



## Hanley Economic Building Society

### Executive directors

Chief Executive, David Webster  
Finance Director, Steven Jones  
Operations Director, Dianne Thompson

### Non-Executive directors

Chairman, Edward Turner  
Vice Chairman, Lord Stafford  
Ann Henshaw  
Edward Jenner  
John Wood

### Other principal executives

Secretary, Christopher Hassall

### Associated companies

Hanley Financial Services Limited  
Hanley Mortgage Services Limited

### Sales distribution channels for mortgages

Branches: 85%  
Telephone: 10%  
Internet: 3%  
Intermediaries: 2%

### 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 2001, the Society set up its own Independent Financial Advice service to complement its traditional savings and mortgage facilities. The Society offers qualified mortgage advice on its own products, and acts as brokers for mortgages from a panel of up to 50 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  
**DX No:** 701700 Hanley2

FSA Reg. No: 206024  
Established: 1854  
Incorporated: 1875  
Auditor: PricewaterhouseCoopers  
No. of branches: 5  
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: 4,062  
No. of investing members: 32,648  
Total members: 34,500  
No. of depositors: 63

## Financial position as at 31 August 2008

### Assets

	£000
Liquid assets	104,106
Mortgages	255,616
Fixed and other assets	3,335
<b>Total assets</b>	<b>363,057</b>

### Liabilities

	£000
Shares	293,077
Borrowings	42,272
Other liabilities	1,508
Reserves	26,200
<b>Total liabilities</b>	<b>363,057</b>

### Results for the year

	£000
Net interest receivable	4,991
Other income and charges	656
Administrative expenses	(3,877)
Provisions	(166)
Profit for the year before taxation	1,604
Taxation	(474)
<b>Profit for the year</b>	<b>1,130</b>

### Financial ratios

	%
As a percentage of shares and borrowings -	
Gross capital	7.81
Liquid assets	31.04
As a percentage of mean total assets -	
Profit for the year	0.32
Management expenses	1.10
Lending Limit	4.11
Funding Limit	12.61
Percentage increase in total assets during the year	6.50