

# Appendix 3B

## New issue announcement, application for quotation of additional securities and agreement

Information or documents not available now must be given to ASX as soon as available. Information and documents given to ASX become ASX's property and may be made public.

Name of entity

**Westpac Banking Corporation (Westpac)**

ABN

**33 007 457 141**

We (the entity) give ASX the following information.

### Part 1 - All issues

You must complete the relevant sections (attach sheets if there is not enough space).

1	Class of securities issued or to be issued	Tranche No. 1 of Series 1187 fully paid fixed rate subordinated instruments due March 2027 (the "Series 1187 Notes")
2	Number of securities issued or to be issued (if known) or maximum number which may be issued	AUD350,000,000 Series 1187 Notes
3	Principal terms of the securities (eg, if options, exercise price and expiry date; if partly paid securities, the amount outstanding and due dates for payment; if convertible securities, the conversion price and dates for conversion)	The Series 1187 Notes are fully paid subordinated instruments paying fixed rate interest in denominations of AUD200,000 and AUD2,000 in excess thereof as more fully described in the Information Memorandum dated 14 November 2014 and the Pricing Supplement dated 9 March 2015 (which is attached to this Appendix 3B).
4	Do the securities rank equally in all respects from the issue date with an existing class of quoted securities? If the additional securities do not rank equally, please state: <ul style="list-style-type: none"> <li>the date from which they do</li> <li>the extent to which they participate for the next dividend, (in the case of a trust, distribution) or interest payment</li> <li>the extent to which they do not rank equally, other than</li> </ul>	<p>In a Winding-Up of Westpac, the Series 1187 Notes rank for payment ahead of Ordinary Shares and any other Junior Ranking Capital Instruments, equally among themselves and with Equal Ranking Instruments and behind the claims of Senior Creditors.</p> <p>If the Series 1187 Notes have been Converted into Ordinary Shares, those Ordinary Shares will rank equally with other holders of Ordinary Shares.</p>

Rule 2.7, 3.10.3, 3.10.4, 3.10.5

	in relation to the next dividend, distribution or interest payment	
5	Issue price or consideration	99.654 per cent. of the aggregate principal amount of the Series 1187 Notes
6	Purpose of the issue (If issued as consideration for the acquisition of assets, clearly identify those assets)	The net proceeds of the issue of the Series 1187 Notes will be used for Westpac's general funding purposes. The Series 1187 Notes will satisfy the requirements of the Australian Prudential Regulation Authority to qualify as Tier 2 Capital of Westpac.
6a	Is the entity an eligible entity that has obtained security holder approval under rule 7.1A?  If Yes, complete sections 6b – 6h in relation to the +securities the subject of this Appendix 3B, and comply with section 6i	<i>Not Applicable</i>
6b	The date the security holder resolution under rule 7.1A was passed	<i>Not Applicable</i>
6c	Number of securities issued without security holder approval under rule 7.1	<i>Not Applicable</i>
6d	Number of securities issued with security holder approval under rule 7.1A	<i>Not Applicable</i>
6e	Number of securities issued with security holder approval under rule 7.3, or another specific security holder approval (specify date of meeting)	<i>Not Applicable</i>
6f	Number of securities issued under an exception in rule 7.2	<i>Not Applicable</i>
6g	If securities issued under rule 7.1A, was issue price at least 75% of 15 day VWAP as calculated under rule 7.1A.3? Include the issue date and both values. Include the source of the VWAP calculation.	<i>Not Applicable</i>

6h	If securities were issued under rule 7.1A for non-cash consideration, state date on which valuation of consideration was released to ASX Market Announcements	Not Applicable
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6i	Calculate the entity's remaining issue capacity under rule 7.1 and rule 7.1A – complete Annexure 1 and release to ASX Market Announcements	Not Applicable
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7	Issue dates  <i>Note: The issue date may be prescribed by ASX (refer to the definition of issue date in rule 19.12). For example, the issue date for a pro rata entitlement issue must comply with the applicable timetable in Appendix 7A.</i>	11 March 2015
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- 8 Number and class of all securities quoted on ASX  
(including the securities in clause 2 if applicable)

Number	Class
3,120,176,969	Fully Paid Ordinary Shares
16,950	Series 2009-7 Fully Paid Senior Fixed Rate Medium Term Notes ASX Code WBCHAL
3,900	Series 2010-1 Fully Paid Senior Fixed Rate Medium Term Notes ASX Code WBCHAM
20,188	Series 2010-7 Fully Paid Senior Floating Rate Medium Term Notes ASX Code WBCHAP
7,700	Series 2010-8 Fully Paid Senior Fixed Rate Medium Term Notes ASX Code WBCHAQ
13,000	Series 2010-11 Fully Paid Senior Floating Rate Medium Term Notes ASX Code WBCHAY
17,500	Series 2011-1 Fully Paid Senior Floating Rate Medium Term Notes ASX Code WBCHAS
5,000	Series 2011-2 Fully Paid Senior Fixed Rate Medium Term Notes ASX Code WBCHAT
23,500	Series 2011-3 Fully Paid Senior Floating Rate Medium Term Notes ASX Code WBCHAU
6,250	Series 2011-4 Fully Paid Senior Fixed Rate Medium Term Notes ASX Code WBCHAV
19,250	Series 2012-6 Fully Paid Senior Floating Rate Medium Term Notes ASX Code WBCHAW

