

# PROSPECTUS

## Proposed Balwyn Community Bank® Branch of Bendigo Bank



### IMPORTANT NOTICE

This Prospectus is dated 20 September 2011. A copy of this Prospectus has been lodged with the Australian Securities and Investments Commission (ASIC). Application will be made within seven days for quotation of the Shares on the Bendigo Stock Exchange (BSX). Neither ASIC nor the BSX take any responsibility for the content of this Prospectus. The fact that the BSX may quote the Shares is not to be taken in any way as an indication of the merits of the Company or of the Offer.

This Prospectus is an important document. Before deciding to invest in the shares offered under this Prospectus, you should read the Prospectus in its entirety (especially the risk factors) and carefully consider your own personal circumstances (including financial and tax issues). You should also obtain the advice of your solicitor, accountant or other financial adviser.

No person is authorised to give any information or to make any representation in connection with the Offer which is not contained in this Prospectus and any information or representation not contained in the Prospectus may not be relied upon as having been authorised in relation to the Offer. No assurance is given that any forecast or prospective information made in this Prospectus will be achieved.



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## Letter from Canterbury Surrey Hills Community Finance Limited

Dear Investor

We welcome you and thank you for your interest in the Canterbury, Surrey Hills and Ashburton Community Bank® Branches of Bendigo Bank and the proposed Balwyn Community Bank® Branch of Bendigo Bank.

We are pleased to offer you the opportunity to invest in a project which we believe will deliver significant social and economic benefits to Balwyn, as well as the prospect of positive returns to our shareholders.

In keeping with these dual aims, the amount of profits that can be distributed to shareholders is limited and likewise, there are limitations and restrictions on shareholdings. This is explained in detail in this Prospectus.

Eight years ago, we established the Canterbury and Surrey Hills Community Bank® branches and three years ago we established the Ashburton Community Bank® branch. The Company has continued to prudently manage these Community Bank® Branches of Bendigo Bank.

This Prospectus outlines your opportunity to assist in raising funds for the establishment and operation by the Company of a new, fourth Community Bank® Branch to be located in Balwyn.

Following the successful raising of the capital pursuant to this Prospectus all four Community Bank® Branches will be part of the one company and the Bendigo Bank Community Bank® project, the terms of which are also outlined in this Prospectus.

I encourage you to read this Prospectus closely and seek professional advice, so that you might base your investment decision on a clear understanding of the nature and prospects of the business.

The Board's decision to proceed with this capital raising for a new Community Bank® Branch in Balwyn was based on a survey in which local people and businesses in Balwyn indicated the banking business they would bring to a locally-owned branch. This indicative support formed the basis of a business plan which, if achieved, shows the enterprise has solid prospects of generating positive returns for investors.

We are further heartened by the experience of many of the other Community Bank® Branches of Bendigo Bank which have been enthusiastically embraced by their communities.

The successful history of the Canterbury, Surrey Hills and Ashburton Community Bank® Branches and the enthusiasm shown by the local Balwyn people is further proof that once operational, a significant number of sporting clubs, schools and other local organizations will benefit by this unique community enterprise.

The Canterbury, Surrey Hills and Ashburton Community Bank® Branches of Bendigo Bank and the Balwyn Community Bank® Branch of Bendigo Bank afford our communities the chance not only to secure branch banking services with a focus on excellent customer service, but also an increase the funding pool to assist many local not for profit organisations. To date, the Company has provided over \$1,500,000 to 180 not for profit organisations in the Canterbury, Ashburton, Surrey Hills and the surrounding area, which includes Balwyn.

This has been achieved by hard work and commitment by the Company's Board and branch staff and a positive attitude knowing the shareholders and community are the beneficiaries of our endeavours.

If after reading the Prospectus carefully you are satisfied that we (you included) can make a difference in the Balwyn community through your investment in our company and the Balwyn Community Bank® Branch of Bendigo Bank, I commend the investment to you.

Yours sincerely,



Dick Menting  
Chairman, Canterbury Surrey Hills Community Finance Limited

## Letter from Bendigo and Adelaide Bank Limited

Dear Investor

**“Balwyn Community Bank® Branch - Bendigo Bank”**. The prospect of seeing that sign fills me with pride and I hope it does the same for you.

By owning shares in Canterbury Surrey Hills Community Finance Limited, you will help secure banking services for your community and also share in the prospect of income which can be used to generate further development in your region.

Why has Bendigo Bank developed this concept? Because we are a community based bank ourselves and by helping to create successful communities we will share in your success.

Bendigo Bank will work with you to maximise the potential of your new branch at Balwyn, just as it has worked with Canterbury Surrey Hills Community Finance Limited, in relation to the existing Community Bank® Branches at Canterbury, Surrey Hills and Ashburton. However, as for any business, the success of your community company is ultimately based on the support it receives from its customers – which in this case is the Canterbury, Surrey Hills, Ashburton and Balwyn communities.

Members of your community have already indicated their intention to support the branch with their banking business. Now is your chance to support it through investing in Canterbury Surrey Hills Community Finance Limited. This Prospectus provides you with information you need to make an informed choice.

Your commitment will help make a difference to your community.

I look forward to the establishment and ongoing success of the Balwyn Community Bank® Branch of Bendigo Bank.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'Russell Jenkins', with a stylized flourish at the end.

Russell Jenkins  
Executive, Customer & Community  
Bendigo and Adelaide Bank Limited

# 1. Purpose and Details of the Offer

## 1.1 Purpose of the Offer

The purpose of the Offer is to raise funds for the capital expenditure and working capital requirements in respect of a Community Bank® Branch of Bendigo Bank to be established in Balwyn. After meeting the costs of the Offer, all funds raised (including any oversubscriptions) will be used for the purposes of meeting these requirements.

Details of the establishment costs for the Balwyn Community Bank® Branch and estimated initial annual operating costs of the Company's four branches are set out in Section 4.5 of this Prospectus. The total costs of the Offer are estimated to be \$30,000 (inclusive of GST).

On 22 May 2002 the Company entered into a franchise agreement with Bendigo Bank for the Company to manage, and provide services to the Canterbury Community Bank® Branch and Surrey Hills Community Bank® Branch as a "franchise" of Bendigo Bank. The Company raised the funds required for the establishment and initial ongoing operations of the Canterbury and Surrey Hills Community Bank® branches via an offer of shares (at an issue price of \$1.00 per share) to the Canterbury and Surrey Hills communities. The Company's Prospectus for that offer of shares was dated 16 May 2002. On 8 September 2008, the Company entered into a franchise agreement with Bendigo Bank for the Company to manage, and provide services to the Ashburton Community Bank® Branch as a "franchise" of Bendigo Bank. The Company raised the funds required for the establishment and initial ongoing operations of the Ashburton Community Bank® Branch via an offer of shares (at an issue price of \$1.00 per share) to the Canterbury, Surrey Hills and Ashburton communities. The Company's Prospectus for that offer of shares was dated 25 September 2008. If this offer under this Prospectus is successful, the Company will manage, and provide services to, the Canterbury, Surrey Hills and Ashburton Community Bank® Branches and a newly formed Balwyn Community Bank® Branch. Each branch will operate as a "franchise" of Bendigo Bank.

The franchise arrangements relating to the Canterbury, Surrey Hills and Ashburton Community Bank® Branches and those relating to the Balwyn Community Bank® Branch are contained in one

franchise agreement between the Company and Bendigo Bank (the New Franchise Agreement).

The franchise arrangements for the four branches and the business of the Company are described in detail in this Prospectus, especially Sections 3 and 6.

**Please Note: This Prospectus is issued by the Company and it is not an offer to subscribe for shares in Bendigo and Adelaide Bank Limited - it is an offer to subscribe for shares in Canterbury Surrey Hills Community Finance Limited (the Company).**

## 1.2 Description of the Offer

The Company is offering for subscription 100,000 ordinary shares in the Company (Shares) at an issue price of \$1.00 per Share, payable in full on application.

Applications for Shares should be for a minimum of 500 Shares, or a greater number of Shares in multiples of 100, up to a maximum of 10,000 Shares. However, the Directors reserve the right to accept applications for fewer than 500 Shares or (subject to the maximum permitted shareholding - see Sections 1.4 and 7.3 below) greater than 10,000 Shares. The Directors reserve the right to accept oversubscriptions of up to 400,000 Shares. Proceeds from oversubscriptions will be used to provide additional working capital for the Company.

The amount of dividends and other distributions to shareholders that the Company may pay or make in any 12 month period is limited by the terms of the Franchise Agreement with Bendigo Bank. You should refer to Section 5.2 of this Prospectus for a description of this limit.

Applicants should be aware of the voting and ownership restrictions that apply to the Company, including the Directors' right not to accept applications in breach of these restrictions (see Section 1.4 below).

## 1.3 Capital Structure

Assuming the Offer is fully subscribed (and assuming no oversubscriptions are accepted) the capital structure of the Company following completion of the Issue will be as follows:

### Ordinary Shares

Shares currently on issue*	2,849,957
Shares issued pursuant to this Prospectus	100,000
<b>TOTAL</b>	<b>2,949,957</b>

If the maximum permitted amount of oversubscriptions is accepted, the capital structure of the Company following completion of the Issue will be as follows:



## Ordinary Shares

Shares currently on issue*	2,849,957
Shares issued pursuant to this Prospectus	500,000
<b>TOTAL</b>	<b>3,349,957</b>

\*This includes a bonus share issue of 1 for 10 which took place on 1 September 2011 (see Section 3.12).

## 1.4 Voting and Ownership Restrictions

It should be noted that, pursuant to the constitution of the Company, each shareholder is entitled to only one vote, regardless of the number of Shares held. The constitution also contains a restriction on shareholdings. For example, a shareholder will not be able to control or own 10% or more of the Company, and the Directors must refuse to register a transfer of Shares if, to their knowledge, it would be to a person who does not have, in the opinion of the Directors, a close connection with the Canterbury, Surrey Hills, Ashburton or Balwyn communities. The Directors will not accept any application if it appears the applicant would be in breach of these restrictions.

The voting rights attaching to Shares and the ownership restrictions are discussed further in Sections 7.2(a) and 7.3 below. You should note that where a person is or would be in breach of the restrictions, not only must the Directors refuse to register a transfer but the voting and dividend rights attaching to the relevant Shares are suspended and the Directors have the power to require a divestment of the relevant Shares (see Section 7.3 below).

## 1.5 Minimum Subscription

The Company must receive applications (and payment) for at least 100,000 Shares in order for the offer to proceed. Shares will not be issued unless this condition is satisfied. If this minimum subscription is not reached by the date (the Four Month Date) which is four months from the date of this Prospectus, no Shares will be allotted and all application monies received will be returned to the Applicants (without interest) as soon as practicable after the Four Month Date. Please refer to "New Franchise Arrangements" in Section 3.2 for further information on the minimum subscription requirement. This Offer is not underwritten. Please also note that no Shares will be allotted or issued if the Shares do not receive permission for official quotation within three months, unless ASIC grants an exemption (see Section 1.7 below).

## 1.6 Allocation

Application monies will be held on trust by the Company in a separate bank account which has been established by the Company for the purposes of the Offer. This money will be held on trust by the Company until the Shares are issued or the money is returned, as required by the Corporations Act, to the Applicants.

The Company may allocate the full number of Shares applied for by an Applicant or may allocate any lesser number or decline any application.

Where no allocation is made or where the number of Shares allocated is less than the number applied for, the surplus application money will be returned to the Applicant without interest as soon as practicable.

## 1.7 Quotation of shares on BSX

The Company is listed, and its Shares are quoted, on BSX. Application will be made within seven days of the date of this Prospectus for quotation of the Shares offered under this Prospectus on BSX. Please see Section 5 of this Prospectus for a discussion of the risk factors relevant to the Company's listing on BSX and quotation of the Shares.

## 1.8 How to Invest

An application for Shares can only be made on the Application Form in this Prospectus (or on a copy made, or directly derived, from that Application Form, but only if the copy was made/derived by the Applicant). The Application Form (or the copy) must be completed in accordance with the instructions set out in "Application Details and Instructions" commencing towards the end of this Prospectus. The terms and conditions in the Application Form form part of this Prospectus.

## 1.9 Important Dates

An indicative timetable for the offer is set out below.

Event	Date
Offer opens:	3 October 2011
Offer closes:	11 November 2011
Shares pursuant to this Prospectus expected to be allotted:	30 November 2011
Certificates expected to be dispatched:	21 December 2011

**These dates are indicative only and are subject to change. The Company has the right, in its absolute discretion, to close the Offer early or to extend the closing date, without notice. If the closing date for the Offer is extended, the subsequent dates may also be extended accordingly.**

## **1.10 Expiry Date of this Prospectus**

No Shares will be issued on the basis of this Prospectus after the Expiry Date. The Expiry Date is the date 13 months after the date of this Prospectus.

## **1.11 Accepting Applications**

The Company will not accept an application for, or issue any, Shares offered under this Prospectus until the Exposure Period has ended. The Exposure Period is the period of seven days after lodgement of this Prospectus with ASIC or if ASIC, in accordance with the Corporations Act, extends that period, such longer period. At present, ASIC is not permitted to extend the Exposure Period to more than (in total) fourteen days after the lodgement of this Prospectus.

Accordingly, the Company will not process any applications received until after the Exposure Period and no preference will be conferred on applications received in the Exposure Period.

The purpose of the Exposure Period is to enable the Prospectus to be examined by market participants prior to the raising of funds. It is possible that this examination may result in the identification of deficiencies. Any application received in these circumstances may need to be dealt with in accordance with section 724 of the Corporations Act (this section may require, in certain circumstances, the return of application money and/or the distribution of a supplementary or replacement prospectus together with the right of an Applicant to withdraw their application).

