

| **Message from Bendigo Bank – [Tammy White 19/11/05](#)**

Today, more than 150 communities are running their own Community Bank branch. The Community Bank brand is represented in a diverse range of communities. From your own community here in <your community>, to communities such as Queenstown in Tasmania, Paradise Point on the Gold Coast, the Perth suburb of Gosnells, the NSW town of Narrandera and the Melbourne suburb of Flemington. All of these communities have one thing in common – a commitment to not only ensuring access to banking services, but a focus on sharing the profits of their business to the wider community.

When we first launched this banking model in 1998, it was to fill a gap in rural communities, where banks were withdrawing their services.

In 2005, you will very rarely read a media story about a community up in arms about a bank branch closure. The closures have literally dried up.

However, you will continue to read about communities undertaking a Community Bank campaign, and more often than not, in a metropolitan suburb. At least once a fortnight, somewhere in Australia a community is celebrating the opening of the doors to their Community Bank branch. There is no indication that this growth is slowing.

We are proud to be able to say that these communities are now returning more than simply banking services. Some of the statistics are very impressive.

- ✳ Communities have received \$159 million in revenue paid to them by Bendigo Bank, \$61 million of this in the past 12 months.
- ✳ More than 11,000 community shareholders have received dividends totalling almost \$3 million.
- ✳ Local boards have paid out more than \$3 million in sponsorships, donations and contributions.
- ✳ In 2004/2005, communities spent \$27.3 million in their communities on wages, rent, accounting, cleaning and so on. Given a multiplier effect of three, this means branches inject nearly \$82 million into their communities every year.

These are significant numbers. They represent the hard work and dedication of communities like yours to help themselves. It also reinforces the commitment of Bendigo Bank to partner and work with communities.

You will often hear us say, “successful customers and successful communities create a successful bank, and in that order”. The figures above, which are impressive in themselves but which continue to grow, are proof that this strategy is working for communities across Australia, as well as for our company.

That’s not to say this is an easy journey for Bendigo Bank, or for your community. It’s not. However, while we continue to follow through with our promises of providing a superior customer service experience and distributing profits to communities, both in dividends to shareholders and community projects and organisations, we will all continue to be successful.

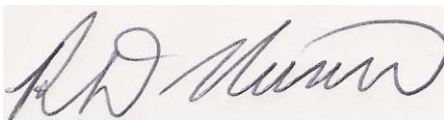
| Bendigo Bank is proud to partner [Sarina](#) and congratulates you on a great year. You are a fabulous example of a community willing to work together to achieve great things and we are proud to continue to work with you.

Relationship Manager  
Bendigo Bank

## **Market Announcement 24 /11/2005**

Following the first Annual General Meeting held on Saturday 19 November 2005 a general information meeting was held with shareholders. The content of this general meeting is released herewith.

1. Speech by Tammy White from Bendigo Bank Limited.
2. Speech by Bill Paton the Branch manager.
3. A Slide presentation by Ralph Johnson Chairman of the Company showing historical aspects of building the business including photos.



Rodney Nunn

Director

## Manager's Address- Mr Bill Paton 19/11/05

The Sarina & District Community Bank Branch was open for business on 8th June 2005. In the first few months of operation over 850 accounts are now opened with almost \$13million dollars worth of business now on our balance sheet. This amount includes our loans written and accounts re-domiciled.

WHAT A GREAT START!!! BUT, LETS NOT GET CARRIED AWAY; WE STILL HAVE A LONG WAY TO GO!!!!!!

LETS TAKE A MOMENT TO PONDER THIS. WE HAVE OVER 850 ACCOUNTS AND WE HAVE APPROXIMATELY \$13 MILLION DOLLARS WORTH OF BUSINESS.

HOW MANY PEOPLE LIVE IN THE SARINA DISTRICT??? THAT'S RIGHT; WE HAVE ONLY A VERY SMALL MARKET SHARE AT THIS POINT.

THE BIG QUESTION IS HOW SUCCESSFUL CAN WE BE WITH THE FULL COMMUNITY SUPPORT.

On behalf of the staff and myself, I would like to thank our Shareholders and customers for their support, patience and understanding during the first few months of our operation. With all our staff being new to the Bendigo Bank group, we were required to attend a number of courses and training sessions to ensure that our competence, knowledge and customer service met with the high standard that the Bendigo Bank require. I firmly believe that our current team meets those standards and together with the ongoing training and support from Bendigo Bank and the dedication of our staff, we will continue on our journey of success.

Of course, for this success to continue to evolve, we require each and every one of our Shareholders to be a roving ambassador for the Community Bank Branch. I simply ask that you encourage your friends and family to come in and open accounts with us, or to make an appointment to see myself for their lending needs this includes refinancing your existing loans.

This leads me to say what can we offer as far as products and services are concerned at our Bank. I'd just like to run through a few.

Deposit taking facilities including everyday accounts, term deposits, retirement accounts, children's accounts.

Loans including personal loans, home loans, business loans. Credit cards

Financial advice including superannuation, more complex investments such as managed funds and tax planning advice.

Insurances including home and contents, life/disability, car insurance, income replacement insurance, business insurance.

We also offer Merchant facilities & Payroll services.

And the list goes on.

Remember, we are open for business 9.00am to 5.00pm Monday to Friday, and as some of you may not know 9.00am to 12 noon on Saturdays!

| I look forward to the day when we can assist the [Sarina](#) and district with much needed revenue to finance their various community projects. This will indeed be an historical day in the history of our Community Bank.

Thank you