7,250	Series 2012-7 Fully Paid Senior Fixed Rate Medium Term Notes ASX Code WBCHAX
20,500	Series 2013-1 Fully Paid Senior Floating Rate Medium Term Notes ASX Code WBCHAZ
2,500	Series 2013-2 Fully Paid Senior Fixed Rate Medium Term Notes ASX Code WBCHBA
19,000	Series 2014-1 Fully Paid Senior Floating Rate Medium Term Notes ASX Code WBCHBB
11,000	Series 2014-2 Fully Paid Senior Fixed Rate Medium Term Notes ASX Code WBCHBC
10,000	Series 2014-3 Fully Paid Subordinated Floating Rate Medium Term Notes ASX Code WBCHBD
24,500	Series 2015-1 Fully Paid Senior Floating Rate Medium Term Notes ASX Code WBCHBF
3,250	Series 2015-2 Fully Paid Senior Fixed Rate Medium Term Notes ASX Code WBCHBE
11,893,605	Westpac CPS ASX Code WBCPC
16,762,190	Westpac Subordinated Notes ASX Code WBCHA
13,835,690	Westpac Capital Notes ASX Code WBCPD
9,252,850	Westpac Subordinated Notes II ASX Code WBCHB
13,105,705	Westpac Capital Notes 2 ASX Code WBCPE
Series 1183 CNY1,250,000,000 Fixed Rate Subordinated Instruments due February 2025 ASX Code WBCHBG	
Series 1187 AUD350,000,000 Fixed Rate Subordinated Instruments due March 2027 ASX Code WBCHBH	

9	Number and class of all securities not quoted on ASX (including the securities in clause 2 if applicable)	Number	Class
		390,534	Chief Executive Officer Agreements (Gail Kelly)
		876,703	Westpac Performance Plan
		5,146,685	Westpac Reward Plan
10	Dividend policy (in the case of a trust, distribution policy) on the increased capital (interests)	Not Applicable	

## Part 2 - Pro rata issue

11	Is security holder approval required?	Not Applicable
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Rule 2.7, 3.10.3, 3.10.4, 3.10.5

12	Is the issue renounceable or non-renounceable?	<i>Not Applicable</i>
13	Ratio in which the securities will be offered	<i>Not Applicable</i>
14	Class of securities to which the offer relates	<i>Not Applicable</i>
15	Record date to determine entitlements	<i>Not Applicable</i>
16	Will holdings on different registers (or subregisters) be aggregated for calculating entitlements?	<i>Not Applicable</i>
17	Policy for deciding entitlements in relation to fractions	<i>Not Applicable</i>
18	Names of countries in which the entity has security holders who will not be sent new offer documents <i>Note: Security holders must be told how their entitlements are to be dealt with.</i>	<i>Not Applicable</i>
19	Closing date for receipt of acceptances or renunciations	<i>Not Applicable</i>
20	Names of any underwriters	<i>Not Applicable</i>
21	Amount of any underwriting fee or commission	<i>Not Applicable</i>
22	Names of any brokers to the issue	<i>Not Applicable</i>
23	Fee or commission payable to the broker to the issue	<i>Not Applicable</i>
24	Amount of any handling fee payable to brokers who lodge acceptances or renunciations on behalf of security holders	<i>Not Applicable</i>
25	If the issue is contingent on security holders' approval, the date of the meeting	<i>Not Applicable</i>
26	Date entitlement and acceptance form and offer documents will be sent to persons entitled	<i>Not Applicable</i>

27	If the entity has issued options, and the terms entitle option holders to participate on exercise, the date on which notices will be sent to option holders	Not Applicable
28	Date rights trading will begin (if applicable)	Not Applicable
29	Date rights trading will end (if applicable)	Not Applicable
30	How do security holders sell their entitlements in full through a broker?	Not Applicable
31	How do security holders sell part of their entitlements through a broker and accept for the balance?	Not Applicable
32	How do security holders dispose of their entitlements (except by sale through a broker)?	Not Applicable
33	Issue date	Not Applicable

### Part 3 - Quotation of securities

*You need only complete this section if you are applying for quotation of securities*

- 34 Type of securities (tick one)
- (a) ☒ Securities described in Part 1
- (b) ☐ All other securities  
Example: restricted securities at the end of the escrowed period, partly paid securities that become fully paid, employee incentive share securities when restriction ends, securities issued on expiry or conversion of convertible securities

#### Entities that have ticked box 34(a)

#### Additional securities forming a new class of securities

*Tick to indicate you are providing the information or documents*

- 35 ☐ If the securities are equity securities, the names of the 20 largest holders of the additional securities, and the number and percentage of additional securities held by those holders
- 36 ☐ If the securities are equity securities, a distribution schedule of the additional securities setting out the number of holders in the categories  
1 - 1,000

1,001 - 5,000  
5,001 - 10,000  
10,001 - 100,000  
100,001 and over

37 ☐ A copy of any trust deed for the additional securities

### Entities that have ticked box 34(b)

38	Number of securities for which quotation is sought	Not Applicable					
39	Class of securities for which quotation is sought	Not Applicable					
40	Do the securities rank equally in all respects from the date of allotment with an existing class of quoted securities?  If the additional securities do not rank equally, please state: <ul style="list-style-type: none"> <li>the date from which they do</li> <li>the extent to which they participate for the next dividend, (in the case of a trust, distribution) or interest payment</li> <li>the extent to which they do not rank equally, other than in relation to the next dividend, distribution or interest payment</li> </ul>	Not Applicable					
41	Reason for request for quotation now <i>Example: In the case of restricted securities, end of restriction period</i>  (if issued upon conversion of another security, clearly identify that other security)	Not Applicable					
42	Number and class of all securities quoted on ASX (including the securities in clause 38)	<table border="1"> <thead> <tr> <th>Number</th> <th>Class</th> </tr> </thead> <tbody> <tr> <td>Not Applicable</td> <td></td> </tr> </tbody> </table>	Number	Class	Not Applicable		
Number	Class						
Not Applicable							

### Quotation agreement

- Quotation of our additional securities is in ASX's absolute discretion. ASX may quote the securities on any conditions it decides.
- We warrant the following to ASX.
  - The issue of the securities to be quoted complies with the law and is not for an illegal purpose.
  - There is no reason why those securities should not be granted quotation.
  - An offer of the securities for sale within 12 months after their issue will not require disclosure under section 707(3) or section 1012C(6) of the Corporations Act.  
*Note: An entity may need to obtain appropriate warranties from subscribers for the securities in order to be able to give this warranty*
  - Section 724 or section 1016E of the Corporations Act does not apply to any applications received by us in relation to any securities to be quoted and that no-one has any right to return any securities to be quoted under sections 737, 738 or 1016F of the Corporations Act at the time that we request that the securities be quoted.

