

BS:CT

3 October 2014

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

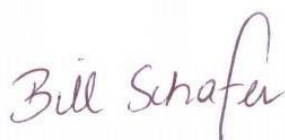
Dear Sir/Madam

Wide Bay Australia Limited (WBB) – Investor Presentation

Please find attached an investor presentation to be presented to analysts and representatives of institutional investors.

The presentation provides a review of Wide Bay Australia's operating activities, strategic initiatives and performance.

Yours Sincerely,










Bill Schafer
Company Secretary

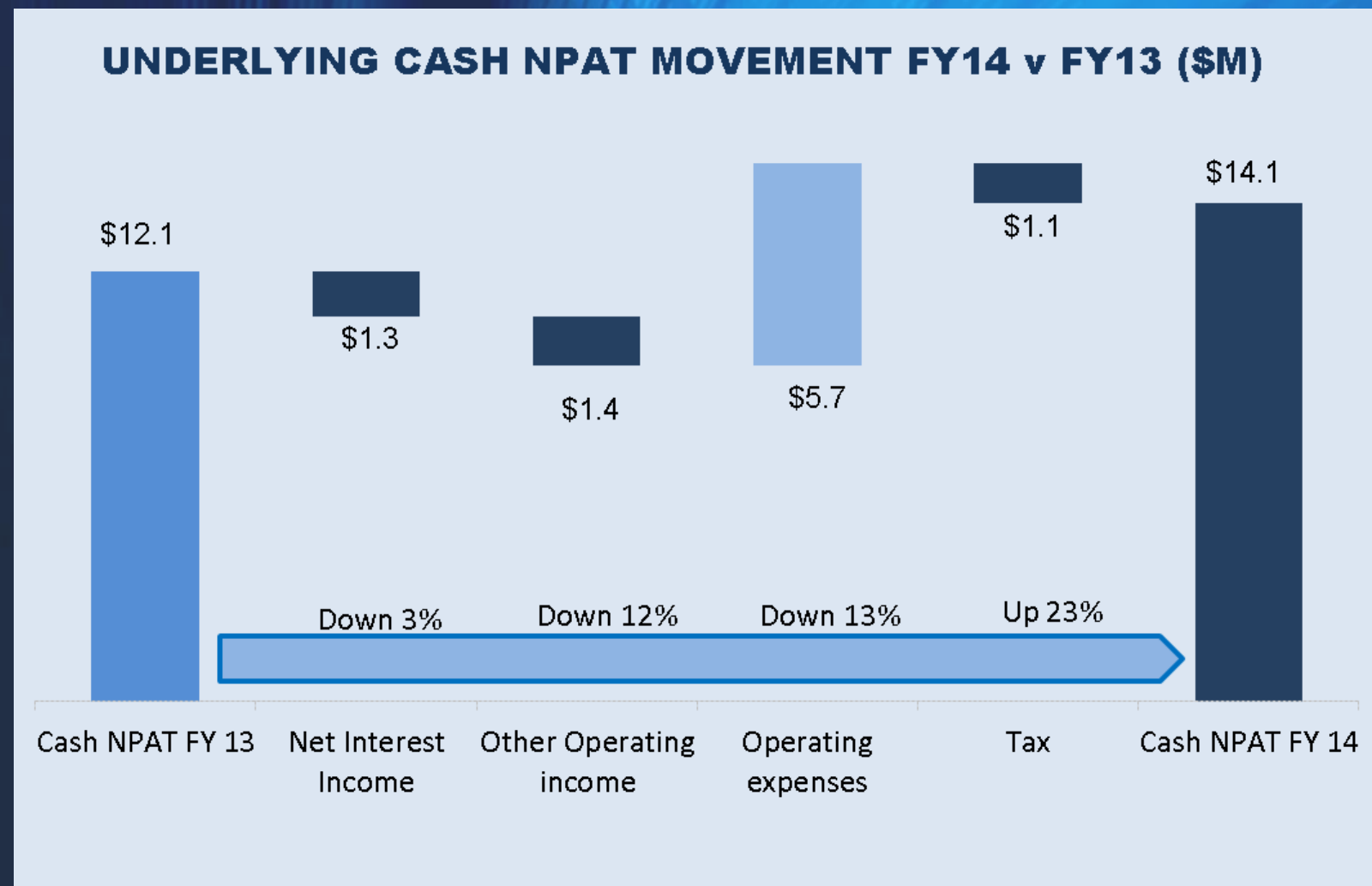
