

Hume Bank

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Chairman and CEO's Report

At Hume, we see the potential in the ideas, dreams and desires of people in the region and we've helped them for nearly 60 years.

Review of Operations

The 2013 / 2014 financial year represented a very strong year for Hume.

Hume continued to provide outstanding customer service that saw increases in both the number of people banking with Hume and the number of accounts they obtained from Hume. What a fitting way to bring 59 years as a building society to a close and welcome the new beginning as Hume Bank.

Operating profit before fair value adjustments was unchanged at \$4.250m despite the record low cash rate that prevailed for nearly the whole year

Hume's customers continue to rate Hume extremely highly with a satisfaction rating of 92.3% as at 30 June 2014 according to Roy Morgan Research. Employees also rate Hume highly with a Staff Engagement ratio of 76% measured by the Hay Group exceeding its Global High Performing Index for the second year running.

The high customer and staff satisfaction ratings should come as no surprise; they are two of the five measures that Hume has adopted to recognise success. Three of the measures relate to customers (the number of customers and both the number and value of the products they have) and improvements in all three measures confirm the Roy Morgan findings. Staff Engagement is the fourth measure and a regular flow of unsolicited positive feedback

provided by customers confirms the Hay Group survey results – that Hume has a happy and committed workforce. Profit is the fifth measure, measured by the efficiency ratio Cost to Income, not in absolute terms. Hume spends 81.8 cents of every dollar it earns in providing services to customers (virtually unchanged from 81.6 in 2012/13).

As preparations for Hume's conversion to a bank progressed, an opportunity arose to secure Hume's long term future at its traditional Olive Street location. Hume acquired an adjoining property which will be made available for lease until redevelopment plans are developed and finalised.

Profitability & Growth

Hume's operating profit before fair value adjustments was unchanged at \$4.250m (\$4.248m the previous year). The total comprehensive income, net of tax of \$3.000m was also unchanged from the previous year (\$2.995m) and is a strong result for Hume and its customers.

Despite record low interest rates, loan enquiry was subdued for most of the year and net loan approvals were 6% lower than the previous year. The combined impact of lower loan approvals and existing borrowers continuing to make additional repayments to reduce their loan balances meant that total loan balances finished the year \$4.6m lower than the previous year. Despite not needing deposit growth to fund loan growth,

Hume continued to offer competitive deposit rates to its customers recognising that many of them rely on income from their deposits. Total deposit balances increased by \$17.9m and funded the increase in total assets to \$903.1m at year end (\$883.9m at June 2013).

Operating expenses increased by 4% in comparison to the previous financial year, however more than half of this increase was in expenses either directly or indirectly relating to the Company changing its name to Hume Bank Limited. Some of the increased costs would have been incurred anyway; new uniforms would have been issued to staff a year earlier if not for the pending change in name and branch signage is updated on a periodic basis to reflect changes in the way Hume displays its name. Having a long lead-time from when members approved the change in name to it actually occurring allowed stocks of stationery and other branded material to be run down, minimising the cost of conversion.

Other expenses were incurred in establishing a facility that allows Hume to participate in the Reserve Bank of Australia's Repurchase operations. This facility further enhances Hume's ability to respond to market fluctuations and reduces Hume's exposure to liquidity risk.

The combination of modest asset growth and a reasonable level of profit caused the capital adequacy ratio to increase from 14.80% to 15.13% during the financial year. Hume's capital adequacy ratio, a measure of financial strength, continues to be well above the requirements set by the Australian Prudential Regulatory Authority (APRA) from 1 January 2013.

Looking Forward

Nationally, the Reserve Bank is flagging no immediate or drastic changes to interest rates and the Australian economy is expected to continue to grow at a slightly below average pace. The areas in which Hume operates were largely unaffected by the mining boom and more recent contraction; therefore local economic growth is expected to continue to be measured and steady.

Against that backdrop, Hume is very well positioned.

