

# Newsletter

February 2006

## Chairman's report

The Deloraine & Districts **Community Bank**<sup>®</sup> Branch is now firmly established as an integral part of the beautiful Deloraine streetscape. In commercial terms, it is also increasingly recognised and accepted as a major financial services option in the Meander Valley. As a Foundation Shareholder in Meander Valley Financial Services Ltd you have contributed to that outcome. Your community is grateful for that.

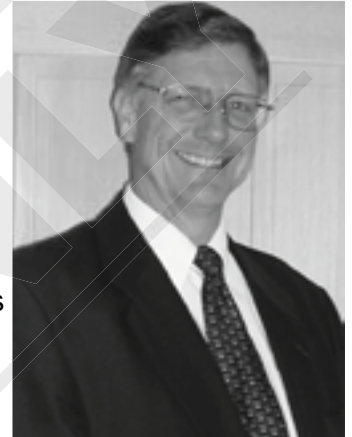
## First half-year's performance

The Manager's report in this newsletter refers to the achievement of some impressive milestones for accounts and funds under management. The spread of those accounts across the business, commercial and private sectors of the Meander Valley indicates that the **Community Bank**<sup>®</sup> branch has delivered its promised breadth of access to services for the community it serves.

Such progress in the early months of a **Community Bank**<sup>®</sup> branch's existence does not happen without a great deal of background work and commitment. While providing all the usual banking services, we are keen to adhere to and promote the Bendigo Bank principles of customer and community service. This creates considerable pressures on staff as they undertake the serious business of handling financial transactions and meeting the stringent statutory and fiduciary policy, as well as those specific to Bendigo Bank Policy. Their commitment to supporting banking as a very personal process, as well as a business process, is appreciated by the Board, as it is by the customers of the Bank Branch.

On behalf of the Board of Directors, I take this opportunity to acknowledge the huge effort

of Manager, John Tabor, and the staff at the Deloraine **Community Bank**<sup>®</sup> Branch. Their efforts in processing the work load generated by customers wanting to use the bank's services, is a credit to them.



Chairman Chris Moorhouse

## Your MVFS Ltd shares at work

Your personal investment in Meander Valley Financial Services Ltd.'s share float contributed to the capital that enabled the Company to provide the physical entity housing the bank. Other establishment costs included such essentials as licensing, statutory fees and management fees on Bendigo Stock Exchange.

## Trading your shares

All shares held and traded are registered with the Bendigo Stock Exchange (BSX) and are available for scrutiny on the BSX ([www.bsx.com.au](http://www.bsx.com.au)) website. Once logged on to the BSX website, go to 'MVFS', the identifier code for Meander Valley Financial Services Ltd. To date, no shares have been traded. Should you wish to trade your shares - to buy or sell - unless you are an experienced share trader, you should seek the advice of your broker or financial advisor.

Share trades are subject to approval of the Board of Directors. The reason for this is to maintain some control of share distribution to ensure that shares are not traded outside the

*Continued page 2*

**Board of Directors, Meander Valley Financial Services Limited,  
PO Box 423, 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

State (for instance to overseas interests) to a greater degree than deemed in the interests of existing shareholders.

## Between now and the next newsletter

While business is tracking well, Meander Valley Financial Services Ltd is still some way short of being able to declare a profit and to distribute that profit to shareholders and the community. The more the community uses the Branch for its financial needs, the sooner we will be able to reach profit and to distribute it to the shareholders and the community.

## Manager's report

Our **Community Bank**<sup>®</sup> branch has now been open for six months and the early success is continuing with good support from the community. Positive feedback is also being received from our many valued customers.

We now have 950 accounts, \$13 million under management in deposits, and lending. The staff has been very busy since opening and has been encouraged by our early successful response rate.

It is important that our momentum continues in order to realise our target of profitability as early as possible. This will lead to shareholder dividends and make Community grants possible. Later in this newsletter, you will read about the first two gifts the **Community Bank**<sup>®</sup> branch has made in our District as part of the benchmark rewards programme Bendigo Bank Ltd. makes available to new **Community Bank**<sup>®</sup> branches when their business exceeds

## Milestone incentives

As the **Community Bank**<sup>®</sup> branch reaches various performance milestones, there are small community incentive awards made available by Bendigo Bank for initial distribution. These are largely geared toward promotional opportunities. So, shareholders will begin to see evidence of even greater presence of Deloraine & Districts **Community Bank**<sup>®</sup> Branch, in partnership with Bendigo Bank.

**Chris Moorhouse**

\$10 million. These small initial gifts are not drawn from the Community Bank's account but are provided by way of encouragement from Bendigo Bank Ltd.

Shareholders can help us achieve our profit-sharing goals by lodging as much of their business as possible with us and encouraging friends, relatives and neighbours to support their community by using their **Community Bank**<sup>®</sup>.

As Manager, I warmly welcome inquiries about any of our excellent banking products. At all times, the staff and I are happy to discuss any particulars regarding your financial needs with the **Community Bank**<sup>®</sup> branch.

