Wide Bay Australia Ltd
ABN 40 087 652 060
ACL & AFSL No. 239686
BSB 656400

Wide Bay Australia House
16-20 Barolin Street
PO Box 1063
Bundaberg Qld 4670
Australia

telephone (07) 4150 4000
general facsimile (07) 4152 3499
loans facsimile (07) 4152 3299
email widebay@widebayaust.com.au
www.widebayaust.com.au

7 October 2011

Manager of Company Announcements
ASX Limited
Level 5, 123 Eagle Street
Brisbane QLD 4000

Wide Bay Australia Ltd (WBB) – Market Presentation updated version

Please find attached an updated version of the market presentation provided to the Australian Securities Exchange earlier today.

This version includes reference to Wide Bay Australia's branch network and exposure to Queensland resources.

The presentation provides an update of Wide Bay Australia's operating activities, performance and results.

Yours sincerely,

Ron Hancock AM
Managing Director

WIDE BAY AUSTRALIA HOUSE
HEAD OFFICE - BUNDABERG

wide bay australia

roadshow » october 2011

REAL PEOPLE REAL SMILES REAL SERVICE REAL STRENGTH

wide bay AUSTRALIA LTD banking your way

REAL PEOPLE

Profile of Wide Bay Australia Ltd

- Wide Bay Australia's head office is located in Bundaberg, 381km North of Brisbane.

- Wide Bay has a very strong presence in regional Queensland, with a branch network consisting of
  - 43 branches & agencies in Queensland extending from Robina on the Gold Coast to Cairns
  - 1 branch in Sydney
  - 1 branch in Melbourne
  - 1 lending outlet in Adelaide

- The Society has been listed on the ASX since 1994.

- Offers a broad range of financial services and has a 25% interest in Financial Technologies Securities Pty Ltd, a financial planning operation based in Brisbane.

- Wide Bay has predominately concentrated on
  - Residential mortgage lending with no 'low doc' or 'sub-prime' loans. Approximately 95% of residential mortgage loan book is fully covered with lenders' mortgage insurance.
  - Limited commercial lending activity - with these loans generally secured by commercial or residential property.

- Wide Bay was able to maintain a high level of undrawn funding throughout the GFC and did not experience disruptions or restrictions to operations.

- Over the past 12 months with the slowing of the securitisation market, the society has concentrated on retail deposits & shown a significant increase this financial year. Retail deposits increased for the year by $146 million - an increase of 11.16%.

wide bay AUSTRALIA LTD banking your way

REAL SMILES

Profile of Wide Bay Australia Ltd cont.

- Funding at 30 September 2011 was 63% retail deposits & 37% wholesale funding (this is a shift from 53% and 47% for 2009/2010) which includes:
  - RMBS Issues
  - warehouse funding provided by society bankers
- Our warehouse facilities with ANZ and Westpac have significant undrawn capacity.
- The society also has a repo facility with the Reserve Bank which provided funding at attractive rates during the GFC and continues to be available for further funding if required in ‘exceptional circumstances’. This facility also provides liquidity for our holdings of HQLA such as Eligible Asset Backed Securities – RMBS.
- Negotiable Certificates of Deposits (“NCD’s”) are currently under consideration and will provide a further funding option.
- Wide Bay operates its’ own in house lenders’ mortgage insurance ‘captive’ in addition to using the traditional mortgage insurer Genworth Financial.
- Our mortgage insurance captive Mortgage Risk Management Pty Ltd has shown a surplus for the 12 months of $2.3 million.
- The Society holds a ‘BBB- stable’ credit rating with S&P.
- Wide Bay offers credit cards through Card Services and has recently developed a Visa Debit Card in-house. This card is currently in the staff testing phase and will be available to all customers within weeks.
- The company’s branch network covers a large part of Queensland, particularly the resource rich areas of Central Queensland.

