





## First Gulf Bank P.J.S.C. AUD 250 Million Domestic Fixed Rate Notes due 1 April 2019 Final Investor Terms and Conditions

Issuer: First Gulf Bank P.J.S.C. ("FGB")

**Issuer Ratings**<sup>1</sup>: A2 (stable) by Moody's Investors Service

A+ (stable) by Fitch Ratings

**Instrument:** AUD Fixed Rate Senior Notes

**Issue Amount:** AUD 250 million

Status: Direct, unsecured, unsubordinated and unconditional obligations of the Issuer

Maturity Date: 1 April 2019

Pricing Date: 25 March 2014
Settlement Date: 1 April 2014

Coupon: 5.00% semi-annual

Benchmark: ACGB 5.250% March 2019

Redemption: Par

Re-Offer Price: 98.945%

**Re-Offer Yield:** 5.2425% semi-annual

Re-Offer Spread to ACGB: ACGB 5.250% March 2019 + 177bps

Re-Offer Spread to Swap: Semi/Quarterly Coupon Matched Asset Swap + 155bps

Coupon Payment Dates: Each 1 October and 1 April semi-annually up to and including the maturity

date, with a full first coupon on 1 October 2014

Day Count: RBA Bond Basis

Business Days: Sydney, Melbourne

**Business Day Convention:** Following Business Day Convention

Governing Law: New South Wales

**Denominations:** AUD 10,000. The minimum consideration payable when transferred in or into

Australia will be AUD 500,000

Settlement: Austraclear, Euroclear, Clearstream

Registrar: Austraclear Services Limited

Listing: Not Listed

**Documentation:** AUD 2 Billion Medium Term Note Programme

**Record Date:** The close of business on the 8<sup>th</sup> calendar day before the payment date

ISIN | Common Code: AU3CB0219863 | TBC

**Taxation:** So long as the Issuer continues to be a non-resident of Australia and the

Notes are not issued by it in carrying on business at or through a permanent establishment in Australia, payments of principal and interest made under the Notes issued by it should not be subject to Australian interest withholding tax

Lead Managers: Australia and New Zealand Banking Group Limited

The Hongkong and Shanghai Banking Corporation Limited, Sydney Branch

Nomura International plc

Note (1): A credit rating is not a recommendation to buy, sell or hold securities.







## **ANZ DISCLAIMER**

IMPORTANT NOTICE

Australia and New Zealand Banking Group Limited is represented in various countries.

Australia. This document is distributed in Australia by ANZ. ANZ holds an Australian Financial Services licence no. 234527.

Australia. This document is distributed in Australia by ANZ. ANZ holds an Australian Financial Services licence no. 234527.

Brazil. This document is distributed in Brazil by ANZ only for the information of the Central Bank of Brazil. No securities are being offered or sold in Brazil under this document, and no securities have been and will not be registered with the Securities Commission - CVM.

Brunei. Japan. Kuwait. Malaysia. Switzerland. This document is distributed in each of Brunei, Japan, Kuwait, Malaysia and Switzerland by ANZ on a cross-border basis.

European Economic Area ("EEA"): United Kingdom. ANZ is authorised in the United Kingdom by the Prudential Regulation Authority ("PRA") and is subject to regulation by the Financial Conduct Authority ("FCA") and limited regulation by the PRA. Details of ANZ's regulation by the PRA will be available on request. This Term Sheet is distributed in the United Kingdom by ANZ solely for the information of persons who would come within the FCA definition of "eligible counterparty" or "professional client". It is not intended for and must not be distributed to any person who would come within the FCA definition of "retail client". Nothing here excludes or restricts any duty or liability to a customer which ANZ may have under the UK Financial Services and Markets Act 2000 or under the regulatory system as defined in the Rules of the PRA and the FCA. Germany. This Term Sheet is distributed in Germany by the Frankfurt Branch of ANZ solely for the information of its clients. Other EEA countries. This Term Sheet is distributed on the PRA in the United Kingdom, to persons who would come within the FCA definition of "eligible counterparty" or "professional client" in other countries in the EEA. This Term Sheet is distributed in those countries only those countries. This request. It is not intended for, and must not be distributed to, any person in those countries who would come within the FCA definition of "seligible counterparty" or "professional client" in other

any person in those countries who would come within the FCA definition of "retail client".

