

Supplier Factpac

Suppliers – Group Performance

Total supply chain spend

	2011 \$bn	2010 \$bn	2009 \$bn	2008 \$bn	2007 \$bn
Australia	4.61	4.39	4.17	2.70	3.00
New Zealand	0.36	0.40	0.36	n/a	n/a
Pacific Banking ¹	0.02	0.01	0.01	n/a	n/a

¹ Includes only spend captured through Group reporting systems. Excludes in-country spend.

Sustainability action plans

	2011	2010	2009	2008	2007
Australia¹					
Number completed during the reporting year	12	19	9	16	10
Number agreed to and in progress	59	42	54	33	29 ²
Number pending	34	11	4	4	4

¹ Due to improvements in the supplier communication and follow-up process, we have seen an increase in the volume of suppliers submitting/due to submit Sustainability Action Plans in 2011.

² Includes two plans from a pilot of the Code of Conduct for smaller suppliers.

Self-assessment of top suppliers against the Westpac Group's SSCM Policy

	2011 %	2010 %	2009		2008 %	2007 %
			St.George %	Westpac %		
Australia						
Top 150 suppliers self-assessed	92	86	70	94	94	85
Associated spend assessed	99	98	91	99	99	94

Supplier validations – validations to ensure the integrity of Westpac Group's SSCM Policy

	2011	2010	2009	2008	2007
Australia					
Internal validation	25	24	34	20	8
External validation	5	5	4	1	4

Supplier market data

The intent of reporting supplier performance in SSCM assessments is not directly related to Westpac's sustainability performance, however it provides market data on the sustainability performance year-on-year.

Average score by industry group in (self-assessed) SSCM Questionnaire

	2011 %	2010 %	2009 %	2008 %	2007 %
Westpac benchmark	97	97	97	97	95
Professional services	52	53	52	52	50
Training and logistics	64	71	68	69	69
IT&T	56	55	61	54	54
Marketing, outsourcing and staff expenses	61	60	69	59	55
Property services	59	58	58	57	57

Supplier (self-assessed) compliance with the SSCM Code of Conduct

	2011 %	2010 %	2009 %	2008 %	2007 %
Australia					
Suppliers fully compliant	74	72	69	66	n/a
Suppliers partially compliant	26	28	31	34	n/a
Pacific Banking					
Suppliers fully compliant	79	73	73	n/a	n/a
Suppliers partially compliant	21	27	27	n/a	n/a