Queensland Government

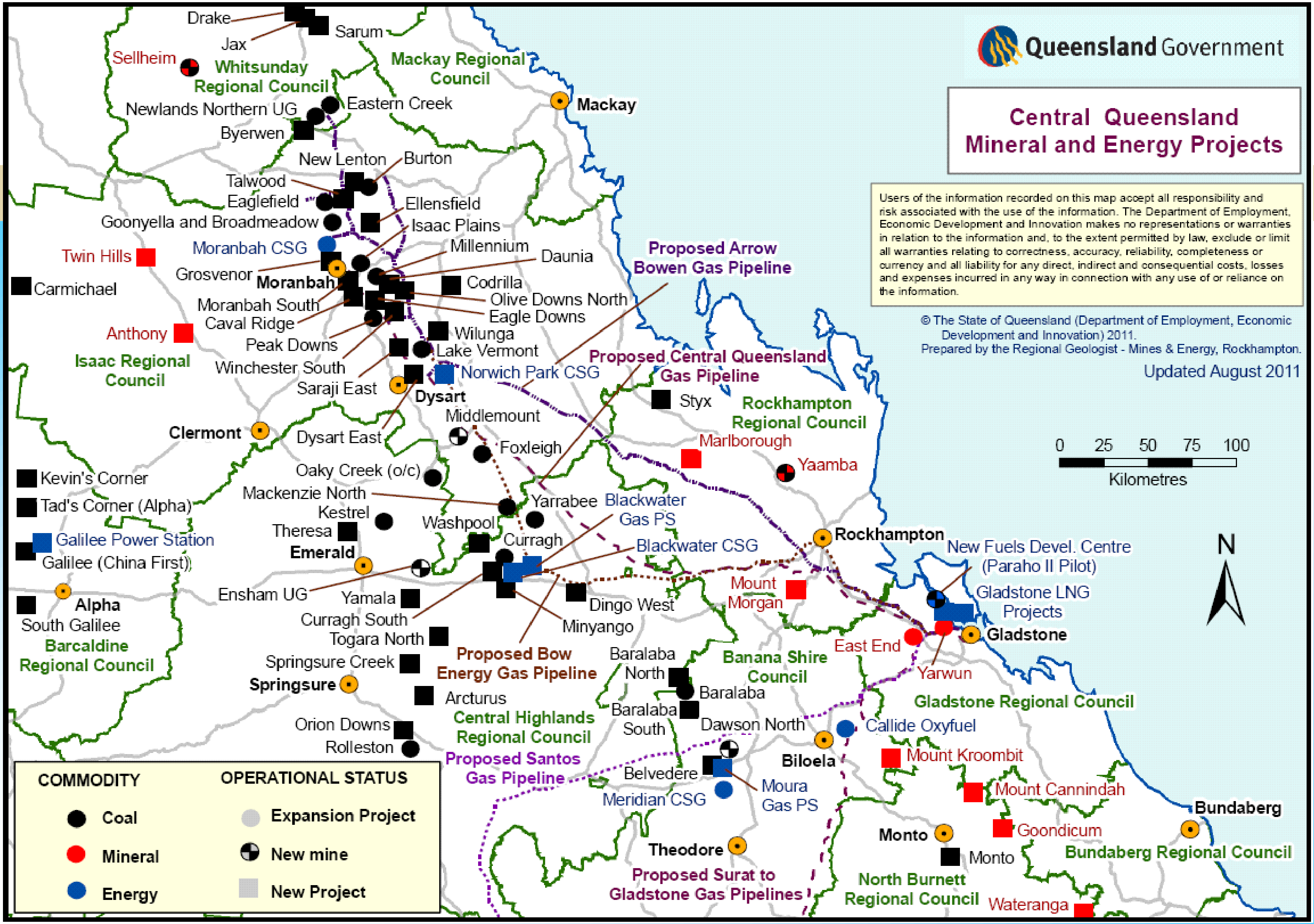
QUEENSLAND'S MINERAL, PETROLEUM AND ENERGY OPERATIONS AND RESOURCES

Thirteenth edition **Updated March 2010**

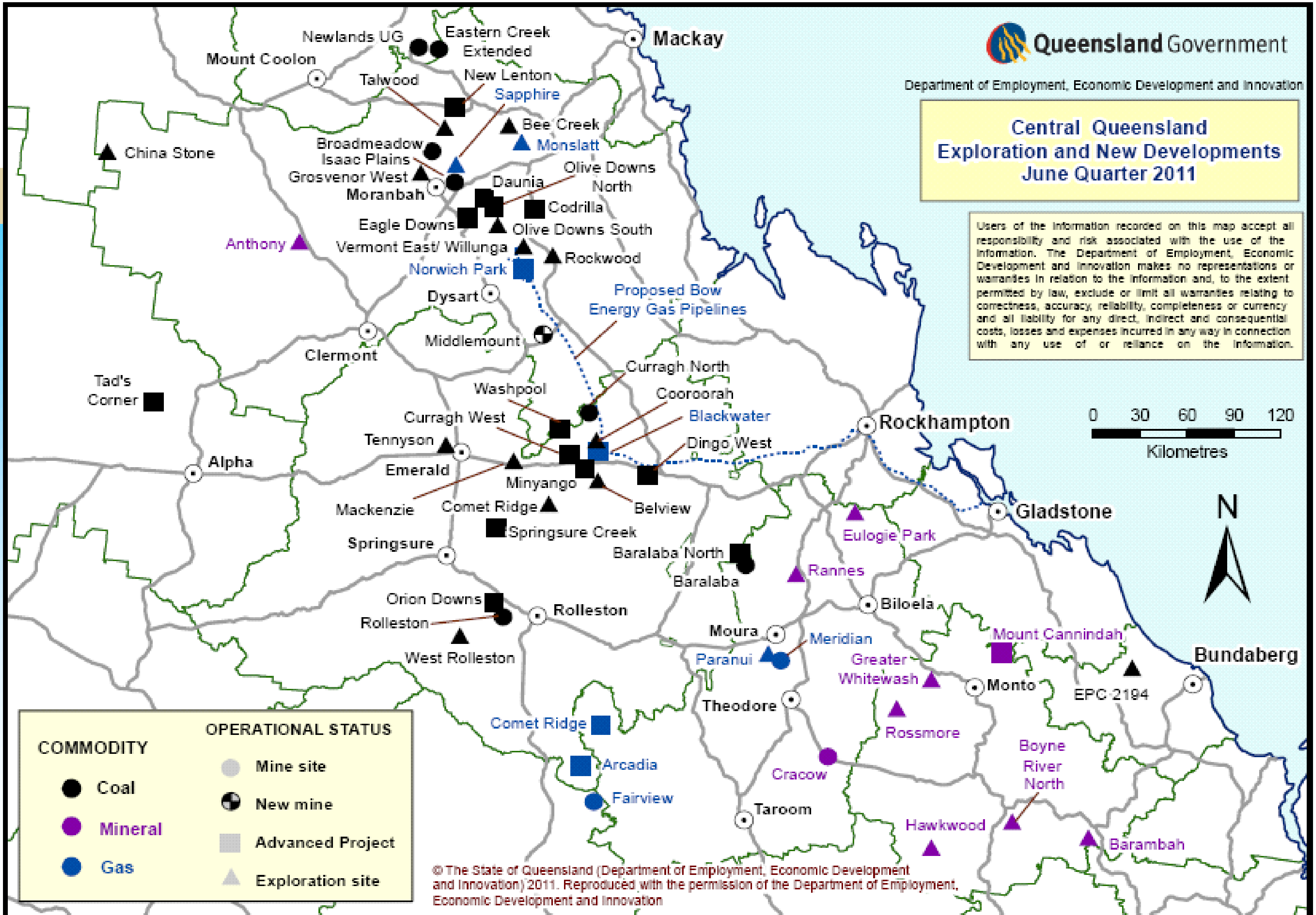
Prepared by Spatial and Graphic Services, Geological Survey of Queensland

This map is supplied courtesy of the Queensland Department of Employment, Economic Development & Innovation - and is available from their Information Centre: Level 2, Mineral House, 41 George Street, Brisbane
Email sales@dme.qld.gov.au

+ INTERSTATE
- **New South Wales** **Parramatta - Sydney**
- **Victoria** **Camberwell - Melbourne**
- **South Australia** **Adelaide** (loans only)



