



IMB Ltd
Annual General Meeting
2013

Shaping the future for our communities



Chairman's Address

Michael Cole



Challenging operating environment



- Slowing economic growth
- Monetary policy impacting margins
- KPIs matched or exceeded
- Share buyback
- Dividend policy
- Commitment to mutuality





 **imB** Better Value Banking



Chief Executive's Address

Robert Ryan



Year in Review

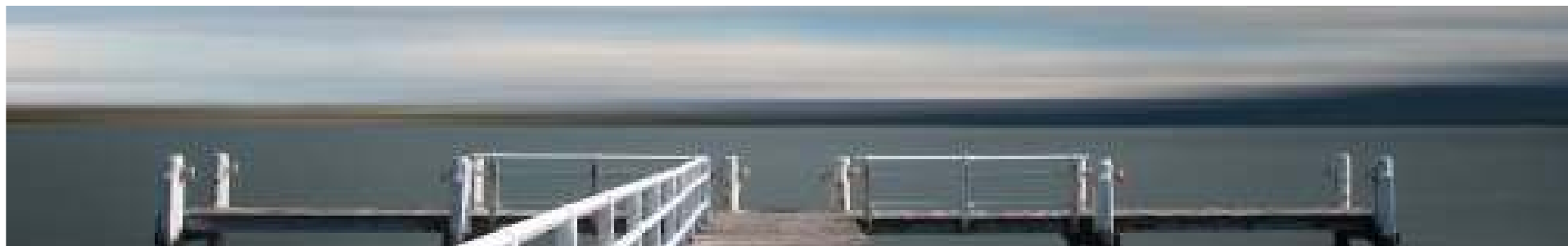


- Continued volatility
- Intense competition for retail funds and consumer lending
- Subdued housing market



Year in Review

| | |
|--|--|
| Net Profit After Tax: \$28.5 million | Impacted by margin pressures, subdued credit environment and cost of additional capital |
| Net interest margin: 1.97% | Continue to maintain at ~2.0% |
| Arrears: Low | Remained well below industry benchmarks |
| Efficiency ratio: 63.0% Adjusted: 60.9% | Peer leading ratio, continuing disciplined approach to cost containment conscious of risks |
| Total assets: almost \$4.9 billion | Up 2.5% |
| Total deposit growth: \$154.4 million | Increased by 4.5% |
| Liquidity: Total 29.6%, HQLA 16.4% | Well above statutory requirement and peer averages |
| Capital Adequacy: 16.4% | Continues to strengthen |



Delivering strategy



- Online identification and account opening
- IMB Alerts
- Multi channel distribution
- 5 star products
- Member satisfaction 96%
- Share buyback
- Executive structure



Looking ahead



- Productivity
- Increasing brand awareness
- Enhancing online and mobile banking
- Process reviews
- Business Banking
- Mutual Bank
- Increasing regulatory requirements



IMB Community Foundation



- Since 1999 the IMB Community Foundation has granted \$6.6 million to support over 400 projects
- In 2013, the Foundation donated a further \$500,000 to 52 local projects





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