



STATEMENT OF ACCOUNTS

Glenn Sargeant - CFO

01

MEMBERS



MEMBERS

Membership refers to all shareholders that are eligible to join under the common bond.

↑ 4.8%



MEMBERS

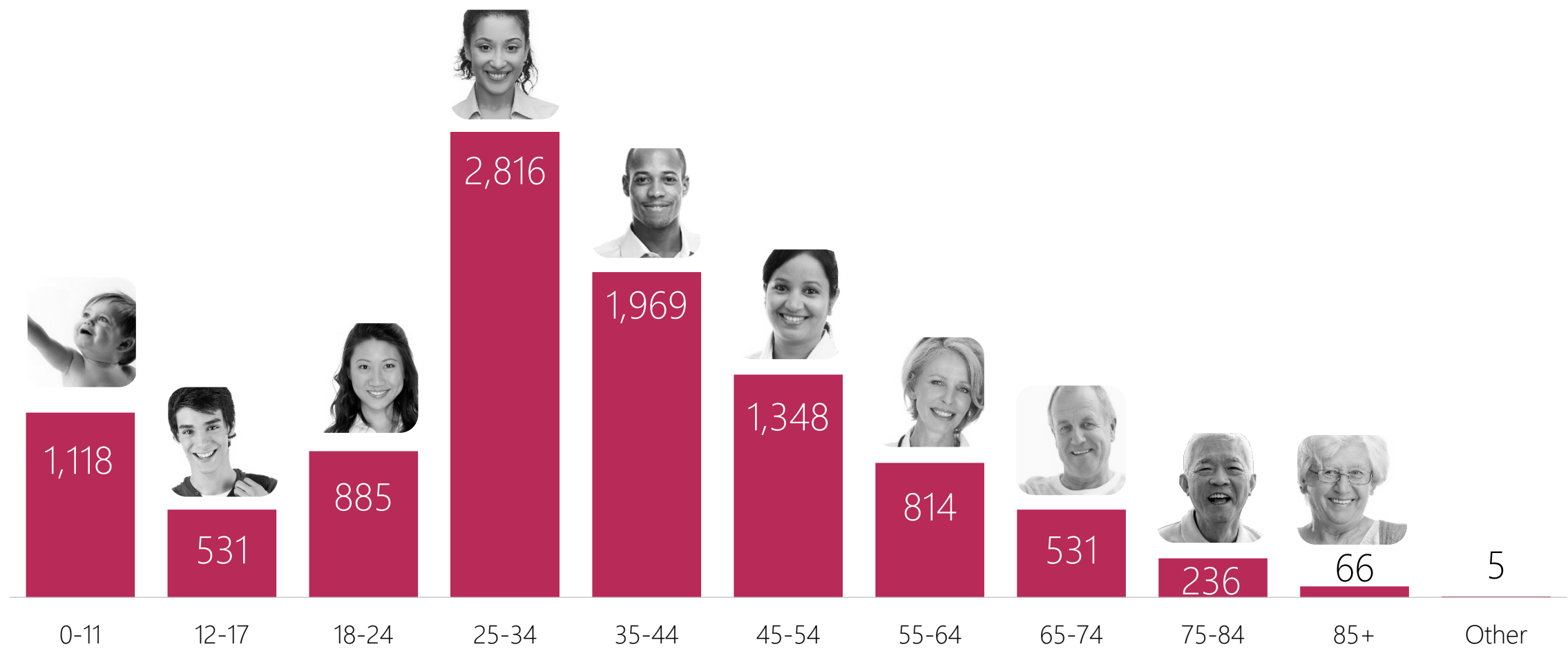
BY BRAND AND CHANNEL



	New Members	5,215	370	1,145	358	21	=	7,109
	<i>Of which Broker Introduced</i>	958	151	1,281	820	0	=	3,210
	FCCL merger		2,906				=	2,906
	Total Members	192,362	11,233	15,188	1,961	13	=	220,757