- If we are a trust, we warrant that no person has the right to return the securities to be quoted under section 1019B of the Corporations Act at the time that we request that the securities be quoted.
- 3 We will indemnify ASX to the fullest extent permitted by law in respect of any claim, action or expense arising from or connected with any breach of the warranties in this agreement.
- 4 We give ASX the information and documents required by this form. If any information or document not available now, will give it to ASX before quotation of the securities begins. We acknowledge that ASX is relying on the information and documents. We warrant that they are (will be) true and complete.

Sign here: .....  
Company Secretary

Date: 11 March 2015

Print name: Timothy Hartin



THIS PRICING SUPPLEMENT HAS BEEN ISSUED IN RESPECT OF NOTES WHICH ARE NOT ADMITTED TO THE OFFICIAL LIST OF THE FINANCIAL CONDUCT AUTHORITY OR TO ANY OTHER EUROPEAN ECONOMIC AREA REGULATED MARKET OR OFFERED TO THE PUBLIC IN THE EUROPEAN ECONOMIC AREA FOR THE PURPOSES OF THE PROSPECTUS DIRECTIVE. THE PRICING SUPPLEMENT HAS NOT BEEN REVIEWED OR APPROVED BY THE UK LISTING AUTHORITY AND DOES NOT CONSTITUTE A PROSPECTUS FOR THE PURPOSES OF THE PROSPECTUS DIRECTIVE.

## **PRICING SUPPLEMENT**

Series No.: 1187

Tranche No.: 1

**WESTPAC BANKING CORPORATION ABN 33 007 457 141**

**Programme for the Issuance of Debt Instruments**

Issue of

**AUD350,000,000**

**Fixed Rate Subordinated Instruments due March 2027**

**by Westpac Banking Corporation**

This document constitutes the Pricing Supplement relating to the issue of Subordinated Instruments described herein. Terms used herein shall be deemed to be defined as such for the purposes of the Terms and Conditions (the “**Conditions**”) set forth in the Information Memorandum dated 14 November 2014 (the “**Information Memorandum**”). This Pricing Supplement must be read in conjunction with the Information Memorandum.

Full information on the Issuer and the Subordinated Instruments described herein is only available on the basis of a combination of this Pricing Supplement and the Information Memorandum dated 14 November 2014. The Information Memorandum is available for viewing at Camomile Court, 23 Camomile Street, London EC3A 7LL, United Kingdom and copies may be obtained from the Specified Offices of the Paying Agents.

### **Part A: Contractual Terms**

The Subordinated Instruments being purchased have the following terms:

- |   |                                      |   |  |
|---|--------------------------------------|---|--|
| 1 | Issuer                               | : | Westpac Banking Corporation, acting through its head office                                |
| 2 | Date of Board Approval of the Issuer | : | Not applicable, save as discussed in Section 2 of the “General Information” section of the |

## Information Memorandum

### 3 Status

: Subordinated

The primary method of loss absorption is Conversion, subject to possible Write-off in accordance with Condition 5.3.

For the purposes of:

- Condition 6.1, the formula to be used for calculating the Conversion Number, P is 0.99;
- Condition 6.1(a), the principal amount to be used for each Subordinated Instrument for calculating the Maximum Conversion Number is AUD200,000; and
- Condition 6.10(b), the Clearing System Cut-off Date is 10 Business Days prior to the Non-Viability Trigger Event Date.

### 4 Specified Currency:

(i) of denomination : Australian Dollars ("AUD")

(ii) of payment : AUD

5 Aggregate Principal Amount of Tranche : AUD350,000,000

6 If interchangeable with existing Series, Series No. : Not applicable

7 Issue Date : 11 March 2015

8 Interest Commencement Date : Issue Date

9 Issue Price : 99.654 per cent. of the Aggregate Principal Amount of Tranche

10 Maturity Date : 11 March 2027, subject to adjustment in accordance with the Business Day Convention specified at paragraph 16(ix)

11 Total Expenses related to admission to trading : Approximately AUD5,000 in respect of admission to trading

12 Form of Subordinated Instruments: : Bearer

- (i) Initially represented by a Temporary Global Instrument or Permanent Global Instrument : Temporary Global Instrument
  - (ii) Temporary Global Instrument exchangeable for a Permanent Global Instrument or for Definitive Instruments : Yes. The Exchange Date shall be no earlier than 40 days after the Issue Date
  - (iii) Permanent Global Instrument exchangeable at the option of the bearer for Definitive Instruments : No. Permanent Global Instruments are only exchangeable for Definitive Instruments in the limited circumstances set out in Condition 2.5(a) and (b)
  - (iv) Talons for future Coupons to be attached to Definitive Instruments : Not applicable
  - (v) Receipts to be attached to Instalment Instruments which are Definitive Instruments : Not applicable
- 13 Denomination : AUD200,000 and integral multiples of AUD2,000 in excess thereof
- 14 Type of Subordinated Instrument(s) : Fixed Rate Subordinated Instruments
- 15 Interest : 4.50 per cent. Fixed Rate (single reset)
- (further particulars specified below)
- 16 Fixed Rate Subordinated Instruments : Applicable
- (i) Fixed Coupon Amount : Not applicable
  - (ii) Interest Rate : 4.50 per cent. per annum payable annually in arrear for the period from and including the Issue Date to but excluding the Interest Payment Date falling in March 2022 (the “**First Optional Redemption Date**”).
- If the Subordinated Instruments are not redeemed or purchased and cancelled by the Issuer on the First Optional Redemption Date, the interest, payable annually in arrear for the period from and including the First Optional Redemption Date to but excluding the Maturity Date shall be reset to a fixed rate per annum

equal to:

- The 5 year AUD Semi-Quarterly Mid-Swap Reference Rate; plus
- 1.95 per cent,

the sum of which will be annualised.

