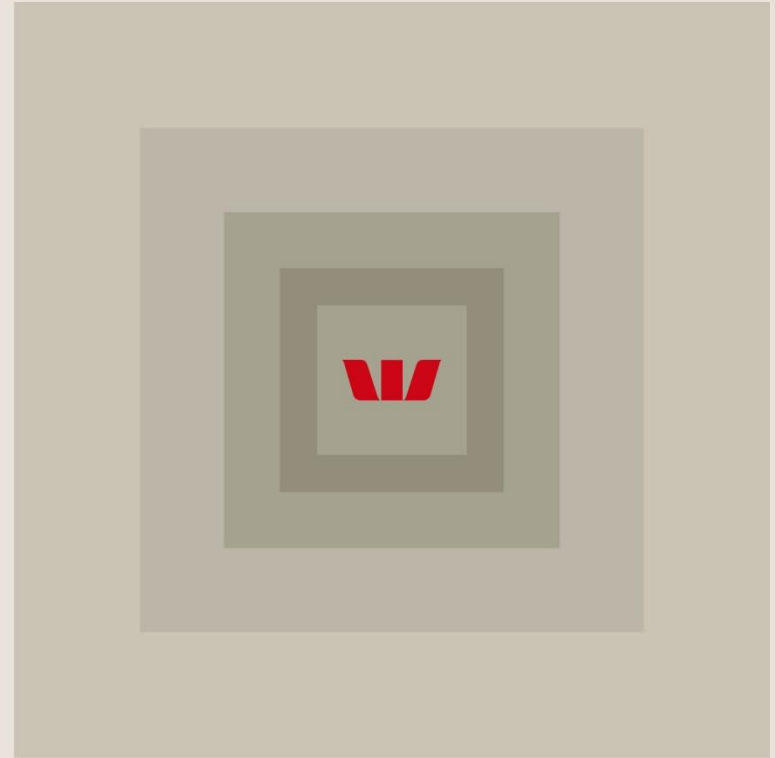


**“Helping you grow
your business”**

Ian Hankins

Head of Business Bank

13 March 2015



To be one of the world's great companies for *helping* our customers, communities and people prosper and grow

- **First.** Westpac is Australia's first bank, established in Australia in 1817 and New Zealand in 1861
- **36,000** employees globally with **5,000** in New Zealand
- **12 million** clients globally and **1.3 million** in New Zealand
- **AA – rated.**¹ Westpac is recognised as one the 20 Safest Banks in the World by Global Finance Magazine²
- **No. 1** Most sustainable corporation in the world³
- **No. 1 bank** for Relationship strength, Transactional Banking Relationship strength and overall FX market share in NZ⁴

1. Standard and Poor's long term issuer rating, current as at 31 March 2014

2. Global Finance Magazine's World's Safest Banks List 2013. Ranking based on evaluation of credit rating from sample of 500 banks worldwide

3. Top-ranked in the Global 100 list of the world's most sustainable corporations, announced at the 2014 World Economic Forum

4. Peter Lee Associates Large Corporate and Institutional Relationship Banking Survey and Transactional Banking Survey New Zealand, 2014



Westpac India's strategic focus is to seamlessly connect clients on their growing trade, investment and people flows

- Established in 2007, obtained banking licence in 2012 from the Reserve Bank of India
- Team of 40 led by Vikram Nimkar based in the financial district in Mumbai
- Banking products and services to New Zealand businesses that are present in India or have joint ventures, branch offices or trade interest with Indian counter-parties
- Provide on the ground insights, advice and assistance in doing business with India.



Our people are our greatest strength, they love what they do and care about making a difference to our clients and community

Curious about what our clients do

- Interested with a desire to learn
- Investing in the capability of our people
- Created capacity to spend more time with clients

Connect clients to our networks

- Introduce Westpac specialists and business partners to add value
- Celebrate success through our annual Business Excellence Awards program

Smarter sustainability

- Provided financial education to over 80,000 New Zealanders
- Invested \$1bn in the CleanTech sector
- Complete over 3000 volunteer days per year

Making it happen

- We will be in contact to discuss how we can help you grow
- Launching a banking package to all INZBC members
- Connect with office in India