NEW MEMBERS

BY AGE



02

LIABILITIES




RETAIL DEPOSITS





Term Deposits
6.6% 

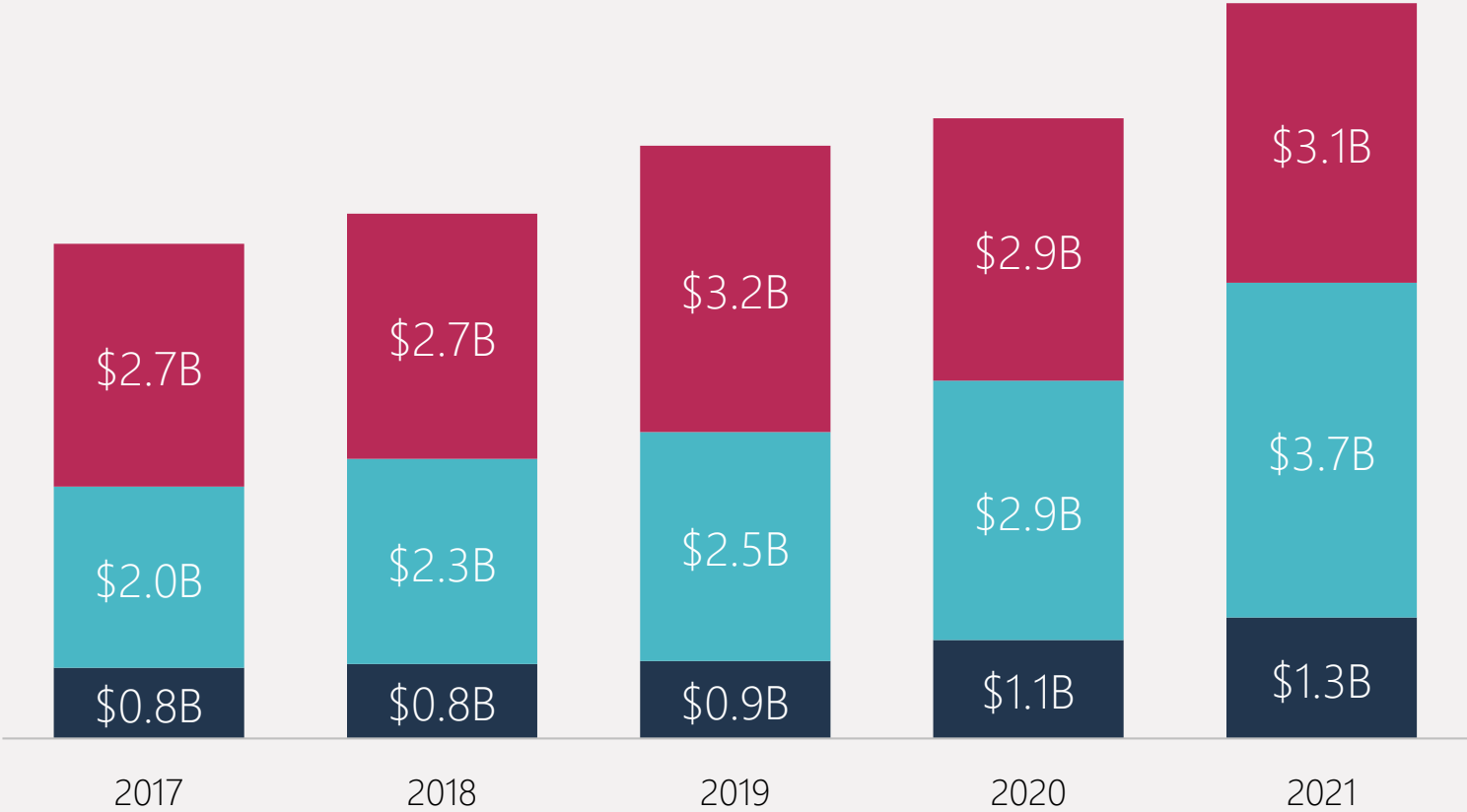


Savings accounts
29.0% 



Transaction accounts
23.0% 

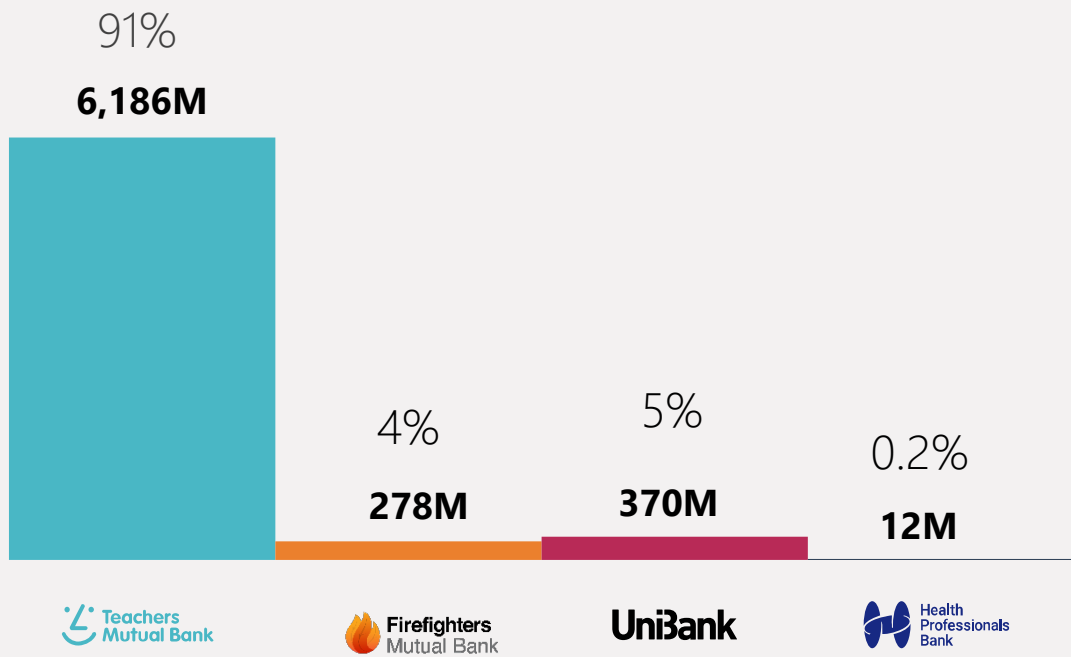
 18.6%



RETAIL DEPOSITS

BY BRAND

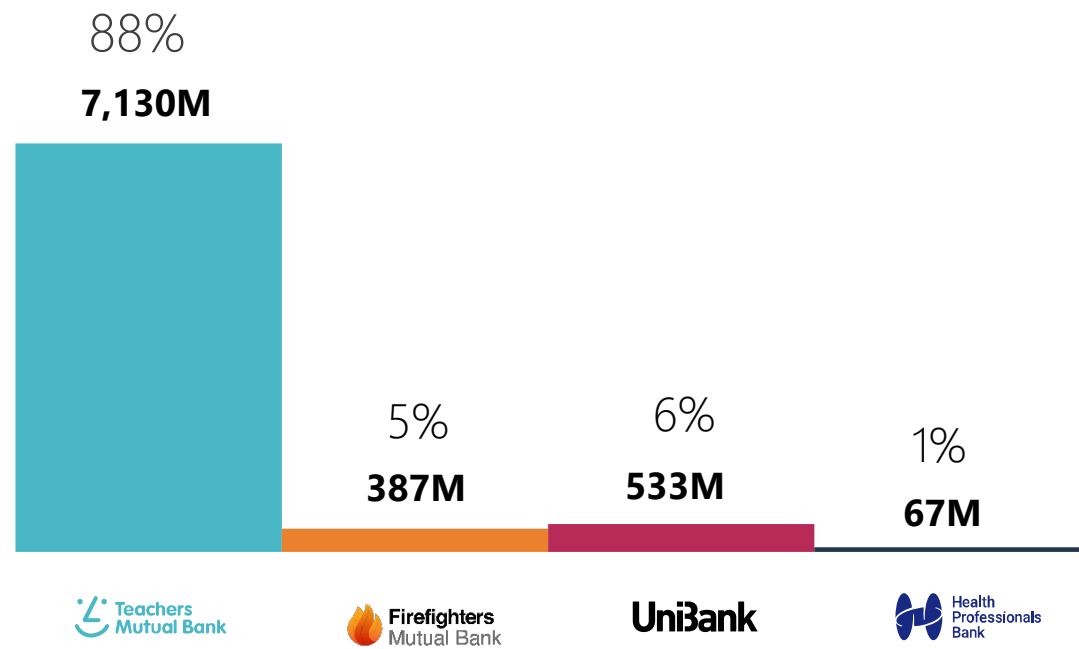
JUNE 2020



↑ 18.6%

JUNE 2021

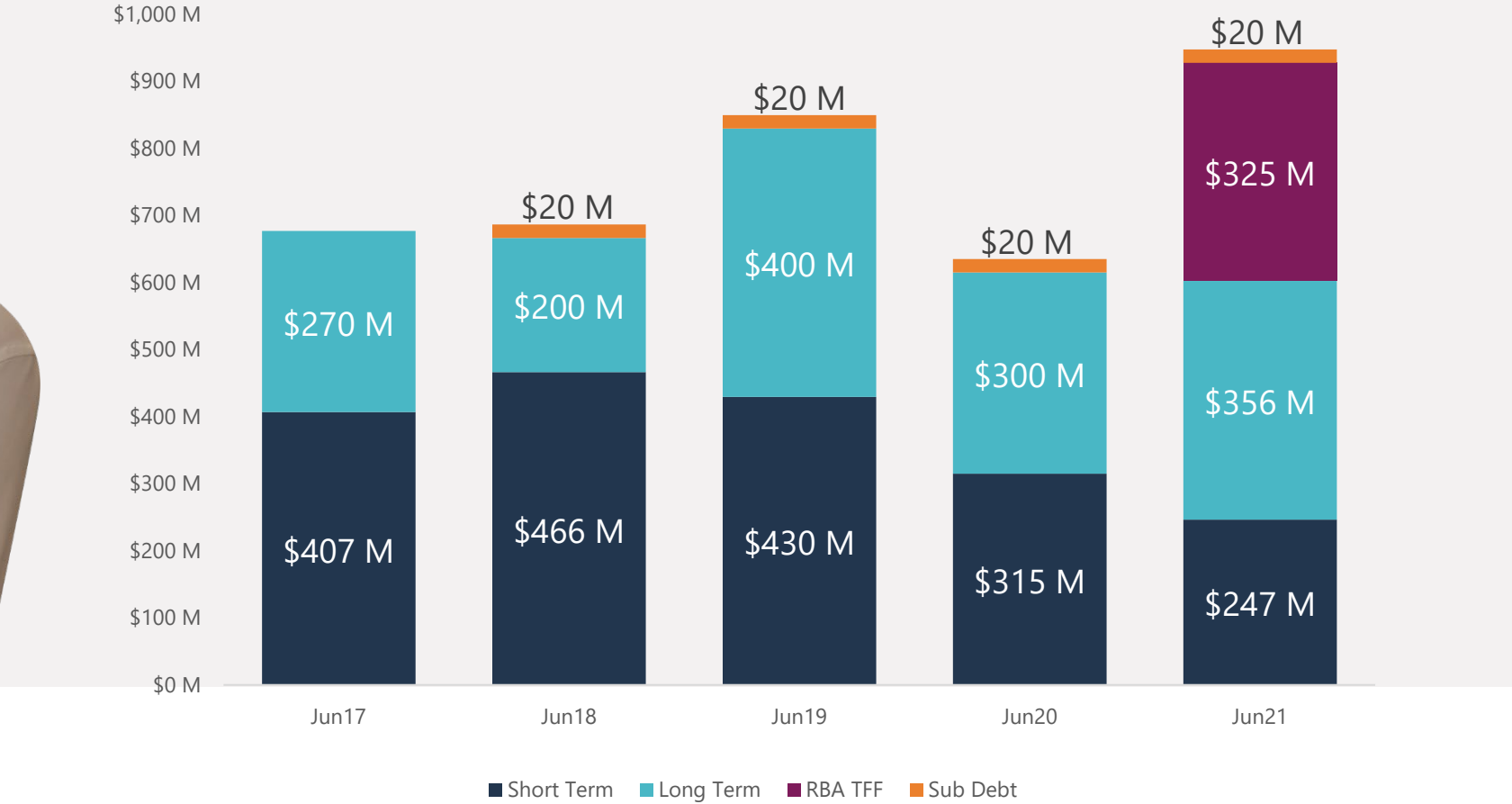
↑ 15.3% ↑ 38.8% ↑ 44.1% ↑ 447.2%





WHOLESALE FUNDING

↑ 49%



WHOLESALE CREDIT RATINGS

Moody's P-2/Baa1 (stable)

Excellent asset quality, driven by TMBL's focus on residential mortgage lending and conservative underwriting

Sound capitalisation

Conservative funding profile, dominated by retail deposits



Standard & Poor's A-2/BBB (positive)

