


# enjoy a number of exclusive shareholder benefits

The Shareholders Benefits Package provides savings and offers on loans, superannuation, investments and wealth products, plus discounts on everyday banking, and even bonus points with any new Altitude card. See below for some of the savings and offers that are available to you.

## Everyday Banking

Product	We offer:	Your benefit:
<b>Westpac Choice</b>	An everyday transaction account that gives you unlimited Westpac transactions across Branch, Westpac ATMs, EFTPOS, Telephone Banking and Internet Banking.	Pay no monthly account service fee – a saving of up to \$60 per year. <sup>1</sup>
<b>Term Deposits</b>	Invest \$5,000 or more in a term deposit, for any term between 7 days and 2 years – where the interest rate is guaranteed for the entire term.	Receive a bonus 0.25% p.a. interest rate on Term Deposits with balances from \$20,000 to less than \$250,000. This offer is not available in conjunction with any other special rates offers.
<b>Altitude credit cards<sup>2</sup></b>  Gold – Altitude Bronze – Altitude Gold	Altitude credit cards offer you more reward points. <sup>2</sup> You can redeem your Altitude points for a wide range of products, vouchers and flights on participating domestic, and world airlines. Our consumer credit cards Altitude American Express® and Altitude Gold American Express® won Gold and Bronze respectively in the Best Bank Rewards Card Category in <i>Money Magazine's Best of Best Awards 2008</i> .  Note: To receive this benefit when applying, quote or enter promotional code WAAQM.	Receive more bonus Altitude points than non shareholder customers upon initial activation of any new card in the Altitude range. <sup>3, 4</sup> <ul style="list-style-type: none"> <li>7,500 bonus points with Altitude (normally 5,000 points) and Altitude Business Limited Edition.</li> <li>12,500 bonus points with Altitude Gold (normally 10,000 points) and Altitude Business Limited Edition Gold.</li> <li>20,000 bonus points with Altitude Platinum (normally 15,000 points).</li> </ul>

## Loans


Product	We offer:	Your benefit:
<b>Property Loans<sup>4</sup></b>	If you're buying a home, refinancing, building or investing in property, we may have a property loan to suit you.	Pay no establishment fee on selected property loans <sup>5</sup> – save up to \$750. Also available for your spouse, de facto spouse and children. <sup>6</sup>
	If you need to renovate or require extra funds, you may be able to increase the limit on your existing loan with a Top-up.	Pay no Top-up fee – save up to \$400 on Premium Option Home Loans or Variable Rate Investment Property Loans.

**for more information on how to apply for any of the everyday banking, loans or insurance benefits, please visit a branch or call 1300 360 599**

## Insurance<sup>7</sup>

Product	We offer:	Your benefit:
<b>Home and Contents Insurance</b>	Protect your home and everything in it with comprehensive cover.	Receive \$100 off your excess, per claim on Building, Contents or Landlords' Protection. We also give you the option to pay by the month at no extra cost.

## Advice and Investment

Product	We offer:	Your benefit:
<b>Financial advice<sup>8</sup></b>	A Westpac Retirement Specialist can help you to achieve your financial goals. Your Specialist can help develop a personalised financial plan – for investment, super, retirement planning and insurance.	Benefit from a \$150 reimbursement on your plan preparation costs, when you proceed with the recommendations in your plan. <sup>9</sup> The initial meeting with a Westpac Retirement Specialist to discuss your needs is obligation free. To make an appointment to see a Westpac Retirement Specialist call 131 817 (Option 5).
<b>BT Super for Life<sup>10</sup></b> 	An award-winning superannuation fund – the first super and retirement account you can see and manage through Westpac Online. Created by BT Financial Group (BT), Westpac's superannuation specialist, it offers low fees, a choice of strategies to suit your investment goals and an easy online rollover service to combine your super accounts into one. You can also turn your Altitude points into superannuation dollars. <sup>11</sup>	Receive a \$200 Cash Bonus <sup>10</sup> when you open a BT Super for Life account and reach a balance of \$1000. You must call BT Super for Life within 6 months of opening your account to claim your Cash Bonus. For more information or to apply for BT Super for Life, visit <a href="http://btsuperforlife.com.au">btsuperforlife.com.au</a> or call BT Customer Relations on 1300 653 553.
<b>BT Margin Loan<sup>12</sup></b>	A form of borrowing that allows you to invest in shares or managed funds using your existing shares or managed funds as security. This may increase the total amount you may invest without having to tie up more of your funds.	Save 0.20% p.a. off the standard variable interest rate for the life of the loan. To apply, visit <a href="http://www.bt.com.au">www.bt.com.au</a> or call 1800 816 222.
<b>Westpac Broking</b>	Westpac Broking gives you access to share market support to help you make confident and informed trades.	Free Premium Research for up to 6 months, saving up to \$120. <sup>13</sup> <b>New customers:</b> provide a photocopy of your Shareholder Benefits Card when you send in your application form. <b>Existing customers:</b> provide a photocopy of your Shareholder Benefits Card and include your Westpac Broking account number and send to: Westpac Broking, Reply Paid 7777, Cloisters Square, WA 6850.
		For non-Westpac Broking customers, Sell Only Service allows you to sell your issuer sponsored shares without having to open a broking account.