Hume saw an increase in the number of people banking with it during 2013/14 and people in Wangaratta and Wagga in particular, where Hume is still relatively new and unknown, recognised the value and convenience that Hume provides. Early indications are that the response to the change to Hume Bank is what the Board expected it to be; even more people are responding to the same great value proposition than before. Hume's products and service delivery will continue to be refined to provide even more value to customers; ensuring Hume's growth prospects as Hume Bank.

Board Changes

After sixteen months as Chairman. which included the Annual General Meeting at which members approved a change in name to Hume Bank Limited. Stuart Gilchrist resigned from that office in November 2013. Mr Gilchrist continued as a Director until February 2014 to provide continuity and support for Michael Gobel who was elected as Chairman at the November Board meeting. In anticipation of Mr Gilchrist's departure after 7 years as director, the Board re-appointed Henrietta Cruddas to the Board and elected her as Deputy Chairman in November 2013.

Mrs Denise Osborne advised the Board of her intention to retire after Hume became a bank and her resignation took effect on 21 August 2014; immediately after the 2014 Financial Accounts had been approved by the Board. Mrs Osborne served as a director for 7 years and believed that the milestone of Hume becoming a bank was an appropriate time for

her to step down from that role. The directors have an obligation to ensure that the Board as a whole has the full range of skills and experience required of an Australian Bank and, notwithstanding that there are three nominees seeking election to the two vacant director positions on the Board, agreed to fill that casual vacancy by appointing Mrs Kay Thawley to the Board following Mrs Osborne's resignation on 21 August 2014.

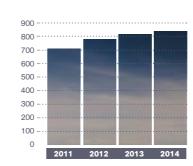
Members will elect two directors from the three candidates standing for election and the results will be announced at the 2014 Annual General Meeting. Members will be asked to confirm the appointments of Ms Henrietta Cruddas and Mrs Kay Thawley during the meeting.

Thanks

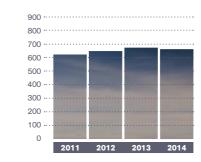
Over a period spanning nearly six decades, a number of people have made significant contributions to Hume; either as directors or as employees. Over the past year, staff have increased their contribution; and have continued to provide industry leading levels of customer service while also preparing for the conversion to Hume Bank on 1st July. Our thanks go to all staff and directors involved in. and or who contributed to, the process of converting to Hume Bank and for their continued commitment to Hume's ongoing success. Our thanks also go to customers for their continued support of Hume and, as members, for approving the change to Hume Bank.



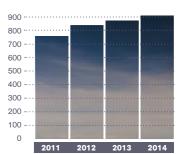
Total Deposits (\$m)



Total Loans (\$m)



Total Assets (\$m)





"Hume is who we are, Bank is what we do".

ANDREW SAXBY, CEO HUME BANK



Left to right:

MELISSA SWEETLAND General Manager Customer Service, Sales and Marketing

ANDREW SAXBY
Chief Executive Officer

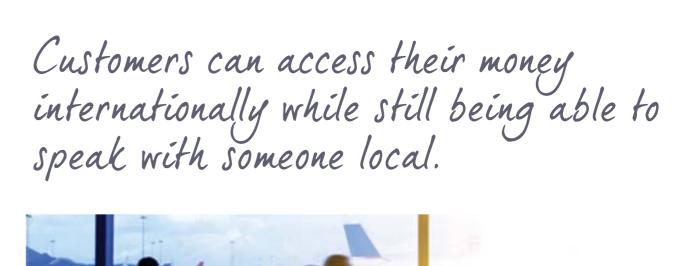
JESSIE ARNEY General Manager Human Resources

DAVID ROWE
General Manager
Information Technology

Risk Manager

General Manager
Finance and Administration





Hume Bank

VISIT WEBSILE

Logon to meank

Hume's personalised service by a local team across our 19 branches, is supported by 47 ATMs as well as phone, online and mobile banking.

