

RATIO SMART FORWARD CONTRACT

PRODUCT DISCLOSURE STATEMENT.

Issued by Bank of Melbourne –
A Division of Westpac Banking Corporation
ABN 33 007 457 141 AFSL and Australian
credit licence 233714.

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Table of Contents

Important Information	3
Ratio Smart Forward Contract (RSFC) Summary	4
Ratio Smart Forward Contract (RSFC)	5
What is a RSFC?	5
How do RSFCs work?.....	5
How do we monitor the exchange rate?.....	5
Are there any Bank of Melbourne credit requirements before dealing?	5
What happens at maturity?	5
Can I terminate a RSFC before maturity?	5
Costs, Benefits and Risks	6
What are the costs?	6
Key Benefits.....	6
Key Risks	6
Documentation and Confirmation	7
What documentation is required?	7
What about Confirmations?	7
Examples	8
Scenario 1 - Foreign Currency Payment.....	8
Scenario 2 - Foreign Currency Receipt.....	10
General Information	11
What information we need from you	11
Code of Banking Practice	11
Financial crimes monitoring	11
Our reporting obligations under FATCA.....	12
Telephone conversations.....	12
Taxation.....	12
Labour standards or environmental, social and ethical considerations	12
Dispute resolution	13
Glossary	14
Contact Details	15

Important Information

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

This PDS relates to Ratio Smart Forward Contracts (**RSFCs**) issued by Bank of Melbourne (**we or us**), a division of Westpac Banking Corporation (33 007 457 141 AFSL 233714). We are the issuer of this PDS. A RSFC is a sophisticated financial product requiring a good understanding of the way foreign exchange contracts and markets work. You should read and consider all sections of this PDS carefully before making a decision about the suitability of this product for you. You may also wish to obtain independent expert advice.

If you decide to enter into a RSFC, you should keep a copy of this PDS and any associated documentation. You should also promptly tell us if at any time you experience any financial difficulty.

The meaning of some terms in this PDS (indicated by using a capital letter at the beginning of the term) is included in the Glossary on page 14.

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

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

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

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

Ratio Smart Forward Contract (RSFC) Summary

Issuer	Bank of Melbourne, a division of Westpac Banking Corporation (ABN 33 007 457 141 AFSL 233714).
Purpose	A RSFC is a foreign exchange product designed to assist you in reducing your foreign exchange risk. It may help you to manage a currency risk you are exposed to.
Suitability	A RSFC may be suitable if you have a good understanding of foreign exchange markets and have a genuine commercial need to manage currency risk associated with a particular currency pair. It should not be used for trading or speculative purposes.
Costs	There are no up-front out of pocket costs with a RSFC. See the section titled "What are the costs?" on page 6 for more information
Key Benefits	<p>Protection – A RSFC provides you with protection against unfavourable exchange rate movements.</p> <p>Coverage – RSFCs are available for a wide range of currencies. Please contact us to confirm your desired currency is covered. Our contact details are set out on page 15.</p> <p>Participation in favourable exchange rate movements – Potential to participate in favourable exchange rate movements that may occur provided a nominated Trigger Level is not reached during the term of the RSFC.</p> <p>Flexibility – Key variables, including the Trigger Level, can be tailored to meet your particular needs.</p> <p>See the section titled "Key Benefits" on page 6 for more information.</p>
Key Risks	<p>Opportunity loss and potential obligation to exchange an amount greater than the Contract Amount – You will not receive the benefit of favourable exchange rate movements that may occur if a nominated Trigger Level is reached during the term of the RSFC. In certain situations, the amount of currency you need to deliver increases if the Trigger Level is reached.</p> <p>Variation / Early termination – You can vary or terminate a RSFC early but there may be a cost if you do so.</p> <p>No cooling off period – There is no cooling off period.</p> <p>Counterparty and operational risk – Bank of Melbourne has performance obligations under a RSFC. You need to form a judgment of our ability to meet those obligations.</p> <p>Currency restrictions – Some currencies may be subject to legal and regulatory obligations.</p> <p>Use of agent and correspondent banks – Bank of Melbourne may use agents and correspondent banks to deliver some currencies (other than Australian dollars).</p> <p>See the section titled "Key Risks" on page 6 and the section titled "Can I terminate a RSFC before maturity?" on page 5 for more information.</p>
Term	1 week to 2 years (longer terms may be available on request)
Minimum Transaction Amount	The minimum transaction amount is AUD 25,000 or the foreign currency equivalent.
How to Apply	Visit any Bank of Melbourne branch or contact your existing Bank of Melbourne representative. Alternatively, you can contact us at the details listed at the back of this PDS.