## are you eligible for these benefits?

### To access the Shareholders Benefits Package, you must:

- Be an Australian resident.\*
- Hold a minimum of 500 fully paid ordinary Westpac shares, in any one holding.

You'll receive a benefits card annually, included with the July dividend payment notice. You must let us know that you are eligible for the package benefits and that you wish to apply for one or more of them. Please keep your benefits card handy.

please note:

- Companies and trusts that hold a minimum of 500 fully paid ordinary Westpac shares can nominate one individual to enjoy these benefits.
- Benefits cannot be split between more than one individual, and cannot be applied to any business related account or business purpose.
- To nominate an individual, take your card into a branch and state your request. They won't need to apply to have a separate card issued, nor write to the bank with a special request.

\*New Zealand resident shareholders receive offers twice yearly, in July and December, from Westpac New Zealand.

**Things you should know:** When taking up the package and its additional benefits, you must inform the Bank that you are eligible for the benefits and that you wish to apply for one or more of them. You may be required to present or show proof of your Shareholder Benefits Card. Westpac is unable to automatically identify shareholders and provide them with benefits. The information in this brochure is current as at 1 June 2008, is factual only and does not constitute financial product advice. Before acting on this information you should seek independent financial and taxation advice to determine its appropriateness to your objectives, financial situation and needs. You should also obtain and consider Westpac Banking Corporation's Financial Services Guide and Product Disclosure Statements (PDSs) for the Westpac products and services referred to in this brochure – which may be obtained by calling 132 032, visiting [westpac.com.au](http://westpac.com.au) or visiting any of our branches. Fees and charges apply to all products mentioned. Full details of all terms and conditions are available on request. These may be varied or new terms and conditions introduced in the future. Westpac reserves the right to withdraw the Shareholders Benefits Package or vary eligibility criteria and benefits at its discretion. The benefits are not available in conjunction with any discounts, special offers, negotiated rates or other packages offered by Westpac or its subsidiaries, including the Westpac Employee Advantage benefits package.

