



Rabobank

**Media release
November 28, 2014**

Rabobank Sale's dual celebration

It was an enjoyable dual celebration for Rabobank Sale branch last night to honour its 10-year anniversary as well as officially welcome the bank's rural insurance partner Achmea to town since it opened in the Australian market last year.

More than 150 local farmers, friends and agribusiness professionals gathered at The Laurels at the Sale Racecourse to celebrate the special occasion.

Speaking at the event was Rabobank Australia chief executive officer Thos Gieskes, who proudly acknowledged the success of the Sale branch on reaching this milestone and cementing a firm presence in the Gippsland region.

"When Rabobank opened in Sale, it was the bank's sixth branch in Victoria and our forty-third branch in Australia, and since, the bank has opened almost 20 more branches around regional Australia," Mr Gieskes said.

"Sale branch has differentiated itself and grown sustainably to service a broad range of clients in the area. This has been achieved through a combination of factors but most importantly, through sound management and leadership under branch manager, Tony Anderson and we congratulate him and his team on this milestone anniversary."

Joining Mr Gieskes in congratulating Rabobank Sale on their 10-year celebration was Achmea Australia chief executive officer Timo Van Voorden.

Mr Van Voorden said Achmea was looking forward to further cementing its strong partnership with Rabobank in Sale servicing the strong and progressive local farming community.

Achmea was founded in the Netherlands in 1811 and is one of the world's largest mutual insurers. Rabobank owns a little under 30 per cent of Achmea and both companies have worked successfully together in the Netherlands for many years.

Rabobank Sale first laid its roots in the area in 2004 with branch manager Tony Anderson returning from his agribusiness banking career in Melbourne to kick off the new venture for Rabobank.

Locally raised on a dairy farm in Denison, Mr Anderson has been a longstanding member of the Sale community and said it had been a 'natural fit' to return to the area and build the business for the specialist agri-lender.

"Opening our branch here was really about taking the opportunity to build a team that would support our farming community's agri banking needs," Mr Anderson said.

"No one had really heard of Rabobank when we opened and over the years we have been very active in the community and taken every opportunity to meet people and share the story about what we do."



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Mr Anderson said as a cooperative bank with a sole focus on agriculture – without shareholders – Rabobank is able to put its clients first, without being distracted by other internal objectives or pressures.

Passionate about agriculture and its future, Mr Anderson said he was privileged to work with high quality, genuine people in the industry.

“I think working with rural people is a big driver for me – there are some tremendous people in the agricultural sector who are passionate about what they do and I love working with them,” he said.

“We are certainly seeing more corporate operators come into the market, especially locally here, but its pleasing to see that the family farms remain the backbone of this economy. They are forward-thinking professionally-run enterprises. Bigger isn’t always better and the family-run businesses here are testament to that.”

Ten years on, Mr Anderson said it’s been gratifying to see the next generation of clients begin to take the reins of their family businesses and bring about new ideas to the operations.

“I think it’s really encouraging to witness the younger ones step up and inject fresh motivation into their businesses. It’s a promising sign for the local industry and we at Rabobank, taking a long-term view of agribusiness, will be here to help them in their future ambitions and business goals.”

Joining Mr Anderson in Rabobank’s Sale branch are finance officers Belinda Meyer and Julieanne Nicholls, senior rural managers Warwick Wilson and Ronald Masin, as well as David Ross who has joined the Achmea team as a risk specialist in rural insurance.

For more information please contact Rabobank Sale branch on (03) 5149 4200 or visit www.rabobank.com.au or <http://www.achmea.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 42 countries, servicing the needs of approximately 10 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.

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