Very strong capitalisation

Focus on low-risk residential mortgages contributes to low credit losses

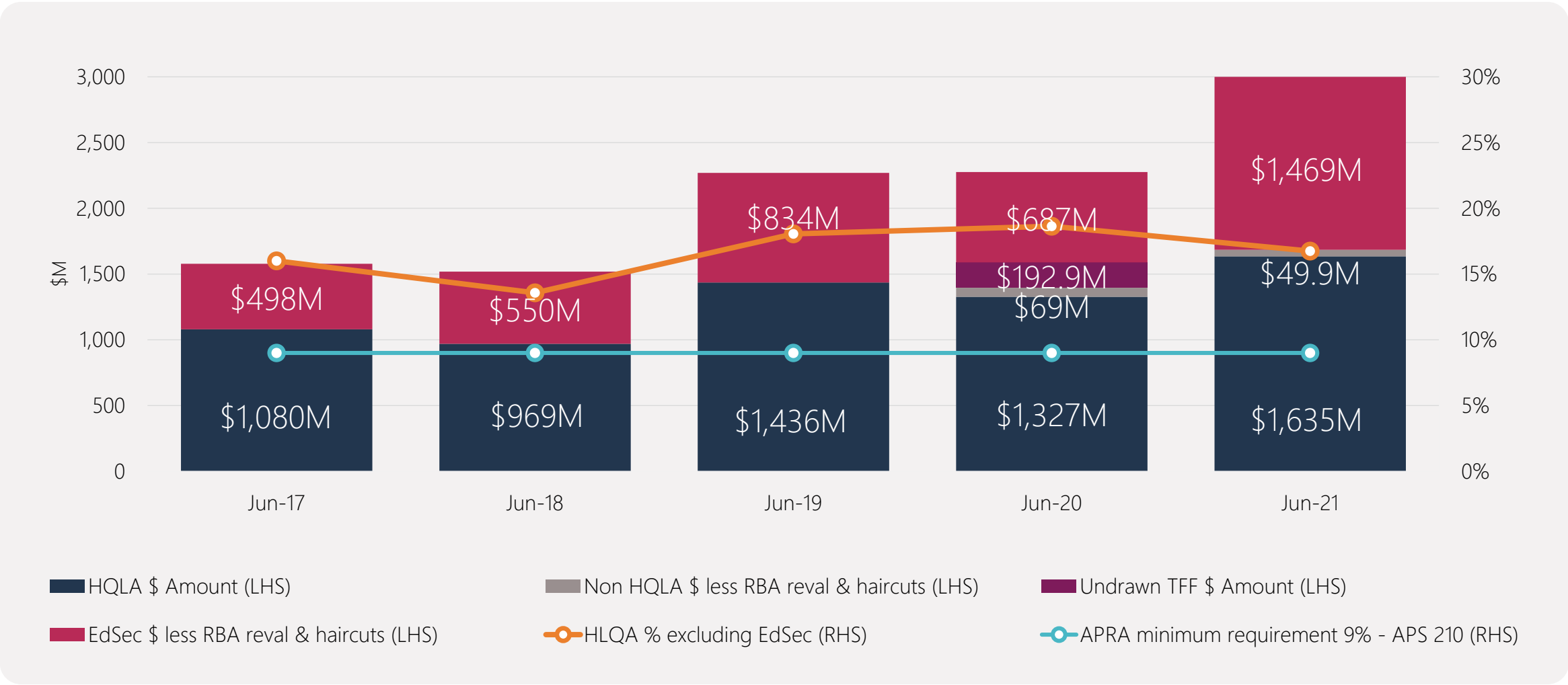


03

LIQUIDITY



LIQUIDITY



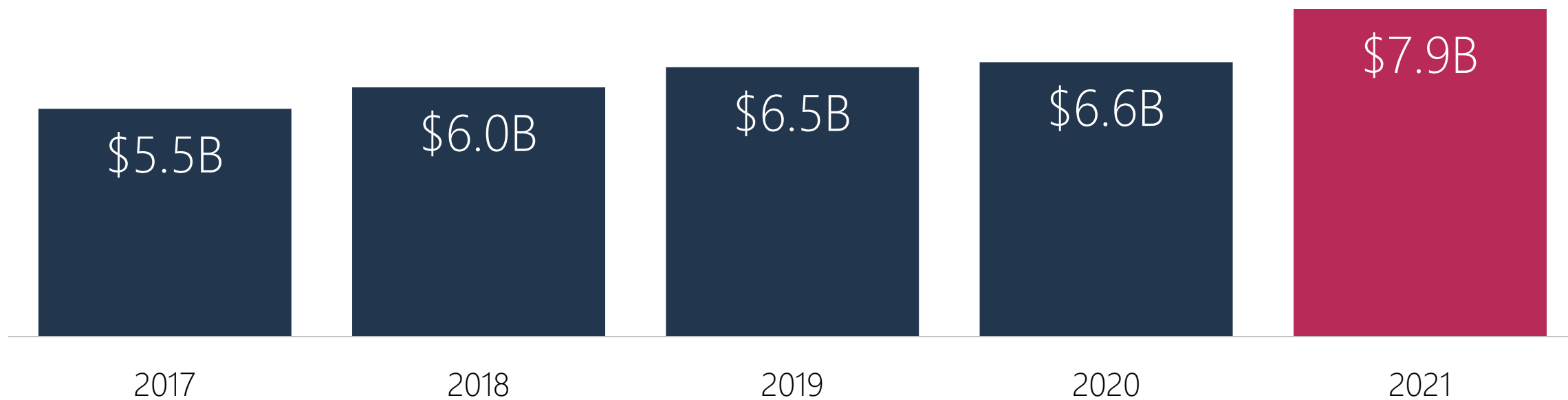
04

ASSETS



LOANS

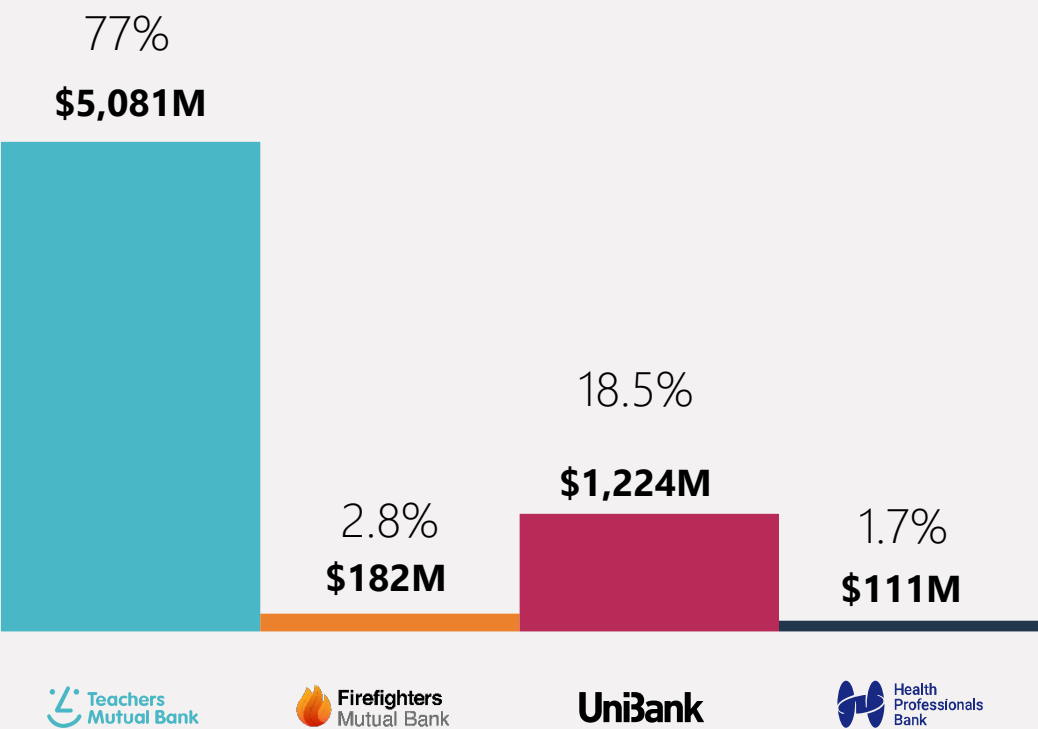
↑ 19.3%



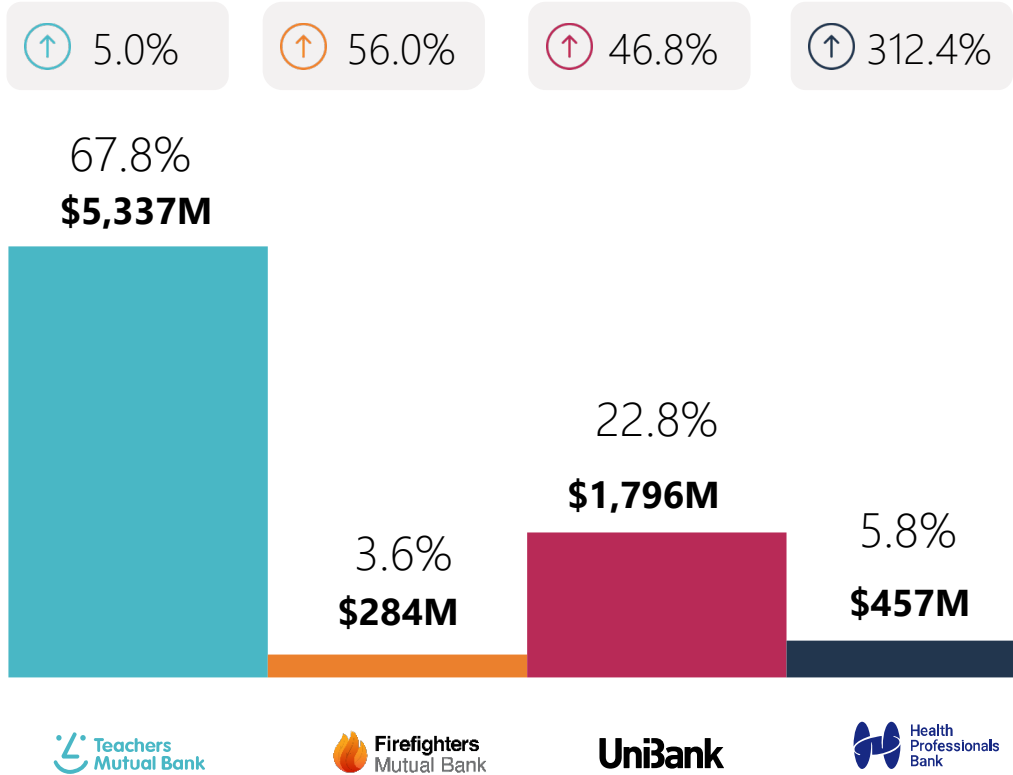
LOAN BALANCES

BY BRAND

JUNE 2020









JUNE 2021





LOANS FUNDED

	CATEGORY	AMOUNT	MEMBERS
	Home Loans	\$2,300,024,269	4,899
	Of which are first home buyers	\$557,494,035	1,269
	Car loans	\$24,773,504	974
	Personal loans	\$13,376,227	722
	Total	\$2,338,174,000	-
	Credit Cards limits approved	\$5,566,870	977

