

## Community Investment (AUD) – Westpac Group Summary

|   | 2011               | 2010               | 2009              | 2008 <sup>4</sup> | 2007 <sup>4</sup> |
|---|--------------------|--------------------|-------------------|-------------------|-------------------|
| Australia (\$) <sup>1</sup>   | 149,333,216        | 111,106,066        | 79,060,347        | 56,455,078        | 51,723,422        |
| Westpac New Zealand (\$) <sup>2</sup>   | 4,979,526          | 4,569,040          | 4,851,914         | 6,872,204         | 6,424,841         |
| Pacific Banking (\$)  | 666,928            | 233,660            | 209,914           | 307,631           | n/a               |
| <b>Group Community Investment (\$) <sup>3</sup></b>   | <b>154,979,670</b> | <b>115,908,766</b> | <b>84,122,175</b> | <b>63,634,913</b> | <b>58,148,263</b> |
| Community investment as a % of operating profit before income tax (cash basis) (%) <sup>5</sup> | 1.72               | 1.37               | 1.24              | 1.20              | 1.15              |
| Operating profit before income tax (cash basis) (\$m)   | 9,024              | 8,482              | 6,791             | 5,310             | 5,061             |
| Community investment as a % of pre-tax profits (%)  | 1.82               | 1.44               | 1.38              | 1.22              | 1.13              |
| Pre-tax profit – Westpac Group (\$m)  | 8,514              | 8,038              | 6,096             | 5,219             | 5,148             |

<sup>1</sup> Data from 2009 onwards includes St. George Banking Group. This indicator is calculated in accordance with the Indicator Protocol Set for EC1 of the Global Reporting Initiative's G3 Sustainability Reporting Guidelines. This indicator applies a different accounting protocol to that used for Group annual reporting purposes.

<sup>2</sup> The exchange rate for NZD in 2011 was 1.30491 based on the average rate at 30 September 2011 (2010: 1.2609, 2009: 1.2266, 2008: 1.1935).

<sup>3</sup> Figures for 2009 and 2008 have been revised to align with the GRI indicator for Community Investment.

<sup>4</sup> 2007 and 2008 was previously disclosed for Australia only. Both years data have been restated to reflect the group total.

<sup>5</sup> New methodology adopted in March 2011 and retrospectively applied.

### 2011 Group Community Investment breakdown as set out in the Global Reporting Initiative's indicator EC1 for the Financial Services Sector

|   | 2011<br>\$         |
|---|--------------------|
| <b>Monetary contributions</b>                       |                    |
| Charitable gifts                                    | 23,137,685         |
| Matched giving                                      | 2,769,712          |
| Community partnerships (refer to breakdown below)   | 18,518,689         |
| <b>Total monetary contributions</b>                 | <b>44,426,086</b>  |
| <b>Time contributions</b>                           |                    |
| Volunteer time – Australia                          | 1,730,171          |
| Employee secondments                                | 158,063            |
| <b>Total time contributions</b>                     | <b>1,888,234</b>   |
| <b>In-kind contributions</b>                        |                    |
| Foregone fee revenue – not-for-profit organisations | 2,797,041          |
| Foregone fee revenue – other fee free accounts      | 102,668,422        |
| In-kind gifts or donations                          | 933,154            |
| <b>Total in-kind contributions</b>                  | <b>106,398,617</b> |
| <b>Management costs</b>                             | <b>2,266,733</b>   |
| <b>Group Total</b>                                  | <b>154,979,670</b> |

Community Factpac

*Community partnerships breakdown*

|                                  | 2011<br>\$        |
|----------------------------------|-------------------|
| Rescue services                  | 9,564,505         |
| Assisting Indigenous communities | 2,152,633         |
| Community investment/sponsorship | 2,318,364         |
| Environment                      | 438,109           |
| Numeracy and money skills        | 3,825,796         |
| Capacity building                | 219,282           |
| <b>Total</b>                     | <b>18,518,689</b> |

*Financial Education Courses*

(number of people who have completed courses)

|                     | 2011          |
|---------------------|---------------|
| Australia           | 9,731         |
| Westpac New Zealand | 25,547        |
| Pacific Banking     | 1,560         |
| <b>Total</b>        | <b>36,838</b> |