**5 year AUD Semi-Quarterly Mid-Swap Reference Rate** means the mid-market arithmetic mean, expressed as a percentage and rounded, if necessary, to the nearest 0.001 per cent. (0.0005 per cent. being rounded upwards), of the 5 year AUD Swap Rates, as determined by the Calculation Agent at 11.00 a.m. (Sydney time) on the Reset Determination Date, adjusted for a quarterly basis.

**5 year AUD Swap Rates** means the bid and offered swap rates for AUD swap transactions with a maturity of 5 years displayed on the Relevant Screen Page at 11.00 a.m. (Sydney time) on the Reset Determination Date. If swap rates do not appear on the Relevant Screen Page, the 5 year AUD Semi-Quarterly Mid-Swap Reference Rate shall instead be determined by the Calculation Agent on the basis of (i) quotations provide by the principal office of each of four major banks in the AUD swap market of the rates at which swaps in AUD are offered by it at approximately 11.00 a.m. (Sydney time) on the Reset Determination Date to participants in the AUD swap market for a 5 year period and (ii) the arithmetic mean expressed as a percentage and rounded, if necessary, to the nearest 0.001 per cent. (0.0005 per cent. being rounded upwards of such quotations).

**Relevant Screen Page** means Bloomberg page “ICAA1” (or such other page as may replace such page on that service, or such other page as may be determined by the Calculation Agent for purposes of displaying comparable rates).

**Reset Business Day** means a day on which commercial banks and foreign exchange markets settle payments and are open for general business (including dealing in foreign exchange and foreign currency deposits) in London and

Sydney.

**Reset Determination Date** means the second Reset Business Day immediately preceding the First Optional Redemption Date.

(iii) Interest Commencement Date (if not Issue Date)	:	Issue Date
(iv) Interest Payment Date(s)	:	11 March of each year commencing on 11 March 2016 up to and including the Maturity Date, subject to adjustment in accordance with the Business Day Convention specified at paragraph 16(ix) below
(v) Interest Period End Date(s)	:	Interest Payment Dates
(vi) Day Count Fraction	:	Actual/Actual (ICMA)
(vii) Broken Amount	:	Not applicable
(viii) Determination Date	:	Each Interest Payment Date
(ix) Applicable Business Day Convention	:	
- for Interest Payment Dates:		Following Business Day Convention
- for Interest Period End Dates:		Following Business Day Convention
- for Maturity Date:		Following Business Day Convention
- any other date:		Not applicable
(x) Additional Business Centre(s)	:	London and Sydney
(xi) Accrual Feature	:	Not applicable
17 Floating Rate Subordinated Instruments	:	Not applicable
18 Zero Coupon Subordinated Instruments	:	Not applicable
19 Dates for payment of Instalment Amounts (Instalment Instruments)	:	Not applicable
20 Final Redemption Amount of each Subordinated Instrument	:	AUD2,000 per Calculation Amount
21 Instalment Amounts	:	Not applicable
22 Early Redemption at the option of the Issuer (Call)	:	Condition 8.3 is applicable, but only in respect of the Interest Payment Date scheduled to fall in March 2022 and each Interest Payment Date thereafter
(i) Early Redemption Date (Call)	:	Interest Payment Date scheduled to fall in March 2022 and each Interest Payment Date

thereafter

- (ii) Early Redemption Amount (Call) of each Subordinated Instrument : AUD2,000 per Calculation Amount
  - (iii) Series redeemable in part : The Issuer may redeem all or some Subordinated Instruments at its discretion under Condition 8.3
  - (iv) Notice period(s) : As set out in Condition 8.8
  - (v) Specify any additional conditions to exercise of the call option : Not applicable
- 23 Early Redemption (Adverse Tax Event) Condition 8.4 is applicable
- (i) Early Redemption Amount (Adverse Tax Event) of each Subordinated Instrument : AUD2,000 per Calculation Amount
  - (ii) Series redeemable in part : Not applicable
  - (iii) Notice period(s) : As set out in Condition 8.8
  - (iv) Specify any additional conditions to exercise of option : Not applicable
- 24 Early Redemption (Regulatory Event) Condition 8.5 is applicable
- (i) Early Redemption Amount (Regulatory Event) of each Subordinated Instrument : AUD2,000 per Calculation Amount
  - (ii) Series redeemable in part : Not applicable
  - (iii) Notice period(s) : As set out in Condition 8.8
  - (iv) Specify any additional conditions to exercise of option : Not applicable
- 25 Early Termination (Event of Default) : Applicable
- Early Termination Amount : AUD2,000 per Calculation Amount
- 26 Redemption of Zero Coupon Subordinated Instruments : Not applicable
- 27 Taxation : Condition 10.1 is applicable
- 28 Other terms and conditions : Not applicable

- |    |                           |   |   |
|----|---------------------------|---|---|
| 29 | Lead Managers             | : | HSBC Bank plc<br><br>The Toronto-Dominion Bank<br><br>Westpac Banking Corporation   |
| 30 | Relevant Dealers          | : | Lead Managers   |
| 31 | Paying Agent(s)           | : | As set out in the Information Memorandum  |
| 32 | Calculation Agent         | : | The Toronto-Dominion Bank   |
| 33 | Notices                   | : | Condition 16 applies  |
| 34 | U.S. selling restrictions | : | Regulation S Category 2 restrictions apply to the Subordinated Instruments<br><br>Not Rule 144A eligible<br><br>TEFRA D Rules apply to the Subordinated Instruments |