Ratio Smart Forward Contract (RSFC)

What is a RSFC?

A RSFC is an agreement with Bank of Melbourne that provides protection against unfavourable exchange rate movements by setting a Contract Rate at which you can exchange one currency for another. At the same time it provides you with some ability to participate in any favourable exchange rate movements as long as the pre-agreed Trigger Level is not reached. In certain situations, the amount of currency you need to deliver increases if the Trigger Level is reached.

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

How do RSFCs work?

When you enter into a RSFC, you nominate the two currencies to be exchanged. These currencies are known as the Currency Pair and must be acceptable to Bank of Melbourne.

You will also nominate a Contract Ratio and either a Contract Rate or a Trigger Level. Where you set the Contract Rate Bank of Melbourne will determine the Trigger Level for you and where you set the Trigger Level Bank of Melbourne will determine the Contract Rate for you.

The Contract Rate is your level of exchange rate protection. The Trigger Level is the nominated foreign exchange rate which, if reached during the term of the RSFC (the period between the trade date and the specified Cut-Off Time) immediately triggers your obligation to exchange currencies at the Contract Rate on the Maturity Date. The Contract Ratio is used to calculate the amount of currency that must be exchanged at the Contract Rate if:

- the Trigger Level is reached during the term of the RSFC; and
- the Market Foreign Exchange Rate is more favourable to you than the Contract Rate at the Cut-Off Time.
- If the Trigger Level is not reached during the term of the RSFC you can benefit from any favourable exchange rate movements that occur. The extent of this benefit will depend on where the Market Foreign Exchange Rate is at the Cut-Off Time.

On the Maturity Date the possible outcomes under a RSFC are:

- if the Market Foreign Exchange Rate at the Cut-Off Time is the same as or less favourable to you than the Contract Rate, the Contract Amount must be exchanged with Bank of Melbourne at the Contract Rate. This is the case whether or not the Trigger Level has been reached during the term of the RSFC.
- if the Global Foreign Exchange Rate does not reach the Trigger Level at any time during the term of the RSFC and the Market Foreign Exchange Rate at the Cut-Off Time is more favourable to you than the Contract Rate, you have no obligation to exchange your currency. You can choose to separately exchange your currency at the prevailing Market Foreign Exchange Rate if you wish to do so.
- if the Global Foreign Exchange Rate reaches the Trigger Level at any time during the term of the RSFC and the Market Foreign Exchange Rate at the Cut-Off Time is more favourable to you than the Contract Rate, a multiple of the Contract Amount must be exchanged with Bank of Melbourne at the Contract Rate.

The amount to be exchanged is calculated by Bank of Melbourne using the following formula:

[Contract Ratio multiplied by Contract Amount]

When setting the Contract Ratio and the Contract Amount you need to ensure that:

- if the Contract Amount you set is less than your foreign exchange exposure for the specified Maturity Date, you are comfortable with the risk on the unprotected amount.
- if the Contract Amount multiplied by the Contract Ratio is greater than your exposure for the specified Maturity Date, you can apply the additional currency amount against future exposures.

How do we monitor the exchange rate?

