



23 March 2020

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**ELECTRONIC LODGEMENT**

Dear Sir or Madam

**Debt Issuance Program Offering Circular**

In accordance with the Listing Rules, I attach a copy of Telstra's Debt Issuance Program Offering Circular, for release to the market. The Offering Circular was submitted to the Singapore Exchange on 20 March 2020. This lodgement relates to a routine update to our Debt Issuance Program, which allows us to issue debt in a variety of capital markets, and not to any particular issuance of debt securities.

Authorised for lodgement by:

**Sue Laver**  
Company Secretary

This announcement does not constitute an offer to sell, or the solicitation of an offer to buy, securities in the United States or in any other jurisdiction, or to any person to whom, it would not be lawful to make such an offer. In particular, the securities described in the Debt Issuance Program Offering Circular have not been, and will not be, registered under the U.S. Securities Act of 1933, as amended (the "Securities Act"), or the securities laws of any state or other jurisdiction of the United States, and may not be offered, sold or resold in the United States or to, or for the account or benefit of, any "U.S. Person" (as defined in Regulation S under the Securities Act) absent registration or an applicable exemption from the registration requirements under the Securities Act.

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**YOUR CONFIRMATION:** You will only access the Offering Circular on the basis that you have confirmed to Telstra Corporation Limited (**Issuer**), BNP Paribas (**Arranger**) and the Dealers (as defined in the Offering Circular) that (a) you and any customers you represent are not U.S. persons (as defined in Regulation S under the United States Securities Act of 1933, as amended (**Securities Act**)) and that the e-mail address that you gave one or more of those persons and to which this e-mail has been delivered is not located in the United States, its territories or possessions, and (b) you consent to the delivery of the Offering Circular, any amendments or supplements to the Offering Circular and other information as a result of accessing the Offering Circular, by electronic transmission.

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## OFFERING CIRCULAR



### Telstra Corporation Limited

(ABN 33 051 775 556)

(incorporated with limited liability in the Commonwealth of Australia)

### €15,000,000,000 Debt Issuance Program

Telstra Corporation Limited (“**Issuer**” or “**Telstra**”) may offer from time to time bonds, notes and other debt instruments (together the “**Notes**”) under the Debt Issuance Program (“**Program**”) described in this Offering Circular. This Offering Circular supersedes the Offering Circular dated 12 March 2019 and any previous prospectuses, offering circulars or supplements to it. Any Notes issued on or after the date of this Offering Circular are subject to the provisions set out in it. This Offering Circular does not affect any Notes already issued. The aggregate principal amount of Notes which may be outstanding will not at any time exceed €15,000,000,000 (or the equivalent in other currencies at the date of issue of any Notes), as such limit may be increased pursuant to the Dealer Agreement (as defined in this Offering Circular).

In relation to any Tranche (as defined under “Overview of the Program”), the final terms of that Tranche, including the aggregate nominal amount of the Notes of such Tranche, the interest (if any) payable on the Notes of the Tranche, the issue price and any other terms and conditions applicable to such Tranche which are not contained in the standard terms and conditions set out in this Offering Circular will be set out in a pricing supplement (“**Pricing Supplement**”) substantially in the form set out on pages 118 to 128 inclusive of this Offering Circular.

**Notification pursuant to Section 309B of the Securities and Futures Act, Chapter 289 of Singapore** – Unless otherwise stated in the Pricing Supplement in respect of any Notes, all Notes issued under the Program shall be prescribed capital markets products (as defined in the Securities and Futures (Capital Markets Products) Regulations 2018 of Singapore) and Excluded Investment Products (as defined in MAS Notice SFA 04-N12: Notice on the Sale of Investment Products and MAS Notice FAA-N16: Notice on Recommendations on Investment Products).

Application has been made for the listing and quotation of any Notes on the Singapore Exchange Securities Trading Limited (the “**SGX-ST**”) which are agreed at the time of issue thereof to be so listed on the official list of the SGX-ST (“**Official List**”). Such approval will be granted when a particular Series (as defined below) of Notes have been admitted to the Official List. There is no assurance that any application to the SGX-ST for such approval will be granted. The SGX-ST assumes no responsibility for the correctness of any of the statements made, opinions expressed or reports contained in this Offering Circular. The approval in-principle, admission to the Official List and quotation of any Notes on the SGX-ST are not to be taken as an indication of the merits of the Issuer, the Program or the Notes. Notes may also be listed and/or admitted to trading or quotation on or by a stock exchange, listing authority or quotation system other than the SGX-ST. Unlisted Notes may also be issued. The relevant Pricing Supplement in respect of the issue of any Notes will specify whether or not such Notes will be listed or not. The Pricing Supplement for any Notes to be admitted to the Official List of the SGX-ST will be delivered to the SGX-ST on or before the date of issue of such Notes. The Notes must be traded in a minimum board lot size of S\$200,000 (or its equivalent in another currency) for so long as the Notes are listed on the SGX-ST and the rules of the SGX-ST so require.

Application may also be made for Notes issued under the Program to be listed on the Australian Securities Exchange operated by ASX Limited (ABN 98 008 624 691) (“**ASX**”) and any other stock exchange (including the debt market operated by NZX Limited) on which Notes may be listed from time to time as specified in the relevant Pricing Supplement. Unlisted Notes may also be issued under the Program. The relevant Pricing Supplement in respect of the issue of any Notes will specify whether or not those Notes will be listed on a stock exchange and on which stock exchange, if any, the Notes are to be listed. It is expected that, if listed, a particular Tranche of Notes will only be listed on one stock exchange as specified in the relevant Pricing Supplement.

The Notes have not been, and will not be, registered under the United States Securities Act of 1933, as amended (“**Securities Act**”) or the securities laws of any State of the United States or any other jurisdiction. The Notes may be subject to U.S. tax law requirements. Any initial offering of Notes will be made solely to non-U.S. persons in offshore transactions pursuant to Regulation S under the Securities Act (“**Regulation S**”). Subject to certain exceptions, Notes may not be offered, sold or delivered within the United States or to, or for the account or benefit of, U.S. persons (see “Sale and subscription” on pages 108 to 117 of this Offering Circular).

**IMPORTANT – EEA RETAIL AND UK INVESTORS** - The Notes are not intended to be offered, sold or otherwise made available to and should not be offered, sold or otherwise made available to any retail investor in the European Economic Area (“**EEA**”) or in the United Kingdom (“**UK**”). For these purposes, a retail investor means a person who is one (or more) of: (i) a retail client as defined in point (11) of Article 4(1) of Directive 2014/65/EU (as amended, “**MiFID II**”); (ii) a customer within the meaning of Directive (EU) 2016/97 (as amended or superseded, the “**Insurance Distribution Directive**”), where that customer would not qualify as a professional client as defined in point (10) of Article 4(1) of MiFID II; or (iii) not a qualified investor as defined in Regulation (EU) 2017/1129 (as amended or superseded, the “**Prospectus Regulation**”). Consequently no key information document required by Regulation (EU) No 1286/2014 (the “**PRIIPs Regulation**”) for offering or selling the Notes or otherwise making them available to retail investors in the EEA or in the UK has been or will be prepared and therefore offering or selling the Notes or otherwise making them available to any retail investor in the EEA or in the UK may be unlawful under the PRIIPs Regulation.

**MIFID II PRODUCT GOVERNANCE/TARGET MARKET** – The Pricing Supplement in respect of any Notes may include a legend entitled “**MiFID II Product Governance**” which will outline the target market assessment in respect of the Notes and which channels for distribution

of the Notes are appropriate. Any person subsequently offering, selling or recommending the Notes (a “**distributor**”) should take into consideration the target market assessment; however, a distributor subject to MiFID II is responsible for undertaking its own target market assessment in respect of the Notes (by either adopting or refining the target market assessment) and determining appropriate distribution channels.

A determination will be made in relation to each issue about whether, for the purpose of the MiFID Product Governance rules under EU Delegated Directive 2017/593 (the “**MiFID Product Governance Rules**”), any Dealer subscribing for any Notes is a manufacturer in respect of such Notes, but otherwise neither the Arranger nor the Dealers nor any of their respective affiliates will be a manufacturer for the purpose of the MiFID Product Governance Rules.

**BENCHMARKS REGULATION** – Amounts payable on certain Floating Rate Notes issued under the Program may be calculated by reference to LIBOR, EURIBOR, HIBOR, CDOR, CNH HIBOR, BBSW or BKBM as specified in the applicable Pricing Supplement. As at the date of this Offering Circular, each of the ICE Benchmark Administration Limited (as administrator of LIBOR), European Money Markets Institute (as administrator of EURIBOR) and Thomson Reuters Benchmark Services Limited (as administrator of CDOR) appears on the register of administrators and benchmarks established and maintained by the European Securities and Markets Authority (“**ESMA**”) pursuant to Article 36 of the Regulation (EU) No. 2016/1011 (the “**Benchmarks Regulation**”). As at the date of this Offering Circular, the administrators of CNH HIBOR, HIBOR, BBSW and BKBM do not appear on ESMA’s register of administrators and benchmarks under Article 36 of the Benchmarks Regulation. As far as the Issuer is aware, the transitional provisions in Article 51 of the Benchmarks Regulation apply, such that each of the European Money Markets Institute (as administrator of EURIBOR), Treasury Markets Association (as administrator of CNH HIBOR), ASX Limited (as administrator of BBSW) and the New Zealand Financial Markets Association (“**NZFMA**”) (as administrator of BKBM) is not currently required to obtain authorisation/registration (or, if located outside the European Union (EU), recognition, endorsement or equivalence).

**Prospective investors should consider the risks outlined in this Offering Circular under “Risk factors” before making any investment decision in relation to the Notes.**

***Arranger***  
**BNP PARIBAS**

20 March 2020

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# Important notice

## Responsibility

This Offering Circular has been prepared by and issued with the authority of the Issuer. The Issuer accepts responsibility for all information contained in this Offering Circular. To the best of the knowledge of the Issuer (which has taken all reasonable care to ensure that such is the case) the information contained in this Offering Circular is in accordance with the facts and does not omit anything likely to affect the import of that information. References in this Offering Circular to the “**Offering Circular**” are to this document and any documents incorporated in it by reference (see “Documents incorporated by reference” on page 9 of this Offering Circular).

The only role of the Arranger, the Fiscal Agent, the CMU Lodging Agent, the Euro/CMU Registrar, the Australian Registrar, and the New Zealand Registrar (each as defined in the “Overview of the Program”) in the preparation of this Offering Circular has been to confirm to the Issuer that the information as to their identity described below and their respective descriptions under the heading “Overview of the Program” are accurate as at the date of this Offering Circular. BNP Paribas has given and not withdrawn its consent to be named in this Offering Circular as the Arranger. The Fiscal Agent, the CMU Lodging Agent, the Euro/CMU Registrar, the Australian Registrar and the New Zealand Registrar have given and not withdrawn their consent to be named in this Offering Circular as the Fiscal Agent, the CMU Lodging Agent, the Euro/CMU Registrar, the Australian Registrar and the New Zealand Registrar respectively. Apart from these matters, the Arranger and the Dealers make no representation or warranty, express or implied as to and assume no responsibility or liability for the authenticity, origin, validity, accuracy or completeness of, or any errors or omissions in, any information, statement, opinion or forecast contained in this Offering Circular. The Arranger and the Dealers have not caused or authorised the issue of this Offering Circular.

The Issuer having made all reasonable enquiries, confirms that this Offering Circular contains all information with respect to the Issuer and its subsidiaries (taken as a whole) and the Notes that are material in the context of the issue and offering of the Notes, the statements contained in it relating to the Issuer are in every material particular true and accurate and not misleading, the opinions and intentions expressed in this Offering Circular with regard to the Issuer are honestly held, have been reached after considering all relevant circumstances and are based on reasonable assumptions, there are no other facts in relation to the Issuer or its subsidiaries or the Notes the omission of which would, in the context of the issue and offering of the Notes, make any statement in this Offering Circular misleading in any material respect and all reasonable enquiries have been made by the Issuer to ascertain such facts and verify the accuracy of all such information and statements.

The SGX-ST takes no responsibility for the contents of this Offering Circular, makes no representation as to its accuracy or completeness and expressly disclaims any liability whatsoever for any loss howsoever arising from or in reliance upon the whole or any part of the contents of this Offering Circular.

## No independent verification

The Arranger and the Dealers have not independently verified all of the information contained in this Offering Circular. Neither this Offering Circular, nor any other information provided in connection with the Program or the Notes, nor any other financial statement is intended to provide the basis of any credit or other evaluation and should not be considered as a recommendation or a statement of opinion (or a report of either of those things) by the Issuer, the Arranger or the Dealers that any recipient of this Offering Circular or any other financial statements should purchase any Notes or any rights in respect of any Notes nor does it constitute an offer or an invitation to subscribe for Notes. Each potential purchaser of Notes should determine (and will be deemed to have done so) for itself the relevance of the information contained in this Offering Circular and make its own independent investigation of the financial condition and affairs of and its own appraisals of the creditworthiness of Telstra and its purchase of Notes should be based upon such investigation as it considers necessary. Each potential investor should also have regard to the factors described under the section headed “Risk factors” on pages 17 to 31 inclusive of this Offering Circular. The Arranger and the Dealers do not undertake to review the financial condition or affairs of the Issuer during the life of the Program nor to advise any investor or potential investor in the Notes of any information coming to the attention of the Arranger or the Dealers relating to the Issuer. No advice is given in respect of taxation treatment of investors in connection with investment in any Notes and each investor is advised to consult its own professional adviser on the tax implications of an investment in any Notes in their particular circumstances.

## Credit ratings

There are references in this Offering Circular to “credit ratings”. A credit rating is not a recommendation to buy, sell or hold the Notes and may be subject to revision, suspension or withdrawal at any time by the relevant credit rating agency. Each rating should be evaluated independently of any other rating.

Credit ratings may be made available only to a person (a) who is not a “retail client” within the meaning of section 761G of the Corporations Act 2001 of Australia (“**Corporations Act**”) and is also a sophisticated investor,

professional investor or other investor in respect of whom disclosure is not required under Part 6D.2 or 7.9 of the Corporations Act, and (b) who is otherwise permitted to receive credit ratings in accordance with applicable law in any jurisdiction in which the person may be located. Accordingly, anyone who is not such a person is not entitled to receive this Offering Circular and anyone who receives this Offering Circular must not distribute it to any person who is not entitled to receive it.

The credit ratings assigned to the Issuer and any Notes referred to in this Offering Circular have been or (in the case of Notes to be issued under the Program) may be issued by S&P Global Ratings Australia Pty Ltd and Moody's Investors Service Pty Limited.

### **Currency of information**

Neither the delivery of this Offering Circular nor any sale of Notes made in connection with this Offering Circular at any time implies or should be relied upon as a representation or warranty that the information contained in this Offering Circular concerning the Issuer and its subsidiaries is correct at any time subsequent to the date of the Offering Circular or that any other information supplied in connection with the Program is correct as of any time subsequent to the date indicated. In particular, the Issuer is under no obligation to update this Offering Circular at any time after an issue of Notes.

### **No authorisation**

No person has been authorised to give any information or make any representations not contained in this Offering Circular in connection with the Issuer, its subsidiaries, the Program or the issue or sale of the Notes and, if given or made, that information or representation must not be relied upon as having been authorised by the Issuer or its subsidiaries or the Arranger or the Dealers.

### **Distribution**

**THIS OFFERING CIRCULAR IS NOT FOR DISTRIBUTION OR RELEASE IN THE UNITED STATES, TO, OR FOR THE ACCOUNT OR BENEFIT OF, U.S. PERSONS (AS DEFINED BELOW) OR TO ANY PERSON OR ADDRESS IN THE UNITED STATES.**

The distribution of this Offering Circular and any Pricing Supplement and the offer or sale of Notes may be restricted in certain jurisdictions. The Issuer, its subsidiaries, the Arranger and the Dealers do not represent that this document may be lawfully distributed, or that any Notes may be lawfully offered, in compliance with any applicable registration or other requirements in any jurisdiction where action for that purpose is required, or pursuant to an exemption available in that jurisdiction, nor do they assume any responsibility for facilitating any such distribution or offering. In particular, no action has been taken by the Issuer, its subsidiaries, the Arranger and the Dealers (except as provided in the next sentence) which would permit a public offering of any Notes or distribution of this Offering Circular in any jurisdiction where action for that purpose is required. Accordingly, no Notes may be offered or sold, directly or indirectly, and neither this Offering Circular nor any advertisement or other offering material may be distributed or published in any jurisdiction, except under circumstances that will result in compliance with any applicable laws and regulations and, as more particularly set out under the section headed "Sale and subscription - Summary of Dealer Agreement" on pages 108 to 109 inclusive of this Offering Circular, the Dealers have represented to the Issuer that all offers and sales by them will be made on the same terms. Persons into whose possession this Offering Circular or any Notes come must inform themselves about, and observe, all applicable restrictions. For a description of certain restrictions on offers and sales of Notes and on distribution of this Offering Circular see "Sale and subscription" on pages 108 to 117 inclusive of this Offering Circular.

In particular:

- no prospectus or other disclosure document (as defined in the Corporations Act) in relation to the offer of the Notes has been, or will be, lodged with the Australian Securities and Investments Commission ("ASIC"). Notes may not be offered for sale or purchase, nor may applications for the sale or purchase of any Note be invited, in Australia (including an offer or invitation which is received by a person in Australia), and neither this Offering Circular nor any advertisement or other offering material relating to the Notes may be distributed or received in Australia, unless (i) the aggregate consideration payable by each offeree or invitee for the Notes is a minimum of A\$500,000 (or its equivalent in an alternative currency and, in either case, disregarding moneys lent by the offeror or its associates) or the Notes are otherwise issued in a manner which does not require disclosure in accordance with Part 6D.2 or Chapter 7 of the Corporations Act, (ii) the offer or invitation does not constitute an offer to a "retail client" within the meaning of section 761G of the Corporations Act, (iii) such action complies with all applicable Australian laws, regulations and directives in Australia (including, without limitation, the licensing requirements of Chapter 7 of the Corporations Act), and (iv) such action does not require any document to be lodged with ASIC or any other regulatory authority in Australia;

- the Notes have not been and will not be registered under the Securities Act and include Notes in bearer form that are subject to U.S. tax law requirements. The Notes may not be offered, sold, delivered or transferred within the United States or to, or for the account or benefit of, U.S. persons (as defined in Regulation S), except pursuant to an effective registration statement or in certain transactions exempt from, or not subject to, the registration requirements of the Securities Act, including, without limitation, in accordance with Regulation S. Regulation S provides a non-exclusive safe harbour from the application of the registration requirements of the Securities Act. For more information see “Sale and subscription - Selling Restrictions - United States of America” on pages 115 to 116 inclusive of this Offering Circular;
- this Offering Circular has been prepared on the basis that any offer of Notes in any Member State of the EEA or the United Kingdom (each a “**Relevant State**”) will be made pursuant to an exemption under the Prospectus Regulation from the requirement to publish a prospectus for offers of Notes. Accordingly, any person making or intending to make an offer in a Relevant State of Notes which are the subject of an offering contemplated in this Offering Circular and the relevant Pricing Supplement in relation to those Notes may only do so in circumstances in which no obligation arises for the Issuer, the Arranger, the Dealers or the Agents to publish a prospectus pursuant to Article 3 of the Prospectus Regulation;
- no action has been taken by the Issuer, the Arranger, a Dealer or an Agent which is intended to permit a public offering of any Notes or distribution of this Offering Circular or any Issuer information in any jurisdiction where action for that purpose is required; and
- no Notes may be offered or sold, directly or indirectly, and neither this Offering Circular nor any Issuer information, advertisement or other offering material may be distributed or published in any jurisdiction, except under circumstances that will result in compliance with any applicable laws and regulations.

#### **No offer**

Neither this Offering Circular, nor any other information provided in connection with the Program or the Notes, is intended to (nor does it), constitute an offer or invitation by or on behalf of the Issuer, its subsidiaries, the Arranger or the Dealers to any person to subscribe for, purchase or otherwise deal in any Notes nor does it constitute or is it intended to be used for the purpose of or in connection with offers or invitations to subscribe for, purchase or otherwise deal in any Notes by anyone in any jurisdiction in which such offer or invitation is not authorised or to any person to whom it is unlawful to make such offer or solicitation, and no action is being taken to permit an offering of the Notes or the distribution of this Offering Circular or any applicable Pricing Supplement in any jurisdiction where such action is required.

#### **Forward-looking statements about Telstra**

This Offering Circular contains and incorporates by reference statements that constitute forward-looking statements. All statements other than statements of historical facts included in this Offering Circular, including, without limitation, those regarding Telstra’s financial position, business strategy, plans and objectives of management for future operations, are forward-looking statements. Examples of these forward-looking statements include, but are not limited to (i) statements regarding future results of operations and financial condition, (ii) statements of plans, objectives or goals, including those related to products or services, and (iii) statements of assumptions underlying those statements. Words such as “may,” “will,” “expect,” “intend,” “plan,” “estimate,” “anticipate,” “believe,” “continue”, “probability,” “risk,” and other similar words are intended to identify forward-looking statements, but are not the exclusive means of identifying those statements. Such forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of Telstra, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Such forward-looking statements are based on numerous assumptions regarding the present and future business strategies of Telstra and the environment in which it will operate in the future. These forward-looking statements speak only as of the date of this Offering Circular. Telstra expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statement contained in this Offering Circular, or incorporated herein by reference, to reflect any change in the expectations of Telstra with regard to such forward-looking statements or any change in events, conditions or circumstances on which any such forward-looking statement is based.

#### **Stabilisation**

In connection with the issue of any Tranche (as defined in “Overview of the Program” on pages 11 to 16 inclusive of this Offering Circular), the Dealer or Dealers (if any) named as the Stabilising Manager(s) (or persons acting on behalf of the Stabilising Manager(s)) in the applicable Pricing Supplement may, outside Australia and New Zealand and on a market operated outside Australia and New Zealand, over-allot Notes or effect transactions with a view to supporting the market price of the Notes at a level higher than that which might otherwise prevail for a limited period after the relevant issue date. However, there is no obligation on such Stabilising Manager(s) to do this. Such stabilisation action, if commenced, may be discontinued at any time, and must be brought to an



end after a limited period. Such stabilisation action shall be undertaken in compliance with all applicable laws, regulations and rules. Should there be stabilisation action carried out in Singapore, Stabilising Managers can rely on Regulation 4 of the Securities and Futures (Market Conduct) (Exemptions) Regulations 2006 of Singapore, which exempts dealings in bonds between an issuer with accredited investors and people whose business involves the acquisition and disposal or holding of securities from false trading and market manipulation prohibition provisions.

### **Legal considerations relating to an investment in Notes**

Legal considerations may restrict certain investments. The investment activities of certain investors are or may be subject to legal investment laws and regulations, or review or regulation by certain authorities. Each potential investor should consult their legal advisers to determine whether and to what extent:

- Notes are legal investments for it;
- Notes can be used as collateral for various types of borrowing; and
- other restrictions apply to its purchase or pledge of any Notes.

Financial institutions should consult their legal advisers or the appropriate regulators to determine the appropriate treatment of the Notes under any applicable risk-based capital or similar rules.

### **NOTES MAY NOT BE A SUITABLE INVESTMENT FOR ALL INVESTORS**

Investors should have (either alone or with the help of a financial adviser) sufficient knowledge and experience in financial and business matters to meaningfully evaluate the merits and risks of investing in the Notes and the information contained, or incorporated by reference, in this Offering Circular and any applicable supplement or Pricing Supplement as well as access to, and knowledge of, appropriate analytical tools to evaluate such merits and risks in the context of their particular circumstances.

Each investor (either alone or with the help of a financial adviser) should also:

- understand thoroughly the terms and conditions of the relevant Notes and be familiar with the behaviour of financial markets;
- be able to evaluate possible scenarios for economic, interest rate and other factors that may affect an investment in the relevant Notes and its ability to bear the applicable risks; and
- have the expertise to evaluate how the Notes will perform under changing conditions, the resulting effects on the value of the Notes and the impact on the investor's overall investment portfolio.

In addition, each investor should have sufficient financial resources and liquidity to bear all of the risks of an investment in the Notes.

In addition, particular issues of Notes may not be an appropriate investment for investors who are inexperienced with respect to:

- the applicable currencies, redemption or other rights or options; or
- investments where a currency of payment and the investor's currency are different.

### **References to currencies**

In this Offering Circular references to "**U.S.\$**" and "**U.S. dollars**" are to the lawful currency of the United States of America, references to "**A\$**" and "**Australian Dollars**" are to the lawful currency of the Commonwealth of Australia ("**Commonwealth**" or "**Australia**"), references to "**N.Z.\$**" and "**New Zealand dollars**" are to the lawful currency of New Zealand, references to "**£**" and "**Sterling**" are to the lawful currency of the United Kingdom, references to "**€**" and "**euro**" are to the currency introduced at the start of the third stage of European Economic and Monetary Union pursuant to the Treaty on the Functioning of the European Union, as amended, references to "**C\$**", "**CAD**" and "**Canadian dollars**" are to the lawful currency of Canada, references to "**S\$**" and "**SGD**" are to the lawful currency of Singapore and references to "**RMB**" and "**Renminbi**" are to the lawful currency of the People's Republic of China ("**PRC**") (which for the purposes of Notes issued under the Program, excludes the Hong Kong Special Administrative Region of the People's Republic of China ("**Hong Kong**"), the Macau Special Administrative Region of the People's Republic of China and Taiwan).

Certain figures and percentages included in this Offering Circular may have been subject to rounding adjustments; accordingly, figures shown in the same category presented in different tables may vary slightly and figures shown as totals in certain tables may not be an arithmetic aggregation of the figures which precede them.

Terms capitalised but not defined in this section have the meaning given to them in the Terms and Conditions of the Notes which can be found on pages 41 to 89 inclusive of this Offering Circular.

## Documents incorporated by reference

### Incorporation of documents by reference

The following documents are incorporated in, and taken to form part of, this Offering Circular:

- Telstra's most recent published Annual Report and Half Year Report from time to time which are publicly available on the internet at the address set out below (and, in each case, together with the related documents in the form of CEO / CFO transcripts, presentation materials and analyst / media briefing materials published by Telstra in connection with the publication of such Annual Report and Half Year Report, respectively (the "**Related Materials**") (the Annual Report together with the relevant Related Materials, the "**Full Year Results**" and the Half Year Report together with the relevant Related Materials, the "**Half Year Results**");
- Telstra's announcement to the SGX-ST dated 20 March 2020 titled "COVID-19 update";
- Telstra's announcement to the SGX-ST dated 20 March 2020 titled "COVID-19 update – transcript"; and
- all other announcements made by Telstra to the SGX-ST from the date of this Offering Circular.

### Annual Report

Pages 76 to 170 of the 2019 Annual Report and pages 59 to 140 of the 2018 Annual Report contain the consolidated financial statements (for the purposes of the Corporations Act) for the financial years ended 30 June 2019 and 30 June 2018, respectively. This financial information complies with Australian Accounting Standards and International Financial Reporting Standards issued by the International Accounting Standards Board.

\* \* \* \* \*

Any document incorporated by reference into the abovementioned documents does not form part of this Offering Circular. Any information not mentioned in this section but included in the documents incorporated by reference is given for information purposes only. Investors should review, amongst other things, the documents deemed to be incorporated herein by reference when deciding whether or not to purchase any Notes.

A number of financial measures including EBIT and EBITDA presented by Telstra and included in certain documents incorporated by reference are not defined in accordance with Australian Accounting Standards and International Financial Reporting Standards. Telstra believes that these financial measures provide useful information in measuring its financial performance and condition of the business. However, since not all companies calculate such financial measures in the same manner, investors are cautioned that these are not always comparable to financial measures used by other companies.

### Interpretation of documents incorporated by reference

Documents expressed to be incorporated by reference above shall be incorporated in and form part of this Offering Circular, save that any statement contained in a document which is incorporated by reference herein shall be modified or superseded for the purpose of this Offering Circular to the extent that a statement contained herein modifies or supersedes such earlier statement (whether expressly, by implication or otherwise). Any statement so modified or superseded shall not, except as so modified or superseded, constitute a part of this Offering Circular.

### Documents available online

A copy of this Offering Circular may be downloaded from the following website:

<https://www.telstra.com.au/aboutus/investors/financial-information/debt-investors>

Our most recent published Full Year Results and Half Year Results may be downloaded from the following website:

<https://www.telstra.com.au/aboutus/investors>

Announcements made by Telstra on the SGX-ST may be downloaded from the following website:

<https://www.sgx.com/securities/company-announcements>

\* \* \* \* \*

### **Internet Site Addresses**

References to internet site addresses or uniform resource locators (“**URLs**”) in this Offering Circular are included as textual references only and the contents of any such internet sites or URLs are not incorporated by reference into, and do not form part of, this Offering Circular.

## Overview of the Program

*This overview must be read as an introduction to this Offering Circular and any decision to invest in the Notes should be based on a consideration of this Offering Circular as a whole, including the documents incorporated by reference and, in relation to any Notes, the applicable Pricing Supplement.*

*Words and expressions defined in the “Terms and Conditions of the Notes” below or elsewhere in this Offering Circular have the same meanings in this overview.*

**Issuer:** Telstra Corporation Limited (ABN 33 051 775 556) (a corporation limited by shares and incorporated with limited liability, and operating, under the Corporations Act).

Telstra is a leading telecommunications and technology company, with one of the best known brands in Australia. Telstra offers a broad suite of connectivity, media and content to consumers and businesses in Australia, cloud and other technology services to business, enterprise and government customers, as well as connectivity services to carriers globally.

**Risk factors:** Certain factors may affect the Issuer’s ability to fulfil its obligations under the Notes issued under the Program or are material for the purpose of assessing the market risks associated with Notes issued under the Program. Investors should note that the risks relating to a particular issue of Notes includes risks relating to Telstra (including the risk that our financial performance could be adversely affected by Australian and offshore trading market conditions and/or related factors, including government and regulatory intervention, the success of our business strategy and competition from other telecommunications companies), the market generally (such as economic and political events), general risks relating to the Notes (such as redemption provisions, reinvestment risk and modification and substitution of conditions) and other legal and investment considerations.

**Program size:** Up to €15,000,000,000 (or the equivalent in other currencies at the date of issue of any Notes), as such limit may be increased pursuant to the Dealer Agreement.

**Arranger:** BNP Paribas.

**Dealers:** The Issuer may from time to time appoint Dealers either in respect of a particular Tranche or in respect of the Program. The Issuer may also terminate the appointment of any Dealer under the Program by giving at least 30 days’ notice. The names of the Dealers participating in respect of a particular Tranche will be set out in the applicable Pricing Supplement.

References in this Offering Circular to “**Dealers**” are to all persons that are appointed as dealers in respect of the Program generally (and whose appointment has not been terminated) and to all persons appointed as a dealer in respect of a Tranche.

**Fiscal Agent:** Deutsche Bank AG, London Branch.

**Paying Agent (Europe):** Deutsche Bank Luxembourg S.A.

**Euro/CMU Registrar** Deutsche Bank Luxembourg S.A.

**CMU Lodging Agent:** Deutsche Bank AG, Hong Kong Branch.

**Australian Registrar:** Austraclear Services Limited (ABN 28 003 284 419).

**New Zealand Registrar:** Computershare Investor Services Limited (NZBN 9429039441737).

**Method of issue:** The Notes may be issued on a syndicated or non-syndicated basis. The Notes will be issued in series (each a “**Series**”) having one or more issue

dates and on terms otherwise identical (or identical other than in respect of the first payment of interest), the Notes of each Series being intended to be interchangeable with all other Notes of that Series. Each Series may be issued in tranches (each a “**Tranche**”) on the same or different issue dates. The specific terms of each Tranche will be set out in the relevant Pricing Supplement.

**Issue price:**

Notes may be issued at their principal amount or at a discount or premium to their principal amount. Partly Paid Notes may be issued, the issue price of which will be payable in two or more instalments.

The price and amount of Notes to be issued under the Program will be determined by the Issuer and each relevant Dealer at the time of issue in accordance with prevailing market conditions.

**Form of Notes:**

The form of particular Notes will be determined by the Issuer and relevant Dealer(s) prior to their issue.

Except as set out below, the Notes may be issued in bearer form (“**Bearer Notes**”) and/or in registered form (“**Registered Euro/CMU Notes**”) governed by the laws of England. Each Tranche of Notes will (i) in the case of Bearer Notes, be represented on issue by a temporary global note which may, in certain circumstances, be exchangeable into definitive notes or a permanent global note which, in turn, may be exchangeable into definitive notes in certain limited circumstances, or (ii) in the case of Registered Euro/CMU Notes, take the form of an entry in a register which will be represented on issue by a global note in registered form (a “**Global Certificate**”) which may, in certain circumstances, be exchangeable into definitive notes. Global Notes may be deposited on the issue date with a common depository for (and in the case of Registered Euro/CMU Notes in global form, registered in the nominee name of the Common Depository for) Euroclear Bank SA/NV (“**Euroclear**”) and Clearstream Banking S.A. (“**Clearstream, Luxembourg**”) or, in the case of Bearer Notes or Registered Euro/CMU Notes cleared through the Central Moneymarkets Unit Service (“**CMU**”), operated by the Hong Kong Monetary Authority (“**HKMA**”), the HKMA. Registered Notes will not be exchangeable for Bearer Notes, and Bearer Notes will not be exchangeable for Registered Notes.

Notes issued in the Australian domestic market (“**Australian Domestic Notes**”) and the New Zealand domestic market (“**New Zealand Domestic Notes**”) will be issued in uncertificated registered form only and under the laws of the Australian Capital Territory, Australia and New Zealand respectively. On their issue date they will be lodged in the Australian securities clearing and settlement system (“**Austraclear System**”) operated by Austraclear Limited (“**Austraclear**”) and the New Zealand securities clearing and settlement system (“**NZClear System**”) operated by the Reserve Bank of New Zealand (“**RBNZ**”) respectively.

Notes issued in the Canadian domestic market (“**Canadian Domestic Notes**”) will be issued in certificated registered form only and governed by the laws of England. Each Tranche of Canadian Domestic Notes will be represented on issue by a global certificate deposited with CDS Clearing and Depository Services Inc. (“**CDS**”) and registered in the name of a nominee of CDS. Canadian Domestic Notes may also clear in Euroclear and Clearstream, Luxembourg (if so agreed by the Issuer and relevant Dealer(s)).

The Issuer may agree with one or more relevant Dealers that Notes may be issued in a form not contemplated by this Offering Circular, as described in the relevant Pricing Supplement. In addition, in the case of such Notes intended to be listed on the SGX-ST (or admitted to trading or quotation on or by another stock exchange, listing authority or quotation system) and, if required by the SGX-ST (or the relevant other stock exchange, listing authority or quotation system), a supplementary Offering

Circular will be made available which will also describe the effect of the agreement reached in relation to such Notes.

**Deed of Covenant:** Holders of Bearer Notes, Registered Euro/CMU Notes and Canadian Domestic Notes will have the benefit of a deed of covenant dated 12 October 2006 and/or 12 March 2015 (as applicable) executed by the Issuer.

**Australian Note Deed Poll:** Holders of Australian Domestic Notes have the benefit of an Australian Note Deed Poll dated 12 October 2006 executed by the Issuer.

**New Zealand Note Deed Poll:** Holders of New Zealand Domestic Notes have the benefit of a New Zealand Note Deed Poll dated 12 October 2006 executed by the Issuer.

**Status:** Notes will be issued on an unsubordinated basis only. The Notes are direct, unsubordinated and (subject to Condition 6 (“Negative pledge”)) unsecured obligations of the Issuer and rank equally among themselves and at least equally with all other unsecured and unsubordinated obligations of the Issuer, except for liabilities mandatorily preferred by law.

The Issuer’s obligations under the Notes are not guaranteed by the Commonwealth of Australia or any other government or by any governmental agency.

**Currencies:** Any currency indicated in the applicable Pricing Supplement.

**Negative pledge:** The Notes will contain a negative pledge provision as described in Condition 6 (“Negative pledge”).

**Cross default:** The Notes will contain a cross default provision as described in Condition 27.1(c) (“Event of Default”).

**Maturities:** Such maturities as may be agreed between the Issuer and the relevant Dealer(s) as indicated in the applicable Pricing Supplement, subject to any minimum and maximum maturities prescribed from time to time by relevant laws, regulations and directives.

**Denomination:** Notes may be denominated in the amounts agreed by the Issuer and the relevant Dealer in compliance with all relevant laws and specified in the relevant Pricing Supplement, provided that:

- (a) the minimum denomination of each Note will be such amount as may be allowed or required from time to time by the relevant central bank (or equivalent body) or any laws or regulations applicable to the currency in which the Notes are denominated;
- (b) the minimum denomination for Notes admitted to trading on a regulated market in a Relevant Member State or offered to the public in a Relevant Member State will be €100,000 (or its equivalent in other currencies as at the date of issue of the Notes); and
- (c) in the case of Notes issued in, or into, Australia (i) the aggregate consideration payable to the Issuer by each offeree must be at least A\$500,000 (or the equivalent in another currency and disregarding monies lent by the Issuer or its associates to the purchaser), or the issue must result from an offer or invitation for such Notes which otherwise does not require disclosure to investors under Part 6D.2 or Chapter 7 of the Australian Corporations Act, and (ii) the issue complies with all other applicable laws.

Unless otherwise permitted by then current laws and regulations, Notes (including Notes denominated in Sterling) with a maturity of less than one year and in respect of which the issue proceeds are to be accepted by the Issuer in the United Kingdom or whose issue otherwise constitutes a

contravention of section 19 of the Financial Services and Markets Act 2000 of the United Kingdom (“**FSMA**”) will have a minimum denomination of £100,000 (or its equivalent in other Specified Currencies).

**Fixed Rate Notes:** Fixed interest will be payable in arrears on the date or dates in each year specified in the relevant Pricing Supplement.

**Floating Rate Notes:** Floating Rate Notes will bear interest at a rate determined separately for each Series as follows:

- (a) on the same basis as the floating rate under a notional interest rate swap transaction in the relevant Specified Currency governed by an ISDA Master Agreement incorporating the 2006 ISDA Definitions, as published by the International Swaps and Derivatives Association, Inc. or, if specified in the relevant Pricing Supplement, the 2000 ISDA Definitions, as amended and updated as at the issue date of the first Tranche of Notes of the relevant Series;
- (b) on the basis of a reference rate appearing on the screen page of a commercial quotation service specified in the applicable Pricing Supplement; or
- (c) on such other basis as may be specified in the applicable Pricing Supplement.

Interest periods will be specified in the relevant Pricing Supplement. The margin (if any) relating to a floating rate will be agreed between the Issuer and the relevant Dealer(s) for each Series of Floating Rate Notes and will be specified in the applicable Pricing Supplement.

**Zero Coupon Notes:** Zero Coupon Notes may be issued at their principal amount or at a discount to it and will not bear interest.

**Dual Currency Notes:** Payments (whether in respect of principal or interest and whether at maturity or otherwise) in respect of Dual Currency Notes will be made in the currencies, and based on the rates of exchange, specified in the relevant Pricing Supplement.

**Index Linked Notes:** Payments of principal in respect of Index Linked Redemption Amount Notes or of interest in respect of Index Linked Interest Notes will be calculated by reference to the index and/or formula specified in the relevant Pricing Supplement.

**Interest Periods and Interest Rates:** The length of the interest periods for the Notes and the applicable interest rate or its method of calculation may differ from time to time or be constant for any Series. Notes may have a maximum interest rate, a minimum interest rate, or both. Interest accrual periods permit the Notes to bear interest at different rates in the same interest period. All such information will be set out in the relevant Pricing Supplement.

**Redemption:** The relevant Pricing Supplement will specify the basis for calculating redemption amounts. Unless permitted by then current laws and regulations, Notes (including Notes denominated in Sterling) with a maturity of less than one year and in respect of which the issue proceeds are to be accepted by the Issuer in the United Kingdom or whose issue otherwise constitutes a contravention of section 19 of the FSMA must have a minimum redemption amount of £100,000 (or its equivalent in other Specified Currencies).

**Redemption by instalments:** The Pricing Supplement issued in respect of each issue of Notes that are redeemable in two or more instalments will set out the dates on which, and the amounts in which, such Notes may be redeemed.

**Optional redemption:** The Pricing Supplement issued in respect of each issue of Notes will state whether such Notes may be redeemed prior to their stated maturity at the



option of the Issuer (either in whole or in part) and/or the holders, and if so the terms applicable to such redemption.

**Tax redemption:**

Except as provided in "Optional redemption" above, Notes will be redeemable at the option of the Issuer prior to maturity only for tax reasons. See Condition 18.2 ("Early redemption for taxation reasons").

**Withholding tax:**

All payments in respect of the Notes will be made free and clear of withholding taxes imposed in Australia, unless required by law. In that event, the Issuer will (subject to certain exceptions) pay such additional amounts as will result in the Noteholders receiving such amount as they would have otherwise received had no withholding or deduction been required. See Condition 25 ("Taxation").

All payments in respect of New Zealand Domestic Notes will be made in full free and clear of withholding taxes imposed in New Zealand unless required by law.

**Record Date:**

In the case of Registered Euro/CMU Notes, Australian Domestic Notes, New Zealand Domestic Notes and Canadian Domestic Notes, the date for determining the person to whom a payment of interest shall be made is the close of business on:

- (a) save as provided in (b) and (c) below, in the case of Registered Euro/CMU Notes, the fifteenth calendar day before the due date for payment;
- (b) in the case of Registered Euro/CMU Notes denominated in Renminbi and not held in CMU, the fifth day before the due date for payment;
- (c) in the case of Registered Euro/CMU Notes held in CMU, at the relevant time as notified to the CMU Lodging Agent by the CMU in a relevant CMU Instrument Position Report;
- (d) in the case of Australian Domestic Notes, the eighth calendar day before the due date for payment;
- (e) in the case of New Zealand Domestic Notes, the tenth calendar day before the due date for payment; and
- (f) in the case of Canadian Domestic Notes, the fifteenth calendar day before the due date for payment.

*So long as the Notes are represented by a Global Note, the "Record Date" shall be the close of business (in the relevant clearing system) on the Clearing System Business Day before the due date for such payment where "Clearing System Business Day" means a day on which the relevant clearing system is open for business except 25 December and 1 January.*

**Governing law:**

Euro Notes (including Registered Euro/CMU Notes), Canadian Domestic Notes and each Deed of Covenant will be governed by the laws of England. Australian Domestic Notes and the Australian Note Deed Poll will be governed by the laws of the Australian Capital Territory, Australia. New Zealand Domestic Notes and the New Zealand Note Deed Poll will be governed by the laws of New Zealand.

**Listing and admission to trading:**

Application has been made for the listing and quotation of any Notes on the SGX-ST which are agreed at or prior to the time of issue to be listed on the Official List of the SGX-ST. If the application to the SGX-ST to list a particular Series of Notes is approved, such Notes listed on the SGX-ST must be traded on the SGX-ST in a board lot size of at least S\$200,000 (or its equivalent in other currencies) for so long as the Notes are listed on the SGX-ST and the rules of the SGX-ST so require. There is no

assurance that any application to the SGX-ST for such approval will be granted.

SGX-ST is not a regulated market for the purposes of MiFID II. The Issuer may also make an application for Notes issued under the Program to be admitted to listing, trading and/or quotation on or by a stock exchange, listing authority or quotation system other than the SGX-ST, including the ASX and the debt market operated by NZX Limited.

Unlisted Notes may also be issued.

**Selling restrictions:**

The offering, sale, delivery and transfer of Notes and the distribution of this Offering Circular and any other materials in relation to any Notes are subject to restrictions. Each Dealer agrees to comply with all relevant laws, regulations and directives in each jurisdiction it purchases, offers, sells, distributes or delivers Notes. See the section headed "Sale and subscription" on pages 108 to 117 inclusive of this Offering Circular for specific selling restrictions for the United States of America, the EEA, United Kingdom, Hong Kong, Japan, Switzerland, New Zealand, Singapore, The Netherlands, Republic of Italy, Canada, Australia, Taiwan and the PRC.

**PRIIPs Regulation**

No PRIIPs Regulation key information document has been or will be prepared as the Notes are not intended to be offered, sold or otherwise made available to and should not be offered, sold or otherwise made available to any retail investor in the EEA or the UK.

**US selling restrictions:**

Regulation S, Category 2; TEFRA "D" (or TEFRA "C" if specified in the applicable Pricing Supplement).

**Use of proceeds:**

The net proceeds of each issue of Notes under the Program will be used by the Issuer for its general corporate purposes.

## Risk factors

*This section contains a description of what the Issuer considers to be principal risk factors that are material to an investment in the Notes. They are not the only risks which the Issuer faces, but are risks the Issuer considers may affect its ability to fulfil its obligations under the Notes. It is possible that the Issuer is not aware of something that may present a risk or that a risk that it does not consider material is or becomes material and, in either case, prevents the Issuer from fulfilling those obligations. The Issuer believes that the factors described below represent the principal risks inherent in investing in Notes issued under the Program, but the Issuer may be unable to fulfil its obligations under the Notes for other reasons and the Issuer does not represent that the statements below regarding the risks of holding any Notes are exhaustive.*

*These risk factors may not occur and the Issuer is not in a position to express any view on the likelihood of any one of these risks materialising. However, if any of these risks (or any other event not described below) were to occur, it is possible it could result in an investor losing the value of its entire investment in the Notes or part of it.*

*In this section, we, us, our, Telstra, Company and Telstra Group all mean Telstra Corporation Limited, an Australian corporation, and its controlled entities taken as a whole.*

### RISKS ASSOCIATED WITH OUR BUSINESS

#### Introduction

Risks associated with our business are relevant to investors because they may adversely affect the value of the Notes and our ability to fulfil our obligations under the Notes. In addition, if any of these risks materialise, Telstra could be subject to legal action or other adverse consequences.

The Issuer is currently the ultimate holding company for all other companies and entities within the Telstra Group. The Issuer is not a subsidiary of, nor controlled by, any other company. Our business activities are dependent on the level of products and services required by our customers which can be affected by market conditions.

Our financial performance could be adversely affected by a worsening of general economic conditions in the markets in which we operate, which could lead to a decline in customer spending and the use of our mobile, data and other products and services, as well as by Australian and offshore trading market conditions.

Our business is operating in a period of significant change and we are today in one of the most dynamic and challenging periods the company has faced. This includes the migration to the nbn™ network, competitive challenges, the ever-accelerating pace of technological change and the transition to 5G.

In this context there are other risks that could adversely affect our financial performance including risks relating to regulation; regulatory enforcement; competition; strategy; health, safety, wellbeing and environment; supply chains; cyber security; privacy; intellectual property; people and culture; network; infrastructure; financial markets; insurance and tax.

#### Regulation and regulatory change

We operate in a highly-regulated environment which may have a major impact on our strategy and business model and drive cost, complexity and compliance burdens into our business, affecting its profitability. In particular, regulation imposes limits on our ability to pursue certain business opportunities and activities affecting the returns we can generate on our assets.

We believe that regulation is a significant ongoing risk to the company. In addition, changes in government and community expectations may add to the risk of policy and regulatory change. There can be no assurances as to future policies, ministerial decisions or regulatory outcomes. These may significantly constrain our business.

We face substantial regulatory risks that we believe have, and will continue to have, substantial adverse effects on our operations, competitiveness and financial performance. These include:

1. **mandated access to Telstra networks:** part of our strategy involves deploying next-generation networks and services, including our Telstra mobile network. Regulatory change may require us to allow competitor access to our next-generation networks and services which could materially adversely affect our investment returns, earnings and financial performance;
2. **access pricing:** we are required to provide certain services to our competitors using our networks at a price determined by the Australian Competition and Consumer Commission (“ACCC”). In many cases we believe the ACCC proposes prices that are below our efficient cost of supply. The ACCC’s setting of regulated prices could have a material impact on Telstra. There

is no right to a merits review of ACCC decisions to require access or set prices and the ACCC may hold a public inquiry at any time into whether to mandate and regulate competitor access to our networks. We are also dependent on the access prices that NBN Co charges us for access to its network. We believe the regulatory regime allows NBN Co to increase access prices materially above current levels. Without government or ACCC regulatory intervention, the profitability of Telstra's nbn™ business could be materially adversely affected;

3. **conduct regulation:** the ACCC is empowered to regulate conduct in, among others, the telecommunications sector and may in the future regard our conduct to be a breach of applicable law. For example, a refusal by us to supply services to our competitors may, in the ACCC's view, be a breach of law, and the ACCC may rely upon the potential for very large fines in an endeavour to have us modify what we believe to be legitimate commercial behaviour;
4. **wide government and regulatory discretion:** Commonwealth Government ministers and regulatory agencies have broad and, in some instances, discretionary powers to impose and vary licence conditions and other obligations on us.

