

Canterbury Surrey Hills Community Finance Limited



1 June 2011

Dear Shareholder,

Enclosed is our latest newsletter with information on recent sponsorships and developments in our **Community Bank®** company.

We should all be very proud to be involved in an organisation that has given so much back to our communities. All indications are there to suggest that much larger contributions will be made in years to come. All that would not have been possible without the foresight of the management of Bendigo Bank some 12 years ago, when the first **Community Bank®** branch was opened.

During the eight years since opening our branches in Surrey Hills and Canterbury, we have:

- Provided capital returns to shareholders of \$196,571;
- Paid dividends of \$173,226;
- Opened a third branch in Ashburton and are about to open a fourth in Balwyn; and
- Provided sponsorships to local not for profit organisations totalling over \$1,400,000.

No doubt, many of you will have read, or been advised of negative publicity on the Bendigo Bank **Community Bank®** network. Our company is in a strong position with total equity of \$1,289,121 as at 31 December 2010. As indicated above, returns to shareholders and sponsorships have totalled nearly \$1,770,000. Last November, we paid our first fully franked dividend of 5 cents per share. With the growth of our banking business, we expect the dividends to grow over time.

Our sponsorship program aims to deliver value to shareholders by providing incentives for members and friends of the sponsored groups to use our banking services. Research undertaken reveals our need to expand communication with our shareholders and other stakeholders to make better use of our sponsorship dollars. We aim to do more to tell the **Community Bank®** story and through that to increase our banking business. That will enable us to do so much more for our shareholders and to strengthen our communities.

Your role as a shareholder and supporter is important and I thank you for that. I urge you to continue to be a strong advocate for our **Community Bank®** branches and to recommend them to your family, friends and neighbours. That will enable us to do even more for our communities.

Please do not hesitate to contact me on 0417 357 349 or your other directors to find out more about what we do. You can also phone our Senior Manager, Nick Coker, on 0438 541 337 if you need help with your banking.

Yours sincerely

A handwritten signature in black ink, appearing to read 'Dick Menting'.

Dick Menting
Chairman