We will monitor the relevant foreign exchange markets to determine whether the Global Foreign Exchange Rate reaches the Trigger Level during the term of the RSFC. This may occur at any time prior to the Cut-Off Time. We will advise you if it does as soon as practicable.

We will also monitor the relevant foreign exchange markets to determine your obligations as at the Cut-Off Time. Once again, we will advise you of the outcomes as soon as practicable.

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

Are there any Bank of Melbourne credit requirements before dealing?

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

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

What happens at maturity?

Depending on the terms of your RSFC, on the Maturity Date you may need to provide Bank of Melbourne with either foreign currency or Australian dollars (AUD). You can provide foreign currency either by telegraphic transfer or by transferring funds from a foreign currency account/deposit. You must provide AUD in Clear Funds. On receipt of the funds, Bank of Melbourne will deposit amounts owing to you into a Bank of Melbourne bank account (in your name), denominated in the relevant currency. Alternative arrangements can be made with Bank of Melbourne's agreement.

Can I terminate a RSFC before maturity?

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

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

Costs, Benefits and Risks

What are the costs?

There are no up-front out of pocket costs with a RSFC. Once the Contract Ratio is defined and either the Contract Rate or the Trigger Level is set by you Bank of Melbourne will determine the other rate in order to create a Zero Cost Structure. When determining that rate, Bank of Melbourne takes several factors into account including:

- the Contract Ratio;
- the Contract Rate or Trigger Level set by you;
- the size and term of the RSFC;
- Global Foreign Exchange Rates;
- market volatility; and
- market interest rates of the countries of the Currency Pair.

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

Key Benefits

Protection

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

Coverage

RSFCs are available for a wide range of currencies. Please contact us to confirm your desired currency is covered. Our contact details are set out on page 15.

Participation in favourable exchange rate movements

A RSFC provides you with the ability to participate in favourable exchange rate movements that may occur provided a nominated Trigger Level is not reached during the term of the RSFC (the period between the trade date and the specified Cut-Off Time).

Flexibility

RSFCs are flexible. Key variables, including the Trigger Level can be tailored to meet your particular needs.

Key Risks

Variation / Early termination

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

No cooling off period

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

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

You will forego any benefit of a favourable exchange rate movement between the time you enter into a RSFC and the Cut-Off Time if the Trigger Level is reached during the term of the RSFC. Where the Trigger Level is reached you are obliged to transact the Contract Amount at the Contract Rate on the Maturity Date.

In certain situations where the Trigger Level is reached and the Market Foreign Exchange Rate at the Cut-Off Time is more favourable than the Contract Rate, you have to exchange a greater amount at the Contract Rate because of the ratio component of the RSFC.

The rate achieved with a RSFC may not be as favourable as the rate you could have achieved with a forward foreign exchange contract or if you had not entered into any contract at all.

Counterparty and operational risk

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

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

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

Further information about Bank of Melbourne, including copies of our recent financial statements, is available on our website at www.bankofmelbourne.com.au.

Currency restrictions

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

Use of agent and correspondent banks

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

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

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

Documentation and Confirmation

What documentation is required?

Master dealing agreement

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

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

We will advise you which of these you will need to sign.

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

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

Documentation for certain restricted currencies

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

Email or facsimile authority and indemnity

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

Other documentation

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

What about Confirmations?

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

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

This Confirmation will include:

- the Contract Amount;
- the Contract Ratio;
- the Contract Rate;
- the Maturity Date;
- the Cut-Off Time; and
- the Trigger Level.

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

Examples

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

Scenario 1 - Foreign Currency Payment

You are an Australian based importer due to pay 120,000 United States dollars (**USD**) in three months' time for goods bought overseas. At that time, you need to convert your AUD into USD.

Assume the current Market Foreign Exchange Rate is 1.0400 and the three-month forward exchange rate is 1.0330.

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

If you do nothing, the amount of AUD you will need in three months' time to obtain the USD you are due to pay will depend on the Market Foreign Exchange Rate applicable at that time.