Fiji. For Fiji regulatory purposes, this document and any views and recommendations are not to be deemed as investment advice. Fiji investors must seek licensed professional advice should they wish to make any investment in relation to this document.

Hong Kong. This document is distributed in Hong Kong by the Hong Kong branch of ANZ, which is registered by the Hong Kong Securities and Futures Commission to conduct Type 1

Hong Kong. In is document is distributed in Hong Kong by the Hong Kong branch of ANZ, which is registered by the Hong Kong Securities and Futures Commission to conduct Type 1 (dealing in securities), Type 4 (advising on securities) and Type 6 (advising on corporate finance) regulated activities. In Hong Kong, this document may only be made available to "professional investors" in accordance with Part 1 of Schedule 1 to the Securities and Futures Ordinance (Cap. 571 of the Laws of Hong Kong). The contents of this document have not been reviewed by any regulatory authority in Hong Kong. If you are in any doubt about any of the contents of this document, you should obtain independent professional advice.

India. This document is distributed in India by ANZ on a cross-border basis. If this document is received in India, only you (the specified recipient) may print it provided that before doing so, you specify on it your name and place of printing. Further copying or duplication of this document is strictly prohibited.

Indonesia. This document is distributed by PT Bank ANZ Indonesia ("ANZ Indonesia"). ANZ Indonesia is incorporated and licensed in Indonesia with limited liability.

New Zealand. This Term Sheet is distributed in New Zealand by ANZ Bank New Zealand Limited. This Term Sheet is intended to be of a general nature, does not take into account your

financial situation or goals, and is not a personalised adviser service under the Financial Advisers Act 2008.

Oman. This document has been prepared by Australia and New Zealand Banking Group Limited (ABN 11 005 357 522) ("ANZ"). ANZ neither has a registered business presence nor a Oman. This document has been prepared by Australia and New Zealand Banking Group Limited (ABN 11 005 357 522) ("ANZ"). ANZ neither has a registered business presence nor a representative office in Oman and does not undertake banking business or provide financial services in Oman. Consequently ANZ is not regulated by either the Central Bank of Oman or Oman's Capital Market Authority. The information contained in this document is for discussion purposes only and neither constitutes an offer of securities in Oman as contemplated by the Commercial Companies Law of Oman (Royal Decree 4/74) or the Capital Market Law of Oman (Royal Decree 80/98), nor does it constitute an offer to sell, or the solicitation of any offer to buy non-Omani securities in Oman as contemplated by Article 139 of the Executive Regulations to the Capital Market Law (issued vide CMA Decision 1/2009). ANZ does not solicit business in Oman and the only circumstances in which ANZ sends information or material describing financial products or financial services to recipients in Oman, is where such information or material has been requested from ANZ and by receiving this document, the person or entity to whom it has been dispatched by ANZ understands, acknowledges and agrees that this document has not been approved by the CBO, the CMA or any other regulatory body or authority in Oman. ANZ does not market, offer, sell or distribute any financial or investment products or services in Oman and no subscription to any securities, products or financial services may or will be consummated within Oman. Nothing contained in this document is intended to constitute Omani investment, legal, tax, accounting or other professional advice.

Papua New Guinea. This document is issued by Australia and New Zealand Banking Group (PNG) Limited (Company Registration No. 1-6419) ("ANZ PNG").