## **1.12 Forward Looking Statements**

The forward looking statements in this Prospectus are based on the Company's current expectations about future events. They are, however, subject to known and unknown risks, uncertainties and assumptions, many of which are outside the control of the Company and the Directors of the Company, that could cause actual results, performance or achievements to differ materially from future results, performance or achievements expressed or implied by the forward looking statements in this Prospectus. In particular, the forecast financial information contained in this Prospectus should be read in conjunction with, and is qualified by reference to, the information contained in Section 5 of this Prospectus.

No person named in this Prospectus, nor any other person, guarantees the performance of the Company or the repayment of capital or the payment of a return on the Shares.

## **1.13 Investors should seek Financial Advice**

Individual investors should seek their own financial advice.

The Offer contained in this Prospectus does not take into account the investment objectives, financial situation and particular needs of individual investors. In considering the prospects of the Company, it is important that individual investors consider the risk factors that could affect the financial performance of the Company. As a prospective investor, you should carefully consider these factors in light of your particular investment objectives, financial situation and investment needs (including financial and taxation issues) and seek professional advice from your stockbroker, accountant or other professional advisor before deciding whether to invest. Some of the risk factors that should be considered by prospective investors are detailed in Section 5.

## **1.14 Questions**

If you have any questions in relation to the Offer please contact Dick Menting on 0417 357 349.



## 2. Directors

Details of the Directors of the Company are as follows:

**Name** Hans Diederick (Dick) Menting  
**Date of Birth** 21/07/1947  
**Occupation** Business Proprietor and City Councillor  
**Background Information**  
Dick is the founding Chair of Canterbury Surrey Hills Community Finance Limited and was involved with the campaign to return banking to Canterbury from its inception. He is also a Councillor for Maling Ward in the City of Boroondara. A former senior banking and finance executive, his skills have been invaluable to the development of the company. He has strong links to many community organisations, including many sporting groups. He is also a local small business operator.  
**Resides** Canterbury

**Name** Robert Einar (Bob) Stensholt  
**Date of Birth** 11/07/1945  
**Occupation** Company Director  
**Background Information**  
Bob is a former local State MP for Burwood, former diplomat, senior public sector manager, senior research fellow, teacher and director of a consulting company. He was involved in the campaigns for community banks in both Surrey Hills and Canterbury and has strongly supported the campaign for a community bank in Ashburton. He has links to many community groups in the local area. He chairs the Sponsorship and Marketing, and the Staffing Committee of the Board.  
**Resides** Glen Iris

**Name** Damien Leo Hudson  
**Date of Birth** 04/08/1972  
**Occupation** Estate Agents Representative  
**Background Information**  
Damien is a member of the executive of the Canterbury Surrey Hills Community Finance Limited Board and was a driving force behind the campaign to establish a Community Bank in Surrey Hills. He has had many years of experience in the family Real Estate business in Surrey Hills.  
He has also been involved in the Surrey Hills Festival and the Surrey Hills Neighbourhood Centre.  
**Resides** Box Hill

**Name** Juliann Ruth Byron  
**Date of Birth** 20/02/1957  
**Occupation** Company Director  
**Background Information**  
Juliann is currently the Treasurer and Company Secretary of Canterbury Surrey Hills Community Finance Limited. She chairs the Finance Committee of the company. She is a Director of Western Health and the Victorian Cytology Service. She has a strong background in finance, company management and governance. She has many links into the local community and her family run the Canterbury Newsagency.  
**Resides** Camberwell

**Name** Leigh Warren Smith  
**Date of Birth** 22/09/1961  
**Occupation** Business Proprietor  
**Background Information**  
Leigh is a director of a number of car dealerships in Melbourne and country Victoria and brings to the Board strong business skills and experience. He and his family also have many links with the local community through school, community and sporting groups that they are associated with. He has played a key role in providing support to many community organisations.  
**Resides** Camberwell

**Name** Gordon Lennox McFarlane  
**Date of Birth** 30/12/1953  
**Occupation** Executive Accountant  
**Background Information**  
Gordon was the Chairman of the Ashburton Community Bank Steering Committee, leading the campaign for a new community bank branch. Currently he is a senior manager in Melbourne Water and brings to the Board extensive finance and business management experience. He has also had strong involvement over many years with community organisations and service clubs and provides Justice of the Peace services in the local area.  
**Resides** Ashburton

**Name** John James Grace  
**Date of Birth** 13/09/1942  
**Occupation** Company Director  
**Background Information**  
John is a Chartered Secretary with experience in managing financial institutions including not-for-profit organisations. He has spent many years in administration of sporting bodies and is currently General Manager of a clothing supplier.  
**Resides** Wantirna South

## 3. Bendigo Bank Franchise

### 3.1 Bendigo Bank

Bendigo Bank had its origins on the Bendigo goldfield in 1858 when the settlement comprised thousands of makeshift tents and humpies clustered along the gold bearing gullies. Disturbed by the temporary and unsightly nature of these dwellings, a group of prominent citizens banded together to foster a sense of civic pride by providing finance for miners wishing to own their own homes. Thus was born the Bendigo Land and Building Society, which immediately began financing humble miners' cottages, some of which remain in the city today.

Within 30 years, Bendigo had established itself as one of the most gracious Victorian era cities in the world, its grand public buildings a monument to the vast riches produced by the deep reef miners.

As Bendigo prospered, so did its building society, which rapidly established a reputation for prudent financial management and ethical dealing. While other societies came and went, the Bendigo Land and Building Society grew steadily, declaring a profit in each year of its operation, even through the crises of the 1890s and 1930s Depressions.

Bendigo Land and Building Society converted to a bank on 1 July 1995, at which time it was Australia's oldest and Victoria's largest building society.

The past 35 years have seen the Bendigo Land and Building Society, now Bendigo Bank, grow quickly and in the process merge with a number of other firms and building societies: the Bendigo and Eaglehawk Star (1978), Sandhurst (1983), Sunraysia (1985), Capital (1992) and Compass (1992), trustee company Sandhurst Trustees (1991), mortgage securitisation firm National Mortgage Market Corporation (1995), Monte Paschi Australia Limited (1997) and Victorian Securities Corporation Limited (1997), Queensland based First Australian Building Society (2000) and cashflow finance company Oxford Funding (2005). Sandhurst Trustees, National Mortgage Market Corporation, Monte Paschi (now Cass Comm Limited), Victorian Securities Corporation Limited, Oxford Funding and Rural Bank Limited (previously a joint venture with Elders Limited called Elders Rural Bank) are wholly-owned subsidiaries of Bendigo Bank, as is the financial planning arm Bendigo Financial Planning.

In November 2007, Bendigo Bank merged with Adelaide Bank Limited. Under the terms of the merger, Adelaide Bank Limited became a wholly-owned subsidiary of Bendigo Bank and shareholders in Adelaide Bank Limited became shareholders in Bendigo Bank.

The shareholders approved a name change from "Bendigo Bank Limited" to "Bendigo and Adelaide Bank Limited", effective 31 March 2008. The bulk of the assets and undertakings of Adelaide Bank Limited was transferred to Bendigo Bank on 1 December 2008.

Bendigo Bank now operates (itself and through franchises) approximately 468 branches. As at 30 June 2011, the Bendigo and Adelaide Group had an asset base of \$54.9 billion. It has more than 1.3 million retail customers and declared a profit after tax of \$342.1m for the 12 month period ending 30 June 2011. It is listed on the Australian Securities Exchange.

Through Bendigo Bank and its subsidiary companies, the Bendigo and Adelaide Bank Group provides a wide range of products including home loans, commercial mortgages, unsecured loans, investment products, insurance and superannuation.

### 3.2 Community Bank® Project

Bendigo Bank developed its Community Bank® project in response to the continuing closure of bank branches across Australia, and the subsequent effects on disenfranchised communities.

A Community Bank® branch is a means by which communities with the will and enthusiasm can enhance their future prospects by securing a conduit to the finance system.

The aims of the Community Bank® project are threefold:

- to secure branch banking services for participating communities;
- to help these communities better manage locally generated capital, and so provide them with a better return on their capital; and
- to enable participating communities to share in revenues generated from their Community Bank® enterprise.

Community Bank® branches draw on the greatest strength communities possess – their parochialism.

Through the potential to share in branch revenues, communities have the opportunity to generate profits which can be returned to support and develop the community via dividends to participating shareholders

and through projects identified and agreed to by the community.

The Community Bank® project does this by providing communities with the opportunity to manage a community owned branch of Bendigo Bank. It supposes that ownership of this management right provides local residents and businesses with a powerful incentive to conduct their financial affairs through their own local bank branch, thereby maximising revenue potential for the local enterprise.

Each branch operates as a franchise of Bendigo Bank, using the name, logo and system of operations of Bendigo Bank. The franchisees are appointed as 'authorised representatives' of Bendigo Bank for the purposes of the Corporations Act and credit representatives for the purposes of the National Consumer Credit Protection Act and manage the Community Bank® Branches on behalf of Bendigo Bank, however all transactions with customers conducted through the Community Bank® Branches are effectively conducted between the customers and Bendigo Bank.

To date, Bendigo Bank has granted franchises to operate around 277 Community Bank® Branches, located in places such as Avoca, Bayswater, Bellarine Peninsula, Carrum Downs, Coleambally, East Gosford, East Malvern, Elwood, Goomalling, Henty, Kulin, Lang Lang, Laverton, Maldon, Minyip and Rupanyup (combined franchise), Nathalia, Neerim South, Parkdale, Tambellup and Cranbrook (combined franchise), Toodyay, Toora, Upwey, Virginia, East Ivanhoe and Wentworth. Bendigo Bank has also granted a small number of commercial franchises.

### **Regulation of Franchising**

The relationship between Bendigo Bank and the Company as franchisor and franchisee is governed by the Franchising Code of Conduct (Franchising Code).

The Franchising Code is a mandatory industry code of conduct for the purposes of Section 51ACA of the Trade Practices Act 1974 (Cth) (TPA). Section 51AD of the TPA makes a contravention of the Franchising Code a contravention of Part IVB of the TPA.

The Franchising Code requires a franchisor to provide a prospective franchisee with a disclosure document, to enable the prospective franchisee to make a reasonably informed decision about entering into the franchise. The Franchising Code prescribes the information that must be included in the disclosure document. A disclosure document was provided to the Company in connection with the existing franchise arrangements for the Canterbury, Surrey Hills and Ashburton Community Bank®

Branches and a further disclosure document has been provided by Bendigo Bank to the Company in connection with the New Franchise Agreement relating to all of the Canterbury, Surrey Hills and Ashburton Community Bank® Branches and the proposed Balwyn Community Bank® Branch.

The Franchising Code requires that, prior to entering into a franchise agreement with the Company (see below), Bendigo Bank must have obtained from the Company a statement that the Company has received, read and had a reasonable opportunity to understand the disclosure document and the Franchising Code and statements as to whether the Company has obtained independent legal, accounting and business advice. The relevant statements have been provided to Bendigo Bank by the Company.

### **Existing Arrangements**

On 22 May 2002 the Company entered into the Original Franchise Agreement with Bendigo Bank pursuant to which the Company acquired rights to manage the Canterbury and Surrey Hills Community Bank® Branches of Bendigo Bank. On 8 September 2008 the Company entered into the Current Franchise Agreement under which the Original Franchise Agreement was terminated and the Company was granted the right to continue to operate and manage the Canterbury and Surrey Hills Community Bank® Branches and the right to operate and manage the Ashburton Community Bank® branch. The Canterbury and Surrey Hills Community Bank® Branches of Bendigo Bank have been operating since 2003 and the Ashburton Community Bank® branch has been operating since 2008. Information regarding the financial performance of the Company is set out in Section 4. The Company has now decided to enter into arrangements with Bendigo Bank under which the Company will acquire rights to manage and operate an additional Community Bank® Branch of Bendigo Bank, to be established in Balwyn (this is discussed further below).

To facilitate these new arrangements, the Company has entered into the New Franchise Agreement with Bendigo Bank pursuant to which, subject to the satisfaction of a number of conditions, the Company will have the right to continue to manage and provide services to the Canterbury, Surrey Hills and Ashburton Community Bank® Branches and also to manage and provide services to a new Community Bank® Branch to be established in Balwyn. The New Franchise Agreement also provides for the termination, subject to satisfaction of the conditions,

of the Current Franchise Agreement on the “Commencement Date”. The Commencement Date is the expected branch opening date for the new Balwyn Community Bank® Branch (as specified in the New Franchise Agreement), unless a different date is agreed. As at the date of this Prospectus, the only condition that has not been satisfied is the condition relating to the raising of the minimum subscription amount (see below).

The effect of these arrangements will be that the existing management rights in relation to the Canterbury, Surrey Hills and Ashburton Community Bank® Branches will terminate on the Commencement Date of the New Franchise Agreement. For customers of the Canterbury, Surrey Hills and Ashburton Community Bank® Branches, this change in arrangements should not have any material effect.

If the conditions in the New Franchise Agreement are not satisfied (or waived), the New Franchise Agreement will not terminate the Current Franchise Agreement.

The Current Franchise Agreement is for an initial period of five years for each existing Community Bank® branch, plus two options to renew each for a five year period (subject to the satisfaction of certain conditions at each renewal), as follows.

Canterbury	five years from 8 August 2008
Surrey Hills	five years from 28 February 2008
Ashburton	five years from 22 October 2008

As a practical matter, the new arrangements described above do not change this. Under the New Franchise Agreement, in relation to the Canterbury, Surrey Hills and Ashburton Community Bank® Branches, an initial term of five years from 8 August 2008, 28 February 2008 and 22 October 2008 respectively is granted, plus two options to renew each for a five year period (subject to the satisfaction of certain conditions at each renewal).

If the conditions in the New Franchise Agreement are not satisfied (or waived), the Current Franchise Agreement will continue in effect.

#### **New Franchise Arrangements**

In addition to the arrangements described above in relation to the Canterbury, Surrey Hills and Ashburton Community Bank® Branches, under the New Franchise Agreement, the Company will acquire the right to manage and provide services to a Community Bank® Branch of Bendigo Bank to be located in Balwyn.

