

Financial Factpac

Financial – Westpac Group<sup>1</sup>

	2014	2013	2012	2011	2010
Net profit attributed to equity holders (\$m)	7,561	6,751	5,936	6,991	6,346
Earnings per share (cents)	243.7	218.3	194.7	233.0	214.2
Dividends per ordinary share (cents)	182	174	166	156	139
Return: Return on average ordinary equity (%)	16.3	15.2	13.9	17.8	17.4
Efficiency: Operating expenses to operating income ratio (%)	42.9	42.9	44.2	43.8	43.9

<sup>1</sup> The above information has been extracted from the five year summary published on page 84 of the 2014 Westpac Group Annual Report.

Market price to net tangible assets

	2014	2013	2012	2011	2010
Share price (\$)	32.14	32.73	24.85	20.34	23.24
Net tangible assets per share (\$)	11.57	11.09	10.49	9.96	8.96
Ratio of share price divided by the net tangible assets per share	2.78	2.95	2.37	2.04	2.59

Profits and assets by region

	Australia	New Zealand	Other	Group Total
Net profit after tax (\$m)	6,454	931	176	7,561
Total assets (\$m)	652,656	71,331	46,855	770,842

Profits and assets by business unit

	WRBB	SGB	BTFG	WIB	NZ	WP <sup>1</sup>
Net profit after tax (\$m)	2,582	1,455	873	1,468	790	122
Total assets (\$m)	276.5	175.4	31.8	118.9	65.9	3.3

<sup>1</sup> WP - Westpac Pacific.

Divisional contributions (cash earnings basis)

	WRBB	SGB	BTFG	WIB	NZ	WP <sup>1</sup>	Other <sup>2</sup>	Total
Operating income (\$m)	7,361	4,055	2,654	3,161	1,893	292	404	19,820
Operating expenses (\$m)	(3,233)	(1,560)	(1,322)	(1,207)	(776)	(99)	(49)	(8,246)
Cash Earnings (\$m)	2,582	1,580	895	1,468	790	122	191	7,628

<sup>1</sup> WP - Westpac Pacific.

<sup>2</sup> Other is Group Businesses.

Other divisional metrics

	WRBB	SGB	BTFG	WIB	NZ	WP <sup>1</sup>
Deposits (\$bn)	163.3	93.5	22.4	77.3	44.1	2.7
Net loans (\$bn)	270.6	168.4	15.9	66.2	57.7	1.8
Expense to income ratio <sup>2</sup> (%)	43.9	38.5	49.8	38.2	41.0	33.9

<sup>1</sup> WP - Westpac Pacific.

<sup>2</sup> Cash earnings basis.

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**Value generation (\$m)**<sup>1,2</sup>

	2014	2013	2012	2011	2010
Net interest income	13,542	12,821	12,502	11,996	11,842
Total fees and commissions	2,926	2,723	2,630	2,568	2,469
Trading income	1,017	1,069	850	558	797
Life insurance and funds management net operating income	2,000	1,738	1,613	1,463	1,394
Other income	452	244	388	328	408
Net operating income	19,937	18,595	17,983	16,913	16,910
Supplier and non-salary input costs	(3,928)	(3,873)	(3,933)	(3,637)	(3,666)
Gross value add	16,009	14,722	14,050	13,276	13,244
<b>Value distribution</b>					
Dividends and comprehensive income attributable to non-controlling interest	5,901	5,633	4,990	4,561	3,760
Income tax expense	3,115	2,947	2,812	1,455	1,626
Salaries and bonuses	3,605	3,292	3,272	3,125	3,108
Community investment	217	131	133	135	136
Depreciation and impairment charges	1,447	1,527	1,831	1,502	1,962
<b>Economic value retained</b>	1,724	1,192	1,060	2,498	2,652
<b>Total</b>	16,009	14,722	14,098	13,276	13,244

<sup>1</sup> This financial summary is prepared in accordance with AFRS. 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 2014, 2013 and 2012 are derived from the consolidated financial statements included in the 2014 Westpac Group Annual Report and prior years are derived from financial statements previously published.