People's Republic of China. If and when the material accompanying this document to enter profession has been advented and New Zealand Bank (China) Company Limited ("ANZ China"), it is

Company Limited ("ANZ China"), it is noted that: This document is distributed by ANZ or an affiliate. No action has been taken by ANZ or any affiliate which would permit a public offering of any products or services of such an entity or distribution or re-distribution of this document in the People's Republic of China ("PRC"). Accordingly, the products and services of such entities are not being offered or sold within the PRC by means of this document or any other method. This document may not be distributed, re-distributed or published in the PRC, except under circumstances that will result in compliance with any applicable laws and regulations. If and when the material accompanying this document relates to the products and/or services of Australia and New Zealand Bank (China) Company Limited ("ANZ C"), the following statement and the text below is applicable: This document is distributed by ANZ C in the Mainland of

the PRC.

Qatar. This document has not been, and will not be: lodged or registered with, or reviewed or approved by, the Qatar Central Bank ("QCB"), the Qatar Financial Centre ("QFC") Authority, QFC Regulatory Authority or any other authority in the State of Qatar ("Qatar"); or authorised or licensed for distribution in Qatar, and the information contained in this document does not, and is not intended to, constitute a public offer or other invitation in respect of securities in Qatar or the QFC. The financial products or services described in this document have not been, and is not intended to, constitute a public offer of other invitation in respect of securities in Quatar of the QPC. The financial products of services described in this document have not been, and will not be: registered with the QCB, QPC Authority, QPC Regulatory Authority or any other governmental authority in Qatar; or authorised or licensed for offering, marketing, issue or sale, directly or indirectly, in Qatar. Accordingly, the financial products or services described in this document are not being, and will not be, offered, issued or sold in Qatar, and this document is not being, and will not be, distributed in Qatar. The offering, marketing, issue and sale of the financial products or services described in this document and distributed in Qatar and the QFC. Recipients of this document must abide by this restriction and not distribute this document in breach of this restriction. This document is being sent/issued to a limited number of institutional and/or sophisticated investors (i) upon their request and confirmation that they understand the statements above; and (ii) on the condition that it will not be provided to any person other than the original recipient, and is not for general circulation and many the properties of the provided to any person other than the original recipient, and is not for general circulation.

confirmation that they understand the statements above; and (ii) on the condition that it will not be provided to any person other than the original recipient, and is not for general circulatio and may not be reproduced or used for any other purpose.

Singapore. This document is distributed in Singapore by the Singapore branch of ANZ solely for the information of "accredited investors", "expert investors" or (as the case may be) "institutional investors" (each term as defined in the Securities and Futures Act Cap. 289 of Singapore). ANZ is licensed in Singapore under the Banking Act Cap. 19 of Singapore and is exempted from holding a financial adviser's licence under Section 23(1)(a) of the Financial Advisers Act Cap. 100 of Singapore. In respect of any matters arising from, or in connection with the distribution of this document in Singapore, contact your ANZ point of contact.

Taiwan. This document is distributed in Taiwan by the Taipei branch of ANZ, which is registered as a branch of a foreign bank and holds a securities investment consulting enterprise license issued by the Taiwan Financial Supervisory Commission. In Taiwan, this document may only be made available to ANZ customers who have requested or have consented to receive distribution of this document and who have entered into a securities investment consulting agreement with ANZ.

United Arab Emirates. This document is distributed in the United Arab Emirates or the Dubel International Financial Centre (as applicable) by ANZ. This document does not, and is not intended to constitute and good proper in banking financial tenders.