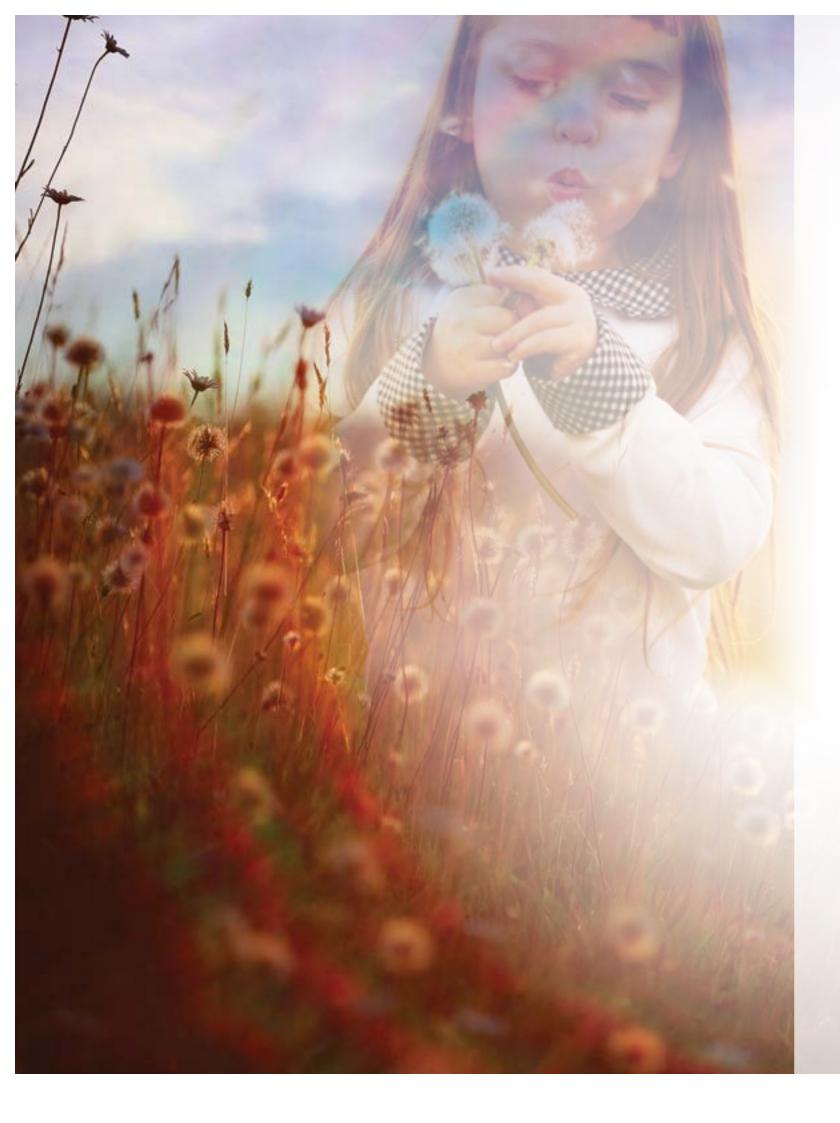
Customers can bank with a local organisation while accessing their cash and Hume's banking services 24x7 from anywhere around the world.

Hume continues to develop its banking and Visa services. This year Hume launched Visa Checkout, a free digital wallet service which allows you to checkout at participating retailers using just an e-mail address and password.

The increased card security also provides customised alerts.

Hume Visa cards also include the payWave facility providing faster checkout for purchases under \$100.

Hume's new mobile app provides customers increased convenience and flexibility.



Hume actively gives back to the community and looks at ways it can engage people on local issues.



Hume believes in making a difference to the towns and communities in which it operates. Each year, Hume supports more than 130 community groups, charities and local events through sponsorships, donations and in kind support.

Hume hosts a series of annual events to engage people and local businesses so they can make a difference. This year, Hume's Ladies Luncheon raised over \$10,000 for Betty's Place, an organisation that supports local women and children affected by domestic violence.

Hume's Movie Charity Evening raised over \$4,000 for Aspect Riverina School, a school that provides educational programs for children with autism. The event highlighted the skills autistic people can bring to the workplace and was held on World Autism Day.