If the AUD/USD exchange rate goes up, the USD will become less valuable and as a consequence, you will need less AUD when it is time to obtain the USD. Assume in this example that the AUD/USD Market Foreign Exchange Rate rises to 1.0900, then you will pay:

AUD 110,091.74
(= USD 120,000 / 1.0900)

If the AUD/USD Market Foreign Exchange Rate goes down, the opposite occurs and you will need more AUD. Assume the AUD/USD Market Foreign Exchange Rate falls to 0.9900, then you will pay:

AUD 121,212.12
(= USD 120,000 / 0.9900)

How will a RSFC change this?

Assume that you are unsure about the direction of the AUD against the USD and wish to protect yourself against the AUD depreciating against the USD, but also have the potential to participate in any favourable movements in the AUD.

You enter into a RSFC to buy USD 80,000 with AUD in three months' time and set the Contract Rate at 1.0330. You also set the Contract Ratio at 1.5. This means that if the Trigger Level is reached during the term of the RSFC and the Market Foreign Exchange Rate is above the Contract Rate at the Cut-Off Time, the maximum amount of foreign currency you will be required to purchase is USD 120,000 (your total exposure amount).

Based on these details Bank of Melbourne determines the Trigger Level to be 1.0740.

The possible outcomes on the Maturity Date are:

- a) if the Market Foreign Exchange Rate is the same as or below the 1.0330 Contract Rate at the Cut-Off Time, irrespective of whether or not the Trigger Level has been reached during the term of the RSFC, you must exchange the Contract Amount at the Contract Rate. You will pay:

AUD 77,444.34
(= USD 80,000 / 1.0330)

You may choose to transact the remainder of your foreign exchange requirement (USD 40,000) at the prevailing Market Foreign Exchange Rate.

For example, if you choose to do this and the Market Foreign Exchange Rate at the time is 1.0200, for the additional USD 40,000 you will pay:

AUD 39,215.69

(= USD 40,000 / 1.0200)

For the total amount of USD 120,000 you have then paid:

AUD 116,660.03
(= AUD 77,444.34 + AUD 39,215.69)

In this case your effective exchange rate is 1.0286
(= USD 120,000 / AUD 116,660.03).

The higher the Market Foreign Exchange Rate at which you convert the remaining USD 40,000 the higher your overall rate. Your overall rate will be lower than the Contract Rate but higher than the Market Foreign Exchange Rate available to you at that time.

- b) if the Trigger Level has not been reached at any time during the term of the RSFC and the Market Foreign Exchange Rate is above the 1.0330 Contract Rate at the Cut-Off Time, you have no obligation to exchange your AUD under the RSFC. However, you may choose to purchase your USD at the Market Foreign Exchange Rate. For example, if you choose to do this for the full amount (that is USD 120,000) and the AUD/USD Market Foreign Exchange Rate at the time is 1.0600 you will pay:

AUD 113,207.55
(= USD120,000 / 1.0600)

- c) if the Trigger Level has been reached at any time during the term of the RSFC, and the Market Foreign Exchange Rate is above the 1.0330 Contract Rate at the Cut-Off Time, you must exchange a multiple of the Contract Amount at the Contract Rate.

The amount you must exchange at the Contract Rate is USD 120,000 - equal to the Contract Amount (USD 80,000) multiplied by the Contract Ratio (1.5). You will pay:

AUD 116,166.51
(= USD120,000 / 1.0330)

How can I change the range of outcomes?

You can change the range of possible outcomes by changing the Contract Rate and the Contract Ratio and as a result the corresponding Trigger Level. Once these are agreed the possible outcomes on the Maturity Date can be determined.

