

Creswick & District Financial Services Limited Newsletter March 2011

Chairman's report

As I sit down to write this report, our Manager, Les Vercoe, has just advised me that Creswick & District **Community Bank**[®] Branch has achieved \$85 million in business, which is an excellent result.

The second half of 2010 was our most successful yet, with an audited profit of \$66,877 after tax.

Many people have contributed to this excellent result. I would like to thank the **Community Bank**[®] Board, our Branch Manager and our professional staff for their dedicated efforts to our **Community Bank**[®] branch.

The Creswick & Clunes District Flood Appeal, which was established by our **Community Bank**[®] branch in partnership with Bendigo and Adelaide Bank Ltd's philanthropic arm, Community Enterprise Foundation™, has raised more than \$65,500 for flood-affected residents.

Funds raised by the appeal have been distributed to 61 flood-affected residents via the Salvation Army.

On behalf of the Board and the local community, I'd like to thank Paul Taylor, 3BA, Forest Resort and Myer Ballarat for their outstanding contributions to the appeal.

I'd also like to thank local and district people for their generous support and the local advisory committee, aided by Jenni Sutton from The Salvation Army, for a job well done on the fair distribution of these funds.

The Board has been advised by Bendigo Bank of some changes to our business partnership commencing 1 April 2011 because of reduction of margin on some products our percentage will also be reduced.

Our Board is in a very strong position to face this challenge and are confident this will have minimal effect on our business as it continues to grow.

It is very pleasing to the progress of Lindsay Reserve, with construction of the community building well on its way and the football oval ready to be seeded.

In closing, I would like to thank our shareholders and customers for their ongoing support and remind them to continue recommending our **Community Bank**[®] branch to their family and friends.

By doing so you are helping our branch to continue to grow and return an increasing amount of profit to community groups and projects in Creswick and the surrounding districts.

Graeme Mitchell
Chairman

Manager's report

As we approach the end of the first quarter of 2011, Creswick & District **Community Bank**[®] Branch's balances sit at almost \$84 million in banking business.

While this is a great result, we still need to work hard to achieve our target of \$90 million in banking business by the end of the financial year.

Our account numbers are currently 3,789, which equates to 2.065 products per customer.

Since opening in May 2007, our **Community Bank**[®] branch has returned more than \$123,000 to the local community. This amount includes \$50,000 earmarked for the Doug Lindsay Community Complex.

Recently, our **Community Bank**[®] branch approved a \$15,000 grant to the Creswick Fire Brigades Group to purchase a new forward command vehicle. This donation will be made over a period of time after a series of milestones are achieved.

This is truly a demonstration of Creswick & District **Community Bank**[®] Branch's commitment to the community. The vehicle will be used by the Creswick, Newlyn-Dean, Smeaton, Glen Park, Kingston, Kooroocheang-Werona, Mollongghip, Ullina and Campbelltown brigades.

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Manager's report (continued)

During the last quarter, funds from the Creswick & Clunes District Flood Appeal were distributed to 61 flood affected residents via the Salvation Army.

Our thanks go to the advisory committee for their efforts in overseeing the distribution of these funds. It is not an easy task deciding the best and fairest way to distribute funds of this type.

With further flooding occurring in both towns in January, the **Community Bank**[®] Board has decided to leave the appeal open. By doing so, the Board hopes to give people the options of contributing to a local flood appeal rather than the Queensland or Victorian Flood Appeal. These additional funds will be distributed in due course.

This time of year is about setting targets and goals for our future growth. Our target for the 2011/12 financial year will be to reach \$100 million in balances.

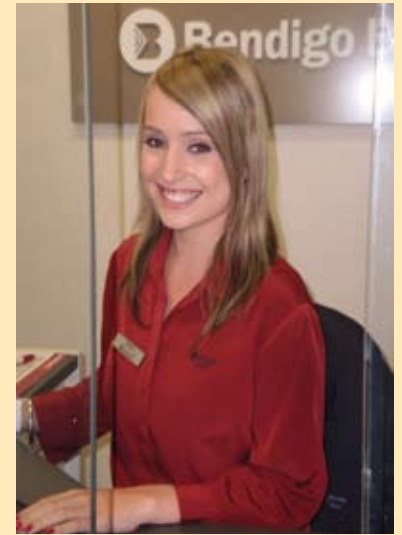
To achieve this goal, our **Community Bank**[®] branch requires a dedicated effort from both our staff and Board to be continually on the lookout for new business opportunities. Shareholders can also be invaluable in this regard by introducing family and friend to our **Community Bank**[®] branch.

On Wednesday 25 May 2011, Creswick & District **Community Bank**[®] Branch will celebrate its fourth birthday, which makes me wonder where the last four years has gone. As we reflect on where we have come from and what we have achieved to date it's no wonder the time has flown

Les Vercoe
Branch Manager

Staff Profile – Ainslee Lowe

I was born and raised in Creswick and when the opportunity to work at our local **Community Bank**[®] branch became available, I knew it was the perfect opportunity to be involved in my community.



I have many hobbies and pastimes, including spending time with my family, shopping, going away to the river and being a consultant for the Body Shop.

I began my working career at the young age of 16 and have thoroughly enjoyed the different roles I have held throughout those years. I never thought I would follow my mother's footsteps of joining the Bendigo Bank but I did and have enjoyed every moment of it.

Although I am currently on a short-term contract, I hope I can continue to work for the Bendigo Bank for many years to come, whether it is with Creswick & District **Community Bank**[®] Branch or at another location.

