

Manningham Community Enterprises Ltd Annual General Meeting 2019

Thursday 21 November 2019



 **Bendigo Bank**
The better big bank



Ian Goldsmith

Chairman

Manningham Community Enterprises Ltd



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2018/19 – A year of business and profit growth!

Board succession planning

- Subsequent to year end two Board members resigned:
 - Jim Christie
 - Darren Bourke
- During the year two Board members resigned:
 - Chris Potter
 - Nicky White
- Two Board Associates appointed:
 - Max Chapman
 - Nathaniel Low



2018/19 – A year of business and profit growth!

Board succession planning

- Three new Board members appointed:
 - Deirdre Diamante
 - Bradley Dodemond
 - Max Chapman
- New Bookkeeper welcomed to our Company:
 - Pam Tremlett
- We mourned the passing of Ray Lord and Chris Barrington
 - both loved and never forgotten.



2018/19 – A year of business and profit growth!

Marketing Development:

- David Robertson Business Breakfast – Annual Event
- Business Excellence Awards Sponsor
- Women in Business Lunch Sponsor
- Governance in Sport event – GIA and Manningham Council
- Collaborative Partner with SALT – Sport and Life Training
- Community Bank Golf Day
- Newsletter distributed to 32,000 locations across Manningham
- 4 Million Reasons Gala Dinner
- Inaugural Ray Lord Community Award announced
- Ray Lord and Geoff Roberts OAM mentioned in State Parliament



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2018/19 – A year of business and profit growth!

Staff:

- Our staff are our strength
- The Bank continues to support ongoing training
- We welcomed Marilyn Peters to the Doncaster East Branch
- Last year Chris Cahir was seconded to Regional Office
- This year he was promoted to Regional Office
- BUT the good news is Lilian Gomes has joined our family

Youth Engagement:

- Young Changemakers Program at East Doncaster Secondary College continues and develops



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MCEL 2018/19 Financial Performance

Business Growth:

- Total business volume growth of \$6.1 M or 8.8% to \$412.1M
- Business volume performance mixed across branches
 - Doncaster East down by \$9.4M or 3.4%
 - Templestowe Village up by \$15.5M or 11.9%
- Revenue increase(6.16%) > business volume increase (1.5%)
- Product mix constant at 55% deposits to 45% loans
- Operating cost increase (6.02%) < revenue increase (6.16%)
- Profit before income tax of \$349,038 up 7.08%
- Dividend of 8 cents fully franked is declared and paid



MCEL 2018/19 Financial Performance

At this point I can formally move that:

- The Statement of Profit or Loss and Other Comprehensive Income for the Year Ended 30 June 2019
- The Balance Sheet of the Company as at 30 June 2019
- The Director's Declaration and Report by the Auditor for the Financial Year ended 30 June 2019
- The Director's Report for the Financial Year ended 30 June 2019

