



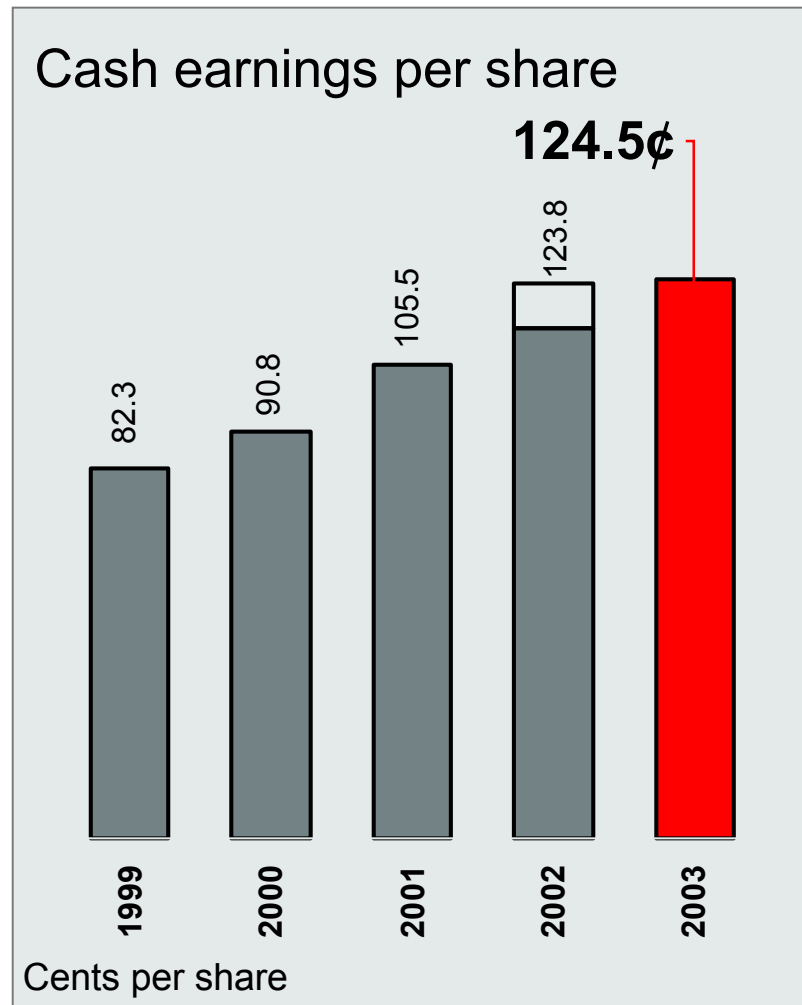
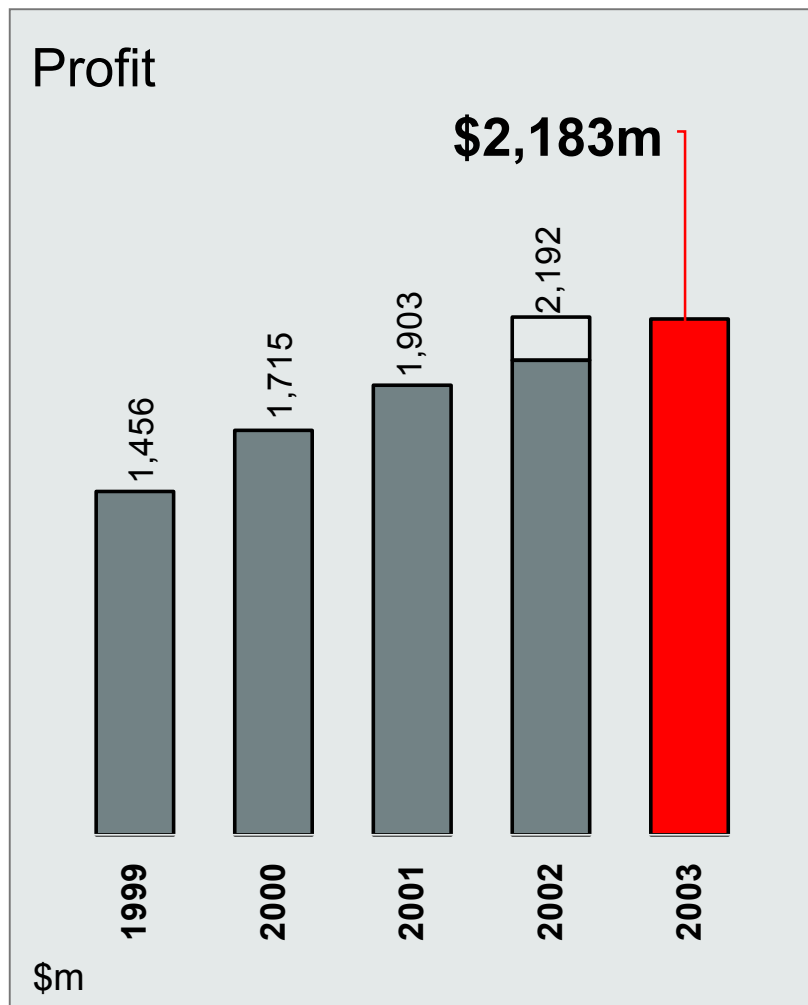
Australia's First Bank

