

# Westpac Supporting Australia's Defence Industry



## Government

Owners of major projects are government departments and agencies



## Prime Contractors

Companies engaged to undertake engineering, procurement, systems integration and construction works as part of their overall management of the project



## Sub-Contractors

Companies employed by the Prime Contractor mainly in areas of speciality. Sub-Contractors may also act as Prime Contractors on some projects



## Suppliers

Providers of specialist goods and services for the project.



Defence is a strategic growth industry for Westpac across our Institutional and Commercial Banking segments.

We support a number of the global prime contractors as well as many Australian owned suppliers to Defence.

## Overview of funding solutions for SME suppliers

### Business Loans

A business loan may suit your business if you need funding for: a business acquisition, startup costs, capital investment, property acquisition or development or refinancing other lending.

### Business Overdraft

An overdraft is an approved amount of additional funds (or 'line of credit') attached to your business transaction account, which you can access whenever you need to. With a business overdraft you can get access to extra funds to manage your cashflow which can be repaid at any time.

### Bank Guarantee

Bank guarantees provide your suppliers and vendors with certainty of payment as an alternative to providing a deposit or bond directly

### Trade & Invoice Finance

Trade Finance offers short term, fixed rate finance for the shipment of goods matching the underlying trade transaction up to 180 days.

Invoice Finance allows you to access up to 85% of the value of your approved unpaid invoices to accelerate your cash flow.

**A well supported Australian Sub-Contractor and Supplier base reduces supply chain risk for Government and Prime Contractors in successfully delivering major projects**

Westpac Institutional Bank typically supports defence sector participants with revenue > A\$200m p.a. and aggregated facility requirements of > A\$50m

Westpac Commercial Bank typically supports companies with revenue up to A\$200m p.a. and an aggregated facility requirements of > \$3m

Westpac Small & Medium Enterprise typically supports companies with an aggregated facility requirement between A\$250k -A\$3m



Westpac Institutional Bank has market leading capabilities and experience in the defence sector, supported by specialist industry analysts and product partners as well as strong senior management engagement into the Department of Defence.

Westpac Commercial Bank has business specialists and lending experts at all of our 786 branches offering a range of flexible finance options.

- Export Finance Australia has signed a non-exclusive Heads of Agreement with Westpac to facilitate greater support for companies that operate within the defence and national security sectors in Australia.
- The Agreement will enable Export Finance Australia and Westpac work together to help finance the Working Capital and Capital Expenditure of Australian companies in these sectors.
- Export Finance Australia and Westpac are engaging with industry and looking to jointly finance:
  - New defence export opportunities for Australian companies.
  - Scaling up of SMEs to meet future defence opportunities.
  - Domestic defence contracts where that contract may lead to a *future export opportunity*.

## Key Contacts



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