Wide Bay Australia Ltd

INVESTOR PRESENTATION OCTOBER 2014

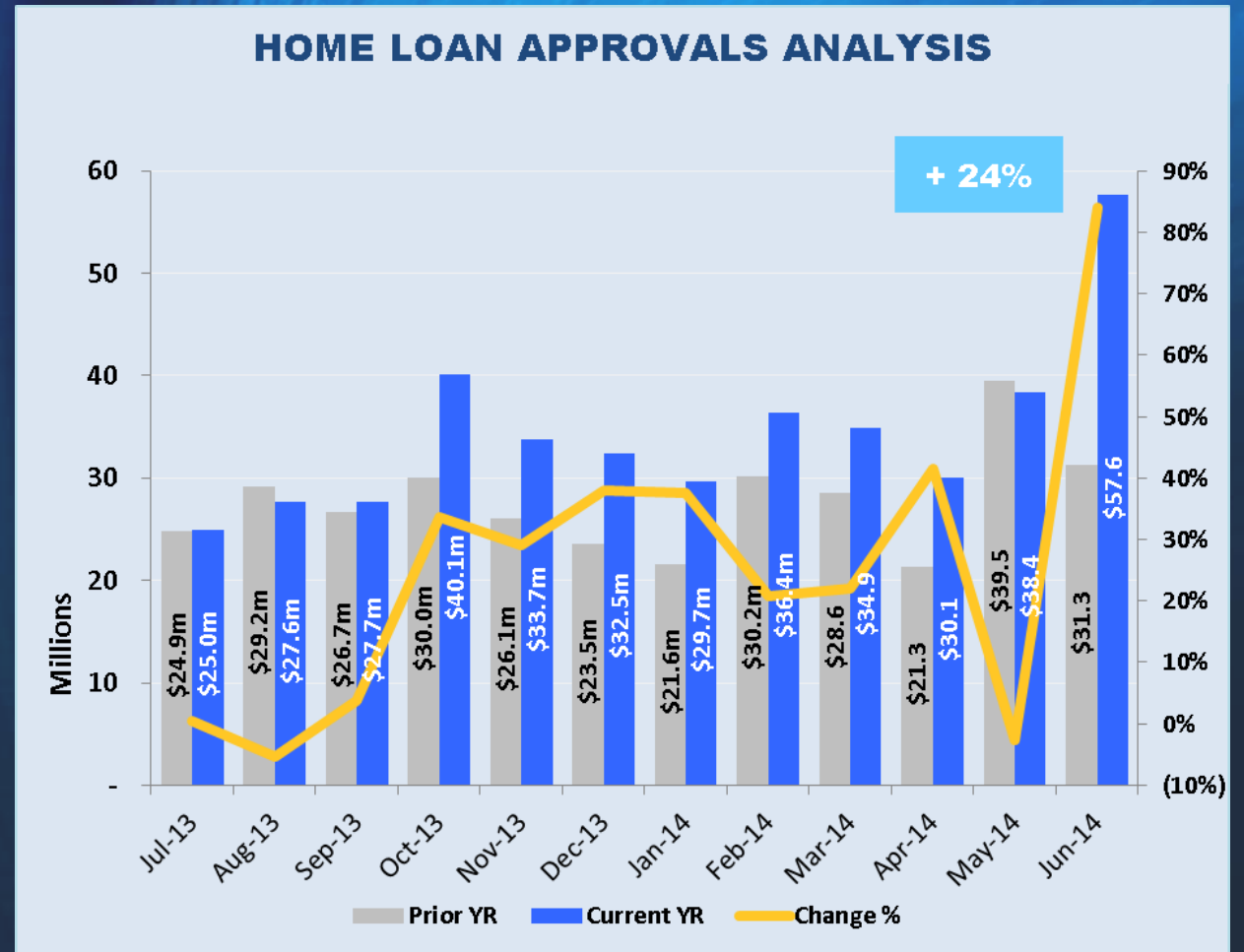
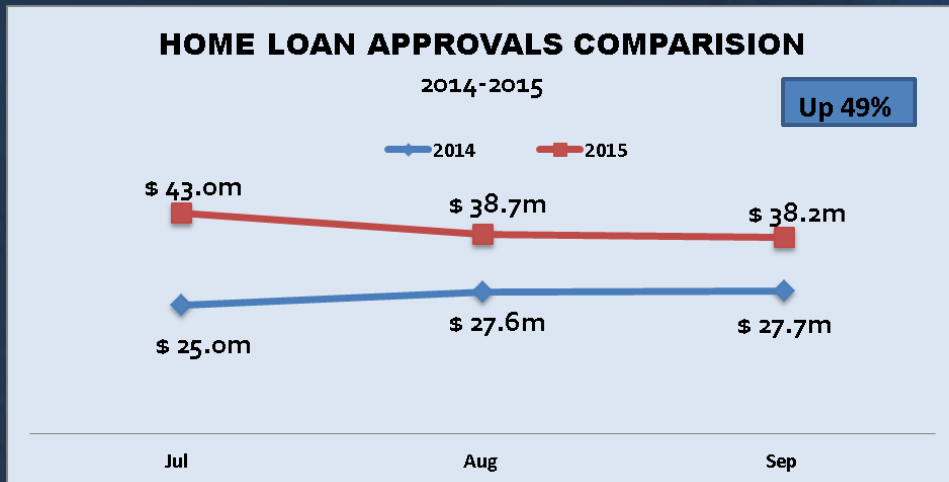
2014 A year of progress and improved asset quality

	June 2014	June 2013		Change June 14 vs June 13
Underlying cash NPAT	\$14.063m	\$12.126m		16.0%
Earnings per share – cash NPAT	38.75c	33.51c		5.24c
Dividend (100% franked)	28.0c	17.0c		11.0c
Return on equity – cash NPAT	7.2%	6.5%		0.7%
Statutory NPAT	\$14.063m	\$2.453m		\$11.61m
Cost to Income ratio (group) – cash NPAT	66.3%	71.9%		5.6%