Queensland Government
Central Queensland Mineral and Energy Projects
Users of the information recorded on this map accept all responsibility and risk associated with the use of the information. The Department of Employment, Economic Development and Innovation makes no representations or warranties in relation to the information and, to the extent permitted by law, exclude or limit all warranties relating to correctness, accuracy, reliability, completeness or currency and all liability for any direct, indirect and consequential costs, losses and expenses incurred in any way in connection with any use of or reliance on the information.
© The State of Queensland (Department of Employment, Economic Development and Innovation) 2011.
Prepared by the Regional Geologist - Mines & Energy, Rockhampton.
Updated August 2011
0 25 50 75 100
Kilometres
N
Drake
Jax
Sarum
Sellheim
Whitsunday Regional Council
Mackay Regional Council
Mackay
Newlands Northern UG
Eastern Creek
Byerwen
New Lenton
Burton
Talwood
Eaglefield
Ellensfield
Goonyella and Broadmeadow
Isaac Plains
Moranbah CSG
Millennium
Twin Hills
Daunia
Grosvenor
Moranbah
Codrilla
Carmichael
Olive Downs North
Moranbah South
Eagle Downs
Caval Ridge
Wilunga
Anthony
Peak Downs
Lake Vermont
Isaac Regional Council
Winchester South
Norwich Park CSG
Saraji East
Dysart
Proposed Arrow Bowen Gas Pipeline
Proposed Central Queensland Gas Pipeline
Styx
Rockhampton Regional Council
Middlemount
Clermont
Dysart East
Marlborough
Foxleigh
Yaamba
Oaky Creek (o/c)
Kevin's Corner
Mackenzie North
Yarrabee
Blackwater Gas PS
Tad's Corner (Alpha)
Kestrel
Washpool
Theresa
Rockhampton
Galilee Power Station
Emerald
Curragh
Blackwater CSG
New Fuels Devel. Centre (Paraho II Pilot)
Galilee (China First)
Mount Morgan
Gladstone LNG Projects
Ensham UG
Yamala
Alpha
Dingo West
South Galilee
Curragh South
Minyango
Gladstone
Barcaldine Regional Council
Togara North
East End
Proposed Bow Energy Gas Pipeline
Baralaba North
Banana Shire Council
Springsure Creek
Yarwun
Springsure
Baralaba
Arcturus
Gladstone Regional Council
Central Highlands Regional Council
Baralaba South
Dawson North
Callide Oxyfuel
Orion Downs
Rolleston
Biloela
Mount Kroombit
Proposed Santos Gas Pipeline
Belvedere
Moura Gas PS
Mount Cannindah
Meridian CSG
Bundaberg
Monto
Goondicum
Theodore
Bundaberg Regional Council
Monto
Proposed Surat to Gladstone Gas Pipelines
North Burnett Regional Council
Waterange
COMMODITY
Coal
Mineral
Energy
OPERATIONAL STATUS
Expansion Project
New mine
New Project


Queensland Government
Department of Employment, Economic Development and Innovation
Central Queensland
Exploration and New Developments
June Quarter 2011
Users of the information recorded on this map accept all responsibility and risk associated with the use of the information. The Department of Employment, Economic Development and Innovation makes no representations or warranties in relation to the information and, to the extent permitted by law, exclude or limit all warranties relating to correctness, accuracy, reliability, completeness or currency and all liability for any direct, indirect and consequential costs, losses and expenses incurred in any way in connection with any use of or reliance on the information.
0 30 60 90 120
Kilometres
N
Mackay
Newlands UG
Eastern Creek Extended
Mount Coolon
Talwood
New Lenton
Sapphire
Bee Creek
Monslatt
China Stone
Broadmeadow
Isaac Plains
Grosvenor West
Moranbah
Daunia
Olive Downs North
Codrilla
Eagle Downs
Olive Downs South
Anthony
Vermont East/ Willunga
Rockwood
Norwich Park
Dysart
Proposed Bow Energy Gas Pipelines
Middlemount
Clermont
Curragh North
Tad's Corner
Washpool
Cooroorah
Curragh West
Blackwater
Rockhampton
Tennyson
Dingo West
Alpha
Emerald
Minyango
Belview
Mackenzie
Comet Ridge
Gladstone
Springsure Creek
Eulogie Park
Springsure
Baralaba North
Rannes
Baralaba
Orion Downs
Biloela
Rolleston
Rolleston
Moura
Mount Cannindah
West Rolleston
Meridian
Paranui
Greater Whitewash
Bundaberg
Monto
EPC 2194
Theodore
Comet Ridge
Rossmore
Arcadia
Cracow
Boyne River North
Fairview
Taroom
Hawkwood
Barambah
COMMODITY
Coal
Mineral
Gas
OPERATIONAL STATUS
Mine site
New mine
Advanced Project
Exploration site
© The State of Queensland (Department of Employment, Economic Development and Innovation) 2011. Reproduced with the permission of the Department of Employment, Economic Development and Innovation

Profit & Share Capital

- Capital adequacy (consolidated) as at 30 June 2011 was 14.61% consisting of:
  - Tier 1 11.32%
  - Tier 2 3.29%
- Dividend declared for 6 months to June 2011 of 30 cents per share – fully franked.
- Dividend Reinvestment Plan discount of 5.0%.
- Our Dividend Reinvestment Plan enjoys strong participation from shareholders & in October 2011 accounted for 25% of total dividends.
- Consolidated profit for 2010/2011 was $22.7 million which compares with $22.3 million for 2009/2010.
- Consolidated profit includes an after tax profit of $2.3 million from our wholly owned lenders mortgage insurance captive Mortgage Risk Management Pty Ltd.
- Cost to income for the chief entity improved marginally from 55.4% in 2010 to 54.3% in 2011.
- In October 2010 a further $25 million of capital was raised through a Share Placement & Share Purchase Plan.

A special culture

- Head Office based in Bundaberg, a regional Queensland city of 120,000 population.
- Staff Share Plan for all staff has been in place since issuing shares in 1992, which encourages staff commitment and interest.
- Provides senior management up to 40% of salary by way of interest free loan to purchase shares annually.
- Total staff numbers at 30th June 2011 were 239 full time equivalent staff.
- A formal Chief Risk Officer has been appointed to manage our Risk Management structure and will commence duties this month.