LOANS TO HOUSEHOLDS

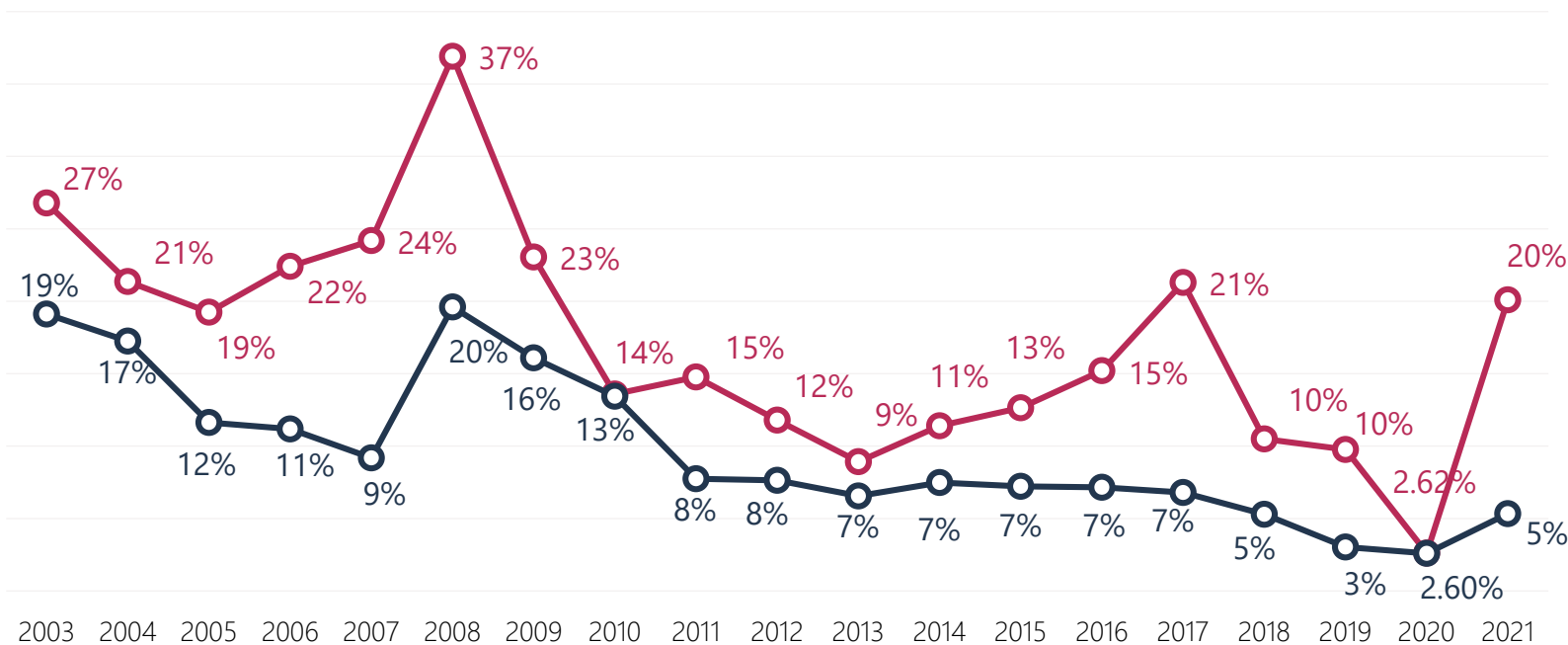
HOUSING



 TMBL growth

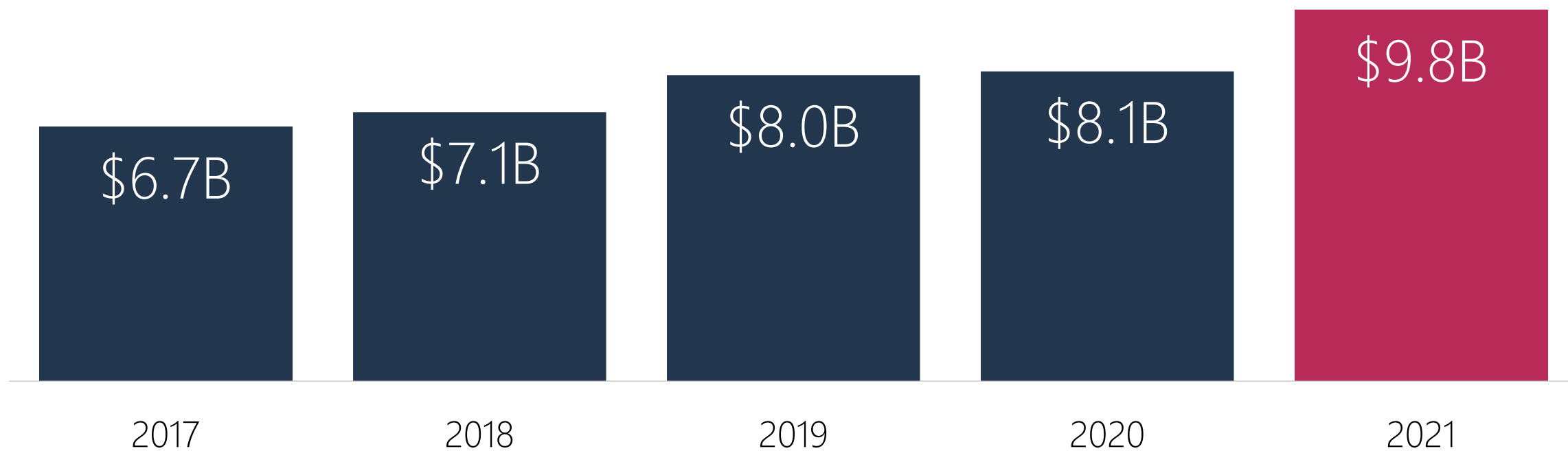
 All banks growth

Owner occupied and investment growth



ASSETS

↑ 19.9%



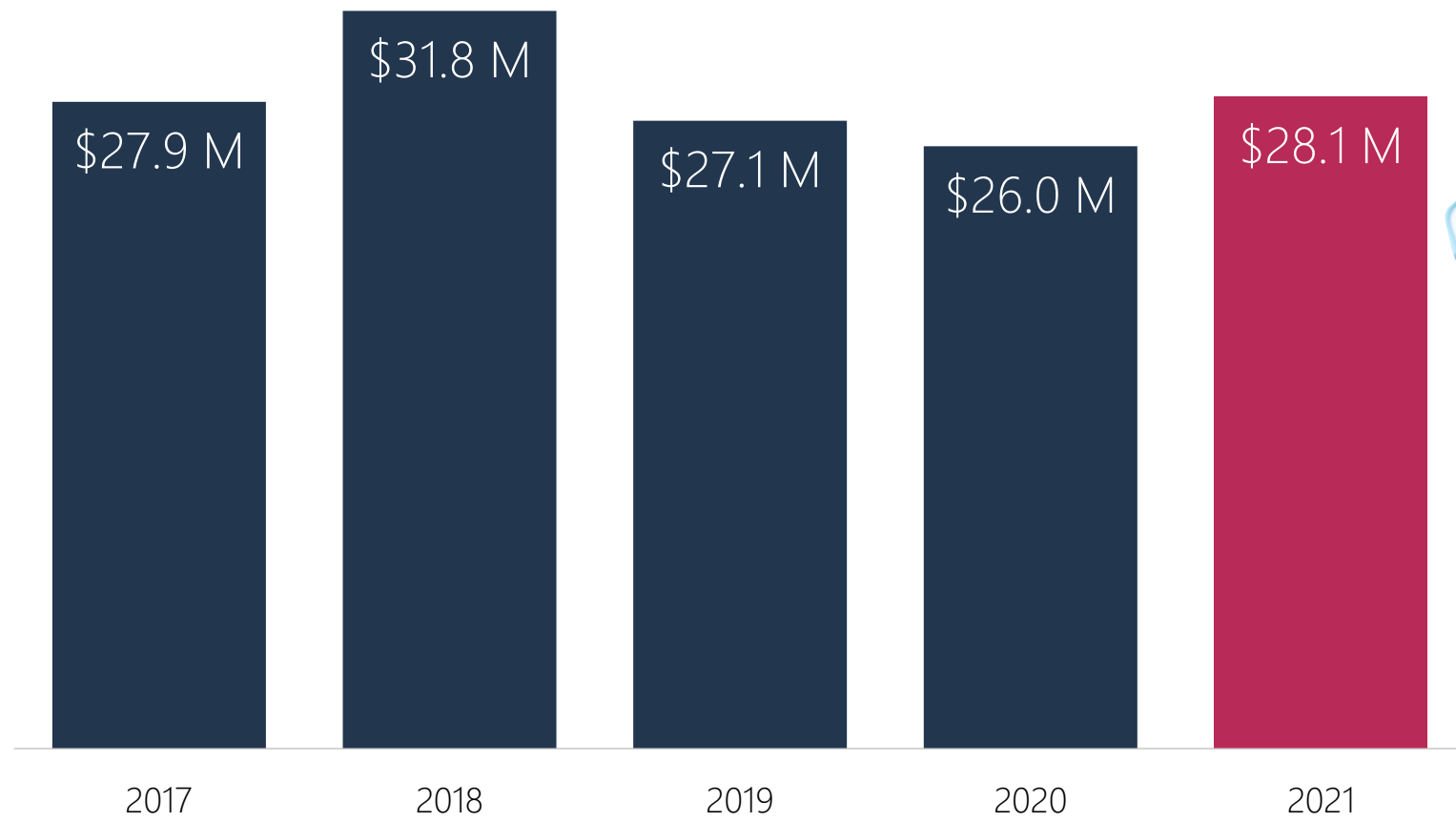
05

INCOME & EXPENDITURE



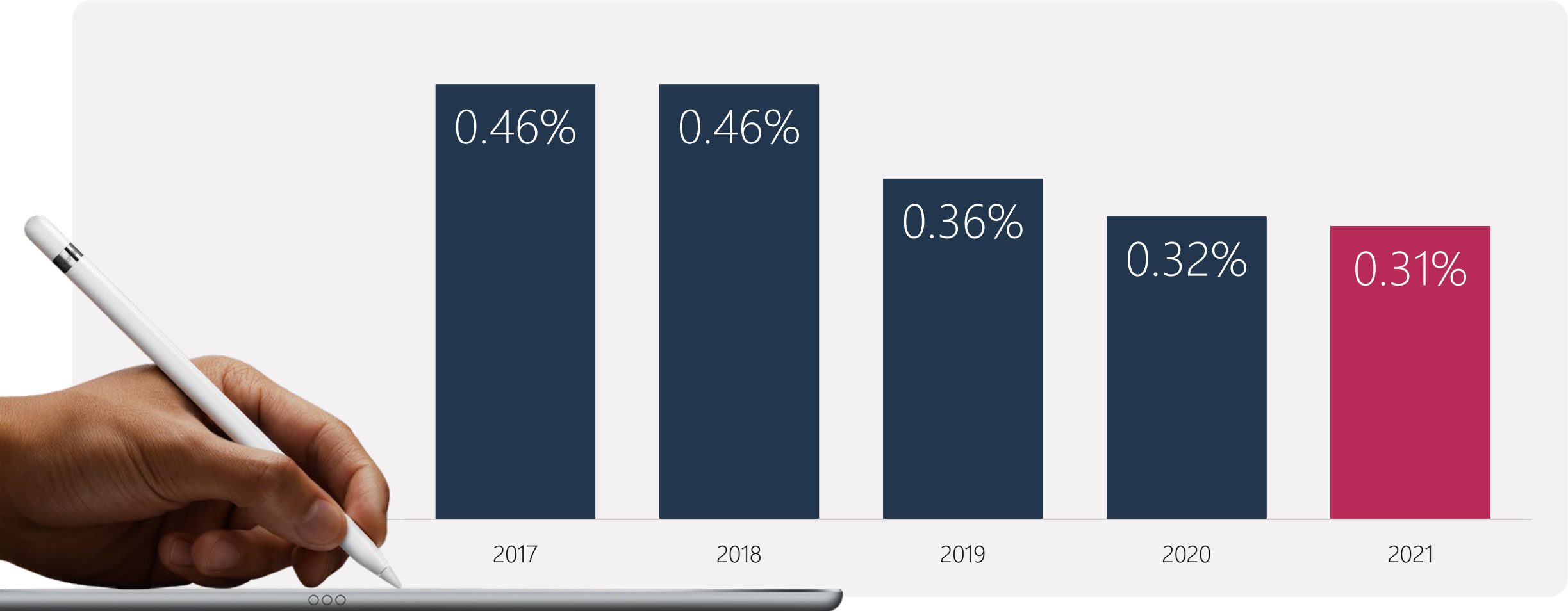
PROFIT AFTER TAX

↑ 8.2%



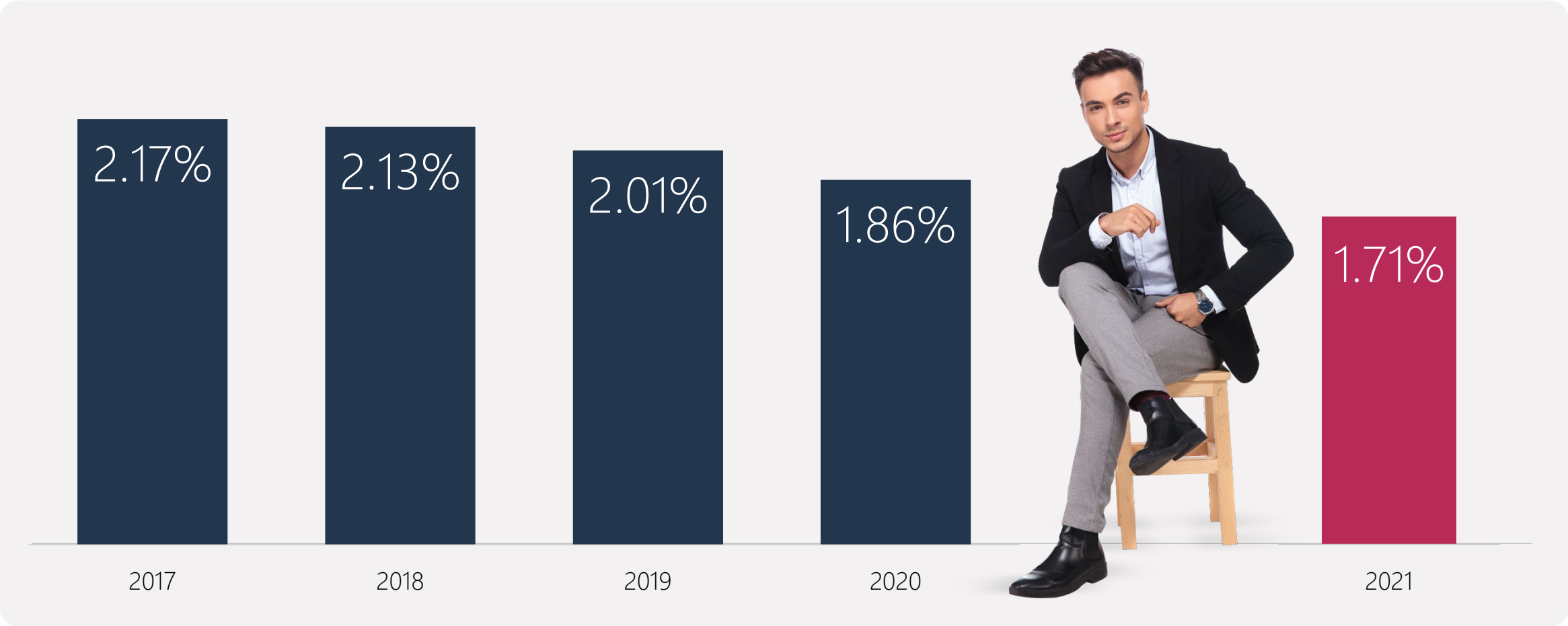
RETURN ON ASSETS

⬇️ 0.01%