**1.** This saving only applies to one Westpac Choice account. The saving applies to account balances of less than \$3,000 as the monthly account service fee is normally waived for any calendar month where the account minimum balance is \$3,000 or more. Other fees and charges may apply. **2.** Altitude comes with Altitude American Express® Card and the Altitude MasterCard® Card. The earning and redemption of Altitude points (including available rewards and expiry) is subject to the Altitude Terms and Conditions. Benefits apply to any new Altitude card, Altitude Gold card, Altitude Platinum card, Altitude Business Limited Edition card and Altitude Business Limited Edition Gold card. Only one points benefit can be applied per card account. A benefit can also be applied to a card if the eligible shareholder is the holder of an additional card on any new Altitude card, Altitude Gold card, Altitude Platinum card, Altitude Business Limited card and Altitude Business Limited Gold card account. **3.** The bonus Altitude points will be added to your account within eight weeks of when you first use your new card. The number of points is subject to periodic review. **4.** Westpac's normal lending criteria apply to all of the lending products referred to in this brochure. **5.** Premium Option Home Loans with 1 Year Guaranteed rate, First Option Home Loans, Bridging Loans, Investment Loans with 1 Year Guaranteed rate, First Option Investment Property Loans, Low Doc loans and 100% LVR Loan Options are excluded from the establishment fee discount benefit. Not available to non-resident shareholders. **6.** To access the benefit for your spouse (or de facto spouse) and your children, their relationship to you must be confirmed at a Westpac branch. For details on how to do this, if you cannot attend in person, call 1300 360 599. **7.** Home and Contents Insurance is issued by Westpac General Insurance Limited ABN 99 003 719 319 (WGIL) and distributed by Westpac Banking Corporation ABN 33 007 457 141 (the Bank). This policy is subject to conditions, limits and exclusions on cover, which are explained in the policy wording. The policy is not an investment in or deposit with the Bank. No Westpac Group company (other than the Bank as policy distributor and WGIL) has any liability in connection with the policy or this brochure. The Bank does not guarantee payments under the policy. In some states if you select Quality Care or Premier Care Contents, the Domestic Workers Compensation cover is issued and guaranteed only by Allianz Australia Insurance Limited ABN 15 000 122 850. You should consider the PDS and FSG before making any decision in relation to Home and Contents Insurance. **8.** Westpac Financial Planners are not qualified to give tax advice. Your individual situation may differ and you should seek independent professional tax advice on any taxation matters. Westpac Financial Planners are representatives of Westpac Banking Corporation, AFSL No. 233714. **9.** Applicable charges for plan preparation and implementation must be paid before a \$150 cheque claim will be authorised by your planner. **10.** Payment of the Cash Bonus will be made into a nominated Westpac account belonging to the BT Super for Life account holder. Only one Cash Bonus payment applies per customer and can only be claimed under one package. BT reserves the right to withdraw or vary eligibility criteria and benefits at any time. BT Super for Life is issued by BT Funds Management Limited ABN 63 002 916 458, AFSL 233724 which is a member of the Westpac Group. An investment in BT Super for Life is not a deposit with, or any other liability of, Westpac Banking Corporation or any other company in the Westpac Group of companies. It is subject to investment risk, including possible delays in repayment or loss of income and principal invested. None of Westpac Banking Corporation or any of its related entities stands behind or otherwise guarantees the capital value or investment performance of BT Super for Life. Before deciding to invest in this product you should make sure you have read and understood the 'Things you should know' section above. If you are still in doubt or have any questions regarding our offering and your superannuation you should consult a licensed or appropriately authorised financial advisor. **11.** The earning and redemption of Altitude points (including available rewards and expiry of points) is subject to the Altitude Terms and Conditions, available at [altitude.rewards.com.au](http://altitude.rewards.com.au). Altitude points are not earned on cash advances. **12.** Margin loans may maximise losses as well as benefits. The Bank or BT Margin Lending representatives do not make any recommendations as to whether you should or should not act on this information and encourage you to speak with your Financial Advisor before making any decision. You should read BT Margin Lending documents and information available by visiting [www.bt.com.au](http://www.bt.com.au) or calling 1800 816 222. **13.** The access to Premium Research under this offer terminates on 30 June 2009, regardless of when you commenced access. **14.** Under this service, you cannot sell shares that you have registered with another broker. American Express® is a Registered Trademark of American Express Company. MasterCard® and the MasterCard Brand Mark are registered trademarks of MasterCard International Incorporated. Westpac Banking Corporation ABN 33 007 457 141.

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## Shareholders Benefits Package

rewarding our shareholders  
with offers on a range of  
Westpac products.



### note from Gail Kelly, Chief Executive Officer



#### Dear Shareholder,

I am pleased to bring to your attention a package of benefits that have been put together as the Westpac Shareholders Benefits Package.

Eligible shareholders have access to savings and offers for Everyday banking products, Home Loans, Insurance, Superannuation, Financial Advice and Investment Products.

The Package can also be accessed where the holding is in a company name and it allows your partner and/or your children access to discounted establishment fees on selected property loans.

Please take a few moments to review this brochure, which we suggest you keep with your shareholding information.