

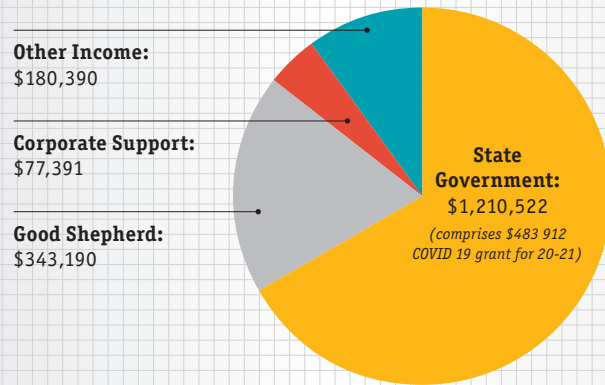


Our Finances 2019–2020

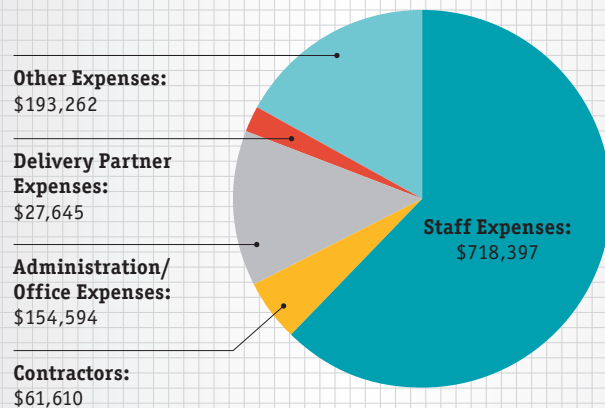
Average Loan Amount: \$1,141

Cost per loan: \$285 (down from \$320 in 18–19)

Total Income: \$1,811,493



Total Expenditure: \$1,155,507



NILS NETWORK TASMANIA • 2019–2020

Our Corporate Supporters

Major Partner



- ▶ Federal Group
- ▶ Gilbertson Trust
- ▶ Nekon Pty Ltd (Robert Rockefeller)
- ▶ Errol Stewart (JMC)
- ▶ Ian G Griffiths

NILS Network Tasmania is supported by



Our Board Members

Stuart Foster
Salvation Army Tasmania
▶ *Chair*

Leanne Doherty
Warrane Mornington
Neighbourhood Centre
▶ *Secretary*

Nicolette Quinn
Morningstar
▶ *Treasurer*

Marla Giacon
Anglicare Tasmania Inc.
▶ *Board member*

Kate Mirowski
Department of State Growth
▶ *Board member*

John Rowland
Oak Possability
▶ *Board member*

Grant Russell
Aurora Energy
▶ *Board member*

Tracey Tasker
Neighbourhood Houses
Tasmania
▶ *Board member*

▶ www.nilstasmania.org.au



Community lending
for Tasmanians

2019
.....
2020



TOTAL LOANS IN
2019 -20 THROUGH
NILS TASMANIA

\$3,441,274

NILS purchased through
suppliers across Tasmania

610

"NILS is a life saver and
has helped me to manage
my finances better".

**NILS Network
Tasmania**
Annual Report

Snapshot

▶ www.nilstasmania.org.au



Microfinance Loans

68%

of previous users of pay day lenders did not use them after getting a NILS loan.

2795

loans issued for a total of

\$2,809,170

An 11% increase on 2018-19

* INCLUDING:

- 336 fridges
- 261 washing machines
- 503 registrations
- 568 cars repaired

79%

of clients who had used rent-to-buy companies in the past no longer used them after getting a NILS loan.

\$470,206

in Aurora/State Govt subsidies helping purchase 652 energy efficient products

★★★★★

WE'VE ENABLED CLIENTS TO SAVE IN EXCESS OF

\$2,415,000

IN INTEREST & CHARGES

64%

of clients who had asked family and friends for financial assistance did not ask for financial help after getting a NILS loan.



Our Delivery Partners & Volunteers

Of the clients that completed our survey 56% recalled the volunteer loans officer suggesting referral to other needed services and of these clients 50% contacted that service.

73

delivery partners (up from 63 in 2018/19) spread over 100 sites.

418

active volunteer loan officers. With 73 trained during the year (increase of 45% on 18-19).

"Many, many thanks, the loan helped me fix my car in order to do paid work".

Supporting Tasmanians

During March-June COVID 19 period: we adapted!

20% increase in loans over April-June compared to 2018-19. Delivery Partners were amazingly adaptable and switched to phone interviews for NILS clients.

The time it takes from the client's initial enquiry through to NILS purchasing the product dropped from 23 days in June 2019 to 12 days in June 2020.

GREAT REACH INTO THE TASMANIAN COMMUNITY



NILS Tasmania delivered 10.3% of the total national NILS loans and 7.9% of Step Up loans nationally, whereas Tasmania has just 3.3% of the national population eligible for loans.



StepUP Loans

"It was so good I would have brought second hand this made it possible to get brand new".

160

loans approved for \$455,800

(7.9% of all StepUP loan approved Australia wide)

186

StepUP Applications made to National Australia Bank

from 217

interviews and financial conversations.



Microbusiness Loans

"We have found the process to access support, both financial and also business information, to have been very straightforward and most helpful in our business start-up".

40%

involved employment of more than one person after the loan

75%

of clients now can rely on the business as their only source of income.

60

microbusiness loans issued for a total of \$176,304