

Celebrating 200 years



7 April, 2017

Dear Shareholder,

The 8<sup>th</sup> of April, 2017 marks Westpac's 200<sup>th</sup> anniversary as Australia's first bank, and oldest company. As an owner of Westpac, you share in the proud story of our company: indeed many of our shareholders' family holdings have passed through generations.

Given your support, I wanted to share with you an overview of how we are marking this significant milestone with a number of gifts designed to help Australia continue to thrive in our third century of business.

The Westpac story is the red thread that winds through the tapestry of history in Australia and New Zealand.

Two centuries ago, Governor Lachlan Macquarie had the foresight to call for the creation of a local currency—and a bank to issue it—to support the development of a private economy in the fledgling colony of New South Wales. On the 8<sup>th</sup> of April, 1817 three employees of the Bank of New South Wales opened the doors to our first customer in a property owned by Mary Reibey, around 200 metres from where today the ferries dock at Sydney's Circular Quay.

Since then we have continued to support the growth of trade and commerce in Australia and New Zealand.

There have been the inevitable ups and downs but just as these nations have grown and adapted, so too has the Bank of New South Wales—now called Westpac.

Today, our 40,000 people serve over 13 million customers across Australia and New Zealand. We are Australia's second largest company, with a market capitalisation of over \$100 billion. And you are one of more than 600,000 shareholders owning over three billion shares in Westpac.

Our company is in excellent shape: we are strong across all key financial dimensions; our service strategy sets us up well for a changing environment; and we're continuing to manage the business for the long term—with the goal of building customer relationships that last decades, if not centuries.

### Marking our bicentenary with more possibility

As a bank, our success has always been closely tied to the success of our customers and of the communities in which we operate. And so as we celebrate our first 200 years we are also

taking this opportunity to invest in the individuals, businesses, and community organisations that will shape our region's future. These initiatives include:

**200 Westpac scholars:** Through our \$100 million Westpac Bicentennial Foundation, we have now awarded our 200<sup>th</sup> scholarship—backing tomorrow's leaders and those individuals with the ability to shape Australia's future. This landmark initiative is a perpetual gift to the nation, supporting 100 scholars a year, forever.

**200 Businesses of Tomorrow:** This program recognises 200 promising Australian businesses that highlight potential areas of growth for our economy, providing both direct financial and non-financial support as well as mentoring from some of Australia's leading business people.

**200 Community Grants:** Westpac Foundation is doubling its support this year for community organisations who are leading the way in creating fairer, more inclusive communities – helping them to solve some of Australia's most complex social problems.

**\$200 for our new born Australians:** Our "Bump" campaign will provide a savings account pre-funded with \$200 to every eligible Australian born in 2017, which they can access when they turn 16. This will help our next generation and their families start their savings plans on the right foot—helping them to ultimately enjoy the same quality of life to which we all aspire.

You can read more about these and other initiatives on our [website](#).

## 200 Years – The Westpac Story

As a tribute to our people, customers, shareholders, and community partners we have published a book of their stories spanning back over 200 years. It's a great read, highlighting the people and incidents that have shaped this company and indeed the Australian economy. The book is available online and I encourage you to take a look [here](#).

## Thank you

On a personal note, I would like to thank you for your support and belief in our company. With the continued support of shareholders like you, and through the ongoing dedication of our people to helping their customers and communities to prosper and grow, you have my commitment that we at Westpac will continue to adapt, to innovate, and to build the value of the Westpac Group through our third century of business.

With warm regards,



**Brian Hartzer**  
Chief Executive Officer  
Westpac Group