As indicated above, the Company has entered into the New Franchise Agreement with Bendigo Bank that will govern the management of all of the Canterbury, Surrey Hills, Ashburton and Balwyn Community Bank® Branches. For ease of reference in this Prospectus, the rights granted to the Company under the New Franchise Agreement to manage and operate the Canterbury, Surrey Hills, Ashburton and Balwyn Community Bank® Branches are respectively referred to as the Canterbury, Surrey Hills, Ashburton and Balwyn Franchise Rights.

A condition to the New Franchise Agreement being granted is that the Company raises the subscription amount of \$100,000 pursuant to the Issue. If this condition in the New Franchise Agreement is not satisfied, the Company will not have the right to manage and operate the Balwyn Community Bank® Branch and the Company's right to manage and operate the Canterbury, Surrey Hills and Ashburton Community Bank® Branches will be governed by the terms of the Current Franchise Agreement.

The key features of the franchise arrangements are described below, and in Section 6 of this Prospectus.

### **3.3 Duration of Franchise**

Under the New Franchise Agreement Bendigo Bank has granted the Company the Canterbury, Surrey Hills and Ashburton Franchise Rights for initial terms of five years from 8 August 2008, 28 February 2008 and 22 October 2008 respectively and the Balwyn Franchise Rights for an initial term of five years from the Commencement Date. Pursuant to the New Franchise Agreement, the Company may seek to extend the term of any of the Canterbury, Surrey Hills, Ashburton or Balwyn Franchise Rights for (in total) two additional five year terms each (subject to satisfying the applicable conditions).

It is possible that the Company will not be able to, or may not wish to, renew the term of the Franchise Rights in relation to one or more Community Bank® Branches, but will do so in relation to others. For example, at the end of the initial terms, the Company may satisfy the conditions required in relation to one site, but not the others. In such circumstances, it is possible that the Company will continue to manage and operate only one Community Bank® Branch. It is, of course, also possible that at the end of an applicable term, the Company may not be able to, or may not wish to, renew the Franchise Rights in relation to any branch, in which case, the Company would not be able to continue and operate any branch.



A request to extend the term of any of the Canterbury, Surrey Hills, Ashburton or Balwyn Franchise Rights must be made between three and six months prior to the end of the then existing term relevant to that Franchise Right. Bendigo Bank must agree to extend the term of the particular Franchise Rights provided that the Company:

- is not in breach of the New Franchise Agreement;
- secures continued rights to possession and use of each location from which the relevant franchise is being conducted for the renewal period, and refurbishes each such location to the then current standards of Bendigo Bank franchises;
- provides the relevant statement required under the Franchising Code; and
- pays the Renewal Fees for the particular Franchise Rights being renewed under the New Franchise Agreement and pays Bendigo Bank's costs of renewing the term of the particular Franchise Rights being renewed.

These conditions must be satisfied at the end of an initial term and, in the case of any of the Franchise Rights which are extended for the first five year period, at the end of that first renewal period.

Bendigo Bank has the ability to assign or novate its rights and obligations (or any part of them) under the New Franchise Agreement at any time. However, Bendigo Bank must not assign its obligations (without the consent of the Company) unless the proposed assignee is either a related body corporate of Bendigo Bank, a person whose business includes the provision of financial services (and it is reasonable to expect that the person will be able to comply with its obligations under the New Franchise Agreement) or a person who has entered into arrangements with Bendigo Bank and/or any of the foregoing, so as to enable that person to comply with its obligations under the New Franchise Agreement. In any event, any assignee would have to continue to perform Bendigo Bank's obligations under the New Franchise Agreement.

The Company may only dispose (in any way) of, or otherwise effect or permit a change of control or ownership of, the franchises (or any one of them), the Company or the Company's interest in the franchise operations, the New Franchise Agreement (including, for example, the Canterbury, Surrey Hills, Ashburton and Balwyn Franchise Rights) or the location of any branch with the prior written consent of Bendigo Bank and with the payment of a Transfer Fee to Bendigo Bank.

Bendigo Bank also has a pre-emptive right over the sale of the Company's interest in the New Franchise Agreement, the Canterbury, Surrey Hills, Ashburton and Balwyn Franchise Rights or the branch locations.

The consequences of the termination of the New Franchise Agreement or the Canterbury, Surrey Hills, Ashburton or Balwyn Franchise Rights are discussed in Section 5.2 below.

### **3.4 Activities of Company**

#### **Branches**

The Canterbury and Surrey Hills Community Bank® Branches commenced operation in 2003 and the Ashburton Community Bank® branch commenced operation in 2008. The Canterbury, Surrey Hills and Ashburton Community Bank® Branches are open from 9.00am to 5.00pm on Monday to Friday, and from 9.00am to 12 noon on Saturdays (excluding public holidays).

In addition, the Company intends to establish the Balwyn Community Bank® Branch of Bendigo Bank in Balwyn. It is proposed that the Balwyn Community Bank® Branch will open from 9.00am to 5.00pm on Monday to Friday, and from 9.00am to 12 noon on Saturday (excluding public holidays).

It is possible, with Bendigo Bank's consent, to operate the existing and proposed Community Bank® Branches from sites in addition to, or in substitution of, the current existing or proposed sites. However, the Directors have no intention to do so at this stage.

#### **Branch Managers and Employees**

The Company currently employs Branch Managers and a number of Customer Service officers to staff the Canterbury, Surrey Hills and Ashburton Community Bank® Branches. It is envisaged that a new Branch Manager and a number of new Customer Service officers will be employed by the Company to manage and staff the proposed Balwyn Community Bank® Branch. All employees must be first approved by Bendigo Bank. It is also possible that staff will be seconded from the Bendigo and Adelaide Bank Group to the Company.

#### **Financial Products and Services**

Through the existing Canterbury, Surrey Hills and Ashburton Community Bank® Branches and the new Balwyn Community Bank® Branch, the Company will provide a range of financial products and services determined by Bendigo Bank from time to time. The products and services will include (but are not necessarily limited to) the following:

- deposit business, for example, “Ultimate” accounts, term deposits, “money extra” accounts, “classic” accounts, investment accounts and specialised rural accounts;
- personal bank products and services, for example, credit and debit cards, insurance and financial planning;
- loans and lending products, for example, home loans, investment loans, home equity loans, leasing, commercial loans, farm loans and personal loans;
- investment products, such as superannuation, Sandhurst Select products and common fund and tax-based savings products; and
- cash and cheque facilities, delivered through electronic means and ATM services.

All deposits are made with Bendigo Bank, and all personal and investment products are products of Bendigo Bank, with the Company facilitating the provision of those products. As deposits are with Bendigo Bank, they have the benefit of the Commonwealth Government’s deposit guarantee facility. The guarantee applies automatically to deposits of \$1 million or less with an ADI (Authorised Deposit Taking Institution). From 1 February 2012 the cap on the guarantee will reduce to \$250,000.

All loans, leases or hire purchase transactions, issues of new credit or debit cards, temporary or bridging finance and any other transaction that involves creating a new debt, or increasing or changing the terms of an existing debt owed to Bendigo Bank, must be approved by Bendigo Bank. All credit transactions are made with Bendigo Bank, and all credit products are products of Bendigo Bank.

The products and services available to be offered through the Canterbury, Surrey Hills, Ashburton and Balwyn Community Bank® Branches will not necessarily be the same as those offered by other Bendigo Bank branches or franchises.

#### **Other Products and Services**

In addition, the Company can offer or promote other products and services under agreements with members of the Bendigo Group if Bendigo Bank has given its prior consent. In particular, the Directors envisage that the Company may enter into a referral agreement with a member of the Bendigo Group under which the Company will, in return for a commission, offer and promote to our community non banking products and services offered by that group member. These products and services may, for example, include telecommunications services.

## **3.5 Benefits of Franchise Arrangements**

### **Name, Logo and Systems**

As part of the franchise arrangements, Bendigo Bank grants the Company the right to use its name, logo and system of operations and other relevant intellectual property rights including the trademark “Community Bank® ” for the purpose of managing the Canterbury, Surrey Hills, Ashburton and Balwyn Community Bank® Branches of Bendigo Bank. To the extent that it is able, Bendigo Bank will also give the Company reasonable access to all information and technology created or obtained by Bendigo Bank in connection with other franchises.

The Company will have the benefit of all general advertising and promotions undertaken by Bendigo Bank, in addition to the local promotional activities undertaken by the Company itself (in accordance with the controls set out in the New Franchise Agreement).

### **Assistance and Advice**

Bendigo Bank will provide significant assistance in relation to the Canterbury, Surrey Hills, Ashburton and Balwyn Community Bank® Branches including:

- advice and assistance in relation to the design, layout and fitout of each branch office;
- training for the Branch managers and other employees in banking, management systems and interface protocol; and
- assistance in the launch of the Balwyn Community Bank® Branch (assistance has already been given by Bendigo Bank in relation to the launch of the Canterbury, Surrey Hills and Ashburton Community Bank® Branches).

Bendigo Bank will continue to provide ongoing management and operational support, and other assistance and guidance in relation to all aspects of each franchise operation, including advice in relation to:

- methods and procedures for the sale of products and provision of services;
- security and cash logistic controls;
- the formulation and implementation of advertising and promotional programs; and
- sales techniques and proper customer relations.

### **Non-exclusive Franchise**

The Franchise Rights granted under the New Franchise Agreement are non-exclusive. That is, any member of the Bendigo Group is able to carry on any business (including the granting of franchises) anywhere. Further, Bendigo Bank (for example, through branches), any related body corporate of



Bendigo Bank and any Bendigo Bank franchise are entitled to be located anywhere and to market to, or deal with, persons located anywhere.

Similarly, although the location of the branches at which the franchise operations are carried on must be approved by Bendigo Bank, the Company is entitled to market to, or deal with, persons located anywhere.

### **3.6 Restrictions on Operations**

#### **Sole Purpose Company**

The New Franchise Agreement provides that, subject to the ability to provide certain other products and services (see below), the Company must not carry on any business other than managing and operating the Canterbury, Surrey Hills, Ashburton and Balwyn Community Bank® Branches of Bendigo Bank, it must not purchase a location without the approval of Bendigo, and it must not own or use any assets, or incur any liabilities, other than those required by the franchise operations.

The Company may offer or promote other products and services pursuant to an arrangement with a member of the Bendigo Group if Bendigo Bank has given its approval.

#### **Competition Restrictions**

The Company is also subject to covenants that restrict its activities both during the term of the New Franchise Agreement, and for a further three years after the New Franchise Agreement has terminated.

Pursuant to these covenants (as contained in the New Franchise Agreement), the Company must not:

- have any interest in an entity carrying on business that is substantially the same as that conducted by Bendigo Bank through its franchises, or is in competition in relation to that business or in relation to any other business carried on by the Bendigo Group;
- seek to attract any customers or employees from Bendigo Bank or any of its franchisees; or
- otherwise interfere with the business being conducted by Bendigo Bank.

Similar restrictions apply to the Directors of the Company.

#### **Bendigo Bank Involvement**

Bendigo Bank will retain a tight control over the day to day operations of the Company, which includes the provision by the Company to Bendigo Bank of regular and detailed reports. Bendigo Bank also has the right to inspect or audit the Company's franchise records.

In particular, as noted above, the products and services to be supplied through the Company will be determined by Bendigo Bank. As described in Section 3.4 above, all credit transactions must be approved by Bendigo Bank.

Further, the Company must only use Bendigo Bank's intellectual property (including its trademarks) licensed to the Company under the New Franchise Agreement in accordance with the guidelines provided by Bendigo Bank.

The Company has also been appointed as:

- an 'authorised representative' of Bendigo Bank pursuant to a separate authorised representative appointment; and
- a credit representative of Bendigo Bank (see Section 7.4 below).

### **3.7 Community Interest in the new Balwyn Community Bank® Branch**

A significant amount of work and public consultation has been undertaken in relation to the feasibility of establishing the Balwyn Community Bank® Branch of Bendigo Bank.

A preliminary public meeting was held to discuss the Community Bank® concept and the steps required to establish the Balwyn Community Bank® Branch. As a result, the Company engaged an independent consultant, AFS & Associates Pty Ltd to conduct a feasibility study in relation to the proposal.

The results of the feasibility study were presented to the Directors at a meeting held on 23 March 2011 and it was unanimously voted to proceed towards the establishment of the Balwyn Community Bank® Branch.

The results of the feasibility study are discussed in Section 4 of this Prospectus.

A similar process of consultation was undertaken in relation to the Canterbury, Surrey Hills and Ashburton Community Bank® Branches prior to their establishment.

### **3.8 Business allocated to the Company attributed to the Balwyn Community Bank® Branch**

Bendigo Bank has recorded certain new banking business originating within the Balwyn community from the date of the initial briefing (held in September 2010) referred to in Section 3.7, and will continue to do so until the date that the Balwyn Community Bank® Branch opens. This new banking business contributes to the Company's revenues.

As at 31 July 2011, the amount of new business originating from our community that has been so recorded by Bendigo Bank is as follows:

	\$
Deposits Raised	4,557,533
Loans Generated	5,889,612
Total Portfolio	10,447,145

The Company's sources of revenue from banking business are discussed further in Section 4.4 of the Prospectus.

### 3.9 The Company's Board of Directors

The management and control of the business and affairs of the Company is the responsibility of the Company's Board of Directors. There are various rules in the constitution of the Company to ensure that shareholders regularly have the opportunity to vote on the Directors. In particular, under the constitution, one third of the Directors (other than an 'exempt' managing Director – if any) will be required to retire at each annual general meeting (other than the Company's first annual general meeting), and a Director who has held office for in excess of a continuous period of three years or three annual general meetings (whichever is longer) since last elected must retire. However, Directors who so retire are eligible for re-election. In addition, persons who are appointed as Directors by the Board must retire at the next annual general meeting, but are eligible for re-election, and an employee who is a Director must retire as a Director if they cease to be an employee, but is also eligible for re-election.

