

home fire safety book released

The Australian Competition and Consumer Commission (ACCC) and the Fire Protection Association of Australia (FPAA) have now released a home fire safety booklet as part of an initiative to educate the public on ways to safeguard their home from fire.

The booklet 'Fire safety at home: be prepared' contains useful information on fire alarms, fire blankets, fire extinguishers and escape plans, and how people can prepare their home to prevent fire.

One of the tips in the booklet is that householders should ensure that electrical equipment has sufficient air circulation to avoid heat build up. This is consistent with research conducted by Wide Bay Australia's recommended general insurer Allianz*.

Allianz has found that televisions can be a cause of domestic fires and ensuring adequate air circulation is an important fire prevention measure. According to Allianz, more specific tips relating to TV's identified by Allianz's research include...

- ✓ having at least 15 cm of space at the sides and 20 cm at the top between the TV and the next piece of furniture
- ✓ mats or flowerpots should never be put on top of a TV set
- ✓ TV's should be switched off completely and not left on stand-by when not in operation; and
- ✓ during thunderstorms and while on holiday, both aerial and power cables should be unplugged.

Other electrical appliances can cause fires as well. Washing machines, driers and refrigerators also need sufficient ventilation and fire experts generally advise against the use of electric blankets as they can set off fires due to improper use or malfunction.

Wide Bay Australia encourages all householders to obtain a copy of the ACCC / FPAA booklet on home fire safety and incorporate the valuable information it contains into their household fire prevention and protection strategy. **The booklet can be found on our website www.widebayaust.com.au under News > Products & Services.**

The life you save might not only be your own, but those of your loved ones as well!

by John Chenhall

widcover insurance Allianz

*In offering insurance we act as an agent of Allianz Australia Insurance Ltd ABN 15 000 122 850 (AFSL 234708) (Allianz) - not as your agent.

We won...

a family holiday to HONG KONG!

Congratulations to Simon and Vanessa Done, and their 2 children Grace and Campbell, for being the lucky winners in our 'win a family holiday to Hong Kong Disneyland' home loans competition! Our Caboolture (Qld) loans consultant, Andrew Hicks, couldn't be happier to present the Done family their prize on Wide Bay Australia's behalf.



CLUB MARINE'S Lifestyle Classic

Sue and Jim Graham from Hallidays Point (NSW) were the lucky winners of the Club Marine Lifestyle Classic promotion.

The couple were naturally happy with their win and Jim, in particular, was keen to move his ageing tinnie out to the driveway to make way for the new addition to the family... a fully-equipped Haines Hunter, which comes complete with Shimano rods and reels, Yamaha 150hp motor and Mackay Trailer. "I thank Club Marine and Haines Hunter for allowing us to enjoy such a fantastic prize."



Wide Bay Australia can help you insure your boat through Club Marine. For a quote, simply call the Widcover Insurance Service Centre on 1800 673 799 (between 8.30am and 5.00pm Monday to Friday EST) or email your request to insurance@widebayaust.com.au

This insurance is available from Wide Bay Australia Ltd ABN 40 087 652 060 AFSL 239686 ('Wide Bay Australia Widcover') - in offering this insurance we act as an agent of Club Marine Limited ABN 12 007 588 347 (AFSL 236916) ('Club Marine') - not as your agent. The insurance is provided by Allianz Australia Insurance Limited ABN 15 000 122 850 (AFSL 234708) ('Allianz'). Club Marine acts as an agent of Allianz. To help you make an informed decision about whether to acquire a Club Marine insurance product through Wide Bay Australia Widcover you should read our Wide Bay Australia Financial Services Guide and the Product Disclosure Statement. We do not provide advice about the policy based on any consideration of your personal objectives, financial situation or needs. To decide if it is right for you please carefully read the Product Disclosure Statement available at our branches or www.widebayaust.com.au

Give Me 5 for Kids

Wide Bay Australia, in conjunction with 93.1 Sea FM Bundaberg and 101.9 Sea FM Fraser Coast, proudly supported the Give Me 5 for Kids campaign - a huge community fundraiser for the children's wards at Bundaberg, Hervey Bay and Maryborough District Hospitals - raising over \$40,000 in total. Pictured (l to r) is Bundaberg Base Hospital's Director of Medical Services, Dr Donald Coid being presented with a cheque for \$20,000 by Wide Bay Australia's Marketing Manager Ray Linderberg and Sea FM's Kyle O'Brien ('Astro Boy'), Hayley Caruana ('Hollywood Haylz') and Liana Lambert ('Miss Behaven').

