



31st October 2023

## **MARKET ANNOUNCEMENT**

For Public Release

### **MEMBERS RESOLUTIONS PASSED AT THE 2023 ANNUAL GENERAL MEETING**

At the Annual General Meeting of Kontiki Finance Limited held on 30<sup>th</sup> October 2023, the following resolutions were unanimously passed by the members.

#### **Minutes of the Previous Meetings:**

##### **Minutes of the Previous AGM held on 27<sup>th</sup> October 2022:**

Resolved to receive and adopt the Minutes of the previous Annual General Meeting held on 27<sup>th</sup> October 2022 as true and correct record of the Meeting.

Moved by G.Williamson and seconded by S.Tuidrola.

#### **Ordinary Business:**

##### **Item 1: Consideration of Financial Statements**

EY auditors provided the audited Group's consolidated Financial Statements for the year ended June 30, 2023, and shareholders were given the opportunity to inquire and seek clarification. No Resolution passed as allowed under Section 401 of the Companies Act 2015.

##### **Item 2: Re-appointment of retiring Auditors**

Resolved to reappoint Ernst & Young as Auditors of the Company for the financial year ended 30<sup>th</sup> June 2024 and that the Board be authorized to fix their remuneration.

Moved by J.Pala and seconded by M.Halabe.

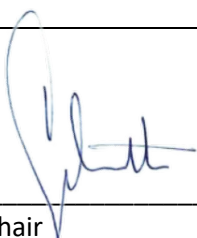
### Item 3: Election of Directors

<b>Resolution 1:</b>	
To appoint Glen Craig, director of the Company who retires by rotation pursuant to Article 7.3 of the Articles of Association of the Company and who was nominated by a shareholder, is re-elected as a director of the Company.	
The motion was carried as an ordinary resolution on poll	
Total number of shares eligible for voting	69,700,150
<b>Summary of Votes</b>	
In favour of the resolution	67,722,420
Against the resolution	1,260,214
Abstained from voting	570,870.

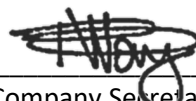
<b>Resolution 2:</b>	
To appoint, pursuant to Article 7.5 of the Articles of Association of the Company, Peter Dixon, who was nominated by a shareholder and is hereby appointed as a Director of the Company.	
The motion was carried as an ordinary resolution on poll	
Total number of shares eligible for voting	69,700,150
<b>Summary of Votes</b>	
In favour of the resolution	66,956,953
Against the resolution	0
Abstained from voting	2,596,551

<b>Resolution 3:</b>	
To appoint, pursuant to Article 7.5 of the Articles of Association of the Company, Des Kearse, who was nominated by a shareholder and is hereby appointed as a Director of the Company.	
The motion was carried as an ordinary resolution on poll	
Total number of shares eligible for voting	69,700,150
<b>Summary of Votes</b>	
In favour of the resolution	62,696,089
Against the resolution	6,167,972
Abstained from voting	689,443

<b>Resolution 4:</b>	
To appoint, pursuant to Article 7.5 of the Articles of Association of the Company, Cecil Browne, who was nominated by a shareholder and is hereby appointed as a Director of the Company.	
The motion was not carried as an ordinary resolution on poll	
Total number of shares eligible for voting	69,700,150
<b>Summary of Votes</b>	
In favour of the resolution	6,993,848
Against the resolution	1,260,214
Abstained from voting	61,299,442