Wide Bay Management Experience

Title	Experience
Managing Director	45th year
Executive Director/Chief Operating Officer	38th year
Training Manager	35th year
Administration Manager	33rd year
Marketing Manager	26th year
Manager – Retail Outlets (QLD)	16th year
Manager – Structured Finance, Products and Interstate Operations	16th year
Chief Information Officer	12th year
Chief Financial Officer	11th year
Loans Manager	11th year
Internal Auditor	10th year

Current as @ 3 October 2011

wide bay AUSTRALIA LTD banking your way

REAL PEOPLE

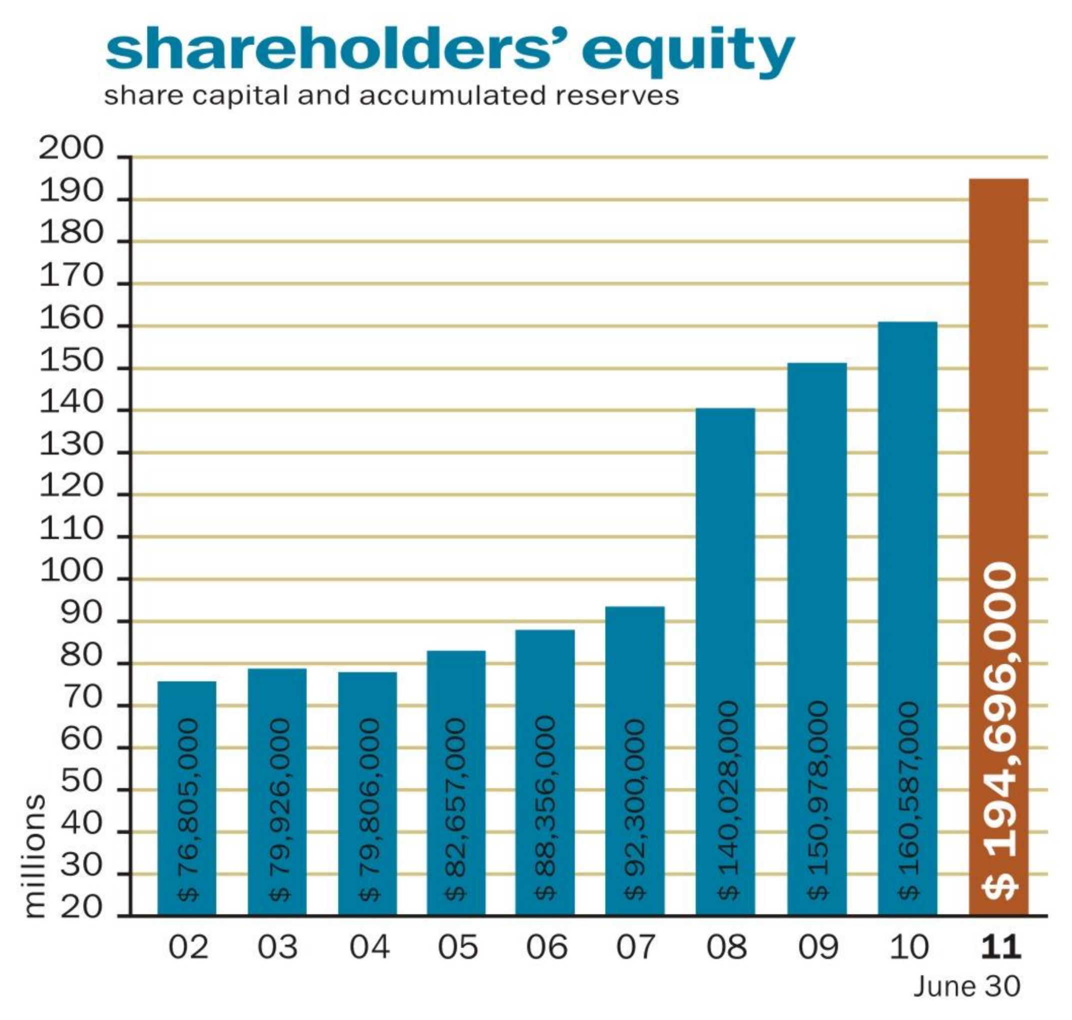
Sharemarket Profile

- Shares currently on issue at 30 June 2011 = 35,348,920
- Market Capitalisation at 30 September 2011 = $265.12 million
- Share price performance
  - 12 month high $11.07
  - 12 month low $7.15
  - As at 30 September 2011 $7.50