# Annual General Meeting

Leon Davis  
Chairman

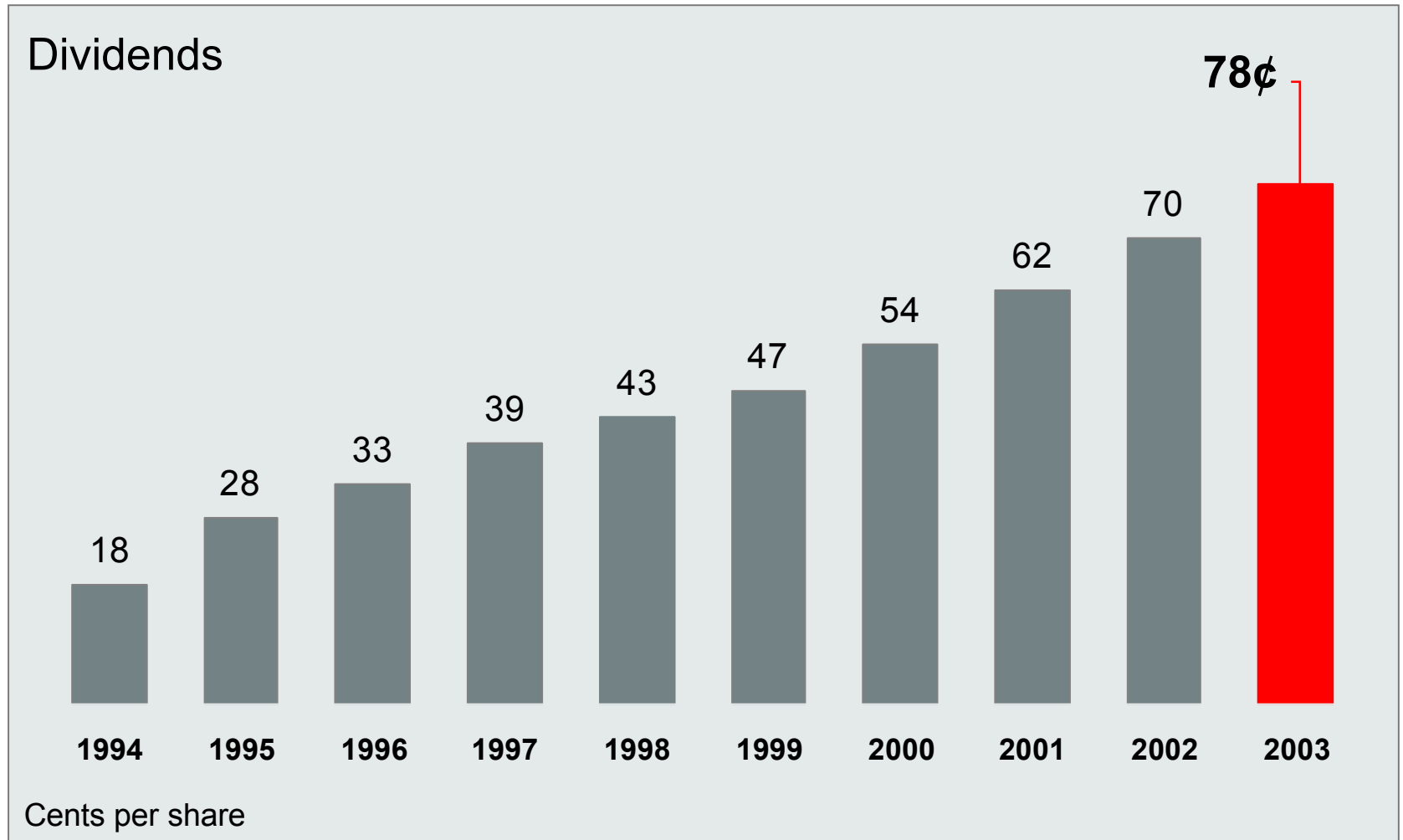
11 December 2003