Changes in regulation, or regulatory decisions by government or regulators may cause us to incur additional compliance costs, seek additional governmental approvals and may adversely affect our business and results of operations.

Criticisms of the regulatory framework applying to the banking industry, as set out by the Hayne Royal Commission, has resulted in an increased focus for regulators on investigating, applying and enforcing regulations, including those applying to Telstra;

5. **regulatory enforcement:** Telstra is subject to a range of laws and regulations in Australia and overseas, including in the areas of telecommunications, corporate law, consumer and competition law and occupational health and safety. Telstra is also subject to investigations and reviews from time to time by regulators. In Australia, the principal regulators that Telstra interacts with are the ACCC, the Australian Communications and Media Authority ("**ACMA**"), ASIC and the ASX. Any regulatory investigations and reviews may result in enforcement action, litigation (including class action proceedings) or civil or criminal penalties.

The ACCC is undertaking an investigation, launched in March 2019, into our sales, complaint handling and debt collection practices, to determine whether Telstra has engaged in misleading or deceptive conduct or unconscionable conduct, or made false or misleading representations, in breach of the Competition and Consumer Act 2010 ("**CCA**"). The investigation has a specific focus on conduct towards Indigenous Australians, including in particular locations in the Northern Territory, Western Australia, Queensland, New South Wales and South Australia. The ACCC is also examining our conduct more broadly, including our sales, complaints handling and debt collection procedures, as they have been applied to our customers generally, and particularly vulnerable customers. We are cooperating with the ACCC's investigation, which involves extensive information and document requests. The investigation is ongoing, and its scope may change and broaden.

The ACCC's investigation follows investigations by both the Telecommunications Industry Ombudsman, one commencing in December 2016 and one in October 2018, and the ACMA, which commenced in June 2018, during which issues were raised and concerns were expressed about our sales practices, including in relation to Indigenous Australians. These investigations concluded in 2018 and did not result in enforcement action by these bodies.

Any enforcement action arising from the ACCC investigation may involve significant financial penalties, which are set out in the CCA and are applicable to each act or omission found to have breached the CCA. Maximum penalties set out in the CCA are not automatically applied and are assessed by a court on a case by case basis.

The ultimate scope and outcome of the investigation is uncertain, including the extent of any court proceedings or the scope and extent of any penalties or other remedies sought as part of those proceedings.

In the ordinary course of our business, we identify, and may continue to identify, issues that have the potential to impact our customers and reputation, or which do not meet our standards. There have been instances, which are among those the ACCC is investigating, where we have failed to meet the standards we set for ourselves. These include instances where our sales processes were not followed, and where our complaint and debt recovery procedures were applied in a way that did not deliver good customer outcomes. While we have taken steps to respond to these issues, and will continue to do so, contingent liabilities may exist in respect of actual or potential claims, compensation payments and/or refunds arising from issues which we identify and instances such as these. Where we identify these issues, we make disclosures in accordance with accounting standards, or our other legal disclosure obligations, or provide for such liabilities as required;

6. **regulation constraining investment decisions:** our ability to invest in our business including new technologies may be constrained by regulatory risk. As part of the pack of legislation introduced by the Commonwealth Government to establish the national broadband network (see below), the Telecommunications Act 1997 (Cth) was amended to prohibit the operation of networks which are built, altered or extended after 1 January 2011 so that they become capable of supplying superfast carriage services to residential or small business customers without those networks being operated on a 'wholesale only' basis (i.e. structurally separated) and supplying a mandatory layer 2 Ethernet bitstream service to access seekers. On 14 December 2014, the Minister for Communications issued a new carrier licence condition applying to all carriers, including Telstra, which imposed additional requirements on the operation of such networks. The Telecommunications Legislation Amendment (Competition and Consumer) Bill was introduced in the Australian House of Representatives on 28 November 2019. It is currently before the Australian Senate and, if passed, will further tighten the legislative constraints on building, altering or extending networks supplying superfast services to residential customers. This Bill and the carrier licence condition could have an adverse effect on our ability to invest in such networks in the future;
7. **information disclosure:** regulation or regulators may require the disclosure of information in a manner which does not protect confidentiality and which will be damaging to our commercial interests and the security of our networks;
8. **spectrum:** our ability to operate a competitive mobile business is highly dependent on having ongoing access to sufficient spectrum. The availability of spectrum is subject to Ministerial discretion in consultation with the ACMA and the ACCC, and spectrum auctions are often competitive and can include competition limits. If we are not successful over time in securing sufficient spectrum at auction for the medium to longer term at an acceptable price and at the required time, then mobile network products and services (including the introduction of 5G) are likely to be more difficult to provide economically and efficiently which may result in competitive disadvantage, poorer performance levels and associated customer dissatisfaction. It may also limit introduction of the products and services that are necessary to drive increased revenue growth and profitability;
9. **SSU compliance:** we have entered into a Structural Separation Undertaking ("**SSU**") which obliges us to commit to increased equivalence and transparency measures between our retail and wholesale businesses, until 1 July 2020. We have implemented a comprehensive compliance framework across our business for the SSU. Failure to comply with the SSU may lead to significant enforcement action by the ACCC, including financial penalties. Further, an extension of the period during which we are subject to the SSU, which is at the discretion of the Minister, will require us to retain the compliance framework for longer than anticipated; and
10. **Telecommunications Sector Security Reform:** the Telecommunications Sector Security Reform ("**TSSR**") was implemented in September 2018 with the aim of strengthening the framework for managing national security risks to Australia's telecommunications networks. Under the reform, the Home Affairs Minister could direct us to cease using or supplying a carriage service, or cease doing something in connection with operating our networks/facilities or supplying a carriage service, within very short timeframes if the Home Affairs Minister considers the use or supply would be prejudicial to security. We could also be directed to provide information or produce documents if the Home Affairs Minister believes that the information or document is relevant to assessing compliance with our TSSR security obligations. Telstra may also be liable for civil penalties if it is deemed to be non-compliant. Telstra could also incur significant costs if the Attorney General issued a direction regarding a change to a network where Telstra was already advanced in that process.

Because of these regulatory factors, there is a risk that we are, and could be, exposed to significant limitations, uncommercial imposts, penalties and compensation payments in relation to our current and future activities and assets. This may make it prudent on some occasions for us to cease, or choose not to engage in, business activities in which we might otherwise engage; or avoid, defer or abandon certain capital projects. These regulatory risks could therefore have an adverse effect on our ability to pursue certain business opportunities and activities and the returns we can generate on our assets and could benefit our competitors. This may in turn adversely affect our operations, competitiveness and financial performance.

Further, changes in governmental policy and regulation may also have an impact on us. In addition to changes in laws and regulations, the policies and practices of governments and regulators may change and political developments may have an unexpected or adverse impact on market conditions generally or specifically affect our activities, business or practices. As we consider investment opportunities in offshore markets we also face exposure to regulation and regulatory bodies in those jurisdictions.

## Economic conditions

Domestic and international economic conditions may adversely impact Telstra's financial performance.

For example, the current novel coronavirus (COVID-19) outbreak is having a profound impact on business, has caused stock markets worldwide to lose significant value and impacted global economic activity, and it is possible that it will cause a prolonged global economic crisis or recession.

The impact of COVID-19 on economic conditions is volatile and uncertain, and may affect Telstra in ways that are not currently known or foreseen. Like many businesses the impact on Telstra is expected to be material and will depend on how the situation and its impact on the economy and our customers evolve. The measures that may be taken by governments, regulators, communities and businesses (including Telstra) to respond to an outbreak of COVID-19 could also lead to material or prolonged disruptions to our business and staff. As at the date of this Offering Circular, the impact of COVID-19 is a rapidly evolving situation. There will likely be more impacts for Telstra from a financial perspective through this unprecedented period and there is a possibility Telstra's financial performance could be materially adversely impacted.

## National Broadband Network

For an overview of the nbn™ network as it relates to Telstra, see the "Corporate Profile – National Broadband Network and its impact on Telstra" section on pages 35 to 36 inclusive of this Offering Circular.

There are risks related to successfully transitioning to be an access seeker and reseller on the nbn™ network and serving our fixed line customers in a lower-margin environment. Transitioning to the nbn™ network exposes us to a potential loss in fixed line market share and income, increased costs and poor customer experiences. A successful transition is necessary to maintain our share in the fixed market and build future products that will drive growth from our core business. There are also risks related to the delivery of planning, design, construction and construction management services to NBN Co, including that we will be able to do so at an appropriate margin.

Our experience to date is that the nbn™ network is having a very material impact on the economics of the whole telecommunications industry in Australia and has triggered a step change in the competitive environment. The rollout of the nbn™ network is also impacting customer satisfaction overall, including impacts caused by the connection experience, connection speeds and affordability. Wholesale broadband prices through NBN Co are also impacting margins for resellers, making the economics for nbn™ resellers such as Telstra challenging, in some cases to the point where providing an nbn™ service is uneconomic. The nbn™ network will also have one off and recurring impacts on our earnings (including, without limitation, as a result of increased connectivity virtual circuit ("CVC") and access virtual circuit ("AVC") payments to NBN Co and reductions in fixed, voice and Data & internet protocol ("IP") revenues including wholesale). The agreements we have signed with NBN Co and the Government (referred to as the "Definitive Agreements") partially compensate us for the effect of the nbn™ network. Further detail on payments under the Definitive Agreements are set out in the "National Broadband Network and its impact on Telstra" section on pages 35 to 36 of this Offering Circular.

However, the impact of the nbn™ network goes beyond those agreements, including through transitioning costs and ongoing operational costs (including access payments, cost to connect charges and commercial works costs). The rollout of the nbn™ network will also to a lesser extent impact useful lives of other assets (including transmission and switching technologies), which will not be transferred to NBN Co. The impact of the rollout and its estimated completion has been considered in our asset service lives and is reported in our 2019 Annual Report and 2020 Half Year Report.

As at 31 December 2019, we estimate that we have absorbed 2.1 billion of the net negative recurring impact from the rollout of the nbn™ network on our EBITDA. We estimate we are now around 60 per cent of the way through that impact.

In addition, while the Definitive Agreements (which originally became unconditional on 7 March 2012, and were revised with effect from 26 June 2015) are expected to provide benefits and opportunities for Telstra, they also involve a number of material risks and operational challenges.

These risks include the possibility that:

- the underlying assumptions made by Telstra in assessing the Definitive Agreements prove incorrect, including in relation to the advantages and disadvantages and the alternative options considered, and the speed and density of the rollout of the nbn™ fibre network;
- Telstra may not meet its obligations under the Definitive Agreements, such as meeting the agreed fitness standards for the infrastructure to be made available to NBN Co in the required timeframes;

- Telstra’s transition from a vertically integrated provider of services on its own copper network and HFC cable network to becoming a reseller and user of services on the nbn™ network is more costly or challenging than anticipated and may adversely impact our margin as a reseller; and
- NBN Co may not be able to provide the services for which Telstra will rely on NBN Co.

The revised Definitive Agreements which came into effect in 2015 relate to facilitating a change in the technology which NBN Co is deploying to a multi-technology mix (“**MTM**”) model including Fibre to the Node (“**FTTN**”), Fibre to the Basement (“**FTTB**”), Fibre to the Curb (“**FTTC**”) and HFC in addition to Fibre to the Premises (“**FTTP**”) deployment. The revised Definitive Agreements contemplate the progressive transfer of ownership of certain copper and HFC assets to NBN Co to facilitate the MTM model. While we have retained existing shareholder protections and also negotiated new protections for shareholders in lieu of the protection that our continued ownership of those assets provided under the original Definitive Agreements, the new protections may not turn out to deliver the same level of protection that continued ownership afforded under the original Definitive Agreements. Detailed information on the revised Definitive Agreements can be found at <http://www.telstra.com.au/aboutus/media/media-releases/telstra-signs-revised-nbn-definitive-agreements-1>.

## Competition

The telecommunications industry in Australia and internationally is competitive and subject to significant change (including in respect of the accelerating pace of technological change and the transition to 5G). We are today in one of the most dynamic and challenging periods the company has faced. For example, the industry is facing competitive dynamics that have led to increasing pressure on both fixed and mobile margins.

We face significant competition from local and international competitors, including carriers, carriage service providers and Over the Top (“**OTT**”) service providers, which compete vigorously for customers in the various markets and sectors in which we operate. This competition comes from existing competitors (which may include mergers of existing operators) as well as new and emerging competitors with lower cost bases, and agile, innovative business models.

The effect of increasingly competitive market conditions, including any decline in the pricing, purchase and use of our products and services, may adversely impact on our earnings and assets.

In our mobile business, there is also an increasing number of mobile virtual network operators (“**MVNOs**”). We are also seeing continued pressure on mobile pricing, increasing data allowances, additional OTT service providers and the anticipated introduction of new 5G mobile offerings.

In the market for fixed broadband services provided over the nbn™, competition remains significant, with continued downward pressure on pricing.

We are also experiencing strong competition in our other businesses such as Network Applications and Services (“**NAS**”), Data & IP, and our international businesses. In particular, we have experienced aggressive expansion by NBN Co into the enterprise Data & IP market along with increasing adoption by enterprise customers of lower margin SDWAN solutions.

Other competition risks include:

- innovation and disruptive technologies can cause market discontinuity, which adversely impacts on business models where there is failure to transition and adapt quickly;
- given the ongoing decline in revenues from our traditional high-margin fixed line public switched telephone network (“**PSTN**”) products and services, if we are not successful in increasing the revenues and profitability of our other products and services, this will negatively impact our overall financial performance;
- competition in the Australian telecommunications market and advertising market could cause us to lose market share and reduce our prices and profits from current products and services. We may also lose market share and revenue if we don’t adapt to changes in the industry and competitive landscape;
- the nbn™ network, in the longer term, could further accelerate the existing price and network based competition and the introduction of the nbn™ network and migration of customers to the nbn™ network is expected to accelerate fixed line competition and the decline in our fixed line voice revenues; and
- network and system failures could damage our reputation and earnings.

Effective innovation is fundamental in securing revenue streams and withstanding challenges from a changing competitor and industry landscape. Our capacity and ability to respond to the innovation challenge are related to the agility of our internal process and the capability and flexibility of our people. In order to compete effectively,

we may be required to make significant expenditures. There is no assurance that such expenditures will help us maintain or grow market share or that such investment will be adequate to address these issues.

### **Risks related to our T22 strategy and strategic investments**

Rapid changes in telecommunications technology and IT are lowering barriers to entry and challenging the ability of companies to compete in the telecommunications industry. Recent industry change is driven by accelerated decline in PSTN revenues, new mobile carrier entrants, the potential merger of existing operators, fixed to mobile migration for both voice and data, higher expectations of customers as they use more complex products and services, higher demand for speed and data and the difficulty of monetising that demand, product mix shift to lower-margin products, higher cost of goods sold (including mobile handsets, tablets, broadband modems and NAS hardware) and higher service fees (including, for example, for products such as Foxtel, mobile content and NAS related costs), increasing competition due to wholesale price reductions and increased price-based competition, changing business models flowing from innovation and disruptive technologies leading to market discontinuity and the rollout of the nbn™ network including CVC and AVC payments. These influences are changing the income mix of our products and the composition of our earnings and is resulting in lower margins and may make it challenging for us to develop new revenue streams.

There are risks that we will not be successful in delivering against our T22 strategy, and there are many influences on our future earnings, with the main influences being the net negative recurring impact of the rollout of the nbn™ network on our EBITDA (noted on page 20 of this Offering Circular), our ability to deliver productivity benefits via our productivity program (which is targeting annualised cost savings of A\$2.5 billion by FY22 when compared against base year FY16), and our ability to achieve growth in underlying earnings.

There are risks that our investments in networks and business initiatives will not be successful in maintaining our strategic advantage in a heavily competitive environment. The execution of our digitisation program also carries a significant level of risk due to the program's large scale, complexity, dependence on significant change in customer products and communication interfaces and the considerable cross-company efforts required to deliver its objectives of organisational speed and agility in a market that is constantly being disrupted by competitors and new technologies.

There is a risk that we will not be successful in delivering an excellent customer experience and then be able to differentiate from our competitors in the context of increasingly competitive markets.

It is important we have clear, transparent and timely communications with our stakeholders (including customers, shareholders, investors, government and regulators) about our company and corporate strategy, understand the views of our stakeholders and maintain good relationships with them to enable us to execute our strategy as intended. There is a risk that, if we are not successful in doing so, that may adversely affect our ability to execute our strategy.

### **Health, Safety, Wellbeing and Environment**

We inherently carry a high level of health, safety, wellbeing and environmental risk considering the nature of the infrastructure we maintain and the activities we undertake on a daily basis. This includes risks to employees, members of the public and environmental hazards associated with our work, our products and services and facilities in which we operate. Failure to identify and then eliminate or minimise these risks could affect our reputation with stakeholders and customers and expose us to regulatory action or litigation.

Concerns have been expressed by some that the emission of radio frequency electromagnetic energy (“**EME**”) by wireless technology including mobile telephone handsets and transmission equipment (for example, base stations) may pose health risks at exposure levels below existing guideline levels. Actual or perceived health risks could lead to decreased mobile communications usage, future legal claims and calls for increased regulatory restrictions in relation to mobile handsets and transmission equipment. We rely on the expert advice of national and international health authorities such as the World Health Organisation (“**WHO**”) and the Australian Radiation Protection and Nuclear Safety Agency (“**ARPANSA**”) – an agency of the Commonwealth Department of Health – for overall assessments of health and safety impacts. In addition, any widespread perception of EME risks may lead to decreased mobile communication usage, which may decrease our wireless business and may adversely affect our revenues and financial condition.

### **Sustainability**

Telstra has a corporate sustainability framework focussing on three key pillars; Responsible Business, Digital Futures and Environmental Solutions. Furthermore, Telstra recently announced three new climate change goals;

- to be carbon neutral in our operations from this year, 2020;
- to be renewable leaders by enabling renewable energy generation equivalent to 100 per cent of our consumption by 2025; and



- to reduce our absolute emissions by at least 50 per cent by 2030.

Within these pillars from time to time we may make targets and statements about our current and future sustainability. Every endeavour will be to do so but there is a risk we may not meet these targets and statements for reasons both within and outside of our control.

### **Supply of equipment and support services**

We are dependent on many third-party suppliers globally to source network infrastructure and other equipment (including customer hardware, such as mobile handsets), as well as network related and other significant support services. Our dependence on these third-party suppliers for support and delivery of core business functions and customer service means that supply chain incidents, issues, single points of failure and cyber attacks on our suppliers could impact their ability to provide these services, causing significant impacts to our customers. The withdrawal or removal from the market of one or more major third-party suppliers could also adversely affect our operations and could require additional capital or operational expenditures. In addition, commercial counterparties such as our suppliers, contractors and customers, may not comply with the standards we apply, causing adverse reputational, legal and financial impacts.

### **Cyber threats**

We may be exposed to cyber security risks, including cyber attacks, which could result in equipment failures, disruptions in our operations or network, and leakage and unauthorised dissemination of sensitive information about Telstra and our customers. Our inability to provide services to our customers as a result of, and the costs to remedy the damage arising from, such events may result in significant expense, loss of market share, regulatory action, customer claims and loss of reputation.

### **Privacy**

Failure to protect customer information, such as through a breach of security resulting in the unauthorised use or disclosure of our customers' personal information, could materially adversely impact our reputation, lead to customer complaints and claims for compensation. It could also result in breaches of privacy regulations and adverse determinations and directions to comply by privacy regulators and other authorities in Australia and overseas. Changes in technology which affect how personal information is collected and can be used, strengthening of data protection regulatory requirements including those relating to mandatory breach notifications in Australia and overseas, changes in our business model and how we digitise our business and changes in expectations from government and industry groups on issues like the collection and storage of metadata and data sovereignty, could increase these risks over time.

### **Conduct and reputation**

There may be instances where our conduct does not meet the standards we set for ourselves, does not deliver the right outcomes for our customers, or does not align with the heightened expectations of the community, regulators or our stakeholders, including conduct that relates to our sales, complaint handling and debt collection practices, as well as fraud or changes to internal practices. This may have an adverse impact on our reputation, our ability to attract and retain customers or employees and our financial position. These risks may also be heightened by factors such as the increasing use of social media and community activism. The actions of our competitors, customers or suppliers, or companies in which we hold strategic investments, as well as community perceptions of Telstra or the industry in which we operate may also give rise to the same risks.

Furthermore, failure, or perceived failure, to appropriately address these issues could give rise to additional regulatory risks and impact the regulatory change agenda, further damaging our reputation and integrity among our stakeholders.

### **Intellectual property risk**

Our intellectual property portfolio includes registered patents and trademarks and other intellectual property rights on which our technology, products, brands and services depend. Despite the steps that we have taken to protect our intellectual property, we cannot be certain that any rights will be granted, or renewed, or will be sufficiently broad to protect our technology, products, brands and services. Changes to intellectual property laws and regulations, or the practices of administrative bodies, may adversely affect our intellectual property. Third parties may use our intellectual property without authorisation or license, and may challenge the validity of our intellectual property.

We may inadvertently use the intellectual property of third parties without authorisation or licence, resulting in allegations being made or formal proceedings being brought against us. The outcome of formal proceedings is difficult to predict, and may be expensive and time consuming.

## **People and Culture**

The skills and experience of our people have an influence on our ability to deliver against our strategy. With the increasing competition for talent across the industry and as technology evolves, we are continuing to manage our ability to attract, retain and train our workforce. Some of the relevant industry skills are in short supply worldwide. A significant and/or prolonged inability to attract and retain skilled and experienced people as well as retain our corporate knowledge may impact our ability to remain competitive, and any increase in expenditures to recruit and retain skilled and experienced employees may adversely affect our profitability and net income.

Our workforce is reducing, with a structure and way of working that is agile enough to deal with rapid change. This transformation leads to the risk that we may not be able to successfully create a culture that embraces change and simplification, and enables us to make the necessary adjustments to our business model and ways of operating.

## **Network and business resilience**

We have a vast geographical spread which increases the vulnerability of our network infrastructure to damage or interruption from a range of factors including floods, wind, storms, fires, power loss, equipment failures, cable cuts, accidents, intentional wrongdoing, and/or dependency on key suppliers. The networks and systems that make up our infrastructure require regular maintenance and upgrades that may cause disruption. They may also be dependent on the ongoing support of key suppliers.

A high dependency on technology and increased integration of customer services means disruptions to our networks can significantly impact the continuity of our business operations and delivery of services to our customers. The occurrence of natural disasters, power outages or other unanticipated problems at our facilities or any other damage to, or failure of, our networks and/or systems could result in consequential interruptions in service across our integrated infrastructure. Given the breadth and complexity of our underlying infrastructure, we expect our exposure to climate change-related risk will increase over time in line with the frequency and intensity of extreme weather events. Network and/or system failures, hardware or software failures, cyber attacks, growth of network traffic or human errors could also affect the quality of our services and cause temporary service interruptions.

Our IT systems are complex and there is a risk that our ability to support strategic priorities in customer service and growth products may be delayed. Our IT systems can also be subjected to viruses, denial of service and other similar attacks and external threats which may damage our systems and data and those of our customers. Any of these occurrences could result in customer dissatisfaction and damages or compensation claims, as well as reduced earnings.

The occurrence of any or all of these risks may have a material adverse impact on our operations, competitiveness and financial performance.

## **Subsidiaries, international operations, mergers & acquisitions, joint ventures and other equity Investments**

Some of our domestic and international activities are conducted through subsidiaries, joint ventures and other equity investments and, under the governing documents for some of these entities, certain matters such as the approval of business plans and decisions as to capital invested and the timing and amount of cash distributions require the agreement of our co-participants. Our co-participants may have different approaches with respect to the investment and the markets in which they operate and on occasions we may be unable to reach agreement with them. Any dispute or disagreement from time to time with our partners may negatively affect our ability to pursue our business strategies.

In some cases, strategic or venture participants may choose not to continue their participation. In addition, our arrangements with our co-participants may expose us to additional investment, capital expenditure or financing requirements. There are also circumstances where we do not participate in the control of, or do not own a controlling interest in an investment, and our co-participants may have the right to make decisions on certain key business matters with which we do not agree.

In addition, we may not be able to achieve targeted benefits from or successfully implement planned transactions, such as acquisitions, divestments, mergers or joint ventures. Such transactions may fail to realise the benefit we originally anticipated. Furthermore, we may not succeed in integrating acquired operations with our existing businesses. As a result, there is a risk that Telstra may end up making significant impairments and write-downs in the value of assets which have been acquired.

Where we have made equity investments, entered into ventures, or set up operations in countries other than Australia we may also be affected by the political, economic, health, regulatory and legal environments operating in those countries which are different from those in Australia. As a result, our international operations may be subject to numerous unique country risks, including multiple and conflicting regulations, changes in regulatory

requirements, foreign investment regulations, regulatory compliance interpretations and enforcement practices, changes in political and economic stability, and fluctuations in exchange rates, as well as the spread of infectious disease. These factors could materially and adversely affect our future revenues, operating results and financial condition, or negatively affect our ability to pursue our business strategies with respect to the concerned entities or business objectives and the markets in which they operate.

We have exposure to the equity markets through the defined benefit component of our superannuation fund as described in Note 5.3 of the financial statements in our 2019 Annual Report which is incorporated by reference into this Offering Circular (see "Documents incorporated by reference" on page 9 of this Offering Circular).

### **Financial markets and exchange rate risk**

Volatility in financial markets may impact our ability to fund our business in a similar manner, and at a similar cost, to the funding raised in the past. Other risks we may face are over reliance on a particular funding source or a simultaneous increase in funding costs across a broad range of sources. At some times in recent years, global credit markets have experienced difficult conditions and volatility. Challenging market conditions generate increased risks from decreased liquidity, reduced availability of borrowings, greater volatility, widening of credit spreads and lack of price transparency in credit markets. Changes in investment markets, including changes in interest rates, exchange rates and returns from equity, property and other investments will affect our financial performance.

Foreign currency exchange risk arises primarily from foreign currency borrowings, transactional exposures relating to receipts and payments settled in foreign currencies or with prices dependent on foreign currencies, and trade and other creditor balances denominated in a foreign currency. It also arises from the translation into Australian dollars of net assets of foreign controlled entities which have a foreign functional currency. A portion of our profits is derived from offshore business activities, which are conducted in a broad range of currencies. As such, changes in currency exchange rates may adversely impact our financial results and operations.

We use derivative financial instruments to assist in managing our exposure to financial risks, including market risks (interest rate risk and foreign currency risk), credit risk and liquidity risk. However, there is no guarantee that any measures taken will be successful in managing such risks.

### **Insurance risk**

Telstra buys insurance as protection against some risk exposures where the potential for loss is at material levels. Some types of losses such as those resulting from wars, acts of terrorism or asbestos related disease, are not generally insurable. This inability to insure, or the economic decision not to obtain insurance, could result in significant financial loss upon the occurrence of a major uninsured event.

### **Tax risk**

Future tax developments or changes to tax laws or their interpretation may also have a material adverse effect on the Telstra Group. We operate in a range of jurisdictions with different tax regimes which are subject to change. Our after tax earnings may be impacted by changes to our tax treatment or the tax treatment of any of our controlled entities.

## **FACTORS WHICH ARE MATERIAL FOR THE PURPOSE OF ASSESSING RISKS ASSOCIATED WITH NOTES ISSUED UNDER THE PROGRAM**

In this section "Risk factors - Factors which are material for the purpose of assessing risks associated with Notes issued under the Program", we, us, our and Telstra all mean the Issuer.

### **Risk factors associated with the terms of the Notes**

The risks of a particular Note will depend on the terms of the relevant Note, but may include, without limitation, the possibility of significant changes in:

- the values of the applicable currencies or interest rates; or
- the creditworthiness of entities other than Telstra.

Such risks generally depend on factors over which we have no control and which cannot readily be foreseen, such as economic and political events and the supply of and demand for the relevant currencies. Neither the current nor the historical price, value or performance of the relevant currencies or the relevant entities should be taken as an indication of future price, value or performance during the term of any Note.

## Market and related risks

The value of an investment in the Notes may fluctuate due to various factors, including investor perceptions, worldwide economic conditions, interest rates, debt market conditions and factors that may affect our financial performance and position. Notes may trade at a market price below their issue price.

In particular, the following risks may affect an investment in the Notes:

- **our financial performance and credit rating:** a change in our financial condition or credit rating may impact on the market value and the transferability of the Notes;
- **default risk:** if an event of default occurs under the Notes, or we (or any of our agents) fail to perform any obligation in relation to the Notes, such event or failure may impact on the value of an investment in the Notes, the transferability of the Notes and the ability of a holder to recover amounts due under the Notes;
- **unsecured investment:** Notes issued under the Program are unsecured and, in making an investment in the Notes, an investor is relying on our general ability to repay principal and pay interest at the time it is due and fulfil our other obligations in connection with the Notes, without recourse to any particular asset or security;
- **insolvency risk:** in the event that we become insolvent, insolvency proceedings will be governed by Australian law or the law of another jurisdiction determined in accordance with Australian law. The insolvency laws of Australia or that other jurisdiction, and the treatment and ranking of Noteholders, other creditors and shareholders under those laws, may be different from the position if we were subject to the insolvency laws of an investor's home jurisdiction;
- **market and liquidity risks:** Notes may have no established trading market when issued (for example, Notes may be allocated to a limited pool of investors), and one may never develop (and, if a market does develop, it may not be liquid). There is no obligation on the Dealers to effect secondary sales of the Notes and investors may not be able to sell their Notes easily or at prices that will provide them with a yield comparable to similar investments that have a developed trading or secondary market. Illiquidity may have a severely adverse effect on the market value of the Notes;
- **interest rate risks:** an investment in fixed rate Notes involves the risk that subsequent changes in market interest rates may adversely affect the value of such fixed rate Notes. Increases in relevant interest rates may adversely affect the market value of the Notes.

In addition, the market value of Notes issued at a substantial discount or premium to their nominal amount may fluctuate more in relation to general changes in interest rates than to prices for conventional interest-bearing securities;

- **currency risk:** we will pay principal and interest on the Notes in the currency in which the Notes are denominated which may present risks if an investor's financial activities are denominated principally in another currency, as exchange rates may significantly change over the tenor of the Notes. In addition, government and monetary authorities may impose exchange controls or devalue or change currencies (as some have done in the past) in a manner that could adversely affect the market value of the Notes. In particular, Notes denominated in Renminbi are subject to additional risks. Renminbi is not freely convertible or transferable and there are significant restrictions on remittance of Renminbi into and outside the PRC, which may affect the liquidity of such Notes and the relevant Issuer's ability to source Renminbi outside the PRC to service such Notes. If the relevant Issuer is unable to source Renminbi, it may pay holders of such Notes in U.S. dollars. Please refer to "Risks related to Notes denominated in Renminbi" below;
- **non-payment of instalments:** Notes may be issued where the issue price is payable in more than one instalment. Failure to pay any subsequent instalment could result in an investor losing all of its investment;
- **optional redemption risks:** where an optional redemption feature exists it may limit the market value of Notes. During any period if we elect to redeem the Notes, the market value of the Notes generally will not rise substantially above the price at which they can be redeemed. This also may be true prior to any redemption period. We may decide to redeem the Notes when our cost of borrowing is lower than the interest rate on the Notes. At those times, an investor may not be able to reinvest the redemption proceeds at an effective interest rate as high as the interest rate on the Notes being redeemed;

- **stub amounts:** in relation to Notes which have a denomination consisting of the minimum Specified Denomination (as defined in the Terms and Conditions of the Notes) plus a higher integral multiple of another smaller amount, it is possible that the Notes may be traded in amounts in excess of €100,000 (or its equivalent) that are not integral multiples of €100,000 (or its equivalent). In such a case an investor who, as a result of trading such amounts, holds a principal amount of less than the minimum Specified Denomination may not receive a definitive Note in respect of such holding (should definitive Notes be printed) and would need to purchase a principal amount of the Notes such that its holding amounts to a Specified Denomination;
- **stabilisation:** Notes may be subject to price stabilisation activities by the Stabilisation Manager(s). There is no guarantee that price stabilisation activities will occur, or in permitted jurisdictions or markets, that if they do, that they will be successful;
- **clearing system risk:** as one or more Series of Notes may be held by, or on behalf of, Euroclear, Clearstream, Luxembourg, CMU, Austraclear or another clearing system, investors will rely on their procedures for transfer and payment;
- **listing:** application has been made for the listing and quotation on the SGX-ST for any Notes to be issued under the Program and which are agreed at the time of issue thereof to be so listed on the SGX-ST. Such approval will be granted when such Notes (to the extent agreed to be so listed) are admitted to the Official List. Application may also be made for Notes issued under the Program to be listed on any other stock exchange (including the ASX) as specified in the relevant Pricing Supplement. No assurance can be given that once listed, quoted and/or traded on the SGX-ST and/or any other applicable stock or securities exchange the Notes will at all times remain listed on that stock or securities exchange and it may not be possible to list the Notes on any stock or securities exchange; and
- **majority decisions:** the conditions of the Notes contain provisions for calling meetings of holders to consider matters affecting their interests generally. These provisions permit defined majorities to bind all holders of Notes including holders who did not attend and vote at the relevant meeting and holders who voted in a matter contrary to the majority.

## **Changes in law and modifications to the terms and conditions of Notes**

### **General**

Changes in law, including a change to Telstra's legal status, control or tax residence and changes to the law governing the Notes, may alter the rights of investors from those at the time of the issue and may impact on the ability of an investor to enforce its rights as they existed at the date of issue.

Further, changes in governmental policy and regulation may also have an impact on us. In addition to changes in laws and regulations, the policies and practices of government regulators may change and political and diplomatic developments may have an unexpected or adverse impact on the terms and conditions of the Notes.

The Notes also contain provisions for calling meetings of investors to consider matters affecting their interests generally. These provisions permit defined majorities to bind all investors including such investors who did not attend and vote at the relevant meeting and investors who voted in a manner contrary to the majority.

### **Interest rate benchmarks**

#### ***The regulation and reform of "benchmarks" may adversely affect the value of Notes linked to or referencing such "benchmarks"***

Interest rates and indices which are deemed to be "benchmarks" (including, amongst others, the London Interbank Offered Rate ("**LIBOR**"), the Euro Interbank Offered Rate ("**EURIBOR**"), the Bank Bill Swap ("**BBSW**") rate and the Bank Bill Midmarket Settlement Rate in the New Zealand financial market ("**BKBM**") are and have been the subject of national and international regulatory review and reform, with further changes anticipated. These reforms may cause such benchmarks to perform differently than in the past, to disappear entirely, or have other consequences which cannot be predicted. Any such consequence could have a material adverse effect on any Notes linked to or referencing such a "benchmark".

In Australia, examples of reforms that are already effective include the replacement of the Australian Financial Markets Association as BBSW administrator with ASX Limited, changes to the methodology for calculation of BBSW, and amendments to the Corporations Act made by the Treasury Laws Amendment (2017 Measures No. 5) Act 2018 of Australia which, among other things, enable ASIC to make rules relating to the generation and administration of financial benchmarks. On 6 June 2018, ASIC designated BBSW as a "significant financial benchmark" and made the ASIC Financial Benchmark (Administration) Rules 2018 and the ASIC Financial

## Benchmarks (Compelled) Rules 2018.

In New Zealand, a recent reform has been made by way of the Financial Markets (Derivatives Margin and Benchmarking) Reform Amendment Act 2019, which is intended to ensure that the regulatory regime supporting the New Zealand bill benchmark rate (BKBM) meets EU equivalence standards under the Benchmarks Regulation. Once this Act is in full force, it will provide an opt-in licensing regime for administrators of financial benchmarks (such as BKBM). The expectation is that the NZFMA, which administers BKBM, will opt-in to this licensing regime.

In Europe, the Benchmarks Regulation was published in the Official Journal of the European Union on 29 June 2016 and has applied in the EU since 1 January 2018. The Benchmarks Regulation applies to the provision of benchmarks, the contribution of input data to a benchmark and the use of a benchmark within the EU. It, among other things, (i) requires benchmark administrators to be authorised or registered (or, if non-EU-based, to be subject to an equivalent regime or otherwise recognised or endorsed) and (ii) prevents certain uses by EU supervised entities of "benchmarks" of administrators that are not authorised or registered (or, if non-EU based, not deemed equivalent or recognised or endorsed).

These reforms (including the Benchmarks Regulation) could have a material impact on any Notes linked to or referencing a "benchmark", in particular, if the methodology or other terms of the "benchmark" are changed in order to comply with the requirements imposed thereunder. Such changes could, among other things, have the effect of reducing, increasing or otherwise affecting the volatility of the published rate or level of the "benchmark".

More broadly, any of the international or national reforms, or the general increased regulatory scrutiny of benchmarks, could increase the costs and risks of administering or otherwise participating in the setting of a benchmark and complying with any such regulations or requirements. For example, the sustainability of LIBOR has been questioned as a result of the absence of relevant active underlying markets and possible disincentives (including possibly as a result of regulatory reforms) for market participants to continue contributing to such benchmarks. On 27 July 2017, the United Kingdom Financial Conduct Authority (the "FCA") announced that it will no longer persuade or compel banks to submit rates for the calculation of the LIBOR benchmark after 2021 (the "FCA Announcement"). In a further speech on 12 July 2018, the FCA emphasised that market participants should not rely on the continued publication of LIBOR after the end of 2021, which indicates that the continuation of LIBOR on the current basis cannot and will not be guaranteed after 2021. In addition, on 29 November 2017, the Bank of England and the FCA announced that, from January 2018, its Working Group on Sterling Risk-Free Rates has been mandated with implementing a broad-based transition to the Sterling Overnight Index Average ("SONIA") over the next four years across sterling bond, loan and derivative markets, so that SONIA is established as the primary sterling interest rate benchmark by the end of 2021.

Separate workstreams are also underway in Europe to reform EURIBOR using a hybrid methodology and to provide a fallback by reference to a euro risk-free rate (based on a euro overnight risk-free rate as adjusted by a methodology to create a term rate).

It is not possible to predict with certainty whether, and to what extent, LIBOR, EURIBOR, BBSW, BKBM or any other benchmark will continue to be supported going forwards. This may cause LIBOR, EURIBOR, BBSW, BKBM or any other such benchmark to perform differently than they have done in the past, and may have other consequences which cannot be predicted. The potential transition from LIBOR to SONIA or the elimination of LIBOR, EURIBOR, BBSW, BKBM or any other benchmark, or changes in the manner of administration of any benchmark, could require an adjustment to the terms and conditions of the Notes, or result in other consequences, in respect of any Notes referencing such benchmark. Such factors may have (without limitation) the following effects on certain benchmarks: (i) discouraging market participants from continuing to administer or contribute to a benchmark; (ii) triggering changes in the rules or methodologies used in the benchmark and/or (iii) leading to the disappearance of the benchmark. Any of the above changes or any other consequential changes as a result of international or national reforms or other initiatives or investigations, could have a material adverse effect on the value of and return on any Notes linked to, referencing, or otherwise dependent (in whole or in part) upon, a benchmark.

Investors should be aware that in the case of certain Notes, the terms and conditions of the Notes provide for certain fallback arrangements in the event that a published benchmark, including an inter-bank offered rate (such as LIBOR or EURIBOR) or another relevant reference rate (such as BBSW or BKBM) ceases to exist or be published or another Reference Rate Disruption Event (as defined in the terms and conditions of the Notes) occurs. These fallback arrangements include the possibility that the Interest Rate could be determined by reference to a Reference Rate Successor Rate and that adjustments and successor inputs may be applied to such Reference Rate Successor Rate to reduce or eliminate any economic prejudice or benefit (as the case may be) to Noteholders as a result of the replacement of the relevant benchmark or screen rate (as applicable) originally specified with the Reference Rate Successor Rate as further described in Condition 14.12 ("Benchmark discontinuation"). Investors should also be aware that although Condition 14.12 ("Benchmark discontinuation") requires the Issuer to act in good faith and in a commercially reasonable manner, the Issuer retains discretion in connection with the determination of the Reference Rate Successor Rate and related adjustments and successor inputs.

In certain circumstances, the ultimate fallback for the purposes of calculation of interest for a particular Interest Period may result in the Interest Rate for the last preceding Interest Period being used. This may result in the effective application of a fixed rate for Floating Rate Notes based on the rate which was last observed on the Relevant Screen Page or the initial Interest Rate applicable to such Notes on the Interest Commencement Date. In addition, due to the uncertainty concerning the availability of any Reference Rate Successor Rate, any determinations that may need to be made by the relevant Issuer and the involvement of any independent adviser, the relevant fallback provisions may not operate as intended at the relevant time.

Any of the foregoing could have an adverse effect on the value or liquidity of, and return on, any Notes which reference a benchmark rate.

Investors should consult their own independent advisers and make their own assessment about the potential risks imposed by the Benchmarks Regulation and other benchmark reforms and the potential for benchmarks to be discontinued in making any investment decision with respect to any Notes linked to or referencing a benchmark rate.

## **Credit Ratings**

One or more independent credit rating agencies may assign credit ratings to the Notes to be issued by us under the Program. The rating(s) (if any) of the Notes will be specified in the applicable Pricing Supplement. The rating(s) may not reflect the potential impact of all risks related to structure, market, additional factors discussed above, and other factors that may affect the market value of the Notes. (See also the information on credit ratings in “Overview of the Program” on pages 11 to 16 inclusive of this Offering Circular).

A credit rating is not a recommendation to buy, sell or hold securities and may be subject to suspension, cancellation, reduction or withdrawal at any time by the assigning rating agency. Each rating should be evaluated independently of any other rating. Credit ratings are for distribution only to a person (a) who is not a “retail client” within the meaning of section 761G of the Corporations Act and is also a sophisticated investor, professional investor or other investor in respect of whom disclosure is not required under Part 6D.2 or 7.9 of the Corporations Act, and (b) who is otherwise permitted to receive credit ratings in accordance with applicable law in any jurisdiction in which the person may be located.

## **An issue may not proceed**

The Issuer may decide not to proceed with an issue of Notes under the Program. Where this is the case, the investor will have no rights against the Issuer in relation to any expense incurred or loss suffered.

## **Risks relating to Notes denominated in Renminbi**

A description of risks which may be relevant to an investor in Notes denominated in Renminbi (“**Renminbi Notes**”) are set out below.

### ***There is only limited availability of Renminbi outside of the PRC, which may affect the liquidity of the Renminbi Notes and Telstra’s ability to source Renminbi outside of the PRC to service the Renminbi Notes:***

As a result of the restrictions by the PRC Government on cross-border Renminbi fund flows, the availability of Renminbi outside of the PRC is limited. While the People’s Bank of China (the “**PBoC**”) has entered into agreements (the “**Settlement Arrangements**”) on the clearing of Renminbi business with financial institutions (the “**Renminbi Clearing Banks**”) in a number of financial centres and cities, including but not limited to Hong Kong, has established the Cross-Border Inter-Bank Payments System to facilitate cross-border Renminbi settlement and is further in the process of establishing Renminbi clearing and settlement mechanisms in a number of other jurisdictions, the current size of Renminbi-denominated financial assets outside the PRC is limited.

There are restrictions imposed by the PBoC on Renminbi business participating banks in respect of cross-border Renminbi settlement, such as those relating to direct transactions with PRC enterprises. Furthermore, Renminbi business participating banks do not have direct Renminbi liquidity support from the PBoC, although the PBoC has gradually allowed participating banks to access the PRC’s onshore inter-bank market for the purchase and sale of Renminbi. The Renminbi Clearing Banks only have limited access to onshore liquidity support from the PBoC for the purpose of squaring open positions of participating banks for limited types of transactions and are not obliged to square for participating banks any open positions resulting from other foreign exchange transactions or conversion services. In cases where the participating banks cannot source sufficient Renminbi through the above channels, they will need to source Renminbi from outside the PRC to square such open positions.

Although it is expected that the offshore Renminbi market will continue to grow in depth and size, its growth is subject to many constraints as a result of PRC laws and regulations on foreign exchange. There can be no

assurance that new PRC regulations will not be promulgated or that the Settlement Arrangements will not be terminated or amended in the future, which will have the effect of restricting the availability of Renminbi outside the PRC. The limited availability of Renminbi outside of the PRC may affect the liquidity of the Renminbi Notes. To the extent that the Issuer is required to source Renminbi in the offshore market to service the Renminbi Notes, there can be no assurance that the Issuer will be able to source such Renminbi on satisfactory terms, if at all. If the Issuer is unable to source Renminbi, it may pay Noteholders in U.S. dollars pursuant to Condition 19.5 (“Payment of U.S. Dollar Equivalent”).

***Renminbi is not freely convertible and there are significant restrictions on the remittance of Renminbi into and out of the PRC which may adversely affect the liquidity of the Renminbi Notes:***

Renminbi is not freely convertible at present. The government of the PRC (the “**PRC Government**”) continues to regulate conversion between Renminbi and foreign currencies, including the Hong Kong dollar. However, there has been significant reduction in control by the PRC Government in recent years, particularly over trade transactions involving the import and export of goods and services as well as other frequent routine foreign exchange transactions. These transactions are known as current account items.

On the other hand, remittance of Renminbi into and out of the PRC for settlement of capital account items, such as capital contributions, debt financing and securities investment, is generally only permitted upon obtaining specific approvals from, or completing specific registrations or filings with, the relevant authorities on a case-by-case basis and is subject to a strict monitoring system. Regulations in the PRC on the remittance of Renminbi into and out of the PRC for settlement of capital account items are being developed.

Although Renminbi was added to the Special Drawing Rights basket created by the International Monetary Fund in 2016, and policies further improving accessibility to Renminbi to settle cross-border transactions in foreign currencies were implemented by the PBoC in 2018, there is no assurance that the PRC Government will continue to gradually liberalise control over cross-border remittance of Renminbi in the future, that the schemes for Renminbi cross-border utilisation will not be discontinued or that new regulations in the PRC will not be promulgated in the future which have the effect of restricting or eliminating the remittance of Renminbi into or out of the PRC. Despite a Renminbi internationalisation pilot programme and efforts in recent years to internationalise the currency, there can be no assurance that the PRC Government will not impose interim or long-term restrictions on the cross-border remittance of Renminbi. In the event that funds cannot be repatriated out of the PRC in Renminbi, this may affect the overall availability of Renminbi outside the PRC and the ability of the Issuer to source Renminbi to finance its obligations under Notes denominated in Renminbi.

***Investment in Renminbi Notes is subject to exchange rate risks:***

The value of Renminbi against other foreign currencies fluctuates from time to time, and is affected by changes in the PRC and international political and economic conditions as well as many other factors. Recently, the PBoC implemented changes to the way it calculates Renminbi’s daily mid-point against the U.S. dollar to take into account market-maker quotes before announcing such daily mid-point. This change, and other changes that may be implemented, may increase the volatility in the value of the Renminbi against foreign currencies. All payments of interest and principal with respect to the Renminbi Notes will be made in Renminbi, save as provided in Condition 19.5 (“Payment of U.S. Dollar Equivalent”). If an investor measures its investment returns by reference to a currency other than Renminbi, an investment in Renminbi Notes entails foreign exchange related risks, including possible significant changes in the value of Renminbi relative to the currency by reference to which an investor measures its investment returns. If the value of Renminbi depreciates against another foreign currency, the value of the investment made by a holder of the Renminbi Notes in that foreign currency will decline.

***Payments in respect of the Renminbi Notes may only be made in the manner specified in the terms and conditions relevant to the Renminbi Notes:***

All payments to investors in respect of the Renminbi Notes will be made solely (i) for so long as the Renminbi Notes are represented by global certificates held with the common depositary for Euroclear and Clearstream, Luxembourg or any alternative clearing system, by transfer to a Renminbi bank account maintained in Hong Kong or a financial centre in which a Renminbi Clearing Bank clears and settles Renminbi, if so specified in the relevant Pricing Supplement in accordance with prevailing Euroclear or Clearstream, Luxembourg rules and procedures, (ii) for so long as the Renminbi Notes are represented by global certificates lodged with a subcustodian for, or registered with, the CMU, by transfer to a Renminbi bank account maintained in Hong Kong in accordance with prevailing CMU rules and procedures, or (iii) for so long as the Renminbi Notes are in definitive form, by transfer to a Renminbi bank account maintained in Hong Kong or a financial centre in which a Renminbi Clearing Bank clears and settles Renminbi, if so specified in the Pricing Supplement, in accordance with prevailing rules and regulations. The Issuer cannot be required to make payment by any other means (including in any other currency or by transfer to a bank account in the PRC).

