

Financial Factpac

**Westpac Group – financial performance<sup>1</sup>**

	2011	2010	2009	2008	2007
Net profit attributed to equity holders (\$m)	6,991	6,346	3,446	3,859	3,451
Earnings per share (cents)	233.0	214.2	125.3	206.0	186.9
Dividends per ordinary share (cents)	156	139	116	142	131
Return on average ordinary equity (%)	17.8	17.4	10.8	23.1	23.5
Operating expenses to operating income ratio (%)	43.8	43.9	43.4	47.0	45.4

<sup>1</sup> The above information has been extracted from the five year summary published on page 78 of the Westpac Group Annual Report 2011.

**Market price to net tangible assets**

	2011	2010	2009	2008	2007
Share price (\$)	20.34	23.24	26.25	21.48	28.50
Net tangible assets per share (\$)	9.96	8.96	7.89	7.71	7.00
Ratio of share price divided by the net tangible assets per share	2.04	2.59	3.33	2.79	4.07

**Profits and assets by region**

	Aust. \$m	New Zealand \$m	Other \$m	Group Total \$m
Profit by region (net profit after tax)	6,353	617	21	6,991
Assets by region	519,610	60,248	90,370	670,228

**Operating income by business unit**

	2011 \$m
Westpac RBB	6,417
Westpac Institutional Bank	3,057
St.George Banking Group	3,369
BT Financial Group	1,853
New Zealand Banking	1,275
Other	1,152
<b>Total</b>	<b>17,123</b>

**Value generation<sup>1,2</sup>**

	2011 \$m	2010 \$m	2009 \$m
Net interest income	11,996	11,842	11,646
Commissions and services net income	2,568	2,469	2,637
Trading operations net income	558	797	901
Life insurance and management net income	1,463	1,394	1,216
Other income	328	408	105
Net operating income	16,913	16,910	16,505
Supplier and non-salary input costs	(3,637)	(3,666)	(3,714)
<b>Gross value add</b>	<b>13,276</b>	<b>13,244</b>	<b>12,791</b>

<sup>1</sup> This five year summary is prepared in accordance with AIFRS. Where accounting classifications have changed or where changes in accounting policy are adopted retrospectively, comparatives have been revised and may differ from results previously reported.

<sup>2</sup> The above income statement extracts for 2011, 2010 and 2009 are derived from the consolidated financial statements included in the Westpac Group Annual Report 2011 and prior years are derived from financial statements previously published.

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*Value distribution*

	2011	2010	2009
	\$m	\$m	\$m
Dividends	4,561	3,760	3,059
Taxes	1,455	1,626	2,579
Salaries and bonuses	3,125	3,108	2,972
Community investment <sup>1</sup>	135	136	84
Depreciation and write-offs	1,502	1,962	3,639
<b>Gross value distributed</b>	<b>13,276</b>	<b>13,244</b>	<b>12,791</b>
<b>Economic value retained</b>	<b>2,498</b>	<b>2,652</b>	<b>458</b>

<sup>1</sup> The Community Investment in 2010 was revised to include a one-off \$20 million contribution to the Westpac Foundation.