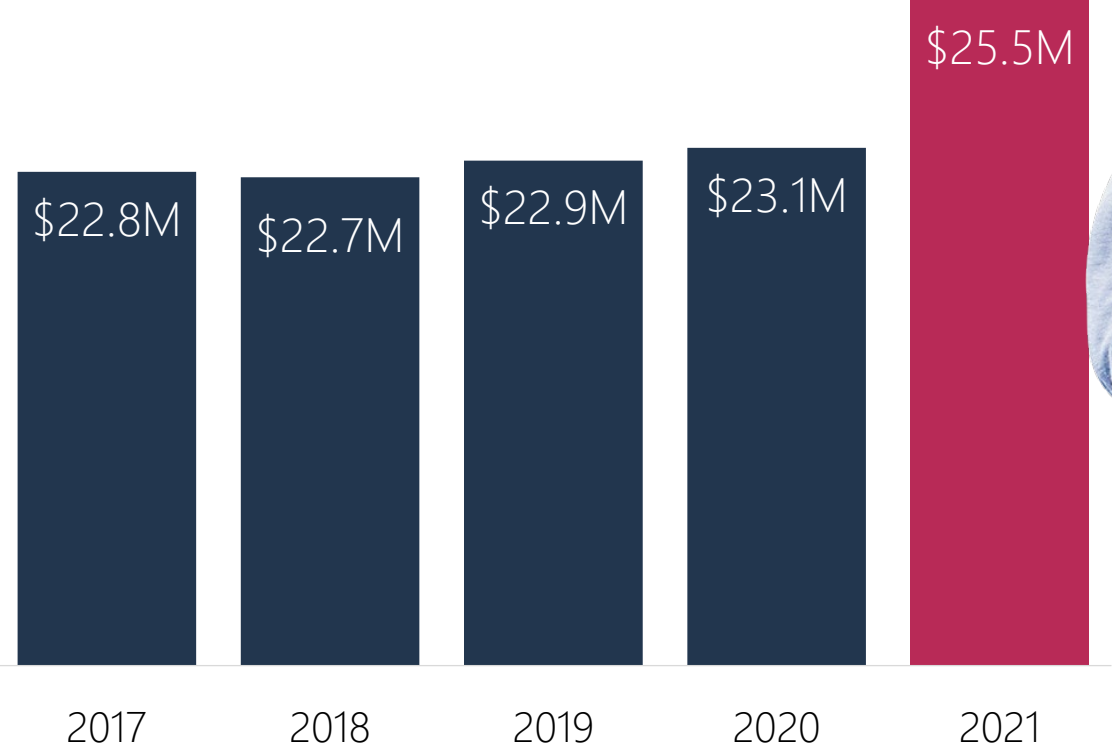


MARGIN

⬇ 0.15%



TOTAL NON-INTEREST REVENUE



REVENUE

FEES AND COMMISSION

↑ 1.0%



Reduced transaction fees



9%

\$0.1M



Reduced Transaction commissions
made worse by COVID-19, especially foreign visa



11%

\$0.6M



Ceased Bridges Investment Advisory relationship



30%

\$0.3M



Reduced insurance commissions
bush fires, floods, hailstorms, commission rates, covid19 affect sales