***Gains on the transfer of the Renminbi Notes may become subject to income taxes under PRC tax laws:***



Under the PRC Enterprise Income Tax Law, the PRC Individual Income Tax Law and the relevant implementing rules, each as amended from time to time, any gain realised on the transfer of Renminbi Notes by non-PRC resident enterprise or individual Holders may be subject to PRC enterprise income tax (“EIT”) or PRC individual income tax (“IIT”) if such gain is regarded as income derived from sources within the PRC. The PRC Enterprise Income Tax Law levies EIT at a rate of 20 per cent of the PRC-sourced gains derived by such non-PRC resident enterprise from the transfer of Renminbi Notes but its implementation rules have reduced the EIT rate to 10 per cent. The PRC Individual Income Tax Law levies IIT at a rate of 20 per cent of the PRC-sourced gains derived by such non-PRC resident individual Holders from the transfer of Renminbi Notes.

However, uncertainty remains as to whether the gain realised from the transfer of the Renminbi Notes by non-PRC resident enterprise or individual Holders would be treated as income derived from sources within the PRC and thus become subject to EIT or IIT. This will depend on how the PRC tax authorities interpret, apply or enforce the PRC Enterprise Income Tax Law, the PRC Individual Income Tax Law and the relevant implementing rules. According to the arrangement between the PRC and Hong Kong, for the avoidance of double taxation, Holders who are residents of Hong Kong, including enterprise Holders and individual Holders, will not be subject to EIT or IIT on capital gains derived from a sale or exchange of the Renminbi Notes.

Therefore, if non-PRC resident enterprise or individual Holders are required to pay EIT or IIT (as applicable) on gains derived from the transfer of the Renminbi Notes, unless there is an applicable tax treaty between the PRC and the jurisdiction in which such non-PRC resident enterprise or individual Holders of Renminbi Notes reside that reduces or exempts the relevant EIT or IIT, the value of their investment in the Renminbi Notes may be materially and adversely affected.

## Corporate profile

In this section “Corporate profile”, **we, us, our, Telstra, Company** and **Telstra Group** all mean Telstra Corporation Limited, an Australian corporation, and its controlled entities taken as a whole.

Our financial year ends on 30 June. Unless we state differently, the following applies:

- **year, financial year** or **FY** means the year ended 30 June; and
- **2019** means **calendar year 2019** and similarly for other calendar years.

All amounts are expressed in Australian dollars (**A\$**), unless otherwise stated.

### Introduction

Telstra is a leading telecommunications and technology company.

Our origins date back to 1901, when the Postmaster-General's Department was established by the Australian government to manage all domestic telephone, telegraph and postal services, and to 1946, when the Overseas Telecommunications Commission was established by the Australian government to manage international telecommunications services.

Since then, we have undergone many changes and were incorporated as an Australian public limited liability company in November 1991. Telstra Corporation Limited is a company limited by shares, incorporated and operating under the Corporations Act.

As at 28 February 2020, Telstra Corporation Limited had on issue 11,893,297,855 fully paid ordinary shares. At the date of this Offering Circular we are not, directly or indirectly, controlled by any of our shareholders.

Our shares are quoted on the ASX and on the New Zealand Stock Exchange. We comply with the ASX Corporate Governance Council's Corporate Governance Principles and Recommendations (third edition).

The business address for Telstra Corporation Limited and each of its directors and senior executives is:

The Company Secretary  
Telstra Corporation Limited  
Level 41, 242 Exhibition Street  
Melbourne Vic 3000  
Australia

Phone: +61(3) 8647 2629

Email: [companysecretary@team.telstra.com](mailto:companysecretary@team.telstra.com)

The Telstra Group consists of a significant number of Australian and foreign subsidiaries. A list of Telstra's material controlled entities is provided in Note 6.1.1, and our joint ventures and associated entities are listed in Note 6.2.1 of the financial statements in our 2019 Annual Report (in each case, as at the date of those financial statements) which is incorporated into this Offering Circular by reference (see “Documents incorporated by reference” on page 9 of this Offering Circular). Information regarding the controlled entities in the Telstra Group as at 30 June 2019 can also be found on our website at <https://www.telstra.com.au/aboutus/investors/financial-information/financial-results>.

### Strategy

On 20 June 2018, Telstra announced a new strategy to lead the Australian market by simplifying its operations and product set, improving customer experience and reducing its cost base.

The strategy, named T22, has four pillars:

- radically simplify our product offerings, eliminate customer pain points and create all-digital experiences;
- establish a standalone infrastructure business unit to drive performance and set up optionality post the nbn™ rollout;
- greatly simplify our structure and ways of working to empower our people and serve our customers; and
- industry-leading cost reduction programme and portfolio management.

T22's four pillars are enabled by a \$3 billion program of strategic investments, announced in 2016, to transform our network and digital capabilities.

### Core operational segments

Our main functions currently operate under the following core operational segments:

- **Telstra Consumer and Small Business** – provides telecommunication products, services and solutions across mobiles, fixed and mobile, broadband, telephony and Pay TV/IPTV and digital content to consumer and small business customers in Australia. It also controls the operation of inbound and outbound call centres, Telstra shops (owned and licensed) and the Telstra dealership network and delivers online self-service capabilities for customers, from buying to billing and service requests;
- **Telstra Enterprise** – is responsible for sales and contract management for large business and government customers in Australia and globally, the management of Telstra's network outside Australia in conjunction with Networks and IT, and Telstra InfraCo segments, product management and delivery of advanced technology solutions and services, including data and Internet Protocol ("IP") networks, mobility services, and Network Applications and Services ("**NAS**") products such as managed networks, unified communications, cloud, industry solutions and integrated services and monitoring in Australia and globally, and delivery of outcome-based, transformative technology solutions through Telstra Purple, Telstra's technology services business;
- **Telstra InfraCo** – is a wholesale provider of a wide range of telecommunication products and services delivered over Telstra networks and associated support systems to other carriers, carriage service providers and internet service providers. It holds fixed network infrastructure including data centres, non-mobiles related domestic fibre, copper, HFC cables, international subsea cables, exchanges, poles, ducts and pipes. Effective from 1 July 2020, Telstra InfraCo's asset accountabilities will also include our whole fibre network (including mobile backhaul), mobile towers (but exclude PSTN and legacy fixed) and satellites. It also provides access to our fixed network infrastructure assets to other Telstra business units, wholesale customers and NBN Co, and provides NBN Co with long-term access to certain components of our infrastructure and certain network services. The segment includes results previously reported under Telstra Wholesale excluding one-off nbn™ Infrastructure Ownership Payments, and nbn™ network services to NBN Co under the Definitive Agreements, and commercial contracts, previously reported under Telstra Operations. Further detail about the nbn™ network and Telstra can be found in the "National Broadband Network" section at pages 20 to 21 inclusive of this Offering Circular;
- **Networks and IT (previously Telstra Operations)** – delivers overall planning, design, engineering architecture and construction of Telstra networks, technology and information technology solutions. It also delivers network technologies and digital platforms and capabilities to enable digital experiences. It is responsible for the building and management of the shared platforms, infrastructure, cloud services, software and technologies for all internal functions; and
- **Other Segments** – certain items of income and expense relating to multiple reportable segments are recorded by our corporate areas and included in the Other Segments category. This category also includes Product and Technology, Global Business Services ("**GBS**") and New Business (including Telstra Health).

### Main activities

Our main activities include the provision of:

- **mobile telecommunications services** – we offer 5G, 4GX, 4G and/or 3G post-paid and pre-paid mobile services to our customers. Services we offer include data services, voice calling, video calling, text and multimedia messaging throughout Australia and between Australia and international destinations using our Telstra, Boost and Belong@ brands. We also provide machine to machine ("**M2M**") communications services, a suite of internet of things ("**IOT**") services and devices, mobile application products and services, as well as mobile broadband and a range of information, entertainment and connectivity services;
- **basic access services to many homes and businesses in Australia** – our basic access service includes installing and maintaining connections between customers and our fixed network (using nbn™ components and/or our network elements) for delivering basic and enhanced telephone services and providing basic voice and internet services. Along with basic access services, we provide handsets and other devices for sale and rental to help customers use our services more effectively and professional services to help customers get the most out of their phone and internet services;

- **enhanced fixed services** – in addition to basic access services, we provide access to voice, data and video services including long-distance calls, international calls to and from Australia and value-added services such as voicemail, call waiting, call forwarding and call conferencing;
- **broadband access and content** – we offer a range of internet products and packages under our Telstra and Belong® brands. These products include broadband internet services to consumer and small business customers via HFC cable, satellite, ADSL, Telstra's own fibre optic cable, Wi-Fi network (including Telstra Air), the nbn™ network, wireless technologies and mobile services, which allows customers to browse and purchase a broad range of up-to-date information and entertainment;
- **media services** – we provide a portfolio of media content and platforms including our Telstra TV® streaming device, subscription TV (including Foxtel services), streaming video, movies, music and leading sport (including, as at the date of this Offering Circular, AFL, AFLW, NRL, Super Netball and A-League soccer) and news content across IP, fixed and mobile connectivity;
- **online services** – we offer online self-service capabilities for customers, from browsing to buying and billing service requirements;
- **an extensive range of Enterprise services in Australia and internationally** – including:
  - new generation data and internet services including business grade internet solutions;
  - the 'Connect IP' solution range, which is a standardised, end-to-end, IP-based Wide Area Networks ("WANs") offering that integrates network management and data connectivity with customer premises equipment, allowing for data transfer between customer sites;
  - a global IP network with extensive reach which integrates with our unrivalled Australian mobile network;
  - Network Application Services ("NAS") which uses our IP network in Australia and globally to deliver unified communications (including IP Telephony), cloud, managed networks and security services to our enterprise, government and business customers; and
  - a number of other data and specialised services, including digital data services, voice-grade dedicated lines, network transaction / electronic funds transfer at point of sale ("EFTPOS") services and video and audio network services as well as domestic and international frame relay and ATM products. Telstra Internet Direct also provides business customers with dedicated internet access within Australia at access transmission rates up to one gigabit per second ("Gbps"). We also provide wholesale internet access products for use by licensed carriers, ISPs and CSPs;
- **supply of equipment** – we are the leading provider of payphones in Australia and, as part of our customer voice, data, mobile and service solutions, we provide equipment for rental or sale to our customers. Our Universal Service Obligation ("USO") requires us (among other things) to make payphone services reasonably accessible throughout Australia;
- **health** – we launched Telstra Health in October 2014 and invest or partner with health-related companies to enable us to offer technology services designed to improve efficiency, productivity and increase the quality of health care;
- **cyber security** – we currently have three security operations centres in Australia which enable us, or us in partnership with our customers, to monitor an enterprise's networks; and
- **wholesale services to other carriers, CSPs and ISPs** – in addition to providing products for resale, we provide a range of other products specifically tailored for wholesale customers. These include:
  - interconnection services, including originating and terminating access to our fixed and mobile networks, and long distance pre-selection services;
  - certain network services to NBN Co under the Definitive Agreements;
  - carrier access to our network facilities such as ducts, towers and exchange spaces;
  - Unconditioned Local Loop Service ("ULLS") and Line Sharing Service ("LSS");
  - domestic and international transmission services;

- broadband and voice services over the nbn™ network, ADSL broadband, ethernet backbone and traditional data services; and
- mobile products and services.

We also manage and deliver a range of services for wholesale customers. These include product and service provisioning, ordering and activation, billing, fault reporting and end-user and product transfer.

### Subscription television

Foxtel is a leading Australian provider of subscription television services and streaming. This includes traditional broadcast services and streaming applications (Kayo and Foxtel Now). In April 2018, Telstra and News Corp announced the completion of the transaction to combine Foxtel and FOX SPORTS Australia. Telstra has a 35 per cent shareholding in the combined entity and News Corp has 65 per cent.

### International investments

We operate the largest subsea cable network in the Asia-Pacific region, with a unique and diverse set of infrastructure, including one of the largest integrated data centre footprints in the region. We continue to invest to meet increasing demand for connectivity.

We also have licenses in Asia, Europe and the Americas and facilitate access to over 2,000 Points of Presence in 230 countries and territories across the globe.

Our other international investments include our joint ventures in the PRC (Telstra PBS) and Indonesia (telkomtelstra).

### National Broadband Network and its impact on Telstra

The Australian Commonwealth Government has created a publicly-owned national broadband network, known as the nbn™ network, to deliver wholesale broadband services to residential and business premises in Australia. In June 2011, Telstra entered into Definitive Agreements with NBN Co and the Commonwealth. Together with regulatory undertakings given to the ACCC and associated Government policy commitments, this created the framework for Telstra's participation in the rollout of the nbn™ network. In December 2014 Telstra, NBN Co and the Commonwealth entered into revised Definitive Agreements to accommodate the use of a wider range of network technologies.

Commitments under revised Definitive Agreements include:

- Telstra progressively disconnecting copper services and HFC broadband services that are provided to premises in the nbn™ Fixed Line Footprint as the nbn™ network is rolled out;
- Telstra providing NBN Co with long-term access to large volumes of parts of its infrastructure (including dark fibre links, exchange rack spaces and ducts), as well as initial access to lead-in conduits (which will then be transferred by Telstra to NBN Co as lead-in fibre is installed in the lead-in conduit); and
- the Commonwealth implementing a package of measures including: (i) increased funding for Telstra's provision of services under the Universal Service Obligation ("USO"); (ii) funding for the retraining of certain Telstra staff and for certain customer migration costs; and (iii) arranging for NBN Co to conduct a public education campaign that informs end users about the nature and timing of the rollout of the nbn™ network in their area.

At the conclusion of the nbn™ network rollout, Telstra will substantially rely on this network to offer fixed line services inside the nbn™ Fixed Line Footprint. Telstra continues to retain and operate the Telstra mobile network, Next IP™ core fibre network and backhaul fibre network. Telstra will also retain and operate some copper network and will continue to provide voice and broadband services in areas outside the nbn™ network. Telstra will also retain ownership of the infrastructure accessed by NBN Co (except for lead-in conduits).

In return for its participation in the rollout of the nbn™ network, Telstra receives payments from NBN Co under the Definitive Agreements including:

- Infrastructure Ownership Payments ("IOPs") received over the duration of the rollout of the nbn™ network for the transfer of lead-in conduits, certain copper and Hybrid Fibre-coaxial ("HFC") assets and associated passive infrastructure to NBN Co;
- Infrastructure Access Payments ("IAPs") for long-term access to our ducts and pipes received during the rollout of the nbn™ network and over a remaining average contracted period of 30 years;

- Per Subscriber Address Amount (“PSAA”) payments for the permanent disconnection of Telstra copper and HFC services as the rollout of the nbn™ network progresses; and
- other payments for NBN Co’s long-term access to other Telstra infrastructure, including dark fibre and exchange rack space.

For any given period, amounts ultimately received from NBN Co may vary. A change in the nbn™ network rollout progress and/or the final number of these premises could result in a material change to the amounts received by Telstra.

In addition, the Commonwealth made policy commitments to:

- make NBN Co responsible for installing fibre in new developments of 100 or more premises approved after 1 January 2011 as well as in smaller developments in areas that the nbn™ network will reach within 12 months as it is being rolled out; and
- in 2017, following a Productivity Commission inquiry into the USO, establish a Universal Service Guarantee (“USG”) to provide all Australian premises with access to both voice and broadband services, examine whether Telstra’s voice USO should be reformed or removed as part of the establishment of the USG, and work with Telstra on any proposed changes to the USO.

Since December 2014, Telstra has entered into a number of agreements with NBN Co under which Telstra will supply planning and design services to support the rollout of the nbn™ network as well as the provisioning of services and maintenance. In April 2016, Telstra and NBN Co entered into a HFC Delivery Agreement under which Telstra will supply to NBN Co planning, design, construction and construction management services within the existing Telstra HFC footprint.

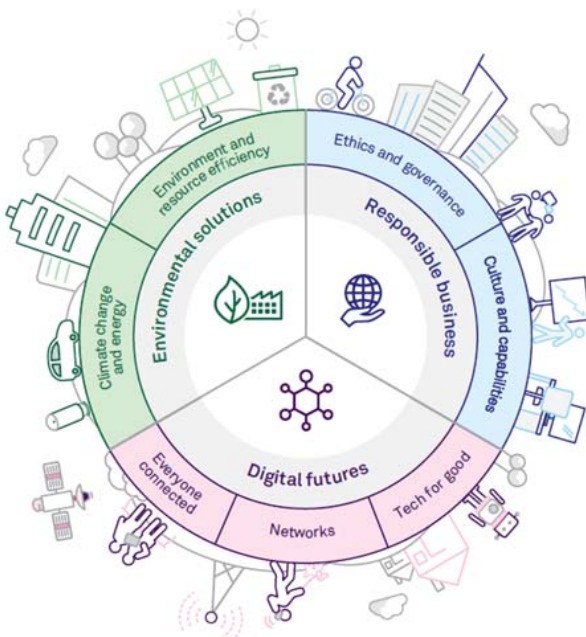
NBN Co’s Corporate Plan 2020-2023 included confirmation that it anticipates completion of construction of the nbn™ access network by 30 June 2020. NBN Co anticipates connecting a total of more than 7 million residential and business premises by the time the build is complete.

For further important information, including how the nbn™ network is impacting our business, see the “Risk Factors – National Broadband Network” section on pages 20 to 21 inclusive of this Offering Circular.

## Sustainability

### Telstra’s Sustainability Strategy

Telstra’s sustainability framework reflects our most material topics, our Sustainable Development Goal priorities (see highlights on pages 37 to 38 inclusive of this Offering Circular), the areas in which we believe have the expertise to make a meaningful impact, and where we see opportunities to use innovative, tech-based solutions to help address major societal challenges and opportunities. It has three pillars:



**Responsible Business:** Telstra is committed to acting responsibly and being transparent and accountable, not just within our own operations but also through our supply chain and the organisations we partner with. We believe in creating and promoting a strong, values-based culture and we recognise that long-term success depends largely on how we do business. Across our operations, we promote a fair and responsible culture through our Code of Conduct, governance policies and mandatory compliance training, and reward employees who demonstrate our values.

**Digital Futures:** As digital technologies play an increasingly central role in our lives, there remains a significant gap between those who are connected and those who are not. We are focused on supporting those in our community most at risk of digital exclusion by:

- investing in our networks, particularly in regional and remote communities; and
- our Everyone Connected programs which:
  - keep people connected, especially when they're doing it tough. Over FY19 we helped around one million vulnerable customers to stay connected; and
  - build the digital skills and confidence of our vulnerable and diverse customers and communities and ensure our products, services and information are accessible and easy to use. Over FY19 we trained almost 36,000 people through our digital capability programs.

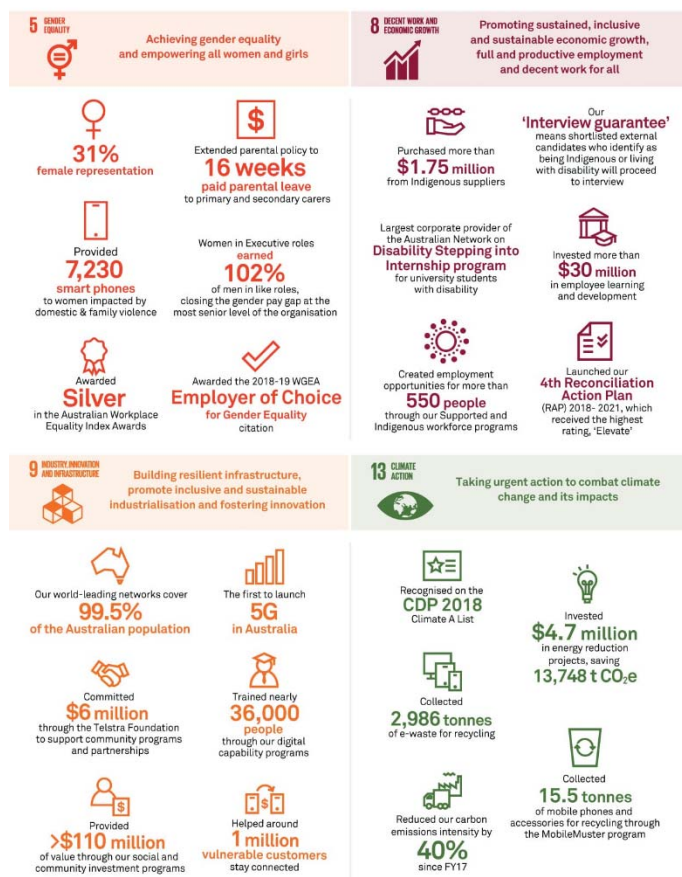
**Environmental Solutions:** We accept our responsibility to help facilitate low-carbon growth, to minimise our emissions, and to improve community resilience to a changing climate. We see technology as an essential enabler of low-carbon economic growth and are committed to managing our environmental impacts and helping our customers and communities to do the same by:

- in line with the Paris Agreement, committing to achieving net zero greenhouse gas emissions by 2050;
- being recognised by Carbon Disclosure Project on the 2019 climate A-list as only one of six Australian companies that achieved an A rating; and
- committing to three climate change goals:
  - to be carbon neutral in our operations from this year, 2020;
  - to be renewable energy leaders by enabling renewable energy generation equivalent to 100 per cent of our consumption by 2025; and
  - to reduce our absolute emissions by at least 50 per cent by 2030.

### **Sustainable Development Goals**

We see technology as an enabler of action in realising the United Nation's Sustainable Development Goals ("SDGs"). Our SDG priorities reflect the areas we believe Telstra is best placed to contribute to the realisation of these goals, given our role as a major Australian employer and a leading telecommunications and technology company.

## Delivering against the SDGs in FY19



Further information on Telstra's approach to sustainability can be found here:

<https://exchange.telstra.com.au/sustainability/>

## Responsible business

Telstra recognises the fundamental importance of doing business responsibly. A critical aspect of this is recognising the importance of continuously striving to improve outcomes for our customers and taking action if we don't meet the standards we set for ourselves. This reflects the business environment in which we operate, and the heightened expectations of the community, of regulators, and of our shareholders, as well as the expectation that regulators will investigate and take action if they believe that misconduct has occurred.

Telstra is subject to a range of laws and regulations in Australia and overseas, including in the areas of telecommunications, corporate law, consumer and competition law and occupational health and safety. Telstra is also subject to investigations and reviews from time to time by regulators. In Australia, the principal regulators that Telstra interacts with are the ACCC, the ACMA, ASIC and the ASX. Any regulatory investigations and reviews may result in enforcement action, litigation (including class action proceedings) or civil or criminal penalties. Telstra assesses each investigation and review that it is subject to for the purposes of preparing its financial statements in accordance with the accounting standards.

The ACCC is undertaking an investigation, launched in March 2019, into our sales, complaint handling and debt collection practices, to determine whether Telstra has engaged in misleading or deceptive conduct, unconscionable conduct, or made false or misleading representations, in breach of the CCA. The investigation has a specific focus on conduct towards Indigenous Australians, including in particular locations in the Northern Territory, Western Australia, Queensland, New South Wales and South Australia. It is also examining our conduct more broadly, including our sales, complaints handling and debt collection procedures, as they have been applied to our customers generally, and particularly vulnerable customers. We are cooperating with the ACCC's investigation, which involves extensive information and document requests. The investigation is ongoing, and its scope may change and broaden.

The ACCC's investigation follows investigations by both the Telecommunications Industry Ombudsman, one commencing in December 2016 and one in October 2018, and the ACMA, which commenced in June 2018, during which issues were raised and concerns were expressed about our sales practices, including in relation to



Indigenous Australians. These investigations concluded in 2018 and did not result in enforcement action by these bodies.

Any enforcement action arising from the ACCC investigation may involve significant financial penalties, which are set out in the CCA and are applicable to each act or omission found to have breached the CCA. Maximum penalties set out in the CCA are not automatically applied and are assessed by the court on a case by case basis.

Given that the ultimate scope and outcome of the investigation is uncertain, including the extent of any court proceedings or the scope and extent of any penalties or other remedies sought as part of those proceedings, arriving at an estimate of any financial impact would involve significant assumptions. Accordingly, we cannot estimate this with sufficient reliability. As required by accounting standards, no provision has been made to cover liabilities that may arise from this investigation as at 31 December 2019.

In the ordinary course of our business, we identify, and may continue to identify, issues that have the potential to impact our customers and reputation, or which do not meet our standards. There have been instances, which are among those the ACCC is investigating, where we have failed to meet the standards we set for ourselves. These include instances where our sales processes were not followed, and where our complaint and debt recovery procedures were applied in a way that did not deliver good customer outcomes. While we have taken steps to respond to these issues, and will continue to do so, contingent liabilities may exist in respect of actual or potential claims, compensation payments and/or refunds arising from issues which we identify and instances such as these. Where we identify these issues, we make disclosures in accordance with accounting standards, or our other legal disclosure obligations, or provide for such liabilities as required.

### Strategic framework for capital and portfolio management

The objectives of our capital management framework are maximising returns for shareholders, maintaining financial strength and retaining financial flexibility. We remain committed to:

- maintain balance sheet settings consistent with an A band credit rating;
- pay a fully-franked ordinary dividend of 70-90 per cent of underlying earnings<sup>1,3</sup>;
- target capex/sales ratio of around 14 per cent excluding spectrum from FY20<sup>4</sup>; and
- maintain flexibility for portfolio management and to make strategic investments.

In addition to the ordinary dividend, we intend to return in the order of 75 per cent of net one-off nbn™ receipts to shareholders over time via fully-franked special dividends<sup>2,3</sup>.

In order to maintain or adjust the capital structure, we may issue or repay debt, adjust the amount of dividends paid to shareholders, return capital to shareholders or issue new shares.

### Directors

As at the date of this Offering Circular, our directors are as follows:

Name	Position	Initial appointment	Last elected/re-elected
John P Mullen	Chairman (effective 27 April 2016), Non-executive Director	2008	2017
Andrew R Penn	Chief Executive Officer, Managing Director	2015	n/a
Eelco Blok	Non-executive Director	2019	n/a

<sup>1</sup> Underlying earnings is defined as NPAT from continuing operations excluding net one-off nbn™ receipts (as defined in footnote 2) and guidance adjustments. Guidance adjustments include one-off restructuring costs, impairments in and to investments or property, plant and equipment and intangible assets, proceeds on the sale of businesses, mergers and acquisitions and purchase of spectrum.

<sup>2</sup> "net one-off nbn™ receipts" is defined as net nbn™ one-off Definitive Agreement receipts (consisting of PSAA, Infrastructure Ownership and Retraining) less nbn™ net cost to connect less tax.

<sup>3</sup> The dividend is subject to no unexpected material events, and is subject to Board discretion having regard to financial and market conditions, business needs and maintenance of financial strength and flexibility consistent with Telstra's capital management framework.

<sup>4</sup> Capex is measured on an accrued basis and excludes expenditure on spectrum and externally funded capex and capitalised leases under AASB16 Leases.

Roy H Chestnutt	Non-executive Director	2018	2018
Niek Jan van Damme	Non-executive Director	2018	n/a
Craig W Dunn	Non-executive Director	2016	2020
Peter R Hearl	Non-executive Director	2014	2017
Elena Rubin	Non-executive Director	2020	n/a
Nora L Scheinkestel	Non-executive Director	2010	2020
Margaret L Seale	Non-executive Director	2012	2015

On 12 February 2020, Telstra announced the appointment of experienced Board Director, Elana Rubin, as a non-executive Director of the Telstra Board. Ms Rubin's appointment to the Board was effective from 14 February 2020. She will stand for election at Telstra's Annual General Meeting to be held on 13 October 2020.

Our 2019 Annual Report sets out: (i) further information about the directors of Telstra Corporation Limited; and (ii) the names and other information about the senior executives of the Telstra Corporation Limited who are not directors (including their functions at Telstra) and, where applicable, in respect of directors only, an indication of the principal activities performed by them outside Telstra where these are significant with respect to Telstra – see pages 28 and 29 of our 2019 Annual Report which is incorporated into this Offering Circular by reference (see "Documents incorporated by reference" on page 9 of this Offering Circular). The information regarding the directors and senior executives of the Telstra Group set out in the 2019 Annual Report is subject to publicly announced updates, including the ASX release of 6 October 2019 entitled "Telstra announces appointment of Kim Krogh Andersen as Group Executive, Product & Technology" <https://www.telstra.com.au/aboutus/investors/announcements>.

Information about the directors of Telstra Corporation Limited (including biographies) is updated periodically via <http://www.telstra.com.au/aboutus/our-company/present/the-board/>.

Information about the senior executives of Telstra Corporation Limited is updated periodically via <https://www.telstra.com.au/aboutus/ourcompany/present/leadership-team/>.

### Legal and arbitration proceedings

During the twelve months preceding the date of this Offering Circular, there have been no governmental, legal or arbitration proceedings involving us (nor are any such proceedings pending or threatened of which we are aware) which may have, or have had, a significant effect on our financial position or profitability.

Telstra separately notes the ACCC investigation described in the "Responsible business" section on pages 38 to 39 inclusive of this Offering Circular and that any enforcement action arising from the ACCC investigation may involve significant financial penalties, which are set out in the CCA and are applicable to each act or omission found to have breached the CCA.

### Recent developments

There have been no other significant changes in our prospects, financial position or trading position since the date of our last published Full Year Results or Half Year Results (as applicable), except as announced by Telstra to the SGX-ST (and as incorporated into this Offering Circular by reference (see "Documents incorporated by reference" on page 9 of this Offering Circular)).

### Credit rating

As at the date of this Offering Circular, we have the following debt ratings for long-term unsubordinated unsecured obligations:

- Moody's Investors Service Pty Limited: A2 (stable); and
- S&P Global Ratings Australia Pty Ltd: A- (stable).

### Further information

Further information about the Telstra Group is set out in our 2019 Annual Report and our 2020 Half Year Report, as those documents are incorporated by reference in, and form part of, this Offering Circular, (see "Documents incorporated by reference" on page 9 of this Offering Circular).

### Trade marks

™ and © denote trade marks of Telstra Corporation Limited (ABN 33 051 775 556).

nbn™, NBN Co and other nbn™ logos and brands are trade marks of NBN Co Limited and used under licence.

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## Terms and Conditions of the Notes

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*The following is the text of the terms and conditions that, subject to completion and amendment and as supplemented or varied in accordance with the provision of the relevant Pricing Supplement, shall be applicable to the Notes in definitive form (if any) issued in exchange for the Global Note(s) or the Global Certificate(s) representing each Series. Either (i) the full text of these terms and conditions together with the relevant provisions of the Pricing Supplement or (ii) these terms and conditions as so completed, amended, supplemented or varied (and subject to simplification by the deletion of non-applicable provisions), shall be endorsed on such Bearer Notes or on the Certificates relating to such Registered Notes. All capitalised terms that are not defined in these Conditions will have the meanings given to them in the relevant Pricing Supplement. Those definitions will be endorsed on the definitive Notes. References in the Conditions to “Notes” are to the Notes of one Series only, not to all Notes that may be issued under the Program.*

## **Part 1 Introduction**

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### **1 Introduction**

#### **1.1 Program**

Telstra Corporation Limited (ABN 33 051 775 556) (“**Issuer**”) has established a debt issuance program for the issuance of Notes with an aggregate principal amount not exceeding €15,000,000,000 (or the equivalent in other currencies at the date of issue of any Notes).

#### **1.2 Pricing Supplement**

Notes issued under the Program are issued in Series. Each Series may comprise one or more Tranches having one or more issue dates and on terms otherwise identical (other than in respect of the first payment of interest). Each Tranche is the subject of the Pricing Supplement which supplements these Conditions. In the event of any inconsistency between these Conditions and the relevant Pricing Supplement, the relevant Pricing Supplement prevails.

#### **1.3 Issue documentation**

Subject to applicable Directives, the Issuer may issue Notes under the Program in any applicable country including Australia, New Zealand, Canada and countries in Europe and Asia (but not the United States). Notes issued in bearer form or registered form into capital markets outside Australia, New Zealand and the United States will be issued under the Euro Fiscal Agency Agreement or a Registry Services Agreement and have the benefit of the relevant Deed of Covenant. Notes issued in registered form into the Australian and New Zealand capital markets will be issued under the Australian Note Deed Poll and the New Zealand Note Deed Poll respectively. Notes issued in Canada and other jurisdictions outside the United States will be made pursuant to such other additional documentation as the Issuer considers appropriate and in agreement with the Program Documents and relevant Directives.

#### **1.4 The Notes**

All subsequent references in these Conditions to “Notes” are to the Notes which are the subject of the relevant Pricing Supplement. Copies of the relevant Pricing Supplement are available for inspection by Noteholders during normal business hours at the Specified Office of the Issuer or the relevant Agent.

#### **1.5 Summaries**

Certain provisions of these Conditions are summaries of the Euro Fiscal Agency Agreement, the Australian Registry Services Agreement, the New Zealand Registry Services Agreement and other Program Documents and are subject to their detailed provisions. The Noteholders and Couponholders are bound by, and are taken to have notice of, all the provisions of the relevant Agency Agreement applicable to them. A copy of the relevant Agency Agreement is available for inspection by Noteholders during normal business hours at the Specified Offices of each of the Issuer and the relevant Agents.

#### **1.6 Interpretation**

Defined terms and interpretation provisions are set out in Condition 37 (“Interpretation”). References to Euroclear and/or Clearstream, Luxembourg shall, wherever the context so permits, be deemed to include a reference to any additional or alternative clearing system approved by the Issuer and the Euro Fiscal Agent or the relevant Registrar, whether specified in the applicable Pricing Supplement or otherwise. References to CMU shall, whenever the context so permits, be deemed to include a reference to any additional or alternative clearing system approved by the Issuer and the CMU Lodging Agent (and, where relevant, the Fiscal Agent), whether specified in the applicable Pricing Supplement or otherwise.

## Part 2 Form, Denomination and Title

---

### 2 Form

#### 2.1 Bearer or registered

The Notes are issued as Bearer Notes or Registered Notes as specified in the applicable Pricing Supplement. In these Conditions and unless the contrary intention appears, references to “Notes” are to Bearer Notes or, as applicable, Registered Notes.

Prior to the issue of any Registered Notes, the Issuer will appoint a relevant Registrar.

#### 2.2 Definitive Bearer Notes

Definitive Bearer Notes are serially numbered and (other than in the case of Zero Coupon Notes) are issued:

- (a) with Coupons attached;
- (b) if specified in the relevant Pricing Supplement, with Talons for further Coupons attached; and
- (c) if repayable in instalments, with Receipts for the payment of the instalments of principal (other than the final instalment) attached.

#### 2.3 Registered Euro/CMU Notes

Registered Euro/CMU Notes are constituted by the Deed of Covenant specified in the relevant Pricing Supplement. A copy of the Deed of Covenant is available for inspection at the office of the relevant Registrar. Holders of such Registered Euro/CMU Notes are entitled to the benefit of, are bound by, and are deemed to have notice of all the provisions of the Deed of Covenant.

Registered Euro/CMU Notes are represented by registered certificates (“**Certificates**”) and, save as provided in Condition 9.3 (“Partial redemption or exercise of options in respect of Registered Euro/CMU Notes”), each Certificate shall represent the entire holding of Registered Notes by the same holder.

#### 2.4 Uncertificated Registered Notes and Global Notes

Uncertificated Registered Notes and Global Notes do not have Coupons, Talons or Receipts attached on issue.

#### 2.5 Canadian Domestic Notes

Canadian Domestic Notes have the benefit of the Deed of Covenant specified in the relevant Pricing Supplement and are represented by certificates, each certificate representing one or more Notes registered in the name of the recorded holder of such Canadian Domestic Notes.

#### 2.6 Zero Coupon Notes

In these Conditions in relation to Zero Coupon Notes, references to interest (other than in relation to interest due after the Maturity Date), Coupons, Couponholders and Talons are not applicable.

#### 2.7 Exchange of Bearer Notes and Registered Notes not permitted

Bearer Notes may not be exchanged for Registered Notes and *vice versa*.

---

### 3 Denomination

Bearer Notes and Registered Notes may be issued in one or more Specified Denominations as specified in the applicable Pricing Supplement, provided that Euro Notes must be issued in one or more Specified Denominations of €100,000 and integral multiples of €1,000 in excess thereof up to and including €199,000.

Notes of one Specified Denomination may not be exchanged for Notes of another Specified Denomination.

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#### 4 **Currency**

The Notes may be denominated in any Specified Currency, subject to compliance with all applicable legal, regulatory and central bank requirements.

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#### 5 **Status**

##### 5.1 **Status of the Notes**

The Notes constitute direct, unsubordinated and (subject to Condition 6 (“Negative pledge”)) unsecured obligations of the Issuer.

##### 5.2 **Ranking of Notes**

The Notes rank equally among themselves and at least equally with all other unsecured and unsubordinated obligations of the Issuer, except for liabilities mandatorily preferred by law.

---

#### 6 **Negative pledge**

##### 6.1 **Negative pledge**

So long as any Notes of any Series remain Outstanding the Issuer must not create or permit to subsist any Security Interest upon the whole or any part of its present or future property or assets to secure any:

- (a) Relevant Indebtedness; or
- (b) guarantee by the Issuer of Relevant Indebtedness of third parties,

unless in each case:

- (i) at the same time or prior thereto it secures the Notes equally and rateably with that Relevant Indebtedness; or
- (ii) granting or procuring to be granted such other Security Interest in respect of its obligations under all Notes of all Series as may be approved by an Extraordinary Resolution of the Noteholders.

##### 6.2 **Associated definitions**

In Condition 6.1 (“Negative pledge”):

**Relevant Indebtedness** means any obligation in respect of moneys borrowed or raised which is in the form of or evidenced by any note, bond, debenture, or other similar debt instruments which is, or are capable of being, listed, quoted, ordinarily dealt in or traded on any recognised stock exchange, over the counter or other securities markets.

**Security Interest** means any mortgage, charge, pledge, lien or other security interest other than:

- (a) one arising by operation of law; or
- (b) one provided for by one of the following transactions if the transaction does not secure payment or performance of an obligation:
  - (i) a transfer of an account or chattel paper;
  - (ii) a commercial assignment; or
  - (iii) a PPS Lease,

where “account”, “chattel paper”, “commercial consignment” and “PPS lease” have the same meanings given to them in the Personal Property Securities Act 2009 of Australia.

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**7 Title****7.1 Scope of this condition**

This Condition 7 ("Title") does not apply to Australian Domestic Notes or New Zealand Domestic Notes.

**7.2 Bearer Notes**

Title to Bearer Notes, Receipts and Coupons passes by delivery.

**7.3 Registered Euro/CMU Notes**

Title to the Registered Euro/CMU Notes passes by registration in the Euro/CMU Register which the Issuer shall procure to be kept by the Euro/CMU Registrar in accordance with the provisions of the Euro Fiscal Agency Agreement.

**7.4 Recognition of interests**

Subject to Condition 7.5 ("Global Notes"), and except as otherwise required by law, the Issuer, the Euro Fiscal Agent and the Euro/CMU Registrar (if applicable) must treat:

- (a) the bearer of any Bearer Note, Receipt or Coupon as the absolute owner of the Bearer Note, Receipt or Coupon; and
- (b) the person in whose name a Registered Euro/CMU Notes is registered as the absolute owner of the Registered Euro/CMU Notes.

This Condition applies whether or not a Note is overdue and despite any notice of ownership or writing on a Note or notice of any previous loss or theft of it.

**7.5 Global Notes**

For so long as a Bearer Note is represented by a Global Note held on behalf of a common depository for Euroclear and Clearstream, Luxembourg, or a sub-custodian for the CMU or a Registered Euro/CMU Note is represented by a Global Note registered in the nominee name of the Common Depository for Euroclear and Clearstream, Luxembourg, or deposited with a sub-custodian for the CMU, the Issuer and the Euro Fiscal Agent or the CMU Lodging Agent (as applicable) must treat:

- (a) for the purposes of payment of principal or interest on the principal amounts of those Notes, the bearer or registered holder of the relevant Global Note as the holder of the principal amount of those Notes in accordance with and subject to the terms of the relevant Global Note; and
- (b) for all other purposes, each person (other than Euroclear, Clearstream, Luxembourg or the CMU) who is for the time being shown in the records of Euroclear, of Clearstream, Luxembourg or of the CMU as the holder of a particular principal amount of a Global Note as the holder of the principal amount of those Notes.

Any certificate or other document issued by Euroclear, Clearstream, Luxembourg or the CMU as to the principal amount of Global Notes standing to the account of any person is conclusive and binding for all purposes, except in the case of manifest error.

**7.6 Payment of amounts in respect of Global Notes held through the CMU**

In respect of a Global Note held through the CMU, any payments of principal, interest (if any) or any other amounts shall be made to the person(s) for whose account(s) interests in the relevant Global Note are credited (as set out in a CMU Instrument Position Report or any other relevant notification supplied to the CMU Lodging Agent by the CMU as at the business day before the date for payment) and, save in the case of final payment, no presentation of the relevant Global Note shall be required for such purpose.

**7.7 Canadian Domestic Notes**

- (a) Title to Canadian Domestic Notes passes upon registration in a register which the Issuer must procure to be kept by the Canadian Registrar in accordance with the provisions of the Canadian Registry Services Agreement.



- (b) Subject to Condition 11 (“Transfers of Canadian Domestic Notes”) and except as otherwise required by law, the Issuer and the Canadian Registrar must treat the registered holder of any Canadian Domestic Note as the absolute owner of that Canadian Domestic Note for all purposes, whether or not such Canadian Domestic Note is overdue and notwithstanding any notice of ownership, theft or loss or any writing thereon made by anyone.

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## **8 Title to Australian and New Zealand Domestic Notes**

### **8.1 Defined terms**

In this Condition 8:

- (a) “**Note**” means an Australian Domestic Note or a New Zealand Domestic Note, as the case may be;
- (b) “**Register**” means the Australian Register or the New Zealand Register, as the case may be; and
- (c) “**Registrar**” means the Australian Registrar or the New Zealand Registrar, as the case may be.

### **8.2 Registered form**

Each Note takes the form of an entry in the Register. No certificate will be issued in respect of it, unless the Issuer determines that certificates should be made available or that they are required by law.

### **8.3 Effect of entries in Register**

Each entry in the Register in respect of a Note constitutes:

- (a) a separate and individual acknowledgment to the Noteholder by the Issuer of the indebtedness of the Issuer to that Noteholder;
- (b) an unconditional and irrevocable undertaking by the Issuer to the Noteholder to make all payments of principal and interest in respect of the Note in accordance with these Conditions; and
- (c) an entitlement to the other benefits given to the Noteholders under these Conditions in respect of the relevant Note.

### **8.4 Register conclusive as to ownership**

Entries in the Register in relation to a Note constitute conclusive evidence that the person so entered is the absolute owner of the Note, subject to correction for fraud or error.

### **8.5 Non-recognition of interests**

Except as required by law, neither the Issuer nor the Registrar is required to recognise:

- (a) a person as holding a Note on any trust; or
- (b) any other interest in any Note or any other right in respect of a Note except an absolute right of ownership in the registered holder, whether or not it has notice of the interest or right.

### **8.6 Joint holders**

Where two or more persons are entered in the Register as the joint holders of a Note then they are taken to hold the Note as joint tenants with rights of survivorship, but the Issuer is not bound to register more than four persons as joint holders of a Note.

## Part 3 Transfers

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### 9 No exchange of Notes; Transfers of Registered Euro/CMU Notes

#### 9.1 No exchange of Notes

Registered Notes may not be exchanged for Bearer Notes. Bearer Notes of one Specified Denomination may not be exchanged for Bearer Notes of another Specified Denomination. Bearer Notes may not be exchanged for Registered Notes.

#### 9.2 Transfer procedures

A Registered Euro/CMU Note may be transferred upon the surrender of the relevant certificate by which such Registered Euro/CMU Note is represented, together with the form of transfer endorsed on it duly completed and executed, at the specified office of the relevant Euro/CMU Registrar. In the case of a certificated Registered Euro/CMU Note, a new certificate will be issued to the transferee and in the case of a transfer of a Registered Euro/CMU Note which forms part only of a holding represented by a certificate, a new certificate in respect of the balance not transferred will be issued to the transferor.

*The forms of transfer will require the transferee to certify whether or not such person is an Australian resident, or a non-Australian resident that holds the Registered Euro/CMU Notes in carrying on business in Australia at or through a permanent establishment of the transferee in Australia and, if so, the transferee may provide a TFN or ABN or evidence that such person is not required to provide a TFN or ABN.*

#### 9.3 Partial redemption or exercise of options in respect of Registered Euro/CMU Notes

In the case of a partial redemption of a holding of Registered Euro/CMU Notes represented by a single Certificate or a partial exercise of the Issuer's or Noteholders' option to redeem in respect of a holding of Registered Euro/CMU Notes represented by a single certificate, a new certificate will be issued to the Noteholder in respect of the balance of the holding not redeemed or in respect of which the relevant option has not been exercised. In the case of a partial exercise of an option resulting in Registered Euro/CMU Notes of the same holding having different terms, separate certificates shall be issued in respect of those Registered Euro/CMU Notes of that holding that have the same terms. New certificates shall only be issued against surrender of the existing certificates to the Euro/CMU Registrar.

#### 9.4 Delivery of new certificates representing Registered Euro/CMU Notes

In the case of certificated Registered Euro/CMU Notes, each new certificate to be issued upon transfer of Registered Euro/CMU Notes will, within three Business Days (in the place of the specified office of the Euro/CMU Registrar) of receipt of such request for exchange or form of transfer, be available for delivery at the specified office of the Euro/CMU Registrar, or be mailed at the risk of the Noteholder entitled to the Registered Euro/CMU Note, to such address as may be specified in such request or form of transfer.

#### 9.5 Registration free of charge

Registration of Registered Euro/CMU Notes and Certificates on registration, transfer, partial redemption or exercise of an option will be effected without charge by or on behalf of the Issuer or the Euro/CMU Registrar (other than any insurance charges or any expenses of delivery (if applicable) by other than regular mail), but upon payment of (or the giving of such indemnity as the Euro/CMU Registrar may require in respect of) any tax or other governmental charges which may be imposed in relation to it.

#### 9.6 Closed periods

No Noteholder may require the transfer of a Registered Euro/CMU Note to be registered:

- (a) during the period of 15 days ending on the due date for any payment of principal or redemption amount on that Registered Euro/CMU Note;
- (b) during the period of 15 days before any drawing of Registered Euro/CMU Notes for redemption under Condition 18.3 ("Early redemption at the option of the Issuer (Issuer call)"); or
- (c) after any such Registered Euro/CMU Note has been drawn for redemption in whole or in part.

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## **10 Transfers of Australian and New Zealand Domestic Notes**

### **10.1 Defined terms**

In this Condition 10:

- (a) **“Note”** means an Australian Domestic Note or a New Zealand Domestic Note, as the case may be; and
- (b) **“Registrar”** means the Australian Registrar or the New Zealand Registrar, as the case may be.

### **10.2 Transfers in whole**

Notes may be transferred in whole but not in part.

### **10.3 Compliance with laws**

Notes may only be transferred if:

- (a) in the case of Australian Domestic Notes, the aggregate consideration payable by the transferee at the time of transfer is at least A\$500,000 (disregarding moneys lent by the transferor or its associates) or the offer or invitation giving rise to the transfer does not constitute an offer or invitation for which disclosure is required to be made to investors pursuant to Part 6D.2 or 7.9 of the Corporations Act;
- (b) in the case of New Zealand Domestic Notes, the offer or invitation giving rise to the transfer does not constitute a “regulated offer” within the meaning of section 41(1) of the Financial Markets Conduct Act 2013 of New Zealand (the **“NZ FMC Act”**), provided that Notes may not be transferred to any person that is a “wholesale investor” under the NZ FMC Act solely because that person is an “eligible investor” (within the meaning of clause 3(3)(a) of Schedule 1 of the NZ FMC Act) or meets the “investment activity criteria” specified in clause 38 of Schedule 1 of the NZ FMC Act; and
- (c) the transfer complies with any other applicable Directives.

### **10.4 Transfer procedures**

Australian Domestic Notes must be entered in the Austraclear System. Unless New Zealand Domestic Notes are entered in the NZClear System, application for the transfer of New Zealand Domestic Notes must be made by the lodgment of a transfer form with the New Zealand Registrar. Transfer forms are available from the New Zealand Registrar. Each form must be:

- (a) duly completed;
- (b) accompanied by any evidence as the New Zealand Registrar may require to prove the title of the transferor or the transferor’s right to transfer the New Zealand Domestic Note; and
- (c) signed by both the transferor and the transferee.

Notes entered in the Austraclear System or the NZClear System are transferable only in accordance with the Austraclear Regulations or the NZClear Regulations, as the case may be.

### **10.5 Restrictions on transfers**

Transfers will not be registered later than the close of business on:

- (a) in the case of Domestic Australian Notes, the eighth calendar day prior to the Maturity Date; or
- (b) in the case of New Zealand Domestic Notes, the tenth calendar day prior to the Maturity Date.

