

# ANNUAL GENERAL MEETING

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MOLONGLO FINANCIAL SERVICES  
26 OCTOBER 2017

Canberra **Community Bank**<sup>®</sup> Group



# A G E N D A

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JULIET MOODY – FEARLESS INITIATIVE  
CHAIRMAN'S REPORT  
TREASURER'S REPORT  
BENDIGO BANK REPORT  
RESOLUTIONS  
GENERAL BUSINESS



**Bendigo Bank**

Bendigo and Adelaide Bank Limited, The Bendigo Centre, Bendigo, VIC 3550. ABN 11 068 049 178. AFSL 237879

8 September 2016

Pay Domestic Violence Crisis Service ACT

The Sum of Thirty thousand, two hundred  
and thirty-eight

(Drawer)

Bendigo and Adelaide Bank Limited

Not  
Negotiable

\$ 30,238.00

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Comedians ag



fearlessinitiative

# ANNUAL GENERAL MEETING

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MOLONGLO FINANCIAL SERVICES  
26 OCTOBER 2017

Canberra **Community Bank**<sup>®</sup> Group



# CHAIRMAN'S REPORT

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NEALE GUTHRIE  
CHAIR, MOLONGLO FINANCIAL SERVICES LTD

Canberra **Community Bank**<sup>®</sup> Group



# COMPANY PERFORMANCE

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**\$36,134**  
PROFIT

**\$0.02**  
(un-franked)  
DIVIDEND

**\$51,800**  
COMMUNITY

# BETTER CUSTOMER EXPERIENCE

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BEST EVER PRODUCT OFFERING

CALWELL REFURBISHMENT

STAFFING STRUCTURE TO SUIT CUSTOMER NEEDS

# BETTER SHAREHOLDER EXPERIENCE

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CONSISTENT DIVIDEND DISTRIBUTIONS

NEW REVENUE SHARE MODEL

MORE FREQUENT SHARE SALES

Canberra **Community Bank**<sup>®</sup> Group





# BETTER BRAND EXPERIENCE

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‘BE THE CHANGE’ CAMPAIGN

‘FIRST HOME-BUYER’ CAMPAIGN

AUSTRALIAN BASEBALL LEAGUE SPONSORSHIP

Canberra **Community Bank**<sup>®</sup> Group



# BETTER COLLABORATIVE EXPERIENCE

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CARWOOLA BUSHFIRE APPEAL

'LOVE YOUR SISTER' CAMPAIGN

MENSLINK CONFERENCE FUNDRAISING

# COMMUNITY BANK® NETWORK ISSUES

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OUTDATED COMPANY CONSTITUTION

SHARE BUY BACKS

317 BRANCHES = 317 FRANCHISE AGREEMENTS

Canberra **Community Bank®** Group



# LOOKING FORWARD

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CONSOLIDATED FRANCHISE AGREEMENTS  
RE-SIGNED ALL LEASES UNTIL 2021-22  
NO MORE REFURBISHMENTS IN CURRENT FORM

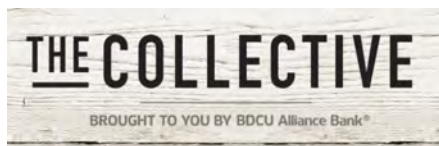
# LOOKING FORWARD

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20 YEARS OF COMMUNITY BANKING