wide bay AUSTRALIA LTD banking your way

REAL SMILES

Sharemarket Profile – Cont

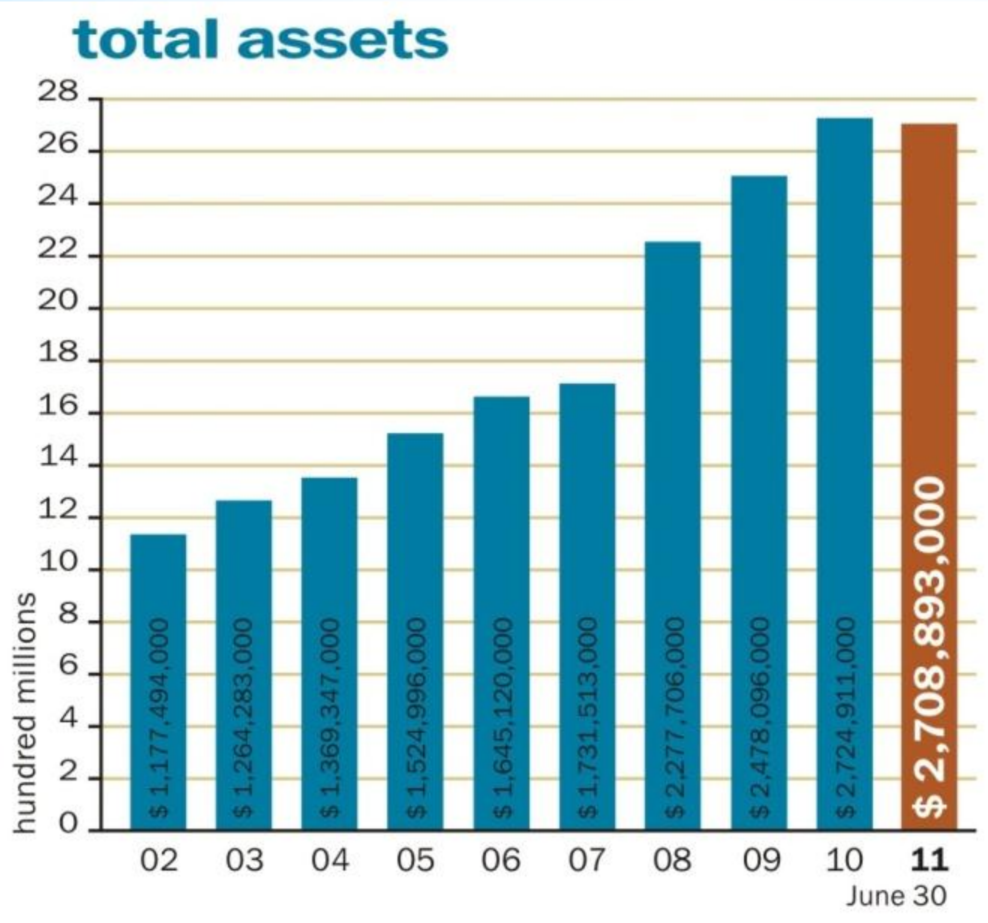


wide bay AUSTRALIA LTD banking your way

REAL SERVICE

Strong Balance Sheet & Loans Portfolio

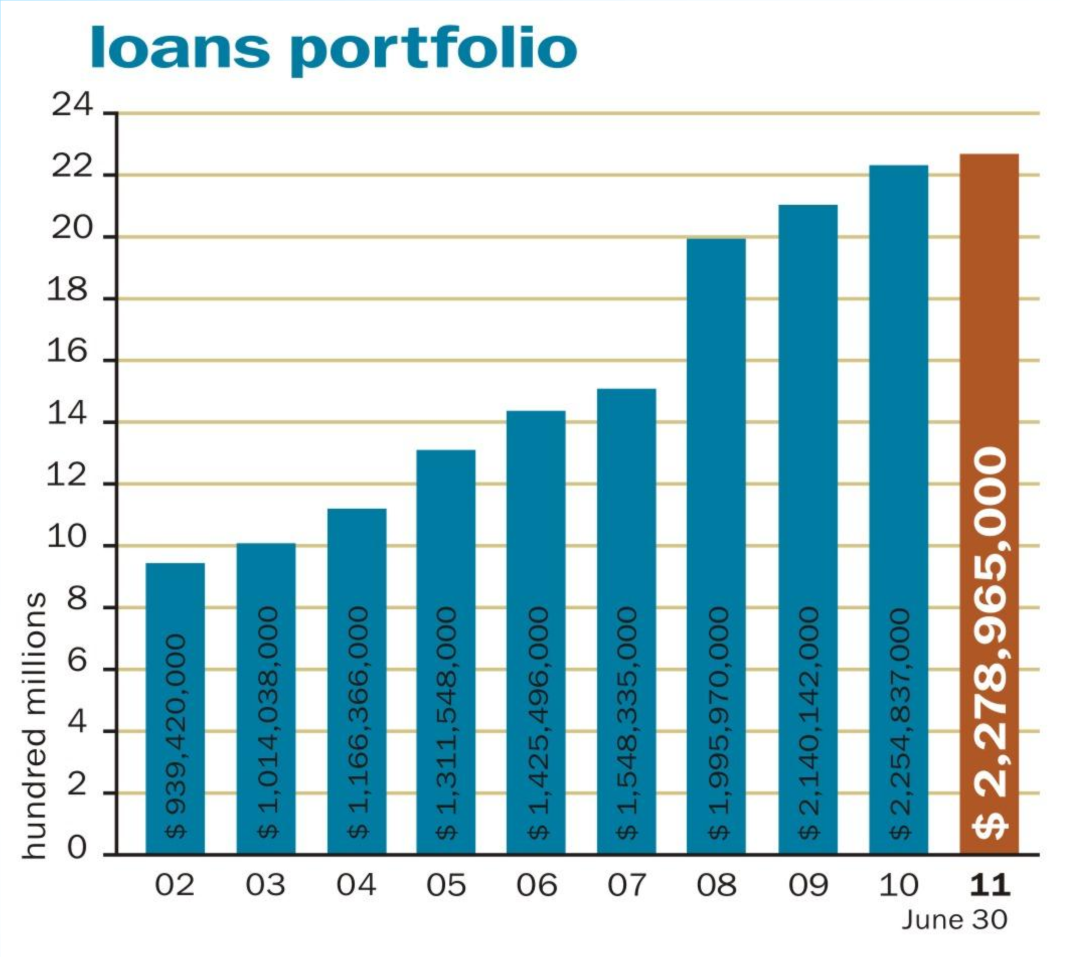
- Total assets are in excess of $2.70 billion at 30 June 2011, a decrease of 0.59% over 30 June 2010 with loans at 30 June 2011 $2.28 billion, an increase of 1.07%.
- Nominal growth in lending reflecting the reduced activity and demand in the residential housing sector.
- Liquidity is always maintained in excess of APRA's minimum requirements and as at 30 September 2011 was 16.9%.



wide bay AUSTRALIA LTD banking your way

REAL STRENGTH

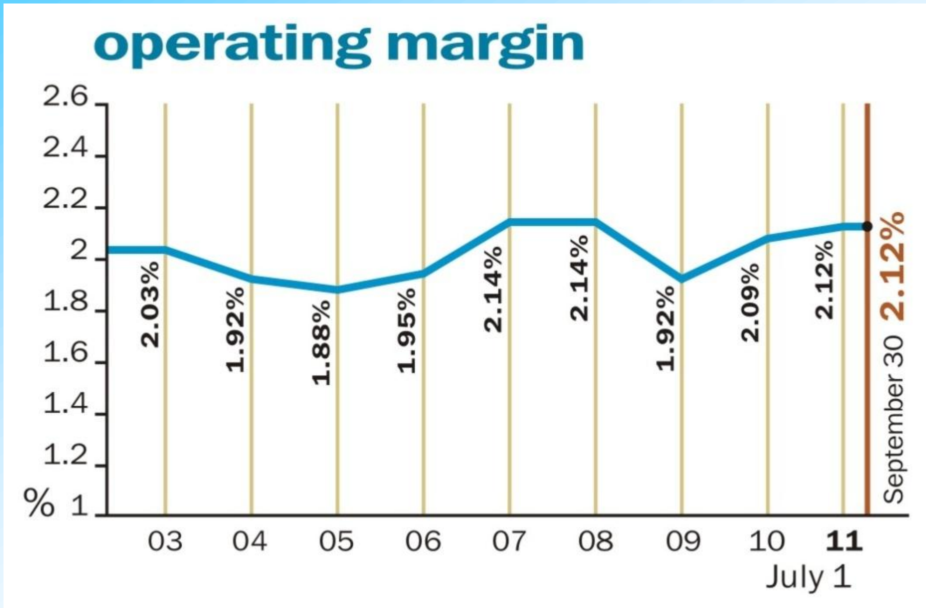
Strong Balance Sheet & Loans Portfolio – Cont