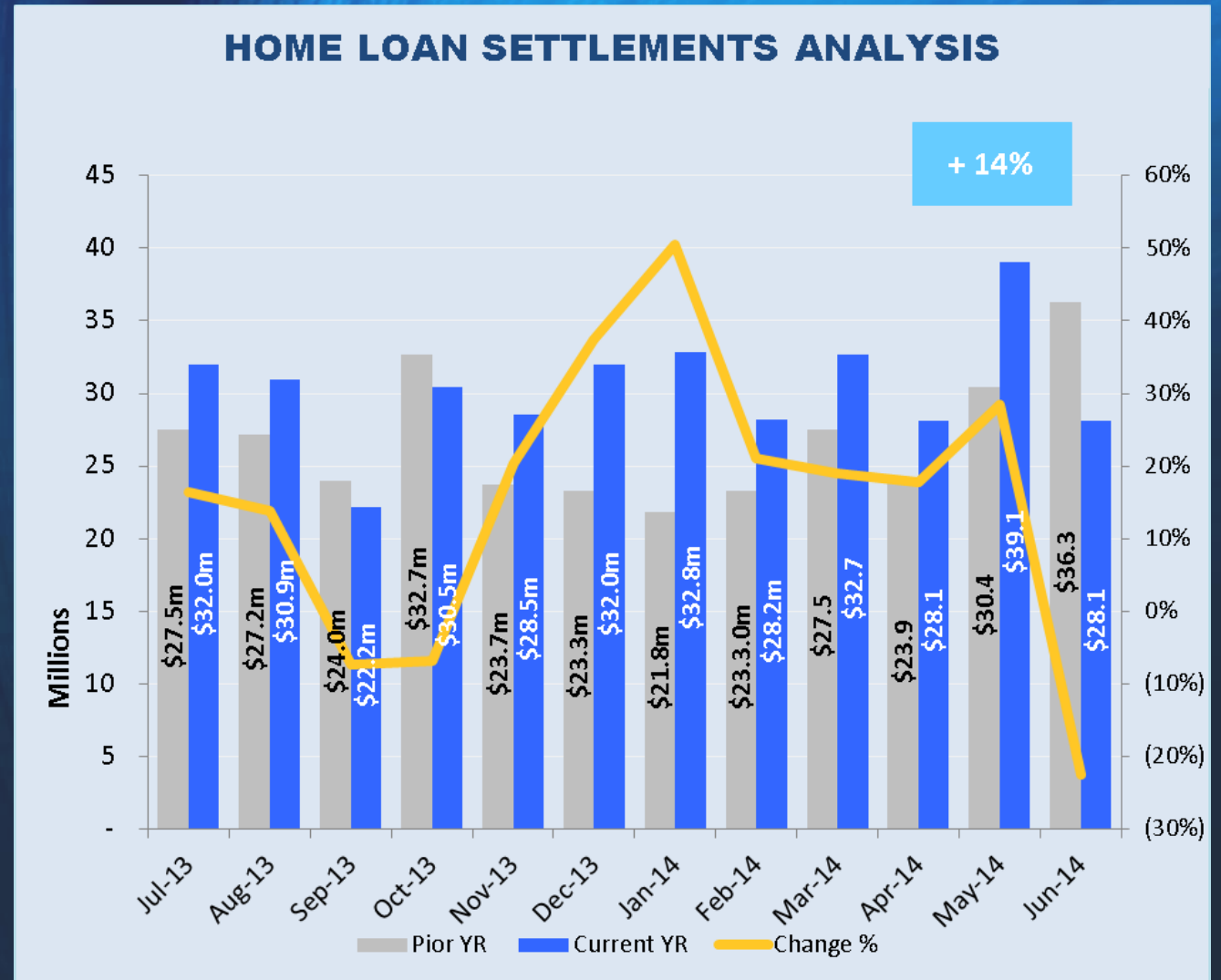
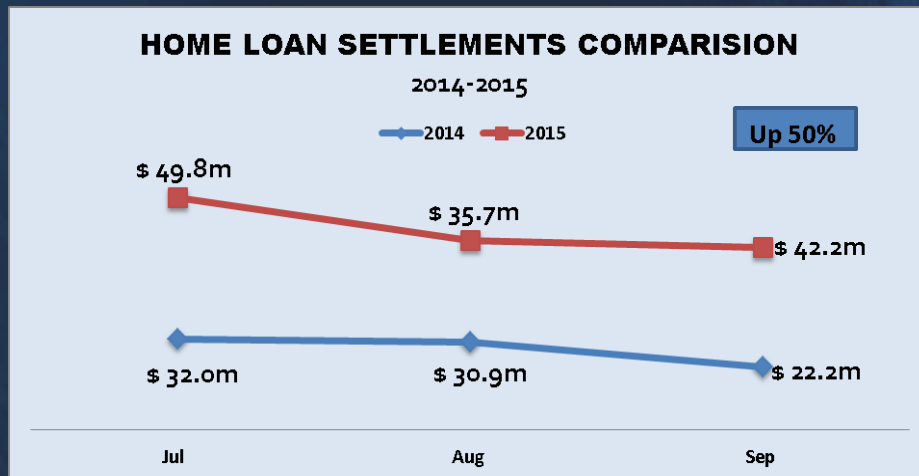
Cash NPAT movement - up 16%