A 'big thanks' to everyone who made donations at our branches!



the way
every little bit counts...
if you're into minimising paper, you can choose to receive your way by email! simply send a note to marketing@widebayaust.com.au (subject: your way) telling us your full name, residential address and preferred email address

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your way

fresh news and tips from your home lender to help you really grow!



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message from our managing director

Your building society now boasts \$1.7 billion of loans under management!

Last financial year we helped many more individuals, families and investors with competitive finance - approving \$485 million for the year - 16.3% more than the previous year - a tremendous result in a very competitive market.

Importantly, Wide Bay Australia has no exposure to 'sub-prime' or 'low document' loans - which is very reassuring given the issues that have arisen internationally in the last month or two.

Commercial loans and margin loans for managed funds had also been developed during the year and are being enthusiastically received.

The increase in size of our loan book was coupled with an improvement in operational efficiency with Wide Bay's cost to income ratio now the lowest among building societies and smaller banks.

Our traditional banking operations also performed well - a snapshot of the key indicators for the year is set out below...

year ended	2006	2007	
net profit after tax	\$14.48m	\$16.27m	▲ 12.38%
earnings per share	57.5c	64.8c	▲ 12.74%
ordinary dividends	51.5c	60.0c	▲ 16.5%
loans portfolio	\$1.43bn	\$1.55bn	▲ 8.62%
total assets	\$1.65bn	\$1.73bn	▲ 5.25%
shareholders' equity	\$88.36m	\$92.52m	▲ 4.71%
cost to income ratio	56.7%	53.6%	▼ 3.1%

These are all positive results and we are particularly pleased that all aspects of Wide Bay's operations have contributed to them.

We especially value the support of our customers - both borrowers and investors - and we remain firmly committed to continuing to deliver competitive finance and banking options with a high level of customer service and flexibility.


Ron Hancock
Managing Director



our home turns 20!

We're very proud of the role we play in helping Australian's achieve home ownership! We're also very proud of our head office, Wide Bay Australia House, in Bundaberg, Queensland.

That's why we thought it was significant when "our home", Wide Bay Australia House, turned 20 years old.

The Bundaberg landmark was officially opened in 1987 by the Hon. Paul Clauson, M.L.A. who was then Queensland's Minister for Justice and Attorney-General.

The building was developed by a consortium of business-people and was a significant undertaking in Bundaberg at the time.

Wide Bay Australia Ltd (then Wide Bay Capricorn Building Society) occupied 2 floors and the banking chamber and obtained naming rights.

Managing Director, Ron Hancock, said that as the building society expanded our lending and financial operations we took over more floors and eventually purchased the building in August 1994.

"Since then Wide Bay Australia House has been the focus of our local company's operations which span Queensland, New South Wales, Victoria and South Australia.

We now have assets and loans under management of over \$1.7 billion and employ 210 staff of which 102 currently work in Wide Bay Australia House."


As you can see Wide Bay Australia House has retained a modern 'look and feel' which is a testament to the developer's original vision.



l-r Ray Linderberg (Marketing Manager), Ron Hancock (Managing Director) and Frances McLeod (Executive Manager & Director) kick off the Wide Bay Australia House 20th birthday celebrations

 www.widebayaust.com.au

 **1300 wide bay**
business hours 9 4 3 3 2 2

 to your nearest branch and say hello

real people, real smiles, real service!

BPAY celebrates its 10th birthday!

That's right, it was back in 1997 when BPAY first began processing bill payments on behalf of Australians - the same year the blockbuster Titanic hit the big screen and we started exploring Mars.

At Wide Bay Australia you can BPAY any of your one-off or regular bills displaying the distinctive BPAY symbol - direct from your Wide Bay Australia account* - at Wide Bay Australia branches and agencies, via 'smartlink' Internet or Phone Banking. ^

We are processing tens of thousands of customer BPAY payments every month and at no charge. For example in August over \$16 million was processed. As a consequence the number of personal cheques written by our customers has also decreased dramatically in the last few years.

BPAY's focus on innovation and growth is the reason why they now facilitate over 16 million payments each month, compared with the 6176 in their very first month of operation.

With the number of BPAY billers growing by the day, BPAY is no longer simply a vehicle for 'recurring' bills such as gas and electricity. The range is staggering and includes everything from paying the wedding planner and

'for it's a jolly good servvvv-vice...'

the wine order to the sports club membership.

For example, you can make voluntary superannuation contributions to more than 100 super providers. The travel sector is another growth area for BPAY with Air New Zealand coming onboard as a biller, joining Qantas, Flight Centre and a variety of other travel agents also offering BPAY.

