



Rabobank

*Media Release
February 13, 2012*

'Chartering' new territory – Rabobank appoints Victorian state manager

Rabobank has announced the appointment of Todd Charteris as state manager for its rural business in Victoria.

An internationally-experienced agribusiness banker with a lifelong association with agriculture Mr Charteris was formerly Rabobank's regional manager for East Coast New Zealand.

Announcing the appointment, Rabobank general manager Rural Australia Peter Knoblanche said Mr Charteris brought a wealth of experience to the Australian operation and, with his international experience, would provide a fresh perspective to the bank's existing rural business in Victoria.

Mr Knoblanche said Mr Charteris, in his 12 years with the bank, had played a key role in the growth and development of Rabobank's New Zealand business.

"We're delighted to announce Todd's appointment to the role of Victorian state manager and believe he is very well placed to support our clients and their business needs across the state," Mr Knoblanche said.

"Rabobank is a global business with skilled professionals operating in many countries around the world – the transfer of Todd to Victoria is a great example of how Rabobank can capitalise on its resources to make the best decision for clients."

"Added to this, Todd has a good understanding of the local Australian market having served on the Australia and New Zealand senior management team," Mr Knoblanche said.

The world's leading food and agribusiness bank, Rabobank is one of Australia's largest rural lenders with 14 branches across Victoria, five of which opened in 2011.

Mr Charteris said that his first days in the role had been extremely encouraging as Victoria has similar farming sectors to the East Coast of the North Island in New Zealand, supported by the high-quality regional managers and staff base across the branches.

"Rabobank is very well-positioned in the state of Victoria and there's been a lot of work investing and growing our business here," Mr Charteris said.

"I am thoroughly looking forward to the challenges and opportunities that lie ahead for us in Victoria."

Mr Charteris has relocated to Melbourne with his wife and three children. Originally raised on a farm in the southern region of the South Island, Mr Charteris has a lifetime association with farming. Studying a bachelor of Commerce with a Finance major at the



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University of Otago, Mr Charteris has career experience as a livestock agent, time in investment banking and finance in London, and an agri-lender with Rabobank.

Commencing his time with Rabobank in 2000, Mr Charteris began in the Te Puke branch and went on to become a regional manager for the bank's operations based in Gisborne where he was responsible for five branches in the East Coast region for six years.

The world's leading food and agribusiness bank, Rabobank started life as a cooperative formed by Dutch farmers more than 110 years ago to finance other farming enterprises. Still structured as a cooperative, it now operates in 48 countries.

For more information please contact Rabobank's Melbourne branch on (03) 9940 8400 or visit www.rabobank.com.au.

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Rabobank Australia & New Zealand is a part of the international Rabobank Group, the world's leading specialist in food and agribusiness banking. Rabobank has more than 110 years' experience providing customised banking and finance solutions to businesses involved in all aspects of food and agribusiness. Rabobank is structured as a cooperative and operates in 48 countries, servicing the needs of more than nine million clients worldwide through a network of more than 1600 offices and branches. Rabobank Australia & New Zealand is one of Australasia's leading rural lenders and a significant provider of business and corporate banking and financial services to the region's food and agribusiness sector. The bank has 93 branches throughout Australia and New Zealand.

Media contacts:

Denise Shaw
Media Relations
Rabobank Australia & New Zealand
Phone: 02 8115 2744 or 0439 603 525
Email: denise.shaw@Rabobank.com

Jess Martin
Media Relations
Rabobank Australia & New Zealand
Phone: 02 8115 4861 or 0418 216 103
Email: jess.martin@Rabobank.com