

# 9th Annual Report & Notice of Annual General Meeting 23rd November 2010



Galston & District  
**Community Bank™** Branch



# Galston Financial Services Limited

ACN 097 581 854

## NOTICE OF ANNUAL GENERAL MEETING

The Ninth Annual General Meeting of Shareholders of Galston Financial Services Limited will be held at The Galston Club on **Tuesday 23rd November** at 7.30 pm

### Agenda

1. **Welcome**
2. **Chairmans Report**  
The Chairman, Mr Gavin Koorey, will present his report on the operations of the Company for the year ended 30th June 2010.
3. **Financial Statements and Reports**  
To receive and consider the financial statements and reports to the shareholders comprising:-
  - a) the financial statements of the Company for the year ended 30th June 2010.
  - b) The directors' declaration and report for the financial year ended 30th June 2010.
  - c) The auditor's report for the financial year ended 30th June 2010.
4. **Directors**  
To consider, and if thought fit, to pass the following resolution as an ordinary resolution: That the following directors stand down: Diana Paton, Ralph Steele & Neil Turrell and that the following directors, Diana Paton, Ralph Steele & Neil Turrell offer themselves for re-appointment to the Board.
5. **General Business**  
To consider any other business that may lawfully be brought forward by the members of the Company.

By order of the Board

Gavin Koorey

Chairman

Dated

30th October 2010

# Galston Financial Services Limited

ACN 097 581 854

## PROXY FORM

I, .....  
(Full Name - BLOCK letters)

of .....  
(Address)  
being a member of Galston Financial Services Limited

HEREBY APPOINT .....  
.....

OR failing such appointment or the absence of that person, the Chair of the Meeting, as my Proxy to vote for me on my behalf (with discretion as to any business not referred to below) at the Annual General Meeting of members of the Company to be held on 23rd November 2010.

(Voting instructions to be indicated by placing a tick in the appropriate box. If no instruction is given the Proxy may vote a that person thinks fit, or abstain.)

Business	FOR	AGAINST	ABSTAIN
1. Receive Financial Statements & Reports	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. Ratification of Directors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

### Individual Shareholder

Signature of Shareholder ..... Date .....

### Company Shareholder

Sole Director Company Yes  No

Signature of Director ..... Date .....

Signature of Director ..... Date .....

THE RULES FOR VOTING BY PROXY ARE DETAILED ON PAGE 4 OF THIS ANNUAL GENERAL MEETING NOTICE

# CHAIRMAN'S REPORT

## Chairman's report

I'm happy to say that it has been another solid year for Galston Financial Services with continued growth and a net profit before tax of \$467,420 and more than \$133,583 in community grants. In addition our Total Assets have increased by \$271,000 putting us in a very stable position. Profits have once again been strong and with the economy recovering well we are confident this will continue. After careful consideration the board has approved a 13 Cent fully franked dividend per share to be returned to shareholders. This is a 30% increase on last year and the board felt that while Galston Financial Services is performing well then our shareholders should benefit from this. This sort of dividend return is considered to be well above average returns to shareholders of limited companies and is something we should all be proud of.

The Manager, Bernie Triebe, has continued to drive the business on a day to day basis with excellent growth in both lending and deposits and the board thanks him for that. The staff at the bank have also performed exceptionally well and the board appreciates their commitment to Galston Financial Services and Bendigo Bank.

As mentioned last year we had a number of projects underway and I am pleased to say a number of

those have been completed including the renovation of the bank building and our very own website [www.galstonbendigo.com.au](http://www.galstonbendigo.com.au). We have a very enthusiastic board and improvements will continue.

Sponsorships and donations have also increased and it is anticipated that it will continue to do so. Most community groups in our area are now benefiting from the financial support we can give. The Sponsorship Committee is doing an exceptional job by processing the smaller applications quickly and efficiently. Larger applications are always taken very seriously at board meetings and usually involve lengthy discussions. Overall the board is pleased to be involved in such a beneficial process.

Kevin Cook was elected onto the Board in December 2009 and also as Treasurer.

Galston Financial Services is extremely focused on maintaining a strong financial position. We are now focusing on establishing good communication between the Board, Manager and Staff and hope this will improve the quality of the business and also the bottom line.