Under the Constitution of the Company, each Director is required to undergo a probity check (primarily a national criminal record check) as a condition of their appointment as a Director. This rule requires that a Director will need to undergo such a check prior to their appointment as a Director or, if a Director was appointed before this rule became effective, within six months of their appointment. Directors can be required to undergo a further check every 12 months.

### 3.10 Share Price

Shares in the Company have been listed on the BSX since February 2008. While past performance cannot be taken as an indication of future performance, as at 9 September 2011 the following shares have been traded on the BSX:

Qty	Price	Date
4,000	0.45	08/07/2011
10,000	0.50	20/06/2011
11,500	0.45	09/05/2011
1,000	0.40	06/05/2011
16,000	0.45	03/05/2011

### 3.11 Dividends on Shares

Since 2009, the Company has paid and proposes to pay the following fully franked dividends to Shareholders:

Date	Cents per share
10/11/2010	5.0
21/09/2011	6.0*

\*The proposed dividend to be paid on 21/09/2011 does not apply to the bonus shares issued (see Section 3.12 below).

### 3.12 Bonus Share Issue

The Company made a Bonus Share Issue of one new share (rounded down) for every ten shares held by shareholders as at 1 September 2011 after obtaining advice from two accountancy firms regarding the value of the Company.

No additional funds were raised under this issue.

## 4. Financial information

### 4.1 Feasibility Study

A feasibility study was conducted in the Balwyn community by AFS & Associates Pty Ltd (the Balwyn Feasibility Study) to assist the Company to decide whether to proceed with establishing the Balwyn Community Bank® Branch.

The Balwyn Feasibility Study involved:

- distributing surveys to 16,000 households and businesses located in Balwyn and surrounds;
- conducting interviews with a selection of local businesses and community members; and
- reviewing the available economic information regarding the area.

Surveys were distributed in respect of personal and business banking. A copy of the Pro Forma Survey is set out in Annexure A to this Prospectus. The response rate to the surveys was as follows:

Feasibility Study Factors	Results
Surveys Distributed	16,000
Surveys Returned	821
% of Surveys Returned	5.1%
Respondents' Total Banking Business	\$292,019,500
Respondents' Banking Business Available In First Year	\$90,469,000

Prior to the establishment of the Canterbury, Surrey Hills and Ashburton Community Bank® Branches in 2003 and 2008 respectively, similar feasibility studies were undertaken in the Canterbury, Surrey Hills and Ashburton communities.

The surveys distributed in the Canterbury, Surrey Hills and Ashburton feasibility studies were not substantially different to the surveys set out in Annexure A to this Prospectus.

### 4.2 Forecasts

#### Overview of the process of preparing the forecasts

The forecasts below include in Table 1 a forecast for the Company assuming it operated and managed only the Canterbury, Surrey Hills and Ashburton Community Bank® Branches – which, as noted above, includes some banking business from the Balwyn Community. This forecast has been prepared by the Directors based on their experience to date.

In preparing forecasts, to take into account a Balwyn branch, the banking business indicated by respondents to the survey has been analysed and collated by the consultant who conducted the feasibility study.

Based on this information and the history of operations of the Canterbury, Surrey Hills and Ashburton Community Bank® Branches, the Company (together with assistance from Bendigo Bank based on its experience with its own branches and other franchises), has prepared forecasts of the interest earnings from the lending products and the interest cost of the deposits, together with forecasts of other revenue streams for the Company assuming that the Balwyn Community Bank® Branch was also operating.

The assumptions made in relation to this financial modelling conducted by the Company and Bendigo Bank are those set out below and in Sections 4.3 and 4.4.

The annual operating costs (refer to Section 4.5) were estimated by the Company on the basis of the annual operating costs incurred by the Canterbury, Surrey Hills and Ashburton Community Bank® Branches, and on the basis of other comparable Bendigo Bank branches and franchises. (This comparable information was provided, without identifying particular franchises, by Bendigo Bank.)

Tables 3, 4 and 5 also include an estimate of the revenue generated by, and an estimate of the cost of operating the Balwyn Community Bank® Branch from 1 July 2011.

The estimated annual operating costs of the Company were included to arrive at the estimated operating profit or loss before any allowance for depreciation, tax or dividends.

The Company's accountant was then provided with these figures and, as part of the accountant's role in relation to the preparation and review of the forecasts, the accountant calculated the depreciation and taxation expenses.

The process of preparation of the forecasts is discussed in detail below.

#### (a) Canterbury, Surrey Hills and Ashburton Stand Alone Forecast (see Table 1 below)

This is a forecast for the Company as a whole, assuming that the Balwyn Community Bank® Branch is not opened and assuming that the existing Canterbury, Surrey Hills and Ashburton Community Bank® Branches continues to achieve the level and type of business growth historically achieved.

**(b) Balwyn Business Volume Forecast (see Table 2 below)**

This is a forecast assuming that the Balwyn Community Bank® Branch achieves the level and type of business indicated by the survey results adjusted, in its first three years of operation, by the performance of other comparable Community Bank® Branches, and that the amount of new banking business originating within the Balwyn community will be at least \$10,447,145. See Section 4.4 Level of Business - Balwyn.

**(c) Company Forecast (see Table 3 below)**

This is a forecast for the Company as a whole, assuming that it will continue to manage the Canterbury, Surrey Hills and Ashburton Community Bank® Branches and opens the Balwyn Community Bank® Branch on 1 July 2011. The forecast for the year ended 30 June 2012 and 30 June 2013 assumes the Canterbury, Surrey Hills and Ashburton Community Bank® Branches achieve the level and type of business growth in the year as they experienced in the year ended 30 June 2011.

**(d) Company Forecast, Balwyn achieves 80% of Budget (see Table 4 below)**

This is a forecast for the Company as a whole assuming that the Company will manage the Canterbury, Surrey Hills and Ashburton Community Bank® Branches and the Balwyn Community Bank® Branch and assuming that, in the year ended 30 June 2012 and 30 June 2013 the Balwyn Community Bank® Branch achieves 80% of the volume of business assumed for the "Company Forecast" going forward (refer to Section 4.2 (c) above).

**(e) Company Forecast, Balwyn achieves 120% of Budget (see Table 5 below)**

This is a forecast for the Company as a whole assuming that the Company will manage the Canterbury, Surrey Hills and Ashburton Community Bank® Branches and the Balwyn Community Bank® Branch and assuming that, in the year ended 30 June 2012 and 30 June 2013 the Balwyn Community Bank® Branch achieves 120% of the volume of business assumed for the "Company Forecast" going forward (refer to Section 4.2 (c) above).

**Assumptions**

While the Directors have given due care and attention to adopting the forecasts in this Prospectus, they can give no guarantee that the forecast results will be achieved, since there are many factors which may impact on the ability of the Company to achieve such forecasts, which are

beyond its influence and control. Some of these factors are discussed in Section 5 below.

In particular, the forecasts for the Balwyn Community Bank® Branch are based on the feasibility study survey responses provided by community members. Community members are under no obligation to act in accordance with their responses and there is no guarantee that these results will be achieved.

The other assumptions made in relation to the survey responses and on which these forecasts are based are set out in Sections 4.4 and 4.5 below.

The impact of the Australian Goods and Services Tax is discussed in Section 4.6.

**(a) Canterbury, Surrey Hills and Ashburton Stand Alone Forecast**

**Table 1** shows that if the Company managed only the Canterbury, Surrey Hills and Ashburton Community Bank® branches, it could, if it achieves the assumed level of business for this forecast, generate a profit before tax of \$397,098 in the Year ending 30 June 2012 and \$517,133 in the Year ending 30 June 2013.

**Table 1: Canterbury, Surrey Hills and Ashburton Stand Alone Forecast**

	Year ended 30 June 2010 (Audited) \$	Year ended 30 June 2011 (Audited) \$	Year ended 30 June 2012 (Unaudited) \$	Year ended 30 June 2013 (Unaudited) \$
Revenues from ordinary activities <sup>1</sup>	2,141,558	2,698,576	2,923,078	3,253,391
Employee benefits expense <sup>2</sup>	(946,377)	(1,151,858)	(1,346,520)	(1,413,846)
Charitable donations and sponsorships <sup>2</sup>	(223,463)	(409,594)	(397,099)	(517,133)
Depreciation and amortisation expense <sup>3</sup>	(76,882)	(78,596)	(64,001)	(51,000)
General and administration expenses <sup>2</sup>	(594,202)	(607,174)	(718,360)	(754,279)
<b>Profit (loss) before tax</b>	<b>300,634</b>	<b>451,354</b>	<b>397,098</b>	<b>517,133</b>
Income tax credit (expense) <sup>4</sup>	(83,043)	(142,236)	(119,129)	(155,140)
<b>Profit (loss) after income tax</b>	<b>217,591</b>	<b>309,118</b>	<b>277,969</b>	<b>361,993</b>
<b>Earnings per share (cents per share)</b>				
Earnings per share for the period (cents)	8.40	11.93	9.75	12.70
Dividends paid or provided for (cents per share)	-	5.00	-	-

Notes:

- 1 See assumptions in Section 4.4 below.
- 2 See assumptions in Section 4.5 below.
- 3 Non current assets attributable to the Canterbury, Surrey Hills and Ashburton Community Bank® Branches will be depreciated over their useful economic life as follows:-

	Life	Year ended 30 June 2010 (Audited) \$	Year ended 30 June 2011 (Audited) \$	Year ended 30 June 2012 (Unaudited) \$	Year ended 30 June 2013 (Unaudited) \$
<b>Depreciation of non current assets</b>					
Plant & Equipment	1 - 13.3 years	30,960	32,674	28,000	26,000
<b>Amortisation of non current assets</b>					
Intangibles	5 years	45,922	45,922	36,001	25,000
<b>Total</b>		<b>76,882</b>	<b>78,596</b>	<b>64,001</b>	<b>51,000</b>

- 4 Income tax at the company tax rate of 30% has been applied to profit (loss) before tax. The income tax expense may vary depending upon the allowable deductions applicable to the Company under current income tax legislation.

**(b) Balwyn Business Volume Forecast**

**Table 2** shows business identified in the Balwyn Feasibility Study results adjusted (as described above) based on the average trading performances of existing comparable Community Bank® Branches. The forecast also includes the new business originating from the Balwyn community that is already contributing to the Company revenue. As described in Section 3.8, the amount of new business originating from the Balwyn community that is already contributing to the Company revenue is \$10,447,145. This figure was determined as at 31 July 2011.

**Table 2: Balwyn Business Volume Forecast**

	<b>Year ended 30 June 2012 (Unaudited) \$</b>	<b>Year ended 30 June 2013 (Unaudited) \$</b>	<b>Year ended 30 June 2014 (Unaudited) \$</b>
Deposits Raised	16,693,199	23,416,061	27,571,341
Loans Generated	15,270,166	25,156,017	33,237,703
Total Portfolio	31,963,365	48,572,078	60,809,044



### (c) Company Forecast

**Table 3** shows that the Company could, if it achieves the assumed level of business for this forecast, generate a profit before tax of \$163,072 in the Year ended 30 June 2012 and a profit before tax of \$427,370 in the Year ended 30 June 2013. This table assumes that the Company will manage the existing Canterbury, Surrey Hills and Ashburton Community Bank® branches and the new Balwyn Community Bank® Branch from 1 July 2011.

**Table 3: Company Forecast**

	Year ended 30 June 2010 (Audited) \$	Year ended 30 June 2011 (Audited) \$	Year ended 30 June 2012 (Unaudited) \$	Year ended 30 June 2013 (Unaudited) \$
Revenues from ordinary activities <sup>1</sup>	2,141,558	2,698,576	3,172,529	3,686,667
Employee benefits expense <sup>2</sup>	(946,377)	(1,151,858)	(1,664,610)	(1,710,579)
Charitable donations and sponsorships <sup>2</sup>	(223,463)	(409,594)	(163,072)	(427,369)
Depreciation and amortisation expense <sup>3</sup>	(76,882)	(78,596)	(88,547)	(75,546)
General and administration expenses <sup>2</sup>	(594,202)	(607,174)	(1,093,228)	(1,045,803)
<b>Profit (loss) before tax</b>	<b>300,634</b>	<b>451,354</b>	<b>163,072</b>	<b>427,370</b>
Income tax credit (expense) <sup>4</sup>	(83,043)	(142,236)	(70,522)	(128,811)
<b>Profit (loss) after income tax</b>	<b>217,591</b>	<b>309,118</b>	<b>92,550</b>	<b>298,559</b>
<b>Earnings per share (cents per share)</b>				
Earnings per share for the period (cents)	8.40	11.93	3.09*	9.95*
	N/A	N/A	2.76**	8.91**
Dividends paid or provided for (cents per share)	-	5.00	-	-

\*Assumes minimum shares issued under this prospectus on 30 June 2011.

\*\*Assumes maximum shares issued under this prospectus on 30 June 2011.

Notes:

- 1 See assumptions in Section 4.4 below.
- 2 See assumptions in Section 4.5 below.
- 3 Non current assets attributable to the Canterbury, Surrey Hills, Ashburton and Balwyn Community Bank® Branches will be depreciated over their useful economic life as follows:-

	Life	Year ended 30 June 2010 (Audited) \$	Year ended 30 June 2011 (Audited) \$	Year ended 30 June 2012 (Unaudited) \$	Year ended 30 June 2013 (Unaudited) \$
<b>Depreciation of non current assets</b>					
Plant & Equipment	1 - 40 years	30,960	32,674	50,546	48,546
<b>Amortisation of non current assets</b>					
Intangibles	5 years	45,922	45,922	38,001	27,000
<b>Total</b>		<b>76,882</b>	<b>78,596</b>	<b>88,547</b>	<b>75,546</b>

- 4 See note 4 to Table 1 above.