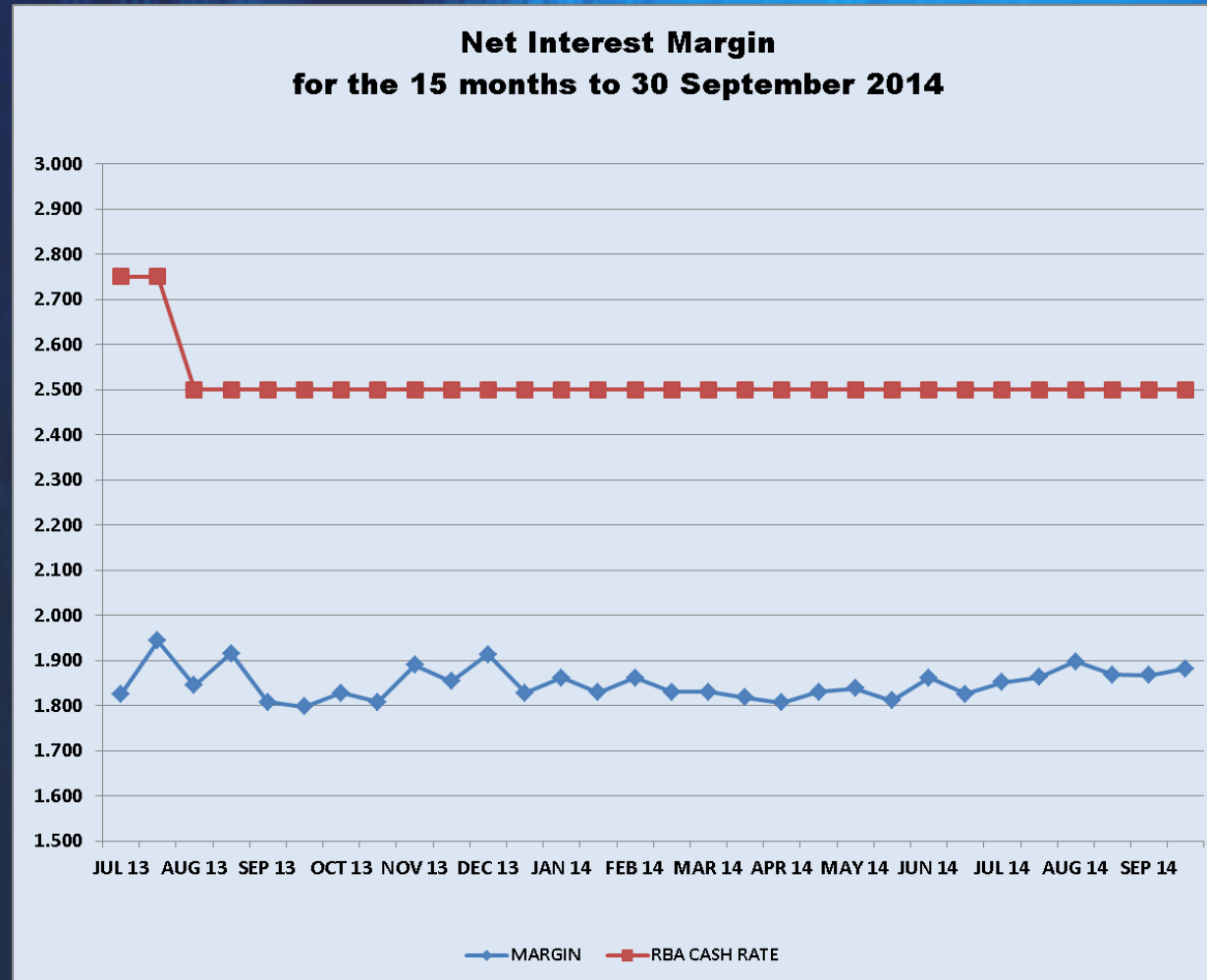
Loan Approvals have good momentum despite tighter credit controls



