

## FIVE YEAR SUMMARY

### FINANCIAL AND OTHER INFORMATION<sup>1</sup> (in \$millions unless otherwise indicated)

	2018	2017	2016	2015	2014
<b>Income statements for the years ended 30 September</b>					
Net interest income	16,505	15,516	15,148	14,267	13,542
Non-interest income	5,628	6,286	5,837	7,375	6,395
Net operating income before operating expenses and impairment charges	22,133	21,802	20,985	21,642	19,937
Operating expenses	(9,692)	(9,434)	(9,217)	(9,473)	(8,547)
Impairment charges	(710)	(853)	(1,124)	(753)	(650)
Profit before income tax	11,731	11,515	10,644	11,416	10,740
Income tax expense	(3,632)	(3,518)	(3,184)	(3,348)	(3,115)
Profit attributable to non-controlling interests	(4)	(7)	(15)	(56)	(64)
Net profit attributable to owners of Westpac Banking Corporation	8,095	7,990	7,445	8,012	7,561
Cash earnings adjustments	(30)	72	377	(192)	67
Cash earnings <sup>2</sup>	8,065	8,062	7,822	7,820	7,628
<b>Financial position and key financial ratios</b>					
<b>Balance sheet as at 30 September</b>					
Total assets	879,592	851,875	839,202	812,156	770,842
Total shareholders' equity and non-controlling interests	64,573	61,342	58,181	53,915	49,337
<b>Business performance</b>					
Operating expenses to operating income ratio (%)	43.8	43.3	43.9	43.8	42.9
Net interest margin (%)	2.13	2.06	2.10	2.09	2.09
<b>Capital adequacy</b>					
Common equity tier 1 capital ratio – APRA Basel III (%)	10.6	10.6	9.5	9.5	9.0
Tier 1 capital ratio (%)	12.8	12.7	11.2	11.4	10.6
Total capital ratio (%)	14.7	14.8	13.1	13.3	12.3
Total equity to total assets (%)	7.3	7.2	6.9	6.6	6.4
<b>Credit quality</b>					
Net impaired assets to equity and collectively assessed provisions (%)	1.1	1.3	1.8	1.8	2.5
Total impairment provisions to total loans (basis points)	43	45	54	53	60
<b>Shareholder value</b>					
Dividends per ordinary share (cents)	188	188	188	187	182
Dividend payout ratio (%) <sup>3</sup>	79.3	79.3	84.2	73.4	74.7
Dividend payout ratio – cash earnings (%) <sup>3</sup>	79.9	78.7	80.3	75.4	74.2
Cash earnings on average ordinary equity (%)	13.0	13.8	14.0	15.8	16.4
Cash earnings per share (cents)	236.2	239.7	235.5	248.2	245.4
Net tangible assets per ordinary share <sup>4</sup> (\$)	15.39	14.66	13.90	13.02	11.51
Share price as at 30 September (\$)	27.93	31.92	29.51	29.70	32.14

1. The Summary Income Statement and the Balance Sheet information and key financial ratios (excluding cash ratios) have been extracted from the Westpac 2018 audited Annual Report. For more detail please refer to the Westpac 2018 Annual Report, available at [www.westpac.com.au/investorcentre](http://www.westpac.com.au/investorcentre).

2. Cash earnings is viewed as a measure of the level of profit that is generated by ongoing operations and is therefore considered in assessing distributions, including dividends. For more detail refer to the Westpac 2018 Annual Report.

3. Excludes special dividends.

4. Total equity attributable to owners of Westpac, after deducting intangible assets divided by the number of ordinary shares outstanding, less treasury shares held. Comparatives have been restated for changes in accounting policies. For more detail refer to the Westpac 2018 Annual Report.

NON-FINANCIAL SUMMARY<sup>1,2</sup>

	2018	2017	2016	2015	2014
<b>Customer</b>					
Total customers (millions)	14.2	13.9	13.4	13.2	12.9
Digitally active customers (millions)	5.6	5.3	4.9	4.9	4.7
Branches	1,204	1,251	1,310	1,429	1,534
Branches with 24/7 capability (%)	33	29	27	22	15
ATMs	3,222	3,665	3,757	3,850	3,890
Smart ATMs (%)	47	44	37	31	24
Change in consumer compliments (%) - Australia	(23)	19	38	-	-
Change in consumer complaints (%) - Australia	12	(18)	(31)	(28)	(20)
Change in consumer complaints (%) - NZ	(16)	(21)	(7)	(18)	(16)
<b>Employees</b>					
Total employees (full-time equivalent)	35,029	35,096	35,580	35,484	36,596
Employee voluntary attrition (%)	10.0	9.6	10.6	10.6	9.8
New starter retention (%)	84.1	84.7	85.5	85.3	88.0
Employee engagement index (%)	-	79	69	-	-
Lost Time Injury Frequency Rate (LTIFR)	0.4	0.6	0.8	0.8	1.1
Women as percentage of the total workforce (%)	57	58	58	59	59
Women in leadership (%)	50	50	48	46	44
<b>Environment</b>					
Total Scope 1 and 2 emissions - Aust and NZ (tonnes CO <sub>2</sub> -e)	125,973	131,723	154,339	173,437	175,855
Total Scope 3 emissions - Aust and NZ (tonnes CO <sub>2</sub> -e)	64,804	68,415	63,016	67,899	73,871
Paper consumption - Aust and NZ (tonnes)	2,189	2,706	3,304	4,857	5,334
<b>Sustainable lending and investment</b>					
Climate change solutions attributable financing - Aust and NZ (\$m)	9,113	6,979	6,193	6,054	7,978
Proportion of electricity generation financing in renewables including hydro - Aust and NZ (%)	71	65	59	61	59
Electricity generation portfolio emissions intensity (tonnes CO <sub>2</sub> -e/MWh)	0.28	0.36	0.38	0.38	0.41
Finance assessed under the Equator Principles - Group (\$m)	773	891	617	1,065	851
<b>Social Impact</b>					
Community investment excluding commercial sponsorships (\$m)	131	164	148	149	217
Community investment as a percentage of pre-tax profits - Group (%)	1.11	1.42	1.39	1.30	2.02
Community investment as a percentage of pre-tax operating profit (cash earnings basis)	1.12	1.41	1.32	1.33	1.99
Financial education (number of participants)	133,844	112,263	59,596	65,538	49,812
<b>Supply chain</b>					
Number of suppliers assessed against Responsible Sourcing Code of Conduct	100	31	-	-	-
Spend with Indigenous Australian suppliers - Australia (\$m)	3.8	2.5	1.6	1.2	-

1. Definitions and further information on metrics is available in the 2018 Westpac Annual Report and online at [www.westpac.com.au/investorcentre](http://www.westpac.com.au/investorcentre).

2. An expanded set of performance metrics for employees, customer, sustainable lending and investment, environment, supplier and social and economic impact are available in 2018 Westpac Sustainability Performance Report and online at [2018annualreport.westpacgroup.com.au](http://2018annualreport.westpacgroup.com.au).