When agreeing the details of your RSFC you need to consider that:

- the Contract Rate only applies to the Contract Amount where the Market Foreign Exchange Rate at the Cut-Off Time is the same as or less favourable than the Contract Rate. If the Contract Amount is less than your actual exposure you may end up transacting the difference at a less favourable rate.
- just under the Trigger Level is the most favourable exchange rate that you can possibly transact at on the Maturity Date. If the Trigger Level is reached during the term of the RSFC you are obliged to transact at the Contract Rate.
- a higher Contract Rate will reduce your exposure to a falling AUD/USD exchange rate. However, because of the Zero Cost Structure, the Trigger Level will be set lower and/or the Contract Ratio will be higher. This will increase the likelihood of the Trigger Level being reached and/or the likelihood of you being required to purchase an amount of foreign currency in excess of the Contract Amount. Accordingly this will reduce the extent to which you can benefit from any favourable exchange rate movements that may occur.
- a lower Contract Rate will increase your exposure to a falling AUD/USD exchange rate. However, because of the Zero Cost Structure, the Trigger Level will be set higher and/or the Contract Ratio will be set lower. This will reduce the likelihood of the Trigger Level being reached and/or the likelihood of you being required to purchase an amount of foreign currency in excess of the Contract Amount. Accordingly, this will increase the extent to which you can benefit from any favourable exchange rate movements that may occur.
- the Contract Ratio determines the multiple of the Contract Amount that you may be obliged to deliver at maturity. The higher the ratio the less protection you will have where the Contract Ratio multiplied by the Contract Amount equals your exposure or, alternatively, the more excess foreign currency you may have to apply to future exposures where the Contract Amount equals your exposure. Because of the Zero Cost Structure, however, a higher Contract Ratio will produce a higher Contract Rate and/or a higher Trigger Level. A higher Trigger Level will reduce the likelihood of you being obliged to transact at the Contract Rate and in an amount of foreign currency in excess of the Contract Amount.

Scenario 2 - Foreign Currency Receipt

You are an Australian based exporter due to receive 120,000 United States dollars (USD) in three months' time for goods sold overseas. At that time, you need to convert the USD you will receive into AUD.

Assume the Market Foreign Exchange Rate is 1.0400 and the three-month forward exchange rate is 1.0330.

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

If you do nothing, the amount of AUD you will receive in three months' time for your USD will depend on the Market Foreign Exchange Rate applicable at that time.

If the AUD/USD exchange rate goes up, the USD will become less valuable and as a consequence, you will receive less AUD when it is time to exchange the USD. Assume in this example that the AUD/USD Market Foreign Exchange Rate rises to 1.0900, then you will receive:

AUD 110,091.74
(= USD 120,000 / 1.0900)

If the AUD/USD Market Foreign Exchange Rate goes down, the opposite occurs and you will receive more AUD. Assume the AUD/USD Market Foreign Exchange Rate falls to 0.9900, then you will receive:

AUD 121,212.12
(= USD 120,000 / 0.9900)

How will a RSFC change this?

Assume that you are unsure about the direction of the AUD against the USD and wish to protect yourself against the AUD appreciating against the USD, but also have the potential to participate in any favourable movements in the AUD.

You enter into a RSFC to sell USD 80,000 for AUD in three months' time and set the Contract Rate at 1.0380. You also set the Contract Ratio at 1.5. This means that if the Trigger Level is reached during the term of the RSFC and the Market Foreign Exchange Rate is below the Contract Rate at the Cut-Off Time, the maximum amount of foreign currency you will be required to deliver is USD 120,000 (your total exposure amount).

Based on these details Bank of Melbourne determines the Trigger Level to be 0.9600.

The possible outcomes on the Maturity Date are:

- a) if the Market Foreign Exchange Rate is the same as or above the 1.0380 Contract Rate at the Cut-Off Time, irrespective of whether or not the Trigger Level has been reached during the term of the RSFC, you must exchange the Contract Amount at the Contract Rate. You will receive:

AUD 77,071.29
(= USD 80,000 / 1.0380)

You may choose to transact the remainder of your foreign exchange amount (USD 40,000) at the prevailing Market Foreign Exchange Rate.