In the past year the number of biller codes has grown by an additional 1000, offering consumers a broader range of bills than ever before.

With its benefits of speed, cost and convenience the next 10 years are set to be just as exciting for BPAY and Wide Bay Australia customers!

BPAY® registered to BPAY Pty Ltd ABN 69 079 137 518. *Subject to restrictions on individual account type and cleared funds being available. ^ If you are a registered user. Wide Bay Australia Ltd ABN 40 087 652 060, AFSLN 239686 is the issuer of this non-cash payment facility and the accounts on which it may be used. To decide if they are appropriate for you please carefully read the booklet 'Your Guide to Wide Bay Australia's Accounts and Banking Services' available at our branches or www.widebayaust.com.au



surviving the share market rollercoaster

Own any shares? Money invested in a superannuation and/or retirement fund?

The recent sharp falls and rises on global and Australian share markets have left many investors wondering whether they would be better off having their funds out of the share markets altogether.

The reality is that markets and returns will always rise and fall. With this in mind it is important to take a long-term approach to your investment portfolio. A well balanced and diversified portfolio is also critical in achieving consistent returns over the long term.

Basically, there are three main investment styles within the funds management industry. These investment styles are commonly known as **Growth, Value and Core**.

Growth - going with the upward flow!

Growth investing aims to buy shares which potentially have superior earnings growth. The manager concentrates on buying shares in companies that are growing at a rate faster than the economy as a whole. The growth style emphasises qualitative criteria including value judgements about the company, its markets, its management and its ability to extract future earnings growth from the particular industry.

The potential downside is that if a company goes into sudden decline and the share price falls, the shareholding can lose capital value rapidly.

Value - finding the market bargains!

Value investing, on the other hand, aims to buy shares which are undervalued. Value investing concentrates on buying shares in companies that are fundamentally sound and stable, but whose shares are at a bargain price because the market's confidence in the company is in temporary decline.

The key to value investing is to avoid shares that are merely cheap because the company is failing, and to look for bargain shares - prices that are low for temporary and/or irrational reasons.

A potential risk in value investing is that the company may not turn around, in which case the share price may stay static or fall.

Core - taking a balanced approach!

Core investing has neither a growth nor value bias over the medium to long term. Adding a 'core' manager to your investment mix can reduce the volatility impact of economic and market cycles.

Index funds tend to use core investment styles as they are buying into all the underlying shares within a particular market index. Growth or value stocks within the Index will perform differently in different market cycles, so a core fund will span all of those stocks to achieve a more balanced return.

Confused? We can introduce you to a Financial Technology Securities Pty Ltd financial adviser. Contact your local Wide Bay Australia branch to find out more.



minimising Capital Gains Tax...

loans talk



with Bill Beimers - Assistant Loans Manager

the tax implications of moving out of your home...

Apart from providing shelter and pleasure - your home is one of the few investments that is free of Capital Gains Tax (CGT).

That is - if it is held only in the personal names of one or both of the occupiers.

You can be temporarily absent from your own home for up to six years, provided you do not claim any other home as your principal residence in that period, and not pay any CGT.

If, during that six year period, you move back into the property, and then move out again, the six year period restarts from the date you moved out.

Sometimes people move permanently out of their residence, buy another to live in, and then rent the original property.

Provided the house was first rented after August 20, 1996 you pay CGT only on the increase in value from the date it was rented out.

This is why it is important to get a valuation on the property **when you leave it**.

sending money overseas this christmas?

With Christmas approaching, you may be considering sending money to friends or relatives overseas - or better still, you may receive money from overseas! Did you know that Wide Bay Australia, in association with Travelex, can take care of all your money transfer needs?

Drafts

A Draft is a cheap, simple option for sending money abroad. Similar to a cheque, just let us know who the Draft is to be made payable to, the amount of money you want to send, and the currency you want the draft in (over 50 currency choices).

Your Draft will normally be available next working day. You can then post it to the recipient overseas, and they deposit it into their bank account. If the Draft goes missing, Travelex will put a stop on it and re-issue the draft.

If the funds are not needed urgently, a Draft is normally your best money transfer option.

Telegraphic Transfers

A Telegraphic Transfer is an electronic credit of funds into an overseas bank account. As a subscriber to the worldwide SWIFT network, Travelex is able to send funds quickly and efficiently. Transfers are available in a wide range of currencies.

When a transfer is sent, a network of banks is used to process the transaction. Funds are normally credited within 24-48 hours (though this can't be guaranteed), and please note that intermediary banks sometimes levy a handling fee.

