Sydney NSW 2000 Australia  
Mail  
Locked Bag A6015  
Sydney South NSW 1235  
Telephone 1800 804 255  
Facsimile +61 2 9287 0303  
Email [westpac@linkmarketservices.com.au](mailto:westpac@linkmarketservices.com.au)  
[www.linkmarketservices.com.au](http://www.linkmarketservices.com.au)

**WESTPAC INVESTOR RELATIONS**

Email [investorrelations@westpac.com.au](mailto:investorrelations@westpac.com.au)  
Telephone +61 2 8253 3143  
[www.westpac.com.au/investorcentre](http://www.westpac.com.au/investorcentre)



EST. 1817