

San Remo District Financial Services Limited Newsletter July 2010

Chairman's report

San Remo District **Community Bank**[®] Branch has been operating for the past seven years and Cowes **Community Bank**[®] Branch has been open nearly fourteen months.

Although Cowes hasn't yet reach profitability in its own right, the branch has returned \$40,000 to the local community with the help of Bendigo Bank and the Cowes community. The branch also has a nest egg of approximately \$40,000 at the Community Enterprise Foundation™ for granting later in the year.

There are now more than 260 **Community Bank**[®] branches, which have returned more than \$40 million to communities across Australia.

An extraordinary general meeting was held in early June to get shareholders' approval to extend our shareholding (capital) to include a branch at Grantville. The motion was approved without any problems.

We hope to receive the minimum subscription of \$300,000 in share applications when the prospectus has been launched in July to enable us to open the branch in late September.

The new branch will complete our coverage of the western side of the Bass Coast Shire.

It is worth repeating that **Community Bank**[®] branches offer all services of other banks, including internet banking, insurance, business banking, home and personal loans. Most importantly the Bendigo Bank brand has for many years topped Australia in customer service satisfaction.

To all shareholders, customers and staff, thank you for your loyalty and keep up your support.

Terry Ashenden
Chairman

Sports equipment galore

Local Primary Schools recently received a sports equipment bonanza as local **Community Bank**[®] branch Directors or staff delivered free sporting equipment.

The following schools received the sports equipment:

- Bass Valley Primary School
- Cowes Primary School
- Powlett River (Dalyston) Primary School
- San Remo Primary School
- Newhaven College Junior Schools
- Newhaven Primary School

The equipment included footballs, basketballs, netballs, volleyballs, general purpose balls, beanbags, hula hoops, cricket sets, uniform items and medallions, each emblazoned with the school's logo and the **Community Bank**[®] branch's logo. Packs varied depending on school size and all included a school banner.

The students and staff were all very excited and happy with this generous gift.





Cowes **Community Bank®** Branch

Cowes **Community Bank®** Branch has just turned one this year and our birthday celebrations were enjoyed by all in the local community. Our mascot Piggy wandered the streets of Cowes giving out show bags and doing what Piggy does best - giving back to the local community.

Cowes **Community Bank®** Branch would like to thank Bruce Proctor for cooking the BBQ. Well done Bruce, you did a fantastic job throughout the day. We would also like to thank Andrew Justyna for allowing us to use the spare shop next door to keep everyone nice and warm throughout the day, as well as providing free coffee and nibbles for our customers.

Down to business and the branch has easily reached budget as predicted in our last newsletter. We have reached more than \$50 million in footings. This has been achieved even though we were given a really competitive budget by the Bendigo Bank.

We have also provided the local community with around \$15,000 in sponsorship. We are not only increasing the books quickly we are also giving back into our local community.

My staff; Kaye DiPaola, Robyn Thom and Kathleen Farrell continue to provide excellent customer service. This is a why our branch has been so successful and we will continue to focus on this going forward in 2010 and 2011.

The new budget has been sent to the Bendigo Bank head office, with expected growth of around \$10 million, which will be another challenging target for our branch.

We look forward to Grantville opening in September or October. The new branch is a fantastic for our Company to now encompassed the complete west side of Bass Coast Shire.

Finally we are looking forward to the year ahead, especially working closely with the community and

continuing our great partnership. I would also like to take the time out to thank the Cowes community for its ongoing support. We look forward to growing this branch together and setting the community up for the future

Peter Wayman
Branch Manager

San Remo **Community Bank®** Branch

Each time we present these newsletters we wonder where the time has gone!! Already we find ourselves in the middle of winter and praying for some sunshine and warmth.

Throughout the first half of the year, San Remo District **Community Bank®** Branch has again achieved some remarkable results. As at the end of May, our total footings in lending and deposits sat at over \$90 million and our profit are 100 percent above our figures this time last year.