For example, if you choose to do this and the Market Foreign Exchange Rate at the time is 1.0600, for the additional USD 40,000 you will receive:

AUD 37,735.85
(= USD 40,000 / 1.0600)

For the total amount of USD 120,000 you have then received:

AUD 114,807.14
(= AUD 77,071.29 + AUD 37,735.85)

In this case your effective exchange rate is 1.0452
(= USD 120,000 / AUD 114,807.14).

The lower the Market Foreign Exchange Rate at which you convert the remaining USD 40,000 the lower your overall rate. Your overall rate will be higher than the Contract Rate but lower than the Market Foreign Exchange Rate available to you at that time.

- b) if the Trigger Level has not been reached at any time during the term of the RSFC and the Market Foreign Exchange Rate is below the 1.0380 Contract Rate at the Cut-Off Time, you have no obligation to exchange your USD under the RSFC. However, you may choose to exchange your USD at the Market Foreign Exchange Rate. For example, if you choose to do this for the full amount (USD 120,000) and the AUD/USD Market Foreign Exchange Rate at the time is 0.9900 you will receive:

AUD 121,212.12
(= USD 120,000 / 0.9900)

- c) if the Trigger Level has been reached at any time during the term of the RSFC, and the Market Foreign Exchange Rate is below the 1.0380 Contract Rate at the Cut-Off Time, you must exchange a multiple of the Contract Amount at the Contract Rate.

The amount you must exchange at the Contract Rate is USD 120,000 - equal to the Contract Amount (USD 80,000) multiplied by the Contract Ratio (1.5). You will receive:

AUD 115,606.94
(= USD120,000 / 1.0380)

How can I change the range of outcomes?

You can change the range of possible outcomes by changing the Contract Rate, the Contract Ratio and as a result the corresponding Trigger Level. Once these are agreed the possible outcomes on the Maturity Date can be determined.

When agreeing the details of your RSFC you need to consider that:

- the Contract Rate only applies to the Contract Amount where the Market Foreign Exchange Rate at the Cut-Off Time is the same as or less favourable than the Contract Rate. If the Contract Amount is less than your actual exposure you may end up transacting the difference at a less favourable rate.
- just above the Trigger Level is the most favourable exchange rate that you can possibly transact at on the Maturity Date. If the Trigger Level is reached during the term of the RSFC you are obliged to transact at the Contract Rate.
- a lower Contract Rate will reduce your exposure to a rising AUD/USD exchange rate. However, because of the Zero Cost Structure, the Trigger Level will be set higher and/or the Contract Ratio will be higher. This will increase the likelihood of the Trigger Level being reached and/or the likelihood of you being required to deliver an amount of foreign currency in excess of the Contract Amount. Accordingly this will reduce the extent to which you can benefit from any favourable exchange rate movements that may occur.
- a higher Contract Rate will increase your exposure to a rising AUD/USD exchange rate. However, because of the Zero Cost Structure, the Trigger Level will be set lower and/or the Contract Ratio will be set lower. This will reduce the likelihood of the Trigger Level being reached and/or the likelihood of you being required to deliver an amount of foreign currency in excess of the Contract Amount. Accordingly, this will increase the extent to which you can benefit from any favourable exchange rate movements that may occur.
- the Contract Ratio determines the multiple of the Contract Amount that you may be obliged to deliver at maturity. The higher the ratio the less protection you will have where the Contract Ratio multiplied by the Contract Amount equals your exposure or, alternatively, where the Contract Amount equals your exposure, you may need to purchase additional USD in the market to meet your greater foreign currency obligation. Because of the Zero Cost Structure, however, a higher Contract Ratio will produce a lower Contract Rate and/or a lower Trigger Level. A lower Trigger Level will reduce the likelihood of you being obliged to transact at the Contract Rate and in an amount of foreign currency in excess of the Contract Amount.