## Gavin Koorey, Chairman

## RULES FOR VOTING BY PROXY

- (a) **Who may appoint a proxy?** Each shareholder has the right to appoint a proxy to attend and vote for the shareholder at this meeting.
- (b) **Shareholders appointing two proxies.** To enable a shareholder to divide their voting rights, a shareholder may appoint two proxies. Where two proxies are appointed:
- a separate Proxy Form should be used to appoint each proxy;
  - the Proxy Form may specify the proportion, or the number, of votes that the proxy may exercise, and if it does not do so the proxy may exercise half of the votes.
- (c) **Who may be a proxy?** A shareholder can appoint any other person to be their proxy. A proxy need not be a shareholder of the Company. The proxy appointed can be described in the Proxy Form by an office held, for example, "the Chair of the Meeting".
- (d) **Signature(s) where shareholder is an individual:** In the case of shareholders who are individuals, the Proxy Form must be signed:
- If the shares held by one individual, by that shareholder;
  - If the shares held in joint names, by any one of them.
- (e) **Signature(s) where shareholder is a company.** In the case of shareholders who are companies, the Proxy Form must be signed:
- If it has a sole director who is also sole company secretary, by that director (and stating the fact next to, or under, the signature on the Proxy Form);
  - In the case of any other company, by either two directors or a director and company secretary.
- The use of the common seal of the company, in addition to those required signatures, is optional.
- (f) **Authorised persons/attorneys.** If the person signing the Proxy Form is doing so under power of attorney, or is an officer of a company outside of (e) above but authorised to sign the Proxy Form, the power of attorney or other authorisation (or certified copy of it), as well as the Proxy Form, must be received by the Company by the time and at the place in (g) below.
- (g) **Where to lodge and deadline.** A Proxy Form accompanies this notice. To be effective, Proxy Forms (duly completed and signed) must be received by the Company at its registered office at 348 Galston Road, Galston, NSW, 2159 no later than 12 noon on Friday 12th November 2010 and marked for the Attention of the Company Secretary.

# MANAGER'S REPORT

We are now in our ninth financial year and the branch has continued to grow. Our margins improved over this year and we were able to exceed our budget for the year. This means that our returns to shareholders and to our community will continue to be very positive.

By the end of the 2010 financial year our Community Bank® branch achieved the following milestones:

- Number of accounts over 4,800.
- Total deposits over \$80.5 million
- Total loans over \$37.3 million
- Total business over \$117.8 million
- Net profit before tax achieved was over \$485,000.
- Dividends returned to shareholders were 10% fully franked.
- Sponsorships, donations and community grants paid totalled over \$124,000.

I believe the Board, shareholders, customers and staff can justifiably be proud of the above achievements as we have come through the Global Financial Crises in good shape and have continued to build the business.

For the first three months of this year our Community Bank® branch has shown some exceptional growth both in lending and in deposits. I believe that this has come about as people in the local community become more aware of the activities of the Community Bank® and what we really stand for which is supporting the many and varied activities

within the community. As at 10th October 2010 the branch has achieved the following:

- Total growth \$7.3 million
- Total deposits growth \$3.4 million
- Total loans growth over \$3.9million.
- Total business now sits at over \$125million
- Total number of accounts are now over 4,850
- Net profit before tax approximately \$116,067- as at 30/9/10.
- Sponsorships, donations and community grants paid \$67,564- with another \$37,300 committed.

We continue to maintain for Galston and surrounding districts a viable banking service whilst at the same time providing returns for local shareholders and making a great contribution back to the community.

I take this opportunity to thank the following:

- The Board of Directors for Being so committed to their local community and providing the overall direction and support for the branch.
- The staff for providing an efficient and professional service both to the bank and its customers as well as to our local shareholders.
- To the shareholders and all of our customers for the support that they continue to give to their local Community Bank® branch.

**By Bernie Triebe, Branch Manager**

Galston & District **Community Bank™** Branch  **Bendigo Bank**

**Franchisee: Galston Financial Services Limited**

**348 Galston Road, Galston, NSW 2159**  
**Telephone (02) 9653 2227 Facsimilie (02) 9653 2811**

**Bendigo Bank Limited ACN 068 049 178**