

Canterbury Surrey Hills Community Finance Limited



12 November 2015

CANTERBURY SURREY HILLS COMMUNITY FINANCE LIMITED ("CASH") ANNUAL GENERAL MEETING

CEO PRESENTATION

Much has been achieved since we started the Community Bank campaigns in Surrey Hills in 2000 and Canterbury in 2001.

I am particularly proud of the fact that our Company has the largest banking book of all Community Bank companies in Australia. I have felt like Father Christmas for much of that time being involved in handing out more than \$2.8 million in Community Investments to some 240 local not-for-profit organisations.

Since I was appointed as CEO in November 2012, our banking book has grown by about 35% to \$575million and our loan portfolio by 50% to \$229million.

Notwithstanding that very significant growth, our monthly income has grown only slightly due to various measures taken by Bendigo Bank and the large decrease in margin income due to the sharp drop in the market interest rates and banking margins generally.

Therefore, major challenges remain and as an ongoing director, I commit to continue my efforts to assist in growing our banking book and especially our income. For a number of personal reasons, I need to reduce my work load which has led to my resignation as CEO.

Our success could not have been possible without the significant efforts of our Directors and staff. I particularly thank Nick Coker for his great efforts in running our branches and being so efficient in converting business leads to new banking business. Thanks also to our shareholders who funded the start and expansion of the CASH Group.

I also thank my wife Margaret who has had to put up with my CASH Group commitment over the last 15 years.