3%

\$0.3M

OTHER INCOME



JobKeeper payments



17%

\$0.9M

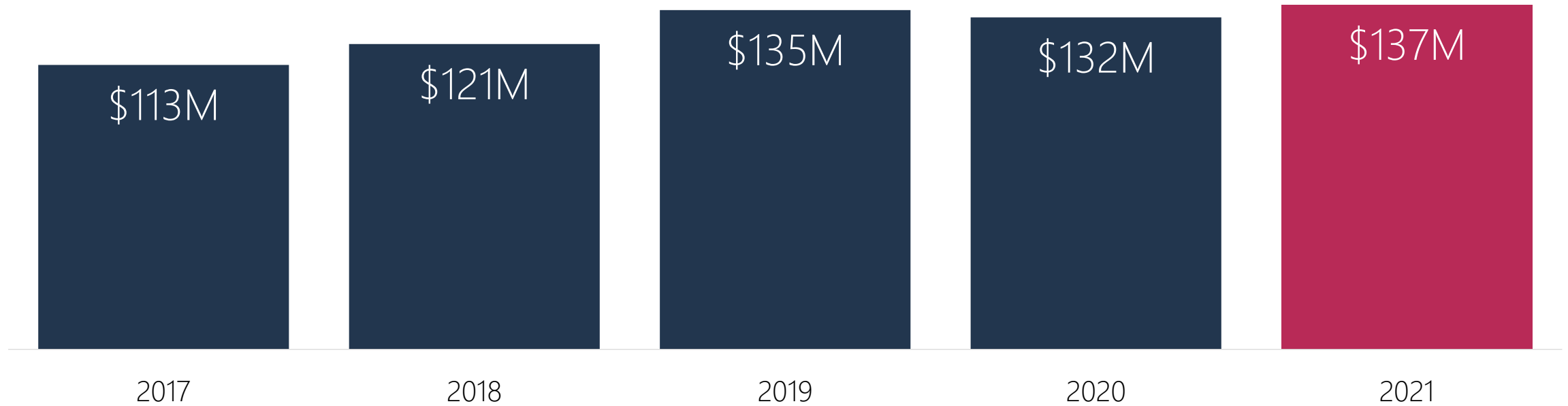


Reduced Provisions

\$1.5M

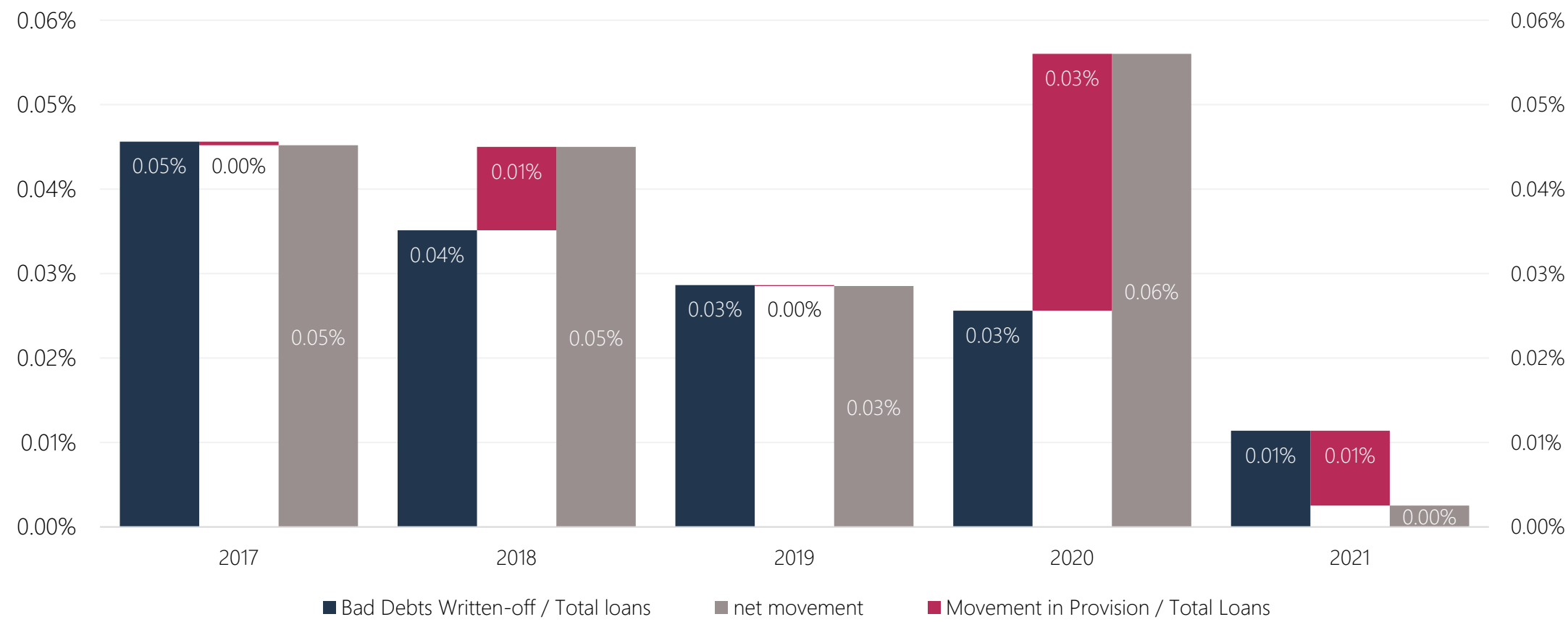
TOTAL GENERAL ADMINISTRATION EXPENSES

↑ 3.8%








BAD DEBTS AND PROVISION EXPENSE

AS A PERCENTAGE OF TOTAL LOANS



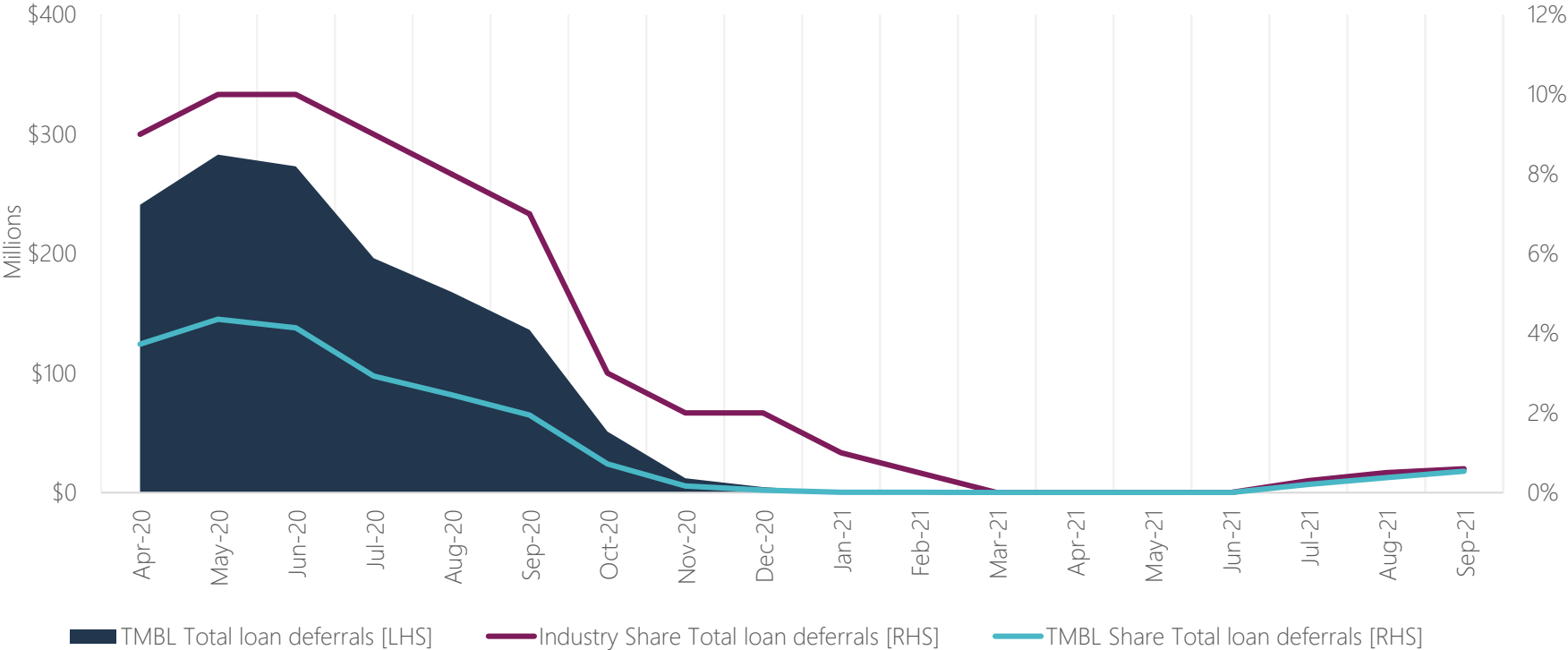
LOAN PROVISIONS

AS AT 30 JUN 21 MANAGEMENT OVERLAY

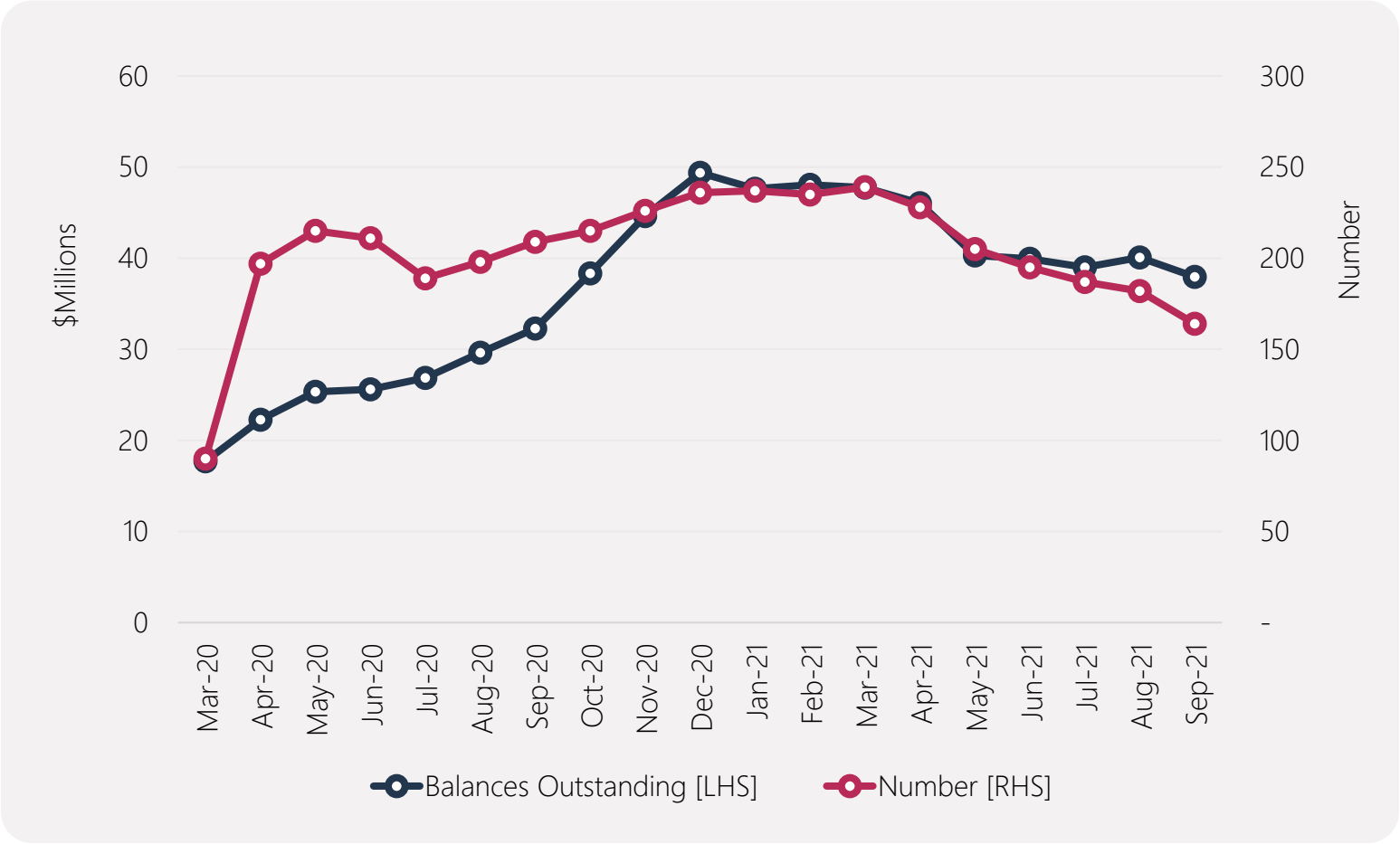
EXPECTED CREDIT LOSSES		HISTORICAL LGDS AND PDS		ADJUSTMENT FOR FORWARD-LOOKING INFORMATION		TOTAL	
\$'000		JUN20	JUN21	JUN20	JUN21	JUN20	JUN21
	Housing	146	460	3,672	1,819	3,818	2,279
	Personal	1,626	1,102	168	1,208	1,794	2,310
	Credit Card	615	397	57	584	672	981
	RediCredit	253	157	25	137	278	294
	Total households	2,640	2,116	3,922	3,748	6,562	5,864

