

Community investment at the Bank

7th year in a row for Banks' global leadership in community investment

Teachers Mutual Bank's community investment is 7 times the Global average, and 4 times the Global Financial Services average, based on results from the *LBG Annual Review 2018*.

The LBG is the recognised global standard for measuring and benchmarking corporate community investment.

Over seven years of LBG reporting data, the gap between the Bank and the Global average has doubled from 3.5 times to 6.7 times.

The Bank outperforms LBG Global and national Benchmarks by investing 6.7% of pre-tax profits on community investment – a total of \$3m. This is;

- **6.7** times the *Global Benchmark average* of 1%.
- **4.2** times the *Global Financial Services sector average* of 1.59%
- **9.3** times the *Australia and New Zealand average* of 0.72%

The 6.7% investment of NPBT (net profit before tax) is equal to 9.5% of NPAT (net profit after tax).

The LBG also measures the subject focus area of community investment. The Bank invests 98.2% of its community investment into 'Education and Young People' compared to 14.2% for the Australia and New Zealand average and 29% for the Global Financial Services average.

| 2018 LBG results | Average result | TMBL result | TMBL multiple to average |
|--|----------------|-------------|--------------------------|
| LBG Global Benchmark (includes Au&NZ) | | | |
| \$ contribution as % of pre tax profit (NPBT) | 1.00% | 6.68% | 6.7 |
| \$ Contribution per employee | \$846 | \$5,953 | 7.0 |
| Contribution as % of total revenue | 0.17% | 1.02% | 6.0 |
| % of community investment on 'Education and young people' | 28.0% | 98.2% | 3.5 |
| LBG Australia and New Zealand Benchmark | | | |
| \$ contribution as % of pre tax profit (NPBT) | 0.72% | 6.68% | 9.3 |
| \$ contribution per full time employee | \$1,062 | \$5,953 | 5.6 |
| Contribution as % of total revenue | 0.18% | 1.02% | 5.7 |
| % of community investment on 'Education and young people' | 14.15% | 98.20% | 6.9 |
| LBG Global Benchmark - Financial Services sector | | | |
| \$ contribution as % of pre tax profit (NPBT) | 1.59% | 6.68% | 4.2 |
| \$ contribution per full time employee | \$1,132 | \$5,953 | 5.3 |
| Contribution as % of total revenue | 0.31% | 1.02% | 3.3 |
| % of community investment on 'Education and young people' | 29% | 98.2% | 3.4 |
| TMBL community investment is \$3,017,958, which includes, cash, time, in-kind and management costs | | | |
| The LBG is the global standard for measuring and benchmarking corporate community investment. It takes its name from the London Benchmarking Group; the group of UK-based companies who worked together to develop the model in 1994. The LBG model provides a comprehensive and consistent set of measures to determine an organisation's contribution to the community including cash, time, in-kind donations and management costs. The Global LBG network has over 160 company members, including 34 from Financial Services http://www.lbg-online.net/network | | | |