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## **11 Transfers of Canadian Domestic Notes**

### **11.1 Transfers of interests in Canadian Domestic Notes**

A Canadian Domestic Note may, upon the terms and subject to the conditions set forth in the Canadian Registry Services Agreement, be transferred in whole or in part in the Specified Denominations set out in the applicable Pricing Supplement. In order to effect any such transfer:

- (a) the holder or holders must:
  - (i) surrender the Canadian Domestic Note for registration of the transfer of that Canadian Domestic Note (or the relevant part of that Canadian Domestic Note) at the specified office of the Canadian Registrar, with the form of transfer thereon duly completed and executed by the holder or holders thereof or his or their attorney or attorneys duly authorised in writing; and
  - (ii) complete and deposit such other certifications as may be required by the Canadian Registrar; and
- (b) the Canadian Registrar must, after due and careful enquiry, be satisfied with the documents of title and the identity of the person making the request.

Any such transfer will be subject to such reasonable regulations as the Issuer and the Canadian Registrar may from time to time prescribe. Subject as provided above, the Canadian Registrar will, within three Business Days (being for the purpose of this Condition 11 a day on which banks are open for business in the place of the specified office of the Canadian Registrar) of receipt of the form of transfer (or such longer period as may be required to comply with any applicable fiscal or other laws or regulations) authenticate and deliver, or procure the authentication and delivery of, at its specified office to the transferee or (at the risk of the transferee) send by uninsured mail to such address as the transferee may request, a new Canadian Domestic Note of a like aggregate nominal amount to the Canadian Domestic Note (or the relevant part of the Canadian Domestic Note) transferred. In the case of the transfer of part only of a Canadian Domestic Note, a new Canadian Domestic Note in respect of the balance of the Canadian Domestic Note not transferred will be so authenticated and delivered or (at the risk of the transferor) sent to the transferor.

### **11.2 Costs of registration**

Noteholders will not be required to bear the costs and expenses of effecting any registration of transfer of Canadian Domestic Notes as provided above, except for any costs or expenses of delivery other than by regular uninsured mail and except that the Issuer may require the payment of a sum sufficient to cover any stamp duty, tax or other governmental charge that may be imposed in relation to the registration.

### **11.3 Closed Periods**

Neither the Issuer nor the Canadian Registrar is required:

- (a) in the event of a partial redemption of Canadian Domestic Notes under Condition 17 ("General provisions applicable to interest"):
  - (i) to register the transfer of Canadian Domestic Notes (or parts of Canadian Domestic Notes) during the period beginning on the 15th day before the date of the partial redemption and ending on the day on which notice is given specifying the serial numbers of Canadian Domestic Notes called (in whole or in part) for redemption (both inclusive); or
  - (ii) to register the transfer of any Canadian Domestic Note, or part of a Canadian Domestic Note, called for redemption; or
- (b) to register the transfer of Canadian Domestic Notes (or parts of Canadian Domestic Notes):
  - (i) during the period of 10 Business Days immediately prior to any Record Date in respect of that Note; or
  - (ii) during the period commencing on the Record Date in respect of the final Interest Payment Date in respect of that Note and ending on such Interest Payment Date.

## Part 4 Interest

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### 12 General

Notes may be either interest-bearing or non interest-bearing, as specified in the relevant Pricing Supplement. Interest bearing Notes may bear interest at either a fixed rate or a floating rate. In relation to any Tranche of Notes, the relevant Pricing Supplement may specify actual amounts of interest payable rather than, or in addition to, a rate or rates at which interest accrues.

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### 13 Fixed Rate Notes

#### 13.1 Application

This Condition 13 ("Fixed Rate Notes") applies to the Notes only if the relevant Pricing Supplement states that it applies.

#### 13.2 Interest on Fixed Rate Notes

Each Fixed Rate Note bears interest on its outstanding principal amount (or, if it is a Partly Paid Note, as specified in Condition 16.2 ("Interest Rate")) from (and including) the Interest Commencement Date at the Interest Rate. Interest is payable in arrears on each Interest Payment Date, subject as provided in Condition 19.4 ("Payments on business days").

#### 13.3 Fixed Coupon Amount

If a Fixed Coupon Amount is specified in the applicable Pricing Supplement, the amount of interest payable on each Interest Payment Date in respect of the Interest Period ending on that date will amount to the Fixed Coupon Amount and, if the Notes are in more than one Specified Denomination, will amount to the Fixed Coupon Amount for the relevant Specified Denomination.

#### 13.4 Broken Amount

Payments of interest on any Interest Payment Date will, if so specified in the applicable Pricing Supplement, amount to the Broken Amount so specified.

#### 13.5 No Fixed Coupon Amount or Broken Amount

Except in the case of Notes where a Fixed Coupon Amount or Broken Amount is specified in the applicable Pricing Supplement, interest will be calculated in respect of any period by applying the Interest Rate to:

- (a) in the case of Fixed Rate Notes which are represented by a Global Note, the aggregate outstanding nominal amount of the Senior Notes represented by such Global Note;
- (b) in the case of Fixed Rate Notes which are Australian Domestic Notes, the outstanding nominal amount of the Senior Note; and
- (c) otherwise, the Calculation Amount,

and, in each case, multiplying such sum by the applicable Day Count Fraction, and rounding the resultant figure to the nearest sub-unit of the relevant Specified Currency, half of any such sub-unit being rounded upwards or otherwise in accordance with applicable market convention.

Where the Specified Denomination of a Fixed Rate Note in definitive form comprises more than one Calculation Amount the amount of interest payable in respect of such Fixed Note shall be the aggregate of the amounts (determined in the manner provided above) for each Calculation Amount comprising the Specified Denomination without any further rounding.

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### 14 Floating Rate Note and Variable Interest Notes

#### 14.1 Application

This Condition 14 ("Floating Rate Note and Variable Interest Notes") applies to the Notes only if the relevant Pricing Supplement states that it applies.

#### 14.2 Interest on Floating Rate Notes and Variable Interest Notes

Each Floating Rate Note and Variable Interest Note bears interest on its outstanding principal amount (or, if it is a Partly Paid Note, the amount paid up) from (and including) the Interest Commencement Date at the Interest Rate. Interest is payable in arrear:

- (a) on each Interest Payment Date; or
- (b) if no Interest Payment Date is specified in the relevant Pricing Supplement, each date which falls the number of months or other period specified as the Specified Period in the applicable Pricing Supplement after the preceding Interest Payment Date, or, in the case of the first Interest Payment Date, after the Interest Commencement Date, subject, in each case, as provided in Condition 19.4 ("Payments on business days").

#### 14.3 Interest Rate

The Interest Rate payable in respect of a Floating Rate Note and Variable Interest Notes must be determined in the manner specified in the applicable Pricing Supplement and the following provisions of these Conditions relating to either ISDA Determination or Screen Rate Determination shall apply accordingly, depending upon which is specified in the relevant Pricing Supplement.

#### 14.4 ISDA Determination

If ISDA Determination is specified in the relevant Pricing Supplement as the manner in which the Interest Rate is to be determined, the Interest Rate applicable to the Notes for each Interest Period shall be determined by the Calculation Agent or other party responsible for the calculation of the Interest Rate as specified in the relevant Pricing Supplement (and references in this Condition 14.4 to "Calculation Agent" shall be construed accordingly) as a rate equal to the relevant ISDA Rate plus or minus (as appropriate) the Margin (if any).

For the purposes of this Condition 14.4, "**ISDA Rate**" for an Interest Period means a rate equal to the Floating Rate that would be determined by the Calculation Agent under a Swap Transaction under the terms of an agreement incorporating the ISDA Definitions and under which:

- (a) the Floating Rate Option is as specified in the relevant Pricing Supplement;
- (b) the Designated Maturity is a period specified in the relevant Pricing Supplement; and
- (c) the relevant Reset Date is the first day of that Interest Period unless otherwise specified in the relevant Pricing Supplement.

For the purposes of this Condition 14.4, "**Floating Rate**", "**Calculation Agent**", "**Floating Rate Option**", "**Designated Maturity**", "**Reset Date**" and "**Swap Transaction**" have the meanings given to those terms in the ISDA Definitions.

#### 14.5 Screen Rate Determination

Where Screen Rate Determination is specified in the relevant Pricing Supplement as the manner in which the Interest Rate is to be determined, the Interest Rate applicable to the Notes for each Interest Period will, subject as provided below, be either:

- (a) the Relevant Rate (where the Relevant Rate on the Relevant Screen Page is a composite quotation or is customarily supplied by one entity) which appears on the Relevant Screen Page; or
- (b) the arithmetic mean (rounded if necessary to the fifth decimal place, with 0.000005 being rounded upwards) of the Relevant Rates of the persons whose Relevant Rates appear on the Relevant Screen Page,

(expressed as a percentage rate per annum) at or about the Relevant Time, in the Relevant Financial Centre on the Interest Determination Date in question plus or minus (as indicated in the applicable Pricing Supplement) the Margin (if any), all as determined by the Calculation Agent or other party responsible for the calculation of the Interest Rate as specified in the relevant Pricing Supplement (and references in this Condition 14.5 to "Calculation Agent" shall be construed accordingly).

If Condition 14.5(b) applies and five or more of such Relevant Rates are available on the Relevant Screen Page, the highest (or, if there is more than one such highest Relevant Rate, one only of such Relevant Rates) and the lowest (or, if there is more than one such lowest Relevant Rate, one only of such Relevant Rates) shall be disregarded by the Calculation Agent for the purpose of determining the arithmetic mean.

If the Relevant Screen Page is not available or if, in the case of Condition 14.5(a) above, no such Relevant Rate appears (in the case of a Reference Rate that is specified as “BBSW”, by the time that is 15 minutes after the then prevailing Relevant Time in the Relevant Financial Centre) or, in the case of Condition 14.5(b) above, fewer than three Relevant Rates appear or, in the case of a Reference Rate that is specified as “BBSW”, such rate does appear but the Calculation Agent determines there is an obvious error in that rate, then (unless the Calculation Agent has been notified of any Reference Rate Successor Rate (and any related adjustments and successor inputs) pursuant to Condition 14.12 (“Benchmark discontinuation”) below, if applicable) the Calculation Agent shall request the relevant Reference Banks to provide the Calculation Agent with the rate or rates that each such Reference Bank is quoting to leading banks in respect of the Relevant Rate at approximately the Relevant Time in the Relevant Financial Centre on the Interest Determination Date in question. If two or more of the Reference Banks provide the Calculation Agent with such rate or rates, the Interest Rate for the Interest Period shall be the arithmetic mean (rounded if necessary to the fifth decimal place with 0.000005 being rounded upwards) of such rates plus or minus (as appropriate) the Margin (if any), all as determined by the Calculation Agent.

If on any Interest Determination Date one only or none of the Reference Banks provides the Calculation Agent with such rate or rates as provided in the preceding paragraph, the Interest Rate for the relevant Interest Period shall be the rate per annum which the Calculation Agent determines as being the arithmetic mean (rounded if necessary to the fifth decimal place, with 0.000005 being rounded upwards) of the rates (being the nearest equivalent to the Relevant Rate) that at least two out of five leading banks selected by the Calculation Agent in the Relevant Financial Centre are quoting at or about the Relevant Time on the Interest Determination Date to leading banks carrying on business in the Relevant Financial Centre; except that if fewer than two of such banks are quoting to leading banks in the Relevant Financial Centre, the Interest Rate shall be the Interest Rate determined on the previous Interest Determination Date (after readjustment for any difference between any Margin, Maximum Rate of Interest or Minimum Rate of Interest applicable to the preceding Interest Period and to the relevant Interest Period).

If the relevant Pricing Supplement specifies an alternate method for the determination of the Screen Rate Determination, then that alternate method will apply.

#### **14.6 Index Linked Interest Notes**

If the Index Linked Interest Note provisions are specified in the relevant Pricing Supplement as being applicable, the Interest Rate(s) applicable to the Notes for each Interest Period will be determined in the manner specified in the relevant Pricing Supplement.

#### **14.7 Maximum or Minimum Interest Rate**

If the applicable Pricing Supplement specifies a Minimum Rate of Interest for any Interest Period, then, in the event that the Interest Rate in respect of such Interest Period determined in accordance with the provisions of Conditions 14.4 (“ISDA Determination”) and 14.5 (“Screen Rate Determination”) above is less than such Minimum Rate of Interest, the Interest Rate for such Interest Period shall be such Minimum Rate of Interest. Unless otherwise stated in the applicable Pricing Supplement, the Minimum Rate of Interest shall be deemed to be zero.

If the applicable Pricing Supplement specifies a Maximum Rate of Interest for any Interest Period, then, in the event that Interest Rate in respect of such Interest Period determined in accordance with the provisions of Conditions 14.4 (“ISDA Determination”) and 14.5 (“Screen Rate Determination”) above is greater than such Maximum Rate of Interest, the Interest Rate for such Interest Period shall be the Maximum Rate of Interest specified in the applicable Pricing Supplement.

#### **14.8 Calculation of Interest Rate and interest payable**

The Calculation Agent or other party responsible for the calculation of the Interest Rate as specified in the relevant Pricing Supplement (and references in these Conditions 14.8 (“Calculation of Interest Rate and interest payable”) to 14.11 (“Determination final”) “Calculation Agent” shall be construed accordingly) must, as soon as practicable on or after determining the Interest Rate in relation to each Interest Period, calculate the amount of interest payable for the relevant Interest Period in respect of the outstanding principal amount of each Floating Rate Note and Variable Interest Note.

The Calculation Agent will calculate the amount of interest payable ("**Interest Amount**") on the Floating Rate Notes and Variable Interest Notes for the relevant Interest Period by applying the Interest Rate to:

- (a) in the case of Floating Rate Notes which are represented by a Global Note, the aggregate outstanding nominal amount of the Notes represented by such Global Note;
- (b) in the case of Floating Rate Notes which are Australian Domestic Notes, the outstanding nominal amount of the Note; or
- (c) otherwise, the Calculation Amount,

and in each case multiplying such sum by the applicable Day Count Fraction, and rounding the resultant figure to the nearest sub-unit of the relevant Specified Currency, half of any such sub-unit being rounded upwards or otherwise in accordance with applicable market convention.

Where the Specified Denomination of a Floating Rate Note or a Variable Interest Note which is in definitive form comprises more than one Calculation Amount, the Interest Amount payable in respect of such Note shall be the aggregate of the amounts (determined in the manner provided above) for each Calculation Amount comprising the Specified Denomination without any further rounding.

#### **14.9 Calculation of other amounts**

If the relevant Pricing Supplement specifies that any other amount is to be calculated by the Calculation Agent, the Calculation Agent must, as soon as practicable after the time or times at which any such amount is to be determined, calculate the relevant amount. The relevant amount must be calculated by the Calculation Agent in the manner specified in the relevant Pricing Supplement.

#### **14.10 Notification of Interest Rate, interest payable and other items**

The Calculation Agent must notify the Issuer, the relevant Registrar, the relevant Agent and the relevant Noteholders and any stock exchange, quotation system or other relevant authority on which the relevant Floating Rate Notes or Variable Interest Notes are for the time being admitted to listing, trading and/or quotation as soon as possible of:

- (a) each Interest Rate, the Interest Amount and each other amount, item or date calculated or determined by it together with the relevant Interest Payment Date; and
- (b) any amendment to any amount, item or date referred to in paragraph (a) arising from any extension or reduction in any relevant Interest Period or calculation period.

The Calculation Agent must give notice under this Condition 14.10 as soon as practicable after such determination but (in the case of each Interest Rate, the Interest Amount and Interest Payment Date) in any event not later than the fourth day of the relevant Interest Period. Notice must also be given promptly to Noteholders.

The Calculation Agent may amend any amount, item or date (or make appropriate alternative arrangements by way of adjustment) as a result of the extension or reduction of the Interest Period without prior notice but must notify each stock exchange or other relevant authority on which the relevant Floating Rate Notes or Variable Interest Notes are listed and the Noteholders after doing so.

#### **14.11 Determination final**

The determination by the Calculation Agent of all amounts, rates and dates falling to be determined by it under these Conditions (including the Interest Rate for any Interest Period and the amount of interest payable for any Interest Period in respect of any Note) is, in the absence of manifest error, final and binding on the Issuer, each Noteholder, the relevant Registrar, the relevant Agent and the Calculation Agent.

#### **14.12 Benchmark discontinuation**

Notwithstanding the provisions in Condition 14.5 ("Screen Rate Determination") above, if the Issuer determines that a Reference Rate has been or will be affected by a Reference Rate Disruption Event, then the following provisions shall apply:

- (a) The Issuer:



- (i) shall determine the Reference Rate Successor Rate;
- (ii) may, if it determines it to be appropriate, also determine an adjustment factor or an adjustment methodology to make such Reference Rate Successor Rate comparable to the relevant Reference Rate; and
- (iii) may, if it determines it to be appropriate, also determine successors to one or more of the Business Day Convention, Business Day, Day Count Fraction, Relevant Financial Centre, Relevant Time, Relevant Screen Page, Interest Determination Date or other relevant input for calculating such Reference Rate Successor Rate,

and such successor rate together, if applicable, with such other adjustments and successor inputs shall, from the date determined by the Issuer to be appropriate, be used to determine the relevant Interest Rate(s) (or the relevant component part(s) thereof) for all relevant future payments of interest on the Notes (subject to the further operation of this Condition 14.12).

- (b) If, in respect of any Interest Determination Date, the Issuer is unable to make any of the determinations in Conditions 14.12(a)(i), 14.12(a)(ii) or 14.12(a)(iii) in accordance with paragraph (a) above, the relevant Reference Rate in respect of:
  - (i) that Interest Determination Date shall be the Reference Rate determined as at the last preceding Interest Determination Date; and
  - (ii) any subsequent Interest Determination Date shall be determined in accordance with paragraph (a) above and, if necessary, this paragraph (b).
- (c) In making its determinations in accordance with this Condition 14.12, the Issuer:
  - (i) shall act in good faith and in a commercially reasonable manner; and
  - (ii) may appoint an independent financial institution or other independent adviser at its own expense or consult with such other sources of market practice as it considers appropriate,

but otherwise may make such determinations in its discretion.
- (d) The Issuer shall promptly (and in the case of the Calculation Agent only, not less than 10 Business Days prior to the relevant Interest Determination Date) notify the relevant Registrar, the party responsible for determining the Interest Rate and, in accordance with Condition 33 (“Notices to Noteholders”), the Noteholders of the Reference Rate Successor Rate and other adjustments and successor inputs determined in accordance with this Condition 14.12.
- (e) Notwithstanding any other provision of this Condition 14.12, where the Calculation Agent (or, where applicable, the other party responsible for the calculation of the Interest Rate as specified in the relevant Pricing Supplement) is required to apply a Reference Rate Successor Rate determined by the Issuer and, in the reasonable opinion of the Calculation Agent (or such other relevant party), there is any uncertainty as to the application of that Reference Rate Successor Rate or any adjustments and successor inputs determined by the Issuer under paragraph (a) of this Condition 14.12, the Calculation Agent (or, where applicable, such other relevant party) shall promptly notify the Issuer thereof and the Issuer shall direct the Calculation Agent (or, where applicable, such other relevant party) in writing as to the appropriate course of action.
- (f) If the Calculation Agent (or, where applicable, such other relevant party), is not promptly provided with such direction from the Issuer, it shall notify the Issuer thereof and the Calculation Agent (or, where applicable, such other relevant party), shall be under no obligation to apply the Reference Rate Successor Rate until such direction from the Issuer has been received.
- (g) For the avoidance of doubt, unless otherwise agreed between the Issuer and the Calculation Agent (or, where applicable, such other relevant party), neither the Calculation Agent or, where applicable, such other relevant party, shall:
  - (i) have any obligation to make any determination or calculation under this Condition 14.12; or

- (ii) have any liability to the Issuer or any Noteholder as a result of any delay in the Issuer providing, or failure of the Issuer to provide, any direction requested under this Condition 14.12.
- (h) For the purposes of this Condition 14.12:

**Reference Rate Disruption Event** means that the relevant Reference Rate:

- (i) is discontinued or otherwise ceases to be calculated, administered or published; or
- (ii) ceases to be in customary market usage in the relevant market as a reference rate appropriate to relevant floating rate debt securities of a tenor and interest period comparable to that of the Notes; and

**Reference Rate Successor Rate** means the rate identified by the Issuer to be the successor to or replacement of the Reference Rate subject to the Reference Rate Disruption Event or the rate that is otherwise in customary market usage in the relevant market for the purposes of determining rates of interest (or the relevant component part thereof) for relevant floating rate debt securities of a tenor and interest period most comparable to that of the Notes.

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## **15 Dual Currency Notes**

### **15.1 Application**

This Condition 15 (“Dual Currency Notes”) applies to the Notes only if the relevant Pricing Supplement states that it applies.

### **15.2 Interest Rate**

If the rate or amount of interest falls to be determined by reference to an exchange rate, the rate or amount of interest payable must be determined in the manner specified in the applicable Pricing Supplement.

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## **16 Partly Paid Notes**

### **16.1 Application**

This Condition 16 (“Partly Paid Notes”) applies to the Notes only if the relevant Pricing Supplement states that it applies.

### **16.2 Interest Rate**

In the case of Partly Paid Notes (other than Partly Paid Notes which are Zero Coupon Notes), interest accrues on the paid up principal amount of those Notes as specified in the applicable Pricing Supplement.

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## **17 General provisions applicable to interest**

### **17.1 Late payment of Notes (other than Zero Coupon Notes)**

Interest ceases to accrue as from the due date for redemption of a Note (other than a Zero Coupon Note) unless upon due presentation (in the case of a Bearer Note) or demand (in the case of a Canadian Domestic Note, an Australian Domestic Note or a New Zealand Domestic Note) payment of the Redemption Amount is not made, in which case interest continues to accrue on it (both before and after any demand or judgment) at the rate then applicable to the outstanding principal amount of the Note or any other default rate specified in the relevant Pricing Supplement until the date whichever is the earlier of:

- (a) the date on which the relevant payment is made to the relevant Noteholder; or
- (b) the seventh day after the date on which the relevant Paying Agent or Registrar has notified the Noteholders that it has received all sums due in respect of the Notes up to such day (except to the extent that there is any subsequent default in payment).

## 17.2 Late payment of Zero Coupon Notes

If the Redemption Amount payable in respect of any Zero Coupon Note is not paid when due, the Redemption Amount is an amount equal to the sum of:

- (a) the Reference Price; and
- (b) the product of the Accrual Yield (compounded annually) being applied to the Reference Price from (and including) the Issue Date to (but excluding) whichever is the earlier of:
  - (i) the day on which all sums due in respect of such Note up to that day are received by or on behalf of the relevant Noteholder; and
  - (ii) the day on which the Principal Paying Agent (or, in the case of Notes held through the CMU, the CMU Lodging Agent) or Registrar has notified the Noteholders that it has received all sums due in respect of the Notes up to such day (except to the extent that there is any subsequent default in payment).

## 17.3 Rounding

For the purposes of any calculations required under these Conditions (unless otherwise specified in these Conditions or the relevant Pricing Supplement):

- (a) all percentages resulting from the calculations must be rounded, if necessary, to the nearest one hundred-thousandth of a percentage point (with 0.000005 per cent being rounded up to 0.00001 per cent);
- (b) all amounts denominated in any currency used in or resulting from such calculations will be rounded to the nearest two decimal places in such currency, with 0.005 being rounded upwards (save in the case of Japanese Yen which will be rounded down to the nearest Yen);
- (c) all figures must be rounded to five significant figures (with halves being rounded up); and
- (d) all amounts that are due and payable must be rounded to the nearest sub-unit (with halves being rounded up).

## Part 5 Redemption and purchase

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### 18 Redemption

#### 18.1 Scheduled redemption

Each Note is redeemable by the Issuer on the Maturity Date at its Final Redemption Amount unless:

- (a) the Note has been previously redeemed; or
- (b) the Note has been purchased and cancelled; or
- (c) the Pricing Supplement states that the Note has no fixed maturity date.

#### 18.2 Early redemption for taxation reasons

The Issuer may redeem the Notes in a Series in whole (but not in part) before their Maturity Date at their Early Redemption Amount (Tax) if the Issuer is required under Condition 25.2 ("Withholding tax") to pay an additional amount in respect of a Note.

However, the Issuer may only do so:

- (a) if the Issuer has given at least 30 days' (and no more than 60 days') notice to the Principal Paying Agent (or, in the case of Notes held through the CMU, the CMU Lodging Agent) or the relevant Registrar, as the case may be, and the Noteholders (which notice is irrevocable); and
- (b) if, before the Issuer gives the notice under paragraph (a), the Principal Paying Agent (or, in the case of Notes held through the CMU, the CMU Lodging Agent) or the relevant Registrar, as the case may be, has received:

- (i) a certificate signed by two authorised officers of the Issuer; and
- (ii) an opinion of independent legal advisers of recognised standing in the jurisdiction of incorporation of the Issuer,

that the Issuer would be required under Condition 25.2 ("Withholding tax") to pay an additional amount in respect of the next payment due in respect of the Notes of that Series; and

- (c) if the Notes are Fixed Rate Notes, no notice of redemption may be given more than 90 days prior to the earliest date on which the Issuer would be obliged to pay the additional amounts if a payment in respect of the Notes were then due; and
- (d) if the Notes to be redeemed are Floating Rate Notes or Variable Interest Notes:
  - (i) the proposed redemption date is an Interest Payment Date; and
  - (ii) no notice of redemption may be given more than 60 days prior to the Interest Payment Date occurring immediately before the earliest date on which the Issuer would be obliged to pay the additional amounts if a payment in respect of the Notes were then due.

### 18.3 Early redemption at the option of the Issuer (Issuer call)

If the Pricing Supplement states that the Issuer may redeem all or some of the Notes before their Maturity Date under this Condition 18.3, the Issuer may redeem so many of the Notes specified in the Pricing Supplement at their Early Redemption Amount (Call).

However, the Issuer may only do so if:

- (a) the Issuer has given at least 30 days' (and no more than 60 days') (or any other period specified in the relevant Pricing Supplement) notice to the Principal Paying Agent (or, in the case of Notes held through the CMU, the CMU Lodging Agent) or the relevant Registrar, as the case may be, and the Noteholders; and
- (b) the proposed redemption date is an Early Redemption Date (Call).

Any such redemption must be of a nominal amount equal to the Minimum Redemption Amount or Maximum Redemption Amount, both as indicated in the applicable Pricing Supplement. If only some of the Notes in the Series are to be redeemed, the Notes to be redeemed ("**Redeemed Notes**") will be selected no later than 30 days before the date fixed for redemption ("**Selection Date**"):

- (i) in the case of Redeemed Notes represented by Definitive Bearer Notes, Registered Euro/CMU Notes or Canadian Domestic Notes in definitive form, individually by lot in such European or Canadian city respectively as the Euro Fiscal Agent or relevant Registrar specifies or identified in such other manner or in such other place as the Euro Fiscal Agent or relevant Registrar may approve and deem to be appropriate and fair;
- (ii) in the case of Redeemed Notes represented by a Global Note, in accordance with the rules of the relevant Clearing System; and
- (iii) in the case of Australian Domestic Notes and New Zealand Domestic Notes, in such manner as may be fair and reasonable in the circumstances, taking account of prevailing market practices and the need to ensure that the prepaid amount of any redeemed Notes must be an integral multiple of the Specified Denomination,

subject always to compliance with applicable laws and the requirements of any relevant listing authority, stock exchange and/or quotation system.

In the case of Redeemed Notes represented by Definitive Bearer Notes or definitive Registered Notes, a list of the serial numbers of such Redeemed Notes will be published in accordance with Condition 33.1(a) ("Form") not less than 15 days (or such shorter period as is specified in the applicable Pricing Supplement) before the date fixed for redemption.

No exchange of the relevant Global Note is permitted during the period from (and including) the Selection Date to (and including) the date fixed for redemption under this Condition 18.3. The Issuer

must notify the Noteholders of this restriction at least five days (or such shorter period as is specified in the relevant Pricing Supplement) before the Selection Date.

#### **18.4 Early redemption at the option of Noteholders (investor put)**

If the relevant Pricing Supplement states that the Noteholder may require the Issuer to redeem all or some of the Notes before their Maturity Date at their Early Redemption Amount (Put) under this Condition 18.4, the Issuer must do so if the following conditions are satisfied.

The conditions are:

- (a) the Noteholder has given at least 45 days' notice to the Issuer;
- (b) if the Notes to be redeemed are Definitive Notes, they are to be redeemed in whole;
- (c) if the Notes to be redeemed are Registered Notes, the amount of Notes to be redeemed is any multiple of their lowest Specified Denomination;
- (d) the Noteholder has delivered, to the specified office of the Principal Paying Agent (or, in the case of Notes held through the CMU, the CMU Lodging Agent) or the relevant Registrar, as the case may be, during normal business hours:
  - (i) if the Notes are in Definitive Form, the Notes to be redeemed (in the case of Bearer Notes) or the Certificate representing such Note(s) (in the case of Registered Notes); and
  - (ii) for all Notes, a completed and signed redemption notice (in the form obtainable from the specified office of the Principal Paying Agent, the CMU Lodging Agent, any Paying Agent or the relevant Registrar); and
- (e) the notice referred to in paragraph (d)(ii) specifies:
  - (i) a bank account to which the payment should be made or an address to where a cheque for payment should be sent; and
  - (ii) if the Notes to be redeemed are Registered Notes, the Early Redemption Amount (Put) at which those Notes are to be redeemed and, if the Registered Notes are Canadian Domestic Notes and less than the full nominal amount of Registered Notes so surrendered is to be redeemed, an address to which a new Registered Note in respect of the balance of the Registered Notes is to be sent subject to and in accordance with Condition 9 ("No exchange of Notes; Transfers of Registered Euro/CMU Notes"), Condition 10 ("Transfers of Australian and New Zealand Domestic Notes") or Condition 11 ("Transfer of Canadian Domestic Notes") respectively.

A Noteholder may not exercise its option under this Condition 18.4 in respect of any Note which is the subject of an exercise by the Issuer of its option to redeem such Note under Condition 18.2 ("Early redemption for taxation reasons") or Condition 18.3 ("Early redemption at the option of the Issuer (Issuer call)").

#### **18.5 Calculation of Early Redemption Amounts**

Unless otherwise specified in the relevant Pricing Supplement, the Redemption Amount payable on redemption at any time before the Maturity Date of:

- (a) a Note (other than a Zero Coupon Note and a Variable Redemption Note but including any Instalment Note or Partly-Paid Note) is an amount equal to the sum of the outstanding principal amount and interest (if any) accrued on it;
- (b) a Zero Coupon Note is an amount equal to the sum of:
  - (i) the Reference Price; and
  - (ii) the product of the Accrual Yield (compounded annually) being applied to the Reference Price from (and including) the Issue Date to (but excluding) the date fixed for redemption or (as the case may be) the date upon which the Note becomes due and payable; and

- (c) a Variable Redemption Note is an amount determined by the Calculation Agent that would on the due date for redemption have the effect of preserving for the Noteholder the economic equivalent of the obligations of the Issuer to make payment of the Final Redemption Amount on the Maturity Date.

Where the calculation is to be made for a period which is not a whole number of years, the calculation in respect of the period of less than a full year must be made on the basis of such Day Count Fraction as may be specified in the Pricing Supplement for the purposes of this Condition 18.5.

#### **18.6 Instalments**

Instalment Notes will be redeemed in the Instalment Amounts and on the Instalment Dates specified in the applicable Pricing Supplement. In the case of early redemption, the Early Redemption Amount will be determined under Condition 18.5 ("Calculation of Early Redemption Amounts").

#### **18.7 Partly Paid Notes**

Partly Paid Notes will be redeemed at maturity in accordance with the provisions of the applicable Pricing Supplement. In the case of Early Redemption, the Early Redemption Amount will be determined under Condition 18.5 ("Calculation of Early Redemption Amounts").

#### **18.8 Effect of notice of redemption**

Any notice of redemption given under this Condition 18 ("Redemption") is irrevocable and obliges the Issuer to redeem the Notes at the time and in the manner specified in the notice.

#### **18.9 Purchase**

The Issuer or any of its Subsidiaries may at any time purchase Notes in the open market or otherwise and at any price, provided that all unmatured Coupons are purchased with those Notes. If purchases are made by tender, tenders must be available to all Noteholders alike.

#### **18.10 Cancellation**

All Notes so redeemed or purchased by the Issuer or any of its Subsidiaries under Condition 18.9 ("Purchase") (and any unmatured Coupons attached to or surrendered with them) will be cancelled forthwith and may not be reissued or resold.

### **Part 6 Payments**

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#### **19 Payments**

##### **19.1 Method of payment**

Except to the extent these Conditions provide otherwise:

- (a) payments in a Specified Currency other than euro or Renminbi will be made by credit or transfer to an account in the relevant Specified Currency (which, in the case of a payment in Japanese Yen to a non-resident of Japan, shall be a non-resident account) maintained by the payee with, or, at the option of the payee, by a cheque in such Specified Currency drawn on, a bank in the Principal Financial Centre of the country of such Specified Currency;
- (b) payments in euro will be made by credit or transfer to a euro account (or any other account to which euro may be credited or transferred) specified by the payee or, at the option of the payee, by a euro cheque; and
- (c) payment in Renminbi shall be made to a Renminbi account maintained by or on behalf of the payee with a bank in Hong Kong in accordance with applicable laws, rules, regulations and guidelines issued from time to time (including all applicable laws and regulations with respect to settlement in Renminbi in Hong Kong).

##### **19.2 Payments in U.S. dollars**

No amount payable in respect of Bearer Notes shall be made in the United States, and no cheque in payment thereof which is mailed shall be mailed to an address in the United States, nor shall any transfer made in lieu of payment by cheque be made to an account maintained by the payee with a

bank in the United States. Notwithstanding any other Condition, if any amount of principal or interest in respect of Bearer Notes or Registered Euro/CMU Notes is payable in U.S. dollars, those U.S. dollar payments of principal or interest in respect of those Notes may be made at the Specified Office of a Paying Agent or relevant Registrar (as applicable) in the United States if:

- (a) the Issuer has appointed Paying Agents or a relevant Registrar (as applicable) with Specified Offices outside the United States with the reasonable expectation that such Paying Agents or Registrar (as applicable) would be able to make payment in U.S. dollars at such Specified Offices outside the United States of the full amount of principal and interest on the Bearer Notes or Registered Euro/CMU Notes in the manner provided above when due;
- (b) payment of the full amount of that principal and interest at all those Specified Offices outside the United States is illegal or effectively precluded by exchange controls or other similar restrictions on the full payment or receipt of principal and interest in U.S. dollars; and
- (c) the payment is then permitted under United States law without involving, in the opinion of the Issuer, adverse tax consequences to the Issuer.

### **19.3 Payments subject to fiscal and other laws**

Payments will be subject in all cases to all applicable fiscal or other laws, regulations and directives and the administrative practices and procedures of fiscal and other authorities in relation to tax, anti-money laundering and other requirements which may apply to payments of amounts due (whether principal, redemption amount, interest, premium or otherwise) in respect of Notes in the place of payment, but without prejudice to the provisions of Condition 25 ("Taxation").

In particular, if any withholding or deduction is made for or on account of the U.S. Foreign Account Tax Compliance Act (including any current or future regulations or official interpretations thereof, any agreement entered into pursuant to Section 1471(b) of the U.S. Internal Revenue Code of 1986 ("**Code**"), or any fiscal or regulatory legislation, rules or practices adopted pursuant to any intergovernmental agreement entered into in connection with the implementation of Sections 1471 to 1474 of the Code) ("**FATCA**"), the Issuer will not be required to pay any additional amount under Condition 25 ("Taxation") on account of such withholding or deduction.

For the avoidance of doubt, the provisions of Condition 25 ("Taxation") in relation to the payment of additional amounts (as specified in Condition 25 ("Taxation")) only apply in respect of withholdings or deductions of Taxes (as specified in Condition 25 ("Taxation")) required by law and imposed or levied by or on behalf of the Commonwealth of Australia or any political subdivision thereof or any authority therein or thereof having power to tax.

### **19.4 Payments on business days**

If the date for payment of any amount in respect of any Note is not a Payment Business Day, the Noteholder is not entitled to payment until the next following Payment Business Day in the relevant place and is not entitled to further interest or other payment in respect of such delay.

### **19.5 Payment of U.S. Dollar Equivalent**

Notwithstanding any other Condition, if by reason of Inconvertibility, Non-transferability or Illiquidity, the Issuer determines in good faith it is not able, or it would be impracticable for it, to satisfy payments in respect of the Notes in Renminbi in Hong Kong, the Issuer shall settle any such payment in U.S. dollars on the due date for payment at the U.S. Dollar Equivalent of any such Renminbi denominated amount and give notice thereof (including details thereof) as soon as practicable to the Noteholders in accordance with Condition 33.1 ("Form").

In such event, payment of the U.S. Dollar Equivalent of the relevant amounts of principal or interest in respect of the Notes shall be made in accordance with Condition 19.2 ("Payments in U.S. dollars").

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## **20 Payments in respect of Definitive Bearer Notes**

### **20.1 Presentation of Definitive Bearer Notes, Receipts and Coupons**

Payments of:

- (a) principal in respect of a Definitive Bearer Note will be made only against presentation and surrender (or, in the case of part payment of any sum due, endorsement) of the Definitive Bearer Note;
- (b) interest in respect of a Definitive Bearer Note will be made only against presentation and surrender (or, in the case of part payment of any sum due, endorsement) of a Coupon;
- (c) instalments of principal in respect of a Definitive Bearer Note, other than the final instalment, will be made against presentation and surrender (or, in the case of part payment of any sum due, endorsement) of the relevant Receipt and the presentation of the Definitive Bearer Note to which it appertains; and
- (d) the final instalment of principal in respect of a Definitive Bearer Note will be made only against presentation and surrender (or, in the case of part payment of any sum due, endorsement) of the Definitive Bearer Note.

Each Definitive Bearer Note, Receipt, and Coupon which is required to be presented under these Conditions must be presented at the Specified Office of any Paying Agent outside the United States.

### **20.2 Validity of Receipts**

Receipts presented without the Definitive Bearer Note to which they appertain do not constitute valid obligations of the Issuer.

### **20.3 Unmatured Receipts**

When a Definitive Bearer Note becomes due and repayable, all unmaturing Receipts relating to it (whether or not attached) are void and no payment is required to be made in respect of them.

### **20.4 Fixed Rate Notes and unmaturing Coupons**

Fixed Rate Notes in definitive bearer form must be presented for payment together with all unmaturing Coupons appertaining to them (including Coupons falling to be issued on exchange of matured Talons).

If any unmaturing Coupons are not presented for payment in accordance with this Condition 20.4:

- (a) the amount of any missing unmaturing Coupon (or, in the case of payment not being made in full, the same proportion of the amount of that missing unmaturing Coupon as the sum so paid bears to the sum due) will be deducted from the sum due for payment; and
- (b) each amount of principal deducted under paragraph (a) will be paid against surrender of the relative missing Coupon at any time before the expiry of 10 years after the Relevant Date in respect of such principal (whether or not that Coupon would otherwise have become void under Condition 26 ("Time limit for claims")) or, if later, five years from the date on which that Coupon would otherwise have become due.

### **20.5 Fixed Rate Notes and unmaturing Talons**

If a Fixed Rate Note in definitive bearer form becomes due and repayable before its Maturity Date, all unmaturing Talons appertaining to it are void and no further Coupons will be issued in respect of them.

### **20.6 Other Definitive Bearer Notes and unmaturing Coupons and Talons**

When any Floating Rate Note or Variable Note in definitive bearer form becomes due and repayable, all unmaturing Coupons and Talons relating to it (whether or not attached) are void and no payment or, as the case may be, exchange for further Coupons may be made in respect of them.

If the due date for redemption of any Definitive Bearer Note is not an Interest Payment Date, any interest accrued in respect of that Note from (and including) the preceding Interest Payment Date or, as



the case may be, the Interest Commencement Date is payable only against presentation and surrender of the relevant Definitive Bearer Note.

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## **21 Payments in respect of Global Notes**

### **21.1 Presentation of Global Note**

Other than a Global Note held through the CMU, payments of principal and any interest in respect of Notes represented by any Global Note will be made:

- (a) against presentation or surrender, as the case may be, of that Global Note at the Specified Office of any Paying Agent outside the United States; or
- (b) otherwise in the manner specified in the relevant Global Note.

*So long as the Notes are represented by a Global Note, the "Record Date" shall be the close of business (in the relevant clearing system) on the Clearing System Business Day before the due date for such payment where "Clearing System Business Day" means a day on which the relevant clearing system is open for business except 25 December and 1 January.*

### **21.2 Records of payments**

A record of each payment made against presentation or surrender of any Global Note, distinguishing between any payment of principal and any payment of interest, will be made on that Global Note by the Paying Agent to which it was presented and that record is *prima facie* evidence that the payment in question has been made.

### **21.3 Holders of Global Notes entitled to payments**

The holder of a Global Note is the only person entitled to receive payments in respect of Notes represented by that Global Note and:

- (a) the Issuer is discharged by payment to, or to the order of, the holder of such Global Note in respect of each amount so paid; and
- (b) each person shown in the records of Euroclear, Clearstream, Luxembourg or CMU as the beneficial holder of a particular principal amount of Notes represented by a Global Note must look solely to Euroclear, Clearstream, Luxembourg or CMU, as the case may be, for that person's share of each payment so made by the Issuer, or to the order of, the holder of such Global Note.

### **21.4 Registered Notes**

This Condition 21 does not apply to Global Notes that are Australian Domestic Notes, New Zealand Domestic Notes or Canadian Domestic Notes. Payments in respect of Australian Domestic Notes and New Zealand Domestic Notes are covered in Condition 23 ("23 Payments in respect of Australian Domestic Notes and New Zealand Domestic Notes") and Canadian Domestic Notes in Condition 24 ("Payments in respect of Canadian Domestic Notes").

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## **22 Payments in respect of Registered Euro/CMU Notes**

### **22.1 Payment of principal in respect of Registered Euro/CMU Notes**

Payments of principal (which for the purposes of this Condition shall include final Instalment Amounts but not other Instalment Amounts) in respect of Registered Euro/CMU Notes shall be made against presentation and surrender of the relevant Certificates at the specified office of the Registrar in the manner provided in Condition 22.2 ("Payment of interest in respect of Registered Euro/CMU Notes") below.

### **22.2 Payment of interest in respect of Registered Euro/CMU Notes**

- (a) Interest (which for the purpose of this Condition 22.2 shall include all Instalment Amounts other than final Instalment Amounts) on Registered Euro/CMU Notes shall be paid to the person shown on the Register at the close of business on the 15th day before the due date for

payment thereof or in the case of Renminbi, on the fifth day before the due date for payment thereof (the "**Record Date**").

- (b) Other than a Registered Euro/CMU Note held through the CMU, payments of principal and any interest in respect of Registered Euro/CMU Notes will be made:
- (i) against presentation or surrender, as the case may be, of the Certificate representing that Registered Euro/CMU Note at the Specified Office of any Paying Agent outside the United States; or
  - (ii) otherwise in the manner specified in the relevant Registered Euro/CMU Note or Certificate.

*So long as the Notes are represented by a Global Certificate, the "**Record Date**" shall be the close of business (in the relevant clearing system) on the Clearing System Business Day before the due date for such payment where "**Clearing System Business Day**" means a day on which the relevant clearing system is open for business except 25 December and 1 January.*

- (c) In the case of Registered Euro/CMU Notes held through the CMU, payment will be made to the person for whose account interests in the relevant Registered Euro/CMU Note are credited as being held through the CMU in accordance with the CMU Rules at the relevant time as notified to the CMU Lodging Agent by the CMU in a relevant CMU Instrument Position Report or any relevant notification by the CMU, which notification, in either case, shall be conclusive evidence of the records of the CMU as to the identity of any accountholder and the principal amount of any Registered Euro/CMU Note credited to its account (save in the case of manifest error) and payment made in accordance thereof shall discharge the obligations of the Issuer in respect of that payment.

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## **23 Payments in respect of Australian Domestic Notes and New Zealand Domestic Notes**

### **23.1 Defined terms**

In this Condition 23:

- (a) "**Note**" means an Australian Domestic Note or a New Zealand Domestic Note, as the case may be;
- (b) "**Registrar**" means the Australian Registrar or the New Zealand Registrar, as the case may be; and
- (c) "**Registry Services Agreement**" means the Australian Registry Services Agreement or the New Zealand Registry Services Agreement, as the case may be.

### **23.2 Registrar is principal paying agent**

The Registrar will act as principal paying agent for Notes under the Registry Services Agreement.

### **23.3 Method of payment - Notes in a Clearing System**

If Notes are held in the Austraclear System or the NZClear System, payments of:

- (a) interest will be made to the person registered at the close of business on the relevant Record Date as the holder of such Note;
- (b) principal in respect of Australian Domestic Notes will be made to the persons registered at 10.00am on the payment date as the holder of such Notes; and
- (c) principal in respect of New Zealand Domestic Notes will be made to the persons registered at the opening of business on the payment date as the holder of such Notes,

in each case by crediting on the relevant payment date the amount then due to the account of the Noteholder in accordance with the Austraclear Regulations or the NZClear Regulations, as the case may be.

## 23.4 Method of payment - Notes not in a Clearing System

If Notes are not held in the Austraclear System or the NZClear System, payments of:

- (a) interest will be made to the persons registered at the close of business on the relevant Record Date as the holders of such Notes; and
- (b) principal will be made to the persons registered at 10.00am on the payment date as the holder of such Notes,

in each case subject in all cases to normal banking practice and all applicable laws and regulations. Payment will be made:

- (c) by cheques dispatched by post on the relevant payment date at the risk of the Noteholder; or
- (d) at the option of the Noteholder, by the Registrar giving irrevocable instructions for the effecting of a transfer of the relevant funds to an account in Australia or New Zealand, as the case may be, specified by the Noteholder to the Registrar; or
- (e) in any other manner which the Registrar and the Noteholder agree.

In the case of payments made by electronic transfer, payments will for all purposes be taken to be made when the Registrar gives irrevocable instructions for the making of the relevant payment by electronic transfer, being instructions which would be reasonably expected to result, in the ordinary course of banking business, in the funds transferred reaching the account of the Noteholder on the same day as the day on which the instructions are given.

If a cheque posted or an electronic transfer for which irrevocable instructions have been given by the Registrar is shown, to the satisfaction of the Registrar, not to have reached the Noteholder and the Registrar is able to recover the relevant funds, the Registrar may make such other arrangements as it thinks fit for the effecting of the payment.

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## 24 Payments in respect of Canadian Domestic Notes

### 24.1 Defined terms

In this Condition 24:

- (a) **“Designated Account”** means the account maintained by a holder with a Designated Bank and identified as such in the Register;
- (b) **“Designated Bank”** means a bank in the principal financial centre of the country of the Specified Currency;
- (c) **“Note”** means a Canadian Domestic Note;
- (d) **“Paying Agent”** means a Canadian paying agent appointed in respect of the Notes;
- (e) **“Register”** means the Canadian Register; and
- (f) **“Registrar”** means the Canadian Registrar.

### 24.2 Payment of Principal

Payments of principal (other than instalments of principal prior to the final instalment) in respect of each Note in definitive registered form will be made against presentation and surrender (or, in the case of part payment of any sum due, endorsement) of that the applicable Note at the specified office of the Registrar or any of the Paying Agents. All such payments of principal will be made by transfer to the Designated Account (as defined above) of the holder (or the first named of joint holders) of that Note appearing in the Register at the close of business on the Record Date.

Notwithstanding the previous paragraph, if:

- (a) a Noteholder does not have a Designated Account; or

- (b) the nominal amount of the Notes held by a holder is less than C\$250,000 (or its approximate equivalent in any other Specified Currency),

payment will instead be made by a cheque in the Specified Currency drawn on a Designated Bank.

### **24.3 Payment of Interest and Instalments**

- (a) Payments of interest and payments of instalments of principal (other than the final instalment) in respect of a Global Note will be made by transfer to the Designated Account of the holder of that Note appearing in the Register at the close of business on the Record Date and each Note in definitive registered form will be made by a cheque in the Specified Currency drawn on a Designated Bank and mailed by uninsured mail on the Business Day in the city where the specified office of the Registrar is located immediately preceding the relevant due date to the holder (or the first named of joint holders) of the Note appearing in the Register at the close of business on the Record Date at his address shown in the Register on the Record Date and at his risk. Upon application of the holder to the specified office of the Registrar not less than three Business Days in the city where the specified office of the Registrar is located before the due date for any payment of interest in respect of a Note, the payment shall be made by transfer to the Designated Account on the due date in the manner provided in Condition 24.2 ("Payment of Principal") and all future payments of interest (other than interest due on redemption) and instalments of principal (other than the final instalment) in respect of the Notes which become payable to the holder who has made the initial application shall be made in the same manner until such time as the Registrar is notified in writing to the contrary by such holder. Payment of the interest due in respect of each such Note on redemption and the final instalment of principal will be made in the same manner as payment of the principal in respect of such Note as provided in Condition 24.2 ("Payment of Principal").
- (b) Noteholders are not entitled to any interest or other payment for any delay in receiving any amount due in respect of any such Note as a result of a cheque posted in accordance with this Condition 24 arriving after the due date for payment or being lost in the post. No commissions or expenses shall be charged to such holders by the Registrar in respect of any payments of principal or interest in respect of such Notes.

