



**Meander Valley Financial  
Services Ltd.**

**ABN 27 111 858 078**

**ACN 111 858 078**

P O Box 423

Deloraine, Tasmania 7304

Dear Shareholder,

Welcome to the 3<sup>rd</sup> edition of Shareholders News for Meander Valley Financial Services Ltd, managers of your newly opened Deloraine & Districts Community Bank<sup>®</sup> Branch.

The enclosed information is a reminder that there is still a window of opportunity, until the 20 October 2005, of a waiving of fees for successful applications applying for personal, business and housing loans with our Community Bank<sup>®</sup> branch. Please refer to enclosed flyer. This offer can be taken up by anyone in our community seeking a loan within the designated period. Please share this information with family and acquaintances.

You'll be aware that you can arrange any of your banking requirements by contacting manager John Tabor at the branch on 6362 4801 or on 0417 528 312.

On behalf of Meander Valley Financial Services Ltd. may I take this opportunity to extend a warm welcome to you as an investor in your Community Bank<sup>®</sup> branch, and encourage you to share the good news about our Community Bank<sup>®</sup> with family and friends in the days ahead. Everyone in our district can benefit from our Community Bank<sup>®</sup> branch - not only shareholders.

Yours sincerely,

Dr Christopher Moorhouse  
Chairman – Meander Valley Financial Services Limited

Subject to terms and conditions. Effective until 20/08/05.

This product is issued by Bendigo Bank Limited, ABN 11 068 049 178, Fountain Court, Bendigo, VIC 3550. The relevant Product Disclosure Statement ('PDS') or terms and conditions for these products are available from your nearest Bendigo Bank branch or online at [www.bendigobank.com.au](http://www.bendigobank.com.au). You should obtain a copy of the PDS or the terms and conditions and consider it before making a decision whether to acquire or continue to hold any of these products. This information is provided by Bendigo Bank Limited and Meander Valley Financial Services Limited. If you want to contact us or have any concerns about our services you can phone Bendigo Bank Limited 7 days a week on 1300 366 666.

# Newsletter

August 2005

## Chairman's report

### Official opening of Deloraine & Districts Community Bank® Branch of Bendigo Bank

The big news in this Newsletter is that Deloraine & Districts Community Bank® Branch was officially opened on 27 July 2005.

The event was a huge success with all due fanfare: the ribbon was cut, the plaque unveiled, the Bendigo banger barbequed, the cake cut, the schools' colouring competition judged and Bendigo Bank's Piggy did the rounds for younger investors.

Mr Robert Musgrove, Manager - Community and Alliance Banking at Bendigo Bank, officially opened the branch. He outlined the robust performance of Bendigo Bank throughout Australia, and particularly acknowledged the perseverance and determination of our community in the five year gestation of this project.

Guest speaker was Mr Max Papley, Chairman of Lang Lang Community Bank® Branch, Australia's second Community Bank® branch. He gave striking examples of the power of people to turn around struggling rural communities, but also to capitalize on the kinds of attributes a flourishing town like Deloraine already has. There are presently 157 Community Bank® branches throughout Australia.

Many thoroughly professional and pleasant people within the burgeoning Bendigo Bank system were acknowledged for their various contributions to a successful outcome for Deloraine and surrounding districts

Particular recognition was made of the sustained guidance, encouragement and advice of Tracy Wilson and Julie Scullie of Bendigo Bank's Community Bank® Development team in Bendigo.

### Role of Meander Valley Financial Services Ltd

As announced in my June 2005 report to shareholders, the purchase of shares by 350 individuals in Meander Valley Financial Services Ltd. enabled the Board of Directors and Bendigo Bank to enter into a formal partnership agreement and thus to confirm that a branch would be opened in Deloraine. We needed to reach a \$550,000 minimum to get this project rolling and by the closing date we had \$650,000. Well done Deloraine and districts!

The principal purpose of this edition of the newsletter is to confirm that the Community Bank® branch your confidence and support made possible, is now open for business and trading briskly.

By the next issue of the shareholder newsletter, we are confident we can report the next important symbolic milestone of success: \$5 million dollars of business on the books.

Current indications are that this will indeed be the case!

That will be the first formal report on the state of your shares in Meander Valley Financial Services Ltd. Meanwhile, shareholders are invited to check the status of shareholdings on the Bendigo Stock Exchange (BSX) website: [www.bsx.com.au](http://www.bsx.com.au) then go to the Meander Valley Financial Services folder: MVF

### The premises

A significant proportion of the shares you purchased were put towards establishing and fitting out the physical entity in which bank business is conducted.

The advertised call for tenders to undertake the fit out generated a strong response, in spite of demanding timelines required.

I take this opportunity to acknowledge the thoroughly professional workmanship of Fairbrothers Constructions, Devonport, in delivering a fine facility for our banking business.

The Board also expresses its appreciation for the various contributions of local tradespeople, service providers and suppliers.

### Staff at work meeting your banking needs

Some weeks before fit out had been completed, Manager Mr. John Tabor had been meeting customers in their businesses, homes and selected borrowed locations to conduct bank business on a virtual basis.