Chair  
Barry Whiteside



Company Secretary  
Beatrice Wong

### Kontiki Finance AGM - Chairman's Address

- Ladies and Gentlemen. It is my pleasure to welcome you to the 7<sup>th</sup> Annual General Meeting of Kontiki Finance Limited.
- Last year, around this time, I reported that we had come out of the previous two years of the covid-19 pandemic extremely well. At the time, we recognised the efforts of our proactive Management team and staff and the strategies put in place. I also reported that things were looking brighter for the Fijian economy and that we could take some heart in this moving forward.
- The Reserve Bank has in fact revised its estimate of GDP growth in 2022 upwards to 20.0%. The forecast growth for this year is 8.0% and a further initial forecast growth of 3.4% in 2024. These numbers, I am told, will be reviewed in November.
- It is extremely pleasing to note the ongoing recovery in the Fiji economy, albeit led by our very robust tourism sector and supported by record levels of inward remittances. Job numbers are also on the rise. This positive outlook has supported strong consumption activity and demand, which has been beneficial to our business, as you will see when our Group CEO makes his presentation.
- Under Management's guidance, the Group was able to successfully increase its profits in the last financial year from \$7.2m to \$13.9m after tax. **This represents an improvement of 93%, a truly commendable achievement.** This in turn has allowed us to deliver a dividend payout of seven cents per share during this 2023 calendar year and dividend yield of 5.83% for the last financial year. I have to say vinaka vakalevu to our team!
- Last year I also shared that KFL remained committed to looking at, and creating, additional income and cost-saving opportunities for the Group, indicating that such strategies inevitably flow on and benefit our shareholders.
- The purchase of an office building in Goodenough Street, in Suva, has since been completed and is currently being refurbished to house our back-office staff. We hope to move in by the end of the year. This will provide important savings on current rent payments. The three-story property could also usefully serve as an alternative Business Resumption Site for Kontiki, ensuring our ongoing resilience against natural disasters
- Last year, the Group CEO shared plans to establish a business in Samoa, and I am pleased to update that KFL has successfully obtained our Samoa Credit Institution license and that we have also secured suitable premises for our office. However, our progress currently awaits the guidance of the Samoan regulators, who are in the process of finalizing a new banking Bill for the Samoan Parliament to consider. We will review this and any attaching regulation before proceeding. Unfortunately we don't have a timeframe on this, but the Board and Management agree, for now, that it would be pertinent to wait.

- Another significant development and investment for the company, is our core system replacement project. We have been using our existing system from 2015. This overhaul of our IT infrastructure is a considerable, and needed, investment. It is one that will not only enhance our operational efficiency but also make us more agile in adapting to changing market conditions and opportunities and allow us to move better in the digital world.
- I am also excited to announce the successful acquisition of two insurance broking businesses, Insurance Holdings Pte Ltd and Veritas Pte Ltd, along with the purchase of the building currently housing these businesses. These acquisitions are aimed to complement and diversify our business portfolio, increasing our market presence and diversifying revenue streams, while providing cost-savings through the ownership of our premises, rather than paying rent.
- Last year, the Company received your approval to implement a Share Buy Back Plan with the aim to buy back up to two million ordinary shares. Since the Plan was approved, KFL has purchased and cancelled 487,168 shares at an average price of \$0.91. This used \$443,323 of the \$2.0 million approved for this purpose. The Plan closes at today's AGM.
- Ladies and gentlemen, good planning is an essential part of every successful business. At Kontiki Finance, we are currently working on our next 5-year Strategic Plan, which will start from FY 2024/25 (ie. next July). To do this properly we are utilizing a professional service and we will take feedback from our external and internal stakeholders, including shareholders. Our new Strategic Plan will drive the annual workplans, budgets and key performance indicators of our team for the next five years. If you would like to contribute your ideas and views, please get in touch with our Company Secretary.
- I believe all these things I have mentioned demonstrate KFL's unwavering commitment to creating value for you, our shareholders. We appreciate your trust in us and look forward to your continued support in the years to come.
- Before closing, I must reiterate what I said last year, that our Board is extremely mindful of the importance of good governance in any Operation or Business, and we work hard to bring that understanding to Kontiki Finance. I believe we have an excellent team at Board level and am pleased to say we have excellent rapport with the Management team and will continue to work with them to successfully grow the business. I am deeply saddened, however, to announce that we lost Director Litia Niumatawalu, who passed away after a short illness earlier this year. I do take this opportunity to thank my fellow Directors for their work and guidance and to also thank Darryl Tarte, who retired in February, and who served Kontiki so well for nearly nine years as a Director and Chairman of the Board.
- On behalf of the Board and Management, I thank all our shareholders for your ongoing support and thank those who were able to come to our meeting today.

- I believe the future is indeed exciting for the Kontiki Group!
- In closing, I wish you all the very best for the upcoming Diwali and Christmas season, and we look forward to an even better new year.
- **Vinaka vaka levu.**



# **Annual General Meeting**

**Suva Business Centre**

**Suva, FIJI**

**30 October 2023**



**Licensed Credit  
Institution  
South Pacific  
Stock Exchange  
(SPX) Listed**





# DIRECTORS

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**Mr. Griffon Emose**  
(Director)