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## **25 Taxation**

### **25.1 No set-off, counterclaim or deductions**

All payments in respect of the Notes must be made in full without set-off or counterclaim, and without any withholding or deduction in respect of Taxes, unless required by law or made for or on account of FATCA (as defined in Condition 19.3 ("Payments subject to fiscal and other laws")).

### **25.2 Withholding tax**

If a law requires the Issuer to withhold or deduct an amount in respect of Taxes from a payment in respect of the Notes such that the Noteholder would not actually receive on the due date the full amount provided for under the Notes, then:

- (a) the Issuer agrees to withhold or deduct the amount for the Taxes (and any further withholding or deduction applicable to any further payment due under paragraph (b) below) and to pay an amount equal to the amount deducted to the relevant authority in accordance with applicable law; and
- (b) subject to Condition 25.3 ("Withholding tax exemptions"), if the amount deducted or withheld is in respect of Taxes imposed or levied by or on behalf of the Commonwealth of Australia or any political subdivision of it, an additional amount is payable so that, after making the deduction and further withholding or deductions applicable to additional amounts payable under this paragraph (b), the Noteholder is entitled to receive (at the time the payment is due) the amount it would have received if no withholding or deductions had been required.

For the avoidance of doubt, as specified in Condition 19.3 ("Payments subject to fiscal and other laws") the provisions of paragraph (b) above only apply in respect of withholdings or deductions of Taxes required by law and imposed or levied by or on behalf of the Commonwealth of Australia or any political subdivision thereof or any authority therein or thereof having power to tax. In addition, if any withholding or deduction is made for or on account of FATCA (as defined in Condition 19.3), the Issuer will not be required to pay any additional amount under paragraph (b) above on account of such withholding or deduction.

### **25.3 Withholding tax exemptions**

Condition 25.2(b) ("Withholding tax") will not apply in relation to any payments in respect of any Note:

- (a) to a Noteholder (or a third party on its behalf) who is liable to such Taxes in respect of that Note by reason of its deriving payment in respect of it carrying on business at or through a permanent establishment of the Noteholder in the Commonwealth of Australia or its territories; or
- (b) more than 30 days after the Relevant Date except to the extent that a Noteholder would have been entitled to additional amounts under Condition 25.2(b) ("Withholding tax") on presenting the same, or making demand, for payment on the last day of the period of 30 days; or
- (c) on account of Taxes which are payable by reason of the Noteholder being an associate of the Issuer for the purposes of section 128F of the Tax Act; or
- (d) on account of Taxes which are payable by, or by a third party on behalf of, a Noteholder who could lawfully avoid (but has not so avoided) such deduction or withholding by complying or procuring that any third party complies with any statutory requirements or by making or procuring that any third party makes a declaration of non-residence or other similar claim for exemption to the Issuer or its agent or any tax authority where (in the case of Bearer Notes) the relevant Note is presented for payment or (in the case of Registered Notes) where the demand for payment is made.

### **25.4 New Zealand withholding tax exemptions**

Each holder of a New Zealand Domestic Note who qualifies for an exemption from New Zealand resident withholding tax for the purpose of the Income Tax Act 2007 (N.Z.) must provide to the Issuer or the New Zealand Registrar such evidence of that exemption as the Issuer may require, unless the holder is a registered bank under the Reserve Bank of New Zealand Act 1989.

The Issuer and the New Zealand Registrar may treat the holder of a New Zealand Domestic Note as not qualifying for an exemption from New Zealand resident withholding tax if:

- (a) the holder fails to comply with the above; or
- (b) the Issuer is otherwise not satisfied that the holder qualifies for such an exemption.

The Issuer may require the holder of a New Zealand Domestic Note who claims any exemption from New Zealand non-resident withholding tax to provide such evidence as the Issuer may require to satisfy itself that the holder has a right to any such exemption.

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## **26 Time limit for claims**

### **26.1 Time limit**

A claim against the Issuer for a payment under a Note (whether in bearer or registered form), Receipt or Coupon (which in this Condition 26.1, does not include a Talon) is void unless presented for payment within 10 years (in the case of principal) and five years (in the case of interest) from the Relevant Date.

### **26.2 Discharge of Issuer**

The Issuer is discharged from its obligation to make a payment in respect of a Registered Note to the extent that:

- (a) the relevant Registered Note certificate (if any) has not been surrendered to the Registrar within; or
- (b) a cheque which has been duly dispatched in the Specified Currency remains uncashed at the end of the period of 10 years (in the case of principal) and five years (in the case of interest) from the Relevant Date.

### 26.3 Void payments

There shall not be included in any Coupon sheet issued on exchange of a Talon any Coupon the claim for payment in respect of which would be void under these Conditions.

## Part 7 Default

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### 27 Events of Default

#### 27.1 Event of Default

An Event of Default occurs in relation to a Series of Notes if:

- (a) **(payment default)** the Issuer does not pay any amount in respect of the Notes of the relevant Series or any of them within five Business Days of the due date for payment; or
- (b) **(other default)** the Issuer does not comply with its other obligations under or in respect of the Notes of the relevant Series and, if the non-compliance can be remedied, does not remedy the non-compliance within 30 days after written notice requiring such default to be remedied has been delivered to the Issuer by a Noteholder; or
- (c) **(cross default)** any indebtedness in excess of A\$50,000,000 (or its equivalent in any other currency) of the Issuer in respect of money borrowed or raised is not paid within 10 Business Days of:
  - (i) its due date; or
  - (ii) the end of any applicable period of grace,whichever is the later; or
- (d) **(insolvency)** an Insolvency Event occurs in respect of the Issuer; or
- (e) **(administration)** a controller (as defined in the Corporations Act) is appointed in respect of a substantial part of the property of the Issuer; or
- (f) **(obligations unenforceable)** any of the Notes, the relevant Deed of Covenant, the Australian Note Deed Poll or the New Zealand Note Deed Poll is or becomes wholly or partly void, voidable or unenforceable.

#### 27.2 Associated definition

In Condition 27.1 ("Event of Default"):

**"Insolvency Event"** means the happening of any of these events:

- (a) except to reconstruct or amalgamate while solvent, the Issuer enters into, or resolves to enter into, a scheme of arrangement, deed of company arrangement or composition with, or assignment for the benefit of, all or any class of its creditors, or proposes a reorganisation, moratorium or other administration involving any of them; or
- (b) the Issuer resolves to wind itself up or otherwise dissolve itself, except to reconstruct or amalgamate while solvent or an order is made by an Australian court that the Issuer be wound up or the Issuer is otherwise wound up or dissolved; or
- (c) the Issuer is or states that it is unable to pay its debts when they fall due; or
- (d) execution or other process issued on a judgment, decree or order of an Australian court in favour of a creditor of the Issuer for a monetary amount in excess of A\$50,000,000 (or its equivalent in any other currency) is returned wholly or partly unsatisfied.

#### 27.3 Consequences of an Event of Default

If any Event of Default occurs and is subsisting in relation to the Notes of any Series or any of them, a Noteholder of that Series may by written notice addressed to the Issuer and delivered to the Issuer (with a copy to the relevant Agent) declare such Note to be immediately due and payable where upon it

should become immediately due and payable at its Final Redemption Amount (together with all accrued interest (if any)) applicable to each Note held by the Noteholder to be due and payable immediately or on such other date specified in the notice.

## **Part 8 General**

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### **28 Agents**

#### **28.1 Role of Agents**

In acting under the relevant Agency Agreement and in connection with the Notes, the Agents act solely as agents of the Issuer and do not assume any obligations towards or relationship of agency or trust for or with any of the Noteholders.

#### **28.2 Appointment and replacement of Agents**

The initial Agents and their initial Specified Offices are listed below. The initial Calculation Agent (if any) is specified in the relevant Pricing Supplement. Subject to Condition 28.3 ("Required Agents"), the Issuer reserves the right at any time to vary or terminate the appointment of any Agent and to appoint a successor fiscal agent or Calculation Agent and additional or successor agents.

#### **28.3 Required Agents**

The Issuer shall:

- (a) at all times maintain a Euro Fiscal Agent, CMU Lodging Agent, (for so long as there are any Registered Euro/CMU Notes outstanding) a Euro/CMU Registrar and (for so long as there are any Australian Domestic Notes Outstanding) an Australian Registrar and (for so long as there are any New Zealand Domestic Notes Outstanding) a New Zealand Registrar and (for so long as there are any Canadian Domestic Notes Outstanding) a Canadian Registrar;
- (b) if a Calculation Agent is specified in the relevant Pricing Supplement, at all times maintain a Calculation Agent; and
- (c) if and for so long as the Notes are:
  - (i) admitted to the Official List of Singapore Exchange Securities Trading Limited; and/or
  - (ii) admitted to listing, trading and/or quotation by any other listing authority, stock exchange and/or quotation system,

maintain a Paying Agent having its Specified Office in Singapore, and/or in such other place as may be required by such listing authority, stock exchange and/or quotation system.

Notice of any change in any of the Paying Agents or in their Specified Offices shall promptly be given to the Noteholders.

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### **29 Replacement of lost or damaged Notes, Certificates, Talons, Receipts and Coupons**

If any Note, Talon, Receipt, Coupon or Certificate is lost, stolen, mutilated, defaced or destroyed, it may be replaced at the Specified Office of:

- (a) the Euro Fiscal Agent, in the case of Bearer Notes;
- (b) the relevant Registrar, in the case of Registered Notes; and
- (c) if the Notes are then listed on any listing authority, stock exchange and/or quotation system which requires the appointment of a Paying Agent in any particular place, the Paying Agent having its Specified Office in the place required by such listing authority, stock exchange and/or quotation system),

subject to all applicable laws and listing authority, stock exchange and/or quotation system requirements, upon payment by the claimant of the expenses incurred in connection with such replacement and on such terms as to evidence, security, indemnity and otherwise as the Issuer and the

relevant Agent may reasonably require. Mutilated or defaced Notes, Talons, Receipts, Certificates or Coupons must be surrendered before replacements will be issued.

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## **30 Meetings of Noteholders**

### **30.1 Meetings provisions**

The Meetings Provisions contain provisions (which have effect as if incorporated in these Conditions) for convening meetings of the Noteholders of any Series to consider any matter affecting their interest, including the modification of these Conditions and the relevant Deed of Covenant insofar as the same may apply to such Notes.

Any such modification may be made if sanctioned by an Extraordinary Resolution. Such a meeting may be convened by the Issuer and must be convened by the Issuer upon the request in writing of Noteholders holding not less than 10 per cent of the aggregate principal amount of the outstanding Notes. The quorum at any meeting convened to vote on an Extraordinary Resolution will be two or more persons holding or representing more than 50 per cent of the aggregate principal amount of the outstanding Notes or, at any adjourned meeting, two or more persons being or representing Noteholders whatever the principal amount of the Notes held or represented. However, Reserved Matters may only be sanctioned by an Extraordinary Resolution passed at a meeting of Noteholders at which two or more persons holding or representing not less than 75 per cent or, at any adjourned meeting, 25 per cent of the aggregate principal amount of the outstanding Notes form a quorum. Any Extraordinary Resolution duly passed at any such meeting is binding on all the Noteholders, whether present or not.

In addition, a resolution in writing signed by or on behalf of all Noteholders who for the time being are entitled to receive notice of a meeting of Noteholders will take effect as if it were an Extraordinary Resolution. Such a resolution in writing may be contained in one document or several documents in the same form, each signed by or on behalf of one or more Noteholders.

### **30.2 Resolutions binding**

An Extraordinary Resolution passed at any meeting of the Noteholders of any Series is binding on all Noteholders of such Series, whether or not they are present at the meeting, and on all Couponholders relating to Notes of such Series.

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## **31 Variation**

### **31.1 Variation of Notes and Conditions**

The Notes, these Conditions and any Program Document may be amended without the consent of the Noteholders or the Couponholders to correct a manifest error.

### **31.2 Variation of Program Documents**

The parties to any Program Document may agree to modify any provision of it, but the Issuer is not permitted to make, and may not agree, to any such modification without the consent of the Noteholders unless:

- (a) it is of a formal, minor or technical nature; or
- (b) it is made to correct a manifest error; or
- (c) it is, in the opinion of such parties, not materially prejudicial to the interests of the Noteholders.

### **31.3 Notice**

Notice of any amendment or variation of the Notes, these Conditions or any Program Document shall promptly be given to the Noteholders.



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**32 Further issues**

The Issuer may from time to time, without the consent of the Noteholders or the Couponholders, create and issue further notes having the same terms and conditions as the Notes in all respects (or in all respects except for the first payment of interest) so as to form a single series with the Notes of any particular Series.

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**33 Notices to Noteholders****33.1 Form**

A notice or other communication in connection with a Note to the Noteholder must be in writing and:

- (a) (if permitted by the relevant listing authority, stock exchange and/or quotation system) in the case of Notes represented by a Temporary Global Note or a Permanent Global Note, it may be delivered to the relevant Clearing System(s) for communication by them to the persons shown in their respective records as having interests in those Notes; or
- (b) if the Note is an Australian Domestic Note, it may be given in an advertisement published in The Australian Financial Review or any other newspaper or newspapers circulating in Australia generally; or
- (c) if the Note is a New Zealand Domestic Note, it may be given in an advertisement published in each of the New Zealand Herald and The Dominion Post or any other newspaper or newspapers circulating in New Zealand generally; or
- (d) if the Note is a Registered Note (including a Registered Euro/CMU Note, a Canadian Domestic Note, an Australian Domestic Note or a New Zealand Domestic Note) it may be given by being sent by prepaid post (airmail if appropriate) or left at the address of each Noteholder or any relevant Noteholder as shown in the relevant Register at the close of business on the day which is three Business Days prior to the dispatch of the relevant notice or communication; or
- (e) if the Pricing Supplement for the Note specifies an additional or alternate newspaper then it may be given by publication in that newspaper.

*So long as the Notes are represented by a Global Note (including a Global Certificate) and such Global Note is held on behalf of (i) Euroclear or Clearstream, Luxembourg, CDS or any other clearing system (except as provided in (ii) below), notices to the holders of Notes of that Series may be given by delivery of the relevant notice to that clearing system for communication by it to entitled accountholders in substitution for publication as required by the Conditions or by delivery of the relevant notice to the holder of the Global Note, or (ii) the CMU, notices to the holders of Notes of that Series may be given by delivery of the relevant notice to the persons shown in a CMU Instrument Position Report issued by the CMU on the second business day preceding the date of dispatch of such notice as holding interests in the relevant Global Note.*

**33.2 When effective**

A notice given in accordance with Condition 33.1 ("Form") will be taken to be duly given:

- (a) in the case of publication in a newspaper, on the date of first such publication has been made in all the required newspapers; or
- (b) in the case of delivery to Euroclear, Clearstream, Luxembourg, CDS, CMU or another Clearing System, on the first weekday after the date of such delivery; or
- (c) in the case of Registered Notes:
  - (i) in the case of a letter, on the fifth day after posting; and
  - (ii) in the case of a facsimile, on receipt by the sender of a successful transmission report; and
  - (iii) in the case of publication in a newspaper, on the date of publication (or if required to be published in more than one newspaper, on the first date on which publication shall have been made in all the required newspapers).

### 33.3 Couponholders

Couponholders are taken for all purposes to have notice of the contents of any notice given to the Noteholders.

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## 34 Substitution of Issuer

### 34.1 Substitution

The Issuer may, without the consent of Noteholders at any time substitute for itself any company, being a Related Body Corporate of the Issuer, as principal debtor ("**Substituted Debtor**") in respect of all obligations arising from or in connection with the Notes or the Program Documents. The Issuer may only do this if:

- (a) the Substituted Debtor assumes all obligations of the Issuer under the Notes and all other relevant documents in connection with the Notes;
- (b) the Issuer and the Substituted Debtor have entered into such documents ("**Documents**") as are necessary to give effect to the substitution and in which the Substituted Debtor has undertaken in favour of each Noteholder to be bound by these terms and conditions and the provisions of the Agency Agreement as the debtor in respect of the Notes in place of the Issuer (or of any previous Substituted Debtor under this Condition 34 ("Substitution of the Issuer"));
- (c) the Substituted Debtor has entered into a deed of covenant in favour of the Noteholders then represented by a Global Note, on terms no less favourable than the relevant Deed of Covenant then in force in respect of the Notes;
- (d) the Issuer or, as the case may be, the previous Substituted Debtor is not in default in respect of any amount payable under the Notes;
- (e) the Issuer irrevocably and unconditionally guarantees in favour of each Noteholder the payment of all sums payable by the Substitute Debtor in respect of the Notes;
- (f) immediately after such substitution of the Issuer, no Event of Default will occur;
- (g) the Substituted Debtor has obtained all necessary authorisations and approvals for such substitution and for the performance by the Substituted Debtor of its obligations under the Documents from the authorities in the country where the Substituted Debtor is incorporated, and the Issuer can transfer to, and the Substituted Debtor will be able to pay to, the Paying Agent in the currency required under the Notes all amounts necessary for the fulfilment of the payment obligations on or in connection with the Notes without withholding or deduction for or on account of any taxes, charges or duties of whatsoever nature;
- (h) the Substituted Debtor has agreed to indemnify each Noteholder against any Taxes imposed or arising on or in respect of any instrument effecting such substitution and, if the Substituted Debtor is resident for tax purposes in a territory ("**New Residence**") other than that in which the Issuer prior to such substitution was resident for tax purposes ("**Former Residence**"), the Documents contain an undertaking and/or such other provisions as may be necessary to ensure that, following substitution, each Noteholder would have the benefit of an undertaking in terms corresponding to the provisions of Condition 25 ("Taxation"), with:
  - (i) the substitution of references to the Issuer with references to the Substituted Debtor (to the extent that this is not achieved by Condition 34.1(a), 34.1(b) and 34.1(c)); and
  - (ii) the substitution of references to the Former Residence with references to both the New Residence and the Former Residence,

*provided, however*, that this indemnity shall not apply to any deduction or withholding made for or on account of FATCA (as defined in Condition 19.3 ("Payments subject to fiscal and other laws")), and shall not require the payment of additional amounts on account of any such withholding or deduction;

- (i) there have been delivered to each Agent opinions of lawyers of recognised standing in Australia and of lawyers of recognised standing in the country of incorporation of the Substituted Debtor in a form acceptable to the Agents to the effect that the matters referred to

in paragraphs (a), (b), (c), (d), (e), (g) and (h) above have been satisfied and that the Notes are legal, valid and binding obligations of the Substituted Debtor;

- (j) the Substituted Debtor has a credit rating from an internationally recognised rating agency at least equal to the higher of the credit rating of the Issuer immediately prior to the substitution or an investment grade credit rating, such rating agency having been informed of the proposed substitution;
- (k) the Notes have been assigned a credit rating from an internationally recognised rating agency at least equal to the higher of the credit rating of the Notes immediately prior to the substitution or an investment grade credit rating, such rating agency having been informed of the proposed substitution; and
- (l) each stock exchange on which the Notes are listed shall have confirmed that, following the proposed substitution of the Substituted Debtor, the Notes will continue to be listed on such stock exchange.

#### **34.2 Notice**

Notice of any such substitution shall be promptly given to the Noteholders in accordance with Condition 33 (“Notice to the Noteholders”).

#### **34.3 Effective Date**

A substitution under this Condition 34 takes effect on and from the date (“**Effective Date**”) specified under Condition 33.2 (“When effective”), which must be a date not earlier than 30 days after the date on which the notice is given.

#### **34.4 Effect of substitution**

On and with effect from the Effective Date:

- (a) the Substituted Debtor shall assume all of the obligations of the Issuer with respect to the Notes and all other relevant documents in connection with the Notes (whether accrued before or after the Effective Date); and
- (b) any reference in the Conditions and under all relevant Program Documents to:
  - (i) the Issuer shall from then on be deemed to refer to the Substituted Debtor; and
  - (ii) the country in which the Issuer is domiciled as resident for taxation purposes shall from then on be deemed to refer to the country of domicile or residence for tax purposes of the Substituted Debtor.

In Condition 27 (“Events of Default”) a further event of default is deemed to be included, such that an event of default shall exist in the case that the guarantee pursuant to Condition 34.1(e) above is or becomes invalid for any reason.

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### **35 Governing law and jurisdiction**

#### **35.1 Governing law**

The Bearer Notes, Registered Euro/CMU Notes and Canadian Domestic Notes and any non-contractual obligations arising out of or in connection with the Bearer Notes, Registered Euro/CMU Notes and the Canadian Domestic Notes are governed by English law. The Australian Domestic Notes are governed by and shall be construed in accordance with the law of the Australian Capital Territory. The New Zealand Domestic Notes are governed by and shall be construed in accordance with the law of New Zealand (each of these laws being the law of a “**Relevant Jurisdiction**”).

#### **35.2 Jurisdiction**

The Issuer agrees for the benefit of the Noteholders that the courts of the Relevant Jurisdiction have jurisdiction to hear and determine any suit, action or proceedings, and to settle any disputes, which may arise out of or in connection with the Notes, including a dispute relating to the existence, validity or termination of the Notes or any non-contractual obligation arising out of or in connection with the Notes

(respectively, “**Proceedings**” and “**Disputes**”) and, for such purposes, irrevocably submits to the jurisdiction of such courts.

### **35.3 Appropriate forum**

The Issuer irrevocably waives any objection which it might now or hereafter have to the courts of the Relevant Jurisdiction being nominated as the forum to hear and determine any Proceedings and to settle any Disputes, and agrees not to claim that any such court is not a convenient or appropriate forum.

### **35.4 Process agent – England**

The Issuer agrees that the process by which any Proceedings in England are begun may be served on it by being delivered to Telstra Limited at 2nd Floor, Blue Fin Building, 110 Southwark Street, London SE1 0TA or at any address of the Issuer in England at which process may be served on it in accordance with Part 37 of the Companies Act 2006. If such person is not or ceases to be effectively appointed to accept service of process on the Issuer’s behalf, the Issuer agrees, on the written demand of any Noteholder addressed to the Issuer and delivered to the Issuer or to the Specified Office of the Euro Fiscal Agent, appoint a further person in England to accept service of process on its behalf and, failing such appointment within 15 days, any Noteholder shall be entitled to appoint such a Person by written notice addressed to the Issuer and delivered to the Issuer or to the Specified Office of the Euro Fiscal Agent. Nothing in this paragraph affects the right of any Noteholder to serve process in any other manner permitted by law.

### **35.5 Process agent - New Zealand**

The Issuer agrees that the process by which any Proceedings in New Zealand are begun may be served on it by being delivered to General Counsel, Telstra NZ Limited at Bell Gully, Level 22, Vero Centre, 48 Shortland Street, Auckland or any other manner permitted by the laws of New Zealand.

### **35.6 Non-exclusivity**

The submission to the jurisdiction of the courts of a Relevant Jurisdiction does not (and shall not be construed so as to) limit the right of any Noteholder to take Proceedings in any other court of competent jurisdiction, nor shall the taking of Proceedings in any one or more jurisdictions preclude the taking of Proceedings in any other jurisdiction (whether concurrently or not) if and to the extent permitted by law.

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## **36 Third party rights**

No person has any rights to enforce any term or condition of the Notes under the Contracts (Rights of Third Parties) Act 1999 of the United Kingdom.

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## **37 Interpretation**

### **37.1 Definitions**

In these Conditions, the following expressions have the following meanings:

**Accrual Yield** has the same meaning as in the relevant Pricing Supplement.

**Additional Financial Centre(s)** means each city specified as such in the relevant Pricing Supplement.

**Agency Agreement** means:

- (a) the Euro Fiscal Agency Agreement;
- (b) the Australian Registry Services Agreement;
- (c) the New Zealand Registry Services Agreement;
- (d) the Canadian Registry Services Agreement; and
- (e) such other agency agreement as the Issuer may enter into in relation to an issue of Notes under the Program.

**Agent** means the Euro Fiscal Agent, the CMU Lodging Agent, each Registrar, each Paying Agent, each Calculation Agent and includes any successor, substitute or additional agent appointed under an Agency Agreement from time to time.

**Austraclear** means Austraclear Limited (ABN 94 002 060 773).

**Austraclear Regulations** means the regulations known as the “Austraclear Regulations” (as amended or replaced from time to time) together with any instructions or directions established by Austraclear to govern the use of the Austraclear System.

**Austraclear System** means the system operated by Austraclear in Australia for holding securities and electronic recording and settling of transactions in those securities between members of that system.

**Australian Domestic Note** means a registered debt obligation of the Issuer constituted by, and owing under the Australian Note Deed Poll, the details of which are recorded in, and evidenced by, inscription in the Australian Register.

**Australian Note Deed Poll** means any Australian note deed poll so entitled made by the Issuer in favour of Noteholders in relation to the Program.

**Australian Register** means a register, including any branch register, of Noteholders of Australian Domestic Notes established and maintained by or on behalf of the Issuer.

**Australian Registrar** means in relation to Australian Domestic Notes, Austraclear Services Limited (ABN 28 003 284 419) or such other person appointed by the Issuer pursuant to the Australian Registry Services Agreement to maintain the relevant Register in relation to Australian Domestic Notes and perform such payment and other duties as specified in that agreement.

**Australian Registry Services Agreement** means the agreement titled “ASX Austraclear Registry and IPA Services Agreement” between the Issuer and the Australian Registrar dated 24 June 2009 in relation to the Australian Domestic Notes, or any replacement of it.

**Broken Amount** has the meaning given in the relevant Pricing Supplement.

**Bearer Note** means a Note which is in bearer form.

**Business Day** means:

- (a) in relation to any matter not requiring payment of any sum, a day on which commercial banks and foreign exchange markets settle payments and are open for general business in (unless otherwise agreed between the Issuer and the Euro Fiscal Agent, in the case of a Bearer Note or the relevant Registrar, in the case of a Registered Note) London and any additional Business Centre specified in the applicable Pricing Supplement;
- (b) in relation to a day requiring payment of any sum in euro, a TARGET Settlement Day and a day on which commercial banks and foreign exchange markets settle payments generally in (unless otherwise agreed between the Issuer and the Euro Fiscal Agent, in the case of a Bearer Note or the relevant Registrar, in the case of a Registered Note) each (if any) Additional Financial Centre;
- (c) in relation to a day requiring payment of any sum in Australian dollars, a day which banks are open for general banking business in (unless otherwise agreed between the Issuer and the Euro Fiscal Agent, in the case of a Bearer Note or the relevant Registrar, in the case of a Registered Note) Sydney and Melbourne and in each Additional Financial Centre (if any) (not being a Saturday, Sunday or public holiday in that place);
- (d) in relation to a day requiring payment of any sum in New Zealand dollars, a day which banks are open for general banking business in (unless otherwise agreed between the Issuer and the Euro Fiscal Agent, in the case of a Bearer Note or the relevant Registrar, in the case of a Registered Note) Wellington and Auckland and in each Additional Financial Centre (if any) (not being a Saturday, Sunday or public holiday in that place);
- (e) in relation to a day requiring payment or conversion of any sum in Renminbi, a day on which (unless otherwise agreed between the Issuer and the Euro Fiscal Agent, in the case of a Bearer Note or the relevant Registrar, in the case of a Registered Note): (i) in the case of Notes lodged with the CMU, the CMU is operating; and (ii) commercial banks are generally

open for business and settlement of Renminbi payments in Hong Kong and in each Additional Financial Centre (if any) (not being a Saturday, Sunday or public holiday in that place);

- (f) in relation to a day requiring payment of any sum in Singapore dollars, a day which banks are open for general banking business in (unless otherwise agreed between the Issuer and the Euro Fiscal Agent, in the case of a Bearer Note or the relevant Registrar, in the case of a Registered Note) Singapore and in each Additional Financial Centre (if any) (not being a Saturday, Sunday or public holiday in that place); and
- (g) in relation to a day requiring payment of any sum in any other currency, a day on which commercial banks and foreign exchange markets settle payments and are open for general business in (unless otherwise agreed between the Issuer and the Euro Fiscal Agent, in the case of a Bearer Note or the relevant Registrar, in the case of a Registered Note) the Principal Financial Centre of the relevant currency and in each (if any) Additional Financial Centre.

**Business Centre(s)** means each city specified as such in the relevant Pricing Supplement.

**Business Day Convention** means a convention for adjusting any date if it would otherwise fall on a day that is not a Business Day and the following Business Day Conventions, where specified in the Pricing Supplement, in relation to any date applicable to any Note, have the following meanings:

- (a) **Following Business Day Convention** means that the date is postponed to the first following day that is a Business Day;
- (b) **Modified Following Business Day Convention or Modified Business Day Convention** means that the date is postponed to the first following day that is a Business Day unless that day falls in the next calendar month in which case that date is the first preceding day that is a Business Day;
- (c) **Preceding Business Day Convention** means that the date is brought forward to the first preceding day that is a Business Day;
- (d) **FRN Convention, Floating Rate Convention or Eurodollar Convention** means that the date which numerically corresponds to the preceding date in the calendar month which is the number of months specified in the relevant Pricing Supplement as the Specified Period after the calendar month in which the preceding date occurred, provided however:
  - (i) if there is no such numerically corresponding day in the calendar month in which that date should occur, then that date is the last day which is a Business Day in that calendar month;
  - (ii) if any such date would otherwise fall on a day which is not a Business Day, the date is postponed to the next following day which is a Business Day unless that day falls in the next calendar month, in which case the date is brought forward to the first preceding day which is a Business Day; and
  - (iii) if the preceding date occurred on the last day in a calendar month which was a Business Day, then all subsequent such dates will be the last day which is a Business Day in the calendar month which is the specified number of months after the calendar month in which the preceding such date occurred; and
- (e) **No Adjustment** means that the relevant date shall not be adjusted in accordance with any Business Day Convention.

If no convention is specified in the Pricing Supplement, the Following Business Day Convention applies. Different conventions may be specified in relation to, or apply to, different dates.

**Calculation Agent** means the Euro Fiscal Agent, the CMU Lodging Agent or any other person specified in the relevant Pricing Supplement as the party responsible for calculating the Interest Rate and the amount of interest payable in respect of that Note for that Interest Period or such other amount(s) as may be specified in the relevant Pricing Supplement.

**Calculation Amount** has the meaning given in the relevant Pricing Supplement.

**Canadian Domestic Note** means a registered debt obligation of the Issuer, issued in global form or, in certain limited circumstances in definitive form, in or substantially in the form set out in the Canadian

Registry Services Agreement, the details of which are recorded in, and evidenced by inscription, in the Canadian Register and which settles and clears in CDS and, if so indicated in the relevant Pricing Supplement, may clear in Euroclear and Clearstream Luxembourg.

**Canadian Register** means a register, including any branch register, of Noteholders of Canadian Domestic Notes established and maintained by or on behalf of the Issuer.

**Canadian Registrar** means in relation to Canadian Domestic Notes, such person appointed by the Issuer pursuant to a Canadian Registry Services Agreement to maintain the Canadian Register in relation to Canadian Domestic Notes and perform such payment and other duties as specified in that agreement.

**Canadian Registry Services Agreement** means any agreement between the Issuer and the Canadian Registrar in relation to the Canadian Domestic Notes.

**CDS** means CDS Clearing and Depository Services Inc.

**Clearing System** means Euroclear, Clearstream, Luxembourg, the Austraclear System, the NZClear System, CDS, CMU and any other clearing system designated as such in a relevant Pricing Supplement.

**Clearstream, Luxembourg** means Clearstream Banking S.A.

**CMU Instrument Position Report** has the meaning given to such term in the CMU Rules.

**CMU Lodging Agent** means Deutsche Bank AG, Hong Kong Branch.

**CMU Manual** means the reference manual relating to the operation of the CMU issued by the HKMA to CMU Members, as amended from time to time.

**CMU Member** means any member of the CMU.

**CMU Rules** means all requirements of the CMU for the time being applicable to a CMU Member and includes (i) all the obligations for the time being applicable to a CMU Member under or by virtue of its membership agreement with the CMU and the CMU Manual, (ii) all the operating procedures as set out in the CMU Manual for the time being in force in so far as such procedures are applicable to a CMU Member, and (iii) any directions for the time being in force and applicable to a CMU Member given by the HKMA through any operational circulars or pursuant to any provision of its membership agreement with the HKMA or the CMU Manual.

**CMU** means the Central Moneymarkets Unit Service operated by the HKMA.

**Common Depository** means, in relation to a Series of Notes, the common depository for Euroclear and Clearstream, Luxembourg.

**Condition** means the correspondingly numbered condition in these terms and conditions and **Conditions** means these terms and conditions.

**Corporations Act** means the Corporations Act 2001 of Australia.

**Coupon** means a bearer interest coupon appertaining to a Definitive Bearer Note (other than a Zero Coupon Note) in or substantially in the form set out in the Euro Fiscal Agency Agreement, or in such other form as may be agreed between the Issuer and the Euro Fiscal Agent or CMU Lodging Agent (as applicable).

**Couponholders** means, in respect of a Series, the holders of the Coupons and includes, where applicable, the Talonholders.

**Day Count Fraction** means, in respect of the calculation of an amount for any period of time ("**Calculation Period**"), the day count fraction specified in these Conditions or the relevant Pricing Supplement and:

- (a) if "**Actual/Actual (ICMA)**" is so specified:

- (i) if the Calculation Period is equal to or shorter than the Determination Period during which it falls, the number of days in such Calculation Period divided by the product of (A) the number of days in such Determination Period and (B) the number of Determination Periods normally ending in any year; and
- (ii) if the Calculation Period is longer than one Determination Period, the sum of:
  - (A) the number of days in such Calculation Period falling in the Determination Period in which it begins divided by the product of (1) the number of days in such Determination Period and (2) the number of Determination Periods normally ending in any year; and
  - (B) the number of days in such Calculation Period falling in the next Determination Period divided by the product of (1) the number of days in such Determination Period and (2) the number of Determination Periods normally ending in any year where:

**“Determination Period”** means the period from and including a Determination Date in any year but excluding the next Determination Date; and

**“Determination Date”** means the date(s) specified as such hereon or, if none is so specified, the Interest Payment Date(s);

- (a) if **“Actual/365”** or **“Actual/Actual (ISDA)”** is so specified, the actual number of days in the Calculation Period divided by 365 (or, if any portion of that Calculation Period falls in a leap year, the sum of (a) the actual number of days in that portion of the Calculation Period falling in a leap year divided by 366 and (b) the actual number of days in that portion of the Calculation Period falling in a non-leap year divided by 365);
- (b) if **“Actual/365 (Fixed)”** is so specified, means the actual number of days in the Calculation Period divided by 365;
- (c) if **“Actual/360”** is so specified, means the actual number of days in the Calculation Period divided by 360;
- (d) if **“30/360”** or **“360/360”** or **“Bond Basis”** is so specified, means the number of days in the Calculation Period divided by 360 calculated on a formula basis as follows:

$$\text{Day Count Fraction} = \frac{[360 \times (Y_2 - Y_1)] + [30 \times (M_2 - M_1)] + (D_2 - D_1)}{360}$$

where:

“Y<sub>1</sub>” is the year, expressed as a number, in which the first day of the Calculation Period falls;

“Y<sub>2</sub>” is the year, expressed as a number, in which the day immediately following the last day included in the Calculation Period falls;

“M<sub>1</sub>” is the calendar month, expressed as a number, in which the first day of the Calculation Period falls;

“M<sub>2</sub>” is the calendar month, expressed as a number, in which the day immediately following the last day included in the Calculation Period falls;

“D<sub>1</sub>” is the first calendar day, expressed as a number of the Calculation Period, unless such number would be 31, in which case D<sub>1</sub> will be 30; and

“D<sub>2</sub>” is the calendar day, expressed as a number, immediately following the last day included in the Calculation Period, unless such number would be 31 and D<sub>1</sub> is greater than 29, in which case D<sub>2</sub> will be 30;



- (e) if “**30E/360**” or “**Eurobond Basis**” is so specified means, the number of days in the Calculation Period in respect of which payment is being made divided by 360, calculated on a formula basis as follows:

$$\text{Day Count Fraction} = \frac{[360 \times (Y_2 - Y_1)] + [30 \times (M_2 - M_1)] + (D_2 - D_1)}{360}$$

where:

“Y<sub>1</sub>” is the year, expressed as a number, in which the first day of the Calculation Period falls;

“Y<sub>2</sub>” is the year, expressed as a number, in which the day immediately following the last day included in the Calculation Period falls;

“M<sub>1</sub>” is the calendar month, expressed as a number, in which the first day of the Calculation Period falls;

“M<sub>2</sub>” is the calendar month, expressed as a number, in which the day immediately following the last day included in the Calculation Period falls;

“D<sub>1</sub>” is the first calendar day, expressed as a number of the Calculation Period, unless such number would be 31, in which case D<sub>1</sub> will be 30; and

“D<sub>2</sub>” is the calendar day, expressed as a number, immediately following the last day included in the Calculation Period, unless such number would be 31, in which case D<sub>2</sub> will be 30;

- (f) if “**RBA Bond Basis**” or “**Australian Bond Basis**” is so specified, means one divided by the number of Interest Payment Dates in a year (or where the Calculation Period does not constitute an Interest Period, the actual number of days in the Calculation Period divided by 365 (or, if any portion of the Calculation Period falls in a leap year, the sum of:
- (i) the actual number of days in that portion of the Calculation Period falling in a leap year divided by 366; and
  - (ii) the actual number of days in that portion of the Calculation Period falling in a non-leap year divided by 365));
- (g) if “**NZ Govt Bond Basis**” is so specified, means one divided by the number of Interest Payment Dates in a year; and
- (h) if “**Actual/Actual Canadian Compound Method**” is so specified, whenever it is necessary to compute any amount of accrued interest in respect of the Notes for a period of less than one full year, other than in respect of any Fixed Coupon Amount or Broken Amount, such interest will be calculated on the basis of the actual number of days in the Calculation Period and a year of 365 days.

**Deed of Covenant** means:

- (a) the deed of covenant dated 12 March 2015 executed by the Issuer in connection with the Program;
- (b) the deed of covenant dated 12 October 2006 executed by the Issuer in connection with the Program; or
- (c) any other deed of covenant so entitled made by the Issuer in connection with the Program.

**Definitive Bearer Note** means a Bearer Note issued in definitive form in or substantially in the form set out in the Euro Fiscal Agency Agreement and having, where appropriate, Coupons, Talons or Receipts attached on issue in definitive form.

**Directive** means:

- (a) a law; and/or

- (b) a treaty, an official directive, request, regulation, guideline or policy (whether or not having the force of law).

**Dual Currency Note** means a Note in respect of which payments of principal or interest or both are made or to be made in such different currencies, and at rates of exchange calculated upon such basis or bases as indicated in the relevant Pricing Supplement.

**Early Redemption Amount (Call)** means, in respect of any Note, its principal amount or such other amount as may be specified in, or determined in accordance with, the relevant Pricing Supplement.

**Early Redemption Amount (Put)** means, in respect of any Note, its principal amount or such other amount as may be specified in, or determined in accordance with, the relevant Pricing Supplement.

**Early Redemption Amount (Tax)** means, in respect of any Note, its principal amount or such other amount as may be specified in, or determined in accordance with, the relevant Pricing Supplement.

**Early Redemption Date (Call)** means the date so described in the relevant Pricing Supplement.

**Early Redemption Date (Put)** means the date so described in the relevant Pricing Supplement.

**Early Termination Amount** means, in respect of any Note, its principal amount or such other amount as may be specified in, or determined in accordance with, these Conditions or the relevant Pricing Supplement.

**Euro/CMU Register** means a register, including any branch register, of Noteholders of Registered Euro/CMU Notes established and maintained by or on behalf of the Issuer.

**Euro/CMU Registrar** means in relation to Registered Euro/CMU Notes, such person appointed by the Issuer pursuant to the Euro Fiscal Agency Agreement to maintain the Euro/CMU Register in relation to Registered Euro/CMU Notes and perform such payment and other duties as specified in that agreement.

**Euro Fiscal Agency Agreement** means the euro fiscal agency agreement so entitled dated 31 October 2001, as amended and restated on 15 October 2002, supplemented on 14 November 2003 and amended on 23 September 2005, 12 October 2006, 24 October 2011 and on or about 12 March 2015 between the Issuer and Deutsche Bank AG, London Branch, Deutsche Bank Luxembourg S.A and Deutsche Bank AG, Hong Kong Branch.

**Euro Fiscal Agent** means, in relation to any Notes, the person appointed to act as issuing and principal paying agent, or any successor issuing and principal paying agent appointed, under the Euro Fiscal Agency Agreement and/or such other issuing and paying agent in relation to any Notes as may from time to time be appointed by the Issuer.

**Euroclear** means Euroclear Bank SA/NV.

**Euro Note** means any Note other than a Canadian Domestic Note, an Australian Domestic Note or a New Zealand Domestic Note.

**Event of Default** means an event so described in Condition 27 ("Events of Default").

**Extraordinary Resolution** has the meaning given in the Meetings Provisions of the Euro Fiscal Agency Agreement, the Australian Note Deed Poll or other relevant Program Document.

**Final Redemption Amount** means, in respect of any Note, its principal amount or such other amount as may be specified in, or determined in accordance with, the relevant Pricing Supplement.

**Fixed Coupon Amount** has the meaning given in the relevant Pricing Supplement.

**Fixed Rate Note** means a Note on which interest is calculated at a fixed rate payable in arrears on a fixed date or fixed dates in each year and on redemption or on such other dates as indicated in the applicable Pricing Supplement.

**Floating Rate Note** means a Note on which interest is calculated at a floating rate payable 1, 2, 3, 6, or 12 monthly or in respect of such other period or on such date(s) as specified in the applicable Pricing Supplement.

**Global Certificate** means a certificate in global form representing Registered Euro/CMU Notes of one or more Tranches of the same Series in or substantially in the form set out in the Euro Fiscal Agency Agreement or in such other form as may be agreed between the Issuer, the Euro/CMU Registrar and the relevant Dealer(s).

**Global Note** means:

- (a) in respect of Bearer Notes, a Temporary Global Note or, as the context may require, a Permanent Global Note; and
- (b) in respect of Registered Euro/CMU Notes or Canadian Domestic Notes, a Registered Global Note.

**HKMA** means the Hong Kong Monetary Authority appointed pursuant to Section 5A of the Exchange Fund Ordinance (Cap. 66 of the laws of Hong Kong).

**Illiquidity** means the general Renminbi exchange market in Hong Kong becomes illiquid as a result of which the Issuer cannot obtain sufficient Renminbi in order to satisfy its obligation to make a payment in respect of the Notes.

**Inconvertibility** means the occurrence of any event that makes it impossible for the Issuer to convert into Renminbi any amount due in respect of the Notes into Renminbi on any Interest Payment Date, Maturity Date or other payment date in the general Renminbi exchange market in Hong Kong, other than where such impossibility is due solely to the failure of the Issuer to comply with any law, rule or regulation enacted by any governmental authority (unless such law, rule or regulation is enacted after the Issue Date of the first Tranche of the relevant Series and it is impossible for the Issuer due to an event beyond its control, to comply with such law, rule or regulation). For the avoidance of doubt, the inability of a party to convert Renminbi solely due to issues relating to its creditworthiness shall not constitute inconvertibility.

**Index Linked Interest Note** means a Note in respect of which the amount payable in respect of interest is calculated by reference to an index or a formula or both as specified in the relevant Pricing Supplement.

**Index Linked Note** means an Index Linked Interest Note or an Index Linked Redemption Amount Note, as the case may be.

**Index Linked Redemption Amount Note** means a Note in respect of which the amount payable in respect of principal is calculated by reference to an index or a formula or both as specified in the relevant Pricing Supplement.

**Instalment Amount** means the amount so described in the relevant Pricing Supplement.

**Instalment Date** means the date so described in the relevant Pricing Supplement.

**Instalment Note** means a Note in respect of which the principal amount is payable in one or more instalments, as specified in the applicable Pricing Supplement.

**Interest Commencement Date** means the Issue Date of the Notes or any other date so described in the relevant Pricing Supplement.

**Interest Determination Date** means the date so described in the relevant Pricing Supplement.

**Interest Payment Date** means each date so described in, or determined in accordance with, the relevant Pricing Supplement and, if a Business Day Convention is specified in the relevant Pricing Supplement:

- (a) as adjusted in accordance with the relevant Business Day Convention; or
- (b) if the Business Day Convention is the "FRN Convention", "Floating Rate Convention" or "Eurodollar Convention" and an interval of a number of calendar months is specified in the relevant Pricing Supplement as being the Specified Period, each of such dates as may occur in accordance with the "FRN Convention", "Floating Rate Convention" or "Eurodollar Convention" at such Specified Period of calendar months following the Interest Commencement Date (in the case of the first Interest Payment Date) or the previous Interest Payment Date (in any other case).

**Interest Period** means each period beginning on (and including) an Interest Payment Date and ending on (but excluding) the next Interest Payment Date. However:

- (a) the first Interest Period commences on (and includes) the Interest Commencement Date; and
- (b) the final Interest Period ends on (but excludes) the Maturity Date.

**Interest Rate** means each rate of interest (expressed as a percentage per annum) payable in respect of the Notes specified in the relevant Pricing Supplement or calculated or determined in accordance with the provisions of these Conditions or the relevant Pricing Supplement.

**ISDA Definitions** means the 2006 ISDA Definitions (as supplemented, amended and updated as at the Issue Date of the first Tranche of the Notes of the relevant Series) published by the International Swaps and Derivatives Association, Inc or, if specified in the relevant Pricing Supplement, the 2000 ISDA Definitions, as published by the International Swaps and Derivatives Association Inc.

**Issue Date** means the date on which a Note is, or is to be issued, as specified or determined in accordance with the relevant Pricing Supplement.

**Issue Price** means, in respect of a Note, the price at which such Note is issued as agreed between the Issuer and the relevant Dealers and as set out in the Pricing Supplement.

**Issuer** means Telstra Corporation Limited (ABN 33 051 775 556).

**Margin** means the margin specified in, or determined in accordance with, the relevant Pricing Supplement.

**Maturity Date** means, in relation to a Note, the date specified in the relevant Pricing Supplement as the date for redemption of that Note or, in the case of an amortising Note, the date on which the last instalment of principal is payable.

**Maximum Interest Rate** has the meaning specified in the Pricing Supplement.

**Maximum Redemption Amount** has the meaning given in the relevant Pricing Supplement.

**Meetings Provisions** means the provisions for the convening of meetings of, and passing of resolutions by, Noteholders set out in the Euro Fiscal Agency Agreement, the Australian Note Deed Poll, the Canadian Registry Services Agreement or such other Program Document as is specified from time to time.

**Minimum Interest Rate** has the meaning specified in the Pricing Supplement.

**Minimum Redemption Amount** has the meaning given in the relevant Pricing Supplement.

**New Zealand Domestic Note** means a registered debt obligation of the Issuer constituted by, and owing under, the New Zealand Note Deed Poll, the details of which are recorded and evidenced by inscription in the New Zealand Register.

**New Zealand Note Deed Poll** means any New Zealand note deed poll so entitled made by the Issuer in favour of Noteholders in connection with the Program.

**New Zealand Register** means a register, including any branch register, of Noteholders of New Zealand Domestic Notes established and maintained by or on behalf of the Issuer.

**New Zealand Registrar** means, in relation to New Zealand Domestic Notes, Computershare Investor Services Limited (NZBN 9429039441737) or such other person appointed by the Issuer pursuant to the New Zealand Registry Services Agreement to maintain the relevant Register in relation to New Zealand Domestic Notes and perform such payment and other duties as specified in that agreement.

**New Zealand Registry Services Agreement** means the agreement between the Issuer and the New Zealand Registrar in relation to New Zealand Domestic Notes, titled "New Zealand Registry Services Agreement" executed on or about 15 October 2002.

**Non-transferability** means the occurrence of any event that makes it impossible for the Issuer to deliver Renminbi between accounts inside Hong Kong or from an account inside Hong Kong to an account outside Hong Kong (including where the Renminbi clearing and settlement system for

participating banks in Hong Kong is disrupted or suspended), other than where such impossibility is due solely to the failure of the Issuer to comply with any law, rule or regulation enacted by any governmental authority (unless such law, rule or regulation is enacted after the Issue Date of the first Tranche of the relevant Series and it is impossible for the Issuer due to an event beyond its control, to comply with such law, rule or regulation).

**Note** means an Australian Domestic Note, a New Zealand Domestic Note, a Canadian Domestic Note, or any negotiable bearer or registered bond, note or other debt instrument issued, or to be issued, under the Program the terms and conditions of which will be specified in the Pricing Supplement.

