



Midway Limited

ACN 005 616 044

ABN 44 005 616 044

Monday, 10 February 2014

Some interactions last year led us to query whether or not our bank was doing its absolute best in meeting what we thought were our reasonable expectations from the relationship. As a consequence we sought the advice and recommendations of Neil Slonim of Slonim Consulting Pty Ltd. It was his view that we were not receiving the support the business warranted and we should test the market. He conducted an informal tender process with four banks including the incumbent. Within a month we received attractive responses from three of these banks. Ultimately it was the incumbent bank's proposal which was accepted because of the material improvements offered compared with their previous letter of offer.

Neil demonstrated his understanding of banks and banking and represented us in a dispassionate and professional manner. We are most satisfied with the outcome and believe our bank now better understands us and our expectations.

We will call on Slonim Consulting again if we want advice on our banking arrangements.

*John Frederick
Managing Director
Midway Limited*