# Financial highlights

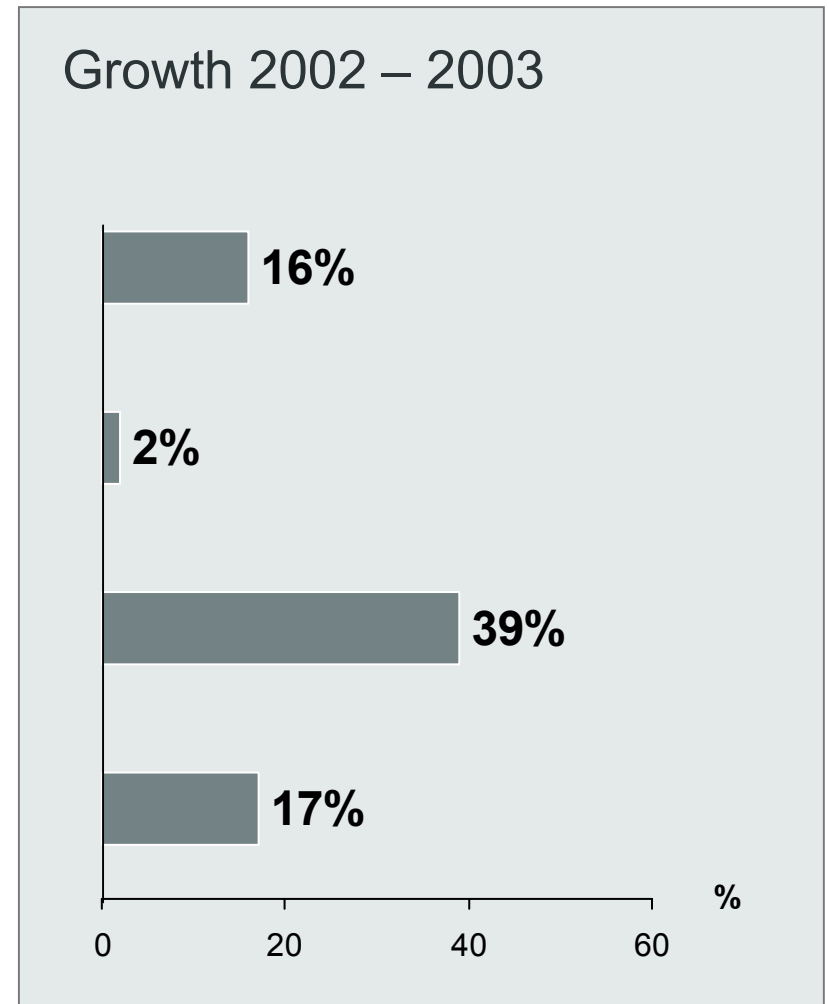
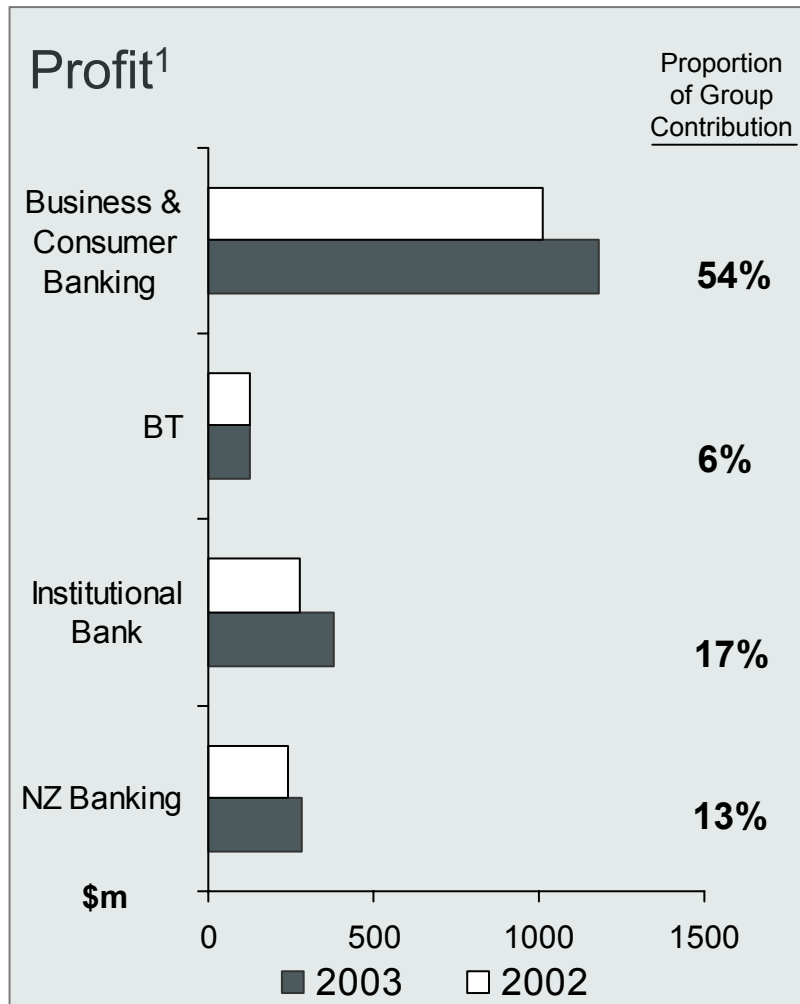