General Information

What information we need from you

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

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

The identification requirements can be met by completing the Bank of Melbourne identification procedure which involves providing identity documentation to Bank of Melbourne. For information on documents required please contact any branch or refer to our website – www.bankofmelbourne.com.au.

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

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

Code of Banking Practice

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

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

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

Please let us know if you would like to discuss whether or not the Code will apply to you. Our contact details are set out on page 15.

Financial crimes monitoring

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

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

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

You should be aware that:

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

Our reporting obligations under FATCA

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

If you or (where you are an entity) any office bearer (director of a company, partner in a partnership, trustee of a trust, chairman, secretary or treasurer of an association or co-operative) of the entity and/or any individual who holds an interest in the entity of more than 25% (a Controlling Person) are a US citizen or US tax resident, you must telephone 1300 667 156 at the time of entering into a RSFC. When you contact us you will be asked to provide additional information about your US tax status and/or the US tax status of any Controlling Person which will constitute certification of US tax status for the purposes of the application to which the RSFC relates.

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

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

Telephone conversations

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

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

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

Taxation

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

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

Privacy

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

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

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

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

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

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

Our privacy policy is available at www.bankofmelbourne.com.au or by calling 13 22 66. It covers:

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

We will use your personal information to contact you or send you information about other products and services offered by Bank of Melbourne or its preferred suppliers. Please call us on 13 22 66 or visit any of our branches if you do not wish to receive marketing communications from us.

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

Labour standards or environmental, social and ethical considerations

Bank of Melbourne does not take into account labour standards or environmental, social or ethical considerations when entering into a RSFC. To learn more about Bank of Melbourne's commitment to sustainability (including our latest Stakeholder Impact Report) go to www.bankofmelbourne.com.au.

Dispute resolution

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

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

Please talk to us first

We aim to resolve your complaint at your first point of contact with us. Our contact details are set out on page 15.

What to do if you are still unhappy

If we still haven't been able to deal with your issues to your satisfaction, there are a number of other bodies you can go to. Our external dispute resolution provider is the Financial

Ombudsman Service, our membership number is 28531 and the contact details are:

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

Internet: www.fos.org.au
Email: info@fos.org.au

You can also contact the Australian Securities & Investments Commission (ASIC) to make a complaint and to obtain further information about your rights. They have a freecall Infoline on 1300 300 630 or visit www.asic.gov.au.

Glossary

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

AUD means Australian dollars.

Bank of Melbourne, we or us means Bank of Melbourne, a division of Westpac Banking Corporation (ABN 33 007 457 141, AFSL No 233714)

Clear Funds means funds that are immediately available on settlement.

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

Confirmation means a letter confirming the terms of a particular RSFC.

Contract Amount means the agreed amount as set out as such in the Confirmation. It is to be exchanged under the RSFC.

Contract Rate means the agreed exchange rate at which the Currency Pair may be exchanged.

Contract Ratio means the ratio used to calculate the amount of currency that must be exchanged at the Contract Rate if the Trigger Level is reached during the term of the RSFC (the period between the trade date and the specified Cut-Off Time) and the Market Foreign Exchange Rate is more favourable than the Contract Rate at the Cut-Off Time.

Currency Pair means the two currencies applying in respect of a RSFC. The Currency Pair must be acceptable to Bank of Melbourne.

Cut-Off Time means the time and date set out as such in the Confirmation. It is the time and date at which the outcome of the RSFC will be determined.

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

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

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

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

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

Maturity Date means the date set out as such in the Confirmation. It is the date on which the Currency Pair will be exchanged under the RSFC.

RSFC and Ratio Smart Forward Contract means the product the subject of this PDS.

Trigger Level means the agreed exchange rate which triggers your obligation to transact at the Contract Rate.

USD means United States dollars.

You, your means the customer entering into a RSFC.

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

Contact Details

For more information, please contact.

- **Victoria**

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