**Noteholder** means, in respect of a Note:

- (a) the bearer for the time being of an outstanding Bearer Note, Coupon, Talon or Receipt; or
- (b) the person whose name is entered in the Register as the holder of a Registered Note; or
- (c) where there are joint holders of a Registered Note, the persons whose names appear in the Register as joint holders of the Note; or
- (d) for avoidance of doubt where a Global Note is entered into a Clearing System, the operator of that Clearing System or a nominee thereof or the Common Depositary, as the case may be.

**NZClear Regulations** means the regulations known as the “NZClear System Rules” established by the Reserve Bank of New Zealand to govern the use of the NZClear System.

**NZClear System** means the system operated by the Reserve Bank of New Zealand in New Zealand for holding securities and electronic recording and settling of transactions in those securities between members of that system.

**Outstanding** means in relation to the Notes of all or any Series, all of the Notes of such Series other than:

- (a) Notes which have been redeemed or satisfied in full by the Issuer; or
- (b) Notes for the payment of which funds equal to their aggregate outstanding principal amount are on deposit with the relevant Paying Agent on terms which prohibit the return of those Notes or in respect of which the relevant Paying Agent holds an irrevocable direction to apply funds in repayment of Notes to be redeemed on that day; or
- (c) Notes which have been purchased or cancelled in accordance with Condition 18.10 (“Cancellation”); or
- (d) Notes in respect of which a Noteholder is unable to make a claim as a result of the operation of Condition 26 (“Time limit for claims”); or
- (e) those mutilated or defaced Notes which have been surrendered and cancelled and in respect of which replacements have been issued under Condition 29 (“Replacement of lost or damaged Notes, Certificates, Talons, Receipts and Coupons”); or
- (f) any Temporary Global Note to the extent that it has been exchanged for a Permanent Global Note or a Definitive Bearer Note and any Permanent Global Note to the extent that it has been exchanged for Definitive Bearer Notes in each case pursuant to its provisions, these Conditions or any relevant Program Document.

**Partly Paid Note** means a Note in relation to which the initial subscription moneys are payable to the Issuer in two or more instalments.

**Paying Agent** means, in relation to any Notes, the Euro Fiscal Agent, the CMU Lodging Agent, the Euro/CMU Registrar, the Australian Registrar, the New Zealand Registrar, the Canadian Registrar and any person appointed to act as paying agent, or any successor paying agent, appointed under the relevant Agency Agreement and such other paying agent in relation to any Notes as may from time to time be appointed by the Issuer.

**Payment Business Day** means:

- (a) if the currency of payment is euro, any day which is:
  - (i) a day on which banks in the relevant place of presentation are open for presentation and payment of debt securities and for dealings in euro; and
  - (ii) a TARGET Settlement Day and a day on which dealings in euro may be carried on in each (if any) Additional Financial Centre; or
- (b) if the currency of payment is Renminbi, any day which is:
  - (i) a day (other than a Saturday, a Sunday or a public holiday) on which commercial banks are generally open for business and settlement of Renminbi payments in Hong Kong and such other principal financial centre as may be agreed from time to time by the Issuer and the relevant Dealer(s) are open for business; and
  - (ii) in the case of Notes lodged with the CMU, a day on which the CMU is operating;
- (c) if the currency of payment is not euro or Renminbi, any day which is:
  - (i) a day on which banks in the relevant place of presentation are open for presentation and payment of debt securities and for dealings in foreign currencies; and
  - (ii) in the case of payment by transfer to an account, a day on which dealings in foreign currencies may be carried on in the Principal Financial Centre of the currency of payment and in each (if any) Additional Financial Centre.

**Permanent Global Note** means a Global Note in permanent global form representing Bearer Notes of one or more Tranches of the same series in or substantially in the form set out in the Euro Fiscal Agency Agreement or in such other form as may be agreed between the Issuer, the Euro Fiscal Agent and the relevant Dealers.

**Pricing Supplement** means, in respect of a Tranche, a Pricing Supplement specifying the relevant issue details for that Tranche.

**Principal Financial Centre** means:

- (a) in relation to euro, it means the principal financial centre of the Member State of the European Communities as is selected (in the case of a payment) by the payee or (in the case of a calculation) by the Calculation Agent;
- (b) in relation to Australian dollars, it means either Sydney or Melbourne as selected (in the case of a payment) by the payee or (in the case of a calculation) by the Calculation Agent;
- (c) in relation to New Zealand dollars, it means either Wellington or Auckland as selected (in the case of a payment) by the payee or (in the case of a calculation) by the Calculation Agent; and
- (d) in relation to any other currency, the principal financial centre for that currency.

**Principal Paying Agent** means, in relation to any Notes, the person specified as such in the relevant Pricing Supplement.

**Program** means the program for the issuance of Notes established by the Issuer and described in Condition 1.1 ("Program").

**Program Documents** means:

- (a) each Agency Agreement;
- (b) each Deed of Covenant;
- (c) the Australian Note Deed Poll; and
- (d) the New Zealand Note Deed Poll,

and any other agreement, deed or document which the Issuer acknowledges in writing from time to time to be a Program Document.

**Rate Determination Date** means the day which is two Business Days before the due date of the relevant amount under the Notes.

**Receipt** means a payment receipt relating to the payment of principal on a Note in or substantially in the form set out in the Euro Fiscal Agency Agreement, or in such other form as may be agreed between the Issuer and the Euro Fiscal Agent.

**Receiptholder** means, in respect of a Series, the holders of the Receipts.

**Record Date** means, in the case of payments of interest, the close of business in the place where the relevant Register is maintained on:

- (a) save as provided in (b) below, in the case of Registered Euro/CMU Notes, the fifteenth calendar day before the relevant date for payment or any date so described in the relevant Pricing Supplement;
- (b) in the case of Registered Euro/CMU Notes denominated in Renminbi and not held in CMU, the fifth day before the due date for payment;
- (c) in the case of Registered Euro/CMU Notes held in CMU, at the relevant time as notified to the CMU Lodging Agent by the CMU in a relevant CMU Instrument Position Report;
- (d) in the case of Australian Domestic Notes, the eighth calendar day before the relevant date for payment or any date so described in the relevant Pricing Supplement;
- (e) in the case of New Zealand Domestic Notes, the tenth calendar day before the relevant date for payment or any date so described in the Pricing Supplement; and
- (f) in the case of Canadian Domestic Notes, the fifteenth calendar day before the relevant date for payment or any date so described in the Pricing Supplement.

*So long as the Notes are represented by a Global Note, the "Record Date" shall be the close of business (in the relevant clearing system) on the Clearing System Business Day before the due date for such payment where "Clearing System Business Day" means a day on which the relevant clearing system is open for business except 25 December and 1 January.*

**Redemption Amount** means, as appropriate, the Final Redemption Amount, the Early Redemption Amount (Tax), the Early Redemption Amount (Call), the Early Redemption Amount (Put), the Early Termination Amount or such other amount in the nature of a redemption amount as may be specified in, or determined in accordance with the provisions of, the relevant Pricing Supplement.

**Reference Banks** means the institutions so described in the relevant Pricing Supplement or, if none, four major banks selected by the Calculation Agent or other party responsible for the calculation of the Interest Rate as specified in the relevant Pricing Supplement in the market that is most closely connected with the Reference Rate.

**Reference Price** has the meaning given in the relevant Pricing Supplement.

**Reference Rate** means the reference rate specified in the Conditions or the relevant Pricing Supplement and:

- (a) if LIBOR is so specified, means the London Interbank Offered Rate;
- (b) if EURIBOR is so specified, means the Euro Interbank Offered Rate;
- (c) if CNH HIBOR is so specified, means the CNH Hong Kong Interbank Offered Rate;
- (d) if BBSW is so specified, means the rate for prime bank eligible securities in the Australian financial market which is designated as the average mid-rate (or any designation which replaces that designation);
- (e) if BKBM is so specified, means the Bank Bill Mid Market Settlement Rate in the New Zealand financial market; and

- (f) if CDOR is so specified, means the Canadian Dollar Offered Rate.

**Register** means:

- (a) in relation to Registered Euro/CMU Notes, the Euro/CMU Register;
- (b) in relation to Australian Domestic Notes, the Australian Register;
- (c) in relation to the New Zealand Domestic Notes, the New Zealand Register; and
- (d) in relation to Canadian Domestic Notes, the Canadian Register.

**Registered Euro/CMU Note** means a Euro Note (including a Euro Note held through the CMU) in registered form.

**Registered Global Note** means:

- (a) a Global Certificate; or
- (b) a Canadian Domestic Note in global form representing Canadian Domestic Notes of one or more Tranches of the same Series in or substantially in the form set out in the Canadian Registry Services Agreement or in such other form as may be agreed between the Issuer, the Canadian Registrar and the relevant Dealer(s).

**Registered Note** means:

- (a) a Registered Euro/CMU Note;
- (b) an Australian Domestic Note;
- (c) a New Zealand Domestic Note;
- (d) a Canadian Domestic Note; or
- (e) such other Note issued in registered form which is specified as such in the applicable Pricing Supplement.

**Registrar** means:

- (a) in relation to Registered Euro/CMU Notes, the Euro/CMU Registrar;
- (b) in relation to Australian Domestic Notes, the Australian Registrar;
- (c) in relation to New Zealand Domestic Notes, the New Zealand Registrar; and
- (d) in relation to Canadian Domestic Notes, the Canadian Registrar.

**Registry Services Agreement** means:

- (a) in the case of Registered Euro/CMU Notes, the Euro Fiscal Agency Agreement or such other registry services agreement as agreed between the Issuer and the Euro/CMU Registrar;
- (b) in the case of Australian Domestic Notes, the Australian Registry Services Agreement;
- (c) in the case of New Zealand Domestic Notes, the New Zealand Registry Services Agreement; and
- (d) in the case of Canadian Domestic Notes, such registry services agreement as agreed between the Issuer and the Canadian Registrar.

**Related Body Corporate** has the meaning it has in the Corporations Act.

**Relevant Date** means, in relation to any payment, whichever is the later of:

- (a) the date on which the payment in question first becomes due; and



- (b) if the full amount payable has not been received in the Principal Financial Centre of the currency of payment by the Principal Paying Agent (or, in the case of Notes held through the CMU, the CMU Lodging Agent) on or prior to such due date, the date on which (the full amount having been so received) notice to that effect has been given to the Noteholders.

**Relevant Financial Centre** has the meaning given in the relevant Pricing Supplement.

**Relevant Rate** means the Reference Rate benchmark for a Representative Amount of the Specified Currency for a period (if applicable or appropriate to Reference Rate benchmark) equal to the Specified Duration.

**Relevant Screen Page** means:

- (a) the page, section, caption, column or other part ("**Page**") of a particular information service specified as the Relevant Screen Page in the relevant Pricing Supplement, such other Page as may succeed or replace it on that information service or such other Page on such other information service as the Calculation Agent or other party responsible for the calculation of the Interest Rate as specified in the relevant Pricing Supplement may determine replaces or succeeds that Page (after prior consultation with the Issuer); or
- (b) any other Page as may succeed or replace it on that information service or such other Page on such other information service, in each case, as the Calculation Agent or other party responsible for the calculation of the Interest Rate as specified in the relevant Pricing Supplement may determine replaces or succeeds that Page (after prior consultation with the Issuer).

**Relevant Time** means the time so described in the relevant Pricing Supplement.

**Representative Amount** means the amount specified as such in the applicable Pricing Supplement, or if none is specified, an amount that is representative for a single transaction in the relevant market at the time.

**Reserved Matter** means any proposal to change any date fixed for payment of principal or interest in respect of the Notes, to reduce the amount of principal or interest payable on any date in respect of the Notes, to alter the method of calculating the amount of any payment in respect of the Notes or the date for any such payment, to change the currency of any payment under the Notes or to change the quorum requirement relating to meetings or the majority required to pass an Extraordinary Resolution or to amend this definition.

**Series** means each original issue of a Tranche of Notes, together with the issue of any further Tranche of Notes, expressed to form a single Series with the original issue and the Notes comprising such Tranches being identical in every respect except for the Issue Date, Issue Price and Interest Commencement Date of the Tranche and, in respect of the first interest payment (if any). A Series may comprise Notes in more than one denomination.

**Specified Currency** means the currency specified in the relevant Pricing Supplement which may include Australian Dollars ("**A\$**" or "**AUD**"), Canadian Dollars ("**C\$**" or "**CAD**"), Euro ("**€**", "**Euro**" or "**EUR**"), Hong Kong Dollars ("**HKD**"), Japanese Yen ("**JPY**"), New Zealand Dollars ("**N.Z.\$**" or "**NZD**"), Renminbi ("**RMB**"), Singapore Dollars ("**SGD**"), Sterling ("**GBP**"), and United States dollars ("**USD**"), or any other freely transferable and freely convertible currency.

**Specified Denomination** has the meaning given in the relevant Pricing Supplement.

**Specified Duration** means the period of time specified as such in the applicable Pricing Supplement, or if none is specified, a period of time equal to the relative Interest Period, ignoring any adjustment as a consequence of the applicable Business Day Convention.

**Specified Office** means, in relation to a person, the office specified in the most recent Offering Circular for the Program or such other address as is notified to Noteholders from time to time.

**Specified Period** has the meaning given in the relevant Pricing Supplement.

**Spot Rate** means, unless specified otherwise in the applicable Pricing Supplement, the spot RMB/U.S.\$ exchange rate for the purchase of U.S. dollars with Renminbi in the over-the-counter Renminbi exchange market in Hong Kong for settlement in two Business Days, as determined by the Calculation Agent at or around 11.00 a.m. (Hong Kong time) on the Rate Determination Date, on a deliverable basis by reference to Reuters Screen Page TRADCNY3, or if no such rate is available, on a non-deliverable

basis by reference to Reuters Screen Page TRADNDF. If neither rate is available, the Calculation Agent shall determine the rate taking into consideration all available information which the Calculation Agent deems relevant, including pricing information obtained from the Renminbi non-deliverable exchange market in Hong Kong or elsewhere and the RMB/U.S.\$ exchange rate in the PRC domestic foreign exchange market.

**Subsidiary** means of another entity which is a subsidiary of the first within the meaning of part 1.2 division 6 of the Corporations Act or is a subsidiary of or otherwise controlled by the first within the meaning of any approved accounting standard.

“**sub-unit**” means with respect to any currency other than euro, the lowest amount of such currency that is available as legal tender in the country of such currency and, with respect to euro, means one cent.

**Talonholders** in respect of a Series, means the holders of the Talons.

**Talons** means the bearer talons (if any) appertaining to, and exchangeable in accordance with their provisions for the further Coupons appertaining to, a Definitive Bearer Note (other than a Zero Coupon Note) in or substantially in the relevant form set out in the Euro Fiscal Agency Agreement or in such other form as may be agreed between the Issuer and the Euro Fiscal Agent.

**TARGET2** means the Trans-European Automated Real-Time Gross Settlement Express Transfer payment system which utilises a single shared platform and which was launched on 19 November 2007 or any successor thereto.

**TARGET Settlement Day** means any day on which TARGET2 is open for the settlement of payments in euro.

**Tax Act** means the Income Tax Assessment Act 1936 of Australia or the Income Tax Assessment Act 1997 of Australia, as the context requires.

**Taxes** means taxes, levies, imposts, deductions, charges or withholdings and duties imposed by any authority (including stamp and transaction duties) (together with any related interest, penalties and expenses in connection with them), other than taxes imposed on, or calculated having reference to, net income.

**Temporary Global Note** means a Global Note in temporary global form representing Bearer Notes of one or more Tranches of the same Series, in or substantially in the relevant form set out in the Euro Fiscal Agency Agreement or in such other form as may be agreed between the Issuer and the Euro Fiscal Agent.

**Tranche** means a tranche of Notes specified as such in the relevant Pricing Supplement issued on the same Issue Date and on the same terms and conditions (except that a Tranche may comprise Notes in more than one denomination).

**U.S. Dollar Equivalent** means the Renminbi amount converted into U.S dollars using the Spot Rate for the relevant Rate Determination Date.

**Variable Interest Note** means an Index Linked Interest Note or any other variable interest rate note other than a Floating Rate Note.

**Variable Note** means a Variable Redemption Note and Variable Interest Note.

**Variable Redemption Note** means an Index Linked Redemption Amount Note or Dual Currency Note.

**Zero Coupon Note** means a Note which does not carry an entitlement to periodic payment of interest prior to the redemption date of such Note and which is issued at a discount to its face value.

## 37.2 References to certain general terms

Unless the contrary intention appears, a reference in these Conditions to:

- (a) a group of persons is a reference to any two or more of them jointly and to each of them individually;
- (b) anything (including an amount) is a reference to the whole and each part of it;

- (c) a document (including these Conditions) includes any variation or replacement of it;
- (d) law means common law, principles of equity, and laws made by any parliament and regulations and other instruments under those laws and consolidations, amendments, re-enactments or replacements of any of them;
- (e) an accounting term is a reference to that term as it is used in accounting standards under the Corporations Act, or, if not inconsistent with those standards, in accounting principles and practices generally accepted in Australia;
- (f) the word "person" includes an individual, a firm, a body corporate, an unincorporated association and an authority; and
- (g) a particular person includes a reference to the person's executors, administrators, successors, substitutes (including persons taking by novation) and assigns.

### **37.3 Number**

The singular includes the plural and vice versa.

### **37.4 Headings**

Headings (including those in brackets at the beginning of paragraphs) are for convenience only and do not affect the interpretation of these Conditions.

### **37.5 References**

Unless the contrary intention appears, in these Conditions:

- (a) a reference to a Noteholder is a reference to the holder of Notes of a particular Series and includes Couponholders, Talonholders and Receiptholders (if any);
- (b) a reference to a Note is a reference to a Note of a particular Series and includes:
  - (i) any Coupon, Receipt or Talon in relation to that Note; and
  - (ii) any replacement Note, Coupon, Receipt or Talon issued under the Conditions;
- (c) if Talons are specified in the relevant Pricing Supplement as being attached to the Notes at the time of issue, references to Coupons are taken to include references to Talons; and
- (d) if Talons are not specified in the relevant Pricing Supplement as being attached to the Notes at the time of issue, references to Talons are not applicable.

### **37.6 References to principal and interest**

Unless the contrary intention appears, in these Conditions:

- (a) any reference to "principal" is taken to include the Redemption Amount, any additional amounts in respect of principal which may be payable under Condition 25 ("Taxation"), any premium payable in respect of a Note, and any other amount in the nature of principal payable in respect of the Notes under these Conditions;
- (b) any reference to "interest" is taken to include any additional amounts in respect of interest which may be payable under Condition 25 ("Taxation") and any other amount in the nature of interest payable in respect of the Notes under these Conditions; and
- (c) if an expression is stated as having the meaning given in the relevant Pricing Supplement, but the relevant Pricing Supplement gives no such meaning or specifies that such expression is "Not Applicable" then such expression is not applicable to the Notes.

# Australian Taxation Summary

*In addition to the matters set out in this section in relation to Australian tax matters, prospective investors are advised to seek their own professional advice in relation to the matters set out in this Offering Circular under the headings "General Information – Foreign Account Tax Compliance Act", "General Information – "FATCA withholding and the ICSDs", "General Information - Common Reporting Standard" and "General Information - The proposed EU financial transactions tax ("FTT")" on pages 130 to 131 inclusive of this Offering Circular.*

## 1 INTRODUCTION

The following is a summary of the Australian withholding tax treatment under the Income Tax Assessment Acts of 1936 and 1997 of Australia (together, "**Australian Tax Act**"), the Taxation Administration Act 1953 of Australia and any relevant regulations, rulings or judicial or administrative pronouncements, at the date of this Offering Circular, of payments of interest (as defined in the Australian Tax Act) on the Notes to be issued by the Issuer under the Program and certain other Australian tax matters.

This summary applies to Noteholders that are:

- residents of Australia for tax purposes that do not hold their Notes in the course of carrying on a business at or through a permanent establishment outside of Australia, and non-residents of Australia for tax purposes that hold their Notes in the course of carrying on a business at or through a permanent establishment in Australia ("**Australian Holders**"); and
- non-residents of Australia for tax purposes that do not acquire their Notes in the course of carrying on a business at or through a permanent establishment in Australia, and Australian tax residents that acquire their Notes in the course of carrying on a business at or through a permanent establishment outside of Australia ("**Non-Australian Holders**").

The summary is not exhaustive and, in particular, does not deal with the position of certain classes of Noteholders (including, without limitation, dealers in securities, custodians or other third parties who hold Notes on behalf of any person). In addition, unless expressly stated, the summary does not consider the Australian tax consequences for persons who hold interests in the Notes through Austraclear, Euroclear, Clearstream, Luxembourg, the CMU or another clearing system.

Noteholders should also be aware that particular terms of issue of any Series of Notes may affect the tax treatment of that Series of Notes. Information regarding taxes in respect of Notes may also be set out in the relevant Pricing Supplement (or another relevant supplement to this Offering Circular).

This summary is not intended to be, nor should it be construed as legal or tax advice to any particular holder of Notes. Each Noteholder should seek professional tax advice in relation to their particular circumstances.

## 2. AUSTRALIAN INTEREST WITHHOLDING TAX

The Australian Tax Act characterises securities as either "debt interests" (for all entities) or "equity interests" (for companies) including for the purposes of interest withholding tax ("**IWT**") and dividend withholding tax. For Australian IWT purposes, "interest" is defined to include amounts in the nature of, or in substitution for, interest and certain other amounts.

### *Australian Holders*

Payments of interest in respect of the Notes to Australian Holders will not be subject to Australian IWT.

### *Non-Australian Holders*

IWT is payable at a rate of 10 per cent of the gross amount of interest paid by the Issuer to a Non-Australian Holder unless an exemption is available.

#### *(a) Section 128F exemption from IWT*

An exemption from IWT is available in respect of interest paid on the Notes if the requirements of section 128F of the Australian Tax Act are satisfied.

Unless otherwise specified in the relevant Pricing Supplement (or another relevant supplement to this Offering Circular), the Issuer intends to issue the Notes in a manner which will satisfy the requirements of section 128F of the Australian Tax Act.

In broad terms, the requirements are as follows:

- (i) the Issuer is a resident of Australia and a company (as defined in section 128F(9) of the Australian Tax Act) when it issues the Notes and when interest is paid; and
- (ii) the Notes are issued in a manner which satisfies the “public offer” test in section 128F of the Australian Tax Act.

In relation to the Notes, there are five principal methods of satisfying the public offer test, the purpose of which is to ensure that lenders in capital markets are aware that the Issuer is offering the Notes for issue. In summary, the five methods are:

- offers to 10 or more unrelated persons carrying on a business of providing finance, or investing or dealing in securities, in the course of operating in financial markets;
- offers to 100 or more investors of a certain type;
- offers of listed Notes;
- offers via publicly available information sources; or
- offers to a dealer, manager or underwriter who offers to sell the Notes within 30 days by one of the preceding methods.

The issue of Notes as “global bonds”, as defined in the Australian Tax Act, should also satisfy the public offer test;

- (iii) the Issuer does not know, or have reasonable grounds to suspect, at the time of issue, that the Notes (or interests in those Notes) were being, or would later be, acquired, directly or indirectly, by an “associate” of the Issuer, except as permitted by section 128F(5) of the Australian Tax Act (see below); and
- (iv) at the time of the payment of interest, the Issuer does not know, or have reasonable grounds to suspect, that the payee is an “associate” of the Issuer, except as permitted by section 128F(6) of the Australian Tax Act (see below).

An “associate” of the Issuer for the purposes of section 128F of the Australian Tax Act includes, where the Issuer is not a trustee:

- a person or entity which holds more than 50 per cent of the voting shares of, or otherwise controls, the Issuer;
- an entity in which more than 50 per cent of the voting shares are held by, or which is otherwise controlled by, the Issuer;
- a trustee of a trust where the Issuer is capable of benefiting (whether directly or indirectly) under that trust; and
- a person or entity who is an “associate” of another person or company which is an “associate” of the Issuer under the first bullet point above.

However, for the purposes of sections 128F(5) and (6) of the Australian Tax Act (see paragraphs (iii) and (iv) above) an “associate” of the Issuer does not include:

- (i) an Australian Holder; or
- (ii) a Non-Australian Holder that is acting in the capacity of:
  - (A) in the case of section 128F(5) only, a dealer, manager or underwriter in relation to the placement of the relevant Notes, or a clearing house, custodian, funds manager or responsible entity of a registered managed investment scheme (for the purposes of the Corporations Act); or
  - (B) in the case of section 128F(6), a clearing house, paying agent, custodian, funds manager or responsible entity of a registered managed investment scheme (for the purposes of the Corporations Act).

(b) *Exemptions under certain double tax conventions*

The Australian government has signed double tax conventions (“**Specified Tax Treaties**”) with a number of countries (each a “**Specified Country**”) that contain certain exemptions from Australian IWT. The Specified Tax Treaties apply to interest derived by a resident of a Specified Country.

Broadly, the Specified Tax Treaties effectively prevent IWT applying to interest derived by:

- the governments of the Specified Countries and certain governmental authorities and agencies in a Specified Country; and
- a “financial institution” resident in a Specified Country which is unrelated to and dealing wholly independently with the Issuer. The term “financial institution” refers to either a bank or any other enterprise which substantially derives its profits by carrying on a business of raising and providing finance. However, interest paid under a back-to-back loan or an economically equivalent arrangement will not qualify for this exemption.

(c) *Notes in bearer form - section 126 of the Australian Tax Act*

Section 126 of the Australian Tax Act imposes a type of withholding tax on the payment of interest on Bearer Notes if the Issuer fails to disclose the names and addresses of the holders of Bearer Notes to the Australian Taxation Office (“**ATO**”). The rate of withholding tax is currently 45 per cent.

Section 126 does not apply to the payment of interest on Bearer Notes held by non-Australian residents who do not carry on business at or through a permanent establishment in Australia where the issue of those Bearer Notes has satisfied the requirements of section 128F or IWT is payable.

In addition, the ATO has confirmed that for the purpose of section 126, the holder of debentures in bearer form is the person in possession of the debentures. Section 126 is, therefore, limited in its application to persons in possession of Bearer Notes who are residents of Australia or non-Australian residents who are engaged in carrying on business at or through a permanent establishment in Australia. Where interests in Bearer Notes are held through Euroclear, Clearstream, Luxembourg, the CMU or another clearing system, the Issuer intends to treat the relevant operator of the clearing system (or its nominee) as the bearer of the Notes for the purposes of section 126.

(d) *Payment of additional amounts*

As set out in more detail in Condition 25 (“Taxation”) and unless expressly provided to the contrary in the relevant Pricing Supplement (or another relevant supplement to this Offering Circular), if the Issuer is at any time required by law to withhold or deduct an amount in respect of any Australian withholding taxes imposed or levied by the Commonwealth of Australia or any political subdivision thereof or any authority therein or thereof having power to tax in respect of the Notes, the Issuer must, subject to certain exceptions, pay such additional amounts as may be necessary in order to ensure that the net amounts received by the holders of those Notes after such withholding or deduction are equal to the respective amounts which would have been received had no such withholding or deduction been required. If the Issuer is required in relation to any Notes to pay an additional amount in respect of a Note under Condition 25.2 (“Withholding Tax”), the Issuer may have the option to redeem those Notes in accordance with Condition 18.2 (“Early redemption for taxation reasons”).

### **3. AUSTRALIAN INCOME TAX – INTEREST PAYMENTS**

Australian Holders will be required to include any interest in respect of their Notes in their Australian assessable income.

Whether the interest should be recognised as assessable income on a cash receipts or accruals basis (see also the “*taxation of financial arrangements*” summary in section 4 below) will depend on the individual circumstances of the Australian Holder.

On the basis that the Issuer satisfies the requirements of section 128F of the Australian Tax Act in respect of interest paid on the Notes, then non-resident holders who do not acquire the Notes in carrying on a business at or through a permanent establishment in Australia should not be subject to Australian income tax in respect of interest payments received on their Notes.

### **4. OTHER TAX MATTERS**

Under Australian laws as presently in effect:

- *taxation of financial arrangements* - the Australian Tax Act contains tax timing rules for certain taxpayers to bring to account gains and losses from “financial arrangements”. The rules do not alter the rules

relating to the imposition of IWT nor override the IWT exemption available under section 128F of the Australian Tax Act.

In addition, the rules do not apply to certain taxpayers or in respect of certain short term “financial arrangements”. They should not, for example, generally apply to holders of Notes which are individuals and certain other entities (e.g. certain superannuation entities and managed investment schemes) which do not meet various turnover or asset thresholds, unless they make an election that the rules apply to their “financial arrangements”. Potential Noteholders should seek their own tax advice regarding their own personal circumstances as to whether such an election should be made;

- *death duties* – no Notes will be subject to death, estate or succession duties imposed by Australia, or by any political subdivision or authority therein having power to tax, if held at the time of death;
- *stamp duty and other taxes* – no *ad valorem* stamp, issue, registration or similar taxes are payable in Australia on the issue, transfer or redemption of any Notes;
- *TFN/ABN withholding* – withholding tax is imposed on the payment of interest on certain securities unless the relevant payee has quoted an Australian tax file number (“**TFN**”), (in certain circumstances) an Australian Business Number (“**ABN**”) or proof of some other exception (as appropriate). The rate of withholding tax is currently 47 per cent.

Assuming the requirements of section 128F of the Australian Tax Act are satisfied with respect to the Notes, then the TFN/ABN withholding will not apply to payments to a non-resident holder who does not acquire the Notes in carrying on a business at or through a permanent establishment in Australia. Payments to other holders in respect of Registered Notes may be subject to a withholding where the holder does not quote a TFN, (if applicable) ABN or provide proof of an appropriate exemption (as appropriate);

- *additional withholdings from certain payments to non-residents* – the Governor-General may make regulations requiring withholding from certain payments to non-residents of Australia (other than payments of interest and other amounts which are already subject to the current IWT rules or specifically exempt from those rules). Regulations may only be made if the responsible Minister is satisfied the specified payments are of a kind that could reasonably relate to assessable income of foreign residents. The possible application of any future regulations to the proceeds of any sale of the Notes will need to be monitored;
- *garnishee directions by the Commissioner of Taxation* – the Commissioner of Taxation may give a direction requiring the Issuer to pay out of any payment to a Noteholder any amount in respect of Australian tax payable by the Noteholder to the Commissioner of Taxation. If the Issuer is served with such a direction, then the Issuer will comply with that direction and will make any payment required by that direction;
- *supply withholding tax* – payments in respect of the Notes can be made free and clear of any “supply withholding tax”; and
- *goods and services tax (GST)* – neither the issue nor receipt of the Notes will give rise to a liability for GST in Australia on the basis that the supply of Notes will comprise either an input taxed financial supply or (in the case of an offshore subscriber which is not an Australian resident) a GST-free supply. Furthermore, neither the payment of principal or interest by the Issuer, nor the disposal of the Notes, would give rise to any GST liability in Australia.

## New Zealand Taxation Summary

*The following is a summary of the New Zealand taxation treatment at the date of the Offering Circular of payments of interest on New Zealand Domestic Notes and certain other matters. It relates to the position of holders of New Zealand Domestic Notes who are not associated with the Issuer (including those persons deemed to be associated with the Issuer by being a member of a “non-resident owning body” with qualifying ownership interests in the Issuer) or otherwise party to an “indirect associated funding arrangement” with the Issuer for New Zealand tax purposes (in each case as defined in the New Zealand Tax Act referred to below). The following is not exhaustive and, in particular, does not deal with the position of certain classes of holders of New Zealand Domestic Notes. Prospective holders of New Zealand Domestic Notes who are in any doubt as to their tax position should consult their professional advisers.*

Under the New Zealand Income Tax Act 2007 (“**New Zealand Tax Act**”), resident withholding tax (“**RWT**”) is potentially applicable to interest paid to New Zealand residents or to non-residents engaged in business in New Zealand through a fixed establishment, such as a branch, in New Zealand where such non-residents either:

- hold the New Zealand Domestic Notes for the purposes of the business of that fixed establishment; or
- are registered banks (as defined in the Reserve Bank of New Zealand Act 1989) and are not associated with the Issuer for New Zealand tax purposes,

(each such holder an “**Onshore Holder**” for the purposes of this summary).

Any payment of interest on New Zealand Domestic Notes to a New Zealand resident or other Onshore Holder will be resident passive income which is subject to the RWT rules.

Under the New Zealand Tax Act, certain categories of persons are eligible for an exemption from RWT. Interest paid to holders which qualify for this exemption is not subject to RWT. For the Issuer to be satisfied that this exemption applies to the payment of interest on New Zealand Domestic Notes:

- the Issuer must be satisfied that the holder of the New Zealand Domestic Notes is a registered bank under the Reserve Bank of New Zealand Act 1989; or
- the Issuer must have seen a copy of a certificate of exemption issued to the holder or other evidence of exemption of the holder.

If the Issuer is not satisfied that the holder has a valid certificate of exemption or otherwise qualifies for an exemption from RWT, the Issuer will deduct RWT from the payment of interest on the New Zealand Domestic Notes. The rate of RWT deducted from the interest will normally be 28 per cent if the holder is a company or unit trust. Holders must furnish their IRD numbers to the Issuer. Whether or not RWT is deducted, New Zealand residents or other Onshore Holders, will be subject to income tax. The financial arrangements rules in subpart EW of the New Zealand Tax Act will apply to New Zealand residents or (if their investment in New Zealand Domestic Notes is attributable to a fixed establishment in New Zealand) other Onshore Holders in respect of that investment. Australian withholding tax deducted from interest paid to a holder (if any) can reduce the amount of tax payable on income recognised under the financial arrangements rules.

If the holder is not:

- tax resident in New Zealand or otherwise an Onshore Holder; nor
- a resident of one of the following countries (which have relevantly worded double taxation agreements (“**DTAs**”) in effect with New Zealand at the date of the Offering Circular): Australia; Austria; Belgium; Canada; Chile; China; the Czech Republic; Denmark; Finland; France; Germany; Hong Kong; India; Indonesia; Ireland; Japan; Mexico; Norway; Papua New Guinea; Poland; Republic of Korea; Russia; Samoa; Singapore; South Africa; Spain; Switzerland; Taiwan; Thailand; The Netherlands; The Philippines; Turkey; United Arab Emirates; the United Kingdom; the United States of America and Vietnam (“**Relevant DTA Countries**”),

the Issuer must deduct non-resident withholding tax (“**NRWT**”) from the interest paid on the New Zealand Domestic Notes. If the interest is non-resident passive income, it is excluded from resident passive income and RWT does not have to be deducted. Any such NRWT will be a final tax applied by New Zealand in respect of interest derived by such a holder. Such a holder may be, but is unlikely to be, subject to New Zealand income tax on any other gains derived from holding the Note, such as gains on sale. A holder of a New Zealand Domestic Note who is neither tax resident in New Zealand nor otherwise an Onshore Holder and who is resident in a Relevant DTA Country must provide the Issuer with such evidence of the holder’s residence in a Relevant DTA Country and entitlement to benefit under that DTA as the Issuer may require. If the Issuer is not satisfied



accordingly, the Issuer will deduct NRWT from the payment of interest on the New Zealand Domestic Notes. As set out in more detail in Condition 25 ("Taxation") of the Notes, if the Issuer at any time is compelled by law to deduct or withhold an amount in respect of any withholding taxes, the Issuer will deduct the required withholding tax and there will be no grossing-up of the payment.

The Issuer has been advised that, under New Zealand laws as presently in effect:

- as New Zealand does not impose any stamp duty (or similar issue or registration tax) and does not impose death duties, no New Zealand stamp duty or death duty will apply to any New Zealand Domestic Note or any holder of a New Zealand Domestic Note; and
- New Zealand goods and services tax will not apply in respect of any payments made on a New Zealand Domestic Note.

The NZClear System will only pay interest on securities lodged in the NZClear System in gross.

## PRC Currency Controls

*The following is a general description of certain currency controls in the PRC and is based on the law and relevant interpretations thereof in effect as at the date of this Offering Circular, all of which are subject to change, and does not constitute legal advice. It does not purport to be a complete analysis of all applicable currency controls in the PRC relating to the Notes. Prospective Noteholders who are in any doubt as to PRC currency controls are advised to consult their own professional advisers.*

### Remittance of proceeds in Renminbi into or out of the PRC

Renminbi is not a freely convertible currency. The remittance of Renminbi into and outside the PRC is subject to controls imposed under PRC law.

### Current Account Items

Under PRC foreign exchange control regulations, current account items refer to any transaction for international receipts and payments involving goods, services, earnings and other frequent transfers.

Prior to July 2009, all current account items were required to be settled in foreign currencies with limited exceptions. Following progressive reforms, Renminbi settlement of imports and exports of goods and services and other current account items became permissible nationwide in 2012.

Since July 2013, the procedures for cross-border Renminbi trade settlement under current account items have been simplified and trades through e-commerce can also be settled in Renminbi under the current regulatory regime. A cash pooling arrangement for qualified multinational enterprise group companies was introduced in late 2014, under which a multinational enterprise group can process cross-border Renminbi payments and receipts for current account items on a collective basis for eligible member companies in the group. In addition, the eligibility requirements for multinational enterprise groups have been lowered and the cap for net cash inflow was increased in September 2015.

The regulations referred to above are subject to interpretation and application by the relevant PRC authorities. Local authorities may adopt different practices in applying these regulations and impose conditions for settlement of current account items.

### Capital Account Items

Under PRC foreign exchange control regulations, capital account items include cross-border transfers of capital, direct investments, securities investments, derivative products and loans. Capital account payments are generally subject to the approval of, and/or registration or filing with, the relevant PRC authorities.

Until recently, settlement of capital account items, for example, the capital contribution of foreign investors to foreign invested enterprises in the PRC, were generally required to be made in foreign currencies. Under progressive reforms foreign enterprises are now permitted to use Renminbi to settle all capital account items that can be settled in foreign currencies. Cross-border Renminbi payment infrastructure and trading facilities are being improved. Approval, registration and filing requirements specifically for capital account payments in Renminbi are being removed gradually.

PRC entities are also permitted to borrow Renminbi-denominated loans from foreign lenders (which are referred to as "**foreign debt**") and lend Renminbi-denominated loans to foreign borrowers (which are referred to as "**outbound loans**"), as long as such PRC entities have the necessary quota, approval or registration. PRC entities may also denominate security or guarantee arrangements in Renminbi and make Renminbi payments thereunder to parties in the PRC as well as other jurisdictions (which is referred to as "**cross-border security**"). Under current rules promulgated by the State Administration of Foreign Exchange of the PRC ("**SAFE**") and the PBoC, foreign debts borrowed, outbound loans extended and the cross-border security provided by a PRC onshore entity (including a financial institution) in Renminbi shall, in principle, be regulated under the current PRC foreign debt, outbound loan and cross-border security regimes applicable to foreign currencies. However, there remain potential inconsistencies between the provisions of the SAFE rules and those promulgated by the PBoC. It is not clear how the PRC regulators will deal with such inconsistencies in practice. After piloting in the free trade zones, the PBoC and SAFE launched a nation-wide system of macro-prudential management on cross-border financing in 2016, which provides for a unified regime for financings denominated in both foreign currencies and Renminbi.

The securities markets, specifically the Renminbi Qualified Foreign Institutional Investor ("**RQFII**") regime and the China Interbank Bond Market ("**CIBM**"), have been further liberalised for foreign investors. The PBoC has relaxed the quota control for RQFII, initiated a bond market mutual access scheme between mainland and Hong Kong to allow eligible investors to invest in CIBM and has also expanded the list of eligible foreign investors in

CIBM, removed quota restrictions, and granted more flexibility for settlement agents to provide the relevant institutions with more trading facilities (for example, in relation to derivatives for hedging foreign exchange risk).

The interbank foreign exchange market is also opening-up. In 2018, the China Foreign Exchange Trading System further relaxed qualifications, application materials and procedures for foreign participating banks (which need to have a relatively large scale of Renminbi purchase and sale business and international influence) to access the inter-bank foreign exchange market.

Recent reforms introduced were aimed at controlling the remittance of Renminbi for payment of transactions categorised as capital account items. There is no assurance that the PRC Government will continue to gradually liberalise the control over Renminbi payments of capital account item transactions in the future. The relevant regulations are relatively new and will be subject to interpretation and application by the relevant PRC authorities.

Further, if any new PRC regulations are promulgated in the future which have the effect of permitting or restricting (as the case may be) the remittance of Renminbi for payment of transactions categorised as capital account items, then such remittances will need to be made subject to the specific requirements or restrictions set out in such rules.

## Clearing and settlement

### Euroclear

The Euroclear System was created in 1968 to hold securities for participants in the Euroclear System ("**Euroclear Participants**") and to effect transactions between Euroclear Participants through immobilisation of certificates and simultaneous electronic book-entry delivery against payment, thereby eliminating the need for physical movement of certificates and any risk from lack of simultaneous transfer of securities and cash. Euroclear Participants include banks (including central banks), securities brokers and dealers and other professional financial intermediaries. Indirect access to the Euroclear System is also available to other firms that clear through or maintain a custodial relationship with a Euroclear Participant, either directly or indirectly. The Euroclear System is operated by Euroclear.

Securities clearance accounts and cash accounts with Euroclear are governed by the terms and conditions governing use of Euroclear, the related operating procedures of the Euroclear System and applicable Belgian law (collectively, the "**Euroclear Terms and Conditions**"). The Euroclear Terms and Conditions govern transactions of securities and cash within Euroclear, withdrawal of securities and cash from the system and receipts of payments with respect to securities in the system. All securities in Euroclear are held on a fungible basis without attribution of specific certificates to specific securities clearance accounts. Euroclear acts under the Euroclear Terms and Conditions only with Euroclear Participants themselves, and has no record of or relationship with persons holding through Euroclear Participants.

Distributions with respect to interests in Global Notes held through Euroclear will be credited to the Euroclear cash accounts of Euroclear Participants to the extent received by Euroclear's depository, in accordance with the Euroclear Terms and Conditions. Euroclear will take any other action permitted to be taken by a holder of any Global Notes on behalf of a Euroclear Participant only in accordance with the Euroclear Terms and Conditions.

### Clearstream, Luxembourg

Clearstream, Luxembourg is incorporated under the laws of Luxembourg as a professional depository and provides, among other things, services for safekeeping, administration, clearance and settlement of internationally traded securities. As a professional depository, Clearstream, Luxembourg is subject to regulation by the Luxembourg Monetary Institute. Clearstream, Luxembourg holds securities and provides clearing services for its participating organisations ("**Clearstream, Luxembourg Participants**"). Securities transfers are effected through book-entry changes in accounts of Clearstream, Luxembourg Participants, thereby eliminating the need for physical movement of certificates. Clearstream, Luxembourg Participants are recognised financial institutions around the world, including underwriters, securities brokers and dealers, banks, trust companies, clearing corporations and certain other organisations. Indirect access to Clearstream, Luxembourg is also available to others, such as banks, brokers, dealers and trust companies that clear through or maintain a custodial relationship with a Clearstream, Luxembourg, Participant, either directly or indirectly.

### Austraclear System (Australia)

Austraclear began operation of the Austraclear System in Australia in 1984. Austraclear is an unlisted public company owned by financial institutions and other market participants. It operates the national central securities depository to the Australian money market and registry for government, semi-government and private sector debt securities lodged with the Austraclear System. Through its proprietary Financial Transactions Recording and Clearance Systems ("**FINTRACS**") software, the Austraclear System electronically clears and settles most debt securities traded in the Australian money market and capital market.

The rights and obligations of Austraclear and participants under the Austraclear System are created by contract, as evidenced through the Austraclear System Regulations and Operating Manual, User Guides and instructions and directions contained within the Austraclear System ("**Austraclear Rules**").

Under the Austraclear System, a wide range of eligible debt instruments may be "lodged" with Austraclear and either immobilised in its vaults which are located in Austraclear's branch offices in Sydney and Melbourne (if they are in physical form), or recorded on an electronic register. Through the Austraclear System, ownership of these "physical" or "discount" debt instruments (Paper Securities) and "non-physical" or "fixed interest" debt instruments (Non-Paper Securities) is transferred electronically via book-entry changes without the need for physical delivery. Real-time settlement of cash transactions is facilitated by a real-time gross settlement ("**RTGS**") system, operated by the Reserve Bank of Australia ("**RBA**") and linked to the Austraclear System.

The Austraclear System relies upon both parties to a transaction entering trade details into computer terminals that the System then matches before effecting settlement. As well as facilitating securities settlements the Austraclear System also provides members with the ability to make high-value funds transfers independent of the need for a corresponding securities transfer.

As transactions currently processed through the Austraclear System are made on a RTGS basis, the cash settlement of transactions in debt securities, will be settled individually on a real time gross basis through institutions' exchange settlement accounts (held at the RBA). A payment will be settled only if the paying institution has an adequate balance in the exchange settlement account. Once that payment is made, it is irrevocable in the sense it is protected from recall by the remitter or dishonour by the paying institution. This allows for true delivery versus payment to take place; that is, securities and cash transfers occur simultaneously, counterparties to the transaction will own either securities or cash and finality is immediate.

### **NZClear System (New Zealand)**

Since 1990, the RBNZ has operated the NZClear System (previously called the Austraclear New Zealand system) in New Zealand out of its Financial Services Group. The NZClear System electronically clears and settles most debt and equity securities issued by the New Zealand Government, local authorities and other public and private sector issuers traded in the New Zealand money market and capital market.

The rights and obligations of the RBNZ as operator of the NZClear System and participants under the NZClear System are created by contract, as evidenced through the NZClear System Rules and the NZClear Operating Guidelines ("**NZClear Rules**").

Under the NZClear System, a wide range of eligible New Zealand dollar-denominated securities (debt instruments and equities) may be "lodged" with New Zealand Central Securities Depository Limited ("**NZCSD**"), a custodian that is wholly owned by the RBNZ, and recorded on an electronic register. Through the NZClear System, ownership of these debt instruments is transferred electronically via book-entry changes without the need for physical delivery. Real-time settlement of cash transactions is facilitated by a RTGS system, operated by the RBNZ.

The NZClear System relies upon both parties to a transaction entering trade details into computer terminals that the NZClear System then matches before effecting settlement. As well as facilitating securities settlements, the NZClear System also provides members with the ability to make high-value funds transfers independent of the need for a corresponding securities transfer.

As transactions currently processed through the NZClear System are made on a RTGS basis, all high-value and time critical inter-bank payments, including the cash settlement of transactions in debt securities, will be settled individually on a RTGS basis through the institutions' NZClear System cash account that clears through their respective banks' exchange settlement accounts. A payment will be settled only if the paying institution has an adequate balance in the exchange settlement account it maintains with the RBNZ. Once that payment is made, it is irrevocable in the sense it is protected from recall by the remitter or dishonour by the paying institution. This allows for true delivery versus payment to take place; that is, securities and cash transfers occur simultaneously, counterparties to the transaction will own either securities or cash and finality is immediate. The finality of settlements is assured by virtue of NZClear's status as a 'designated settlement system' under Part 5C of the Reserve Bank of New Zealand Act 1989. That Part 5C regime will be replaced by a new regime once the Financial Market Intermediaries Bill, introduced into Parliament in December 2019, is enacted and in force. It is expected that the RBNZ will apply to have NZClear designated under that new regime – with the result being that this settlement finality will continue.

The NZClear System will only pay interest on securities lodged in the NZClear System in gross. As described in more detail above, under "New Zealand Taxation", interest paid to a holder of New Zealand Domestic Notes which holds a valid certificate of exemption or otherwise qualifies for an exemption from RWT is not subject to the New Zealand RWT rules. In order for an exemption from RWT to apply to the payment of interest on a New Zealand Domestic Note, the New Zealand Registrar must have seen a copy of the holder's certificate of exemption (or, in the case of another exemption from RWT, such evidence as the Issuer may require) or, if the New Zealand Domestic Note is held through a nominee member of the NZClear System, the nominee's certificate of exemption (or, in the case of another exemption from RWT, such evidence as the Issuer may require). However, the RBNZ will allow a member of the NZClear System that is non-resident in New Zealand and does not hold a certificate of exemption or other exemption from RWT to hold only New Zealand government or other approved securities.

Accordingly, in practice:

- a holder of a New Zealand Domestic Note lodged in the NZClear System must provide evidence to the RBNZ that it is the holder of a certificate of exemption from RWT or otherwise qualifies for an exemption from RWT; or
- the holder must hold the New Zealand Domestic Note through a nominee member of the NZClear System that has itself provided that evidence to the RBNZ; or
- (where a New Zealand Domestic Note is traded from the NZClear System to either Euroclear or Clearstream, Luxembourg, in which case the New Zealand Domestic Note remains within the NZClear

System (see below)), The Hongkong and Shanghai Banking Corporation Limited (acting through HSBC Nominees (New Zealand) Limited (“**HSBC Nominees**”)), which acts as agent for Euroclear, and JPMorgan Chase Bank, N.A. (“**JPM**”), which acts as agent for Clearstream, Luxembourg, manage any related withholding tax that is legally required in relation to the relevant payment; in this case, each of Euroclear and Clearstream, Luxembourg is responsible for advising HSBC Nominees or JPM, as the case may be, of the tax status of its holder as the beneficial owner of the New Zealand Domestic Note.