□ Impact of significant items in 2002

# Dividends

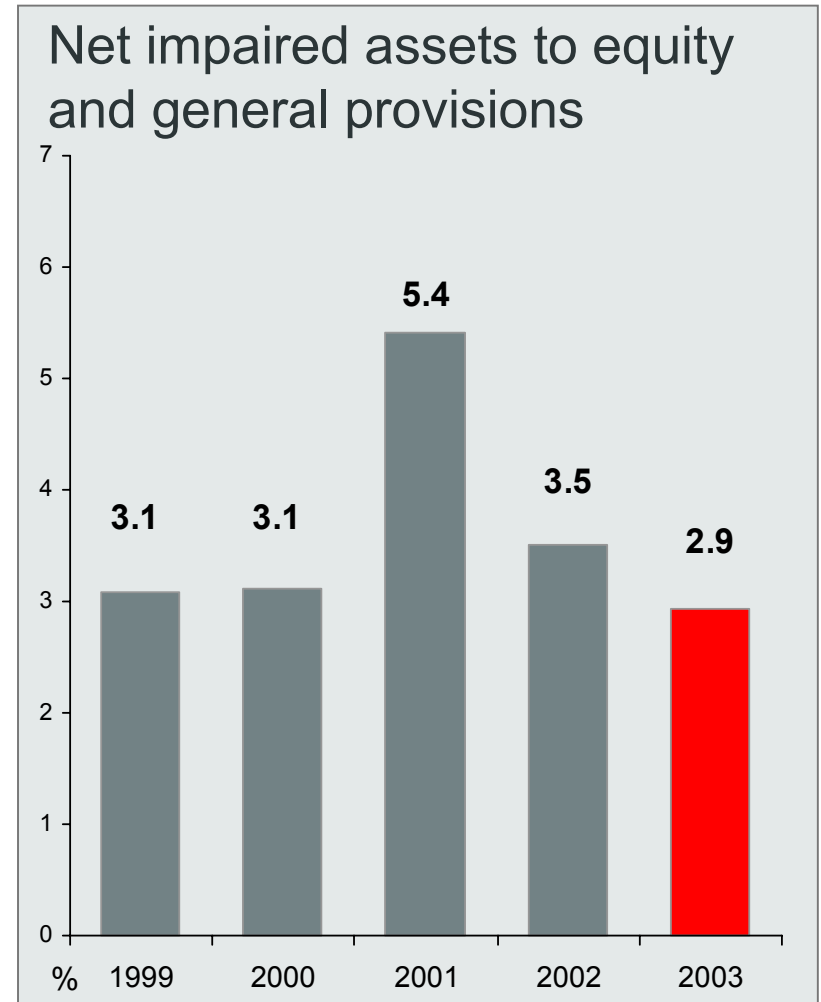
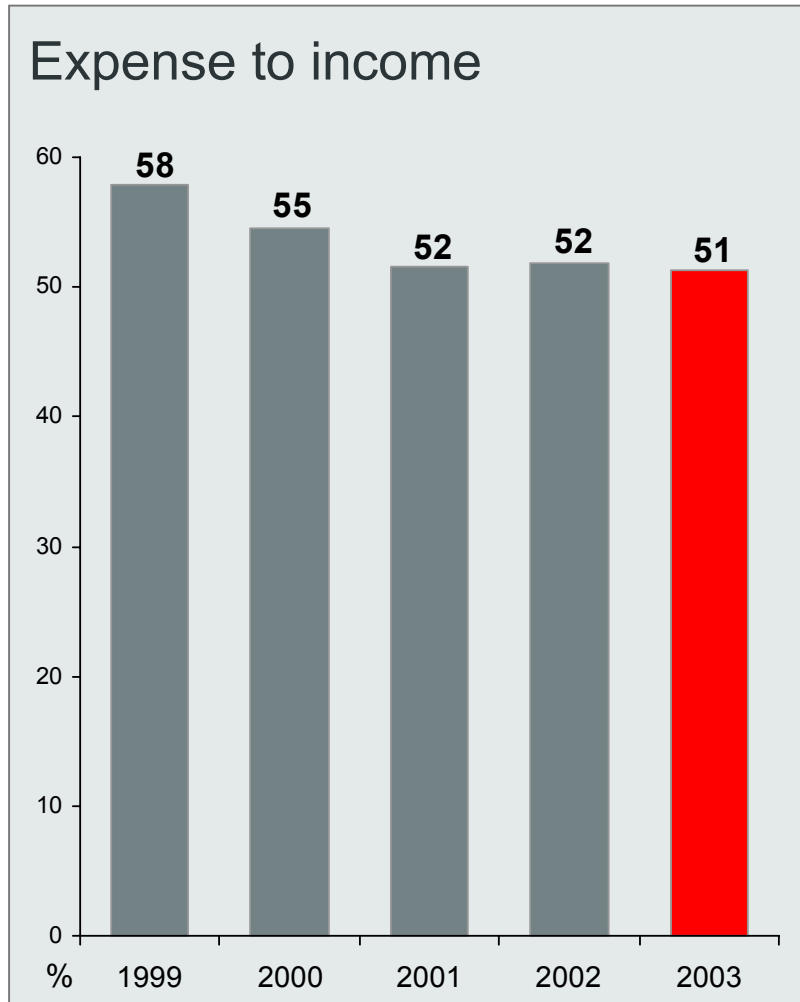