## Community Investment – Group Activities (all other business units)

|   | 2011              |            |
|---|-------------------|------------|
|   | \$                | %          |
| <b>Monetary contributions</b>                       |                   |            |
| Charitable gifts <sup>1</sup>                       | 21,048,060        | 73         |
| Matched giving                                      | 2,666,641         | 9          |
| Community partnerships (refer to breakdown below)   | 2,235,870         | 8          |
| <b>Total monetary contributions</b>                 | <b>25,950,571</b> |            |
| <b>Time contributions</b>                           |                   |            |
| Volunteer time – Australia                          | 914,175           | 3          |
| Employee secondments                                | 130,408           | -          |
| <b>Total time contributions</b>                     | <b>1,044,583</b>  |            |
| <b>In-kind contributions</b>                        |                   |            |
| Foregone fee revenue – not-for-profit organisations | -                 |            |
| Foregone fee revenue – other fee free accounts      | -                 |            |
| In-kind gifts or donations                          | 862,356           | 3          |
| <b>Total in-kind contributions</b>                  | <b>862,356</b>    |            |
| <b>Management costs</b>                             | <b>893,389</b>    | <b>3</b>   |
| <b>Total</b>  | <b>28,750,899</b> | <b>100</b> |
| <b>Commercial sponsorships</b>                      | <b>2,371,125</b>  |            |

<sup>1</sup> \$20 million donation to Westpac Foundation. 2011 Annual Report includes this figure in 2010 due to differing accounting protocols applied.

### Community partnerships breakdown

|                                  | 2011             |
|----------------------------------|------------------|
|                                  | \$               |
| Rescue services                  | -                |
| Assisting Indigenous communities | 1,882,187        |
| Community investment/sponsorship | -                |
| Environment                      | 297,375          |
| Numeracy and money skills        | -                |
| Capacity building                | 56,308           |
| <b>Total</b>                     | <b>2,235,870</b> |

## Community Investment – Westpac Retail & Business Banking

|  | 2011              |            |
|--|-------------------|------------|
|  | \$                | %          |
| <b>Monetary contributions</b>                                    |                   |            |
| Charitable gifts   | 94,767            | -          |
| Matched giving   | -                 | -          |
| Community partnerships (refer to breakdown below)                | 11,293,866        | 12         |
| <b>Total monetary contributions</b>                              | <b>11,388,633</b> |            |
| <b>Time contributions</b>  |                   |            |
| Volunteer time – Australia                                       | 306,754           | -          |
| Employee secondments   | 22,178            | -          |
| <b>Total time contributions</b>                                  | <b>328,932</b>    |            |
| <b>In-kind contributions</b>                                     |                   |            |
| Foregone fee revenue – not-for-profit organisations <sup>1</sup> | 1,531,196         | 2          |
| Foregone fee revenue – other fee free accounts <sup>1</sup>      | 81,064,328        | 86         |
| In-kind gifts or donations                                       | -                 | -          |
| <b>Total in-kind contributions</b>                               | <b>82,595,524</b> |            |
| <b>Management costs</b>  | -                 | -          |
| <b>Total</b>   | <b>94,313,089</b> | <b>100</b> |
| <b>Commercial sponsorships</b>                                   | <b>5,183,122</b>  |            |

<sup>1</sup> Recalculated figure due to new methodology introduced in 2011.

### Community partnerships breakdown

|   | 2011              |
|---|-------------------|
|   | \$                |
| Rescue services                               | 7,321,725         |
| Assisting Indigenous communities <sup>1</sup> | 105,168           |
| Community investment/sponsorship              | 512,472           |
| Environment                                   | -                 |
| Numeracy and money skills                     | 3,354,501         |
| Capacity building                             | -                 |
| <b>Total</b>                                  | <b>11,293,866</b> |

<sup>1</sup> Westpac Retail & Business Banking employee secondments in Indigenous communities.

## Community Investment – St.George Banking Group<sup>1</sup>

|  | 2011              |            |
|--|-------------------|------------|
|  | \$                | %          |
| <b>Monetary contributions</b>                                    |                   |            |
| Charitable gifts   | 1,000,000         | 4          |
| Matched giving   | -                 |            |
| Community partnerships (refer to breakdown below)                | 1,514,271         | 6          |
| <b>Total monetary contributions</b>                              | <b>2,514,271</b>  |            |
| <b>Time contributions</b>  |                   |            |
| Volunteer time – Australia                                       | 116,554           | -          |
| Employee secondments   | 5,477             | -          |
| <b>Total time contributions</b>                                  | <b>122,031</b>    |            |
| <b>In-kind contributions</b>                                     |                   |            |
| Foregone fee revenue – not-for-profit organisations <sup>2</sup> | 1,250,782         | 5          |
| Foregone fee revenue – other fee free accounts <sup>2</sup>      | 21,601,094        | 82         |
| In-kind gifts or donations                                       | 70,798            | -          |
| <b>Total in-kind contributions</b>                               | <b>22,922,674</b> |            |
| <b>Management costs</b>  | <b>710,252</b>    | <b>3</b>   |
| <b>Total</b>   | <b>26,269,228</b> | <b>100</b> |
| <b>Commercial sponsorships</b>                                   | <b>7,830,986</b>  |            |

<sup>1</sup> Includes St George Bank, Bank SA & Bank of Melbourne.

