

# Media Release

7 December 2009

## Group Executive Changes

The Westpac Group Chief Executive Officer, Gail Kelly, today announced a number of internal appointments within her executive team. The new appointments are:

- Peter Hanlon, to the newly created role of Group Executive, People and Transformation
- Rob Coombe, to Group Executive, Westpac Retail & Business Banking
- Brad Cooper, to Chief Executive, BT Financial Group

Mrs Kelly said that this set of changes signalled the start of the new phase of the Westpac Group's transformation.

"Over the past 18 months, we have greatly improved our Westpac retail and business banking distribution platform, including introducing Westpac Local. We have established a multi-brand business model with the successful merger with St.George, and we have built a strong one-team culture. The next phase of our transformation lies in significantly strengthening our focus on customers, people and productivity," Mrs Kelly said.

The newly created role of Group Executive, People and Transformation will include the key customer, people and productivity elements of our Transformation program. It also includes Corporate Affairs & Sustainability.

"Peter Hanlon is the ideal choice for this important role, with his broad strategic capability and his deep involvement in the development and implementation of our distribution strategy. Peter has been key to the excellent performance of our Westpac Retail & Business Bank, managing the significant investment and roll out of our local branch and bank manager strategy, and achieving strong growth in cross-sell and market share," Mrs Kelly said.

Rob Coombe will take up the position of Group Executive, Westpac Retail and Business Banking. Mr Coombe has been Chief Executive, BT Financial Group for five years, during which the BT Financial Group has established leading retail market share and developed sector-leading platforms, including through the addition of Asgard. He has also led the development of BT's innovative Super for Life product and has driven industry-leading cross-sell levels of wealth and insurance products into The Westpac Group distribution channels.

"In his time at BT, Rob's customer focus, passion and innovation have driven outstanding results and he will bring these important qualities to his new role. Importantly, his experience at BT will help drive our One Team approach, including through earning all of our customers' business," Mrs Kelly said.

"Over the past 18 months, Brad Cooper has successfully led the St.George integration, as well as playing a pivotal role in the design and first phase of our Transformation. With his extensive financial services experience, including as Chief Executive, Westpac New Zealand, and before that as Chairman GE Capital Bank and CEO of GE Money's UK and Ireland business, Brad is well placed to lead BT Financial Group through the next period."

Mrs Kelly said she was very pleased to make all three key appointments internally, as a result of the depth and strength of The Westpac Group executive team.

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“The appointments being announced today will provide fresh focus and energy to the executive team. Peter, Rob and Brad are seasoned executives who bring deep experience to their new roles.”

The appointments will take effect from 1 February 2010.

Ends.

**For Further Information**

David Lording  
Westpac Media Relations  
Ph: 02 8253 3510  
Ph: 0419 683 411

Jane Counsel  
Westpac Media Relations  
Ph: 02 8253 3443  
Ph: 0416 275 273

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## **Peter Hanlon**

### **Biography December 2009**

Peter was appointed Group Executive, Westpac Retail and Business Banking on 17 July 2008, with responsibility for the sales and service interactions for all consumers, small-to-medium enterprises and commercial customers in Australia. Prior to this position, he was Westpac's Group Executive, Business Financial Services, responsible for business banking sales, relationship management, customer service, and product and risk management in Australia.

Peter has held several other senior roles in Westpac including General Manager roles in Marketing, Branch Banking and Consumer Credit.

Peter joined Westpac in 1995 from BankSA where he was Chief Manager of Branch Sales and Service, and Head of Strategic Marketing.

Prior to his banking career, Peter served in the Royal Australian Air Force.

Peter will take up the role of Group Executive, People and Transformation, from 1 February 2010.

Peter has a Diploma of Technology (Aeronautical Engineering) from RMIT, and a Bachelor of Arts in Communications, from the University of South Australia.



## **Rob Coombe**

### **Biography December 2009**

Rob joined Westpac with the acquisition of the BT Financial Group in 2002 and has over 25 years experience in banking, finance and wealth management. Rob was appointed CEO of BT in January 2005, leading a team of over 3,000 people across private banking, insurance, advice, funds management and wealth and superannuation solutions. He started with BT in 1991 and has held a number of positions, including Senior Legal Counsel, Head of BT's International Funds Management and CEO of BT's Funds Management business in Malaysia.

Rob has also led BT in the development, packaging, distribution, administration and service of BT's range of retail products, margin lending, corporate super, discount broking and wrap platform businesses. Rob is also a Director of The Australian Indigenous Education Foundation.

Prior to joining BT, Rob accumulated 10 years of experience in commercial banking, property investment and funds management.

Rob will take up the role of Group Executive, Retail and Business Bank, from 1 February 2010.

Rob has a Law degree with honours from the University of Technology, Sydney and is a Barrister of the Supreme Court of NSW.



## **Brad Cooper**

### **Biography December 2009**

Brad was appointed Group Chief Transformation Officer on 9 June 2008, to lead the merger implementation planning and integration. Brad was Chief Executive, Westpac New Zealand Limited from April 2007 until this appointment.

Prior to joining Westpac, Brad was Chairman of GE Capital Bank and Chief Executive Officer of GE Consumer Finance UK & Ireland. He drove GE's UK Six Sigma program and was certified as a Quality Leader (Black Belt) in December 2002. He was promoted to Chief Executive Officer of GE Consumer Finance UK in January 2003 and appointed Chairman of GE Capital Bank in April 2004.

Brad will take up the role of CEO, BT Financial Group, from 1 February 2010.

Brad holds a Diploma in Business Studies, and an MBA, from Macquarie University, Sydney.

# The Westpac Group Executive Team



**Gail Kelly**  
Chief Executive Officer



**Greg Bartlett**  
Chief Executive  
St. George Bank



**Rob Coombe**  
Group Executive Westpac  
Retail & Business Banking



**Brad Cooper**  
CEO BT Financial Group



**George Frazis**  
CEO Westpac New Zealand



**Rob Whitfield**  
Group Executive  
Westpac Institutional  
Bank



**John Arthur**  
Group Executive  
Counsel & Secretariat



**Peter Clare**  
Group Executive  
Product & Operations



**Phillip Coffey**  
Chief Financial Officer



**Peter Hanlon**  
Group Executive People &  
Transformation



**Bob McKinnon**  
Group Executive  
Technology



**Greg Targett**  
Chief Risk Officer