

CHAIRMAN'S ADDRESS 2012

I'd like to take this opportunity to thank those present for their attendance at this AGM this evening. This is our third AGM. In August 2010 we actually commenced our banking operations and have been ahead of prospectus since then. In September and October we had our first months of showing a profit.

Banking business is well ahead of our feasibility study. We want many more account holders to bank with us to help stabilise our business. We would like to publicly acknowledge our gratitude for those people who are able to put their banking business with us.

For anyone who is not familiar with our branch, it is located at Shop 19, 18-36 Lakeside Boulevard, Pakenham.

Key features of banking with your **Community Bank®** are:

You are dealing with a franchise of Bendigo Bank and all of your transactions are confidential between the bank and yourself (directors are not allowed to know your banking business so normal banking discretion is assured)

If have your bank account domiciled with us, you can deposit and withdraw funds from any Bendigo Bank that is convenient to you.

Once we become profitable, a large portion of the profits will be put towards good use in the within the Community where you live, work and play.

- Depositors are protected by Bendigo and Adelaide Bank's imposing track record when it comes to the security of depositors' funds. We are one of Australia's oldest financial institutions, we have operated since 1858 and have declared a profit in every year and we have without fail honoured our depositors.

In time, your **Community Bank®** is expected to make a considerable return of profits to your community both in dividends to you as a shareholder and also by assisting community projects with funding.

So you can see that having a community bank in our area is a very great advantage.

Please leave this meeting tonight with the intention of telling your friends, neighbours, family and workmates what the Community Bank is all about. We are looking for your help to promote the Community Bank. We are different from the other major banks in that we are here to help the Community share in the benefits of banking.

Your Board is moving forward with a business development program, involving visits by directors to major businesses in the town. The board has a marketing program in place to highlight our existence and location. The board is also looking to commence further advertising campaigns to let the community know that a community bank is up and running in their town.

Lakeside Pakenham Community Enterprise Limited



I would like to take this opportunity in thanking passed Directors especially Marlene Jones who has been with the organization from the beginning. (mention others if present)

I would like to thank the board for its support and commitment to the future of this business venture.

I would like to thank everyone involved with actually getting the bank franchise up and running including:

You as a shareholder

The staff who are actually running the day to day banking operations.

My fellow directors and Company Secretary

People involved in various committees with our banking franchise

People who have manned BBQ and information tables to get the message out into the public arena about the benefits of **Community Banking®**.

Bendigo Bank staff who have held our hand throughout the process of establishing this business.

Communities that we have supported – we thank them for their ongoing support.

The benefits from this investment will flow to the community over the many years ahead. Those benefits will accrue because of the support of the shareholders of this business. For that I say thank you, one and all. Are there any questions?

BERNARD WILSON

Chairman