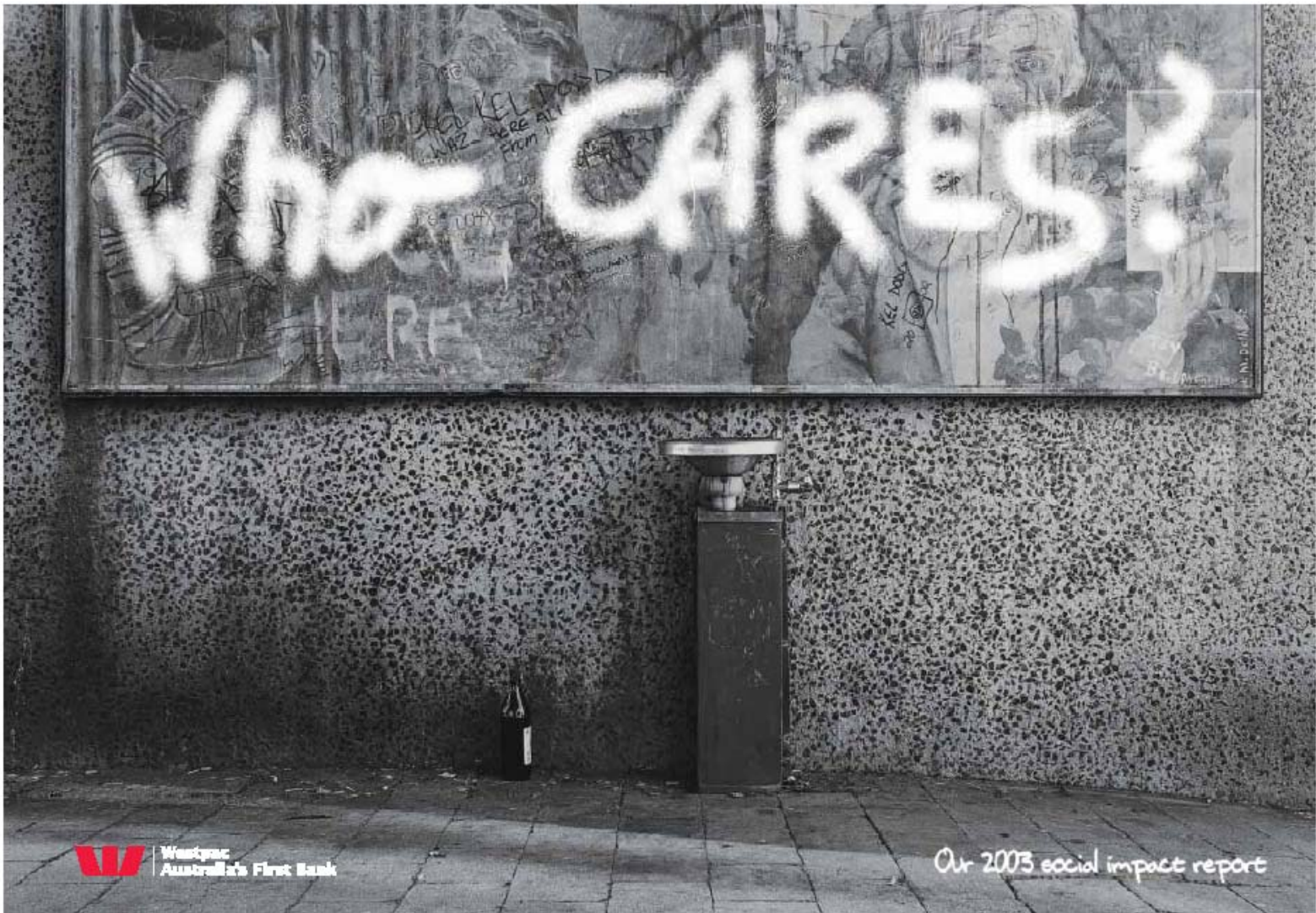
# All businesses contributing



<sup>1</sup> Excluding significant items

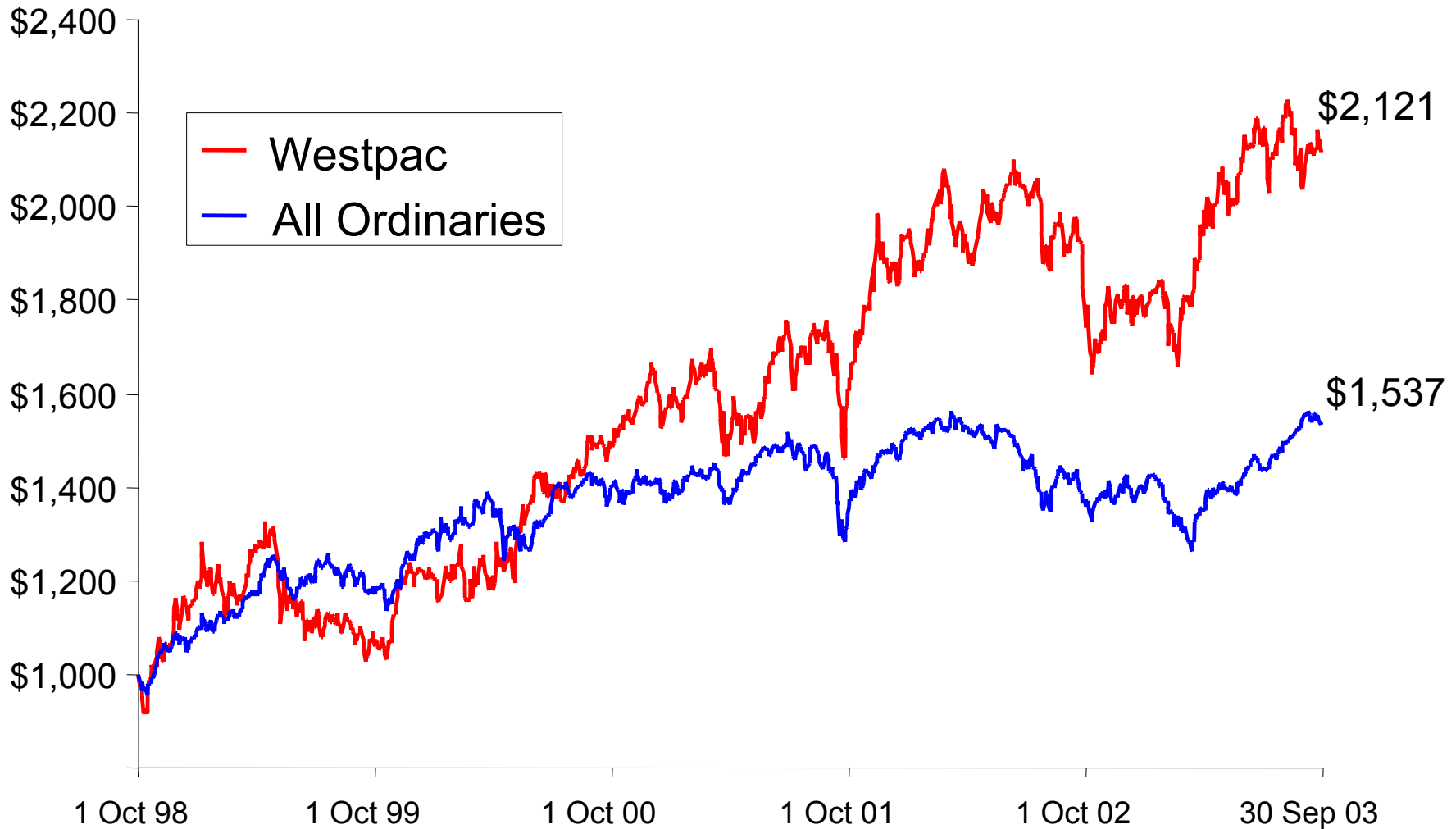
# Efficiency and asset quality





# Share performance

Total shareholder return on \$1,000 invested on 1 October 1998





Australia's First Bank

# Annual General Meeting

David Morgan  
Chief Executive Officer

11 December 2003



In a great service organisation the customer only has to **ask once.**



Westpac 2003 Corporate Annual Report

SIMPLE THINGS



# Vision and mission

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## Vision

'To be a great Australasian company'

A great place to work

A superior customer experience

First quartile shareholder returns

A good corporate citizen

## Mission

'To be at the forefront for service in our industry by September 2005.'

