

Aboriginal Enterprises in Mining, Energy and Exploration

Adelaide 29-30 October 2009



NAB's RAP

- Dec 2008 Kevin Rudd launches NAB's first Reconciliation Action Plan (RAP).
- It contains 3 key commitments
 1. Access to valuable, long lasting and meaningful employment opportunities that are delivered in a sustainable way;
 2. Improved access to financial products and services to promote financial inclusion;
 3. Building a greater organisational understanding of and respect for Indigenous Australians, their culture and aspirations.



Employment / Leadership

- Access to valuable, long lasting and meaningful employment opportunities that are delivered in a sustainable way.
 - **School Based Traineeships** - NAB offers school-based traineeships for students in Years 10 – 12. These trainees study Business Administration Cert II and receive on-the-job experience
 - **Scholarships** - NAB in collaboration with the Australian Indigenous Leadership Centre in Canberra, is providing 20 scholarships in Indigenous Leadership for Aboriginal and Torres Strait Islander people – 10 are at Certificate IV and 10 are at Certificate II level.



Financial products and services

- In partnership with Indigenous Business Australia (IBA), NAB has developed an ***Indigenous Business Entrepreneurs*** program based on the award-winning Microenterprise Loan.
- NAB provides the capital and IBA helps each client with their business plan and advice through their Australia wide network of business consultants.



NAB's Indigenous Entrepreneurs Program is offered in conjunction with Indigenous Business Australia



Indigenous Entrepreneur Pathway

The end-to-end Indigenous Entrepreneur's Pathway



How the process works:

Individuals must not be able to get loan from mainstream business lenders.

Entrepreneurs must be intending to create real businesses, real jobs and real value through a genuine proposition to consumers and/or industry

Indigenous community organisations must help reach deep into Indigenous communities to find the right entrepreneurs.

Entrepreneurs must have the skills and knowledge to survive in Australia's regulatory environment.

Entrepreneurs must have ownership of their business plan. The plan must satisfy the minimum expectations of the lender.

Entrepreneur business training should be evaluated on a case-by-case basis however, business plan expectations should be standardised

Lending undertaken on a not-for-profit

Lending criteria must fill current mainstream void but, preserve due diligence principles

Lending criteria embraces successful completion of business literacy training and a assessment of the viability of the business plan.

Experienced business mentors will assist entrepreneurs with advice and guidance during the first 12 months of loan.



Aboriginal Enterprises in Mining

- What our Microfinance work has taught us is that access to business training and developing a sound business plan are just as important as cash.
- We'd like to start expanding our dialogue with Aboriginal Enterprises in Mining to see if we could expand our banking presence/relationship.





Key contacts

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