We have again been involved with many local events throughout our community. We assisted in the successful staging of the Channel Challenge. Our branch was the major sponsor. We have also placed substantial funds into the Kilcunda Bass Football Club and watch their success both on and off the field with a keen eye.

In conjunction with Ross Faulkner, our **Community Bank®** Company delivered new sporting goods and equipment, all branded in the individual school colours, to six local schools. The response and appreciation from the children and these schools was wonderful to witness and drummed home how beneficial the **Community Bank®** concept can be for communities.

We continue to support ongoing projects in Grantville and the surrounding districts and have recently committed to assisting in the maintenance of the community bus. We are also nearing the launch of the prospectus for the Grantville & District **Community Bank®** Branch and we hope to see this open later in the year.

It is a credit to the Board, shareholders and customers that in just seven years of operation, the Company will have opened three **Community Bank®** branches.

Our staff continue to give the utmost customer service at every opportunity, and I thank Sally, Di and Trudy for their hard work. It was a sad occasion as we farewelled Marcia who has given us great support over many years.

Thanks again to all of our shareholders and customers who continue to make our journey so successful and exciting, but more importantly enjoyable.

Michael Scott
Branch Manager

Grantville & District Community Bank® Branch Prospectus out soon

Thank you to all of you that filled out and returned our recent feasibility studies. We received more than 400 studies back. Thanks also to those of you who agreed to an interview, the response was overwhelming and in the end we didn't get to speak with everyone who volunteered.

The results of the feasibility study were extremely positive and showed there is a very strong case for a branch to go ahead. The consultants who carried out the study for us were very impressed with the level of engagement and knowledge of the community regarding the project.

Since the feasibility study things have been moving ahead at an incredible speed. Anyone who has seen the barometer board on the Bass Highway in Grantville would have noticed we have reached more than \$400,000 and have changed our signage to "Prospectus Soon". We are constantly amazed with the support we are getting from our local community and it makes all our hard work worthwhile.

Over the last few weeks we have been working on our business plan for the branch, San Remo District Financial Services Ltd held an EGM to approve capital raising for a Grantville & District **Community Bank**® Branch and we have also been looking at potential sites for the branch. Look out for signage and an ATM now we have found our home two doors down from the newsagency in Grantville.

We are finalising the prospectus and getting it ready to be sent out to pledgees and shareholders. Along with the prospectus there will be a letter from us inviting you to be a part of the prospectus launch. Due to the success of the pledging campaign we hope that you will fill out and return the prospectus as soon as possible so you don't miss out on the opportunity to be a part of this exciting and worthwhile project.

Once again thank you for all your support and we look forward to the months ahead.

Michele Fulwell

If you have not yet pledged and wish to receive a prospectus we are continuing to collect pledges as every dollar counts towards a successful branch opening.

Please, encourage your family and friends to complete a pledge and become a part of this exciting project.

Pledge forms can be obtained from the Cowes and San Remo branches, at the card tables in Grantville, Corinella, Coronet Bay and Bass or by contacting Michele Fulwell on 5678 8577 or mfulwell@dcsi.net.au.

Alternatively, drop by and see us at the Grantville Market every fourth Sunday.



Your home loan can take you places.

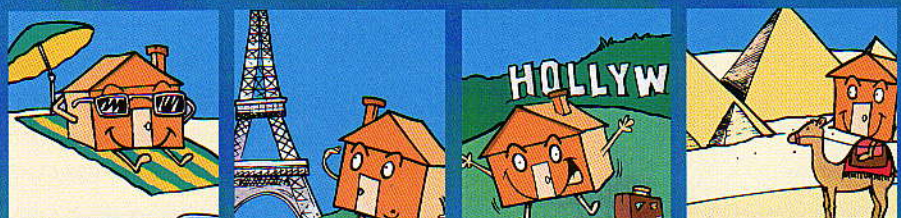
Think you deserve a little time out at the beach? Or is the Eiffel Tower more your scene? Whatever your travel style, a Home Equity Loan from the Bendigo can take you there.