The following forecasts illustrates how a change in the level of business generated by the Balwyn Community Bank® Branch affects the forecast in Table 3 above.

For these tables all other assumptions described in Sections 4.4 and 4.5 remain the same – (see Section 4.6 for a discussion of the impact of the Goods and Services Tax).

**(d) Company Forecast, Balwyn achieves 80% of Budget**

**Table 4** shows that the Company could, if it only achieves 80% of the level of business assumed for the Balwyn Community Bank® Branch, generate a profit before tax of \$144,266 in the Year ended 30 June 2012 and a profit before tax of \$374,712 in the Year ended 30 June 2013. This table also assumes that the Company will manage all of the existing Canterbury, Surrey Hills and Ashburton Community Bank® branches and the new Balwyn Community Bank® Branch from 1 July 2011.

**Table 4: Company Forecast, Balwyn achieves 80% of Budget**

	<b>Year ended 30 June 2010 (Audited) \$</b>	<b>Year ended 30 June 2011 (Audited) \$</b>	<b>Year ended 30 June 2012 (Unaudited) \$</b>	<b>Year ended 30 June 2013 (Unaudited) \$</b>
Revenues from ordinary activities <sup>1</sup>	2,141,558	2,698,576	3,153,723	3,634,009
Employee benefits expense <sup>2</sup>	(946,377)	(1,151,858)	(1,664,610)	(1,710,579)
Charitable donations and sponsorships <sup>2</sup>	(223,463)	(409,594)	(163,072)	(427,369)
Depreciation and amortisation expense <sup>3</sup>	(76,882)	(78,596)	(88,547)	(75,546)
General and administration expenses <sup>2</sup>	(594,202)	(607,174)	(1,093,228)	(1,045,803)
<b>Profit (loss) before tax</b>	<b>300,634</b>	<b>451,354</b>	<b>144,266</b>	<b>374,712</b>
Income tax credit (expense) <sup>4</sup>	(83,043)	(142,236)	(64,880)	(113,014)
<b>Profit (loss) after income tax</b>	<b>217,591</b>	<b>309,118</b>	<b>79,386</b>	<b>261,698</b>
<b>Earnings per share (cents per share)</b>				
Earnings per share for the period (cents)	8.40	11.93	2.65*	8.72*
	N/A	N/A	2.37**	7.81**
Dividends paid or provided for (cents per share)	-	5.00	-	-

\*Assumes minimum shares issued under this prospectus on 30 June 2011.

\*\*Assumes maximum shares issued under this prospectus on 30 June 2011.

Notes:

1 See assumptions in Section 4.4 below.

2 See assumptions in Section 4.5 below.

3 See note 3 to Table 3 above.

4 See note 4 to Table 1 above.

**(e) Company Forecast, Balwyn achieved 120% of Budget**

**Table 5** shows that the Company could, if it achieves 120% of the level of business assumed for the Balwyn Community Bank® Branch, generate a profit before tax of \$181,868 in the Year ended 30 June 2012 and a profit before tax of \$480,028 in the Year ended 30 June 2013. This table also assumes that the Company will manage all of the existing Canterbury, Surrey Hills and Ashburton Community Bank® Branches and the new Balwyn Community Bank® Branch from 1 July 2011.

**Table 5: Company Forecast, Balwyn achieves 120% of Budget**

	<b>Year ended 30 June 2010 (Audited) \$</b>	<b>Year ended 30 June 2011 (Audited) \$</b>	<b>Year ended 30 June 2012 (Unaudited) \$</b>	<b>Year ended 30 June 2013 (Unaudited) \$</b>
Revenues from ordinary activities <sup>1</sup>	2,141,558	2,698,576	3,191,325	3,739,325
Employee benefits expense <sup>2</sup>	(946,377)	(1,151,858)	(1,664,610)	(1,710,579)
Charitable donations and sponsorships <sup>2</sup>	(223,463)	(409,594)	(163,072)	(427,369)
Depreciation and amortisation expense <sup>3</sup>	(76,882)	(78,596)	(88,547)	(75,546)
General and administration expenses <sup>2</sup>	(594,202)	(607,174)	(1,093,228)	(1,045,803)
<b>Profit (loss) before tax</b>	<b>300,634</b>	<b>451,354</b>	<b>181,868</b>	<b>480,028</b>
Income tax credit (expense) <sup>4</sup>	(83,043)	(142,236)	(76,161)	(144,609)
<b>Profit (loss) after income tax</b>	<b>217,591</b>	<b>309,118</b>	<b>105,707</b>	<b>335,419</b>
<b>Earnings per share (cents per share)</b>				
Earnings per share for the period (cents)	8.40	11.93	3.52*	11.18*
	N/A	N/A	3.16**	10.01**
Dividends paid or provided for (cents per share)	-	5.00	-	-

\*Assumes minimum shares issued under this prospectus on 30 June 2011.

\*\*Assumes maximum shares issued under this prospectus on 30 June 2011.

Notes:

1 See assumptions in Section 4.4 below.

2 See assumptions in Section 4.5 below.

3 See note 3 to Table 3 above.

4 See note 4 to Table 1 above.

## 4.3 Sensitivity

The forecasts will be affected by the following factors:

- the extent to which the business generated by the Canterbury, Surrey Hills and Ashburton Community Bank® Branch vary from the business generated by those branches in the past, including the impact of the Balwyn Community Bank® Branch;
- the extent to which the business generated by the Balwyn Community Bank® Branch varies from the Balwyn Feasibility Study responses including:
  - the value of the accounts;
  - different business mixes;
  - the timing of writing the business; and
  - account retention;
- the assumption that the Balwyn Community Bank® Branch commences trading in 1 July 2011;
- the extent to which new banking business originating within the Balwyn community from the date of the meeting at which it was resolved to proceed towards the establishment of the Balwyn Community Bank® Branch is retained following the opening of the Balwyn Community Bank® Branch;
- interest rate variations (though see Section 4.4 below); and
- operating costs containment.

## 4.4 Revenue

### Revenue Calculation

The estimated revenue for each year is the amount that is estimated to be earned by the Company under the New Franchise Agreement on the basis of the levels of business forecast for that year (see below).

The New Franchise Agreement provides for three types of revenue that may be earned by the Company.

First, the Company is entitled to 50% of the monthly gross margin earned by Bendigo Bank on products and services provided through the Company that are regarded as “day to day” banking business (ie ‘margin business’). This arrangement also means that if the gross margin reflects a loss (that is, the gross margin is a negative amount), the Company effectively incurs, and must bear, 50% of that loss.

The second source of revenue for the Company is commission paid by Bendigo Bank on the other products and services provided through the Company (ie ‘commission business’).

The initial list of products and services to be provided by the Company is set out in Section 3.4. The New

Franchise Agreement provides that a commission is currently payable on various specified products and services, including insurance, financial planning, common fund, Sandhurst Select, superannuation, commercial loan referrals, products referred by Rural Bank, leasing referrals, fixed loans and certain term deposits (>90 days), and that all other products and services are taken into account in determining the gross margin. The amount of commission payable can be varied in accordance with the New Franchise Agreement (which, in some cases, permits commissions to be varied at the discretion of Bendigo Bank). Bendigo Bank has previously exercised this discretion on several occasions. For example in February 2011 Bendigo Bank reduced commissions on two core banking products to ensure a more even distribution of income between Bendigo Bank and its Community Bank® partners. The revenue share model is subject to regular review to ensure that the interests of Bendigo Bank and Community Bank® companies remain balanced. However, for the purposes of the forecasts, it has been assumed that the rates of commission payable to the Company will not vary during the forecast period.

The third source of revenue is a proportion of the fees and charges (ie, what are commonly referred to as ‘bank fees and charges’) charged to customers to which the Company may be entitled. This proportion (if any) is determined by Bendigo Bank, may vary between products and services and may be amended by Bendigo Bank from time to time. For the purposes of these forecasts, it has been assumed that the proportions will not vary during the forecast period.

As it is too uncertain to determine whether any revenue (and, if so, how much) will be generated by the Company in promoting or offering “non banking” products or services during the forecast period (see Section 3.4), no such revenue has been included in any forecast.

### Description of Business

The following types of business are currently generated by the Canterbury, Surrey Hills and Ashburton Community Bank® Branches and were also covered by the Balwyn Feasibility Study:

- Deposits  
“Deposits raised” comprises personal and business savings accounts, cheque accounts and term deposits. Of these products, savings and cheque accounts and term deposits of less than 90 days are included in the calculation of the monthly gross margin. Term deposits of more than 90 days earn a commission.

- Loans  
“Loans generated” comprises personal and business overdrafts, personal loans, home loans, business leasing and hire purchase and other business loan facilities. Of these products and services, overdrafts, personal loans and flexible home loans are margin business and fixed home loans, leasing, hire purchase and other business loan facilities are commission business.
- Other  
“Other business” consists of superannuation products, which are commission based products. As discussed in Section 4.2 above, the forecasts do not take into account any income for superannuation.

#### **Level of Business - Canterbury, Surrey Hills and Ashburton**

In preparing the forecasts in Tables 1, 3, 4 and 5 for the years ended 30 June 2012 and 30 June 2013, it has been assumed that the level of growth the Canterbury, Surrey Hills and Ashburton Community Bank® Branches have historically experienced will continue.

#### **Level of Business – Balwyn**

The business volume forecast (Table 2) and the revenue for the financial years ending 30 June 2012 and 30 June 2013 in Tables 3, 4 and 5 in section 4.2 above is based upon the feasibility study results, as modified based on the average trading performances of existing comparable Community Bank® Branches in each of their first three years of operation and that at least \$10,447,145 is retained by the Company following the opening of the Balwyn Community Bank® Branch (see Section 3.8).

The Directors understand that Bendigo Bank regularly collates data on, and analyses the performance of, the existing Community Bank® Branches and, based on this, the feasibility study results are modified to produce the modified Forecast. Based on discussions with Bendigo Bank, the Directors believe that this process produces forecasts that are more reliable than simply relying on the feasibility study results, as the modified Forecast builds in the experience of other Community Bank® Branches.

Set out below is a more detailed explanation of how the forecast for the Balwyn Community Bank® Branch is produced.

- Bendigo Bank identifies existing Community Bank® Branches that are comparable to the proposed Balwyn Community Bank® Branch and then calculates the average volume of loans

and average volume of deposits these branches have achieved in each of their first three years of operation. In determining whether an existing Community Bank® Branch is considered “comparable” to the proposed Balwyn Community Bank® Branch, Bendigo Bank considers a range of factors, including whether it is located in a community with a similar population and similar demographic profile to the Balwyn community and whether the volume of business carried on by the existing branch is similar to that expected to be carried on by the Balwyn Community Bank® Branch.

- The average volume of loans and average volume of deposits for the comparable branches for each of their first three years of operation are then compared to the anticipated volume of loans and deposits identified in the feasibility study results for those branches to produce the factor by which the feasibility study results for the proposed Balwyn Community Bank® Branch should be modified.
- The relevant factor is then applied to each of the product groups identified in the feasibility study to produce the results for each of Year 1, Year 2 and Year 3 in the “Modified Forecast”. This is discussed further in Section 4.4 below.

By way of an overview, the statistics generated for the performance of all the branches across the Community Bank® network demonstrate that while individual Community Bank® Branch performances vary from branch to branch, and month to month, on average the actual performance of deposit products of each branch exceeds the amounts of deposit business respondents indicated they would transfer to the branch. However, lending products for each branch are more difficult to convert and so may fall short of the amounts of lending business respondents indicated they would transfer to the branch, especially in the first 12 months of operation. These results also show that the superannuation business identified in the surveys has proved difficult to convert. Therefore, the forecasts do not take into account any income for superannuation.

In Table 4 and 5, it has been assumed that the Balwyn Community Bank® Branch will only achieve 80% and 120% (respectively) of the volume of business assumed for the corresponding periods in Table 3.

## Survey Responses

The following additional assumptions were made in relation to the Balwyn Feasibility Study responses:

- no allowance is made for financial seasonality  
- survey responses indicating current account balances were considered to be equal to the average annual account balances;
- averages are used for the ranges indicated on the survey forms (ie \$0-\$5,000 is taken to be \$2,500);
- specific amounts have been used where indicated in the response;
- the maturity profile of term deposits has been regarded as 1/4 less than 90 days and 3/4 greater than 90 days;
- home loans have been regarded as 3/4 variable and 1/4 fixed interest loans;
- in Year 1 in all forecasts based on the Balwyn Feasibility Study results (Tables 3, 4 and 5), it has been assumed that deposits will be transferred to the Balwyn Community Bank® Branch equally each month. However, as loans can be slower to convert, this is not assumed for loans – rather, the total loans for Year 1 are divided by 12 and it is assumed that, based on this per month amount, only 50% will be written in each of months 1-4, 100% will be written in each of months 5-8, but 150% will be written in each of months 9-12. In Year 2 and Year 3 in Table 2 of the forecast, it is assumed that deposits and loans will be transferred to the Balwyn Community Bank® Branch equally each month;
- no allowance has been made for revenue generated from products or services other than the deposit and loan business specified in the survey and revenue generated from non Bendigo Bank customers using existing ATM's at the Company's branches and the proposed ATM at the Balwyn branch.

## Interest Rates

Interest rates (as set out below) within broad product groups have been adopted across all revenue forecasts.

