

NATIONAL ACHIEVEMENTS (As at 30 April 2017)													CURRENT CLIENT PIPELINE			
		Office Established	New businesses established	Existing businesses expanded	Loans provided	Loan amount provided	Non-financial support provided	Total Business Owners	Indigenous	%	Female	%	Business Meetings	Business Planning	Business Implementation	Total
WA	East Kimberley	Mar-11	90	2	42	\$200,765	66	105	75	71%	49	47%	15	27		42
	West Kimberley	Feb-13	47	6	58	\$292,831	17	64	41	64%	33	52%	15	35	2	52
	Goldfields	May-11	26	11	43	\$310,200	12	46	23	50%	27	59%	14	17	2	33
	Pilbara ¹	Sep-10	73	22	26	\$131,405	72	133	90	68%	59	44%	26	17		43
	Perth	Apr-12	97	18	76	\$330,887	50	125	39	31%	74	59%	30	24	2	56
	WA Other ⁴	-	10	5	10	\$51,500	7	17	11	65%	10	59%	9	6	1	16
NT	Darwin	Nov-15	13	5	8	\$30,485	12	23	18	78%	13	57%	7	34		41
	East Arnhem	Nov-15	2	2	3	\$10,600	3	5	2	40%	2	40%	26	20	2	48
	Alice Springs	May-16	2	0	1	\$500	1	2	1	50%	2	100%	10	17		27
NSW	Hunter	Apr-10	136	26	223	\$1,404,176	17	200	53	27%	86	43%	10	35	11	56
	Moree	Jun-11	67	18	108	\$646,200	8	92	58	63%	29	32%	20	5		25
	Grafton	Apr-08	100	27	165	\$775,400	12	151	91	60%	68	45%	17	14	1	32
	Western Sydney	Jun-11	92	27	168	\$977,135	11	133	31	23%	48	36%	55	33	9	97
	Dubbo ²	Jul-12	31	9	34	\$158,882	12	47	22	47%	18	38%	6	3		9
QLD	Cairns	Jul-12	52	23	55	\$233,278	28	87	60	69%	43	49%	29	21		50
	Gladstone	Apr-15	48	9	61	\$299,750	13	64	17	27%	32	50%	3	9		12
	Bundaberg ³	Aug-15	58	16	105	\$549,803	7	80	17	21%	29	36%	8		4	12
	Toowoomba	Nov-15	22	8	31	\$139,000	4	35	10	29%	13	37%	5	6	3	14
	Roma	Nov-15	16	2	18	\$81,010	2	21	11	52%	4	19%	3	5		8
	Brisbane	Jun-16	7	1	11	\$41,901	2	10	4	-	4	-	10	9	5	24
VIC	Melbourne	Apr-16	15	1	16	\$55,650	4	16	3	19%	11	69%	7	5	2	14
	Bendigo	Jun-16	5	4	11	\$77,461	4	10	2	-	4	40%	11	6	1	18
SA	Adelaide	Apr-16	7	1	10	\$30,186	2	9	1	11%	4	44%	14	9	3	26
Total			1016	243	1283	\$6,829,005	366	1475	680	46%	662	45%	350	357	48	755

¹Includes clients in the broader WA region receiving assistance from our Pilbara Offices

²Includes clients in the broader NSW region receiving assistance from our Condobolin Field Office

³Includes clients in the broader QLD region receiving assistance from our Bundaberg Field Office

⁴Includes clients in the broader WA regions of Gascoyne, Mid West, South West and Wheatbelt receiving assistance from our Perth and Kalgoorlie Field Office