

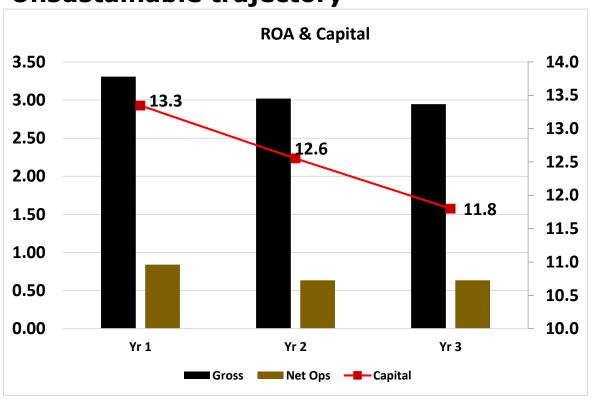


Business Model – Responsive Risk Based Transformation

Bill Hobbs



Unsustainable trajectory



Savings driving balance sheet growth



Pressure on margins

- Loan Book
- Investments



Operational costs



Surplus cannot maintain capital buffer





INSTABILITY DRIVERS

Level of lending

Cost of doing business

Savings growth



VIABILITY DRIVERS

Competence

Capability

Member expectations

Level of lending

Cost of doing business

New Business activities

Business Model Transformation



CBI experience to date

- Well grounded proposals
- Under-developed proposals



- **Well grounded proposals**
- 1. Realistic
- 2. Achievable
- 3. Risk Based



Business model changes – Central Bank capability

- 1. Change or issue regulations & conditions
 - Prudential (balance sheet) limits
 - □ Classes of loans / investments
 - Exempt services
- 2. Approve additional services
 - New business lines i.e. MPCAS



Our process

- 1. Informal engagement (draft business case)
- 2. Formal engagement (full business case proposal)
- 3. Minded to consider
- 4. Formal consideration
- 5. Response or Outcome
 - I. Additional service approvals legal process
 - II. Changes to regulations adjustment to regulations
 - III. Replacement or new regulations full consultation