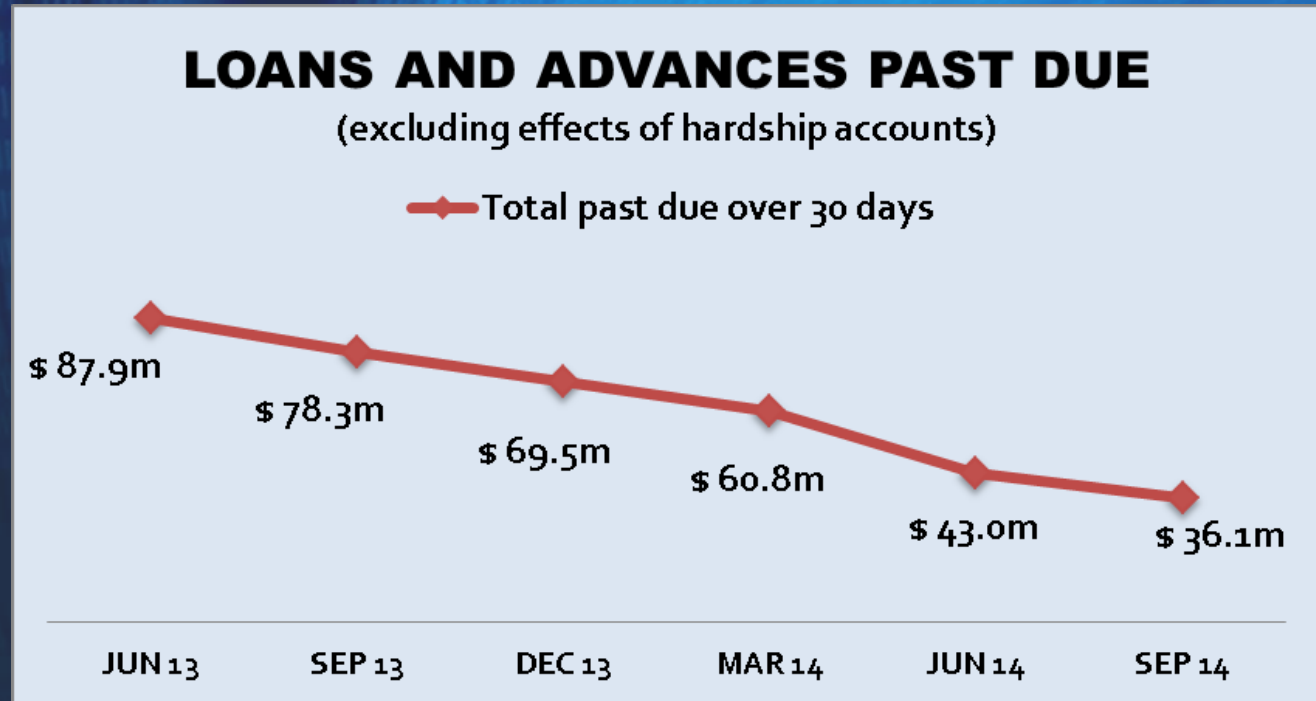
Loan Settlements are gaining momentum



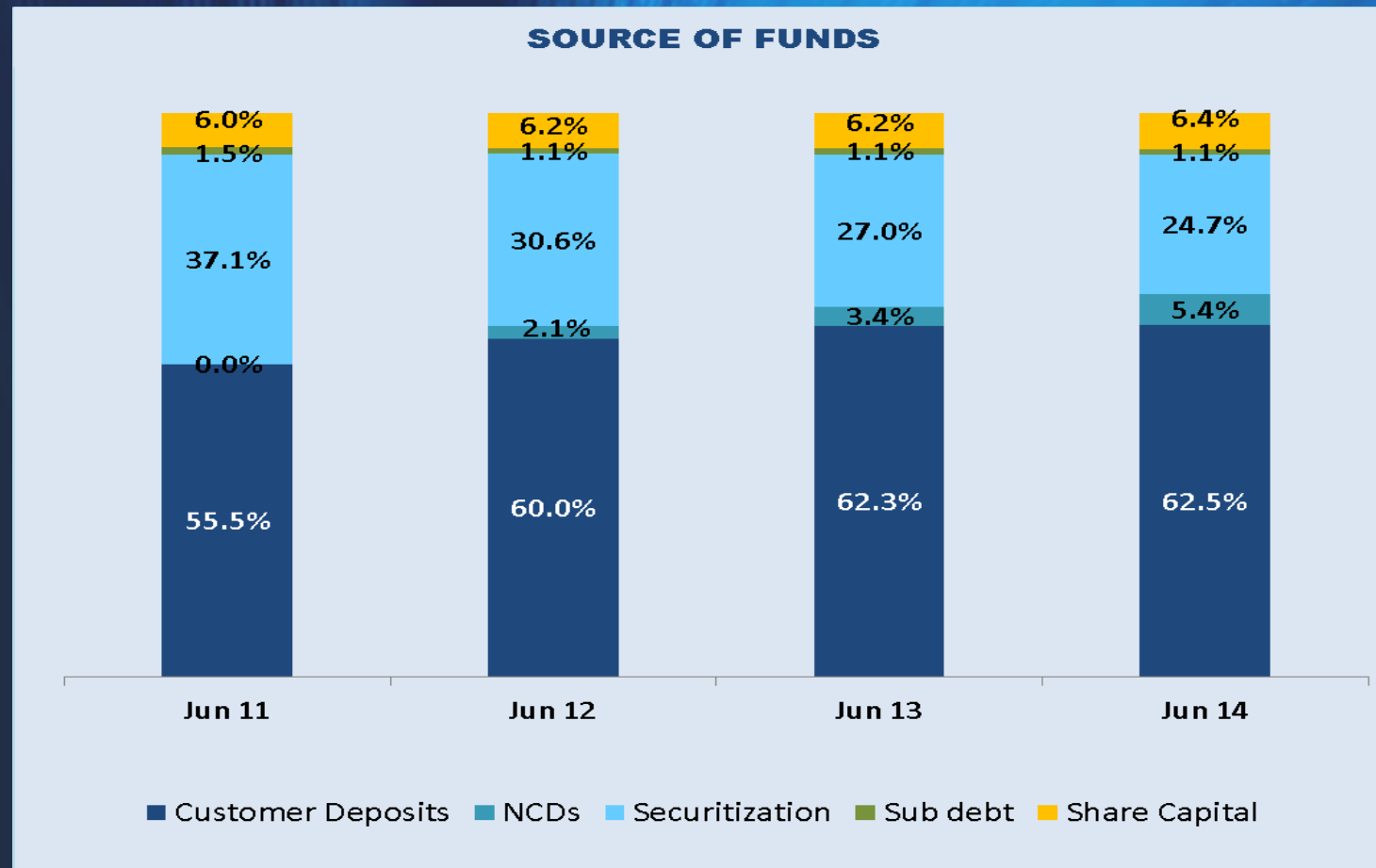