PAYMENT PAUSES

LOANS SUBJECT TO REPAYMENT DEFERRAL

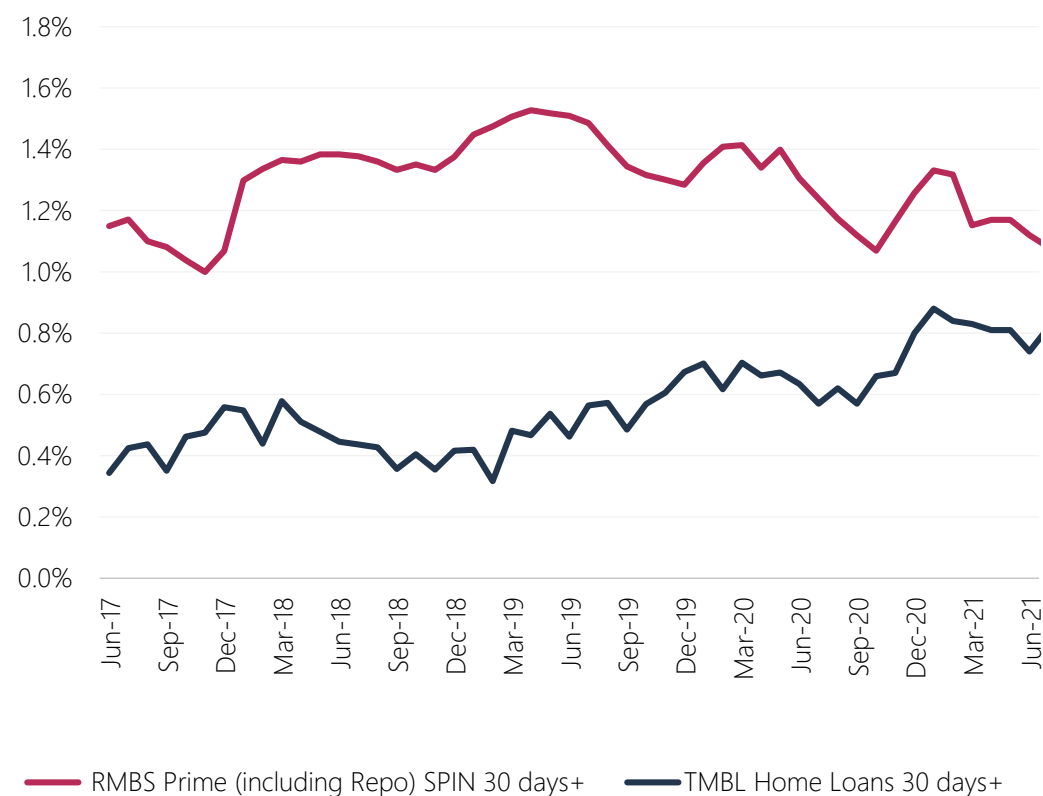


HARDSHIP

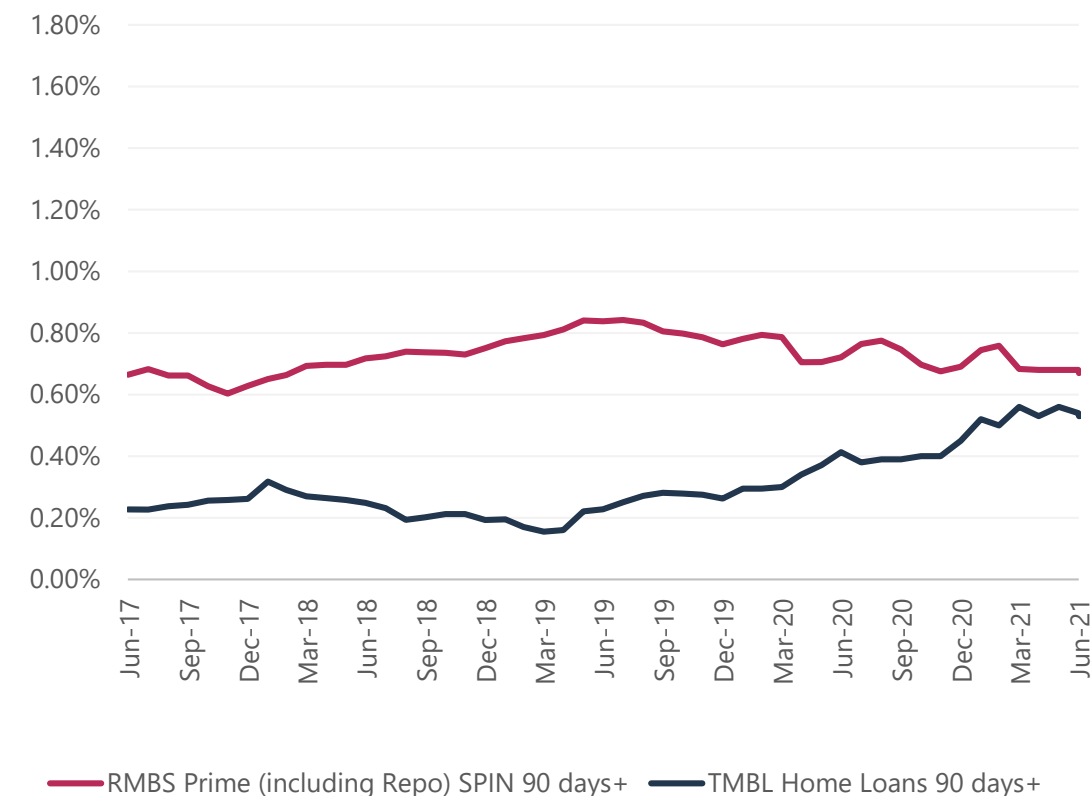


HOME LOANS - ARREARS

30 DAYS IN ARREARS

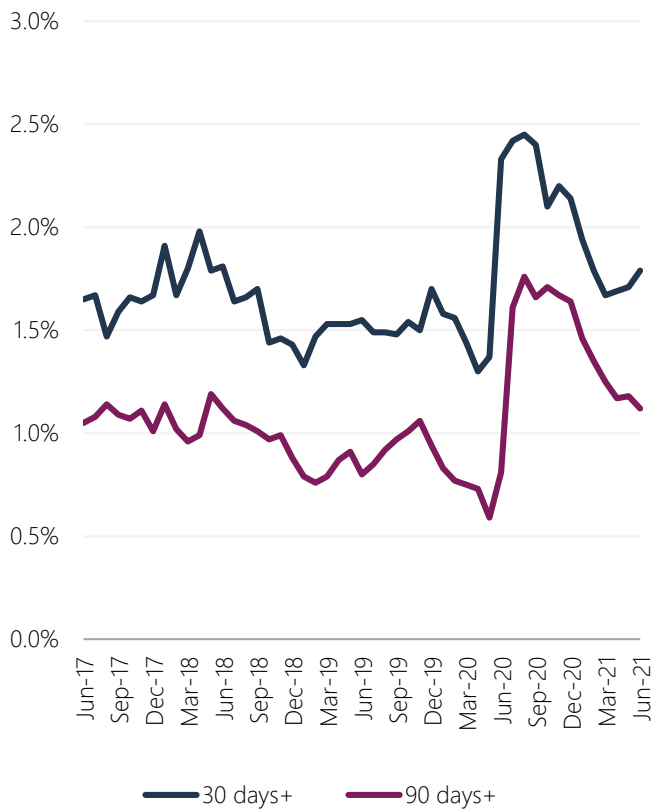


90 DAYS IN ARREARS

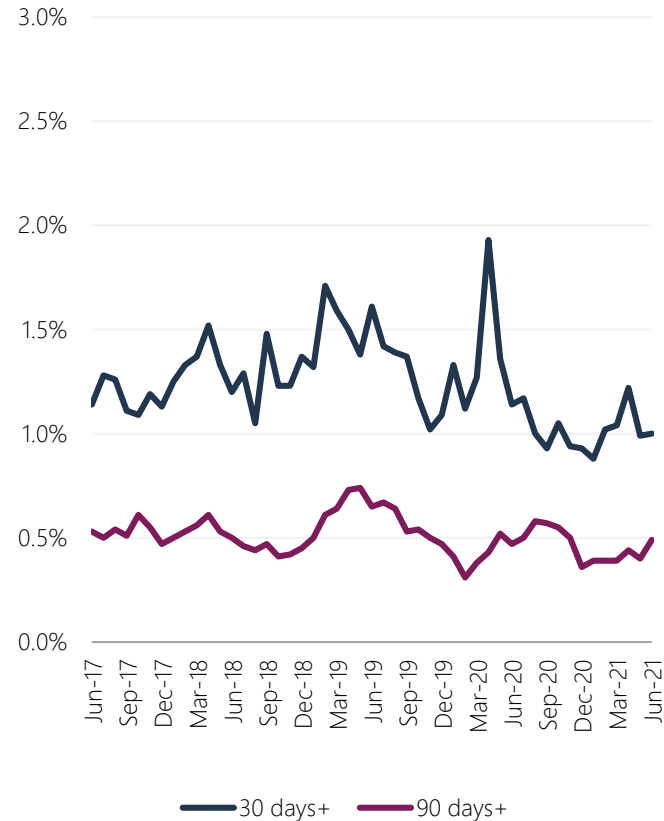


PERSONAL LOANS, CREDIT CARDS AND REDICREDIT ARREARS

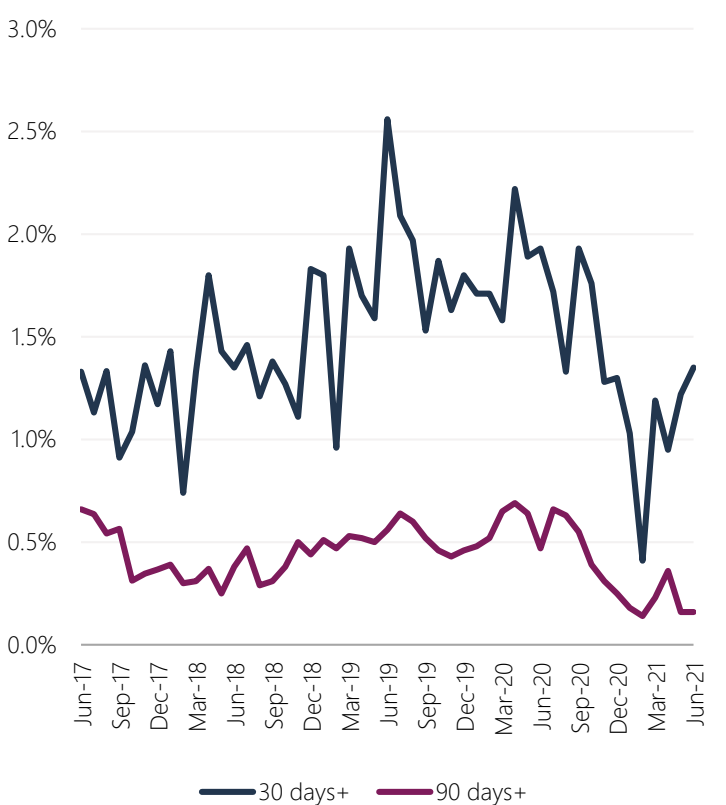
PERSONAL LOANS



REDICREDIT



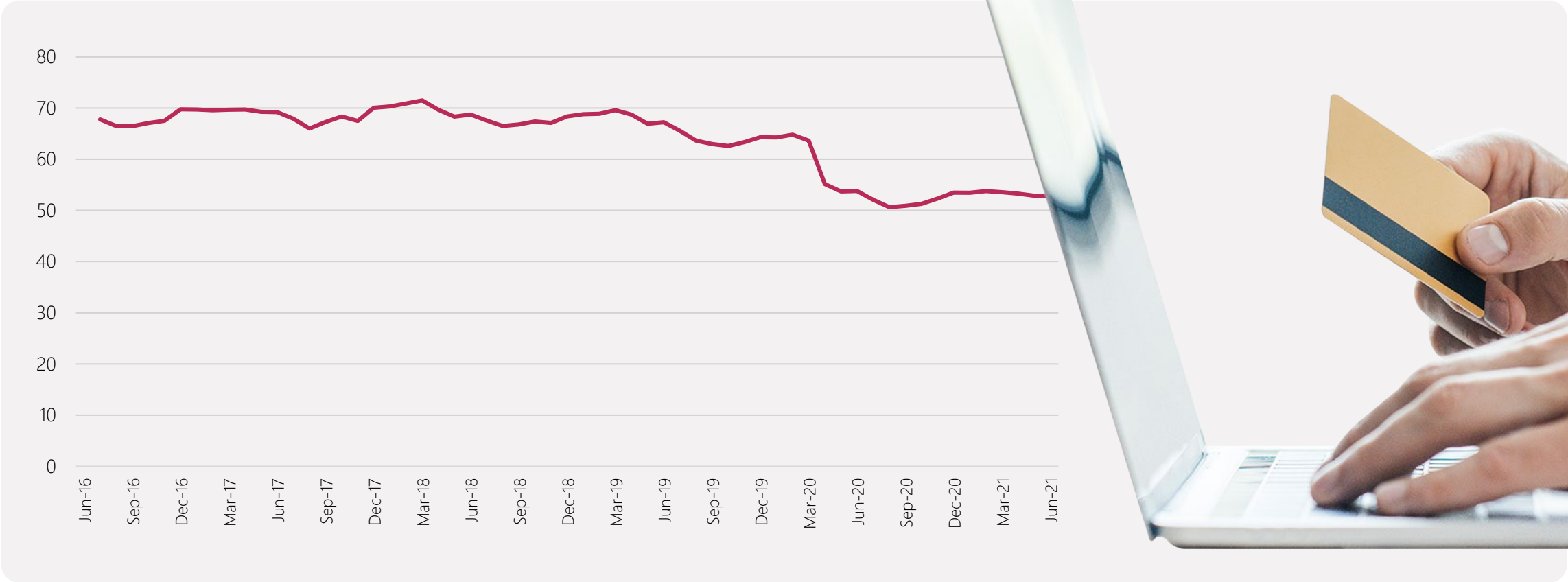
CREDIT CARDS