Product	Rate
Personal Transaction Account	2.11%
Business Cheque Account	1.55%
Term Deposits ≤ 90 days	5.56%
Home Loans	7.21%
Home Equity Loans	10.60%
Credit Cards	8.73%
Overdrafts (Business)	10.60%
Personal Loans	11.71%

The rates in the above table represent a weighted average of the interest earned on products within each product group listed across five comparable Community Bank® branches. They are included in the Prospectus solely for the purpose of providing information concerning the rates of interest used in preparing the forecasts and do not purport to represent a market interest rate that customers of any Bendigo Bank® Branch should expect to be offered. The interest rates were determined as at 31 July 2011 and reflect the rates current at the time the forecasts were prepared. Although some of these rates would now be likely to have changed given movements in market interest rates in the intervening period, the margins that the Company could expect to receive on these products and services have not changed in any material respect. As indicated below, it is changes in the interest rate margin that would be expected to affect the profitability of the Company.

In determining the profitability of a Community Bank® Branch (as with any other bank branch), one factor is the interest rate margin. The interest rate margin can be described as the difference between the interest rate earned on lending products as compared to the interest rate paid out on deposits and investments. If interest rates change over the period of the forecasts in this Prospectus, the profitability of the branch may not be affected, if the interest rate margin remains unchanged.

However, as the interest rate margin changes, so does the profitability of the branch. It is estimated that an increase/decrease of 0.1% in the interest rate margin would increase/decrease the Company's gross revenue as at 30 June 2012 by \$151,607.

## ATM Fees

The forecasts in this Prospectus contain an estimate of the amount of fees generated from non Bendigo Bank customers using the Company's existing ATM at Canterbury, Surrey Hills and Ashburton and the proposed ATM at Balwyn.

## 4.5 Establishment and Operating Costs

The following costs will be incurred by the Company:

- the initial investment required to establish the Balwyn Community Bank® Branch and commence operations; and
- the annual operating costs of the Canterbury, Surrey Hills and Ashburton Community Bank® Branches and the Balwyn Community Bank® Branch.



### **Establishment Costs**

The costs to establish the Balwyn Community Bank® Branch and commence operations include:

- the Initial Fees and training costs payable under the New Franchise Agreement in relation to the Balwyn Community Bank® Branch;
- site modifications and IT establishment in relation to the Balwyn Community Bank® Branch;
- legal and accounting costs (including the costs of undertaking this Issue);
- the costs of the opening launch of the Balwyn Community Bank® Branch;
- Balwyn Feasibility Study; and
- working capital.

### **Annual Operating Costs**

The operating costs of the Company have been incorporated in the forecasts in Section 4.2.

These costs include:

- share registry fees;
- labour (Branch Managers and Customer Service officers) and related costs (eg uniforms);
- occupancy and outgoings;
- marketing;
- bad debts and other credit expenses;
- IT equipment, running costs and support costs;
- insurance;
- phone and fax;
- postage and stationery;
- cash logistics;
- security monitoring and maintenance;
- travel and accommodation;
- repairs and maintenance;
- automatic teller machines (ATMs);
- accountancy and secretarial;
- annual audit fees; and
- annual BSX listing and quotation fees.

## **4.6 Goods and Services Tax**

The Goods and Services Tax (GST) legislation took effect from 1 July 2000. The impact of the GST on providers of financial services is quite different from its impact on other businesses. Most businesses are able to claim back all GST paid on business inputs. This is not the case for providers of 'financial supplies'. Providers of 'financial supplies' are input taxed. This means that they can not charge GST on these 'financial supplies' and can not claim back all the GST paid on their inputs.

The regulations distinguish between a financial supply "provider" who makes a financial supply and a "facilitator" who facilitates a financial supply made by another entity. Generally, supplies by a "financial supply facilitator" are not financial supplies and would therefore be subject to GST.

The Company is a "financial supply facilitator" and it is able to reclaim GST it incurs on its business inputs but will also be required to account for GST on its revenues.

For the purposes of the forecasts in this Prospectus, it has been assumed that the services which the Company provides to Bendigo Bank are subject to GST, and the tax paid on purchases of inputs to the business will be able to be reclaimed in full. The revenues stated in the forecasts are net of GST and the costs are net of input tax credits.

## 4.7 Pro Forma Balance Sheet

Set out below is an unaudited Pro Forma Balance Sheet for the Company showing the actual position prior to the date of Issue and alternative unaudited Pro Forma Balance Sheets showing the effect of the Issue.

	Actual as at 30 June 2011 \$ (Audited)	Unaudited Pro Forma as at 30 June 2011 <sup>1&amp;3</sup> \$ (Unaudited)	Unaudited Pro Forma as at 30 June 2011 <sup>2&amp;3</sup> \$ (Unaudited)
<b>Current Assets</b>			
Cash assets	554,644	262,654	662,654
Receivables	738,721	738,721	738,721
<b>Total Current Assets</b>	<b>1,293,365</b>	<b>1,001,375</b>	<b>1,401,375</b>
<b>Non Current Assets</b>			
Property, plant and equipment	293,273	583,273	583,273
Intangible assets	124,048	226,038	226,038
<b>Total Non-Current Assets</b>	<b>417,321</b>	<b>809,311</b>	<b>809,311</b>
<b>Total Assets</b>	<b>1,710,686</b>	<b>1,810,686</b>	<b>2,210,686</b>
<b>Current Liabilities</b>			
Payables	148,803	178,803	178,803
Current tax liability	78,710	78,710	78,710
Provisions	34,941	34,941	34,941
<b>Total Current Liabilities</b>	<b>262,454</b>	<b>292,454</b>	<b>292,454</b>
<b>Total Liabilities</b>	<b>262,454</b>	<b>292,454</b>	<b>292,454</b>
<b>Net Assets</b>	<b>1,448,232</b>	<b>1,518,232</b>	<b>1,918,232</b>
<b>Equity</b>			
Issued capital <sup>4</sup>	1,302,239	1,402,239	1,802,239
Less: equity raising costs	-	(30,000)	(30,000)
Retained earnings	145,993	145,993	145,993
<b>Contributed Equity</b>	<b>1,448,232</b>	<b>1,518,232</b>	<b>1,918,232</b>

### Notes

- 1 Assumes the offer is fully subscribed and no oversubscriptions are accepted, and all shares have been allotted.
- 2 Assumes the offer is fully subscribed and the maximum amount of oversubscriptions are accepted, and all shares have been allotted.
- 3 This Pro Forma Balance Sheet shows the position assuming that amounts due to Bendigo Bank under the New Franchise Agreement have been paid – refer to Section 6.
- 4 Issued shares at 1 September 2011 totalled 2,849,957 after the allotment of bonus shares. The bonus shares were issued at one for every ten shares held by shareholders. No additional funds were raised from this issue. A reconciliation of the shares and issued capital as at 1 September 2011 is as follows:

1,092,062	ordinary shares fully paid to 0.82 cents	\$895,491
406,748	ordinary shares fully paid to \$1.00	\$406,748
1,092,062	bonus shares issued on 3/10/08	-
259,085	bonus shares issued on 1/9/11	-
2,849,957		\$1,302,239

- 5 The Board has determined that a dividend of \$155,452 (6 cents per share) shall be paid on 21 September 2011. All shareholdings on the register of shares on 31 August 2011 shall be entitled to the dividend. This proposed dividend payment has not been included in the above Pro Forma Balance Sheet.

## 4.8 International Financial Reporting Standards

For reporting periods beginning on or after 1 January 2005, the Company must comply with International Financial Reporting Standards (IFRS) as issued by the Australian Accounting Standards Board. The first financial year to which IFRS applies to the Company was the Year ended 30 June 2006.

All financial information disclosed in this Prospectus has been prepared in accordance with IFRS.

## 5. Risk Factors

### 5.1 Introduction

Potential investors should consider the risks of investing in the Company carefully before making an investment decision. Your investment is not guaranteed by Bendigo Bank.

Particular investment risks arise due to the specific purpose for which the Company has been established and the specific nature of the business to be conducted by the Company, that is, to manage four Community Bank® Branches of Bendigo Bank pursuant to the New Franchise Agreement with Bendigo Bank.

An investment in the Company is also affected by the business risks to which the Company will be subject, which may affect the success of the Company and, accordingly, its ability to pay dividends and its ongoing operation.

The following Sections highlight some of the key risks associated with an investment in the Company. There may also be other risks.

### 5.2 Investment Risk

#### Dividends

The Directors have established a policy whereby profits will, as a general rule, be applied at the discretion of the Directors in one or more of the following ways:

- in payment of dividends to shareholders (subject to the limit described below);
- towards community or charitable projects as determined by the Directors from time to time; or
- as working capital.

The timing and payment of dividends is dependent on many factors which affect future profits and the financial position of the Company. Dividends will be determined by the Directors according to actual results, financial position, capital requirements, operating costs and economic conditions at the time. There will also be an assessment by the Directors of the needs of any worthwhile community or charitable projects. Further, in recognition of the aims of the Company to deliver social and economic benefits to the community (in addition to, if possible, a return to shareholders), the Company has agreed that in any 12 month period, the aggregate of the profits or funds of the Company distributed to shareholders

(whether by way of dividends, bonus shares or otherwise) must not, except in the case of a winding up, exceed the Distribution Limit. The Distribution Limit is the greater of:

- (a) 20% of the profit or funds of the Company otherwise available for distribution to shareholders in that 12 month period; and
- (b) subject to the availability of distributable profits, the relevant rate of return multiplied by the average level of share capital over that 12 month period (as determined by Bendigo Bank in consultation with the Company). The relevant rate of return is equal to the weighted average interest rate on 90 day bank bills over that 12 month period (as determined by Bendigo Bank) plus 5%.

For the purposes of calculating the Distribution Limit, “profit” shall be determined by reference to all applicable accounting standards pursuant to the Corporations Act and will be calculated before:

- any tax, including GST;
- eligible contributions to Bendigo Bank’s Community Enterprise™ Foundation (or any of its sub-funds or successor(s)); and
- community contributions or donations made by the Company that would have been eligible contributions to Bendigo Bank’s Community Enterprise™ Foundation (or any of its sub-funds or successor(s)).

Of course, the actual amounts distributed to shareholders may be less than the Distribution Limit.

The Company has paid dividends previously but there is no guarantee they will continue to do so.

#### Trading in Shares

The Company provides members of the community with the opportunity to contribute to establishing and maintaining the Canterbury, Surrey Hills and Ashburton Community Bank® Branches of Bendigo Bank and the Balwyn Community Bank® Branch of Bendigo Bank. The community nature of the Company is reflected in the provisions of its constitution relating to voting rights and limits on shareholding interests (see Sections 7.1 to 7.3 below).

Because of the community based nature of the Company, it is not envisaged that there will be significant trade in shares in the Company. Accordingly, there may be limited opportunities for members to recoup their investment in the Company by disposing of their Shares.

In particular, while the Company is listed and its Shares are quoted on the BSX (and the Directors intend to apply for quotation on BSX of the Shares

issued pursuant to this Prospectus), as listing and quotation impose additional obligations and costs on the Company, it is possible that in the future, the Directors will form the view that listing and quotation is no longer in the best interests of the Company.

Even if the Company remains listed on BSX, it is not anticipated that an active market for trading of the Shares will develop. For example, the restrictions on shareholding interests may limit those persons who are able to purchase Shares in the Company. If the market for the Shares is not liquid, it is possible that the market price of the Shares may not reflect the true underlying value of the Company.

Further, the market price of the Shares will fluctuate due to various factors, including general movements in the Australian equity market (which, in turn, is influenced by the international equity markets), investor perceptions, local and worldwide economic conditions, movements in interest rates and specific factors affecting the performance and financial position of the Company and its business.

In addition, in the case of some companies listed on a stock market, it is possible that their share price may include a “control premium” to reflect the fact that a person may wish to acquire sufficient shares in the Company to gain control of the Company and, to do so, the acquirer would need to pay a premium above the underlying share price. It is unlikely that such a premium will be present in the case of the Shares (or will be paid by an acquirer), given the restrictions on share ownership in the constitution and the fact that a change of control of the Company may trigger a termination of the New Franchise Agreement.

In summary therefore, it is possible that the market price of the Shares may be lower than the issue price under the Offer or otherwise may not reflect the true underlying value of the Company or its performance. While this risk applies to all investments in any securities on any stock market, it applies particularly so here given the community nature of the Company (for example, the restriction on dividend payments), the limitations on share ownership, the restrictions on the business activities of the Company and the likelihood of an illiquid market.

### **Termination of Franchise**

The New Franchise Agreement provides for a maximum possible term of 15 years for the Canterbury, Surrey Hills, Ashburton and Balwyn Franchise Rights (see Section 3.3 above), after which the continued operation of each Community Bank® Branch will be subject to further negotiations with

Bendigo Bank. Bendigo Bank also has broad rights to terminate the New Franchise Agreement (see Section 6 below), the Canterbury, Surrey Hills and Ashburton and Balwyn Franchise Rights, in particular, if the relevant franchise operation is not profitable.

If the New Franchise Agreement itself is terminated, the Canterbury, Surrey Hills, Ashburton and Balwyn Franchise Rights would also terminate. However, if for example the Canterbury Franchise Rights alone are terminated, the Surrey Hills, Ashburton and Balwyn Franchise Rights would not, by that fact alone, necessarily terminate (and vice versa). In other words, it is possible that the Company may end up managing and operating only some of the Community Bank® Branches.

The Company is not entitled to any payment upon termination of the New Franchise Agreement or of the Canterbury, Surrey Hills, Ashburton or Balwyn Franchise Rights, though it would be entitled to the net proceeds of the sale of a franchise operation if, at its discretion, Bendigo Bank proceeded with such a sale after termination (see Section 6 below).

There are no restrictions on where Bendigo Bank (or any of its related bodies corporate or other Bendigo Bank franchisees) may carry on business or be located (either before, during or after the term of the New Franchise Agreement – see Section 3.5 above).

On the expiration or earlier termination of the New Franchise Agreement, the Company is prohibited from carrying on a substantially similar business for three years.