<sup>2</sup> Recalculated figure due to new methodology introduced in 2011.

### Community partnerships breakdown

|   | 2011             |
|---|------------------|
|   | \$               |
| Rescue services                               |                  |
| Assisting Indigenous communities <sup>1</sup> | 165,278          |
| Community investment/sponsorship              | 1,179,194        |
| Environment                                   | -                |
| Numeracy and money skills                     | 169,799          |
| Capacity building                             | -                |
| <b>Total</b>                                  | <b>1,514,271</b> |

<sup>1</sup> St.George Retail and Business Banking employee secondments in Indigenous communities.

## Community Investment – Westpac New Zealand

|  | 2011             |            |
|--|------------------|------------|
|  | NZ\$             | %          |
| <b>Monetary contributions</b>                                  |                  |            |
| Charitable gifts   | 1,295,101        | 20         |
| Matched giving   | 134,498          | 2          |
| Community partnerships <sup>1</sup> (refer to breakdown below) | 3,846,858        | 59         |
| <b>Total monetary contributions</b>                            | <b>5,276,457</b> |            |
| <b>Time contributions</b>                                      |                  |            |
| Volunteer time – New Zealand                                   | 512,419          | 8          |
| Employee secondments   | -                | -          |
| <b>Total time contributions</b>                                | <b>512,419</b>   |            |
| <b>In-kind contributions</b>                                   |                  |            |
| Foregone fee revenue – not-for-profit organisations            | -                | -          |
| Foregone fee revenue – other fee free accounts                 | -                | -          |
| In-kind gifts or donations                                     | -                | -          |
| <b>Total in-kind contributions</b>                             | <b>-</b>         | <b>-</b>   |
| <b>Management costs</b>  | <b>708,908</b>   | <b>11</b>  |
| <b>Total</b>   | <b>6,497,784</b> | <b>100</b> |
| <b>Commercial sponsorships</b>                                 | <b>2,670,425</b> |            |

<sup>1</sup> Includes one off NZ\$1 million donation by Westpac to victims of Christchurch Earthquake.

### Community partnerships breakdown

|                                  | 2011<br>NZ\$     |
|----------------------------------|------------------|
| Rescue services                  | 2,926,603        |
| Assisting Indigenous communities | -                |
| Community investment/sponsorship | 601,901          |
| Environment                      | 180,660          |
| Numeracy and money skills        | 137,694          |
| Capacity building                | -                |
| <b>Total</b>                     | <b>3,846,858</b> |

Community Factpac

## Community Investment – Pacific Banking

|   | 2011           |            |
|---|----------------|------------|
|   | \$             | %          |
| <b>Monetary contributions</b>                               |                |            |
| Charitable gifts  | 2,367          | -          |
| Matched giving  | 2,601,320      |            |
| Community partnerships (refer to breakdown below)           | 526,672        | 79         |
| <b>Total monetary contributions</b>                         | <b>529,039</b> |            |
| <b>Time contributions</b>                                   |                |            |
| Volunteer time – Australia                                  |                |            |
| Employee secondments  |                |            |
| <b>Total time contributions</b>                             |                |            |
| <b>In-kind contributions</b>                                |                |            |
| Foregone fee revenue – not-for-profit organisations         | 15,063         | -          |
| Foregone fee revenue – other fee free accounts <sup>1</sup> | 3,000          | -          |
| In-kind gifts or donations                                  |                |            |
| In-kind gifts or donations                                  | -              | -          |
| <b>Total in-kind contributions</b>                          | <b>18,063</b>  | <b>3</b>   |
| <b>Management costs</b>                                     | <b>119,826</b> | <b>18</b>  |
| <b>Total</b>  | <b>666,928</b> | <b>100</b> |
| <b>Commercial sponsorships</b>                              | <b>95,880</b>  |            |

<sup>1</sup> Recalculated figure due to new methodology introduced in 2011.

### Community partnerships breakdown

|                                  | 2011           |
|----------------------------------|----------------|
|                                  | \$             |
| Rescue services                  | -              |
| Assisting Indigenous communities | -              |
| Community investment/sponsorship | 165,436        |
| Environment                      | 2,287          |
| Numeracy and money skills        | 195,975        |
| Capacity building                | 162,974        |
| <b>Total</b>                     | <b>526,672</b> |