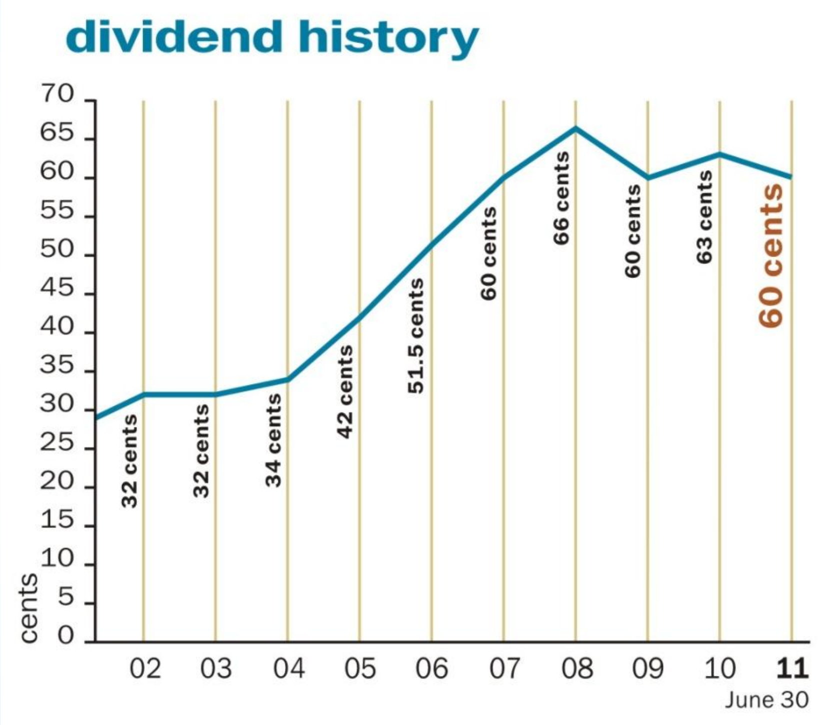
wide bay AUSTRALIA LTD banking your way

REAL PEOPLE

Continued Strong Trading Results



A target of 2% margin is constantly maintained

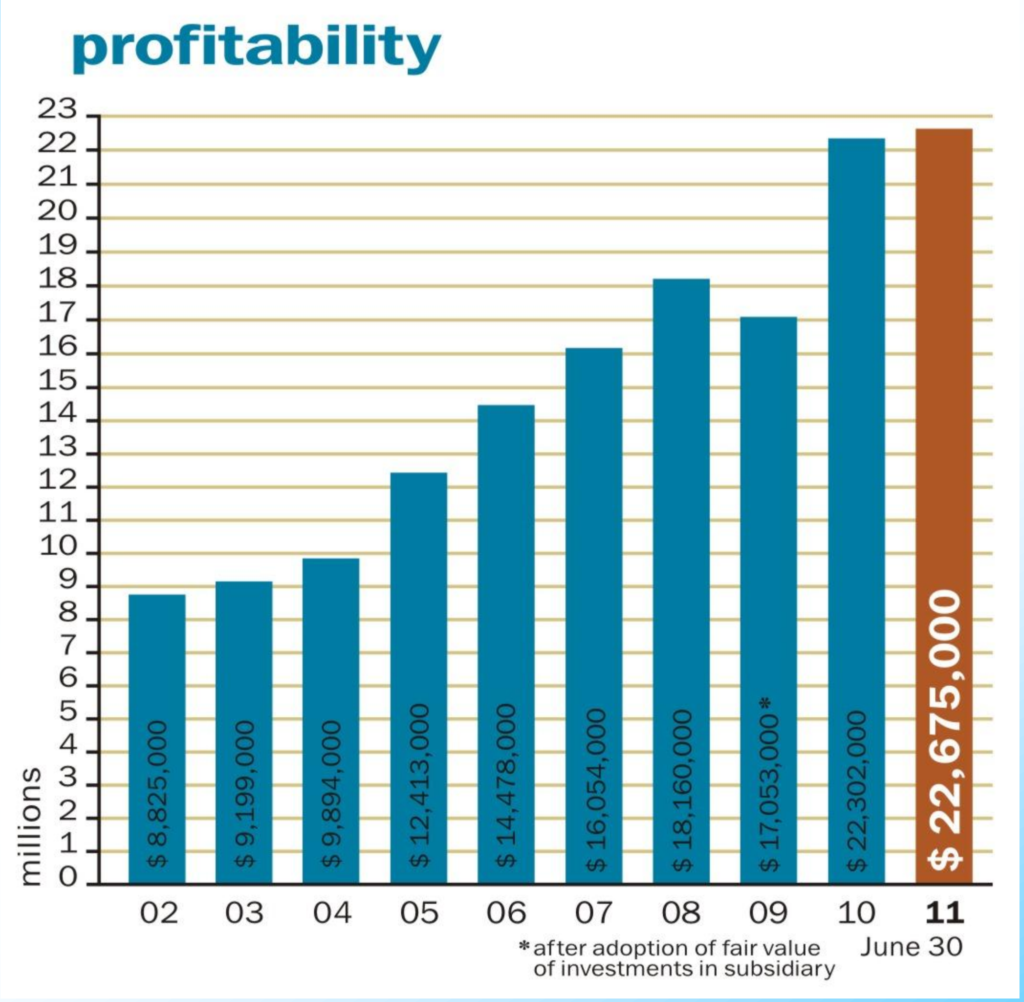


All dividends are fully franked

wide bay AUSTRALIA LTD banking your way

REAL SMILES

Continued Strong Trading Results – Cont



wide bay AUSTRALIA LTD banking your way

REAL SERVICE

Financial Indicators – Consolidated

	Actual full year to 30 June 2010	Actual full year to 30 June 2011	
Net Profit after tax – actual	$22.30m	$22.68	
Ordinary Dividends	63.0c	60.0c	
Loans Portfolio	$2.255bn	$2.279bn	↑1.07%
Total Assets	$2.725bn	$2.709bn	↓0.59%
Shareholders' Equity	$160.59m	$194.70m	↑21.24%
Cost to Income Ratio (Chief Entity)	55.4%	54.3%	↓1.1%
Capital Adequacy	12.32%	14.61%	↑2.29%
Return on Equity	13.89%	11.65%	↓2.24%
Return on Average Assets	0.86%	0.83%	↓0.03%