There are also restrictions on the ability of the Company to dispose of its rights in the franchises, the New Franchise Agreement (including the Canterbury, Surrey Hills and Ashburton and Balwyn Franchise Rights), the franchise operations or the branch locations (see Section 3.3 above). If the Company owns the premises from which a Community Bank® Branch operates, on termination of the New Franchise Agreement Bendigo Bank may require the Company to enter into an agreement to lease the premises to Bendigo Bank for the purposes of Bendigo Bank continuing to operate the business from that premises.

## 5.3 Business Risks

### Sole Purpose Company

The Company will essentially be a sole purpose company.

Subject to the ability to offer and promote other products and services under agreements with Bendigo Group members that have been approved by Bendigo Bank, the Company's only business will be managing the Canterbury, Surrey Hills, Ashburton and Balwyn Community Bank® Branches.

### Revenue & Level of Banking Business

Although all transactions conducted through the Community Bank® Branches will actually be conducted with Bendigo Bank, the effect of the gross margin sharing arrangement (as described in Section 4.4) is that the Company bears the risk of generating sufficient income from the banking business to derive a profit.

It is important to recognise that the forecasts presented in Section 4.2 are based (in part) on the Balwyn Feasibility Study responses, and there is no obligation on respondents to transfer the business indicated in the survey. There is also no certainty that the new banking business originating within the Balwyn community from September 2010 will be retained following the opening of the Balwyn Community Bank® Branch. Accordingly, there is no guarantee that the results set out in Section 4 will be achieved. In addition, part of the revenue earned by the Company is based on commission and fee income on certain products and services, and the commission and fees payable to the Company can be varied (in some cases, at the discretion of Bendigo Bank).

The ability of the Company to generate new business is subject to factors beyond the control of the Company.

The level of banking business conducted through the Canterbury, Surrey Hills and Ashburton Community Bank® Branches and the Balwyn Community Bank® Branch will be affected by general economic conditions, in particular, the effect of interest rate movements on the interest rates offered by Bendigo Bank.

As part of the Community Bank® concept, the Canterbury, Surrey Hills and Ashburton Community Bank® Branches were established and the Balwyn Community Bank® Branch is being established, in part, given the current level of banking facilities available in the Canterbury, Surrey Hills and Ashburton and Balwyn communities. It should be recognised that the Company will face competition

from other financial service providers (including, possibly, other branches and franchises of Bendigo Bank) whether located in the Canterbury, Surrey Hills, Ashburton or Balwyn communities or in nearby communities or from other providers that are able to deliver such services remotely (for example, through the internet or over the phone). It is also possible that, in the future, other financial service outlets could seek to open in the Canterbury, Surrey Hills, Ashburton or Balwyn communities, particularly if the Community Bank® Branches are successful.

### Branch Operations

Like any small business, the Branch Managers and employees will have a key role in the success of each of the Canterbury, Surrey Hills, Ashburton and Balwyn Community Bank® Branches. The Branch Managers and employees of each branch will be responsible for promoting the branch, and providing a level of service and support that will engender ongoing relationships with customers. The ability of the Branch managers to communicate effectively with representatives of Bendigo Bank, and represent the interests of the Community Bank® Branches, will also be critical to the smooth operation of the branches.

### Security Risks (eg armed robbery)

Although all cash deposits made through the Canterbury, Surrey Hills, Ashburton and Balwyn Community Bank® Branches will be transferred to Bendigo Bank, the Company will bear the risk of implementing procedures for handling and transferring such deposits. For example, the risk of robbery is inherent in the nature of the Company's business of managing Community Bank® Branches of Bendigo Bank.

Under the New Franchise Agreement, the Company is responsible for ensuring that at all times it has in place, to the satisfaction of Bendigo Bank, appropriate security and cash logistic controls. This may require the Company to make modifications to the fitout of its Community Bank® Branch premises or incur other security-related expenses that are not anticipated at the date of this Prospectus.

### Four Branches

The Company will manage and operate four Community Bank® Branches of Bendigo Bank. Thus, shareholders of the Company will share the risks, and rewards, of all four branches. For example, it is possible that losses from one branch could offset the profits from the other branches. Similarly, should the Company incur any liabilities in respect of one branch, all assets of the Company (including assets relating to the other branches) would be available to meet those liabilities.



## 5.4 Relationship with Bendigo Bank

### Success of Bendigo Bank

The Canterbury, Surrey Hills and Ashburton Community Bank® Branches operate and the Balwyn Community Bank® Branch will operate under the Bendigo Bank name and (subject to any products and services approved by Bendigo Bank) that may be provided under agreements with Bendigo Group members, will only provide Bendigo Bank products and services.

Accordingly, the success of the Company is, to a significant degree, dependent on the standing and success of Bendigo Bank. If Bendigo Bank were to become insolvent or subject to external administration, this would be likely to have a significant adverse effect on the Company. However, Bendigo Bank, as a bank and an authorised deposit-taking institution, is subject to strict prudential supervision by APRA, and the risk of insolvency is not considered to be material.

The products and services provided through the Company, and the income that Bendigo Bank (and, accordingly, the Company) is able to earn on those products and services, will be subject to the competitive pressures facing Bendigo Bank generally and the impact of economic conditions and other factors on the business of Bendigo Bank. The effect of economic conditions on Bendigo Bank is discussed further below in Section 5.5 under the heading “Economic Conditions”.

### Approvals

As described in Section 3.6 above, many of the Company’s business decisions (including the products and services made available by the Company, and the annual budgets and the credit business generated through the branches) are subject to the approval of Bendigo Bank.

It is clear that the Company and Bendigo Bank have a common interest in the success of the Company. However, as noted above, communication between the Company and Bendigo Bank will be critical to ensuring that Bendigo Bank understands the particular requirements of the Canterbury, Surrey Hills, Ashburton and Balwyn Community Bank® Branches and that decisions in respect of the branch operations are made accordingly.

### Bendigo Bank Claims

Pursuant to a broad indemnity in the New Franchise Agreement, the Company is responsible for certain claims made against Bendigo Bank in connection with the operation of the franchise operations (see Section 6).

## 5.5 Other Factors

### Regulatory Environment

Although the Company will not carry on banking business, by managing four Community Bank® Branches of Bendigo Bank it will effectively be subject to the regulatory environment in which Bendigo Bank operates. In particular, decisions of APRA that affect Bendigo Bank may also have an impact on the business conducted by the Company.

In addition, as part of the franchise arrangements, the Company has been appointed as an ‘authorised representative’ and a ‘credit representative’ of Bendigo Bank for the purposes of carrying out the franchise operations (see Section 7.4 below).

### Economic Conditions

As noted above, the Company’s business will be affected by changes in economic conditions both directly and indirectly through the effect such changes may have on Bendigo Bank. Bendigo Bank’s financial performance and financial position are primarily influenced by economic conditions in Australia, which is the key determinant of the level of lending (in particular personal home loans), the level and nature of financial services its customers require, and the cycles in lending and services growth and loan defaults and asset impairments.

Economic conditions in Australia are the product of a combination of domestic and international factors and events, including short and long term interest rates, business confidence and retail confidence. Changes in economic conditions could materially adversely affect the financial performance and financial position of Bendigo Bank, including:

- changes in inflation and interest rates, which in particular may reduce the net interest margin achieved in Bendigo Bank’s banking operations or impact the demand for loans, in particular housing loans;
- increasing unemployment, which is a key driver of loan defaults and declining asset growth;
- declines in aggregate investment and economic output in Australia or in key offshore regions; and
- decline in asset prices, in particular housing prices, which could cause loan losses on defaulted loans.

The recent dislocation in credit and capital markets significantly impacted global economic activity including the Australian economy. This disruption led to a decrease in credit growth and a reduction in consumer and business confidence. There has been



some economic recovery since the global financial crisis but the strength of the recovery is not yet certain. A further downturn in the Australian economy could further adversely impact Bendigo Bank's business, results of operations, liquidity, capital resources and financial condition.

#### **Government Policies and Legislation**

The Company's business may be affected by changes to government policies, including those relating to prudential supervision, taxation and regulation of financial services industries. Again, such changes may affect the Company directly or indirectly as a result of their impact on Bendigo Bank.

## 6. Franchise Agreement

The New Franchise Agreement establishes the relationship between the Company and Bendigo Bank, and sets out the parameters within which the Company must operate. The New Franchise Agreement defines the business that will be conducted by the Company and, accordingly, is critical to an assessment of the Company.

The provisions of the New Franchise Agreement have been described in detail in Sections 3 and 5 of this Prospectus.

The following is a further brief summary of the key provisions of the New Franchise Agreement.

### Grant of Rights

Under the New Franchise Agreement, Bendigo Bank grants the Company the right to use Bendigo Bank's system of operations and certain intellectual property rights to manage and operate the Canterbury, Surrey Hills, Ashburton and Balwyn Community Bank® Branches of Bendigo Bank.

It is a condition to the New Franchise Agreement that the Company raises \$100,000 pursuant to the Issue.

### Term

Under the New Franchise Agreement, the initial terms of the Franchise Rights are five years from the following dates:

Canterbury	8 August 2008
Surrey Hills	28 February 2008
Ashburton	22 October 2008
Balwyn	from the date that the branch opens

Provided certain conditions are met at the end of each term, Bendigo Bank must agree to extend the term of the Canterbury, Surrey Hills, Ashburton and Balwyn Franchise Rights for two further five year terms (see Section 3.3).

### Branch Operations

There are strict controls on the Company in relation to the operations of each Community Bank® Branch. In particular, the Company must only offer the products and services specified by Bendigo Bank, it must comply with Bendigo Bank's promotions, it (and its staff) must comply with the operating manuals supplied by Bendigo Bank, it must seek the prior approval of Bendigo Bank to its promotional activities and material, public communications, signs and stationery, and there are tight controls over the use of Bendigo Bank's intellectual property.

### Security and Cash Logistics

The Company is required to ensure that at all times it has in place, to the satisfaction of Bendigo Bank, appropriate security and cash logistic controls (including appropriate security surveillance and monitoring and appropriate arrangements regarding the secure transportation of cash). All arrangements with providers of security services and cash logistic services must receive prior written approval from Bendigo Bank.

### Payments/Receipts

In relation to the Balwyn Community Bank® Branch, under the Franchise Agreement, the Company is required to pay Bendigo Bank:

- the Initial Fees, comprising a Franchise fee of \$10,000 and an Establishment process fee of \$70,000,
- Training Costs of \$10,000, and
- Start-Up Costs, being
  - IT establishment costs estimated at \$11,990; and
  - site modification costs estimated at \$290,000.

For each additional five year period in respect of each branch (ie the Canterbury, Surrey Hills, Ashburton and Balwyn Franchise Rights), the Company must pay Renewal Fees, the reasonable costs of training provided by Bendigo Bank to the Company's employees and the expenses of Bendigo Bank associated with renewing the relevant Franchise Rights (including legal fees).

In addition, the Company is responsible for all ongoing costs in relation to each branch and each branch location (including, for example, all staff costs, rent, outgoings and insurance).

The revenue the Company is entitled to receive is described in Section 4.4 above.

You should refer also to Section 5.2 of this Prospectus for a description of the limit, contained in the New Franchise Agreement, on distributions by the Company to its shareholders.

### Indemnity

The Company provides a broad indemnity in favour of Bendigo Bank under the New Franchise Agreement. In particular, the Company indemnifies Bendigo Bank against all losses Bendigo Bank may suffer and all third party claims that may be brought against Bendigo Bank in connection with the conduct of the franchise or the franchise operations (ie the management and operation of the Canterbury, Surrey Hills, Ashburton and Balwyn Community Bank® Branches), a breach of the New Franchise Agreement (including the manuals) by a person other than Bendigo Bank, the offering of any products and services (whether banking or non banking) by the Company, the carrying on of any business by the Company (whether or not permitted by Bendigo Bank), the activities of the Company or its employees at or

near each of the Community Bank® Branch premises and any unauthorised act, default, dishonesty, negligent act or omission or fraudulent conduct of the Company or any of its officers, employees or agents.

Bendigo Bank indemnifies the Company against all third party claims that may be brought against the Company to the extent that such claims result from a misleading or deceptive statement in, or a misleading or deceptive omission from, the products or services specified by Bendigo Bank to be offered to customers, certain actions by employees of Bendigo Bank or any related promotional materials or manuals supplied by Bendigo Bank. Other potential liability on Bendigo Bank is, to the extent permitted, excluded.

### Termination

Bendigo Bank may terminate the New Franchise Agreement (or, at Bendigo Bank's discretion, the Canterbury, Surrey Hills, Ashburton and Balwyn Franchise Rights) in various circumstances, including if:

- the Company breaches the New Franchise Agreement;
- the Company engages in fraudulent or dangerous conduct, becomes insolvent or fails to pay its debts on time;
- the Company is convicted of a "serious offence" (as defined under the Franchising Code) or, without limiting the foregoing, the Company, any of its directors or employees is, or has been, convicted of an offence where, in the reasonable opinion of Bendigo Bank, that conviction materially and adversely affects Bendigo Bank and/or the name, goodwill or good reputation of a franchise, Bendigo Bank's system of operations or other Bendigo Bank franchises, unless, in the case of a Director or member of staff, that person ceases to be involved or concerned in the management or operation of the Company and the franchises within the time period (being not less than 7 days) specified by Bendigo Bank;
- the Company carries on a franchise in a manner that, or takes (or fails to take) any action that, harms or adversely affects, or may harm or adversely affect materially, the good name, goodwill or good reputation of Bendigo Bank, Bendigo Bank's business, the franchise, Bendigo Bank's system of operations or other Bendigo Bank franchises, including if the Company (or its staff) engage in misleading or deceptive conduct or conduct that is unlawful or may cause Bendigo Bank to breach any law or regulation or if the reputation of a Director or of a member of staff could adversely affect the good reputation or goodwill of Bendigo Bank, unless, in this latter case, that Director or member of staff (as the case may be) ceases to be involved or

concerned in the management or operation of the Company and the franchise within the time period (being not less than 7 days) specified by Bendigo Bank;

- the Company takes (or omits to take) an action that, under the Franchising Code, permits Bendigo Bank to immediately terminate the New Franchise Agreement (eg the Company abandons a branch, carries it on in a way that endangers public health or safety or agrees to terminate the New Franchise Agreement);
- the Company operates the business from a location that is not approved by Bendigo Bank;
- there is, without Bendigo Bank's prior written consent, a change in the underlying ownership or control of the Company, the franchise or the Company's interest in the New Franchise Agreement or any of the branch locations (this can be deemed to occur for certain changes to the Directors of the Company or if the Company's control/ownership limit is breached - see Section 7.3 below); or
- there is an amendment to, renewal of, or alteration of the effect of, a rule or clause of the Company's constituent documents, without the approval of Bendigo Bank.