CAPTURING OUR MARKET

REFURBISHMENTS IN OTHER FORMS



Canberra **Community Bank**® Group



# CAPTURING OUR MARKET

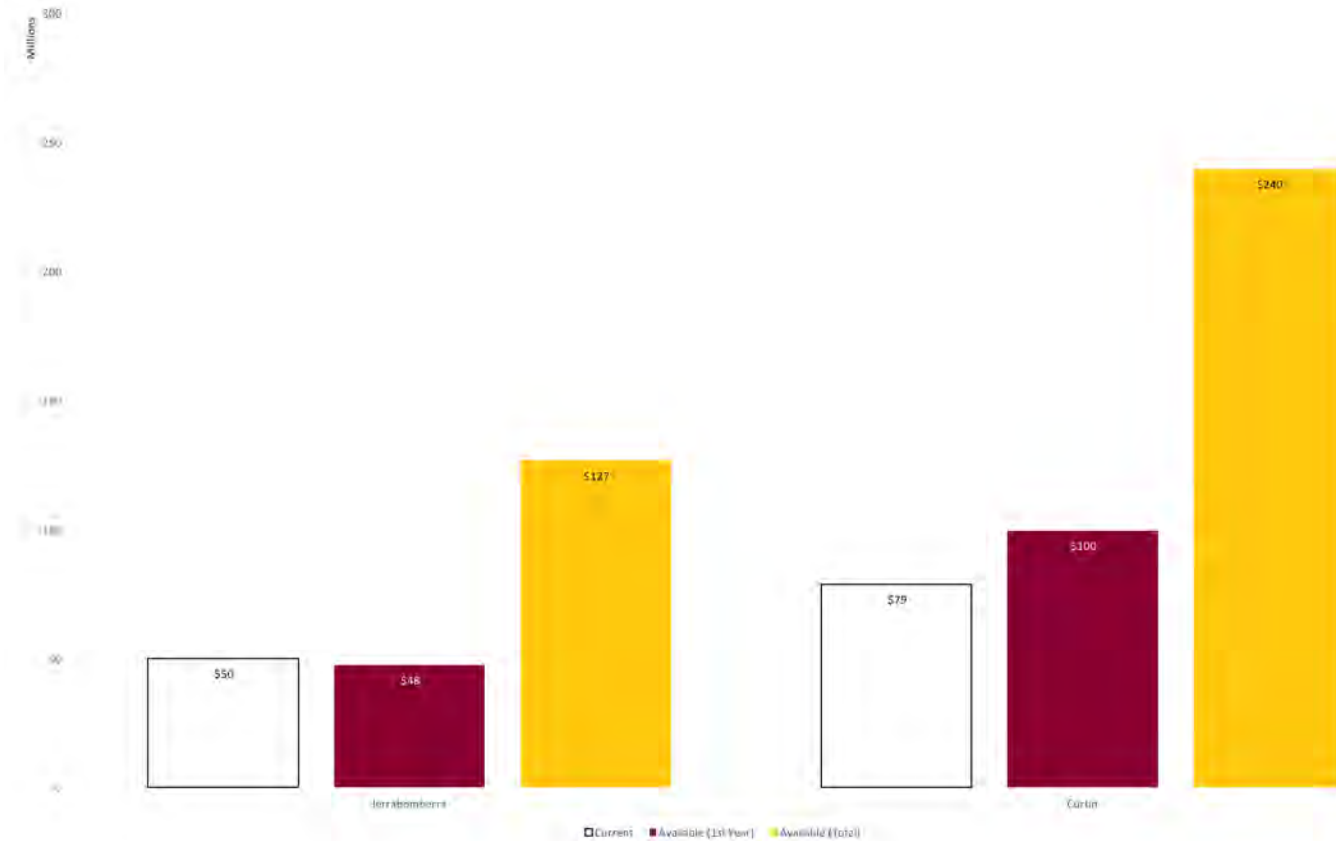
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SHAREHOLDERS – 61%

JERRABOMBERRA – 61%

CURTIN – 67%

# CAPTURING OUR MARKET



# FAREWELL

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JAYSON HINDER



GEORGE KELLY OAM



ANN DALTON



SILVIO PORECCA



# TREASURER'S REPORT

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ALISON GRIMES CA  
TREASURER, MOLONGLO FINANCIAL SERVICES LTD

Canberra **Community Bank**<sup>®</sup> Group



# 2016-17

INCOME	2015-16	BUDGET	2016-17
GROSS MARGIN	\$1,638,909	\$1,777,128	<b>\$1,790,969</b>
UPFRONT COMMISSION	\$40,191	\$34,400	<b>\$38,012</b>
TRAILER COMMISSION	\$332,563	\$346,153	<b>\$310,760</b>
FEE INCOME	\$242,698	\$256,600	<b>\$236,926</b>

