



Annual General Meeting 2015



CHAIRMAN'S ADDRESS

A Story of Growth: 2003 to 2015

1. Competitive market place

	FY 2003	FY 2015	% Change
Total assets	\$3.0b	\$5.0b	67%
Total deposits	\$2.3b	\$4.0b	74%
Net interest margin	2.29%	2.04%	-11%

2. Exclusive internal product distribution

	FY 2003	FY 2015	% Change
Total loans approved	\$1,077m	\$850m	-21%
Home loans approved	\$967m	\$777m	-20%
Number of branches	34	43	27%

A Story of Growth: 2003 to 2015

3. Enhanced business productivity

	FY 2003	FY 2015	% Change
Cost to income ratio	75.3%	62.2%	17%
Net profit after tax	\$12.4m	\$32.5m	162%

4. More conservative risk profile

	FY 2003	FY 2015	% Change
Net assets	\$132.9m	\$291.4m	119%
Capital adequacy	10.5%	15.5%	48%
Net assets / Total assets	5.28%	5.94%	12.5%
Net profit after tax / Net assets	9.6%	11.1%	15.6%
Bad debts expense	\$1.1m	\$0.4m	-64%

A Story of Growth: 2003 to 2015

5. Better stakeholder alignment

	FY 2003	FY 2015	% Change
Dividend per share	18.5c	25.0c	35%

6. Share buyback to strengthen IMB's Mutual structure

	FY 2003	FY 2015	% Change
Number of shares	38.1m	31.9m	-16%

Corporate

- Industry consolidation
- Regulatory capital
- Review of Dividend Guideline



Member questions

- Director Remuneration
- Board Succession Planning
- IMB Head Office



Supporting our members' financial goals for 135 years



CEO'S ADDRESS



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IMB Bank

Strategy

- Online personal loan application
- Webchat
- Online deposit account opening
- Website upgrade & social media
- Oran Park
- Business Banking hubs
- Strengthening Financial Planning



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Strong financial performance

Net Profit After Tax: \$32.5 million	Supported by an improvement in net interest income, maintenance of non interest income and modest increase in operating expenses
Interest Margin: 2.04:	Maintained in a highly competitive market
Expense to Income ratio: 62.2%	Improved on 2014
Loan approvals: \$850 million	A strong result reflecting increases in productivity and competitive product suite
Deposit growth: \$283 million	Increased by 7.5%
Arrears: Low	Reflecting the quality of IMB's loan book
Liquidity: Total 27.4%, HQLA 21.0%	Well above statutory requirement and peer averages
Capital Adequacy: 15.5%	Balance sheet quality remains strong

Supporting the Community

- Since 1999 the IMB Community Foundation has granted more than \$7.6 million to support over 500 projects
- IMB also supports a range of charitable and sporting organisations and community events





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