Net Interest Margin holding steady



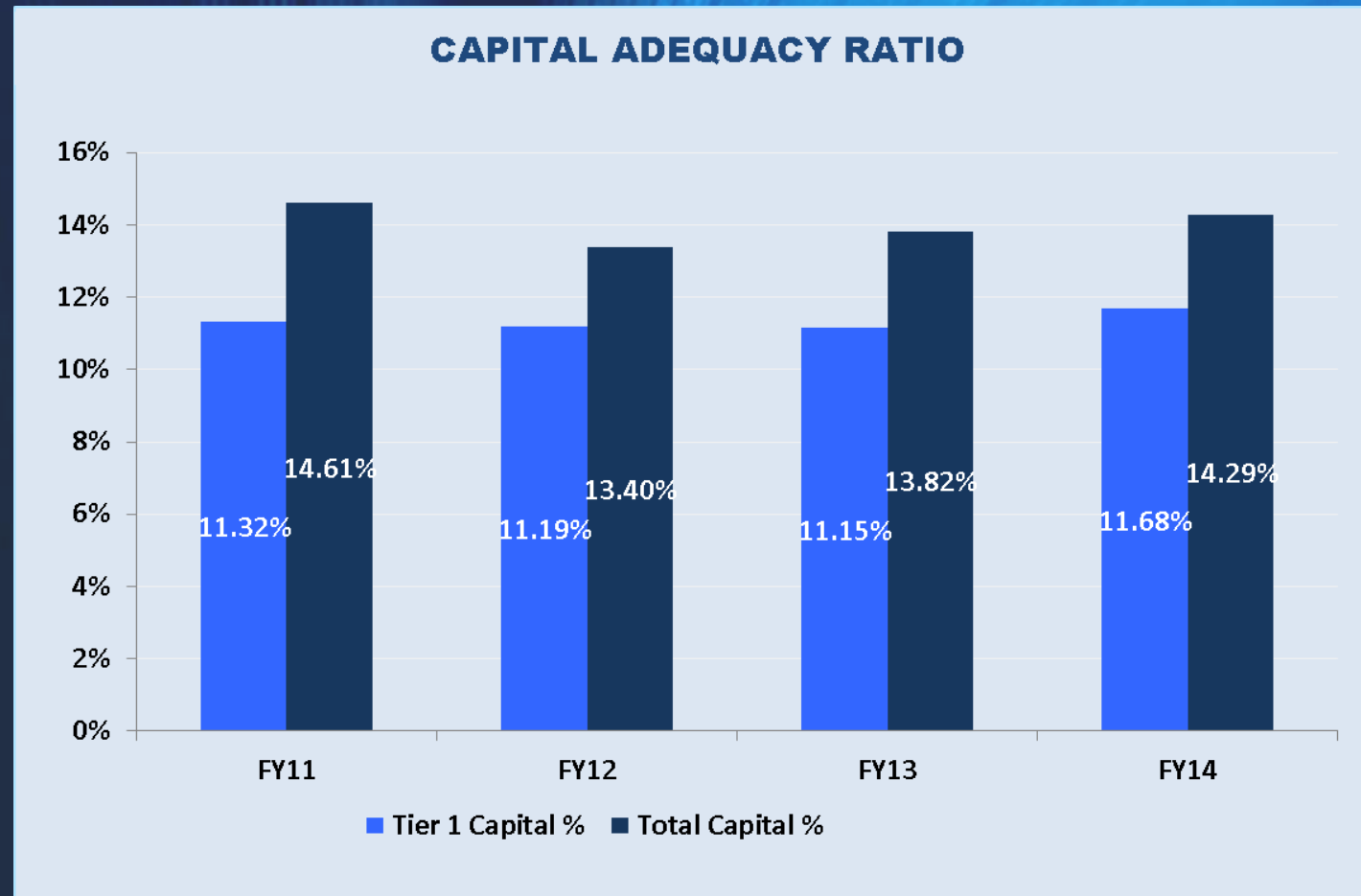
Loan Arrears
are trending
down with
further
improvement
expected



