

Molonglo Financial Services Limited



 **Bendigo Bank**
The better big bank

Agenda

Ben Johnson and Ken Lloyd— Integra Service Dogs Australia

Chairman's Report

Treasurer's Report

Bendigo Bank Report

Resolutions

General Business

Integra Service Dogs Australia

Ben Johnson
CEO and Co-Founder

Ken Lloyd, OAM MSs JP
National Kennel Master & Co-Founder

Chairman's Report

Neale Guthrie

Chair

Molonglo Financial Services Limited



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Director changes

Appointments:

Robbie Rynehart

Nigel Phair

Emma Stonham

Catherine Walsh

Resignations:

Robert Evans

Robbie Rynehart



Company performance

Profit	-	\$162,110
Dividend	-	\$0.02 per share (un-franked)
Community	-	\$68,048
Staff	-	Made you proud!



Dividend Announcement

\$0.02 per share

Un-franked

01 December 2018



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Strategic Planning

Approaching the end of 2016-19 plan

Commenced new planning process in September

Adapting to changing environment



In the branches

Cosmetic upgrades continuing

Changing our opening times

Recruiting two Branch Operations Managers



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Out of the branches

Recruiting two Mobile Lenders

Taking the branch to the customers

Shared services working group

Member of **Community Bank®** National Council



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Marketing - ACT

Brand Sentiment	-	18.4% growth
Brand Consideration	-	9.75% growth
Brand Awareness (prompted)	-	2.94% growth

Marketing - National

The 'better big bank'

Capitalising on disillusioned Big 4 customers

Research based and market tested



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Low Volume Market

New strategy successful

Reset 01 January every year

Adopted by **Community Bank®** network

	2015	2016	2017	2018
Sales	1	0	9	10*



*5 currently being processed

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Jayson Hinder Memorial Scholarship

2 x \$2,500 CIT Scholarship

In conjunction with PCYC

Applications open 03 December 2018



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Treasurer's Report

Neale Guthrie

Chair

(on behalf of Alison Bleathman CA, apology)

Molonglo Financial Services Limited

2017-18

INCOME	2016-17	BUDGET	2017-18
GROSS MARGIN	\$1,790,969	\$2,276,891	\$2,105,418
SERVICE COMMISSIONS	\$348,772	\$125,414	\$152,227
FEE INCOME	\$236,926	\$240,346	\$219,599



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2017-18

	2016-17	BUDGET	2017-18
REVENUE	\$2,527,597	\$2,768,895	\$2,617,180
EXPENSES	\$2,430,801	\$2,494,198	\$2,455,070
PROFIT	\$96,796	\$274,697	\$162,110



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2017-18

Calwell Refurbishment

Two Franchise Fee Payments

Change to Revenue Share

Current Ratio

	2016	2017	2018
CURRENT ASSETS	\$867,246	\$1,054,978	\$815,277
CURRENT LIABILITIES	\$208,326	\$332,449	\$294,598
CURRENT RATIO	4.16	3.17	2.77



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2018-19 – Q1

	BUDGET	Q1
INCOME	\$681,858	\$669,860
EXPENSES	\$631,115	\$580,191
NET PROFIT/LOSS	\$50,743	\$91,341



Bendigo Bank Report

Allyson Wales

Region Lead – Canberra Region

Bendigo Bank



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Resolution 1 – Receipt of Annual Report

That the meeting receives the Company’s Financial Report, the Director’s Report and the Auditor’s Report for the year ended 30 June 2018.

	Approve	Decline	Abstain
Proxy Votes	17	0	0

Resolution 2 – Election of Directors

That ~~Robbie Rynhart~~ be elected as a Director.

Resolution 3 – Election of Directors

That **Nigel Phair** be elected as a Director.

	Approve	Decline	Abstain
Proxy Votes	15	2	0



Resolution 4 – Election of Directors

That **Emma Stonham** be elected as a Director.

	Approve	Decline	Abstain
Proxy Votes	14	3	0



Resolution 5 – Election of Directors

That **Catherine Walsh** be elected as a Director.

	Approve	Decline	Abstain
Proxy Votes	15	2	0



Resolution 6 - Election of Directors

That **Alison Bleathman (nee. Grimes)** be elected as a Director.

	Approve	Decline	Abstain
Proxy Votes	14	3	0



Resolution 7 – Director Remuneration

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 2018-19 tax year.

