

**QW35:** How does the bank classify 'loans to small business'?

**Answer:** For the purposes of our responses above, small business lending data comprises collectively managed loans for business lending where exposures have been granted regulatory approval to be classified as small business lending for capital purposes. These largely comprise less complex products and exposures below \$1 million.

The noticeable increase in small business lending from 2012 to 2013 shown in the table above is a result of the St. George small business lending portfolio, which Westpac acquired in 2009, being granted regulatory approval to be classified as small business lending for capital purposes.