Designed to help you turn the equity in your home into an available source of low-cost funds, a Bendigo Home Equity Loan works like a line of credit which you can draw on whenever you want.

So tap into the equity in your home and reward yourself today.

Find out more at your nearest Bendigo Bank branch, visit www.bendigobank.com.au or call San Remo Branch on 5678 5833 or Cowes Branch on 5952 3383.

Subject to terms and conditions. Fees and charges apply. All loans subject to the bank's normal lending criteria. Bendigo and Adelaide Bank Limited ABN 11 068 049 178 AFSL 237879. (114917-v4) (20/07/2010)



San Remo District and Cowes **Community Bank**® branches

A telephone Company that cares about you

Shareholders are well aware of the benefits of banking with our local **Community Bank®** branch. In the last seven years more than \$330,000 has been returned to the community just through customers doing their regular banking, insurance and investments through the San Remo District and Cowes **Community Bank®** branches.

What most people do not know, is there's a Bendigo Bank telephone Company or Telco that offers competitive comprehensive services and also returns a stream of funding back to the community. Again, this funding comes from an arrangement where the profit margin is shared with San Remo District Financial Services and Bendigo Bank Telco. Because of the way calls and services are charged there are, in most cases, considerable savings in charges to the customer

An added benefit is that once you have elected to use this service there is a designated Bendigo Bank Telco customer service officer who attends to your account. No overseas call centres, no need to get in a queue, no need to press buttons, but a personal and timely response to your needs. At last, a telephone Company that cares about you.

If you become a Bendigo Bank Telco customer this counts towards the three additional services required to be eligible for discounts on your Bendigo Home Loan Package.

For more information about the benefits of Community Telco contact Michael Scott at the San Remo District **Community Bank®** Branch or Peter Wayman at the Cowes **Community Bank®** Branch. They can arrange for someone from Bendigo Bank Telco to prepare an estimate of your future charges that you can compare with your present situation. Comprehensive services are available allowing bundling of services to produce excellent savings in costs.

Bendigo Bank Telco Australia is owned in equal shares by Bendigo and Adelaide Bank and telecommunications provider, AAPT. The aggregated buying power of

Community Telco Australia enables local communities to access competitively priced telecommunications technology, the best available telecommunications solutions and to improve their future prospects.

Bendigo Bank Telco Customers benefit from:

Keeping profits in the community

Competitive pricing

Personalised service at a higher quality

Rewards for paying by direct debit and/or electronic billing

No payment fees (can even pay at your local Bendigo Bank branch)

Flexible billing options (include single billing)

Business call accounting and reporting solution

Personal Business Manager

Service, support, plans, equipment etc

This is a wonderful opportunity for both business and residential customers. Contact Michael Scott at San Remo on 5678 5833, or Peter Wayman at Cowes on 5952 3383, for more details of how Bendigo Bank Telco can benefit you and how you can continue to support our community.

Miranda Sage Director

San Remo District Financial Services Limited

103a Marine Parade, San Remo VIC 3925

ABN: 20 102 770 150

Chairman: Terry Ashenden.

Directors: Kathy Jones, Joan Matthews, Bruce Procter, Janice Rowlingson, Patrick Russell, Miranda Sage, Craig Semple, Norma Stack-Robinson, Caroline Talbot, Michele Fulwell.

San Remo District **Community Bank®** Branch,

103a Marine Parade, San Remo Vic 3925

Phone: 5678 5833

Website: www.bendigobank.com.au

Opening hours: Monday to Friday 9.00am – 5.00pm
and Saturday mornings 9.00am – 12noon.

Cowes **Community Bank®** Branch,

Shop 1, 209-213 Settlement Road, Cowes Vic 3922

Phone: 5952 3383

Website: www.bendigobank.com.au

Opening hours: Monday to Friday 9.00am – 5.00pm
and Saturday mornings 9.00am – 12noon.