wide bay AUSTRALIA LTD banking your way

REAL STRENGTH

Corporate Strategy - Summary

- We will continue to develop our retail funding base, and would expect our retail funding to continue to increase particularly as the Government has confirmed a permanent guarantee of $250,000 per person per ADI going forward.
- We will increase our use of broker's in NSW, VIC & SA to increase our lending & loan book and achieve a greater geographical spread.
- Adequate wholesale funding facilities are in place to address society requirements and we will continue to maintain these facilities.
- We will continue to maintain our 'Repo' facility with the reserve Bank for use in 'exceptional circumstances'.
- We will continue to look at opportunities for expansion through relationships, acquisitions or associations.
- We are well placed for the introduction of Basel III. We have recently restructured our Risk Management operation to meet Basel III requirements and appointed a dedicated Risk Management Officer. Our Capital Adequacy is well placed with Tier I capital amounting to 77% of total capital and internal policies and procedure in place.
- Depending on market conditions we will consider a public RMBS issue to clear our warehouses in the new year, which will provide increased capacity.
- We will continue to address arrears with an expanded department, to not only counsel borrowers and assist them through their issues but also dedicated staff will ensure where there is an MIP that maximum value is obtained on realisation. Arrears are currently steady and satisfactory.

Directors' Report 2010-11

Chairman's Report to Shareholders

On behalf of our Board of Directors, I am pleased to report another strong company performance despite continuing uncertainty prevailing in the world economy and financial markets.

The Wide Bay Australia Ltd ("Wide Bay Australia") group result for 2010/11 was an after tax profit of $22.7 million representing a 1.7% increase over that of 2009/10 ($22.3 million).

This result includes an after tax profit contribution of $2.3 million from our wholly owned lenders mortgage insurance company, Mortgage Risk Management Pty Ltd ("MRM"), which compared to a $2.9 million contribution in 2010.

Our cost-to-income ratio for the chief entity improved from 55.4% in 2010 to 54.3% in 2011. This measure of our efficiency has long been a stand-out when compared with our industry peers.

In accordance with our target, we have maintained an operating margin in excess of 2% throughout the year which provides a basis for a steady profit growth going forward, particularly as we seek to expand the growth in our loan book.

Your Board is very pleased with these results in a year that was characterised by a generally slowing housing market and the flow on affects from both Cyclone Yasi and the Queensland floods.

Our loan book has shown a nominal growth of 1.07% to $2.28 billion with loan approvals for the year of $308.2 million as compared to $369.91 million for 2009/2010.

Based on these results, your Board resolved to pay a final fully franked dividend of 30 cents per share on the 4 October 2011, bringing the total dividend for the year to 60 cents per share. The Board also resolved to reduce the Dividend Reinvestment Plan ("DRP") discount from 7.5% to 5%. The DRP receives strong support from our shareholders and we believe the discount continues to represent a significant incentive to participate.

Current indications are that there is an emerging increase in market activity and we have undertaken several initiatives to broaden the company's lending operations so as to provide an increased level of growth in our overall lending.

wide bay AUSTRALIA LTD banking your way

REAL SMILES

Directors' Report 2010-11 cont.

For example, in the past we have intentionally limited our use of brokers and originators to approximately 20% of our total lending, given the current market conditions, your Board has resolved to increase the use of selected brokers and mortgage originators this financial year.

The reduced profits from MRM reflected the slower housing market and increased provisioning for arrears. We remain very focused on the efficient management of any loans arrears and are pleased to report a steady and improving situation particularly since the Queensland floods and cyclone at the start of 2011.

During 2010-11, we experienced very strong growth in retail deposits reflecting an increasing trend by Australians to clear their debts and increase their savings.

The increase has also no doubt been influenced by the Commonwealth Government's Deposit Guarantee under the Financial Claims Scheme. Wide Bay Australia depositors obtained the Guarantee due to our status as an Authorised Deposit-taking Institution (ADI) prudentially supervised by the Australian Prudential Regulation Authority (APRA). At the time of writing, the Government announced that the Scheme will now be extended indefinitely with new limits of $250,000 per person per ADI from 1 February 2012. Term deposits which existed on 10 September 2011 will continue to be covered up to $1 million per person per ADI until 31 December 2012 or until they mature – whichever is earlier.

Retail funds now account for 63% of our total loan funding (up from 53% as at 30 June 2010) and have resulted in reduced reliance on wholesale funding through warehousing and securitisation.

We continue to maintain a strong association with our bankers, with extensive undrawn facilities in warehouses with both the ANZ and Westpac. We also have in place a 'repo' facility with the Reserve Bank of Australia, which has no current outstanding drawings, with the Board having a minimum requirement for management to have in place capacity of $200 million to be drawn down immediately, if required.

As the move towards Basel III draws closer, your Board and management have been actively restructuring our risk management function to conform to the requirements that will be introduced. It has been a significant exercise for our management team, including all our risk line managers, and has provided further strengthening of our risk management policies and procedures. In the near future a dedicated Chief Risk Officer will also take up duties to supervise the risk management functions within the organisation.

Directors’ Report 2010-11 cont.

Our branch network is performing soundly. We relocated one of our two Townsville branches in March and we currently operate 43 Queensland branches and agencies as well as interstate branches in Melbourne and Sydney and a lending outlet in Adelaide.

