



Chairman's report.



Welcome to the second newsletter of 2015. We are currently in the process of finalising matters associated with the 2014/15 financial year (with our upcoming Annual General Meeting <AGM> on 29 October) while also powering along into the new financial year.

And I'm pleased to advise that the company has returned to profitability for the first time since opening our branches in Jerrabomberra and Curtin, with a profit of \$27,705 for the financial year 2014/15.

This return to profit comes on the back of overcoming significant challenges. After encouraging our expansion, our partner Bendigo and Adelaide Bank changed the way they calculate profit share with community owned franchises, known as "Restoring the Balance" phases 1 and 2. This resulted in heavy reductions in profitability for MFSL.

I would like to congratulate my fellow Directors and our staff, who have withstood some heavy cuts in expenditure and worked tirelessly to make this happen. I make special mention of and thank our Treasurer, Alan Hodges AM.

Alan joined the Board in 2007, and has at one time or another sat on every committee, as well as being Deputy Chair of the Board. I am sorry to say he will be standing down at the AGM, Alan's legacy is evident in the financial position of the company.

In the community, we have been happy to see our relationships grow with existing partners such as Snowy Hydro SouthCare and the Cancer Support Group.

There are also new organisations supporting us to work together and form closer community ties – most notably Menslink, which mentors young men through challenging times. As always, we feel privileged to work with organisations that have the same focus on the community as we do.

Jayson Hinder
Chair

Snowy Hydro SouthCare sponsorship takes off again.

We are delighted to announce that our branches have once again teamed up with the Braidwood, Bungendore, Boorowa, Civic and Jamison branches to sponsor the Snowy Hydro SouthCare (SHSC) Helicopter for another year. At \$50,000 a year, this collaborative sponsorship has been running since 2010, and has so far contributed over \$200,000 to the SHSC Service.



Every Friday our staff wear their SHSC shirts to raise awareness and collect donations at our branches. They will also be attending the SHSC Open Day in March next year.

In early September the new CEO of SHSC, Chris Kimball, hosted our local Managers at their new base in Hume to describe what our sponsorship means to them.

"This sort of support is critical for Snowy Hydro SouthCare, our service just completed a record year of operations, being tasked to more than 509 missions in the past financial year," he said.

Our **Community Bank**[®] branches are proud to partner with organisations that share the same set of values and beliefs, like Snowy Hydro SouthCare.

Molonglo Financial Services Limited shareholder information.

2014/15 Net profit/loss: \$27,705.

Our 2015 Annual Report will be available online from 1 October 2015.

Annual General Meeting.

When: 5:30pm, Thursday 29 October 2015

Where: Aegean Room, Hellenic Club, Phillip, ACT

RSVP to: admin@molonglofs.com.au

Molonglo Financial Services Limited 5 Kippax Place, Holt ACT 2615 ABN 77 100 097 443 **Directors:** Jayson Hinder (Chair), Alan Hodges AM, Neale Guthrie, Brian Brown, Alison Grimes, Ann Dalton, Klarisa Cengic and Damien Hickman.

Upcoming events.

Parties at the Shops - Kaleen

When: 10.00am – 1.00pm,
Saturday 17 October
Where: Supabarn Shops in Kaleen

Parties at the Shops - Hall

When: 4.00pm, Friday 30 October
Where: Hall Village

Parties at the Shops - Watson

When: 3.00pm, Thursday 5 November
Where: Watson Shopping Centre

Parties at the Shops - Forde

When: 2.00pm – 6.00pm,
Saturday 5 December
Where: Forde Shopping Centre



Bendigo Bank National Conference.

In mid-September, a number of Directors and staff made the trip down to Bendigo for the **Community Bank**[®] National Conference. This was the first conference in Bendigo in years. The **Community Bank**[®] Network grew so large, it could not host such a large event in Bendigo until the recent construction of the new Ulumburra Theatre. At the venue the whole network was finally able to be in the same place at the same time to hear the latest news from Bendigo Bank and the **Community Bank**[®] Network. Many discussions were had and ideas shared, and the network was honoured to hear from Rosie Batty, our 2015 Australian of the Year.



Project Horizon.

A major discussion point at the conference and around the network over the past year has been that of Project Horizon. This is the first comprehensive review of the **Community Bank**[®] model, since its inception 15 years ago. The first outcomes being implemented from the review relate to staffing, with the new "Being Bigger and Better" training sessions occurring throughout the 2015/16 financial year.

The financial impacts of this review will be felt from 1 July 2016. Although we were wary of any further changes to the profit sharing arrangement following Restoring the Balance 1 and 2, Project Horizon will see a move to a market-based mechanism known as Funds Transfer Pricing, rather than being weighted to balance in the favour of Bendigo Bank. In addition, we will see the creation of a collaborative marketing fund, as a portion of our Market Development Fund (MDF) income will be redistributed to a collaborative fund. With this in mind, we are happy to report that based on figures from random months in 2014/15, there is likely to be a net benefit to our company.

Raising Hope.

We have been a proud supporter of Raising Hope Education Foundation since they launched in 2013, and we are happy to have sponsored their BOOM! mentoring program in 2013 and 2014.

The funds we provided are used to help the mentoring program, which runs a specific program for high school students with a migrant and refugee background. Raising Hope recruits inspiring university students in Canberra and take them to local schools where they provide one-on-one mentoring to these students in years 9 and 10.



Calwell/Curtin/Jerrabomberra/Wanniassa Community Bank[®] branches

- Calwell** – Shops 19-21, Calwell Shopping Centre, Webber Crescent, Calwell ACT 2905 Phone: (02) 6291 3385
Website: www.bendigobank.com.au/calwell
- Curtin** – Unit 1, 20 Curtin Place, Curtin ACT 2605 Phone: (02) 6260 5140
Website: www.bendigobank.com.au/curtin
- Jerrabomberra** – Shop 2a, Jerrabomberra Village Shopping Centre, 2 Limestone Drive, Jerrabomberra NSW 2619
Phone: (02) 6299 8357
Website: www.bendigobank.com.au/jerrabomberra
- Wanniassa** – Unit 13-14 Wanniassa Shopping Centre, Wanniassa ACT 2903 Phone: (02) 6231 9024
Website: www.bendigobank.com.au/wanniassa

Opening hours: Monday - Friday 9am to 5pm. Saturday 9am to 12noon.

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