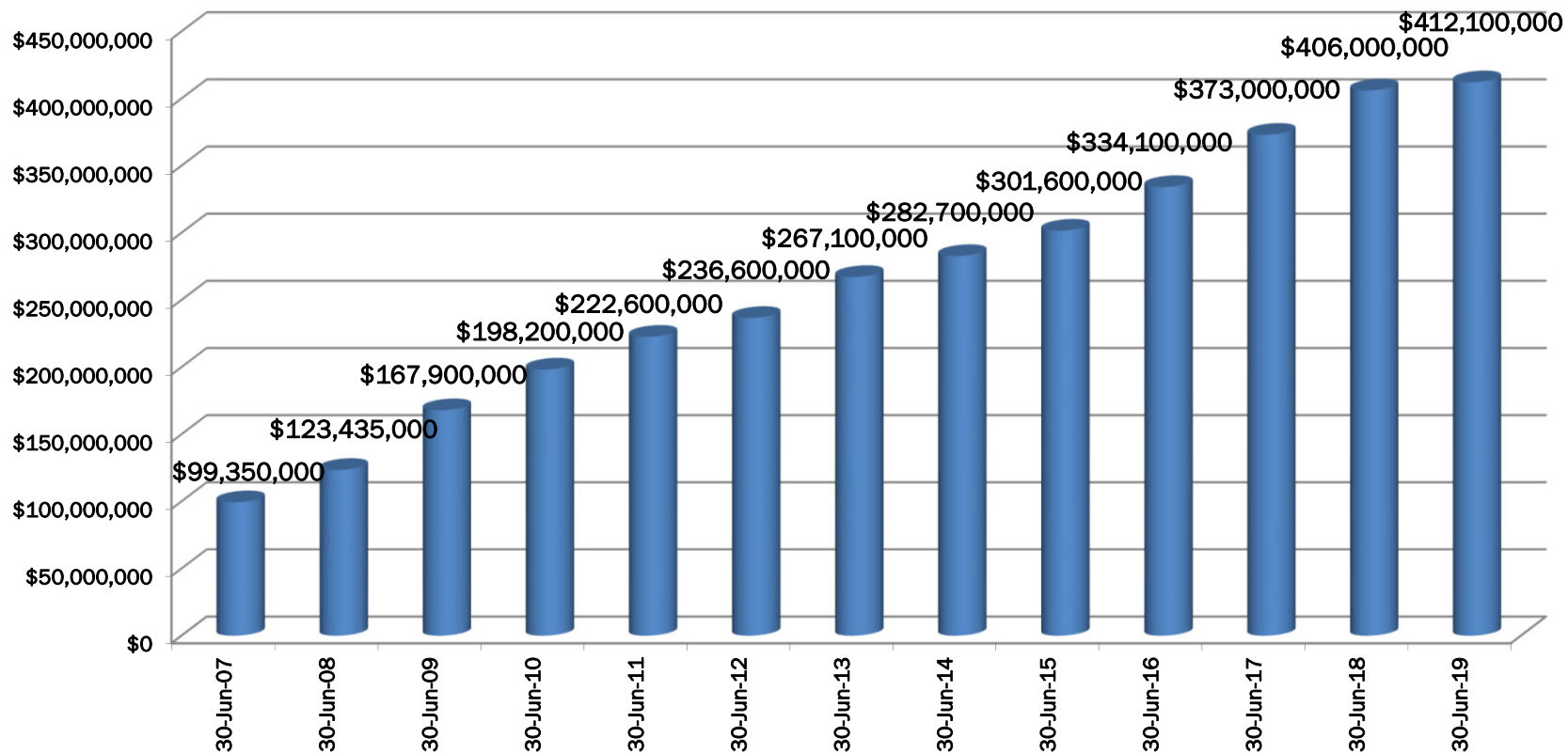
AND

- The NSX Report as at 24 September 2019 be received and adopted.



Total Business Volumes

Total Deposits & Loans held
Doncaster East & Templestowe Village Community Bank branches



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What is impacting our business....

- Bendigo Bank continues to get stronger, smarter and more assertive in their marketing
- Bendigo Bank product offering now competitive if not market leading
- Bendigo Bank still quite conservative in their practices
- Other banks are still closing branches
- MCEL staff are the best in the business
- Both branches continue to increase their business volumes in a tough market
- The respect that we have within our community is ever increasing



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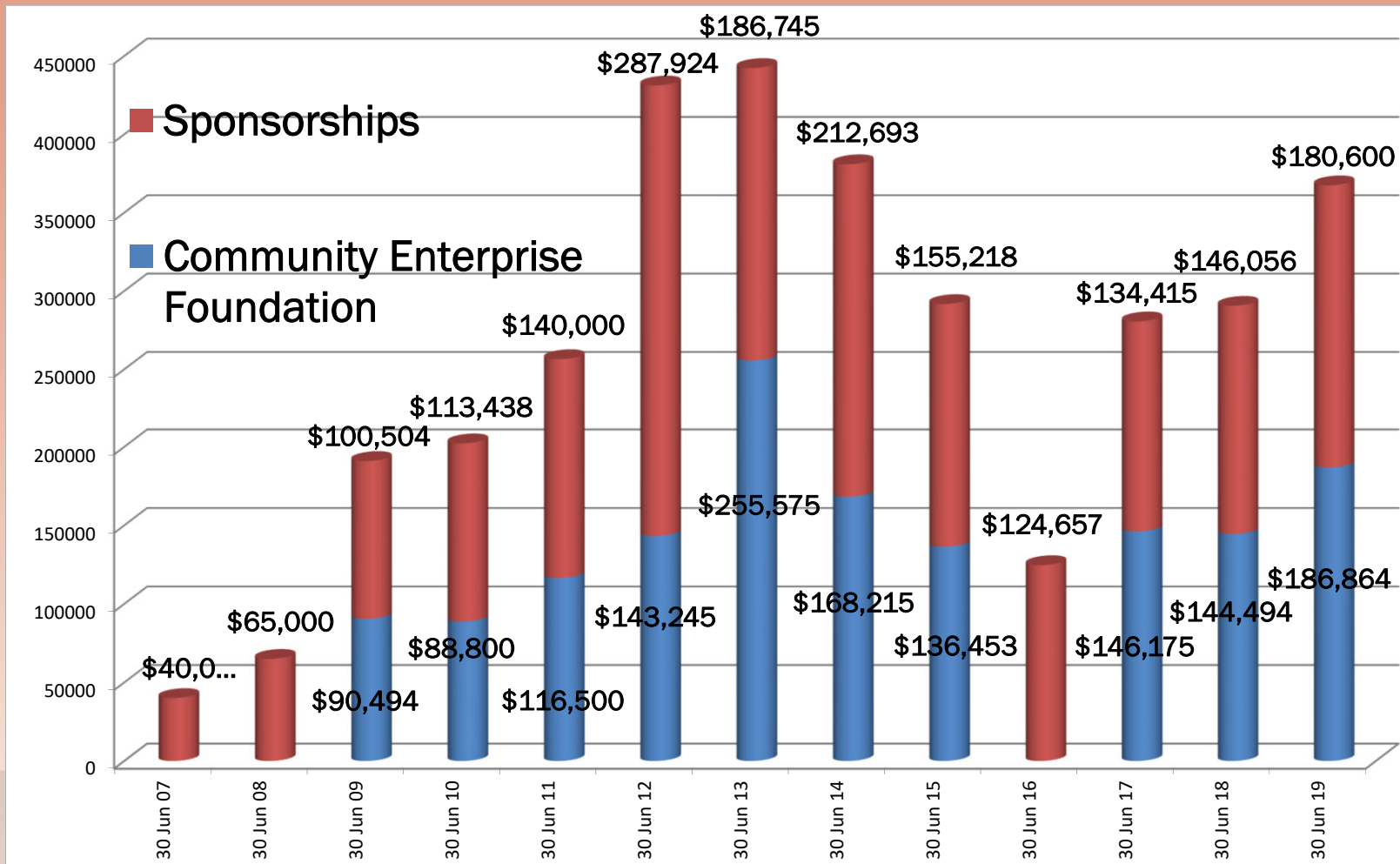
Investing in Strengthening our Community