## **Part B: Other Information**

- |  |   |   |
|--|---|---|
| <b>1. Listing</b>  | : | Application will be made for official quotation of the Subordinated Instruments on the Australian Securities Exchange's wholesale Interest Rate Securities Market   |
| <b>2. Ratings</b>  | : | Standard and Poor's (Australia) Pty Limited: BBB+<br><br>Moody's Investors Service, Pty Limited: A3   |
| <b>3. Interests of natural and legal persons involved in the issue</b> | : | Save as discussed in the "Subscription and Sale" section of the Information Memorandum, so far as the Issuer is aware, no person involved in the offer of the Subordinated Instruments has an interest material to the offer. |
| <b>4. Operational Information</b>                                      |   |   |
| (i) ISIN   | : | XS1200738935  |
| (ii) Common Code   | : | 120073893   |
| (iii) Common Depository/Lodging Agent                                  | : | The Bank of New York Mellon   |

- (iv) Any Clearing System other than Euroclear and Clearstream : Not applicable
- (v) CMU Service Instrument Number: Not applicable
- (vi) Settlement procedures Customary medium term note settlement and payment procedures apply

**5. Other**

- (i) Distribution of Information Memorandum : See pages 1 to 4 and the "Subscription and Sale" section of the Information Memorandum
- (ii) Other selling restrictions : See pages 149 to 159 of the Information Memorandum
- (iii) Stabilisation Manager : Not applicable
- (iv) Other amendments : The "Terms and Conditions of the Subordinated Instruments" contained in the Information Memorandum are amended as set out in Schedule 1.
- (v) Additional disclosure : Refer to Schedule 2.

**WESTPAC BANKING CORPORATION**

**By:**

**Name:**

  
**GUY VOLPICELLA**

**Date:**

9 March 2015



## **Schedule 1**

### **1. Condition 5.1(a) is deleted and replaced with the following:**

#### **5.1**

- (a) If a Non-Viability Trigger Event occurs, the Issuer must:
  - (i) subject to Condition 5.3, Convert; or
  - (ii) if the Pricing Supplement specifies that the primary method of loss absorption will be Write-off without Conversion in accordance with Condition 5.3, Write-off:

all Subordinated Instruments or, if paragraph (a) of the definition of “Non-Viability Trigger Event” applies, some Subordinated Instruments (or a percentage of the Outstanding Principal Amount of each Subordinated Instrument), subject to Condition 5.1(b), as is equal (following any conversion or write down of Relevant Securities as referred to in Condition 5.1(b)) to the aggregate face value or outstanding principal amount of Relevant Securities which APRA has notified the Issuer must be converted, written-off or written-down (or, if APRA has not so notified the Issuer, all or some Subordinated Instruments (or a percentage of the Outstanding Principal Amount of each Subordinated Instrument) as is necessary to satisfy APRA that the Issuer will no longer be non-viable).

### **2. Condition 5.1(c) is deleted and replaced with the following:**

- (c) If a Non-Viability Trigger Event occurs:
  - (i) the Subordinated Instruments or the percentage of the Outstanding Principal Amount of each Subordinated Instrument determined in accordance with Conditions 5.1(a) and (b), shall be Converted or Written-off immediately upon the occurrence of the Non-Viability Trigger Event in accordance with Conditions 5.2 and 6. The Conversion or Write-off will be irrevocable;
  - (ii) the Issuer must give notice to Holders in accordance with Condition 16 and the ASX as soon as practicable that a Non-Viability Trigger Event has occurred and that Conversion or Write-off has occurred on the Non-Viability Trigger Event Date in accordance with Condition 16;
  - (iii) the notice must specify (A) the date on which Conversion or Write-off occurred (Non-Viability Trigger Event Date) and the Subordinated Instruments or percentage of the Outstanding Principal Amount of each Subordinated Instrument which was Converted or, if Condition 5.3 is applicable, Written-off, and (B) details of the Relevant Securities converted, written-off or written down in accordance with Condition 5.1(b); and
  - (iv) in the case of Conversion, the notice must specify the details of the Conversion process, including any details which were taken into account in relation to the

effect on marketable parcels and whole numbers of Ordinary Shares, and the impact on any Subordinated Instruments remaining on issue.

Failure to undertake any of the steps in Conditions 5.1(c)(ii) to (iv) does not prevent, invalidate or otherwise impede Conversion or Write-off.

**3. Condition 5.2 is deleted and replaced with the following:**

5.2 If a Non-Viability Trigger Event has occurred and all or some Subordinated Instruments are (or a percentage of the Outstanding Principal Amount of each Subordinated Instrument is) required to be Converted or Written-off in accordance with Condition 5.1, then

- (a) Conversion or Write-off of such Subordinated Instruments or percentage of the Outstanding Principal Amount of each Subordinated Instrument will occur in accordance with Condition 5.1 and, if applicable Condition 5.3, immediately upon the Non-Viability Trigger Event Date;
- (b) in the case of Conversion and subject to Condition 6.10, a Holder will be entitled to (i) the Conversion Number of Ordinary Shares in respect of such Subordinated Instruments or percentage of the Outstanding Principal Amount of each Subordinated Instrument in accordance with Condition 6.1, and (ii) unless the Subordinated Instruments shall have been Written-off in full, to Subordinated Instruments with an Outstanding Principal Amount equal to the aggregate of the remaining percentage of the Outstanding Principal Amount of each Subordinated Instrument, and the Issuer will recognise the Holder as having been issued the Conversion Number of Ordinary Shares for all purposes, in each case without the need for any further act or step by the Issuer, the Holder or any other person (and the Issuer will, as soon as possible thereafter and without delay on its part, take any appropriate procedural steps to effect such Conversion, including updating the Ordinary Share register); and
- (c) a Holder has no further right or claim under these Terms and Conditions in respect of such Subordinated Instruments or percentage of the Outstanding Principal Amount of each Subordinated Instrument (including to payments of interest or the repayment of principal), except in the case of Conversion and subject to Condition 6.10 in relation to the Holder's entitlement to the Conversion of Ordinary Shares in accordance with Condition 6 and the Holder's entitlement, if any, to Subordinated Instruments representing the Outstanding Principal Amount of such Subordinated Instruments which have not been required to be Converted.