While there continues to be a significant degree of uncertainty in world financial markets, Australia continues to be well placed due to the strength of our resource industries, prudential supervision and corporate governance.

We are extremely confident that Wide Bay Australia is in a very strong position to capitalise on opportunities that may emerge during the current year.

To our Managing Director, Ron Hancock; our Management Team and personnel, on behalf of the Board I would congratulate you on your efforts over the course of the last 12 months.

I also take this opportunity to thank my fellow Directors for your diligence and contributions. As alluded to in last year’s Directors’ Report, John Fell stood down as a Director in December 2010 and we again thank John for his long term contribution.

We especially thank our shareholders, customers and business partners for your tremendous support and look forward confidently to the year ahead.

Yours faithfully

John Humphrey
Chairman

14th September 2011 - Brisbane

wide bay AUSTRALIA LTD banking your way

REAL STRENGTH

Managing Director's Report 2010-11

Managing Director's Report to Shareholders

2010/2011 has been a challenging year for Wide Bay Australia Ltd's management with a declining housing market, strong competition, the Queensland flood and cyclone disasters and the continuing uncertainty of international markets, particularly Europe and the USA.

Despite all of these issues, it is very pleasing that the consolidated Wide Bay Australia group has been able to show a slight improvement on last year's profit of $22.3 million, reaching a surplus of $22.7 million. The consolidated profit includes a contribution from our lenders mortgage insurance captive – Mortgage Risk Management Pty Ltd ("MRM"), which achieved an after tax profit of $2.3 million.

A feature of the year has been the shift in our funding mix from 53% retail and 47% wholesale to currently 63% retail and 37% wholesale. This shift strengthens our overall funding position in that we are not as dependent on wholesale and securitisation markets which are more susceptible to international conditions.

Our deposits showed very strong growth of $146 million - an increase of 11.16% for the year. This growth is attributed to the changing savings patterns of the average Australian in the current economic climate plus our competitive interest rates, the Australian Government's Deposit Guarantee, our product features and strong customer relationships.

We have also been able to achieve a small increase in our loan book for the year which stood at $2.28 billion as at 30 June 2011 compared to $2.25 billion at 30 June 2010 – an increase of 1.07%.

From a management point of view, two of our other most significant achievements have been both our margin and cost to income ratio. We have been able to consistently maintain a margin throughout the year in excess of 2% which ensures our ongoing profitability. At the same time we have achieved a slight improvement of our cost to income ratio for the chief entity, which has improved from 55.4% for 2010 to 54.3% for 2011. This is particularly satisfying given that this increased efficiency has been achieved in a period of only nominal growth in overall income.

Our staff levels have remained steady throughout the year with full time equivalent staff of 239 as at 30 June 2011. We have only seen minor changes to our branch network with one branch being relocated to the progressive northern suburbs of Townsville and several refurbishments being carried out at other branches. Our branch and home loan centres extends in Queensland from Robina on the Gold Coast to Cairns in far North Queensland with additional centres in Melbourne and Sydney and a lending outlet in Adelaide.

Managing Director's Report 2010-11 cont.

While our past lending has been predominantly in Queensland, we are focusing more heavily on the New South Wales and Victorian housing markets to help us achieve growth in lending for the current year. Due to our limited interstate branch network, we are increasing our use of originators and brokers in these States.

Our investment in Financial Technologies Securities Pty Ltd (FTS) continues to yield solid results and enables us to participate in the financial services industry. We hold a 25% interest in this company and enjoy a strong association with our fellow shareholders, MLC Limited - who acquired Aviva Australia Holdings Ltd ("Aviva") 25% interest in FTS in late 2009 – and FTS personnel who hold the remaining 50% interest.

Our share price has fluctuated throughout the financial year in the range of $8.36 to $11.07 due principally to continuing uncertainty in global financial markets together with the Queensland natural disasters.

However, a 60 cent fully franked dividend was payable for the full year with the final fully franked dividend of 30 cents per share payable on 4 October 2011.

In October last year, we raised approximately $25 million in additional capital through a successful Share Placement and Share Purchase Plan which strengthens our overall capital position.

Our Staff Share Plan is available to all employees and is well supported. It provides our staff with the opportunity of acquiring varying amounts of shares at a 10% discount to the market. The Plan also provides them access to an 'interest free' loan for the purchase of those shares. We believe this is a significant part of our culture by providing our staff with an opportunity to participate in the ownership of the company for which they work.

Our Management Team remain a stable experienced group with the only significant change during the year being the retirement of Ian Pokarier, our I.T. Manager of some 37 years. Ian was a tremendous asset to Wide Bay Australia and played a major role in our systems development creating significant initiatives, synergies and efficiencies in that area. I extend my personal appreciation to him for all his efforts and wish him all the best in retirement.

Managing Director's Report 2010-11 cont.

To the rest of our personnel, many of whom also have enjoyed long periods of service, I extend my appreciation for your continued enthusiasm and dedication.

To our Directors, on behalf of our Management Team and myself I extend our appreciation for your leadership and guidance through the year. You are a very dedicated Board and it is a pleasure to work with you.

We are very confident of the year going forward. Our funding structure which I referred to previously is very strong and we are actively involved in increasing our lending program. Overall Wide Bay Australia Ltd is well placed to take advantage of opportunities that may occur.

Finally I extend our appreciation to our many customers, shareholders, associated organisations and business partners for your support.

Yours faithfully

Ron Hancock AM
Managing Director

14 September 2011 - Bundaberg

wide bay AUSTRALIA LTD banking your way

REAL SERVICE

Corporate Directory

- **Ron Hancock** AM, FCA, FAICD, FIFS
  Managing Director
  – (07) 4150 4001
  – rhancock@widebayaust.com.au

- **Frances McLeod** MAICD, FIFS
  Executive Director & Chief Operating Officer
  – (07) 4150 4002
  – fmcleod@widebayaust.com.au

- **Bill Schafer** B.Com CA
  Chief Financial Officer
  – (07) 4150 4075
  – bschafer@widebayaust.com.au

Registered Office

– Level 5, Wide Bay Australia House
16-20 Barolin Street
Bundaberg QLD 4670
Telephone (07) 4150 4000
Facsimile (07) 4152 3566
Email widebay@widebayaust.com.au
Website www.widebayaust.com.au