**Mr. Barry Whiteside**  
(Independent Chair)

**Mr. Glen Craig**  
(Director)



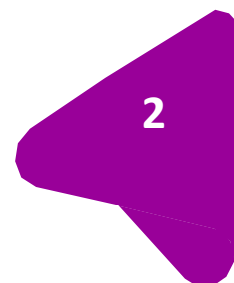
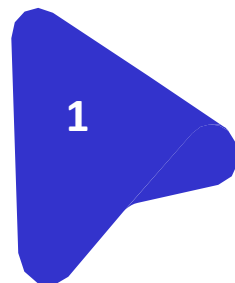
**Mr. Chirk Yam**  
(Independent Director)



# Top 6 Shareholders



Impala Investments Pte  
Limited 19.55 %



Corbett Holdings Pte  
Limited 16.32%

Chen Li Lan 2.63%



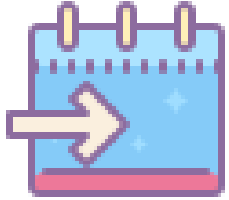
Retail Holdings  
Limited 4.87%

Estate of George  
Niumataiwalu 3.24%



Chen Hui Lin 3.47%

# Key Investor Information



**Date Listed**  
4<sup>th</sup> July 2018



**Recent Market Price**  
\$(F) 1.03



**Issued Shares**  
93.34 million



**Sector Represented**  
Finance



**Dividend Yield**  
5.83%



**Email**  
[enquiries@kontikifinance.com](mailto:enquiries@kontikifinance.com)



**Online**  
[www.kontikifinance.com](http://www.kontikifinance.com)



**Financial Year (FY) Ending**  
30<sup>th</sup> June 2023



**Market Capitalisation**  
\$(F) 96.14 million



**Phone**  
(+679) 330 3400

# Product & Services



Term Deposits



Debt Consolidation  
Loans



Car Loans



Insurance Premium  
Funding



Equity Release



Loan Protection  
Insurance

## SHARE PRICE PERFORMANCE

*From date of listing until the most recent*



## DIVIDEND PAYMENT HISTORY

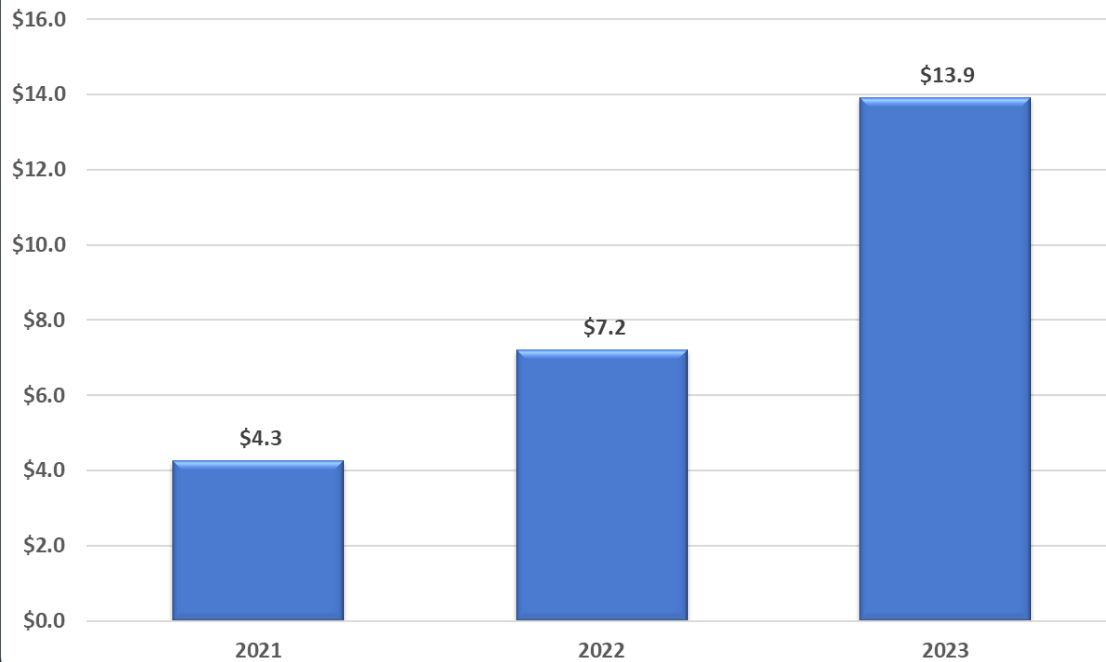
*Dividend per share from 2021 until 2023 (based on financial year)*