**4. Condition 5.3 is deleted and replaced with the following:**

5.3 If:

- (a) for any reason, Conversion of a Subordinated Instrument (or a percentage of the Outstanding Principal Amount of each Subordinated Instrument) required to be Converted under Condition 5.1 does not occur within five ASX Business Days after the Non-Viability Trigger Event Date; or

- (b) the Pricing Supplement specifies that the primary method of loss absorption will be Write-off without Conversion in accordance with Condition 5.3,

then:

- (c) the relevant Holders' rights and claims under these Terms and Conditions in relation to such Subordinated Instruments or the percentage of the Outstanding Principal Amount of such Subordinated Instruments (including to payments of interest or the repayment of principal and, in the case of Conversion, to be issued with the Conversion Number of Ordinary Shares in respect of such Subordinated Instruments or percentage of the Outstanding Principal Amount of each Subordinated Instrument), are immediately and irrevocably written-off and terminated ("**Written-off**") with effect on and from the Non-Viability Trigger Event Date; and
- (d) the Outstanding Principal Amount of such Subordinated Instruments is reduced on that date by the Outstanding Principal Amount of the Subordinated Instruments to be Converted or Written-off, as determined in accordance with Conditions 5.1(a) and (b) and any accrued and unpaid interest shall be correspondingly reduced.

**5. Condition 5.4(a) is deleted and replaced with the following:**

5.4 Subject to any Write-off required in accordance with Condition 5.3, each Holder by its purchase or holding of a Subordinated Instrument shall be taken to have irrevocably agreed that:

- (a) upon Conversion in accordance with Condition 5 and Condition 6, it consents to becoming a member of the Issuer and agrees to be bound by the constitution of the Issuer;

**6. Conditions 6.1(a) and 6.1(b) are deleted and replaced with the following:**

6.1 On the Non-Viability Trigger Event Date, subject to Condition 5.3 and Condition 6.10, the following provisions will apply.

- (a) The Issuer will allot and issue the Conversion Number of Ordinary Shares for each Subordinated Instrument to each Holder. The Conversion Number is, subject always to the Conversion Number being no greater than the Maximum Conversion Number, either (x) the number specified, or determined in accordance with the relevant provisions in, the Pricing Supplement or, (y) if no Conversion Number and no such provisions are specified in the Pricing Supplement, calculated according to the following formula:

Conversion Number for each Subordinated Instrument =

Outstanding Principal Amount of the  
Subordinated Instrument (translated  
into Australian Dollars in accordance  
with paragraph (d) of the definition of  
Outstanding Principal Amount, except  
that the calculation date shall be the  
Non-Viability Trigger Event Date)

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P x VWAP

where:

**P** means the number specified in the Pricing Supplement.

**VWAP** means the VWAP during the VWAP Period.

**Maximum Conversion Number** means a number calculated according to the following formula:

$$\text{Maximum Conversion Number} = \frac{\text{Outstanding Principal Amount of the Subordinated Instrument (translated into Australian Dollars in accordance with paragraph (d) of the definition of Outstanding Principal Amount)}}{0.20 \times \text{Issue Date VWAP}}$$

- (b) Subject to Condition 6.10, each Holder's rights in relation to each Subordinated Instrument that is being Converted as determined in accordance with Conditions 5.1(a) and (b) will be immediately and irrevocably terminated for an amount equal to its Outstanding Principal Amount and the Issuer will apply such Outstanding Principal Amount of each such Subordinated Instrument to be so Converted to subscribe for the Ordinary Shares to be allotted and issued under Condition 6.1(a). Each Holder is taken to have irrevocably directed that any amount payable under this Condition 6.1 is to be applied as provided for in this Condition 6.1 and Holders do not have any right to payment in any other way.

**7. Condition 6.9(a) is deleted and replaced with the following:**

6.9

- (a) Ordinary Shares issued or arising from Conversion will rank equally with, and will have the same rights as, all other fully paid Ordinary Shares provided that the rights attaching to the Ordinary Shares issued or arising from Conversion do not take effect until 5.00pm (Sydney time) on the Non-Viability Trigger Event Date (or such other time required by APRA).

**8. Condition 6.10(a) is deleted and replaced with the following:**

6.10

- (a) If Subordinated Instruments are required to be Converted and the Holder is the operator of a Clearing System or a nominee for a common depository for any one or more Clearing Systems (such operator or nominee for a common depository acting in such capacity as is specified in the rules and regulations of the relevant Clearing System or Clearing Systems), then, with effect from the Non-Viability Trigger Event Date, the Holder's rights in relation to each such Subordinated Instrument being Converted shall be immediately and irrevocably terminated and the Issuer will issue the relevant aggregate Conversion Number of Ordinary Shares due to such Holder in uncertificated form through the Issuer's share registry provider to one or more Sale and Transfer Agents for no additional consideration to hold on trust for sale for the benefit of the participants in, or members of,

the relevant Clearing System or Clearing Systems who held the corresponding Subordinated Instruments through the relevant Clearing System or Clearing Systems immediately prior to Conversion ("**Clearing System Participants**"). A Clearing System Participant will be entitled to receive Ordinary Shares (or the proceeds of the sale of Ordinary Shares) in accordance with this Condition 6.10.

**9. Condition 6.10(e) is deleted and replaced with the following:**

**6.10**

- (e) If Conversion under this Condition 6.10 does not occur within five ASX Business Days, then the Holder's rights will be immediately and irrevocably terminated in accordance with Condition 5.3.