This year, Hume will be the major financial sponsor of the Henty Machinery Field Days. Hume will provide ATMs and full banking facilities for more than 800 exhibitors and 60,000 visitors.

As a major sponsor of the 2014 Wangaratta Festival of Jazz, Hume will join the community in October to welcome festival guests to the region to sample the lively arts and entertainment on offer.

Hume is proud to sponsor the Wagga Waggafest which is a short film competition encouraging the community and visitors alike to share their unique Wagga Wagga stories using the medium of film.

Hume also supports the community through employing local staff and purchasing locally whenever possible.



Hume has helped schools provide financial literacy to students so they can make better decisions about money.



Albury Public School was the first school to join Hume's school banking program in 2004. Today, over 2,500 students and 49 local primary schools participate in the program, which is also available to preschools.

Hume continues to help schools educate children on money matters with its annual activity book and dedicated website.

Hume has been recognised nationally for its commitment to improving financial literacy in the region and has been awarded CANSTAR's Best Youth Banking and Education (customer owned bank) three years in a row.



CUSTOMER STORIES



PHILLIP AND LISA DAY

Phillip and Lisa have banked with Hume since 1992 and over the years have bought and sold several investment properties.

With the help of Hume, and careful planning, they now own three properties and their business, PM & LC Day Plumbing Pty Ltd, continues to expand in the commercial field.

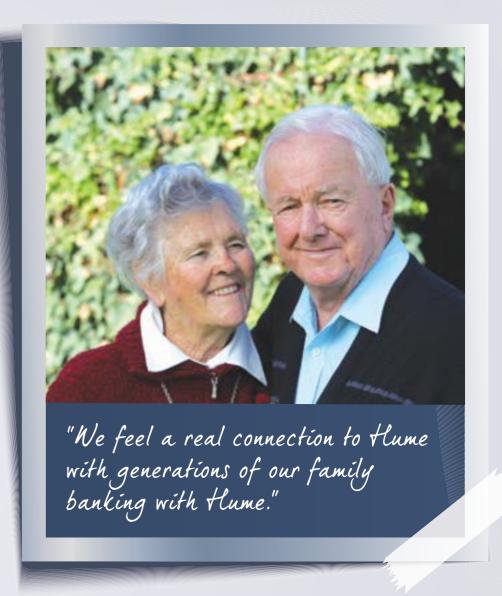
JANICE WILCOX

Janice has banked with Hume since 1974 and during that time has operated three child care centres in the Albury area.

of caring for local children in the region for 40 years."

Over Janice's career she has cared for many children and their children. She continues to work at Craitons Child Care Centre, which she owns and operates.

Janice and her husband, Noel, have also bought and built 10 residential properties with Hume's help.



PAUL AND ANNE GLASS

Paul and Anne Glass have been customers of Hume since its very beginning in 1955. They bought their first home with Hume's help.

They raised their 7 children in this home and still live there today with their 18 grandchildren visiting regularly.

Anne and Paul will celebrate their 60th wedding anniversary this October.

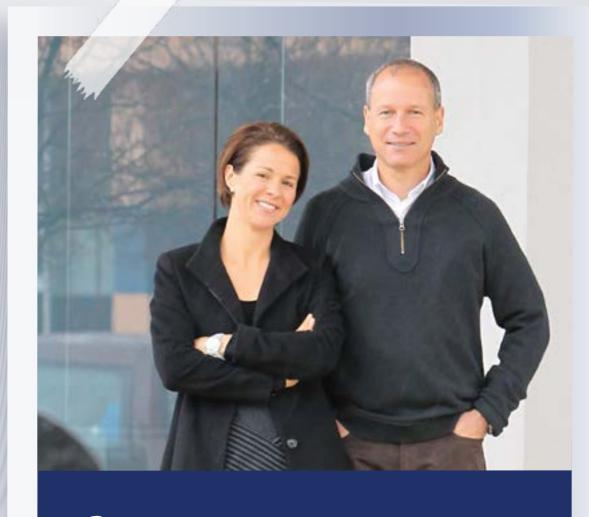
CUSTOMER STORIES



ALLISTER AND LAURA NEELY Elect-Solar

Allister and Laura have banked with Hume since 2011 and have all their business and personal banking with Hume.