# The service-profit chain

## Service-profit chain





Australia's First Bank

# Annual General Meeting

11 December 2003

# Item 1: Financial reports

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## Item 2. Election of Directors

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- Helen Lynch
- Carolyn Hewson
- Peter Wilson

## Resolution 2(a): Election of Ms H.A. Lynch

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Votes directed in favour	789,969,933
Votes directed against	14,266,854
Undirected votes at disposal of the Board	68,090,370
Undirected votes at disposal of other people	1,873,508
Total votes available	874,200,665
Abstain	7,825,908

Note: These figures relate to the proxies lodged 48 hours prior to the meeting.



## Resolution 2(b): Election of Ms C.J. Hewson

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Votes directed in favour	793,922,963
Votes directed against	13,860,063
Undirected votes at disposal of the Board	68,037,439
Undirected votes at disposal of other people	1,882,483
Total votes available	877,702,948
Abstain	4,324,359

Note: These figures relate to the proxies lodged 48 hours prior to the meeting.

## Resolution 2(c): Election of Mr P.D. Wilson

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Votes directed in favour	790,071,302
Votes directed against	17,092,283
Undirected votes at disposal of the Board	68,385,652
Undirected votes at disposal of other people	1,896,672
Total votes available	877,445,909
Abstain	4,530,299

Note: These figures relate to the proxies lodged 48 hours prior to the meeting.

## Item 3: Grant of securities to Chief Executive Officer

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- The grant of performance options and performance rights;
- The allotment of a maximum of 3,568,834 fully paid ordinary shares; and
- To give effect to the Chief Executive Securities Agreement 2003.

## Resolution 3: Grant of securities to Chief Executive Officer

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Votes directed in favour	751,055,178
Votes directed against	55,126,605
Undirected votes at disposal of the Board	55,058,670
Undirected votes at disposal of other people	1,876,155
Total votes available	863,116,608
Abstain	7,123,885

Note: These figures relate to the proxies lodged 48 hours prior to the meeting.

## Item 4: Non-executive Directors' Remuneration

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- Increase in the yearly maximum sum available to the Non-executive Directors from \$1.5 million to \$2.5 million.

## Resolution 4: Non-executive Directors' Remuneration

---

Votes directed in favour	734,533,503
Votes directed against	70,084,434
Undirected votes at disposal of the Board	54,330,283
Undirected votes at disposal of other people	1,815,409
Total votes available	860,763,629
Abstain	9,419,425

Note: These figures relate to the proxies lodged 48 hours prior to the meeting.

## Item 5: The Westpac Foundation: Indemnity for Trustees

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- Grant an indemnity to each Director and former Director of Westpac who, at Westpac's request, holds office as a trustee of the Westpac Foundation from time to time.

## Resolution 5: The Westpac Foundation: Indemnity for Trustees

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Votes directed in favour	790,501,456
Votes directed against	9,133,854
Undirected votes at disposal of the Board	54,422,031
Undirected votes at disposal of other people	1,895,029
Total votes available	855,952,370
Abstain	9,639,646

Note: These figures relate to the proxies lodged 48 hours prior to the meeting.



# Disclaimer

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The material contained in this presentation is intended to be general background information on Westpac Banking Corporation and its activities.

The information is supplied in summary form and is therefore not necessarily complete. Also, it is not intended that it be relied upon as advice to investors or potential investors, who should consider seeking independent professional advice depending upon their specific investment objectives, financial situation or particular needs.