## **Schedule 2**

**1. The section headed “Conversion” on page 10 of the Information Memorandum is deleted and replaced with the following:**

Conversion: If the Subordinated Instruments are required to be converted on account of a non-viability trigger event in accordance with the “Terms and Conditions of the Subordinated Instruments – Non-viability, Conversion and Write-off and – Procedures for Conversion”, holders of Subordinated Instruments will receive Ordinary Shares (as defined in the section below entitled “Information on the Underlying Securities”) in the Issuer. If conversion into Ordinary Shares does not occur for any reason within 5 ASX Business Days following the occurrence of the non-viability trigger event, the Subordinated Instruments will be written-off. This means that Holders’ rights in relation to Subordinated Instruments (including to payments of interest or the repayment of principal and, on conversion, to be issued with Ordinary Shares in respect of such Subordinated Instruments) are immediately and irrevocably written-off and terminated with effect on and from the date of the non-viability trigger event.

**2. The section headed “A Non-Viability Trigger Event may occur” on page 24 of the Information Memorandum is deleted and replaced with the following:**

If a Non-Viability Trigger Event occurs, the Issuer may be required to Convert the Subordinated Instruments to Ordinary Shares or, if Write-off is specified in the Pricing Supplement as being the primary method of loss absorption, Write-off the Subordinated Instruments. Even if Conversion is specified in the Pricing Supplement as being the primary method of loss absorption, the Subordinated Instruments may, in certain circumstances, still be subject to Write-off. See “Termination of rights where Conversion does not occur or if Write-off is the primary method of loss absorption” below.

A Non-Viability Trigger Event occurs when APRA notifies the Issuer in writing that it believes:

- Conversion or Write-Off of all or some Subordinated Instruments (or conversion or write down of all or some of the capital instruments of the Westpac Group) is necessary because, without it, the Issuer would become non-viable; or
- a public sector injection of capital, or equivalent support, is necessary because, without it, the Issuer would become non-viable.

APRA has indicated that at this time it will not provide guidance as to how it will determine non-viability. Non-viability could be expected to include serious impairment of the Issuer’s financial position, concerns about its capital, funding or liquidity levels and/or insolvency. However, it is possible that APRA’s definition of non-viability may not necessarily be confined to these matters and APRA’s position on these matters may change over time. As the occurrence of a Non-Viability Trigger Event is at the discretion of APRA, there can be no assurance given as to the factors and circumstances that might give rise to such an event. A Non-Viability Trigger Event could occur at any time. It could occur on dates not previously contemplated by investors or which may be unfavourable in light of then-prevailing market conditions or investors’ individual circumstances or timing preferences.

The Issuer has a framework in place to manage capital, funding and liquidity risk to lower the risk of experiencing financial difficulty.

The section entitled “Risks relating to Westpac’s business” sets out a number of general risks associated with the Issuer’s businesses. If one, or a combination, of these risks leads to a significant capital loss, or prolonged difficulties in raising funding or maintaining sufficient liquidity, the Issuer believes this may be the type of situation in which APRA would become concerned and notify the Issuer that it has become non-viable. It should be noted that these are examples. The risks outlined in the section entitled “Risks relating to Westpac’s business” are not exhaustive and there may be other risks which affect the financial performance and condition of the Issuer and consequently, the likelihood of the occurrence of a Non-Viability Trigger Event.

**3. The section headed “Conversion following a Non-Viability Trigger Event” on pages 25 and 26 of the Information Memorandum is deleted and replaced with the following:**

**Conversion following a Non-Viability Trigger Event**

Upon the occurrence of a Non-Viability Trigger Event, if Conversion is specified in the Pricing Supplement as being the primary method of loss absorption and if Subordinated Instruments are required to be Converted (see “**Order of Conversion of Relevant Securities**”, below), all or some Subordinated Instruments (or a percentage of the Outstanding Principal Amount of each Subordinated Instrument) will Convert into the applicable Conversion Number of Ordinary Shares. In the case of a Non-Viability Trigger Event where APRA has notified the Issuer that a public sector injection of capital, or equivalent support, is necessary, all Subordinated Instruments will be required to be Converted or Written-off. The Conversion Number will be based on the VWAP during the 5 ASX Business Days on which trading in Ordinary Shares took place immediately preceding but not including the Non-Viability Trigger Event Date, which may differ from the Ordinary Share price on or after that date. Holders will receive the Conversion Number of Ordinary Shares on the Non-Viability Trigger Event Date. The Conversion Number will not exceed the Maximum Conversion Number (see “**Maximum Conversion Number**”, below). Accordingly, depending upon the Ordinary Share price during the 5 ASX Business Days prior to a Non-Viability Trigger Event Date, the value of Ordinary Shares received for each Subordinated Instrument may be significantly less than the Outstanding Principal Amount of each Subordinated Instrument. However, even if Conversion is specified in the Pricing Supplement as being the primary method of loss absorption, the Subordinated Instruments may, in certain circumstances, still be subject to Write-off. See “Termination of rights where Conversion does not occur or if Write-off is the primary method of loss absorption” below.

**4. The section headed “Termination of rights where Conversion not possible or if Write-off is the primary method of loss absorption” on page 27 of the Information Memorandum is deleted and replaced with the following:**

**Termination of rights where Conversion does not occur or if Write-off is the primary method of loss absorption**

If Conversion of a Subordinated Instrument does not occur for any reason within 5 ASX Business Days after a Non-Viability Trigger Event (including, for example, due to applicable law, order of a court or action of any government authority, including regarding the insolvency, Winding-Up or other external administration of the Issuer or as a result of the Issuer’s inability or failure to comply with its obligations under the terms and conditions of the Subordinated Instruments in relation to Conversion), or if Write-off is specified in the Pricing Supplement as being the primary method of loss absorption, then the Subordinated

Instruments will be Written-off and the rights of Holders in relation to such Subordinated Instruments (including to payments of interest and repayment of principal and, where Conversion is specified in the Pricing Supplement as being the primary method of loss absorption, to be issued with Ordinary Shares on Conversion) will be immediately and irrevocably terminated with effect on and from the Non-Viability Trigger Event Date and investors will lose all or some of their investment.

