

**RYE & DISTRICT COMMUNITY FINANCIAL SERVICES LIMITED  
ANNUAL GENERAL MEETING – WEDNESDAY 15 NOVEMBER 2017**

**CHAIRMAN’S ADDRESS**

It is with great pleasure that I address this meeting, in my second year as Chairman of your company, Rye & District Community Financial Services Limited.

To start, I must acknowledge our Company’s recent induction into the Hall of Fame at the 2017 **Community Bank®** National Conference held in September. This is a prestigious award which demonstrates the esteem in which the Company is held, in the eyes of our **Community Bank®** peers and our partner, Bendigo and Adelaide Bank Limited.

Simply put, the winning of this award would not have occurred without the capable leadership and strong business acumen of our Senior Manager, Gary Sanford, and his team of staff. We can also point to the dedication of successive boards in steering our Company since its formation in 2001. And last but not least, it is down to you, our shareholders, who have supported us from the very beginning.

I would like to share a telling comment from Mike Hirst, the Managing Director of our partner, Bendigo & Adelaide Bank Limited, when he addressed shareholders at last month’s AGM:

*“Our banking models and brands all clearly evidence our original purpose of feeding into community prosperity... [We hold] a strong sense of stewardship for our culture that is centred on the customer; and a network that is extremely connected at the local level...  
From here it’s about telling our story and asking people to join us to bring about the change they are wanting to see”.*

The same principle applies in respect of our Company and the three branches of Rye, Dromana and Rosebud – what is “our” story and how do we want to share it?

I believe that OUR story centres around “community” – caring for our customers by delivering personalised service and employing local staff who take pride in their roles, and supporting our local clubs and organisations in a truly meaningful sense – through our extensive sponsorship and grants program. These two significant factors have delivered a strong platform for the flourishing of this Company, despite the myriad challenges faced in the world of modern banking.

Speaking of a challenging market - with on-going cash-rate stagnation, it is extremely pleasing to see such phenomenal growth across our branches. The year we are reporting on today, has been a very good one for your Company:

- We saw consolidated growth of over 10% this financial year, taking our total footings to well over \$600 million at 30 June;

- Our after-tax profit came in at \$285,355, which has allowed our Board to declare a dividend of 7 cents per share, payable on 17 November (for shareholdings on the record date of 24 October); and
- We have delivered well over \$700,000 in this financial year, by way of sponsorships, grants and donations to our local community groups and organisations.

Our continuing success is not possible without the ongoing assistance of our partner, Bendigo and Adelaide Bank Limited. We particularly appreciate the efforts of Regional Manager, Simon Sponza and Regional Community Manager, Tania Hansen, who both provide sound advice and support to our management and Company, respectively.

Thank you also for entrusting the care of your Company to our board of directors. We are privileged to be served by such a hard-working and diligent group, who always have the Company and its shareholders at the forefront of decision-making.

In a few minutes, as no nominations have been received from aspiring directors and, as a result, no election being necessary, you will be required to ratify the appointment to the board of those directors who have offered themselves for election or re-election.

I have no hesitation in endorsing this year's candidates and recommending their appointment.

I would also like to take this opportunity to thank our long-serving director, Andrew Emerson, who will be "hanging up the boots" at the conclusion of this AGM, for a quieter life on the Gippsland Coast. Andrew has acquitted his duties with diligence and quiet professionalism for the duration of his board membership (spanning nearly 11 years) and we wish him well for the future.

And so, to you, our shareholders. Your faith in the concept of the **Community Bank**<sup>®</sup> model – your investment in it, your support and transfer of your banking business to it, your encouragement of family and friends to join our ranks – this all contributes to the success of the Company. Our ability to continue to provide financial support to our local community is directly attributable to the banking custom we receive from our shareholders and other clients.

We look forward to another year of consolidation and growth and believe now is the time to get out there and tell our unique and wonderful "story"!

**Vin Cheers**  
Chairman