Meanwhile, staff had been undertaking their Bendigo Bank training and serving Deloraine and districts' customers from Bendigo Bank branches at Launceston and Devonport

The Board of Directors are grateful to those branches, and their staff, for their support during this period.

We particularly acknowledge the encouragement of Mr. Rob Hanley, Bendigo Bank's Regional Manager for Tasmania.

Now, staff are busy meeting the needs of their customers and their community:

- for information to assist them to make financial decisions;
- on whether and how best to use Bendigo Bank's wide range of banking products and services to meet their financial and lifestyle needs and aspirations;
- for new accounts, transfers, loans, investments and all the things that represent the very best of personalised customer services from a bank.

### Automatic Teller Machine (ATM)

This expensive piece of value-adding to the routine banking service was made possible because, having indicated in the

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**Board of Directors, Meander Valley Financial Services Limited, 49 Emu Bay Road, Deloraine, TAS 7304**

Dr Christopher Moorhouse (Chairman), Lester Jones, Lynn Hayward, Laura Richardson, Virginia De Groot, Barbara Harvey, Andrew Badcock, Jan Blakeney, Susan Haywood, Grant Ward, Gordon Brookes, David Bounds, Steve Blakeney, George Christie, David Lee.

## Chairman's report continued

feasibility study that you wanted it, you then provided the funds required to provide it. Your community thanks you.

You may remember that when the share register opened, we needed \$550,000 (minimum) to open a Community Bank® branch, and a further \$100,000 (maximum) to add service value in various ways, particularly installation of an ATM machine.

Congratulations. You have it!

## Saturday trading

Remember, the Community Bank® branch you made possible, is open for business every Saturday from 9.00am to 12.00 noon.

... and that's in addition to being open every week day from 9.00am to 5.00pm.

That's the Community Bank® branch you made possible.

**Dr Chris Moorhouse**  
Chairman

## Manager's report

It was with great anticipation that the staff counted down the days before opening and with the building delays which beset the project this did not at times seem to be getting any closer. Working out of a briefcase in a motel room before opening day created challenges and memories that will stay with me for some time.

Setting up the new branch and opening it has been both challenging and rewarding. The huge public support in evidence on opening day was a tremendous boost to our morale and confidence.

The onset of influenza at this critical time amongst our valiant staff, and also Stuart McGibbon, Bendigo Bank's Training Support Officer, together with the unexpected resignation of our new supervisor presented some early obstacles. I commend our branch staff members, Kim, Tracey and Fiona on their extra efforts and steady commitment that saw us through this difficult time.

Support of our shareholders and the public has been very good to date and we have achieved results not usually expected of new branches for some months. We look forward to keeping this early success going with the continued support of our shareholders and local people. This will result in good returns to shareholders and the opportunity to provide support for community projects from profits.

On behalf of the staff I also wish to acknowledge the great support from the local Community Bank® Board members and the staff of Bendigo Bank's Community Bank® Development team.

Thank you all for your support and encouragement and we all look forward to meeting you in the new bank.

**John Tabor**  
Branch Manager



Your happy and smiling Board



Branch open to public



Branch opening



Branch Manager John Tabor and staff at our branch opening



Piggy and children at opening

**For more information please call into  
49 Emu Bay Road, Deloraine  
or phone (03) 6362 4801**

**We are open:  
Monday - Friday 9.00am - 5.00pm  
Saturday 9.00am - 12.00noon**

Deloraine & Districts **Community Bank®** Branch  **Bendigo Bank**

# Take out a loan with us, and we'll waive some of our fees.<sup>^</sup>

We would like to extend to you a special fees offer valid until 20 October 2005 and only available at Deloraine & Districts Community Bank<sup>®</sup> Branch.

- Take out a Bendigo Personal Loan and we will waive the Application Fee.
- Take out a Bendigo Home Loan and we will waive the following fees<sup>^</sup>:
  - External Valuation Fee \$205.00 (if applicable)
  - Document Preparation Fee \$275.00 (external solicitors)
  - Application Fee \$150.00
  - Settlement Fee \$ 55.00
- Take out a Commercial Loan and Overdraft and we will waive the Application Fee.

We may also waive up to a maximum of \$1,000 of Bendigo Bank's valuation and legal costs.

- Take out a Bendigo Commercial Lease and we will waive the Documentation Fee.

Call into our branch and speak to our Branch Manager at 49 Emu Bay Road, Deloraine or phone 6362 4801.

Deloraine & Districts  
**Community Bank<sup>®</sup> Branch Bendigo Bank**



<sup>^</sup> All other additional legal, valuation or government charges will be payable by the customer, including any costs associated with additional securities, documents or valuations. Subject to terms and conditions. Fees and Charges are subject to change. All loans are subject to the bank's normal lending criteria. Community Bank<sup>®</sup> Branches are franchised businesses of Bendigo Bank Limited. All the banking products offered by Community Bank<sup>®</sup> Branches are provided by Bendigo Bank. [www.bendigobank.com.au](http://www.bendigobank.com.au) Bendigo Bank Limited, Fountain Court, Bendigo Vic 3550. ABN 11 068 049 178. AFSL 237879 Offer expires 20 October, 2005. (S9085) (08/05)