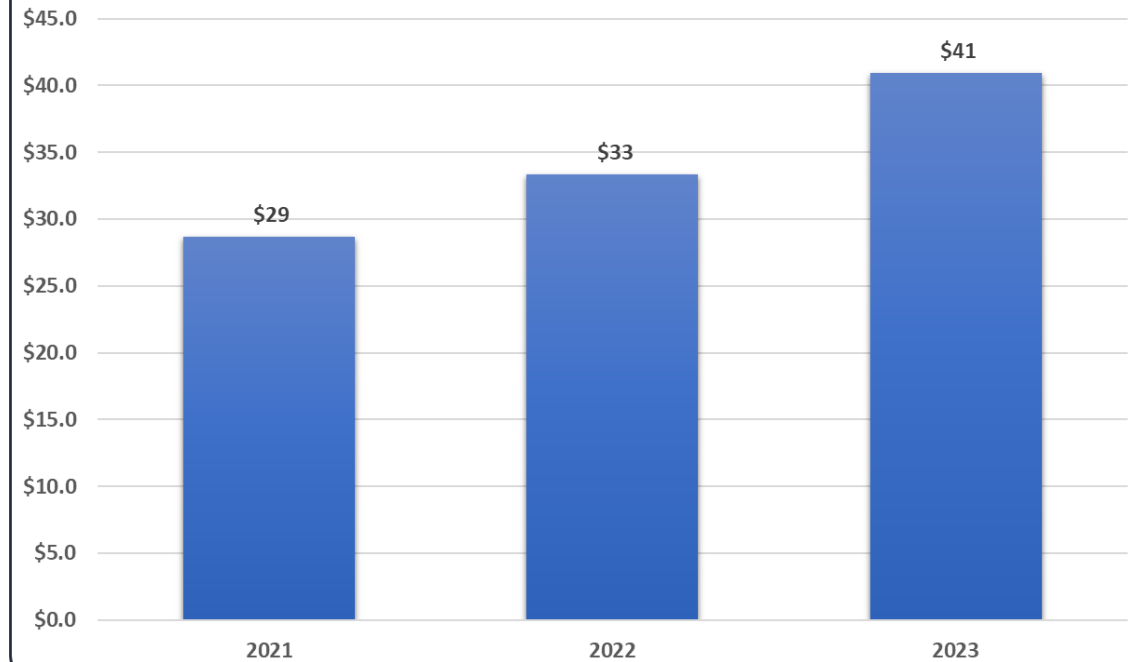
# FINANCIAL FIGURES

## TREND *(over past 3 years)*

Group Net Profit After Tax (FJ\$m)

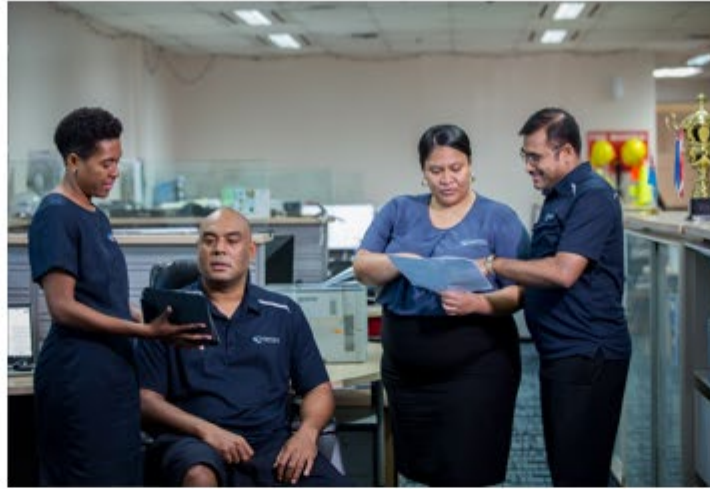


Group Equity (FJ\$m)





# KFL STAFF IMAGES





Cancer Society staff with two vehicles donated by KFL.

KFL continues to fully fund car maintenance expenses for vehicles donated to the Fiji Cancer Society and Diabetes Fiji Inc. This enables improved healthcare access, school awareness, patient monitoring, and medical supply distribution across Fiji.



“

We just want to acknowledge and appreciate Kontiki for providing us with a vehicle and not just that, but everything is under them: the fuel and continued maintenance of the vehicle is fully funded by them too. They've even gone beyond to tell us they would gladly review the fuel limits if we needed it.

”

DFI, Mr Marawa Kini, Acting Project Manager.

Vehicle and ongoing maintenance costs donated by KFL.