- Over \$5 million returned to the community in sponsorships, grants and dividends since June 2005.
- No other bank puts up to 80% of it's profits back into the local community
- To date the Community Bank network all around Australia has returned over \$229 million to their Communities
- In 2018/19 MCEL funded 56 projects with over \$367K



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Sponsorships and Grants



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This would not happen without...

- **Amazing staff.** Our thanks for all that you do in supporting this incredible banking model and wonderful Community Bank company
- **Regional support** from Bendigo and Adelaide Bank
- Our **Shareholders** for supporting the model
- Our **MCEL Board**
- And **our customers** for choosing to bank with us

THANK YOU ALL!



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The Future Outlook

There is no doubt there are challenges to be met BUT

- Our **staff are our real strength**. Committed to the Community Bank model. Excellent programs in place to upskill
- The **product offering is second to none**
- Our **strong community connections and partners** provide a real 'point of difference' to the other members of the Big 5
- Other banks are still **closing branches**
- Bendigo and Adelaide Bank are improving their marketing – more aggressive.

The outlook is encouraging and positive



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Community Highlights 2019

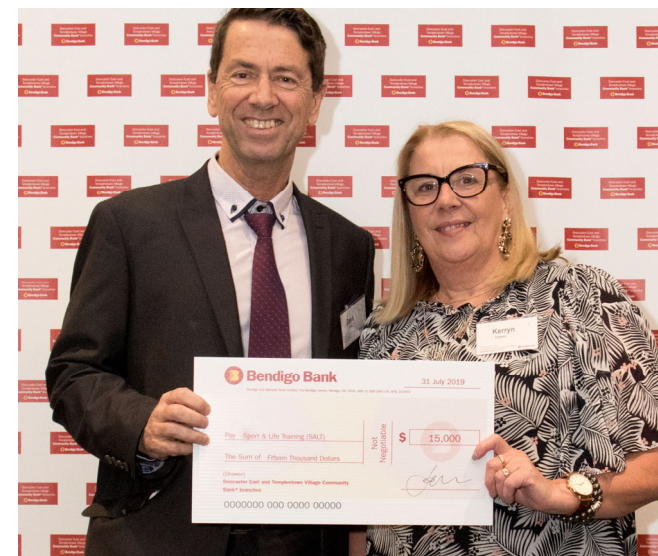
Banking is our business....Community is our focus





4 Million Reasons Gala Dinner

Celebrating \$4 million in community contributions across Manningham



SALT (Sport & Life Training) Partnership

Building positive culture in sporting clubs across Manningham



Supporting our local community

Supporting those in need through Doncare, Doncaster Rovers Soccer Club All Abilities Program, Kevin Heinze Grow on the Grow program



Supporting our local community

Onemda Mobile Hospitality Training, Doncaster All Abilities Basketball, Onemda Therapy on the Move



Supporting local sport

*Michele Timms Future Stars Academy, Donvale Bowls Club,
Sports Governance Training, Doncaster Dolphins Swim Club*



Thanks to our Team

Doncaster East and Templestowe Village Branch Teams – November 2019

Thank you for making this all
possible



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