Their business, Elect-Solar, provides Wangaratta and surroundings areas efficient electrical services and energy saving solar systems.



"Banking locally has meant we have been able to fund our business ventures with the help of local knowledge and expertise."

ANDREW AND JENNY STERN JMP Developments

With the help of Hume, Andrew and Jenny Stern transformed the former Tooles building on the corner of High and Stanley Streets in Wodonga. The \$1 million redevelopment was completed in December 2013.

Summarised Financial Statements

for the year ended 30 June 2014

Hume Bank Limited

(Formerly Hume Building Society Ltd) AFSL No. 244248 Australian Credit Licence No. 244248

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CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME for the year ended 30 June 2014

	2014 \$'000	2013 \$'000
Interest income		
Interest revenue	43,895	48,431
Interest expense	(23,609)	(28,750)
Net interest income	20,286	19,681
Non-interest income		
Fees and commissions from non-members	2,449	2,415
Fees and commissions from members	1,560	1,457
Other non-interest income	228	93
Total non-interest income	4,237	3,965
Total operating income	24,523	23,646
Operating expenses		
Personnel costs	(10,166)	(9,636)
Occupancy costs	(2,352)	(2,312)
ATM, Eftpos & electronic transaction processing costs	(1,412)	(1,364)
Depreciation and amortisation	(1,399)	(1,398)
Information technology expenses	(1,059)	(959)
Marketing expenses	(838)	(796)
Other operating expenses	(2,839)	(2,829)
Total operating expenses	(20,065)	(19,294)
Impairment of loans and advances	(208)	(104)
Operating profit before fair value adjustments	4,250	4,248
Fair value adjustments	(283)	-
Profit before income tax	3,967	4,248
Income tax expense	(1,204)	(1,293)
Profit for the year	2,763	2,955
Other comprehensive income		
Other comprehensive income	225	-
Change in fair value of cash flow hedges	12	-
Other comprehensive income, net of tax	237	-
Total comprehensive income for the year	3,000	2,955

The consolidated statement of profit or loss and other comprehensive income has been extracted from the annual statutory financial statements.

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CONSOLIDATED STATEMENT OF FINANCIAL POSITION

as at 30 June 2014

	2014 \$'000	2013 \$'000
Assets		
Cash and cash equivalents	42,897	37,575
Receivables due from other financial institutions	67,874	56,601
Investment securities	108,661	102,624
Trade and other receivables	1,169	1,191
Derivative financial instruments	16	-
Loans and advances	671,705	676,302
Other investments	204	204
Investment property	1,746	-
Property, plant and equipment	6,996	7,732
Intangible assets	449	400
Deferred tax assets	1,456	1,314
Total assets	903,173	883,943
Liabilities		
Deposits	826,973	809,025
Trade and other payables	11,107	13,032
Income tax payable	571	456
Deferred tax liabilities	5	144
Provision for employee benefits	2,177	1,946
Borrowings	2,000	2,000
Total liabilities	842,833	826,603
Net assets	60,340	57,340
Members' funds		
Reserves	2,839	2,581
Retained earnings	57,501	54,759
Total members' funds	60,340	57,340

The consolidated statement of financial position has been extracted from the annual statutory financial statements.