**5. The section headed “Ranking of the Subordinated Instrument” on page 29 of the Information Memorandum is deleted and replaced with the following:**

The Subordinated Instruments are unsecured, subordinated obligations of the Issuer.

In the event of a Winding-Up, if the Subordinated Instruments are still on issue and have not been redeemed early, or, following a Non-Viability Trigger Event, Converted or Written-off, they rank for payment:

- ahead of Ordinary Shares and other Junior Ranking Capital Instruments;
- equally among themselves and with other Equal Ranking Instruments; and
- behind Senior Creditors (including depositors and all holders of the Issuer’s senior or less subordinated debt).

However, the ranking of the Subordinated Instruments in a Winding-Up will be adversely affected if a Non-Viability Trigger Event occurs. If Conversion does not occur following this event, all rights in relation to the Subordinated Instruments will be terminated and no compensation will be paid. In these circumstances, the Subordinated Instruments will have no claim in a Winding-Up.

Senior Creditors include holders of any instruments issued by the Issuer prior to 1 January 2013 which constituted Lower Tier 2 Capital as described in the Prudential Standards as in effect prior to 1 January 2013, irrespective of whether or not such instruments are treated as constituting Tier 2 Capital in accordance with any transitional arrangements approved by APRA.

As the Subordinated Instruments rank after Senior Creditors, there is a risk that in a Winding-Up, there will be insufficient funds to provide any return to Holders.

If, in a Winding-Up, the Subordinated Instruments of any series are still on issue and have not been redeemed early, or, following a Non-Viability Trigger Event, Converted or Written-off, Holders will only be entitled to prove for any sums payable in respect of their Subordinated Instruments as a debt which is subject to prior payment in full of Senior Creditors.

If the Subordinated Instruments have been Converted, Holders will hold Ordinary Shares and rank equally with other holders of Ordinary Shares in a Winding-Up.

However, if, following a Non-Viability Trigger Event, Conversion does not occur for any reason (for example, due to applicable laws, order of a court or action of any government authority) within 5 ASX Business Days following the Non Viability Trigger Event Date, or if Write-off is specified in the Pricing Supplement as being the primary method of loss absorption, then the Subordinated Instruments will be Written-off and the Holders’ rights (including to Interest) in relation to those Subordinated Instruments will be immediately and irrevocably terminated.



6. The sections headed “Payment of additional amounts because of a deduction or withholding in respect of IWT”, “Withholding under section 126 of the Australian Tax Act (“section 126”) on certain Subordinated Instruments in bearer form” and “Withholding for failure to provide Tax File Number (“TFN”) / Australian Business Number (“ABN”)” on pages 146 and 147 of the Information Memorandum are deleted and replaced with the following:

***Payment of additional amounts because of a deduction or withholding in respect of IWT***

If the Issuer is, at any time, compelled by law to deduct or withhold an amount in respect of IWT, then it must, subject to certain exceptions set out in Condition 10 (Taxation), pay such additional amounts as will result in the receipt by the Holders of such Subordinated Instruments of such amounts as would have been received by them had no such deduction or withholding been required.

However, it is noted that Condition 10 (Taxation) provides that the Issuer will not be obliged to pay such additional amounts on account of IWT which is payable by reason of the Holder being an associate (as defined in section 128F) of the Issuer.

**Withholding under section 126 of the Australian Tax Act (“section 126”) on certain Subordinated Instruments in bearer form**

Section 126 imposes a withholding tax, at the rate of (currently) 47%, on the payment of interest on bearer debentures if the issuer fails to disclose the names and addresses of certain holders of those debentures to the ATO. Section 126 does not apply to the payment of interest on debentures held by Non-Residents that do not carry on business at or through a permanent establishment in Australia where the issue of the debentures satisfied the requirements of section 128F. However, the operation of section 126 in relation to debentures held in some circumstances can be complex. Section 126 will not apply in any circumstances if the name and address of the holder of the bearer debentures is disclosed to the ATO. The ATO has issued a Taxation Determination stating that where interests in debentures are held by persons through a clearing house which lodges the bearer debentures with a common depositary, the disclosure of the name and address of the clearing house will be sufficient for section 126 purposes.

Condition 10 (Taxation) provides that the Issuer will not be obliged to pay additional amounts on account of taxes which it is required to deduct and withhold under section 126 (or any equivalent provision) in respect of interest payable on such bearer Subordinated Instruments where the tax would not be payable were the Holder not a "Resident of Australia" or a "Non-Resident" engaged in carrying on business in Australia at or through a permanent establishment of that "Non-Resident" in Australia.

**Withholding for failure to provide Tax File Number (“TFN”) / Australian Business Number (“ABN”)**

The Issuer is required to deduct and withhold tax from payments of interest at a rate that is currently 49% on the Subordinated Instruments unless a TFN or, in certain circumstances, an ABN has been provided to the Issuer by the Holder, or the Holder has supplied the Issuer with proof of some other relevant exemption.

Provided that the requirements of section 128F have been satisfied with respect to the Subordinated Instruments, the TFN / ABN withholding rules will not apply to payments to Holders that are Non Residents and do not hold the Subordinated Instruments in carrying on business in Australia at or through a permanent establishment in Australia.

Condition 10 (Taxation) provides that the Issuer will not be obliged to pay additional amounts on account of taxes deducted or withheld on payments made in respect of Subordinated Instruments presented for payment by a Holder that could lawfully avoid (but has not so avoided) such deduction or withholding by complying with any statutory requirements or making a declaration of non-residence or other claim or filing for exemption.