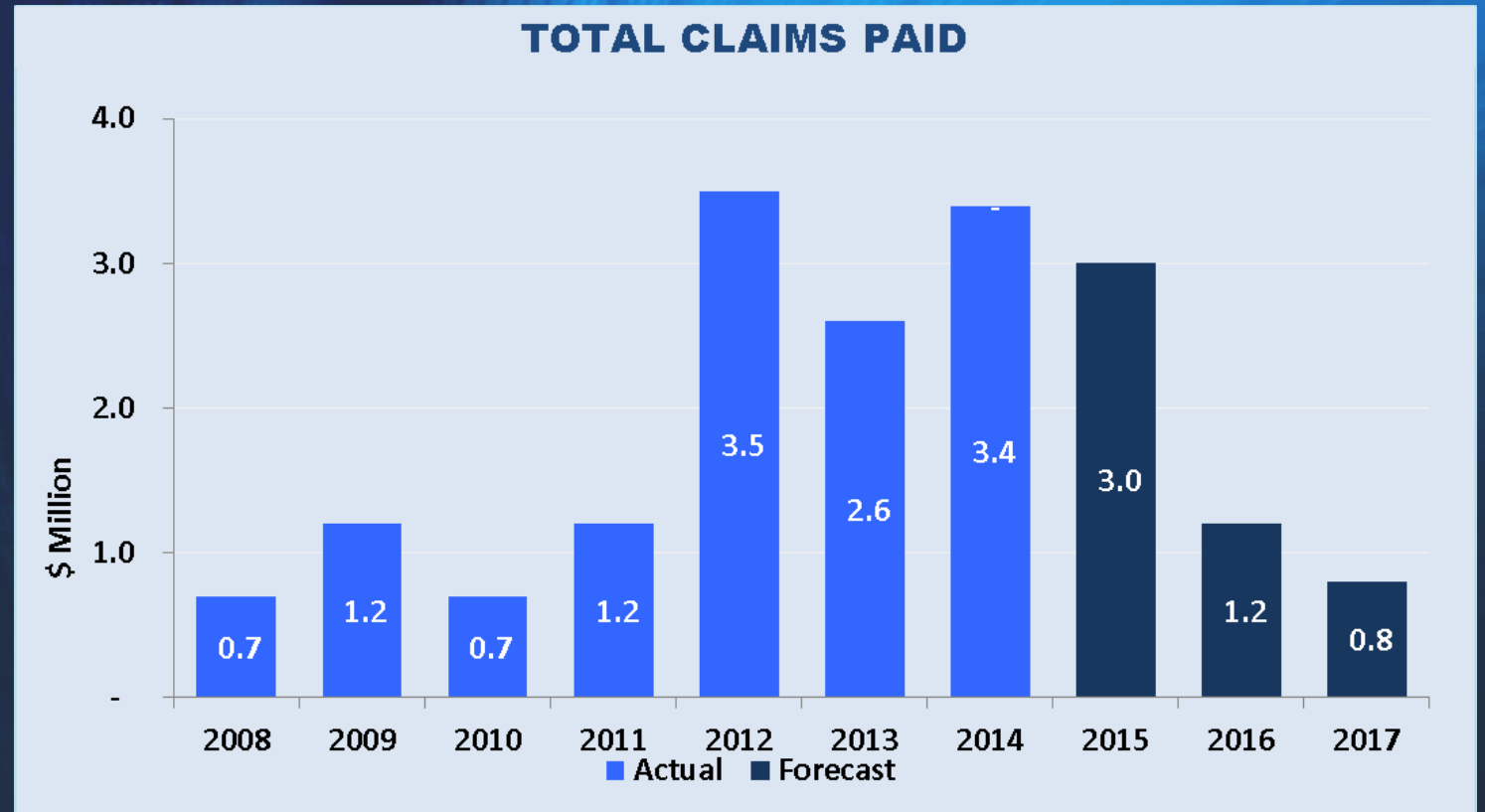
Funding Mix is sound



Capital remains strong



Mortgage Risk Management Pty Ltd is well provisioned



The 'actual' claims represent the payments for actual claims made on bad debts in the financial year. The 'forecast' claims represent the expected claims in the next 3 years based on mortgagees in possession, arrears on past due loans and arrears on 'hardship' accounts. MRM has \$6.8m in provisions set aside at 30 June 2014, after \$3.4m of claims were expensed in the year.

Strategic Initiatives are progressed



Alignment Between Risk Appetite and Strategic Direction

1 st Line	<ul style="list-style-type: none"> • Recruitment of experienced lenders • Credit skill training for all lending consultants • Credit metrics built into KPIs
2 nd Line	<ul style="list-style-type: none"> • Appointment of Head of Compliance Sep-13 to oversight regulatory change • Establishment of Board Risk Committee • Risk Appetite Statement adopted by Board with risk appetite dashboard reporting on key risks • Appointment of new CRO, Craig Lonergan Jul-14 (previously GM Internal Audit) with focus upon embedding framework and risk culture within business. • Portfolio analysis and reporting by Risk function • Development and revision of lending policies • Implementation of HR function and related processes
3 rd line	<ul style="list-style-type: none"> • Appointment of new GM, Craig Lonergan Feb-14 (now CRO). • Internal Audit Strategy, Charter and multi-year audit plan developed capturing appropriate 3rd line of defence activities. • Independent review of credit risk, particularly new lending decisions commenced and is reported to Senior management and the Board monthly. • Appointment of new GM Michael McLennan (previously CRO) Jul-14.

Major projects underway with delivery in 2015

- Transformation Project Team– delivery of skills (including Lean Six Sigma and Nintex) to provide efficiencies and productivity.
- E-Learning Platform – an improved platform for delivery of training- rolled out 29/9/14.
- SalesMAX – MFI Acceleration - a sales training program to drive confidence in selling and increase sales revenue through branches, the call-centre and third party alliances – rollout 13/10/14.
- Ultracs / Sandstone Technology upgrade – key technology initiatives which will significantly deliver 'best practice' service to our customers and significant productivity benefits.

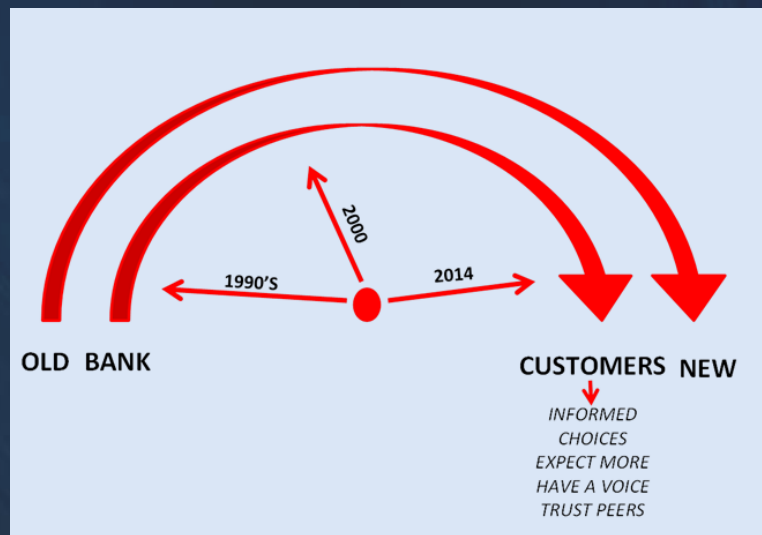
Key Priorities

VOTED AUSTRALIA'S
BEST BUILDING SOCIETY
2013 & 2014



- ✓ Continue acceleration of momentum in 1st party, 3rd party and business banking to achieve ongoing business improvement & achieve customer 'delight'
 - Customer growth
 - Home & Personal Loan growth
 - Deposit growth (savings & transaction accounts)
 - Product penetration (number of products per customer)
- ✓ Delivery of customer convenience / speed to YES via extensive investment
 - Core banking system upgrade
 - Online loan origination
 - Enhanced internet & mobile banking platforms
 - Omni-channel distribution capability
 - Website Refresh (Retail, Corporate, Broker)
 - Continuing product enhancement
 - E-Learning training platform
- ✓ Ongoing risk management improvement
- ✓ Transformation project
 - End-to-end business productivity & efficiency
 - Review of branch network & digital reach
 - 2 year cost out program agenda
- ✓ Banking licence and new brand positioning

What are emerging themes, challenges & opportunities



Regulatory –

- FSI & RBA/APRA activity

Competition –

- New players are entering the industry
 - Niche players
 - Technology disrupters – Apple!
 - Peer to peer
 - Online only providers