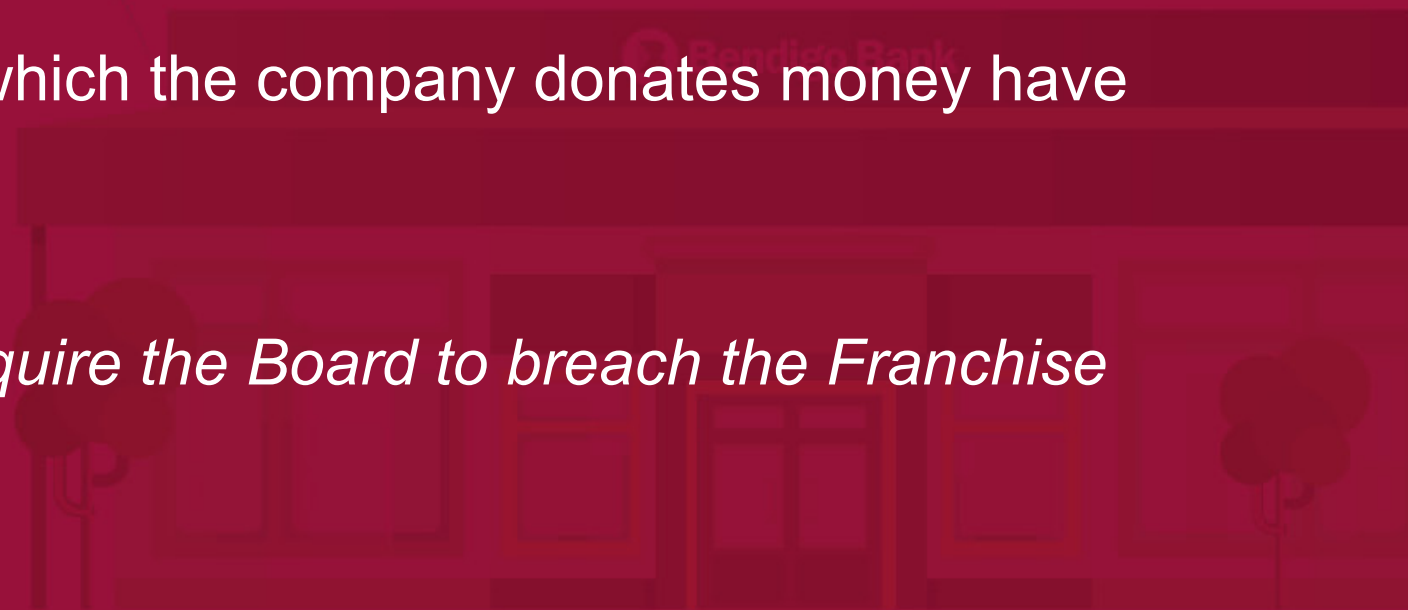
	Approve	Decline	Abstain
Proxy Votes	13	4	0

General Business

Question 1

How many of the organisations to which the company donates money have opened accounts with our bank?

Providing this information would require the Board to breach the Franchise Agreement.



General Business

Question 1

How many of the organisations to which the company donates money have opened accounts with our bank?

*The Canberra **Community Bank**® Group's sponsorship program is open to all incorporated not-for-profit organisations in the Canberra-region who can demonstrate they are/will be a customer of the Canberra **Community Bank**® Group."*

General Business

Question 2

How many individuals associated with organisations to which the company donates money have opened and maintain accounts with our company's banks?

Providing this information would require the Board to breach the Franchise Agreement.

General Business

Question 3

What has been and is the contribution of organisations to which the company has donated money to the company's PBIT in dollar terms for the past five years?

Providing this information would require the Board to breach the Franchise Agreement.



General Business

Question 3

What has been and is the contribution of organisations to which the company has donated money to the company's PBIT in dollar terms for the past five years?

Refer to:

2018 Annual Report – Note 1. b) Revenue (Continued)
Discretionary financial contributions

2018 Annual Report – Note 4. Revenue from ordinary activities

General Business

Question 4

What is the contribution of individuals associated with organisations to which the company has donated money to the company's PBIT in dollar terms for the past five years?

Providing this information would require the Board to breach the Franchise Agreement.

General Business

Questions

Please identify yourself by name when asking a question.