intended to constitute an offer of securities anywhere in the United Arab Emirates; does not constitute, and is not intended to constitute the carrying on or engagement in banking, financial and/or investment consultation business in the United Arab Emirates ("UAE") under the rules and regulations made by the Central Bank of the United Arab Emirates, the Emirates and/or investment consultation business in the Omited Arab Emirates (CAE.) under the fundes and regulatoris made by the Certifat Bank of the Omited Arab Emirates (Tae.) under the fundes and regulatoris made by the Certifat Bank of the Omited Arab Emirates (Tae.) under the fundes and regulatoris made by the Certifat Bank of the Omited Arab Emirates (Tae.) under the fundes and regulatoris and for the Omited Arab Emirates (Tae.) under the Dubai International Financial Centre Markets Law No. 12 of 2004; and, does not constitute, and is not intended to constitute, a financial promotion, as defined under the Dubai International Financial Centre Regulatory Law No. 1 of 200. ANZ DIFC Branch is regulated by the Dubai Financial Services Authority ("DFSA"). The financial products or services described in this document are only available to persons who qualify as "Professional Clients" or "Market Counterparty" in accordance with the provisions of the DFSA rules. In addition, ANZ has representative Office ("ANZ Representative Office") in Abu Dhabi regulated by the UAE Central Bank. ANZ Representative Office is not permitted by the UAE Central Bank to provide any

United States. If and when the material accompanying this document is received by any person in the United States or a "U.S. person" (as defined in Regulation S under the US Securities Act of 1933, as amended) ("US Person") or any person acting for the account or benefit of a US Person, it is noted that ANZ Securities, Inc. ("ANZ S") is a member of FINRA (www.finra.org) and registered with the SEC. ANZ S's address is 277 Park Avenue, 31st Floor, New York, NY 10172, United States of America (Tel: +1 212 801 9160 Fax: +1 212 801 9163). This document is distributed in the United States by ANZ S (a wholly owned subsidiary of ANZ), which accepts responsibility for its content. Information on any securities referred to in this document may be obtained from ANZ S upon request. Any US Person receiving this document and wishing to effect transactions in any securities referred to in this document must contact ANZ S, not its affiliates. ANZ S is authorised as a broker-dealer only for US Persons who are institutions, not for US Persons who are individuals. If you have received this document and are a US Person who is an individual: to avoid loss, you should notify the sender and not act on the contents of this document in any way.

Vietnam. This document is distributed in Vietnam by ANZ Bank (Vietnam) Limited ("ANZ VN"). ANZ VN Is a wholly-owned foreign bank incorporated and licensed in Vietnam Information relevant to all countries:

The distribution of this document may be restricted by law in certain jurisdictions. Persons who receive this document must inform themselves about and observe all relevant restrictions. This document is issued on the basis that it is only for the information of the particular person to whom it is provided. This document may not be reproduced, distributed or published by any recipient for any purpose. This document has been prepared for information purposes only and does not take into account the specific requirements, investment objectives or financial circumstances of any recipient. The recipient should seek independent financial, legal, tax and other relevant advice and should independently verify the accuracy of the information contained in this document.

contained in this document.

Under no circumstances is this document to be used or considered as an offer to sell, or a solicitation of an offer to buy, or a recommendation or advice to buy or sell or not to buy or sell any product, instrument or investment, to effect any transaction or to conclude any legal act of any kind whatsoever. If, despite the foregoing, any services or products referred to in this document are deemed to be offered in the jurisdiction in which this document is received, no such service or product is intended for nor available to persons resident in that jurisdiction if it would be contradictory to local law or regulation. Such local laws, regulations and other limitations always apply with non-exclusive jurisdiction of local courts. From time to time ANZ, ANZ NZ, ANZ S, ANZ Panin, ANZ VN their affiliated companies, or their respective associates and employees may have an interest in or deal in, or seek to have an interest or deal in, financial products, securities or other investments, directly or indirectly the subject of this document and may receive commissions or other remuneration in relation to the sale of such financial products, securities or other investments. Such interests or dealings may directly or indirectly conflict with your interests. ANZ, ANZ NZ ANZ S, ANZ Panin, ANZ VN or their affiliated companies by any person, that person may receive a benefit in respect of any transactions effected on your behalf, details of which will be available upon request. The information in this document has been obtained from, and any opinions in this document are based upon, sources believed reliable. The views expressed in this document reflect the author's personal views, including those about any securities and issuers referred to in this document. The author, however, makes no representation as to the accuracy or completeness of the information and the information should not be relied upon as such. All opinions and estimates in this document reflect the author's budgenent on the date adulto's personal views, including those about any securities and issuers referred to in this document. The adulto', nowever, makes no representation as to the aduction of the information should not be relied upon as such. All opinions and estimates in this document reflect the author's judgement on the date of this document on the date of the date of this document on the date of the date of this document on the date of this document on the date of the date of the date of this document on the date of thi and/or any omissions from this document, or your receipt or use of it, except where a Liability is made non-excludable by legislation.