# FTP IMPACT

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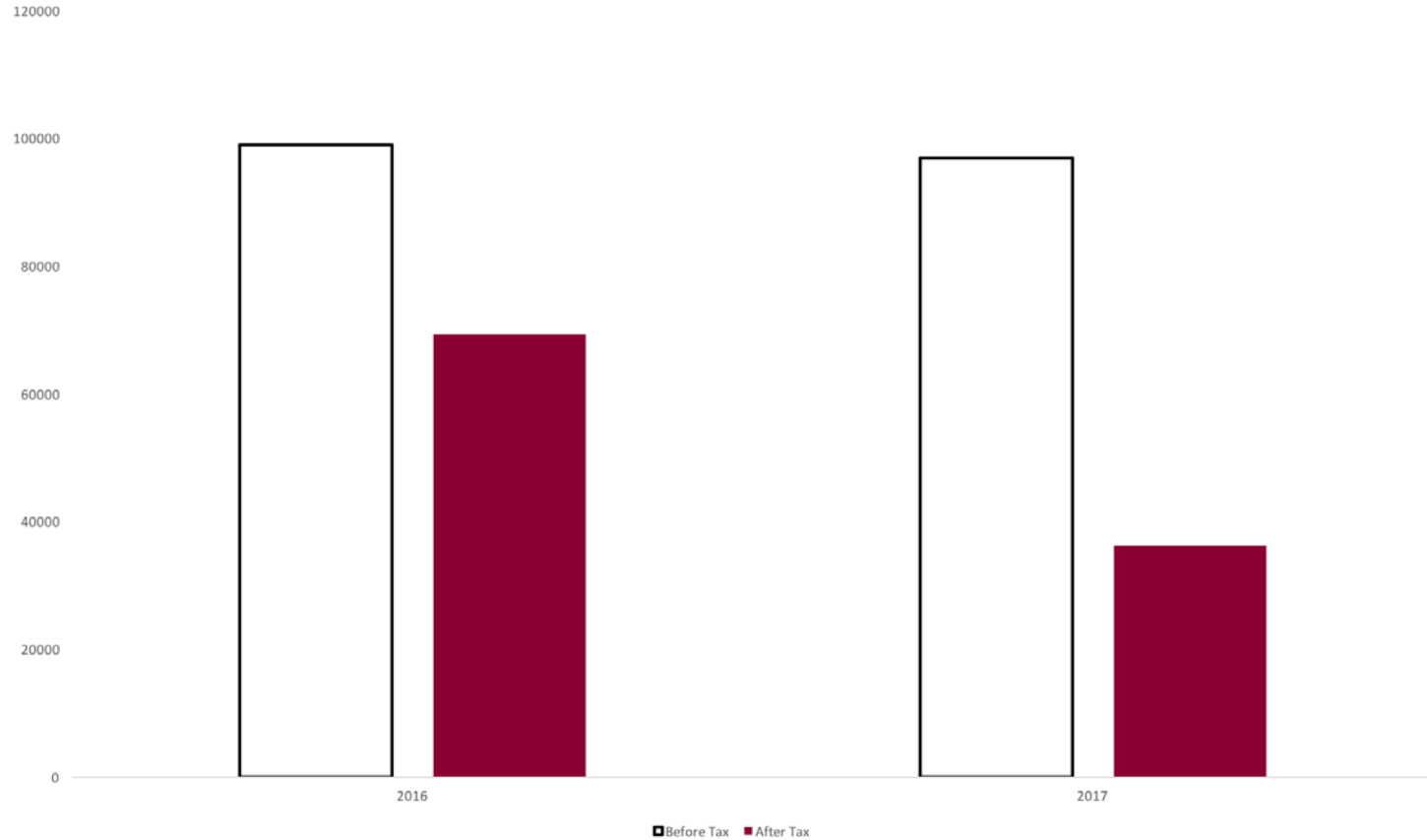
FUNDS TRANSFER PRICE – REVENUE SHARE MODEL  
ARBITRARY FIGURES REPLACED WITH MARKET-BASED FIGURES  
TO BE IMPLEMENTED IN OCTOBER

# FTP IMPACT ('000)



# TAX – BEFORE & AFTER

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# TAX – BEFORE & AFTER

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CHANGE IN BUSINESS TAX RATE  
NOT AFFECTED BY BANK LEVY  
BENDIGO BANK HAS POSITIVE RELATIONSHIPS  
WITH FEDERAL GOVERNMENT

# CURRENT RATIO

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	2015	2016	2017
CURRENT ASSETS	\$655,637	\$867,246	<b>\$1,054,978</b>
CURRENT LIABILITIES	\$218,875	\$208,326	<b>\$332,449</b>
CURRENT RATIO	3.00	4.16	<b>3.17</b>

# 2017-18 – Q1

	BUDGET	Q1
INCOME	\$681,423	<b>\$645,314</b>
EXPENSES	\$591,366	<b>\$561,924</b>
NET PROFIT/LOSS	\$90,057	<b>\$86,251</b>



# LOOKING FORWARD

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INTEREST RATES FORECAST TO INCREASE  
PAYING OFF LIABILITIES  
RETAINING FUNDS FOR FUTURE PROJECTS  
INCREASE IN DIVIDENDS

# BENDIGO BANK REPORT

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WAYNE SIMPSON

STATE COMMUNITY MANAGER NSW/ACT, BENDIGO AND ADELAIDE BANK

Canberra **Community Bank**<sup>®</sup> Group



# RESOLUTION 1 – RECEIPT OF ANNUAL REPORT

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THAT THE MEETING RECEIVES THE COMPANY'S FINANCIAL REPORT, THE DIRECTOR'S REPORT AND THE AUDITOR'S REPORT FOR THE YEAR ENDED 30 JUNE 2017.

PROXIES

**26**  
ACCEPT

**3**  
DECLINE

**0**  
ABSTAIN

# RESOLUTION 2 – ELECTION OF DIRECTORS

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THAT NEALE GUTHRIE BE ELECTED AS A DIRECTOR.

PROXIES

**25**  
ACCEPT

**3**  
DECLINE

**1**  
ABSTAIN

# RESOLUTION 3 – ELECTION OF DIRECTORS

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THAT BRIAN BROWN BE ELECTED AS A DIRECTOR.

PROXIES

**26**  
ACCEPT

**2**  
DECLINE

**1**  
ABSTAIN

# RESOLUTION 4 – DIRECTOR REMUNERATION

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UP TO \$20,000 BE ALLOCATED TO BE DISTRIBUTED TO DIRECTORS AS REMUNERATION FOR THEIR SERVICES AS THE BOARD SEES FIT AMONGST THE DIRECTORS DURING THE 2017-18 TAX YEAR.

PROXIES

**22**  
ACCEPT

**7**  
DECLINE

**0**  
ABSTAIN

# GENERAL BUSINESS

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## QUESTIONS

*PLEASE IDENTIFY YOURSELF BY NAME  
WHEN ASKING A QUESTION*

**MEETING CLOSED**

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THANK YOU

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