Lending –

- Pricing is falling
 - Cost to serve & cost to fund are critical

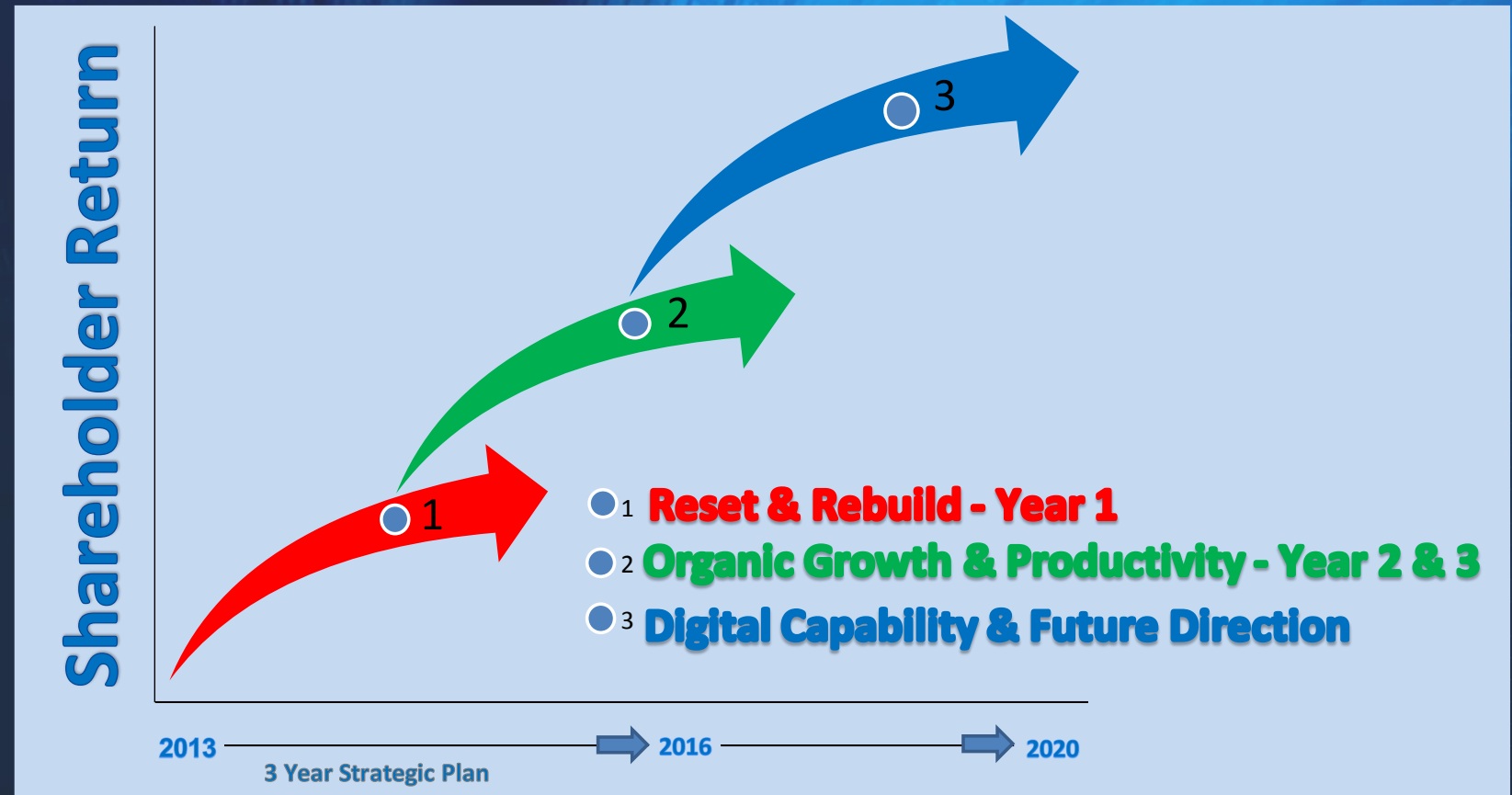
Market –

- Some markets are growing, some are not – sustainability?
- Customer centric with digital advantage is essential

Niche –

- Align to growth market segments

Bank of 2020 strategic planning



- Planning commenced for the longer term positioning of the company
- Technology solutions for productivity & customer sales & service
- Efficient Omni channel approach
- Niche market considerations

Summary

- 2014 financial year has seen significant progress with improved profitability as the 3 year Strategic Plan implementation progresses.
- New business segments & capabilities have been delivered and growth has renewed.
- Foundations are sound and risk settings sustainable and prudent.
- Arrears continue to trend down and remain a key focus.
- Margins closely managed and controlled .
- Strong capital base.
- Significant work underway to deliver improved systems. Materially improve customer convenience and service and significantly improve productivity.
- Work is underway on the 2020 plan
 - Digital
 - Niche opportunities
 - Customer Centric
- Improved shareholder return.

Disclaimer

This Presentation has been prepared for Wide Bay Australia Ltd ABN 40 087 652 060, Australian Financial Services and Australian Credit License Number 239686, ASX Code WBB. The information is current as at 3 October 2014.

Financial amounts

All dollar values are in Australian dollars (A\$) and financial data is presented as at the date stated. Pro-forma financial information and past information provided in this Presentation is for illustrative purposes only and is not represented as being indicative of WBB's views on its future financial condition and/or performance. Past performance, including past trading or share price performance, of WBB cannot be relied upon as an indicator of (and provides no guidance as to) future WBB performance including future trading or share price performance.

Future performance

This Presentation contains certain "forward looking statements". Forward looking statements can generally be identified by the use of forward looking words such as "anticipate", "believe", "expect", "project", "forecast", "estimate", "likely", "intend", "should", "will", "could", "may", "target", "plan" and other similar expressions within the meaning of securities laws of applicable jurisdictions. The forward looking statements contained in this Presentation involve known and unknown risks and uncertainties and other factors, many of which are beyond the control of WBB, and may involve significant elements of subjective judgment as to future events which may or may not be correct.

There can be no assurance that actual outcomes will not differ materially from these forward-looking statements.