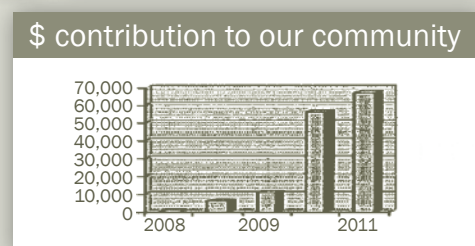
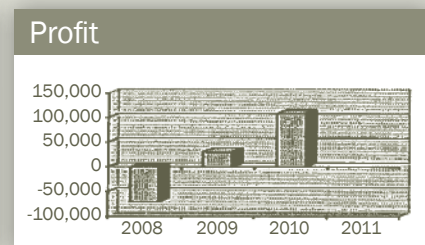
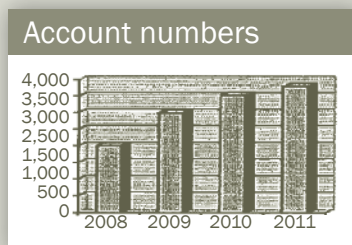
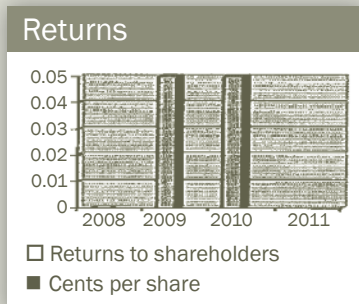
I am also looking forward to my dream overseas holiday next year with my friends.

Measuring our growth

The graphs below indicate key areas of growth for our **Community Bank**[®] branch since opening in May 2007.

The return to shareholders has been a \$0.05c per share capital return in 2009 and a dividend of \$0.05c per share for the year ending 30 June 2010.

Total contributions back to the community since opening are in excess of \$123,000.



Supporting our community



▲ Cheque presentation for Creswick and Clunes District Flood Relief Appeal. Pictured left to right is Board Member Janine Booth, Branch Manager Les Vercoe and Salvation Army representative Jenni Sutton.

- ▲ Signage for the Sponsorship of Doug Lindsay reserve. Pictured are Branch Manager Les Vercoe and Board member Janine Booth.
- ▶ Construction site is well underway for new Doug Lindsay Reserve and Amenities.



Bendigo Bank
agribusiness

'Introduce yourself to your Bendigo Agribusiness Manager.'

At Bendigo Bank they know that people running an agribusiness want more than just banking services that suit their needs.

That's why your local Agribusiness Manager combines a comprehensive range of products with the unique brand of friendly service you only get from the Bendigo.

In fact, your Agribusiness Manager makes it his business to understand local conditions, and the challenges and rewards of running an agribusiness. Only then will they suggest the Bendigo Agribusiness solution to suit you.

And whether you're after an account that lets you set aside pre-tax income from the good years, a seasonal account with the access options you need, an overdraft, line of credit or agribusiness loan, the Bendigo has everything you'll need.

To find out how a Bendigo Agribusiness Manager can assist you, call into Creswick & District **Community Bank®** Branch at 1 Raglan Street or phone 5345 1233 or you can phone Gavin Svanosio directly on 0437 957 164.

Bendigo and Adelaide Bank Limited. The Bendigo Centre, Bendigo, VIC 3550. ABN 11 068 049 178. AFSL 237879. (S23130) (03/09)

Start. Run. Grow. Finance.

Creswick & District **Community Bank®** Branch

Company dividends

We trust that you have all received your 2010 dividend statement.

If you have not received your dividend statement, please contact Lou Beames at Creswick & District **Community Bank**® Branch to arrange for a cheque to be drawn.

If you have already received your cheque and have not banked it as yet, we would appreciate it if you could present the cheque for banking as soon as possible.

Please complete the form right, if you wish to have your future dividends paid directly into your account. Once complete, return the form to the branch or post it to Att: Company Secretary, CDFSL, 1 Raglan Street, Creswick VIC 3363.

The form must be received by the branch before Wednesday 1 June 2011.

Please note: should you elect to receive your dividend payment by EFT you will still receive your dividend statement by mail.



Dividend payments

Name of registered holding:

Current address:

Name of bank:

BSB number:

Account number:

Account name:

Signature of security holder (1):

Signature of security holder (2):

Put yourself in the picture.

Bendigo Financial Planning.

Bendigo Bank invites you to put yourself in the picture and take the first step towards reaching your financial goals.

Darren Pryor, our qualified Bendigo Financial Planner, is available now for a no obligation appointment. Drop in and see us at 1 Raglan Street, Creswick or phone 5345 1233 to arrange a convenient time.

Financial planning services are provided by Bendigo Financial Planning Limited, ABN 81 087 585 073, AFSL 237898, 120 Harbour Esplanade, Docklands VIC 3008. A member of the Bendigo and Adelaide Bank Group, ABN 11 068 049 178, AFSL 237879, www.bendigobank.com.au (S33646) (03/11)



www.bendigobank.com.au

Creswick & District **Community Bank**® Branch,
1 Raglan Street, Creswick VIC 3363
Phone: 5345 1233
Website: www.bendigobank.com.au/creswick
Opening hours: Monday to Friday 9.00am – 5.00pm
and Saturday mornings 9.00am – 12noon.

Creswick & District Financial Services Limited

1 Raglan Street, Creswick VIC 3363

ABN: 14 119 315 258

Chairman: Graeme Mitchell.

Directors: Michael Daunt, Bob Orr, Margaret Giles, Bernie Charleson, Janine Booth, Quentin Turner, Brendan Smith, Alan Gay, Michael Beaumont, Marcus Walsh.