### **Central Moneymarkets Unit Service**

The CMU is a central depository service provided by the Central Moneymarkets Unit of the HKMA for the safe custody and electronic trading between the CMU Members of capital markets instruments (“**CMU Instruments**”) which are specified in the CMU Manual (published by the Central Moneymarkets Unit of the HKMA) as capable of being held within the CMU.

The CMU is only available to CMU Instruments issued by a CMU Member or by a person for whom a CMU Member acts as agent for the purposes of lodging instruments issued by such persons. Membership of the services is open to all members of the Hong Kong Capital Markets Association, “authorized institutions” under the Banking Ordinance (Cap. 155) of Hong Kong and other financial institutions subject to the discretion of the HKMA.

Compared to clearing services provided by Euroclear and Clearstream, Luxembourg, the standard custody and clearing service provided by the CMU is limited. In particular (and unlike the European clearing systems), the HKMA does not as part of this service provide any facilities for the dissemination to the relevant CMU Members of payments (of interest or principal) under, or notices pursuant to the notice provisions of, the CMU Instruments. Instead, the HKMA advises the lodging CMU Member (or a designated paying agent) of the identities of the CMU Members to whose accounts payments in respect of the relevant CMU Instruments are credited, whereupon the lodging CMU Member (or the designated paying agent) will make the necessary payments of interest or principal or send notices directly to the relevant CMU Members.

Similarly, the HKMA will not obtain certificates of non-U.S. beneficial ownership from CMU Members or provide any such certificates on behalf of CMU Members. The CMU Lodging Agent will collect such certificates from the relevant CMU Members identified from a CMU Instrument Position Report obtained by request from the HKMA for this purpose.

An investor holding an interest in the CMU Instruments through an account with either Euroclear or Clearstream, Luxembourg will hold that interest through the respective accounts which Euroclear and Clearstream, Luxembourg each have with the CMU.

### **Cross-market trading - Austraclear System**

The Austraclear System in Australia is a participant in the Euroclear System and the Clearstream, Luxembourg (each a “**Clearance and Settlement System**”). The Austraclear Australian Rules provide for members of the Austraclear System to lodge, take out (“**uplift**”) and record transactions in respect of entitlements to certain bonds, notes, certificates of deposit and commercial paper issued in the Euromarkets (“**Eurosecurities**”). Members of the Austraclear System will acquire an equitable interest (a “**Euroentitlement**”) in the rights which the Austraclear System acquires to the relevant Eurosecurities. A Euroentitlement will be lodged in the Austraclear System by the member arranging for the transfer of the Eurosecurities to the account of Austraclear System with the relevant Clearance and Settlement System. It will not be possible for members to subscribe for a Eurosecurity through the Austraclear System. Once a Euroentitlement is lodged with the Austraclear System the member can deal with the Euroentitlement in much the same way as other securities lodged with the Austraclear System.

The Austraclear System will establish a separate account in Australia through which it will receive and disburse payments to members who hold Euroentitlements. Payments received by the Austraclear System in respect of Eurosecurities relating to Euroentitlements will be paid by the Austraclear System to the relevant member for value on the same day that payment is made by the Issuer of the related Eurosecurities.

Euroentitlements will be able to be uplifted from the Austraclear System by the Austraclear System transferring the related Eurosecurity to the account of another participant in the relevant Clearance and Settlement System.

At present the provisions do not provide for a two-way link. The provisions will only apply to securities issued in the Euromarkets. Accordingly, the new arrangements will not apply to instruments issued in the Australian domestic markets.

## **Cross-market trading - NZClear System**

HSBC Nominees acts in New Zealand as the agent for Euroclear, and JPM as the agent for Clearstream, Luxembourg for New Zealand dollar-denominated fixed interest and registered discount securities issued in the New Zealand domestic markets and initially lodged with the NZClear System.

Unlike the Austraclear System in Australia, the RBNZ is not a participant in Euroclear or Clearstream, Luxembourg. If a security is traded from the NZClear System into Euroclear or Clearstream, Luxembourg, the security is transferred from the account of the relevant member of the NZClear System into the pool account of Euroclear or Clearstream, Luxembourg, as the case may be, within the NZClear System. Legal ownership of the security remains with NZCSD and only the beneficial entitlements to the security changes. That is, the security always remains lodged within the NZClear System and is not “uplifted” into Euroclear or Clearstream, Luxembourg. The relevant participant in Euroclear or Clearstream, Luxembourg acquires an equitable interest in the rights which Euroclear or Clearstream, Luxembourg acquires to the relevant security.

On advice from Euroclear or Clearstream, Luxembourg, HSBC Nominees or JPM, as the case may be, enters and settles transactions in the NZClear System with its New Zealand member, then advises Euroclear or Clearstream, Luxembourg electronically via SWIFT. Any payments of funds are cleared by Euroclear’s or Clearstream, Luxembourg’s New Zealand bank.

At present, the NZClear System does not provide for a two-way link with Euroclear and Clearstream, Luxembourg. The NZClear System enables New Zealand Domestic Notes initially lodged within the NZClear System to be traded to Euroclear and Clearstream, Luxembourg accounts through their respective New Zealand agents. It is not possible at present for New Zealand dollar-denominated Eurosecurities initially lodged within Euroclear and/or Clearstream, Luxembourg to be traded into the NZClear System or to be subscribed through the NZClear System.

## **CDS Clearing and Depository Services Inc. (“CDS”) (Canada)**

CDS was formed in November 2006 pursuant to the restructuring of The Canadian Depository for Securities Limited (“**CDS Ltd.**”). CDS is wholly owned by CDS Ltd. CDS Ltd. was incorporated in 1970 and remains the holding company for CDS and two other operating subsidiaries and is Canada’s national securities clearing and depository services organisation. CDS Ltd. is owned by TMX Group Limited.

Functioning as a service utility for the Canadian financial community, CDS provides a variety of computer automated services for financial institutions and investment dealers active in domestic and international capital markets. CDS participants (“**CDS Participants**”) include banks (including the Canadian Subcustodians (defined below)), investment dealers and trust companies and may include the Dealers or affiliates of the Dealers. Indirect access to CDS is available to other organisations that clear through or maintain a custodial relationship with a CDS Participant. Transfers of ownership and other interests, including cash distributions, in Notes in CDS may only be processed through CDS Participants and will be completed in accordance with existing CDS rules and procedures. CDS operates in Montreal, Toronto, Calgary and Vancouver to centralise securities clearing functions through a central securities depository.

CDS is the exclusive clearing house for equity trading on the Toronto Stock Exchange and also clears a substantial volume of over the counter trading in equities and bonds. The address for CDS is 100 Adelaide Street West, Toronto, ON, Canada, M5H 1S3.

## **Global Clearance and Settlement Procedures**

Initial settlement for Notes settling in CDS will be made in immediately available Canadian dollar funds. Such Notes will be registered in the name of CDS & CO., as nominee of CDS.

Beneficial interests in the relevant Global Note will be represented through book-entry accounts of financial institutions acting on behalf of beneficial owners as direct and indirect participants in CDS. If the Pricing Supplement indicates the Notes may clear in Euroclear and Clearstream, Luxembourg, investors may elect to hold interests in the Global Note directly through any of CDS (in Canada) or Clearstream, Luxembourg or Euroclear (in Europe) if they are participants of such systems, or indirectly through organisations which are participants in such systems. Links have been established among CDS, Euroclear and Clearstream, Luxembourg to facilitate issuance of Notes and cross-market transfers of Notes associated with secondary market trading. Clearstream, Luxembourg and Euroclear will hold interests on behalf of their participants through customers’ securities accounts in their respective names on the books of their respective Canadian subcustodians, each of which is a Canadian schedule I chartered bank (“**Canadian Subcustodians**”), which in turn will hold such interests in customers’ securities accounts in the names of the Canadian Subcustodians on the books of CDS. CDS will be directly linked to Euroclear and Clearstream, Luxembourg through the CDS accounts of their respective Canadian Subcustodians.

Secondary market trading between CDS Participants will be in accordance with market conventions applicable to transactions in book-based Canadian domestic bonds. Secondary market trading between Euroclear participants and/or Clearstream, Luxembourg participants will occur in the ordinary way in accordance with the applicable rules and operating procedures of Euroclear and Clearstream, Luxembourg and will be settled using the procedures applicable to conventional Eurobonds in immediately available funds.

#### **Transfers between CDS and Euroclear or Clearstream, Luxembourg**

Cross-market transfers between persons holding directly or indirectly through CDS Participants, on the one hand, and directly or indirectly through Euroclear participants or Clearstream, Luxembourg participants, on the other, will be effected in CDS in accordance with CDS rules; however, such cross-market transactions will require delivery of instructions to the relevant clearing system by the counterparty in such system in accordance with its rules and procedures and within its established deadlines. The relevant clearing system will, if the transaction meets its settlement requirements, deliver instructions to CDS directly or through its Canadian Subcustodian to take action to effect final settlement on its behalf by delivering or receiving Notes in CDS, and making or receiving payment in accordance with normal procedures for settlement in CDS. Euroclear participants and Clearstream, Luxembourg participants may not deliver instructions directly to CDS or the Canadian Subcustodians.

Because of time-zone differences, credits of Notes received in Euroclear or Clearstream, Luxembourg as a result of a transaction with a CDS Participant will be made during subsequent securities settlement processing and dated the business day following the CDS settlement date. Such credits or any transactions in such Notes settled during such processing will be reported to the relevant Euroclear participants or Clearstream, Luxembourg participants on such business day. Cash received in Euroclear or Clearstream, Luxembourg as a result of sales of Notes by or through a Euroclear participant or a Clearstream, Luxembourg participant to a CDS Participant will be received with value on the CDS settlement date but will be available in the relevant Euroclear or Clearstream, Luxembourg cash account only as of the business day following settlement in CDS.



# Summary of provisions relating to Euro Notes and Canadian Domestic Notes while in Global Form

*This summary relates to the issue by the Issuer of Notes in bearer form (“Euro Notes”) or Registered Euro/CMU Notes pursuant to the Euro Fiscal Agency Agreement dated 31 October 2001 as amended and restated on 15 October 2002, supplemented on 14 November 2003 and as amended on 23 September 2005, 12 October 2006, 24 October 2011 and 12 March 2015 as further supplemented, amended and/or restated from time to time between the Issuer and the Fiscal Agent and Canadian Domestic Notes in registered form pursuant to a Canadian Registry Services Agreement, all having the benefit of the Deed of Covenant dated 12 October 2006 or 12 March 2015 (as applicable), each executed by the Issuer. All capitalised terms that are not defined in this summary have the meaning given to them in the “Terms and Conditions of the Notes”.*

## 1 Initial Issue of Notes

Upon the initial deposit of a Temporary Global Note or a Permanent Global Note with a common depository or registration of Registered Euro/CMU Notes in the nominee name of the Common Depository for Euroclear and Clearstream, Luxembourg (“**Common Depository**”) or with the HKMA and delivery of the relevant Registered Global Note to the Common Depository or sub-custodian, or the initial deposit of a Registered Global Note with CDS Clearing and Depository Services Inc. and the initial registration of such Registered Global Note in the name of CDS & CO. as nominee of CDS (or any other nominee appointed by CDS) or in the name of a nominee for any other agreed clearing system, or a common nominee, and delivery of the relevant Global Note(s) to the appropriate depository, or a Common Depository, Euroclear, Clearstream, Luxembourg, CDS, the CMU or such other agreed clearing system will credit each subscriber with a principal amount of Notes equal to the principal amount for which it has subscribed and paid.

Notes that are initially deposited with the Common Depository may also be credited to the accounts of subscribers with (if indicated in the relevant Pricing Supplement) other clearing systems through direct or indirect accounts with Euroclear and Clearstream, Luxembourg held by such other clearing systems. Conversely, Notes that are initially deposited with any other clearing system (including CDS) may similarly be credited through direct or indirect participants’ accounts with Euroclear, Clearstream, Luxembourg or other clearing systems. Notes issued in bearer form will initially be issued in the form of a Temporary Global Note or a Permanent Global Note as indicated in the applicable Pricing Supplement, which in either case, will be deposited on or prior to the original issue date to a Common Depository. Registered Euro/CMU Notes, Canadian Domestic Notes and other Notes issued in registered form which are held: (i) in Euroclear, Clearstream, Luxembourg, CDS or any other agreed clearing system, will be registered in the name of a nominee for such system and the relevant Registered Global Note will be delivered to the appropriate depository or a Common Depository, as the case may be; or (ii) through the CMU, will be registered in the name of the HKMA, in its capacity as operator of the CMU.

## 2 Relationship of Accountholders with Clearing Systems

Save as provided in the following paragraphs, each of the persons shown in the records of Euroclear, Clearstream, Luxembourg, CDS or any other clearing system as the holder of a Note represented by a Global Note must look solely to Euroclear, Clearstream, Luxembourg, CDS or such clearing system (as the case may be) for his share of each payment made by the Issuer to the bearer of such Global Note or the holder of the underlying Registered Notes, as the case may be, and in relation to all other rights arising under the Global Notes subject to and in accordance with the respective rules and procedures of Euroclear, Clearstream, Luxembourg, CDS or such clearing system (as the case may be). Such persons shall have no claim directly against the Issuer in respect of payments due on the Notes for so long as the Notes are represented by such Global Note and such obligations of the Issuer will be discharged by payment to the bearer or the registered holder (as the case may be) of such Global Note in respect of each amount so paid.

If a Global Note is lodged with a sub-custodian for the CMU, the person(s) for whose account(s) interests in such Global Note are credited as being held in the CMU in accordance with the CMU Rules as notified by the CMU to the CMU Lodging Agent in a relevant CMU Instrument Position Report or any other relevant notification by the CMU (which notification, in either case, shall be conclusive evidence of the records of the CMU save in the case of manifest error) shall be the only person(s) entitled (in the case of Registered Notes, directed or deemed by the CMU as entitled) to receive payments in respect of Notes represented by such Global Note and such obligations of the Issuer will be discharged by payment to, or to the order of, such person(s) for whose account(s) interests in such Global Note are credited as being held in the CMU in respect of each amount so paid. Each of the persons shown in the records of the CMU, as the beneficial holder of a particular nominal amount of Notes represented by such Global Note must look solely to the CMU Lodging Agent for his share of each payment so made by us in respect of such Global Note.

None of the Issuer, the Registrars or the Agents have any responsibility or liability for any aspect of the records of CDS or any other relevant clearing system relating to, or payments made on account of, beneficial ownership interests in the Notes or for maintaining, supervising or reviewing any records relating to such beneficial ownership interests. Holders of beneficial interests in Global Notes held through CDS will not have a direct right to vote in respect of the Notes. Instead, such holders will be permitted to act only to the extent they are enabled by CDS to appoint proxies under and in accordance with the rules and procedures of CDS.

### 3 Payments

Where, as discussed under "Selling Restrictions – United States of America", the TEFRA "D" rules apply, no payments will be made on the Notes unless the TEFRA "D" certification requirements have been complied with. Whilst any Note is represented by a Temporary Global Note, payments of principal, interest (if any) and any other amount payable in respect of the Notes due prior to the Exchange Date will be made against presentation of the Temporary Global Note only to the extent that certification (in a form to be provided) to the effect that the beneficial owners of interest in such Note are not U.S. persons or persons who have purchased for resale to any U.S. person, as required by U.S. Treasury regulations, has been received by Euroclear and/or Clearstream, Luxembourg and Euroclear and/or Clearstream, Luxembourg, as applicable, have given a like certification (based on the certifications it has received) to the Fiscal Agent. Payments of principal, interest (if any) or any other amounts on a Permanent Global Note (other than Notes held through the CMU), will be made through Euroclear and/or Clearstream, Luxembourg against presentation or surrender (as the case may be) of the Permanent Global Note without any requirement for certification. Payments of principal, interest (if any) or any other amounts on Canadian Domestic Notes in global form will be made through CDS in accordance with its rules and procedures. Payments of principal, interest (if any) or any other amounts on Notes held through the CMU shall be made to the person(s) for whose account(s) interests in the relevant Global Note are credited (as set out in a CMU Instrument Position Report or any other relevant notification supplied to the CMU Lodging Agent by the CMU).

*So long as the Notes are represented by a Global Note, the "Record Date" shall be the close of business (in the relevant clearing system) on the Clearing System Business Day before the due date for such payment where "Clearing System Business Day" means a day on which the relevant clearing system is open for business except 25 December and 1 January.*

### 4 Exchange

#### 4.1 Temporary Global Notes

Each Temporary Global Note will be exchangeable, free of charge to the holder, on or after its Exchange Date in whole or in part upon certification as to non-U.S. beneficial ownership in the form set out in the Euro Fiscal Agency Agreement for interests in a Permanent Global Note or, if so provided in the relevant Pricing Supplement, for Definitive Bearer Notes.

If:

- (a) a Permanent Global Note has not been delivered or its principal amount increased by 5.00 p.m. (London time) on the seventh day after the bearer of a Temporary Global Note has requested exchange of an interest in the Temporary Global Note for an interest in a Permanent Global Note; or
- (b) Definitive Bearer Notes have not been delivered by 5.00 p.m. (London time) on the thirtieth day after the bearer of a Temporary Global Note has requested exchange of the Temporary Global Note for Definitive Notes; or
- (c) a Temporary Global Note (or any part of it) has become due and payable in accordance with the Terms and Conditions of the Notes or the date for final redemption of a Temporary Global Note has occurred and, in either case, payment in full of the amount of principal falling due with all accrued interest has not been made to the bearer of the Temporary Global Note in accordance with the terms of the Temporary Global Note on the due date for payment,

then the Temporary Global Note (including the obligations to deliver a Permanent Global Note or increase the principal amount thereof or deliver Definitive Notes, as the case may be) will become void at 5.00 p.m. (London time) on such seventh day (in the case of (a) above) or at 5.00 p.m. (London time) on such thirtieth day (in the case of (b) above) or at 5.00 p.m. (London time) on such due date (in the case of (c) above) and the bearer of the Temporary Global Note will have no further rights thereunder (but without prejudice to the rights which the bearer of the Temporary Global Note or others may have under a deed of covenant dated 12 October 2006 and on or about 12 March 2015 ("Deed of Covenant") executed by the Issuer). Under the Deed of Covenant, persons shown in the records of

Euroclear and/or Clearstream, Luxembourg, the CMU and/or any other relevant clearing system as being entitled to an interest in a Temporary Global Note will acquire directly against the Issuer all those rights to which they would have been entitled if, immediately before the Temporary Global Note became void, they had been the holders of Definitive Bearer Notes in an aggregate principal amount equal to the principal amount of Notes they were shown as holding in the records of Euroclear and/or Clearstream, Luxembourg, the CMU and/or any other relevant clearing system.

The CMU may require that any such exchange for a Permanent Global Note is made in whole and not in part and in such event, no such exchange will be effected until all relevant account holders (as set out in a CMU Instrument Position Report (as defined in the rules of the CMU) or any other relevant notification supplied to the CMU Lodging Agent by the CMU) have so certified.

#### **4.2 Permanent Global Notes**

Each Permanent Global Note will be exchangeable, free of charge to the holder, on or after its Exchange Date in whole but not, except as provided under “Partial Exchange of Permanent Global Notes”, in part for Definitive Bearer Notes: (i) if the Permanent Global Note is held on behalf of Euroclear or Clearstream, Luxembourg, the CMU or any other clearing system (an “**Alternative Clearing System**”) and any such clearing system is closed for business for a continuous period of 14 days (other than by reason of holidays, statutory or otherwise) or announces an intention permanently to cease business or in fact does so; or (ii) if principal in respect of any Notes is not paid when due, by the holder (or, in the case of Notes cleared through the CMU, by the relevant account holders therein) giving notice to the Fiscal Agent (or, in the case of Notes cleared through the CMU, to the CMU Lodging Agent) of its election for such exchange.

If:

- (a) Definitive Bearer Notes have not been delivered by 5.00 p.m. (London time) on the thirtieth day after the bearer of a Permanent Global Note has duly requested exchange of the Permanent Global Note for Definitive Bearer Notes; or
- (b) a Permanent Global Note (or any part of it) has become due and payable in accordance with the Terms and Conditions of the Notes or the date for final redemption of the Notes has occurred and, in either case, payment in full of the amount of principal falling due with all accrued interest has not been made to the bearer of the Permanent Global Note in accordance with the terms of the Permanent Global Note on the due date for payment,

then the Permanent Global Note (including the obligation to deliver Definitive Notes) will become void at 5.00 p.m. (London time) on such thirtieth day (in the case of (a) above) or at 5.00 p.m. (London time) on such due date (in the case of (b) above) and the bearer of the Permanent Global Note will have no further rights under it (but without prejudice to the rights which the bearer of the Permanent Global Note or others may have under the Deed of Covenant). Under the Deed of Covenant, persons shown in the records of Euroclear and/or Clearstream, Luxembourg, the CMU and/or any other relevant clearing system as being entitled to an interest in a Permanent Global Note will acquire directly against the Issuer all those rights to which they would have been entitled if, immediately before the Permanent Global Note became void, they had been the holders of Definitive Notes or Registered Euro/CMU Notes (as applicable) in an aggregate principal amount equal to the principal amount of Notes they were shown as holding in the records of Euroclear and/or Clearstream, Luxembourg, the CMU and/or any other relevant clearing system.

#### **4.3 Partial exchange of Permanent Global Notes**

For so long as a Permanent Global Note is held on behalf of a clearing system and the rules of that clearing system permit, such Permanent Global Note will be exchangeable in part on one or more occasions for Definitive Bearer Notes (a) if principal in respect of any Notes is not paid when due or (b) if so provided in, and in accordance with, the Conditions (which will be set out in the relevant Pricing Supplement) relating to Partly Paid Notes.

#### **4.4 Exchange of Registered Global Notes**

Each Registered Global Note (other than a Canadian Domestic Note) will only be exchangeable for Certificates in definitive form:

- (a) if the Notes represented by the Registered Global Note are held (directly or indirectly) on behalf of Euroclear, Clearstream, Luxembourg or the CMU or an Alternative Clearing System and any such clearing system is closed for business for a continuous period of 14 days (other than by reason of holidays, statutory or otherwise) or announces an intention permanently to cease business or does in fact do so; or

- (b) if any of the circumstances described in Condition 27.1 (“Event of Default”) occurs.

Registered Global Notes will be exchangeable in whole (or in part if the Registered Global Note is held by or on behalf of CDS or any other agreed clearing system and the rules of such clearing system then permit) for definitive Registered Notes only in the limited circumstances set out in the Registered Global Note, at the cost and expense of the Issuer.

A beneficial interest in a Canadian Domestic Note will, subject to compliance with all applicable legal and regulatory restrictions, be exchangeable for Registered Notes in definitive form or for a beneficial interest in another Canadian Domestic Note only in the Specified Denominations set out in the applicable Pricing Supplement and only in accordance with the rules and operating procedures for the time being of the CDS and in accordance with the terms and conditions specified in the Canadian Registry Services Agreement.

#### **4.5 Delivery of Notes**

On or after any due date for exchange the holder of a Global Note in bearer form or a Registered Global Note may surrender such Global Note or, in the case of a partial exchange, present it for endorsement to or to the order of the Fiscal Agent or Registrar (or in the case of Notes lodged with the CMU, the CMU Lodging Agent). In exchange for any such Temporary Global Note, or the part of it to be exchanged, the Issuer will deliver, or procure the delivery of, a Permanent Global Note in an aggregate principal amount equal to that of the whole or that part of a Temporary Global Note that is being exchanged or, in the case of a subsequent exchange, endorse, or procure the endorsement of, a Permanent Global Note to reflect such exchange. In the case of a Permanent Global Note or Registered Global Note exchangeable for Notes or Certificates in definitive form (unless such exchange is at the request of the relevant Issuer) at the cost of the relevant Noteholder, the Issuer will cause an equal aggregate principal amount of Notes or Certificates in definitive form to be executed and delivered to the Fiscal Agent or the Registrar, as the case may be, for completion, authentication and dispatch to the relevant Noteholders. In this Offering Circular, “**Definitive Notes**” means, in relation to any Global Note, the definitive Bearer Notes or the definitive Registered Notes or Certificates for which such Global Note may be exchanged (if appropriate, having attached to them all Coupons and Receipts in respect of interest or Instalment Amounts that have not already been paid on the Global Note and a Talon). Definitive Notes will be security printed and printed in accordance with any applicable legal and stock exchange requirements in or substantially in the form set out in the schedules to the Euro Fiscal Agency Agreement, or the Canadian Registry Services Agreement, as the case may be. On exchange in full of each Permanent Global Note, the Issuer will, if the holder so requests, procure that it is cancelled and returned to the holder together with the relevant Definitive Notes.

#### **4.6 Exchange Date**

“Exchange Date” means, in relation to a Temporary Global Note, the day falling after the expiry of 40 days after its issue date and, in relation to a Permanent Global Note, a day falling not less than 60 days, or in the case of failure to pay principal in respect of any Notes when due 30 days, after that on which the notice requiring exchange is given and on which banks are open for business in the city in which the specified office of the Fiscal Agent (or, in the case of Notes cleared through the CMU, the CMU Lodging Agent) is located and in the city in which the relevant clearing system is located.

#### **5 Transfers**

Notes which are represented by a Global Note will only be transferable in accordance with the rules and procedures for the time being of Euroclear or Clearstream, Luxembourg, CDS, the CMU or any other agreed clearing system as the case may be. Interests in Global Notes will be transferable in multiples of €100,000 (or its equivalent in other currencies) unless otherwise specified in the Pricing Supplement. Transfers of beneficial interests in Canadian Domestic Notes will be effected by CDS in accordance with its rules and procedures and, in turn, by book entries made in the accounts of participants and, if appropriate, indirect participants in CDS acting on behalf of beneficial transferors and transferees of such interests.

#### **6 Conditions applicable to Global Notes**

Each Global Note contains provisions which modify the Terms and Conditions of the Notes as they apply to the Global Note. The following is a summary of certain of those provisions:

- (a) *Meetings*: The holder of a Permanent Global Note or Registered Global Note shall (unless such Permanent Global Note or Registered Global Note represents only one Note) be treated as being two persons for the purposes of any quorum requirements of a meeting of holders and, at any such meeting, the holder of a Permanent Global Note or Registered Global Note

shall be treated as having one vote in respect of each minimum Specified Denomination of Notes for which such Global Note may be exchanged.

- (b) *Cancellation*: Cancellation of any Note represented by a Permanent Global Note or Registered Global Note that is required by the Conditions to be cancelled (other than upon its redemption) will be effected by reduction in the principal amount of the relevant Permanent Global Note or Registered Global Note.
- (c) *Purchase*: Notes represented by a Permanent Global Note or Registered Global Note may be purchased by the Issuer or any of its Subsidiaries at any time in the open market or otherwise and at any price.
- (d) *Issuer's call options*: Any option of the Issuer provided for in the Conditions of the Notes while such Notes are represented by a Global Note shall be exercised by the Issuer giving notice to the holders within the time limits set out in and containing the information required by the Conditions, except that the notice is not required to contain the serial numbers of Notes drawn in the case of a partial exercise of an option and accordingly no drawing of Notes is required. If any option of the Issuer is exercised in respect of some but not all of the Notes of any Series, the rights of accountholders with a clearing system in respect of the Notes are governed by the standard procedures of Euroclear, Clearstream, Luxembourg, CDS, the CMU or any other clearing system (as the case may be).
- (e) *Investors' put option*: Any option of the holders provided for in the Conditions of any Notes while such Notes are represented by a Global Note may be exercised by the holder of such Global Note, giving notice to the Principal Paying Agent (or, in the case of Notes held through the CMU, the CMU Lodging Agent) or relevant Registrar, as the case may be, within the time limits relating to the deposit of Notes with the Principal Paying Agent (or, in the case of Notes held through the CMU, the CMU Lodging Agent) or relevant Registrar, as the case may be, substantially in the form of the notice available from the Principal Paying Agent (or, in the case of Notes held through the CMU, the CMU Lodging Agent) or any Paying Agent or relevant Registrar, as the case may be, except that the notice is not required to contain the serial numbers of the Notes in respect of which the option has been exercised, and stating the principal amount of Notes in respect of which the option is exercised and at the same time presenting for notation the Global Note to the Fiscal Agent or Registrar, as the case may be.

## **7 Partly Paid Notes**

While any instalments of the subscription moneys due from the holder of Partly Paid Notes are overdue, no interest in a Temporary Global Note representing such Notes may be exchanged for any interest in a Permanent Global Note or for Definitive Notes (as the case may be). If any Noteholder fails to pay any instalment due on any Partly Paid Notes within the time specified, the Issuer may forfeit such Notes and shall have no further obligation to their holder in respect of them.

## **8 Notices**

So long as any Notes are represented by a Global Note (including a Global Certificate) and such Global Note is held on behalf of: (i) Euroclear and/or Clearstream, Luxembourg or any other clearing system (except as provided in (ii) below), notices to the holders of Notes of that Series may be given by delivery of the relevant notice to that clearing system for communication by it to entitled accountholders in substitution for publication as required by the Conditions or by delivery of the relevant notice to the holder of the Global Note; or (ii) the CMU, notices to the holders of Notes of that Series may be given by delivery of the relevant notice to the persons shown in a CMU Instrument Position Report issued by the CMU Service on the second business day preceding the date of dispatch of such notice as holding interests in the relevant Global Note.

# Sale and subscription

## Summary of Dealer Agreement

Subject to the terms and on the conditions contained in a Dealer Agreement dated 31 October 2001 as amended on or about 20 March 2020 and as further supplemented, amended and/or restated from time to time (“**Dealer Agreement**”) between the Issuer, the Arranger and the financial institutions party thereto as Dealers, the Notes will be offered by the Issuer to the Dealers. The Notes may be resold at prevailing market prices, or at related prices, at the time of such resale, as determined by the relevant Dealer. The Notes may also be sold by the Issuer through the Dealers, acting as agents of the Issuer. The Dealer Agreement also provides for Notes to be issued in syndicated Tranches that may be jointly and severally underwritten by two or more Dealers.

The Issuer has agreed to indemnify the Dealers against certain liabilities in connection with the offer and sale of the Notes and to pay the Dealers certain fees and commissions in relation to any issue of the Notes under the Program. The Dealers and their affiliates are full service financial institutions engaged in various activities which may include securities trading, commercial and investment banking, financial advice, investment management, principal investment, hedging, financing and brokerage activities. Each of the Dealers may have engaged in, and may in the future engage in, investment banking and other commercial dealings in the ordinary course of business with the Issuer or its subsidiaries, jointly controlled entities or associated companies from time to time. In the ordinary course of their various business activities, the Dealers and their affiliates may make or hold (on their own account, on behalf of clients or in their capacity of investment advisers) a broad array of investments and actively trade debt and equity securities (or related derivative securities) and financial instruments (including bank loans) for their own account and for the accounts of their customers and may at any time hold long and short positions in such securities and instruments and enter into other transactions, including credit derivatives (such as asset swaps, repackaging and credit default swaps) in relation thereto. Such transactions, investments and securities activities may involve securities and instruments of the Issuer or its subsidiaries, jointly controlled entities or associated companies, including Notes issued under the Program, may be entered into at the same time or proximate to offers and sales of Notes or at other times in the secondary market and be carried out with counterparties that are also purchasers, holders or sellers of Notes. Notes issued under the Program may be purchased by or be allocated to any Dealer or an affiliate for asset management and/or proprietary purposes but not with a view to distribution. The Dealer Agreement entitles the Dealers to terminate any agreement that they make to subscribe for Notes in certain circumstances prior to payment for such Notes being made to the Issuer.

If a jurisdiction requires that the offering be made by a licensed broker or dealer and a Dealer or any affiliate of that Dealer is a licensed broker or dealer in that jurisdiction, the offering shall be deemed to be made by that Dealer or such affiliate on behalf of the Issuer (as defined in this Offering Circular) in such jurisdiction.

No action has been taken in any jurisdiction that would permit a public offering of any of the Notes, or possession or distribution of the Offering Circular or any other offering material or any Pricing Supplement, in any country or jurisdiction where action for that purpose is required. Neither the Issuer nor any Dealer represents that any Notes may at any time lawfully be sold in compliance with any applicable registration or other requirements in any jurisdiction, or pursuant to any exemption available thereunder, or assumes any responsibility for facilitating such sale.

Persons into whose hands this Offering Circular comes are required by the Issuer and the Dealers to comply with all applicable laws and regulations in each country or jurisdiction in which they purchase, offer, sell or deliver Notes or have in their possession or distribute the Offering Circular or such other offering material and to obtain any authorisation, consent, approval or permission required by them for the purchase, offer, sale or delivery by them of any Notes under any law, regulation or directive in force in any jurisdiction to which they are subject or in which they make such purchases, offers, sales or deliveries, in all cases at their own expense, and neither the Issuer nor any Dealer shall have responsibility therefor. In accordance with the above, any Notes purchased by any person which it wishes to offer for sale or resale may not be offered in any jurisdiction in circumstances which would result in the Issuer being obliged to register any further prospectus or corresponding document relating to the Notes in such jurisdiction.

Each Dealer appointed under the Program will be required to agree with the Issuer that it will observe all applicable laws and regulations in any jurisdiction in which it may offer, sell or deliver Notes and that it will not, directly or indirectly, offer, sell or deliver Notes or distribute or publish this document, any prospectus, circular, advertisement or other offering material (including, without limitation, any supplement to this document) in relation to the Notes in or from any country of jurisdiction except under circumstances that will to the best of its knowledge and belief result in compliance with any applicable laws and regulations, and all offers, sales and deliveries of Notes by it will be made on the foregoing terms.

In addition and unless the Pricing Supplement otherwise provides, each Dealer appointed under the Program will be required to agree with the Issuer that, in connection with the primary distribution of the Notes which are specified in the relevant Pricing Supplement as being Public Offer Test Compliant, it will not (directly or indirectly) sell Notes to any person in circumstances where employees of the Dealer directly involved in the sale, know or have reasonable grounds to suspect, the Notes (or an interest in or right in respect of the Notes) were being or

would later be, acquired either directly or indirectly by an Offshore Associate (as defined in the Dealer Agreement) of the Issuer other than one acting in the capacity of a dealer, manager or underwriter in relation to the placement of those Notes or a clearing house, custodian, funds manager or responsible entity of a registered scheme within the meaning of the Corporations Act.

### Selling Restrictions

Set out below are selling restrictions in respect of:

- Australia
- Canada;
- EEA
- Hong Kong
- Japan
- The Netherlands
- New Zealand
- People's Republic of China
- Republic of Italy
- Singapore
- Switzerland
- Taiwan
- United Kingdom
- United States of America

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### Australia

No prospectus or other disclosure document (as defined in the Corporations Act) in relation to the Program or the Notes has been or will be lodged with, or registered by, ASIC or any other regulatory authority in Australia. Each Dealer has represented and agreed, and each further Dealer appointed under the Program will be required to represent and agree, that, unless the relevant Pricing Supplement (or relevant supplement to this Offering Circular) otherwise provides, it:

- (a) has not offered or invited applications, and will not offer or invite applications for the issue, sale or purchase of the Notes in, to or from Australia (including an offer or invitation which is received by a person in Australia); and
- (b) has not distributed or published, and will not distribute or publish, the Offering Circular or any other offering material or advertisement relating to the Notes in Australia,

in each case unless:

- (i) the aggregate consideration payable by each offeree or invitee is at least A\$500,000 (or its equivalent in other currencies and, in either case, disregarding moneys lent by the offeror or its associates) or the offer or invitation otherwise does not require disclosure to investors in accordance with Part 6D.2 or 7.9 of the Corporations Act;
- (ii) such action complies with all applicable laws, regulations and directives in Australia (including, without limitation, the licensing requirements set out in Chapter 7 of the Corporations Act);
- (iii) the offer, invitation or distribution does not constitute an offer, invitation or distribution to a person in Australia who is a "retail client" as defined for the purposes of Section 761G of the Corporations Act; and
- (iv) such action does not require any document to be lodged with ASIC or any other regulatory authority in Australia.

### Canada

Each Dealer has represented and warranted to and agreed with, and each further Dealer appointed under the Program will be required to represent and warrant to and agree with, the Issuer that:

- (a) the sale and delivery of any Notes to any purchaser who is a resident of Canada or otherwise subject to the laws of Canada or who is purchasing for a principal who is a resident of Canada or otherwise subject to the laws of Canada (each such purchaser or principal a "**Canadian Purchaser**") by such Dealer shall be made so as to be exempt from the prospectus filing requirements and exempt from, or in compliance with, the dealer registration requirements of all applicable securities laws and regulations, rulings and orders made thereunder and rules, instruments and policy statements issued and adopted by the relevant securities regulator or regulatory authority, including those applicable in each of the provinces and territories of Canada (the "**Canadian Securities Laws**");

- (b) where required under applicable Canadian Securities Laws, (i) it is appropriately registered under the applicable Canadian Securities Laws in each province and territory to sell and deliver the Notes to each Canadian Purchaser that is a resident of, or otherwise subject to the Canadian Securities Laws of, such province or territory, and to whom it sells or delivers any Notes, or such sale and delivery will be made through an affiliate of it that is so registered if the affiliate is registered in a category that permits such sale and has agreed to make such sale and delivery in compliance with the representations, warranties and agreements set out herein, or (ii) it is a dealer that is permitted to rely on the “international dealer” exemption contained in section 8.18 of National Instrument 31-103 – *Registration Requirements, Exemptions and Ongoing Registrant Obligations* (“**NI 31-103**”), has complied with all requirements of that exemption and has provided notice to such investor, as required by NI 31-103, provided that a statement to such effect in any Canadian Offering Memorandum delivered to such Canadian Purchaser by the Dealer shall constitute such notice;
- (c) it will ensure that each Canadian Purchaser purchasing from it: (i) has represented to it that such Canadian Purchaser is a resident in, and subject to the Canadian Securities Laws of, a province or territory of Canada, or is a corporation, partnership, or other entity, resident and created in or organised under the laws of Canada or any province or territory thereof; (ii) has represented to it that such Canadian Purchaser is not an individual, is an “accredited investor” as defined in section 73.3(1) of the *Securities Act* (Ontario) or section 1.1 of National Instrument 45-106-*Prospectus Exemptions* (NI 45-106) and which categories set forth in the relevant definition of “accredited investor” in NI 45-106 correctly and in all respects describes such Canadian Purchaser, and that it is not a person created or used solely to purchase or hold the Notes as an accredited investor as described in Section 2.3(5) of NI 45-106, and, if the dealer is permitted to rely on the “international dealer exemption”, has also represented to it that such Canadian Purchaser is a “permitted client” as defined in section 1.1 of NI 31-103 and which categories set forth in the relevant definition of “permitted client” in NI 31-103 correctly and in all respects describes such Canadian Purchaser; and (iii) consents to disclosure of all required information about the purchase to the relevant Canadian securities regulatory authorities;
- (d) the offer and sale of the Notes by it was not made through or accompanied by any advertisement of the Notes, including, without limitation, in printed media of general and regular paid circulation, radio, television, or telecommunications, including electronic display or any other form of advertising or as part of a general solicitation in Canada by it;
- (e) it has not provided and will not provide to any Canadian Purchaser any document or other material that would constitute an offering memorandum (other than a Canadian offering memorandum prepared in connection with the issue of the relevant Notes (the “**Canadian Offering Memorandum**”));
- (f) it will ensure that each Canadian Purchaser purchasing from it is advised that no securities commission, stock exchange or other similar regulatory authority in Canada has reviewed or in any way passed upon the Canadian Offering Memorandum or the merits of the Notes described therein, nor has any such securities commission, stock exchange or other similar regulatory authority in Canada made any recommendation or endorsement with respect to the Notes (and a statement to such effect in the Canadian Offering Memorandum delivered to such Canadian Purchaser shall constitute such disclosure);
- (g) it has not made and it will not make any written or oral representations to any Canadian Purchaser (i) that any person will resell or repurchase the Notes purchased by such Canadian Purchaser; (ii) that the Notes will be freely tradeable by the Canadian Purchaser without any restrictions or hold periods; (iii) that any person will refund the purchase price of the Notes; or (iv) as to the future price or value of the Notes; and
- (h) it will inform each Canadian Purchaser purchasing from it: (i) that the Issuer is not a “reporting issuer” (as defined under applicable Canadian Securities Laws) and is not, and may never be, a reporting issuer in any province or territory of Canada and there currently is no public market in Canada for any of the Notes, and one may never develop; (ii) that the Notes will be subject to resale restrictions under applicable Canadian Securities Laws; and (iii) such Canadian Purchaser’s name and other specified information will be disclosed to the relevant Canadian securities regulators or regulatory authorities and may become available to the public in accordance with applicable laws (and a statement to such effect in the Canadian Offering Memorandum delivered to such Canadian Purchaser shall constitute such disclosure).

#### **European Economic Area (“EEA”) - Prohibition of Sales to EEA and UK Retail Investors**

Each Dealer has represented and agreed, and each further Dealer appointed under the Program will be required to represent and agree, that it has not offered, sold or otherwise made available and will not offer, sell or otherwise make available any Notes which are the subject of the offering contemplated by this Offering Circular as completed by the Pricing Supplement in relation thereto to any retail investor in the EEA or in the United Kingdom. For the purposes of this provision:

- (a) the expression “retail investor” means a person who is one (or more) of the following:



- (i) a retail client as defined in point (11) of Article 4(1) of Directive 2014/65/EU (as amended, “**MIFID II**”); or
  - (ii) a customer within the meaning of Directive (EU) 2016/97 (as amended or superseded, the “**Insurance Distribution Directive**”), where that customer would not qualify as a professional client as defined in point (10) of Article 4(1) of MiFID II; or
  - (iii) not a qualified investor as defined in the Prospectus Regulation; and
- (b) the expression an “offer” includes the communication in any form and by any means of sufficient information on the terms of the offer and the Notes to be offered so as to enable an investor to decide to purchase or subscribe the Notes.

This EEA selling restriction is in addition to any other selling restriction set out in this Offering Circular.

### **Hong Kong**

Each Dealer has represented and agreed, and each further Dealer appointed under the Program will be required to represent and agree, that:

- (a) it has not offered or sold and will not offer or sell in Hong Kong, by means of any document, any Notes (except for Notes which are a “structured product” as defined in the Securities and Futures Ordinance (Cap. 571) of Hong Kong (the “**SFO**”)) other than (i) to “professional investors” as defined in the SFO and any rules made under the SFO, or (ii) in other circumstances which do not result in the document being a “prospectus” as defined in the Companies (Winding Up and Miscellaneous Provisions) Ordinance (Cap. 32) of Hong Kong (the “**C(WUMPO)**”) or which do not constitute an offer to the public within the meaning of the C(WUMPO); and
- (b) it has not issued, or had in its possession for the purpose of issue, and will not issue, or have in its possession for the purpose of issue, whether in Hong Kong or elsewhere, any advertisement, invitation, prospectus or other offering material or other document relating to the Notes, which is directed at, or the contents of which are likely to be accessed or read by, the public in Hong Kong (except if permitted to do so under the applicable securities laws of Hong Kong) other than with respect to Notes which are or are intended to be disposed of only to persons outside Hong Kong or only to “professional investors” as defined in the SFO and any rules made under the SFO.

### **Japan**

The Notes have not been and will not be registered under the Financial Instruments and Exchange Law of Japan (Law No. 25 of 1948, as amended) (the “**Financial Instruments and Exchange Law**”) and, accordingly, each Dealer has represented and agreed, and each further Dealer appointed under the Program will be required to represent and agree, that it has not, directly or indirectly, offered or sold and will not, directly or indirectly, offer or sell any Notes in Japan or to, or for the benefit of, any resident of Japan (as defined under item 5, Paragraph 1, Article 6 of the Foreign Exchange and Foreign Trade Control Law (Law No. 228 of 1949, as amended), or to others for re-offering or resale, directly or indirectly, in Japan or to, or for the benefit of, any resident of Japan, except pursuant to an exemption from the registration requirements of, and otherwise in compliance with, the Financial Instruments and Exchange Law and any other applicable laws, regulations and ministerial guidelines of Japan.

### **Selling Restrictions Addressing Additional Securities Laws of The Netherlands**

#### *Zero Coupon Notes*

Zero Coupon Notes (as defined below) in definitive form may only be transferred and accepted, directly or indirectly, within, from or into the Netherlands through the mediation of either the Issuer or a member firm of Euronext (Amsterdam) admitted in a function on one or more of the markets or systems operated by Euronext Amsterdam N.V., in full compliance with the Dutch Savings Certificates Act (*Wet inzake Spaarbewijzen*) of 21 May 1985 (as amended) and its implementing regulations. No such mediation is required in respect of: (i) the transfer and acceptance of rights representing an interest in a Zero Coupon Note in global form; (ii) the initial issue of Zero Coupon Notes in definitive form to the first holders thereof; or (iii) in respect of the transfer and acceptance of Zero Coupon Notes in definitive form between individuals not acting in the conduct of a business or profession; or (iv) the transfer and acceptance of such Zero Coupon Notes within, from or into the Netherlands if all Zero Coupon Notes (either in definitive form or as rights representing an interest in a Zero Coupon Note in global form) of any particular Series are issued outside the Netherlands and are not distributed within the Netherlands in the course of initial distribution or immediately thereafter. In the event that the Savings Certificates Act applies, certain identification requirements in relation to the issue and transfer of, and payments on, Zero Coupon Notes have to be complied with.

For purposes of the paragraph above, "**Zero Coupon Notes**" are Notes that are in bearer form and that constitute a claim for a fixed sum against the Issuer and on which interest does not become due during their tenor or on which no interest is due whatsoever.

### **New Zealand**

Each Dealer has represented and agreed, and each further Dealer appointed under the Program will be required to represent and agree, that:

- (a) it has not offered or sold, and will not offer or sell, directly or indirectly, any Notes; and
- (b) it has not distributed and will not distribute, directly or indirectly, any offering materials or advertisement in relation to any offer of Notes,

in each case in New Zealand other than:

- (i) to persons who are "wholesale investors" within the meaning of clause 3(2)(a), (c) or (d) of Schedule 1 of the Financial Markets Conduct Act 2013 of New Zealand (the "**NZ FMC Act**"), being persons who fall within one or more of the following categories of "wholesale investor":
  - (A) an "investment business" within the meaning of clause 37 of Schedule 1 of the NZ FMC Act;
  - (B) "large" within the meaning of clause 39 of Schedule 1 of the NZ FMC Act; or
  - (C) a "government agency" within the meaning of clause 40 of Schedule 1 of the NZ FMC Act; or
- (ii) in other circumstances where there is no contravention of the NZ FMC Act, provided that (without limiting paragraph (i) above) Notes may not be offered (or transferred) to any person that is a "wholesale investor" under the NZ FMC Act solely because that person is an "eligible investor" (within the meaning of clause 3(3)(a) of Schedule 1 of the NZ FMC Act) or meets the "investment activity" criteria specified in clause 38 of Schedule 1 of the NZ FMC Act.

### **People's Republic of China**

Each Dealer has represented and agreed, and each further Dealer appointed under the Program will be required to represent and agree that the Notes are not being offered or sold and may not be offered or sold, directly or indirectly, in the PRC (for such purposes, not including the Hong Kong and Macau Special Administrative Regions or Taiwan), except as permitted by all relevant laws and regulations of the PRC.

### **Selling Restrictions Addressing Additional Securities Laws of the Republic of Italy**

The offering of the Notes has not been registered with the Commissione Nazionale per le Società e la Borsa ("**CONSOB**") pursuant to Italian securities legislation and, accordingly, each Dealer has represented and agreed, and each further Dealer appointed under the Program will be required to represent and agree that, save as set out below, it has not offered or sold, and will not offer or sell, any Notes in the Republic of Italy in an offer to the public and that sales of the Notes in the Republic of Italy shall be effected in accordance with all Italian securities, tax and exchange control and other applicable laws and regulation.

Accordingly, each of the Dealers has represented and agreed, and each further Dealer appointed under the Program will be required to represent and agree, that it will not offer, sell or deliver any Notes or distribute copies of this Offering Circular and any other document relating to the Notes in the Republic of Italy except:

- (1) to "**qualified investors**", as referred to in Article 100 of Legislative Decree No. 58 of 24 February 1998, as amended (the "**Decree No. 58**") and defined in Article 34-ter, paragraph 1, let. b) of CONSOB Regulation No. 11971 of 14 May 1999, as amended ("**Regulation No. 11971**"); or
- (2) in any other circumstances where an express exemption from compliance with the offer restrictions applies, as provided under Decree No. 58 or Regulation No. 11971.