**John Tabor**



*Manager John Tabor*

Sign up for  
school banking  
'the Bendigo way'



Start a Piggy Account Now.  
Watch Your Future Grow!  
Ages 4 to 13  
Receive Birthday Card & Gift

## Has your home insurance cover kept up with valuations?

Contact Branch Manager  
John Tabor on 6362 4801 for  
more information on up-dating your  
insurance cover.

## Community Bank welcomes your expertise

Got a head for figures? Do you have a penchant for planning? Have you an eye for design? What about a motivation for promotion?

Then there may be a place for you assisting one of the Meander Valley Financial Service's sub-committees working in support of the **Community Bank**<sup>®</sup> branch.

To date, the Board of Directors - and a few willing volunteers - has carried the workload establishing and promoting the **Community Bank**<sup>®</sup> concept for our district.

As this bank is truly "Our Bank", shareholders have a direct interest in this enterprise. The Board recognises that many other people - our shareholders, for example - with a commitment to "community" wish to get involved in a more "hands on" way.

Deloraine & District has a reputation for being community focused and putting into action with community spirit what a lot of other places only dream about and never attempt. Our bricks and mortar **Community Bank**<sup>®</sup> branch is concrete proof (sorry about the pun) that we can do what we set out to do and take an active part in the development of our district.

So, if as a shareholder YOU are a future-directed person with an itch to participate in any of the following support sub-committees, contact MVFS Ltd. Chairman, Chris Moorhouse, on 0417 320 341 or the Director whose name is listed as the convener of that sub-committee and lend a hand! You'll be rewarding yourself and your community - that's not only the "Bendigo Way", its our way too!

1. Business Development Planning and Events  
- Steve Blakeney 6362 2688
2. Secretariat  
- Lynn Hayward 6368 1432
3. Site Maintenance and Staff Liaison  
- Drew Badcock 6362 2249
4. Promotions and Communications  
- Jan Blakeney 6362 2515
5. Finance and Audit  
- Virginia De Groot 0429 695 284
6. Profit Sharing, Sponsorships and Grants  
- David Bounds 0428 623 203

## Community Bank rewards Deloraine student excellence

23 December 2005

Deloraine High School Grade 7 student, Kyla Johnston, is Deloraine and Districts **Community Bank**<sup>®</sup> Branch's first sponsorship recipient. Kyla was recognized for her excellence in scholarship at the 2005 Deloraine High School's Presentation Evening, Tuesday the 20th December,



*Deloraine High School student  
Kyla Johnston*

by receiving a cash award and certificate. Deloraine High School's Parents and Friends Association President, Mrs. Bronwyn O'Keefe, Mr. Greg Hall, MLC and Mr. Greg Morgan made the presentation to Kyla.

"This is the first opportunity Deloraine and Districts Community Bank has had to contribute a cash award through sponsorship," Jan Blakeney, Public Relations Officer for Meander Valley Financial Services Ltd. said.

"Deloraine and Districts **Community Bank**<sup>®</sup> branch of the Bendigo Bank was established with a commitment to support and develop the local community," Mrs. Blakeney said, "and in recognition of the branch's first \$10 million in trading, Bendigo Bank Ltd. has made available a modest seed grant which can be allocated according to appropriate criteria for sponsorships."

"Meander Valley Financial Services Ltd. as franchisees for the **Community Bank**<sup>®</sup> branch, have adopted formal policies regarding the allocation of grant and sponsorships," Mrs. Blakeney said.

"Providing an award for scholastic excellence is a positive example of these policies being utilized to benefit the Deloraine Community," Mrs. Blakeney said.



## Community Bank meets “Macca” at the Deloraine Show

**19 November 2005**

Meander Valley locals will be accustomed to seeing their **Community Bank**® branch participating with an informational meet-and-greet stall at the annual agricultural shows in the district throughout the year.

The Deloraine Show had a special visitor this year in Ian McNamara, presenter of the ABC radio’s popular Sunday morning “Australia All Over” program. “Macca,” as Ian is affectionately known to all his listeners, did the honours at the official opening of the Show then spent time talking with the locals and getting an appreciation of the district’s specialty sport - wood chopping.

David Bounds, Drew Badcock, George Christie, Lester Jones and Steve Blakeney, all Directors with the **Community Bank**® branches Company Meander Valley Financial Services, worked the information Stall for the **Community Bank**® near the

Rotary Pavilion and captured “Macca” for a photograph.

It was an opportunity for the attending Board Directors to tell “Macca” about the achievements of the community in this first locally managed banking enterprise and share the enthusiasm this ABC personality has for all things “people oriented”.



## Community Bank® flies the banner at Harveydale Rodeo

**January 2006**

After a hot dusty Australia Day week in January, Harveydale Rodeo organisers were sure to raise some dust at their popular annual event and did not fail to disappoint! Action was the order of the day with young and old competing in tests of horsemanship and demonstrating a range of skills not for the faint hearted.

Deloraine and Districts **Community Bank**® was there in sponsorship of the Junior Barrel Riding segment, our banner proudly gracing the announcers’ box where all could see!

The outcome was a very successful day for Rodeo fans and a lot of positive advertising for OUR BANK! Thanks to the organisers of the Harveydale Rodeo and congratulations to all the skilled competitors!

**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 noon**

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