



Hanley Economic Building Society

Executive directors

Chief Executive, David Webster
Finance Director, Steven Jones

Non-Executive directors

Chairman, Edward Jenner
Vice Chairman, Lord Stafford
Ann Henshaw
John Wood
Phillip Dearing

Other principal executives

Secretary, Christopher Hassall

Associated companies

Hanley Financial Services Limited
Hanley Mortgage Services Limited

Sales distribution channels for mortgages

Branches: 55%
Telephone: 10%
Internet: 5%
Intermediaries: 30%

About the society

The Society was established in 1854 as the 'Staffordshire Potteries Economic Permanent Benefit Building Society'. In 1930, it changed its name to 'Hanley Economic Building Society'. The

Society has prospered since being established without involvement in mergers or takeover, and today, as throughout its existence, strives to offer customer service by being the number one provider of financial services in its heartland of Stoke-on-Trent and surrounding areas.

In 2009 the Society moved its Head Office to a new 21st Century purpose built building and in October 2010 opened its 6th branch in Biddulph, Staffordshire. The Society has its own Independent Financial Advice services to complement its traditional savings and mortgage facilities. They also offer qualified mortgage advice on their own products as well as acting as broker from a panel of up to 25 other providers.

The Society maintains a proactive role in its community and has in recent years received a number of formal awards and recognitions for its involvement in the local community.

Tied agent: Whole of market

Head office:

Granville House,
Festival Park, Hanley,
Stoke-on-Trent ST1 5TB
Phone: 01782 255000
Fax: 01782 873161
Website: www.thehanley.co.uk
Email: hebs@thehanley.co.uk

FSA Reg. No: 206024
Established: 1854
Incorporated: 1875
Auditor: PricewaterhouseCoopers
No. of branches: 6
No. of agents: 1
No. of estate agency branches: 0
No. of ATMs: 0
No. of F/T staff: 47
No. of P/T staff: 22
No. of borrowing members: 2,971
No. of investing members: 22,226
Total members: 24,295
No. of depositors: 59

Financial position as at 31 August 2010

Assets

	£000
Liquid assets	101,120
Mortgages	229,797
Fixed and other assets	3,736
Total assets	334,653

Liabilities

	£000
Shares	286,903
Borrowings	18,827
Other liabilities	1,033
Reserves	27,890
Total liabilities	334,653

Results for the year

	£000
Net interest receivable	3,797
Other income and charges	490
Administrative expenses	(3,524)
Provisions for bad and doubtful debts	-
Provisions for contingent liabilities - FSCS levies	269
Profit for the year before taxation	1,032
Taxation	(305)
Profit for the year	727

Financial ratios

	%
As a percentage of shares and borrowings -	
Gross capital	9.12
Liquid assets	33.07
As a percentage of mean total assets -	
Profit for the year	0.21
Management expenses	1.03
Lending Limit	3.87
Funding Limit	6.16
Percentage increase in total assets during the year	-4.25