If this document has been distributed by electronic transmission, such as e-mail, then such transmission cannot be guaranteed to be secure or error-free as information could be intercepted, corrupted, lost, destroyed, arrive late or incomplete, or contain viruses. The sender therefore does not accept Liability for any errors or omissions in the contents of this document, which may arise as a result of electronic transmission.

## **HSBC DISCLAIMER**

This term sheet has been prepared by the Hongkong and Shanghai Banking Corporation Limited (ABN 65 117 925 970 AFSL 301737, "HSBC"). This term sheet is for distribution only to professional investors whose ordinary business includes the buying or selling of securities such as the securities described above (the "MTNs") in circumstances where disclosure is not required under Parts 6D.2 or 7.9 of the Corporations Act of Australia, 2001 and in such other circumstances as may be permitted by applicable law. This term sheet should not be distributed to, and is not intended for, any other person. This term sheet is distributed solely for informational purposes and is not to be construed as a solicitation, recommendation or an offer to buy, sell or deliver any MTNs and should not be treated as giving investment advice and should not be regarded by recipients as a substitute for the exercise of their own judgment. This term sheet is subject to and must be read in conjunction with the terms and conditions of the MTNs, the Information Memorandum for the MTNs and the MTN Supplement relating to this issue. No representation or warranty, either express or implied, is provided in relation to the accuracy, completeness or reliability of the information contained herein. HSBC, its directors, officers and employees or clients may have or have had interests or long or short positions in the securities referred to herein and may at any time make purchases and/or sales in them as principals or agents. HSBC may act or have acted as market-maker in the securities discussed in this term sheet. Furthermore, HSBC may have or have had a relationship with or may provide or have provided investment banking, capital markets and/or other financial services to the relevant companies. HSBC, in its capacity as principal or agent is involved in a wide range of commercial banking and investment banking activities globally from which conflicting interests or duties may arise. HSBC may provide services to any member of the same group as the Issuer

## NOMURA DISCLAIMER

This document is confidential and for your private information only. You must obtain the consent of Nomura International plc ("NIplc") before distributing this document to any person uninvolved in the proposed transaction. This document is subject to the copyright of NIplc. This term sheet is for discussion purposes and contains indicative terms only. Neither of us will be legally bound until we agree to enter into a transaction subject to material terms, which shall be set out in agreed documentation. This termsheet does not constitute a prospectus and you should not subscribe for any securities referred to in this termsheet except on the basis of the information contained in the prospectus (or similar document), which is published in respect of such securities. Any information contained herein is based on sources we consider to be reliable, however we do not represent that it is accurate or complete. NIplc does not accept any liability whatsoever for any direct, indirect or consequential loss arising from any actions undertaken in reliance on the information or other content of this term sheet. If the transaction described includes leverage, embedded options forwards or futures, the exchange of currencies, or other structural elements, the value of the transaction, and your exposure ("OTC") derivative transactions involve the risk of adverse or unanticipated market developments, risk of counterparty default, risk of illiquidity and other risks and may involve the risk of loss due to default by the issuer of obligations or securities. In certain transactions, counterparties may lose their entire stake or incur an unlimited loss. Directors, employees, affiliates of Nomura Holdings, Inc or its subsidiaries (collectively the "Nomura Group"), may from time to time perform investment banking or other services (including acting as advisor, manager or lender), or may have a position or act as market maker, for/in connection with the issuers of securities in companies mentioned herein or in derivatives or related inve