Wide Bay Australia and Travelex take their Anti Money Laundering responsibilities very seriously, and as a result, you must provide us the street address of the sender and receiver of your transfer, as well as all the account details you want to send the funds to.

A new requirement is that, for all transfers to European countries, you must tell us the IBAN (International Bank Account Number) of the receiver.

If the funds are needed urgently, a Telegraphic Transfer is normally your best money transfer option.

Foreign Money Conversion

Subject to acceptability, Wide Bay can accept personal cheques in a foreign currency, and foreign banknotes, for conversion to Australian Dollars. Conditions apply - please ask us for details.

Travelex Limited ABN 36 004 179 953 AFSL 222444 ("Travelex") is the issuer of Drafts & Telegraphic Transfers and Cash Passport. Foreign Money Conversion is provided by arrangement with our banker Westpac Banking Corporation (ABN 33 007 457 141) and Travelex. Fees and charges, terms and conditions apply. To help you make an informed decision about whether to acquire a Travelex product through Wide Bay Australia you should read our Wide Bay Australia Financial Services Guide. We do not provide advice about these services based on any consideration of your personal objectives, financial situation or needs. To decide if it is right for you please carefully read the relevant Product Disclosure Statement available at our branches or www.widebayaust.com.au.

our 2006-2007 annual report and financial statements are available now for your interest download a copy from the 'about us' section of our website www.widebayaust.com.au or request a printed copy



more bang for your aussie buck!

Whether it's a family trip to Disneyland or a romantic getaway across the Pacific, and whether it's next week or next year, now is the perfect time to cash in on the rise of the Aussie Dollar.

With the Australian Dollar reaching a 17-year high against the US Dollar, this converts to a better bang for the overseas buck for the Aussie traveller.

In practical terms, the rise of the Aussie Dollar means that in most destinations every aspect of your holiday, from a coffee to a cab fare, will cost less than it would have at the start of the year.

The **'Cash Passport'** Prepaid ATM card is an ideal way to take advantage of the rise as funds are simply pre-loaded onto a US Dollar, Pounds Sterling or Euro card, at the current exchange rate.

Wide Bay Australia can supply Cash Passport cards on-the-spot at our branches. The card can be topped-up either in person, by phone or internet at any time and from anywhere in the world. And when you do eventually head overseas, Cash Passport gives you access to your cash at more than one million Visa ATMs worldwide.

Aside from a fixed exchange rate, Cash Passport comes with a free second back-up card and year-round access to free emergency assistance.



it's tax time!

<p>make the most of your refund!</p> <p>invest in a</p> <ul style="list-style-type: none"> » Bonus Plus savings account from \$50 » term deposit from \$500 » Cash Management account from \$5000 	<p>paying too much tax?</p> <p>ask your loans consultant how we can help you with finance for a rental property investment!</p>	<p>has your equity in a property increased? you can...</p> <ul style="list-style-type: none"> » reduce your home loan debt » grow your retirement funds » increase your 07/08 tax refund! <p>ask us for a referral to a qualified financial adviser!</p>
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expanding our home loans horizon... our new loans consultant for THE GOLD COAST

Bonnie-Anne Newcomb joins our Robina Town Centre Branch on the Gold Coast as a Home Loans Consultant.

Bonnie has extensive experience in sales, marketing, real estate and has also opened and run a successful business with her husband Jay. She attributes her success in the industry and her own business, to the fact that she enjoys working closely with her clients, helping them to achieve their goals and dreams, but also to help them really understand the product they purchased and how it can work best for them.

"At the end of the day it's not just about the sale of a loan or other financial service... it's about the support, guidance and follow-through that should be delivered to each individual - and not just for the short term! I believe there should be an understanding and trust gained through dealing with a customer service representative/lender and that this relationship doesn't just entail completing an application. It should last for the term of the loan or financial service and even beyond.

I chose to come on board with Wide Bay Australia because I like their ethics and that they work 'outside of the square'. Everyone is different, so why try fitting them all into the same box?

Wide Bay Australia has unique benefits and I believe that everyone can benefit from a loan or other Wide Bay Australia banking and financial services. Plus you get 'good old fashion' service with a genuine friendly smile... and who can beat that?"

Bonnie looks forward to meeting Wide Bay Australia's clients on the Gold Coast and in Northern New South Wales. She can help you with your existing loan or any additional finance needs.

You can contact Bonnie at...

Level 4 (banking sector), Robina Town Centre Robina Town Centre Drive, Queensland 4230 phone (07) 5656 5200 mobile 0400 336 022 email bnwcomb@widebayaust.com.au