CONSOLIDATED STATEMENT OF CASH FLOWS

for the year ended 30 June 2014

2014 \$000 2013 \$000 2000 Cash flows from operating activities \$000 \$0000 Interest received 43,955 48,393 Interest paid (24,604) (29,171) Other non-interest revenue received 4,190 4,013 Cash paid to suppliers and employees (19,335) (16,199) Fees and commissions paid (24) (35) Income tax paid (1,375) (1,318) Less of Jectorease in operating assets: (Increase)/decrease in loans and advances 4,389 (28,909) Net (increase)/decrease in loans and advances 4,389 (28,909) Net cash flows from operating activities 25,144 3,591 Cash flows from investing activities 17,948 26,817 Net cash flows from investing activities 13,000 (19,000) Payments for property, plant and equipment (562) (1,824) Proceeds from sale of property, plant and equipment 22 117 Payments for intangible assets (324) (292) Payments for intenging activities 10,488 (20,999) <th></th> <th></th> <th></th>			
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Fees and commissions paid (24) (35) Income tax paid (1,375) (1,318) 2,807 5,683 (Increase)/decrease in operating assets: Verification of the financial part of the financial institutions of the	Other non-interest revenue received	4,190	4,013
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Payments for investment property Net cash flows from investing activities Cash flows from financing activities Proceeds from borrowings Proceeds from financing activities Proceeds from financing activities Net cash flows from financing activities Net increase/(decrease) in cash held Cash at the beginning of the financial year 177,800 193,208	Proceeds from sale of property, plant and equipment	22	117
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Cash at the end of the financial year 213,432 177,800	Cash at the beginning of the financial year	177,800	193,208
	Cash at the end of the financial year	213,432	177,800

The consolidated statement of cash flows has been extracted from the annual statutory financial statements.



Crowe Horwath Albury
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Member Crowe Horwath International

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Independent Auditor's report to the members of Hume Bank Limited

Report on the summarised financial statements

We have audited the accompanying summarised financial statements of Hume Bank Limited (formally Hume Building Society Ltd) (the Company), which comprises the consolidated statement of financial position as at 30 June 2014, and the consolidated statement of profit or loss and other comprehensive income and consolidated statement of cash flows for the year ended on that date as set out on pages 22 to 24 which were derived from the audited financial statements of Hume Bank Limited for the year ended 30 June 2014. We expressed an unmodified Auditor's opinion on those financial statements in our auditor's report dated 21 August 2014. Those financial statements, and the summarised financial statements, do not reflect the effects of events that occurred subsequent to the date of our report on that financial report. The summarised financial statements do not contain all the disclosures required by the Australian Accounting Standards.

Reading the summarised financial statements, therefore, is not a substitute for reading the audited financial statements of the Company.

Directors' responsibility for the summarised financial report

The Directors of the Company are responsible for the preparation and fair presentation of the summarised financial statements.

Auditor's responsibility

Our responsibility is to express an opinion on the summarised financial statements based on our procedures, which were conducted in accordance with Auditing Standard ASA 810 Engagements to Report on Summary Financial Statements.

Auditor's opinion

In our opinion, the information reported in the summarised financial statements is consistent, in all material respects, with the audited financial statements from which it was derived.

CROWE HORWATH ALBURY

BRADLEY D BOHUN Partner Albury, 21 August 2014

Crowe Horwath Albury is a member of Crowe Horwath International, a Swiss verein. Each member of Crowe Horwath is a separate and independent legal entity. Liability limited by a scheme approved under Professional Standards Legislation other than for the acts or omissions of financial services licensees.

Hume Bank Members' Report 2014



Senior Managers

Management Team

DALE JOHNSTONE Financial and Management Accountant
JARROD O'NEILL Finance Manager
TYLER PEACHEY Credit Manager BILL QUINN Information Technology Manager MELISSA RALPH Compliance Manager JUSTIN RYNEHART Regional Manager Riverina JASON WOOLHOUSE Product Manager

Service Centres

ALBURY

Head Office

Myer Centrepoint
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Centro Albury 487 Kiewa Street, Albury NSW 2640 Phone (02) 6051 3308 Fax (02) 6041 5697

WODONGA

131 High Street, Wodonga VIC 3690 Phone (02) 6051 3309 Fax (02) 6022 906

Wodonga Plaza

Eigin Street, Wodonga VIC 3690 Phone (02) 6051 3303 Fax (02) 6022 9022

Birallee Village 97 Melrose Drive, Wodonga VIC 3690 Phone (02) 6051 3304 Fax (02) 6043 4304

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Shop 12, Victoria Cross Parade, Wodonga VIC 3
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WAGGA WAGGA

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