CREDIT CARD BALANCE

↓ 1.67%

5 YEAR CREDIT CARD BALANCE (\$M)

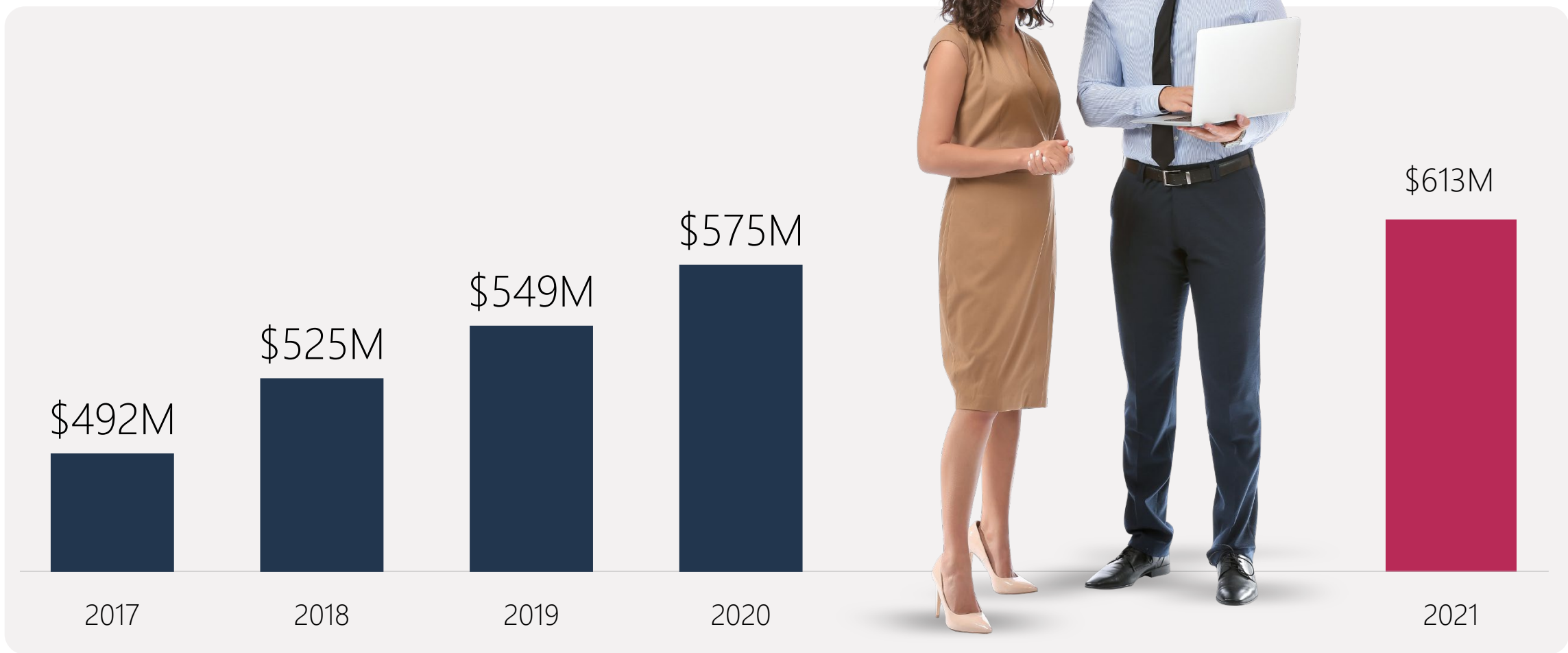


06 CAPITAL

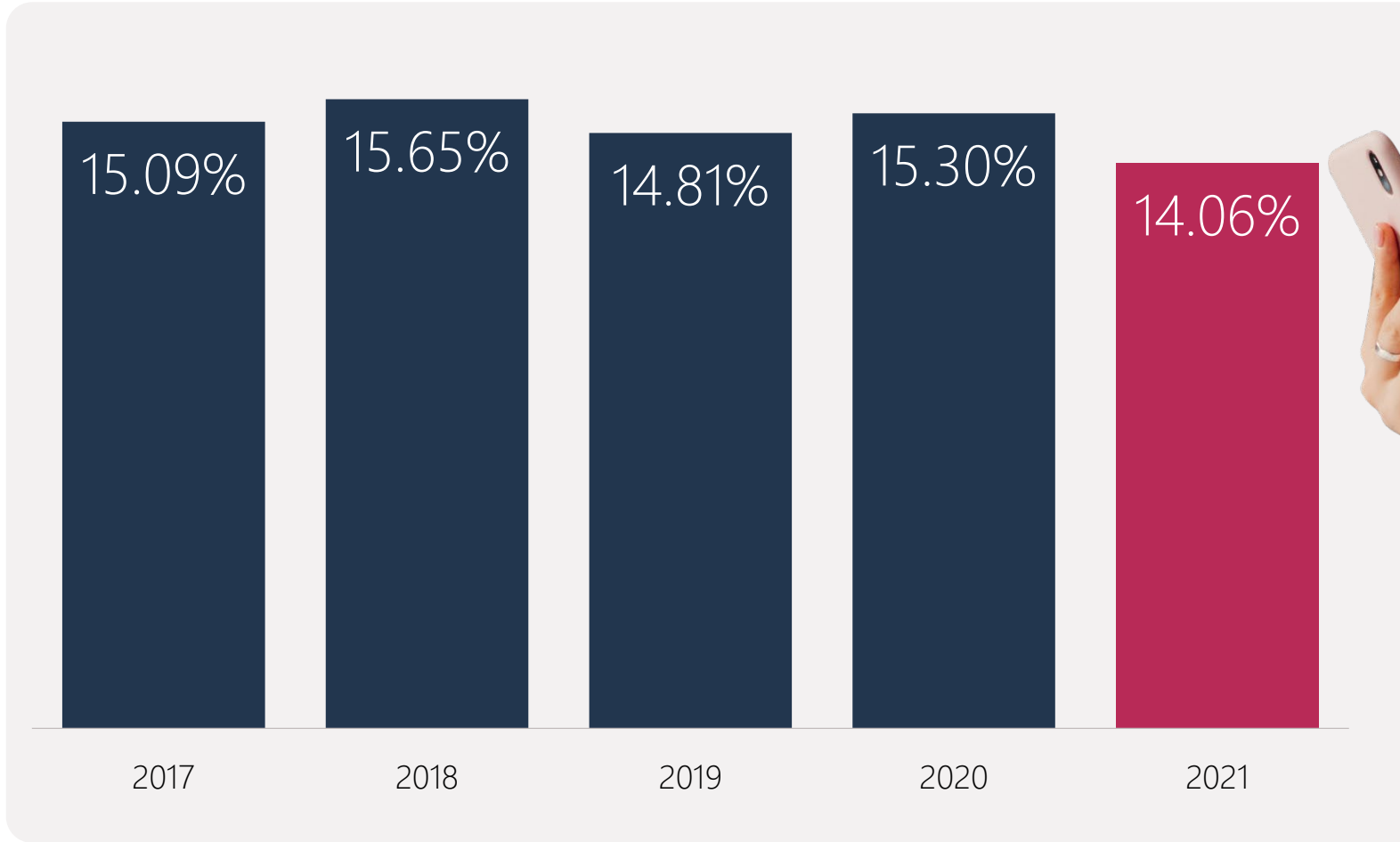


RESERVES

↑ 6.4%



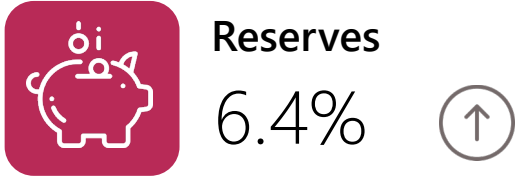
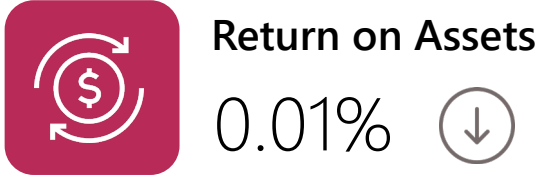
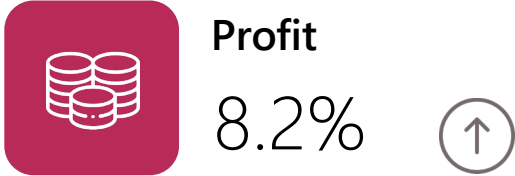
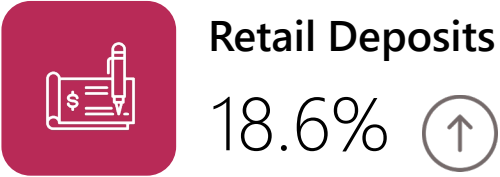
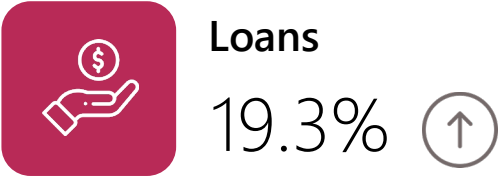
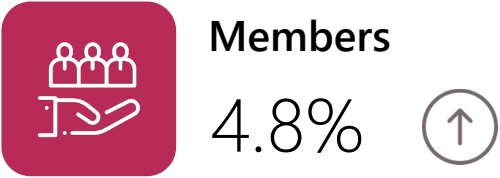
CAPITAL ADEQUACY RATIO



↓ 1.24%



SUMMARY





QUESTIONS?