## COMMUNITY ENGAGEMENT | Leadership Fiji, Suva



A new chapter of empowerment begins as Kontiki Finance forges a partnership with Leadership Fiji.

Recognising that exceptional leaders inspire, exhibit humility, practice self-awareness, and build authentic relationships, Kontiki Finance's collaboration with Leadership Fiji underscores their commitment to nurturing and developing these qualities.



Sharyne Fong, CEO of Leadership Fiji & Barry Whiteside, KFL Board Chairman, with Leeanne Dalton, Group HR Manager. *Ms Fong expressing gratitude to KFL for their commitment to the future leaders of Fiji.*

## COMMUNITY ENGAGEMENT | Pineapple Cup, Suva Bowling Club



The Pineapple Cup, has a legacy spanning over nine decades and celebrated its 91st year at the Suva Bowling Club in October 2023. This event brings together passionate bowlers for a spirited competition, and Kontiki Finance is the Major sponsor of this bowling tournament.

The Pineapple Cup's 91st year signifies the enduring spirit of competition, tradition, and community unity, transcending time.

Steven Illingworth & Litia Tioisuva, SBC Committee members with KFL New Business Sales Manager, William Madden, representing KFL as Major Sponsors of the Pineapple Cup, 2023.



## COMMUNITY ENGAGEMENT | Business House Competitions



Other sponsorships KFL support is active participation in Business House competitions, organised by various sporting associations:



# AGM BUSINESS UPDATE | Group Income Statement

For the Year Ended 30th June (FJ\$ '000)	2021	2022	2023
Interest income	43,642	36,935	34,530
Interest expense	(12,861)	(10,720)	(9,290)
<b>Net interest income</b>	<b>30,781</b>	<b>26,215</b>	<b>25,240</b>
Fee and other income	4,449	4,694	14,188
<b>Total operating income</b>	<b>35,230</b>	<b>30,909</b>	<b>39,428</b>
Impairment charges on financial assets	(14,930)	(6,586)	(8,063)
<b>Net operating income</b>	<b>20,300</b>	<b>24,323</b>	<b>31,365</b>
Depreciation	(2,038)	(2,113)	(1,736)
Operating expenses	(13,664)	(14,331)	(15,063)
<b>Profit/(Loss) before tax</b>	<b>4,598</b>	<b>7,879</b>	<b>14,566</b>
Net tax expense	(331)	(662)	(720)
<b>Net profit after tax</b>	<b>4,267</b>	<b>7,217</b>	<b>13,846</b>
OCI in Net Profit & Extraordinary items after income tax	0	0	87
<b>Total Comprehensive Income after tax (TCI)</b>	<b>4,267</b>	<b>7,217</b>	<b>13,934</b>

# AGM BUSINESS UPDATE | Group Balance Sheet



For the Year Ended 30th June (FJ\$000's)	2021	2022	2023
<b>Assets</b>			
Cash at Bank	42,650	26,079	70,469
Financial Assets	75,273	75,051	52,176
Finance Receivables	158,894	140,119	155,030
Total Provision	(18,994)	(11,190)	(3,745)
Other Receivables	14,401	5,055	5,576
Right of use assets	5,598	3,564	3,737
Property, plant & equipment	1,765	3,067	12,154
<b>Total Assets</b>	<b>279,587</b>	<b>241,745</b>	<b>295,397</b>
<b>Current Liabilities</b>			
Term Deposits	213,322	174,166	212,307
Debt issued and other borrowed funds	20,000	20,000	19,590
Lease Liabilities	5,902	3,844	4,194
Other Creditors	11,710	10,392	18,346
<b>Total Liabilities</b>	<b>250,934</b>	<b>208,402</b>	<b>254,437</b>
<b>Net Assets</b>	<b>28,653</b>	<b>33,343</b>	<b>40,960</b>
<b>Shareholders' funds</b>			
Ord. Equity	14,614	14,871	15,061
Retained Earnings	14,039	18,472	25,812
<b>Revaluation Reserve</b>	<b>0</b>	<b>0</b>	<b>87</b>
<b>Total Shareholders' Funds</b>	<b>28,653</b>	<b>33,343</b>	<b>40,960</b>

- Profit increased (TCI) from \$7.2m to \$13.9m (93%) during the financial year.
- Dividend increased from 5¢ to 6¢ per share during the financial year.
- Shareholders funds increased from \$33.3m to \$41.0m during the financial year.

# AGM BUSINESS UPDATE | Any Questions

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[www.kontikifinance.com](http://www.kontikifinance.com)