Any such offer, sale or delivery of the Notes or distribution of copies of this Offering Circular or any other document relating to the Notes in the Republic of Italy must be:

- (a) made by investment firms, banks or financial intermediaries permitted to conduct such activities in the Republic of Italy in accordance with Legislative Decree No. 385 of 1 September 1993 as amended,

Decree No. 58, CONSOB Regulation No. 16190 of 29 October 2007, as amended and any other applicable laws and regulations; and

- (b) in compliance with any other applicable notification requirement or limitation which may be imposed by CONSOB or the Bank of Italy.

*Provisions relating to the secondary market in the Republic of Italy*

Investors should also note that, in any subsequent distribution of the Notes in the Republic of Italy, Article 100-bis of Decree No. 58 may require compliance with the law relating to public offers of securities. Furthermore, where the Notes are placed solely with "qualified investors" and are then systematically resold on the secondary market at any time in the 12 months following such placing, purchasers of Notes who are acting outside of the course of their business or profession may in certain circumstances be entitled to declare such purchase void and, in addition, to claim damages from any authorised person at whose premises the Notes were purchased, unless an exemption provided for under Decree No. 58 applies.

**Singapore**

This Offering Circular has not been, and will not be, registered as a prospectus with the Monetary Authority of Singapore, and the Notes will be offered pursuant to exemptions under the SFA. Accordingly, each Dealer has represented, warranted and agreed, and each further Dealer appointed under the Program will be required to represent, warrant and agree that the Notes have not been offered or sold and will not be offered or sold or made the subject of an invitation for subscription or purchase nor will this Offering Circular or any other document or material in connection with the offer or sale or invitation for subscription or purchase of any Notes be circulated or distributed, whether directly or indirectly, to any person in Singapore other than (a) to an institutional investor (as defined in Section 4A of the SFA) pursuant to Section 274 of the SFA, (b) to a relevant person (as defined in Section 275(2) of the SFA) under Section 275(1) of the SFA, or any person pursuant to Section 275(1A) of the SFA, and in accordance with the conditions specified in Section 275 of the SFA and (where applicable) Regulation 3 of the Securities and Futures (Classes of Investors) Regulations 2018 of Singapore, or (c) otherwise pursuant to, and in accordance with the conditions of, any other applicable provision of the SFA.

Where the Notes are subscribed or purchased in reliance of an exemption under Section 274 or 275 of the SFA, the Notes shall not be sold within the period of six (6) months from the date of the initial acquisition of the Notes, except to any of the following persons:

- (a) an institutional investor (as defined in Section 4A of the SFA);
- (b) a relevant person (as defined in Section 275(2) of the SFA); or
- (c) any person pursuant to an offer referred to in Section 275(1A) of the SFA,

unless expressly specified otherwise in Section 276(7) of the SFA or Regulation 37A of the Securities and Futures (Offers of Investments) (Securities and Securities-based Derivatives Contracts) Regulations 2018 of Singapore.

Where the Notes are subscribed or purchased under Section 275 of the SFA by a relevant person which is:

- (i) a corporation (which is not an accredited investor (as defined in Section 4A of the SFA)) the sole business of which is to hold investments and the entire share capital of which is owned by one or more individuals, each of whom is an accredited investor; or
- (ii) a trust (where the trustee is not an accredited investor) whose sole purpose is to hold investments and each beneficiary of the trust is an individual who is an accredited investor,

securities and securities-based derivatives contracts (each term as defined in Section 2(1) of the SFA) of that corporation or the beneficiaries' rights and interest (howsoever described) in that trust shall not be transferred within six (6) months after that corporation or that trust has acquired the Notes pursuant to an offer made under Section 275 of the SFA except:

- (A) to an institutional investor or a relevant person as defined in Section 275(2) of the SFA or to any person arising from an offer referred to in Section 275(1A) or (in the case of such corporation) where the transfer arises from an offer referred to in Section 276(3)(i)(B) of the SFA or (in the case of such trust) where the transfer arises from an offer referred to in Section 276(4)(i)(B) of the SFA;
- (B) where no consideration is, or will be, given for the transfer;
- (C) where the transfer is by operation of law;

- (D) as specified in Section 276(7) of the SFA; or
- (E) as specified in Regulation 37A of the Securities and Futures (Offers of Investments) (Securities and Securities-based Derivatives Contracts) Regulations 2018 of Singapore.

Any reference to the SFA is a reference to the Securities and Futures Act, Chapter 289 of Singapore and a reference to any term as defined in the SFA or any provision in the SFA is a reference to that term as modified or amended from time to time including by such of its subsidiary legislation as may be applicable at the relevant time.

## **Switzerland**

Each Dealer has represented and agreed, and each further Dealer appointed under the Program will be required to represent and agree, that it: (i) will only offer or sell Notes in, into or from Switzerland in compliance with all applicable laws and regulations in force in Switzerland; and (ii) will to the extent necessary, obtain any consent, approval or permission required, for the offer or sale by it of Notes under the laws and regulations in force in Switzerland.

This document does not constitute a prospectus within the meaning of the Swiss Code of Obligations (“CO”) or the Swiss Collective Investment Schemes Act (“CISA”), as the case may be. Only the relevant offering circular for the offering of Notes in, into or from Switzerland and any information required to ensure compliance with the CO and all other applicable laws and regulations of Switzerland (in particular, additional and updated corporate and financial information that shall be provided by the relevant Issuer) may be used in the context of a public offer in, into or from Switzerland. Each Dealer has therefore represented and agreed, and each further Dealer appointed under the Program will be required to represent and agree, that the relevant offering circular and such information shall be furnished to any potential purchaser in Switzerland upon request in such manner and at such times as required by the CO and all other applicable laws and regulations of Switzerland.

If and to the extent that the Notes qualify as a structured product within the meaning of the CISA, each Dealer has represented and agreed, and each further Dealer appointed under the Program will be required to represent and agree, that it will not offer or distribute the Notes by means of a public offering in, into or from Switzerland, as such term is interpreted from time to time under the CISA or under the CO (to the extent applicable), unless the Notes are offered and distributed in, into or from Switzerland in compliance with the CISA and its implementing ordinances, including that all relevant licences have been obtained and that a simplified prospectus within the meaning of Article 5 CISA has been prepared to be furnished to any potential purchaser in Switzerland upon request in such manner and at such times as required by the CISA and all other applicable laws and regulations of Switzerland.

## **Taiwan**

The Notes have not been, and will not be, registered with the Financial Supervisory Commission of Taiwan, the Republic of China (“Taiwan”) pursuant to applicable securities laws and regulations. No person or entity in Taiwan is authorised to distribute or otherwise intermediate the offering of the Notes or the provision of information relating to the Program, including, but not limited to, this Offering Circular. The Notes may be made available for purchase from outside Taiwan by investors residing in Taiwan (either directly or through properly licensed Taiwan intermediaries acting on behalf of such investors), but may not be issued, offered or sold in Taiwan. Any subscriptions of the Notes shall only become effective upon acceptance by the Issuer or relevant Dealer outside Taiwan and, unless otherwise specified in the documents relating to the Note signed by the Dealers, shall be deemed a contract entered into in the jurisdiction of incorporation of the Issuer or relevant Dealer, as the case may be.

## **Selling Restrictions Addressing Additional United Kingdom Securities Laws**

Each Dealer appointed under the Program has agreed, and each further Dealer appointed under the Program will be required to represent and agree, that:

- (a) in relation to any Notes which have a maturity of less than one year: (i) it is a person whose ordinary activities involve it in acquiring, holding, managing or disposing of investments (as principal or agent) for the purposes of its business; and (ii) it has not offered or sold and will not offer or sell such Notes other than to persons whose ordinary activities involve them in acquiring, holding, managing or disposing of investments (as principal or as agent) for the purposes of their businesses or who it is reasonable to expect will acquire, hold, manage or dispose of investments (as principal or agent) for the purposes of their businesses where the issue of the Notes would otherwise constitute a contravention of Section 19 of the FSMA by the Issuer;
- (b) it has only communicated or caused to be communicated and it will only communicate or cause to be communicated any invitation or inducement to engage in investment activity (within the meaning of Section 21 of the FSMA) received by it in connection with the issue or sale of any Notes in circumstances in which Section 21(1) of the FSMA does not apply to the Issuer; and

- (c) it has complied and will comply with all applicable provisions of the FSMA with respect to anything done by it in relation to the any Notes in, from or otherwise involving the United Kingdom.

## United States of America

### *Regulation S Category 2; TEFRA "D" (or TEFRA "C" if specified in the applicable Pricing Supplement)*

The Notes have not been and will not be registered under the Securities Act and may not be offered or sold within the United States or to, or for the account or benefit of, U.S. persons except pursuant to an effective registration statement or in certain transactions exempt from, or not subject to, the registration requirements of the Securities Act, including, without limitation, in accordance with Regulation S under the Securities Act. Regulation S provides a non-exclusive safe harbour from the application of the registration requirements of the Securities Act. Terms used in this paragraph have the meaning given to them by Regulation S under the Securities Act.

Notes in bearer form are subject to U.S. tax law requirements and may not be offered, sold or delivered within the United States or its possessions or to U.S. persons, except in certain transactions permitted by U.S. tax regulations. Terms used in the preceding sentence have the meanings given to them by the United States Internal Revenue Code and regulations thereunder.

Each Dealer appointed under the Program agrees, and each further Dealer appointed under the Program will be required to agree that, except as permitted by the Dealer Agreement, it has not offered, sold, resold or delivered and will not offer, sell, resell or deliver Notes:

- (a) as part of its distribution at any time; or
- (b) otherwise until 40 days after the completion of the distribution of the relevant Tranche, as certified to the Euro Fiscal Agent or the Australian Registrar or the New Zealand Registrar or the Canadian Registrar (as the case may be) or the Issuer by such Dealer (or, in the case of a sale of a Tranche of Notes to or through more than one Dealer, by each of such Dealers as to Notes of such Tranche purchased by or through it, in which case the Euro Fiscal Agent or the Australian Registrar or the New Zealand Registrar or the Canadian Registrar (as the case may be) or the Issuer shall notify each such Dealer when all such Dealers have so certified),

within the United States or to, or for the account or benefit of, U.S. persons and such Dealer will offer, sell, resell or deliver Notes only in accordance with Rule 903 of Regulation S, or if applicable, Rule 144A under the Securities Act, and such Dealer will have sent to each dealer to which it sells Notes during the relevant distribution compliance period a confirmation or other notice setting forth the restrictions on offers and sales of the Notes within the United States or to, or for the account or benefit of, U.S. persons.

In addition, until 40 days after the completion of the distribution of Notes comprising any Tranche, any offer or sale of Notes within the United States by any dealer (whether or not participating in the offering) may violate the registration requirements of the Securities Act.

Each issue of Index Linked Interest Notes and Dual Currency Notes is subject to such additional U.S. selling restrictions as the Issuer and the relevant Dealer or Dealers agree as a term of the issue and purchase of such Notes, which additional selling restrictions will be set out in the applicable Pricing Supplement. The Dealers have agreed and each subsequent Dealer appointed under the Program will agree that they will offer, sell or deliver such Notes only in compliance with such additional U.S. selling restrictions.

In addition (in relation to Notes in bearer form with a maturity of more than one year except where TEFRA "C" is specified in the applicable Pricing Supplement):

- (a) except to the extent permitted under U.S. Treasury Regulation §1.163-5(c)(2)(i)(D) ("**D Rules**"), each Dealer has:
- (i) represented and covenanted, and each further Dealer appointed under the Program will be required to represent and covenant, that it has not offered or sold, and agreed that during the restricted period it will not offer or sell, Notes to a person who is within the United States or its possessions or to a United States person, and
- (ii) represented and covenanted, and each further Dealer appointed under the Program will be required to represent and covenant, that it has not delivered and agrees and covenants that it will not deliver within the United States or its possessions definitive Notes that are sold during the restricted period;
- (b) each Dealer has represented and covenanted, and each further Dealer appointed under the Program will be required to represent and covenant, that it has and agreed and covenanted that throughout the restricted period it will have in effect procedures reasonably designed to ensure that its employees or

agents who are directly engaged in selling Notes are aware that such Notes may not be offered or sold during the restricted period to a person who is within the United States or its possessions or to a United States person, except as permitted by the D Rules;

- (c) if it is a United States person, each Dealer has represented and covenanted, and each further Dealer appointed under the Program will be required to represent and covenant, that it is acquiring the Notes for purposes of resale in connection with their original issue and if it retains Notes for its own account, it will only do so in accordance with the requirements of U.S. Treasury Regulation §1.163-5(c)(2)(i)(D)(6); and
- (d) with respect to each affiliate that acquires from it Notes for the purpose of offering or selling such Notes during the restricted period, each Dealer has either:
  - (i) repeated and confirmed, and each further Dealer appointed under the Program will be required to repeat and confirm, the representations, covenants and agreements contained in clauses (a), (b) and (c) on its behalf; or
  - (ii) agreed and covenanted, and each further Dealer appointed under the Program will be required to agree and covenant, that it will obtain from such affiliate for the benefit of Telstra the representations, covenants and agreements contained in clauses (a), (b) and (c).

No obligations will be delivered in definitive form unless the TEFRA “D” certification requirements have been complied with. Terms used in clauses (a), (b), (c) and (d) have the meaning given to them by the U.S. Internal Revenue Code and regulations thereunder, including the D Rules.

In respect of Notes in bearer form where TEFRA “C” is specified in the applicable Pricing Supplement, such Notes must be issued and delivered outside the United States and its possessions in connection with their original issuance. Each Dealer represents, covenants and agrees: (i) that it has not offered, sold or delivered, and will not offer, sell or deliver, directly or indirectly (including through an agent), such Notes within the United States or its possessions in connection with their original issuance; and (ii) that it has not communicated, and will not communicate, directly or indirectly (including through an agent), with a prospective purchaser if either the Dealer, its agent or such purchaser is within the United States or its possessions and will not otherwise involve its United States office or a United States possession office in the offer, sale, delivery, advertisement or promotion of such Notes. Terms used in this paragraph have the meanings given to them by the U.S. Internal Revenue Code and U.S. Treasury Regulation section 1.163-5(c)(2)(i)(C).

\* \* \* \* \*

## **General**

The restrictions on offerings may be modified by the agreement of the Issuer and the Dealers following a change in or clarification of a relevant law, regulation, directive, request or guideline having the force of law in the country concerned or any change in or introduction of any of them or in their interpretation or administration. Any such modification will be set out in the applicable Pricing Supplement applicable to each Series of Notes or in a supplement to this document.

# Form of Pricing Supplement

Pricing Supplement dated [ ]



## Telstra Corporation Limited

(ABN 33 051 775 556)

(incorporated with limited liability in the Commonwealth of Australia)

Issue of [Aggregate Nominal Amount of Tranche] [Title of Notes]

under the

### €15,000,000,000 Debt Issuance Program

Terms used in this document are deemed to be defined as such for the purposes of the Conditions (the **Conditions**) set forth in the Offering Circular dated 20 March 2020 [and the supplement dated [date]] ([together,] the "**Offering Circular**"). This document constitutes the Pricing Supplement for the Notes and must be read in conjunction with the Offering Circular. [Full information on the Issuer and the offer of the Notes is only available on the basis of the combination of this Pricing Supplement and the Offering Circular.] The Offering Circular is available for viewing on the Issuer's website, [www.telstra.com.au](http://www.telstra.com.au).

*The following alternative language applies if the first tranche of an issue which is being increased was issued under a Prospectus or Offering Circular with an earlier date.*

Terms used in this document are deemed to be defined as such for the purposes of the Conditions (the **Conditions**) set forth in the Prospectus/Offering Circular for the Program dated [original date] and incorporated by reference into the Offering Circular and which are attached hereto.

**PROHIBITION OF SALES TO EEA OR UK RETAIL INVESTORS** - The Notes are not intended to be offered, sold or otherwise made available to and should not be offered, sold or otherwise made available to any retail investor in the European Economic Area ("**EEA**") or in the United Kingdom (the "**UK**"). For these purposes, a retail investor means a person who is one (or more) of: (i) a retail client as defined in point (11) of Article 4(1) of Directive 2014/65/EU (as amended, "**MiFID II**"); (ii) a customer within the meaning of Directive (EU) 2016/97 (as amended or superseded, the "**Insurance Distribution Directive**"), where that customer would not qualify as a professional client as defined in point (10) of Article 4(1) of MiFID II; or (iii) not a qualified investor as defined in Regulation (EU) 2017/1129 (as amended or superseded, the "**Prospectus Regulation**"). Consequently no key information document required by Regulation (EU) No 1286/2014 (the "**PRIIPs Regulation**") for offering or selling the Notes or otherwise making them available to retail investors in the EEA or in the UK has been or will be prepared and therefore offering or selling the Notes or otherwise making them available to any retail investor in the EEA or in the UK may be unlawful under the PRIIPs Regulation.

**[MIFID II PRODUCT GOVERNANCE/TARGET MARKET** – Solely for the purposes of [the/each] manufacturer's product approval process (the Issuer is not a manufacturer – see below), the target market assessment in respect of the Notes has led to the conclusion that: (i) the target market for the Notes is eligible counterparties and professional clients only, each as defined in MiFID II; and (ii) all channels for distribution of the Notes to eligible counterparties and professional clients are appropriate. Any person subsequently offering, selling or recommending the Notes (a "**distributor**") should take into consideration the manufacturer[s/s'] target market assessment; however, a distributor subject to MiFID II is responsible for undertaking its own target market assessment in respect of the Notes (by either adopting or refining the manufacturer[s/s'] target market assessment) and determining appropriate distribution channels. [The Issuer is a third country manufacturer and is not directly subject to MiFID II and any implementation thereof by any member state of the EU or the UK. It is therefore not a "manufacturer" for the purposes of the MiFID Product Governance Rules under EU Delegated Directive 2017/593 and has no responsibility or liability for identifying a target market, or any other product governance obligation set out in MiFID II, for financial instruments it issues (including the foregoing target market assessment for the Notes described in this legend).]]

**[Notification pursuant to Section 309B of the Securities and Futures Act, Chapter 289 of Singapore** – The Notes are capital markets products other than prescribed capital markets products (as defined in the Securities and Futures (Capital Markets Products) Regulations 2018 of Singapore).]

1	Issuer:	Telstra Corporation Limited
2	(i) Series Number:	[]
	(ii) Tranche Number:	[]
		<i>[If fungible with an existing Series, details of that Series, including the date on which the Notes become fungible]</i>
3	Specified Currency or Currencies	[]
4	Aggregate Nominal Amount:	
	(i) Series:	[]
	(ii) Tranche:	[]
5	Issue Price:	[ ] percent of the Aggregate Nominal Amount [plus accrued interest from [ ]
6	(i) Specified Denomination(s):	[]
		<i>[Where multiple denominations above €100,000 or equivalent are being used the following sample wording should be followed: “[€100,000] and integral multiples of [€1,000] in excess thereof up to and including [€199,000]. No Notes in definitive form will be issued with a denomination above [€199,000].”]</i>
		<i>[Notes (including Notes denominated in Sterling) in respect of which the issue proceeds are to be accepted by the Issuer in the United Kingdom, or whose issue otherwise constitutes a contravention of section 19 FSMA and which have a maturity of less than one year must have a minimum denomination of £100,000 (or its equivalent in other Specified Currencies).]</i>
		<i>[For Australian Domestic Notes, New Zealand Domestic Notes or Canadian Domestic Notes, insert relevant denomination, typically A\$/NZ\$10,000 or CAD\$[*].]</i>
	(ii) Calculation Amount:	<i>[If there is only one Specified Denomination, insert the Specified Denomination.</i>
		<i>If there is more than one Specified Denomination or the circumstances specified in the notes to item 6(i) apply, insert the highest common factor. Note: There must be a common factor in the case of two or more Specified Denominations.]</i>
		<i>[Calculation Amount not required for interest calculations in the case of: (a) Fixed Rate Notes which are represented by a Global Note; or (b) Fixed Rate Notes which are Australian Domestic Notes. See Conditions 13.5 and 14.8]</i>
7	(i) Issue Date:	[]
	(ii) Interest Commencement Date:	[Issue Date/Specify other]



8	Maturity Date:	<i>[Fixed rate - specify date Floating rate - specify Interest Payment Date falling in the relevant month and year]</i>
9	Record Date	In the case of payments of interest, the close of business in the place where the relevant Register is maintained on the [ ] calendar day before the relevant date for payment or any date so described in the relevant Pricing Supplement.
10	Interest Basis:	[Fixed Rate]  [Specify reference rate + / - [ ] per cent Floating Rate]  [Zero Coupon]  [Index Linked Interest]
11	Redemption / Payment Basis:	[Redemption at par]  [Partly Paid]  [Instalment]  [Index Linked Redemption]  [Dual Currency]
12	Change of Interest or Redemption / Payment Basis:	<i>[Specify details of any provision for change of Notes into another interest or redemption/payment basis]</i>
13	Put / Call Options:	[Investor Put] [Issuer Call] [Not Applicable]
14	Date of Board approval for borrowing program and issuance of Notes	[ ]

#### PROVISIONS RELATING TO INTEREST (IF ANY) PAYABLE

15	<b>Fixed Rate Note Provisions</b>	[Applicable] [Not Applicable]  <i>[If not applicable, delete the remaining sub-paragraphs of this paragraph]</i>
	(i) Fixed Rate[(s)] of Interest:	[ ] percent per annum [payable annually / semi-annually / quarterly / monthly] in arrears.]
	(ii) Interest Payment Date(s):	[ ] in each year, [adjusted in accordance with [specify Business Day Convention and any applicable Additional Financial Centre(s) for the definition of Business Day]/not adjusted]. (Amend as applicable for any long or short coupons.) (Note that the Principal Financial Centre(s) for the Specified Currency are referred in the Condition 37.1). <sup>1</sup>

<sup>1</sup> Note that for certain Hong Kong dollar and Renminbi denominated Fixed Rate Notes, the Interest Payment Dates are subject to modification and the following words should be added: "provided that if any Interest Payment Date falls on a day which is not a Business Day, the Interest Payment Date shall be postponed to the next day which is a Business Day unless it would thereby fall into the next calendar month, in which event such Interest Payment Date shall be brought forward to the immediately preceding Business Day. For these purposes, "Business Day" means a day, other than a Saturday or Sunday, on which commercial banks and

(iii)	Fixed Coupon Amount[(s)]:	[Not Applicable] [[ ] per Calculation Amount] <sup>1</sup>
(iv)	Broken Amount(s):	[ ] per Calculation Amount, payable on the Interest Payment Date falling [in / on] [ ] .
(v)	Day Count Fraction:	[Actual/Actual (ICMA)] [Actual/365] [Actual/Actual (ISDA)] [Actual/365 (Fixed)] <sup>2</sup> [Actual/360] [30/360] [360/360] [Bond Basis] [30E/360] [Eurobond Basis] [RBA Bond Basis] [Australian Bond Basis] [NZ Govt Bond Basis] [Actual/Actual Canadian Compound Method]
(vi)	Business Day Convention:	[Floating Rate Convention] [Following Business Day Convention] [Modified Following Business Day Convention] [Preceding Business Day Convention]  [(adjusted) / (no adjustment)]  <i>[Specify unless no adjustment is required in which case "no adjustment". If nothing is specified Following Business Day Convention applies. Care should be taken to match the maturity date (as well as other key dates) of the Notes with any underlying swap transactions. Since maturity dates do not automatically move with business day conventions under ISDA, it may be necessary to specify "No adjustment" in relation to the maturity date of the Notes to disapply the applicable Business Day Convention.]</i>
(vii)	Business Centre(s):	[CHF] Zurich, Sydney, Melbourne [GBP] London, Sydney, Melbourne [AUD] Sydney, Melbourne [EUR] TARGET, London, Sydney, Melbourne [JPY] Tokyo, Sydney, Melbourne [RMB] Hong Kong, Sydney, Melbourne [SGD] Singapore, Sydney, Melbourne [CAD] Toronto [Not Applicable/give details] (Note these are in addition to the Principal Financial Centre(s) for the Specific Currency referred to in the Condition 37.1.)
(viii)	Calculation Agent	[ ]
(ix)	Party responsible for calculating the Interest Rate (if not the Calculation Agent):	[ ]
16	<b>Floating Rate Note Provisions</b>	[Applicable] [Not Applicable]

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foreign exchange markets settle payments [in Renminbi] and are open for general business (including dealing in foreign exchange and foreign currency deposits) in Hong Kong [and [•]]"

<sup>1</sup> For Hong Kong dollar and Renminbi denominated Fixed Rate Notes where the Interest Payment Dates are subject to modification the following wording may be appropriate: "Each Fixed Coupon Amount shall be calculated by applying the Rate of Interest to each Calculation Amount, multiplying such sum by the actual number of days in the Interest Accrual Period divided by 365 and rounding the resultant figure to the nearest [HK\$/CNY] 0.01, [HK\$/CNY]0.005 being rounded upwards."

<sup>2</sup> Applicable to Hong Kong dollar, Singapore dollar and Renminbi denominated Fixed Rate Notes.

*[If not applicable, delete the remaining sub-paragraphs of this paragraph. Also consider whether EURO BBA LIBOR, EURIBOR or CNH HIBOR is the appropriate reference rate]*

- (i) Interest Period(s) / Interest Payment Date(s) / Specified Period: *[Specify dates (or if the Applicable Business Day Convention is the Floating Rate Note Convention) applicable number of months.]*
- (ii) Business Day Convention: *[Floating Rate Convention]  
[Following Business Day Convention]  
[Modified Following Business Day Convention]  
[Preceding Business Day Convention]  
  
[(adjusted) / (no adjustment)]  
  
[Specify unless no adjustment is required in which case "no adjustment". If nothing is specified Following Business Day Convention applies. Care should be taken to match the maturity date (as well as other key dates) of the Notes with any underlying swap transactions. Since maturity dates do not automatically move with business day conventions under ISDA, it may be necessary to specify "No adjustment" in relation to the maturity date of the Notes to disapply the applicable Business Day Convention.]*
- (iii) Business Centre(s): *[CHF] Zurich, Sydney, Melbourne  
[GBP] London, Sydney, Melbourne  
[AUD] Sydney, Melbourne  
[EUR] TARGET, London, Sydney, Melbourne  
[JPY] Tokyo, Sydney, Melbourne  
[RMB] Hong Kong, Sydney, Melbourne  
[SGD] Singapore, Sydney, Melbourne  
[CAD] Toronto  
[Not Applicable/give details]  
(Note these are in addition to the Principal Financial Centre(s) for the Specific Currency referred to in the Condition 37.1.)*
- (iv) Manner in which the Rate(s) of Interest is / are to be determined: *[Screen Rate Determination]  
[ISDA Determination]*
- (v) Calculation Agent: *[ ]*
- (vi) Party responsible for calculating the Interest Rate (if not the Calculation Agent): *[ ]*
- (vii) Screen Rate Determination:
- Reference Rate: *[[ ] month] [LIBOR]  
[[ ] month] [EURIBOR]  
[[ ] month] [CNH HIBOR][[ ] month] [BBSW]  
[[ ] month] [BKBM]  
[[ ] month] [CAD BA] [CDOR]*
  - Representative Amount: *[ ]*
  - Specified Duration: *[ ]*
  - Interest Determination Date(s): *[For example, second London business day prior to the start of each Interest Period of LIBOR other than sterling or euro LIBOR, first day of each Interest Period of sterling LIBOR, the second day on which the TARGET System is open prior to the start of each Interest Period of EURIBOR or euro LIBOR and the second Hong Kong business day prior to the start of*

each Interest Period of CNH HIBOR.]

- [Relevant Screen Page:] [Reuters Page BBA LIBOR]  
[Reuters Page Euribor-EBF]  
[Reuters Page CNHHIBORFIX01]  
[Reuters Page BBSW]  
[Reuters Page BKBM]  
[Reuters Page CDOR]
  
  - Relevant Financial Centre [ ]
  
  - Relevant Time [ ]  
  
[If "BBSW" is specified as the Reference Rate, including the following – "(or such other time at which the Reference Rate customarily appears on the Relevant Screen Page)."]
  
  - (viii) ISDA Determination:
    - Floating Rate Option: [ ]
    - Designated Maturity: [ ]
    - Reset Date: [ ]
  
  - (ix) Margin(s): [+ / -] [ ] percent per annum
  
  - (x) Minimum Rate of Interest: [ ] percent per annum
  
  - (xi) Maximum Rate of Interest: [ ] percent per annum
  
  - (xii) Day Count Fraction: [Actual/Actual (ICMA)]  
[Actual/365]  
[Actual/Actual (ISDA)]  
[Actual/365 (Fixed)]  
[Actual/360]  
[30/360]  
[360/360]  
[Bond Basis]  
[30E/360]  
[Eurobond Basis]  
[RBA Bond Basis]  
[Australian Bond Basis]  
[NZ Govt Bond Basis]
- 17      **Zero Coupon Note Provisions**      [Applicable]  
[Not Applicable]
- [If not applicable, delete the remaining sub-paragraph of this paragraph]*
- (i) [Amortisation/Accrual] Yield: [ ] percent per annum
  
  - (ii) Reference Price: [Consider whether it is necessary to specify a Day Count Fraction for the purposes of Condition 18.5 ("Calculation of Early Redemption Amounts")]
  
  - (iii) Any other formula/basis of determining amount payable: [ ]
  
  - (iv) Business Centre(s) [ ]
  
  - (v) Business Day Convention: [Floating Rate Convention]  
[Following Business Day Convention]  
[Modified Following Business Day Convention]  
[Preceding Business Day Convention]

[(adjusted) / (no adjustment)]

*[Specify unless no adjustment is required in which case "no adjustment". If nothing is specified Following Business Day Convention applies. Care should be taken to match the maturity date (as well as other key dates) of the Notes with any underlying swap transactions. Since maturity dates do not automatically move with business day conventions under ISDA, it may be necessary to specify "No adjustment" in relation to the maturity date of the Notes to disapply the applicable Business Day Convention.]*

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**Index Linked Interest Note Provisions**

[Applicable]  
[Not Applicable]

*[If not applicable, delete the remaining sub-paragraphs of this paragraph]*

(i) Index/Formula/other variable: [ ]

(ii) Calculation Agent responsible for calculating the interest due (name and address): [ ]

(iii) Provisions for determining Coupon where calculated by reference to Index and/or Formula and/or other variable: [ ]

(iv) Provisions for determining Coupon where calculation by reference to Index and/or Formula and/or other variable is impossible or impracticable or otherwise disrupted: [ ]

*[Need to include a description of market disruption or settlement disruption events and adjustment provisions]*

(vi) Specified Period(s)/Specified Interest Payment Dates: [ ]

(vii) Business Day Convention: [Floating Rate Convention]  
[Following Business Day Convention]  
[Modified Following Business Day Convention]  
[Preceding Business Day Convention]

[(adjusted) / (no adjustment)]

*[Specify unless no adjustment is required in which case "no adjustment". If nothing is specified Following Business Day Convention applies. Care should be taken to match the maturity date (as well as other key dates) of the Notes with any underlying swap transactions. Since maturity dates do not automatically move with business day conventions under ISDA, it may be necessary to specify "No adjustment" in relation to the maturity date of the Notes to disapply the applicable Business Day Convention.]*

(viii) Minimum Rate of Interest: [ ] percent per annum

(ix) Maximum Rate of Interest: [ ] percent per annum

(xi) Day Count Fraction: [Actual/Actual (ICMA)]  
[Actual/365]  
[Actual/Actual (ISDA)]  
[Actual/365 (Fixed)]  
[Actual/360]  
[30/360]  
[360/360]

		[Bond Basis] [30E/360] [Eurobond Basis] [RBA Bond Basis] [Australian Bond Basis] [NZ Govt Bond Basis]
19	<b>Dual Currency Note Provisions</b>	[Applicable] [Not Applicable]  <i>[If not applicable, delete the remaining sub-paragraphs of this paragraph]</i>
	(i) Rate of Exchange/method of calculating Rate of Exchange:	[ ]
	(ii) Calculation Agent, if any, responsible for calculating the principal and/or interest due:	[ ]
	(iii) Provisions applicable where calculation by reference to Rate of Exchange impossible or impracticable:	[ ]
	(iv) Person at whose option Specified Currency/Currencies is/are payable:	[ ]
	(v) Business Day Convention:	[Floating Rate Convention] [Following Business Day Convention] [Modified Following Business Day Convention] [Preceding Business Day Convention]  [(adjusted) / (no adjustment)]  <i>[Specify unless no adjustment is required in which case "no adjustment". If nothing is specified Following Business Day Convention applies. Care should be taken to match the maturity date (as well as other key dates) of the Notes with any underlying swap transactions. Since maturity dates do not automatically move with business day conventions under ISDA, it may be necessary to specify "No adjustment" in relation to the maturity date of the Notes to disapply the applicable Business Day Convention.]</i>
	(vi) Day Count Fraction	[Actual/Actual (ICMA)] [Actual/365] [Actual/Actual (ISDA)] [Actual/365 (Fixed)] [Actual/360] [30/360] [360/360] [Bond Basis] [30E/360] [Eurobond Basis] [RBA Bond Basis] [Australian Bond Basis] [NZ Govt Bond Basis]

**PROVISIONS RELATING TO REDEMPTION**

20	<b>Issuer Call Option</b>	[Applicable] [Not Applicable]  <i>[If not applicable, delete the remaining sub-paragraphs of this paragraph]</i>
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- (i) Early Redemption Date(s) (Call): []
- (ii) Early Redemption Amount(s) (Call) and method, if any, of calculation of such amount(s): [] per Calculation Amount
- [N.B. Consideration to be given to the calculation of the Early Redemption Amount (Call). It is likely to be based upon a make-whole amount which would be calculated in accordance with a formula that will need to be detailed on a case by case basis for each Series as specified in the applicable Pricing Supplement, having regard to the present value on the Early Redemption Date (Call) of the principal amount of the Notes and scheduled or anticipated interest on the Notes up to and including the original Maturity Date. The present value would be calculated by reference to a discount and benchmark rate, details of which to be attached as an annex to the applicable Pricing Supplement.]*
- (iii) If redeemable in part:
- (a) Minimum Redemption Amount: [] per Calculation Amount
- (b) Maximum Redemption Amount: [] per Calculation Amount

21 **Investor Put Option** [Applicable]  
[Not Applicable]

- (i) Early Redemption Date(s) (Put): []
- (ii) Early Redemption Amount(s) (Put) and method, if any, of calculation of such amount(s): [] per Calculation Amount

22 **Final Redemption Amount** []

23 **Early Redemption Amount (Tax)** [Calculation Amount]  
[[ ] per Calculation Amount]

Early Redemption Amount(s) payable on redemption for taxation reasons or on event of default and / or the method of calculating the same (if required or if different from that set out in the Conditions) *[If early redemption is variable linked (eg index linked) then additional information needs to be added to this section.]*

24 **Early Termination Amount** [specify if any]

#### GENERAL PROVISIONS APPLICABLE TO THE NOTES

- 25 (i) **Form of Notes:** [Bearer Notes]  
[Registered Euro/CMU Notes (in certificated registered form)]  
[Australian Domestic Notes (in uncertificated registered form)]  
[New Zealand Domestic Notes (in uncertificated registered form)]  
[Canadian Domestic Notes (in certificated registered form)]:
- [Temporary Global Notes exchangeable for a Permanent Global Notes which is exchangeable for Definitive Notes in the limited circumstances specified in the Permanent Global Notes]
- [Temporary Global Note exchangeable for Definitive

Notes on [ ] days' notice]

[Permanent Global Note exchangeable for Definitive Notes in the limited circumstances specified in the Permanent Global Note]

[Global Certificate exchangeable for Certificates in definitive form in the limited circumstances described in the Global Certificate.]

(ii) If certificated, name and address of Registrar or other entity: [ ]

26	Additional Financial Centre(s) or other special provisions relating to payment dates:	[Not Applicable] [ ]
27	Talons for future Coupons or Receipts to be attached to Definitive Notes (and dates on which such Talons mature):	[Yes and [ ]] [No]
28	Details relating to Partly Paid Notes: amount of each payment comprising the Issue Price and date on which each payment is to be made and consequences (if any) of failure to pay, including any right of the Issuer to forfeit the Notes and interest due on late payment:	[Not Applicable] [ ]
29	Details relating to Instalment Notes: amount of each instalment, date on which each payment is to be made:	[Not Applicable] [ ]
30	Consolidation provisions:	[Not applicable] [The provisions [in Condition 32 ("Further issues") apply]
31	Name and address of Dealer:	[Not Applicable] [ ]
32	Governing law:	[English law] [Australian Capital Territory law] [New Zealand law]
33	Other Pricing Supplement or special conditions:	[ ]

#### OTHER INFORMATION

34	Managers / Dealers:	
	(i) If syndicated, names of Managers:	[Not Applicable / [insert names]]
	(ii) Stabilising Manager:	[Not Applicable / [insert name]]
	(iii) If non-syndicated, name of relevant Dealer:	[Not Applicable / [insert name]]
35	Operational information:	
	ISIN Code:	[ ]
	Common Code:	[ ]



CMU Instrument Number:	<input type="checkbox"/>
Austraclear / NZClear identification number:	<input type="checkbox"/>
Legal Entity Identifier (“LEI”)	<input type="checkbox"/>
Any clearing system(s) other than Euroclear, Clearstream, Luxembourg, CMU, Austraclear or NZClear and the relevant identification number(s):	[Not Applicable] <input type="checkbox"/>
Delivery:	Delivery [against / free of] payment
Initial Agent’s name and address:	<p>Fiscal Agent &amp; Paying Agent  Deutsche Bank AG, London Branch  Winchester House, 1 Great Winchester Street,  London EC2N 2DB, United Kingdom</p> <p>Paying Agent, Euro/CMU Registrar and Transfer Agent  Deutsche Bank Luxembourg S.A.  2 Boulevard Konrad Adenauer, L-1115 Luxembourg</p> <p>CMU Lodging Agent  Deutsche Bank AG, Hong Kong Branch  52nd Floor, International Commerce Centre, 1 Austin Road West, Kowloon, Hong Kong</p>
Additional Agent(s) names and addresses (if any):	<input type="checkbox"/>
In the case of [Registered Euro/CMU Notes / Australian / New Zealand / Canadian] Domestic Notes: [Euro/CMU / Australian / New Zealand / Canadian] Registrar:	<input type="checkbox"/> of <input type="checkbox"/>

**THIRD PARTY INFORMATION**

[[**Relevant third party information**] has been extracted from [**specify source**]. [Telstra Corporation Limited (as Issuer) confirms that such information has been accurately reproduced and that, so far as it is aware, and is able to ascertain from information published by [**specify source**], no facts have been omitted which would render the reproduced information inaccurate or misleading.]

Signed on behalf of Telstra Corporation Limited (as Issuer):

By: .....  
Duly authorised officer

## General information

### Authorisations

The issuance of this Offering Circular was approved on 20 March 2020, and the issue of Notes from the date of this Offering Circular was approved on 20 March 2020 in each case by the Corporate Treasurer of the Issuer acting pursuant to powers delegated to them by the board of directors of the Issuer.

### Listing

Application has been made for Notes to be admitted to the Official List and for such Notes to be admitted to trading on the SGX-ST.

So long as any Notes are listed on the SGX-ST and the rules of the SGX-ST so require, the Issuer shall appoint and maintain a paying agent in Singapore where the Notes may be presented or surrendered for payment or redemption in the event that a Note in global form representing the Notes is exchanged for Notes in definitive form. In addition, in the event that a Note in global form representing the Notes is exchanged for Notes in definitive form, announcement of such exchange shall be made through the SGX-ST and such announcement will include all material information with respect to the delivery of the Notes in definitive form, including details of the paying agent in Singapore.

It is expected that each Series of Notes which is to be admitted to the Official List of the SGX-ST and to trading on the SGX-ST will be admitted separately as and when issued, subject only to the issue of a Global Note or Notes initially representing the Notes of such Series.

Application may also be made for Notes issued under the Program to be listed on the Australian securities exchange operated by ASX and any other stock exchange (including the debt market operated by NZX Limited) on which Notes may be listed from time to time as specified in the relevant Pricing Supplement. Unlisted Notes may also be issued under the Program. The relevant Pricing Supplement in respect of the issue of any Notes will specify whether or not those Notes will be listed on a stock exchange and on which stock exchange, if any, the Notes are to be listed. It is expected that, if listed, a particular Tranche of Notes will only be listed on one stock exchange as specified in the relevant Pricing Supplement.

### Clearing of the Notes

The Notes (other than Australian Domestic Notes, New Zealand Domestic Notes and Canadian Domestic Notes) have been accepted for clearance through Euroclear and Clearstream, Luxembourg. The Issuer may apply to have Canadian Domestic Notes accepted for clearance through CDS. Such Canadian Domestic Notes may also clear through Euroclear and Clearstream, Luxembourg if so specified in the relevant Pricing Supplement. The appropriate common code and the International Securities Identification Number in relation to the Notes of each Series will be specified in the Pricing Supplement relating thereto. The Issuer may also apply to have the Notes accepted for clearance through the CMU. The relevant CMU instrument number will be specified in the relevant Pricing Supplement.

The relevant Pricing Supplement shall specify any other clearing system as shall have accepted the relevant Notes for clearance together with any further appropriate information. The address of Euroclear is 1 Boulevard du Roi Albert II, B-1210 Brussels, Belgium, the address of Clearstream, Luxembourg is 42 Avenue JF Kennedy, L-1855 Luxembourg and the address of CMU is 55th Floor, Two International Finance Centre, 8 Finance Street, Central, Hong Kong. The address of CDS is 85 Richmond Street West, Toronto, ON, Canada M5H 2C9. The address of any alternative clearing system will be specified in the applicable Pricing Supplement.

### US selling restrictions

Notes that are treated as issued in bearer form for U.S. tax purposes (other than Temporary Global Notes, Australian Domestic Notes, New Zealand Domestic Notes and Canadian Domestic Notes) and any Coupon appertaining thereto will bear a legend substantially to the following effect: "Any United States person who holds this obligation will be subject to limitations under the United States income tax laws, including the limitations provided in Sections 165(j) and 1287(a) of the Internal Revenue Code." The sections referred to in such legend provide that a United States person who holds a bearer Note or Coupon will generally not be allowed to deduct any loss realised on the sale, exchange or redemption of such bearer Note or Coupon and any gain (which might otherwise be characterised as capital gain) recognised on such sale, exchange or redemption will be treated as ordinary income. For more information see "Sale and subscription - Selling Restrictions - United States of America" on pages 115 to 116 inclusive of this Offering Circular.

### Settlement arrangements

Settlement arrangements will be agreed between the Issuer, the relevant Dealer(s) and the Fiscal Agent (if relevant) in relation to each Tranche of Notes.

## Foreign Account Tax Compliance Act

Pursuant to certain provisions of the U.S. Internal Revenue Code of 1986, commonly known as FATCA, a “foreign financial institution” may be required to withhold on certain payments it makes (“foreign passthru payments”) to persons that fail to meet certain certification, reporting, or related requirements.

A number of jurisdictions (including Australia) have entered into, or have agreed in substance to, intergovernmental agreements with the United States to implement FATCA (“IGAs”), which modify the way in which FATCA applies in their jurisdictions. Under the provisions of IGAs as currently in effect, a foreign financial institution in an IGA jurisdiction would generally not be required to withhold under FATCA or an IGA from payments that it makes. A foreign financial institution resident in an IGA jurisdiction must comply with specific due diligence procedures. In general, these procedures seek to identify its account holders and provide the U.S. Internal Revenue Service (directly or indirectly) with information on financial accounts held by U.S. persons and recalcitrant account holders. Consequently, Noteholders may be requested to provide certain information and certifications to any financial institutions through which payments on the Notes are made.

Even if withholding would be required pursuant to FATCA or an IGA with respect to payments on instruments such as the Notes, such withholding is not expected to apply until the date that is two years after the date on which final regulations defining “foreign passthru payments” are published in the U.S. Federal Register. In addition, Notes treated as debt for U.S. federal income tax purposes and issued on or prior to the date that is six months after the date on which final regulations defining “foreign passthru payments” are filed with the U.S. Federal Register generally would be “grandfathered” for purposes of FATCA withholding unless materially modified after such date (including by reason of a substitution of the Issuer). However, if additional Notes (as described under Condition 32 (“Further issues”)) that are treated as debt for U.S. federal income tax purposes and are not distinguishable from previously issued Notes are issued after the expiration of the grandfathering period, then withholding agents may – if such additional Notes are subject to withholding under FATCA – treat both the additional Notes and such previously issued Notes offered prior to the expiration of the grandfathering period as subject to withholding under FATCA. Holders should consult their own tax advisors regarding how these rules may apply to their investment in the Notes. In the event any withholding would be required pursuant to FATCA or an IGA with respect to payments on the Notes, pursuant to the Conditions of the Notes the Issuer will not be required to pay additional amounts as a result of the withholding.

## FATCA withholding and the ICSDs

Whilst the Notes are in global form and held within the Euroclear Bank SA/NV or Clearstream Banking S.A. (together, the “ICSDs”), it is expected that FATCA will not affect the amount of any payments made under, or in respect of, the Notes by the Issuer, any paying agent and the Common Depositary, given that each of the entities in the payment chain between the Issuer and the participants in the ICSDs is a major financial institution whose business is dependent on compliance with FATCA and that any alternative approach introduced under an IGA will be unlikely to affect the securities. The documentation expressly contemplates the possibility that the securities may go into definitive form and therefore that they may be taken out of the ICSDs. If this were to happen, then a non-FATCA compliant holder could be subject to withholding. However, definitive Notes will only be printed in remote circumstances.

## Common Reporting Standard

The OECD Common Reporting Standard for Automatic Exchange of Financial Account Information (“CRS”) requires certain financial institutions to report information regarding certain accounts (which may include the Notes) to their local tax authority and follow related due diligence procedures. Noteholders may be requested to provide certain information and certifications to ensure compliance with the CRS. A jurisdiction that has signed a CRS Competent Authority Agreement (“Agreement”) may provide this information to other jurisdictions that have signed the Agreement. Australia has concluded such Agreements with a number of jurisdictions.

## The proposed EU financial transactions tax (“FTT”)

On 14 February 2013, the European Commission published a proposal for a Directive for a common FTT in Belgium, Germany, Estonia, Greece, Spain, France, Italy, Austria, Portugal, Slovenia and Slovakia (“Participating Member States”). However, Estonia has since stated that it will not participate.

The proposed FTT has very broad scope and could, if introduced in its current form, apply to certain dealings in the Notes (including secondary market transactions) in certain circumstances. The issuance and subscription of Notes should, however, be exempt.

Under current proposals, the FTT could apply in certain circumstances to persons both within and outside of the Participating Member States. Generally, it would apply to certain dealings in the Notes where at least one party is a financial institution, and at least one party is established in a Participating Member State. A financial institution may be, or be deemed to be, “established” in a participating Member State in a broad range of circumstances, including: (a) by transacting with a person established in a Participating Member State; or (b) where the financial instrument which is subject to the dealings is issued in a Participating Member State.

However, the FTT proposal remains subject to negotiation between Participating Member States. It may therefore be altered prior to any implementation, the timing of which remains unclear. Additional EU Member States may decide to participate.

Prospective holders of the Notes are advised to seek their own professional advice in relation to the FTT.

### **Updated Telstra Foreign Ownership Regulations**

Telstra's constitution contains provisions designed to enable it to monitor and enforce its restrictions on certain foreign ownership stakes in Telstra under the Telstra Corporation Act 1991 of Australia. Following the adoption of our new constitution, Telstra released an updated version of Telstra's Foreign Ownership Regulations.

### **Program documents**

For as long as the Program remains in effect or any Notes are outstanding, copies of the following documents may be inspected during normal business hours at the specified office of the Fiscal Agent, the Paying Agent, the Euro/CMU Registrar, the Australian Registrar, the New Zealand Registrar, the Canadian Registrar (in relation to the documents set out in subparagraphs (a), (b), (c), (d), (f), (i), (l), (m) and (n) below only and only once any Canadian Domestic Notes have been issued) and from the principal office of the Issuer, namely:

- (a) the constitution of the Issuer;
- (b) the current Offering Circular together with any amendments;
- (c) any reports, letters or other documents referred to in this Offering Circular;
- (d) each Deed of Covenant;
- (e) the Euro Fiscal Agency Agreement;
- (f) the Dealer Agreement;
- (g) the Australian Registry Services Agreement;
- (h) the New Zealand Registry Services Agreement;
- (i) the Canadian Registry Services Agreement;
- (j) the Australian Note Deed Poll;
- (k) the New Zealand Note Deed Poll;
- (l) the most recent Annual Report and Half Year Report of the Issuer;
- (m) each Pricing Supplement; and
- (n) any documents incorporated into this Offering Circular by reference (see "Documents Incorporated by Reference" on page 9 of this Offering Circular).

### **Other issuance under the Program**

The Dealer Agreement provides that Telstra may issue Notes in a form not contemplated by this Offering Circular.

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