Bendigo Bank may also terminate the rights to manage a Community Bank® Branch) if:

- the Branch Manager of the Community Bank® Branch becomes unable to perform his or her duties for an extended period, without suitable replacement;
- the branch is not profitable; or
- the Company operates the branch from a location not previously approved by Bendigo Bank.

The Company may terminate the New Franchise Agreement if Bendigo Bank materially breaches the New Franchise Agreement.

The procedures for termination (either by Bendigo Bank or by the Company) are set out in the New Franchise Agreement.

In certain circumstances, where there has been a breach of the New Franchise Agreement by the Company, the right to manage and operate the Canterbury, Surrey Hills and Ashburton or Balwyn Community Bank® Branch is suspended until the breach is rectified or the New Franchise Agreement is terminated.

Upon termination of the New Franchise Agreement, the Canterbury, Surrey Hills, Ashburton or Balwyn Franchise Rights, there is no obligation on Bendigo Bank to sell the franchise operations or those Franchise Rights that have been terminated. However, if such a sale did proceed, the Company would be entitled to the proceeds received (less the costs of the sale and certain debts owed by the Company, if any).

## 7. Additional Information

### 7.1 Constitution

The rights attaching to Shares (Section 7.2) and the prohibition on shareholding interest (Section 7.3) set out in the Company's constitution are summarised below.

### 7.2 Rights Attaching to Shares

The Shares will be issued as fully paid ordinary shares issued at \$1.00 each.

Set out below is a summary of the principal rights attaching to the Shares.

#### (a) Voting Rights

Subject to some limited exceptions, each shareholder has the right to vote at a general meeting.

On a show of hands or a poll, each shareholder attending the meeting (whether they are attending the meeting in person or by attorney, corporate representative or proxy) has one vote, regardless of the number of shares held. However, where a person attends a meeting in person and is entitled to vote in more than one capacity (for example, the person is a shareholder and has also been appointed as proxy for another member) that person may only exercise one vote on a show of hands. On a poll, that person may exercise one vote as a shareholder and one vote for each other shareholder that person represents as duly appointed attorney, corporate representative or proxy.

The purpose of giving each shareholder only one vote, regardless of the number of Shares held, is to reflect the nature of the Company as a community based company, by providing that all members of the community who have contributed to the establishment and ongoing operation of the Canterbury, Surrey Hills, Ashburton and Balwyn Community Bank® Branches have the same ability to influence the operation of the Company.

#### (b) Dividends

Generally, dividends are payable to shareholders in proportion to the amount of the share capital paid up on the shares held by them, subject to any special rights and restrictions for the time being attaching to shares. The New Franchise Agreement with Bendigo Bank contains a limit on the level of profits or

funds that may be distributed to shareholders. You should refer to Section 5.2 of this Prospectus for a description of this limit. There is also a restriction on the payment of dividends to certain shareholders if they have a prohibited shareholding interest (see Section 7.3 below).

#### (c) Transfer

Generally, ordinary shares are freely transferable. However, the Directors have a discretion to refuse to register a transfer of shares, but while the Company is listed on BSX they can only exercise this discretion in certain limited circumstances (for example, where permitted or required by law or the BSX Listing Rules). The Directors must refuse to register a transfer of shares if, to their knowledge, the registration would result in a person having, or if it would be to a person who has, a prohibited shareholding interest (see Section 7.3 below) (unless refusal to register such a transfer is prohibited by the BSX Listing Rules).

Subject to the foregoing, shareholders may transfer shares by a proper transfer effected in accordance with the Company's Constitution and the Corporations Act and, if the Shares are quoted on the BSX, the rules applicable to transfers on BSX.

The Directors understand that, if the Shares are quoted on BSX, it is likely that brokers may require a statutory declaration from the transferee confirming that the transfer will not breach any of the shareholding ownership restrictions that apply (see Section 7.3 below).

The position while Shares are quoted on BSX is discussed further below in Section 7.8.

#### (d) Winding Up

If the Company is wound up, then subject to any special or preferential rights attaching to any class of shares, shareholders will be entitled to participate in any surplus assets of the Company in proportion to the capital paid up on their shares when the winding up begins.

If the surplus assets available for distribution amongst shareholders are insufficient to repay the whole of the paid up capital, then those assets will be distributed in proportion to the capital paid up on shares when the winding up begins.

Notwithstanding the above, if the Company is wound up, the liquidator has the discretion to divide among all or any of the shareholders in specie or in kind any part of the Company's assets. The division of the Company's assets may be carried out as the liquidator thinks fit, subject to the right of any shareholder prejudiced by the division to dissent. Any

dissenting shareholder has ancillary rights as if the determination made by the liquidator were a special resolution passed under the Corporations Act relating to the transfer of the Company's assets by a liquidator in a voluntary winding up (see, in particular, chapter 5 of the Corporations Act, especially Section 507).

### **7.3 Prohibited Shareholding Interest**

The Company's Constitution prohibits a person from having a "prohibited shareholding interest". The ways in which a prohibited shareholding interest may arise are set out in the Company's Constitution and are summarised below.

#### **10% shareholding limit**

A person who controls or owns 10% or more of the Shares has a prohibited shareholding interest.

As with the voting rights, the purpose of this shareholding limit is to reflect the community based nature of the Company, by ensuring that the Board can prevent ownership of the Company being concentrated in the hands of a small number of community members.

In other words, a person will be deemed to own the shares in the Company in which the person has a relevant interest and the shares in which the person's associates have a relevant interest. (The terms 'relevant interest' and 'associate' have the same meaning as in the Corporations Act, subject to some modifications as set out in the Company's Constitution). Also, a person is deemed to control the votes that they, and their associates, can cast or control the casting of on a resolution to elect a director of the Company.

The effect of these definitions is that, for example, if the aggregate of the shares owned (legally or beneficially) by a person plus the shares owned (legally or beneficially) by members of the person's immediate family, equal or exceed 10% of the shares in the Company, the person has a prohibited shareholding interest. Similarly, if the votes a person can control the casting of on a resolution to elect a director, plus the votes that members of the person's immediate family can control the casting of on such a resolution, equal or exceed 10% of the votes that could be cast by all shareholders on such a resolution, that person has a prohibited shareholding interest. A person's "immediate family" includes a person's spouse, defacto spouse, parent, son, daughter, brother or sister or a spouse or defacto spouse of any of the preceding persons.

#### **Close connection to community**

In addition, in keeping with the community spirit and intent of the Company, a person will also be

deemed to have a prohibited shareholding interest if they have voting power in the Company and, in the opinion of the Directors, they do not have a close connection to the Canterbury, Surrey Hills, Ashburton or Balwyn communities. For example, individuals who are residents of these communities, and their close family members, would ordinarily be considered to have such a close connection. Similarly, a company whose registered office is in these communities and that is owned and controlled by such individuals would ordinarily be considered to have such a close connection. However, these are illustrative examples only. Ultimately the Directors will need to assess in each case whether there is a close community connection.

#### **Base number**

A person is deemed to have a prohibited shareholding interest if after the transfer of shares to that person, the number of shareholders in the Company would be less than the Base Number of shareholders. The Base number is 671. The current number of shareholders in the Company is approximately 731. However, the application of this provision is subject to the BSX listing rules. Consequently, the Base Number provisions do not apply while the Company is listed on BSX. This is discussed further below in Section 7.8.

#### **Consequences of holding a prohibited shareholding interest**

Where a person has a prohibited shareholding interest, the voting and dividend rights attaching to those shares in the Company in which the person and the person's associates have a relevant interest are suspended. However, where a person has a prohibited shareholding interest purely on the basis that they own or control 10% or more of the shares or votes in the Company, the suspension only applies to those shares in which the person and the person's associates have a relevant interest in excess of 10% of the Company.

The Board has the power to request information from a person who has (or is suspected by the Board of having) a legal or beneficial interest in any shares in the Company or any voting power in the Company, for the purpose of determining whether a person has a prohibited shareholding interest. If the Board becomes aware that a member has a prohibited shareholding interest, it must serve a notice requiring the member (or the member's associate) to dispose of the number of shares the Board considers necessary to remedy the breach. If a person fails to comply with such a notice within a specified period (that must be between three and six months), the



Board is authorised to sell the specified shares on behalf of that person. The holder will be entitled to the consideration from the sale of the shares, less any expenses incurred by the Board in selling or otherwise dealing with those shares.

The Board's power to suspend voting and dividend rights and to require shares to be disposed of where the prohibited shareholding interest is a breach of the 10% limit or a breach of the requirement that a shareholder have a close connection with the community served by the Company may be exercised while the Company is listed on BSX. Furthermore, as noted above in Section 7.2, the Board may refuse to register a transfer of shares where permitted by BSX waiver. BSX has given the necessary waivers and confirmations to accommodate the 10% limit and close connection, which are discussed further below in Section 7.8.

The Board's power to suspend voting and dividend rights, to require shares to be disposed of, or to refuse to register a transfer where the prohibited shareholding interest is a breach of the Base Number requirement may not be exercised while the Company is listed on BSX. Rule 9(11) states that where the Company is listed, a person cannot have a prohibited shareholding interest on the basis that after the transfer of shares to that person, the number of shareholders in the Company would be less than the Base Number unless BSX has confirmed that the Base Number provisions are appropriate and equitable. BSX has advised that it does not consider the Base Number provisions to be appropriate and equitable for a listed entity, as they would be inconsistent with BSX's obligations as an operator of a licensed financial market to provide an orderly market. Consequently, the Base Number provisions do not apply while the Company is listed on BSX. This is discussed further below in Section 7.8.

In the constitution, members acknowledge and recognise that the exercise of the powers given to the Board may cause considerable disadvantage to individual members, but that such a result may be necessary to enforce the prohibition

#### **7.4 Authorised Representative and Credit Representative Appointment**

As noted previously, as part of the franchise arrangements, the Company has been appointed as an 'authorised representative' of Bendigo Bank so that the Company can provide financial services on behalf of Bendigo Bank.

Under the appointment, Bendigo Bank authorises the Company to provide financial services advice in

relation to, and deal in, various classes of financial products on behalf of Bendigo Bank. It is a condition of Bendigo Bank granting the authorisation that, amongst other things, the Company does everything necessary to ensure that Bendigo Bank complies with the law. If Bendigo Bank believes on reasonable grounds that the Company or its staff may have or are about to contravene the law or cause Bendigo Bank to contravene the law, Bendigo Bank has the power to modify or revoke the authorisation (in which case Bendigo Bank may also have the ability to terminate the new Franchise Agreement).

The Company is also appointed as a credit representative of Bendigo Bank.

#### **7.5 Taxation Implications**

The following is intended only as a general summary and does not purport to be a complete statement of all tax consequences that may be relevant to the issue of Shares in the Company. The taxation implications of investing in the Company may vary depending on the individual circumstances of investors. The information provided is a brief explanation of the potential taxation implications for Australian resident investors.

All investors should consult their adviser about the taxation implications of investing in the Company relevant to their own particular circumstances.

An acquisition of Shares by a resident of Australia will be an acquisition for capital gains tax (CGT) purposes.

A resident of Australia may be assessed in respect of a net capital gain for CGT purposes on disposal of their Shares.

Generally, a net capital gain is determined by reference to the excess (if any) of the consideration received for the Shares over the cost base of the Shares. The amount of the excess will constitute the amount of capital gain unless the investor is entitled to a CGT discount, which is only available to individuals, superannuation funds and, in certain situations, trust investors. The CGT discount is calculated as follows. In the case of an investor who holds their Shares for at least 12 months after the date of acquisition of the shares, the capital gain will be reduced by 50% (where the investor is an individual) or 33⅓ (where the investor is a superannuation fund) in the hands of the investor. In the case of trust investors, the calculation of the CGT discount is complex, and specific advice should be obtained.

Any capital loss (namely the excess of the cost base of the Shares over the consideration received for those shares) with respect to the Shares can generally be offset against capital gains realised by the investor in the same year or in later years. However, if there are net capital gains to which the investor is entitled to a CGT discount, any capital losses must be offset against the net capital gains realised by the investor before the CGT discount is applied to the net capital gains.

Certain investors, for example those who carry on business of share trading, may be liable to tax in respect of any profit on the disposal of Shares as ordinary income.

Investors who are resident individual shareholders (or a resident superannuation fund) and who receive dividends from the Company must include in their assessable income the amount of the dividend together with any franking credits attached to the dividend. Income tax is calculated on this total amount and investors will generally be entitled to

claim a rebate equal to any franking credits attaching to the dividend. Any excess rebate over and above the total tax payable can be refunded to investors.

A resident corporate shareholder that is:

- a public company for tax purposes – is entitled to a rebate of tax only to the extent of the franked portion (if any) of any dividends received; and
- a private company for tax purposes - is entitled to a rebate only to the extent of the franked portion (if any) of any dividends received.

Companies are generally entitled to credit their franking account for the franked amount of any dividend.

## 7.6 Directors' Interests

Other than as set out below, no Director has, or has held at any time during the last two years, any interest in property acquired or proposed to be acquired by the Company in connection with the offer of the Shares, or in the offer of the Shares.

### Shares

The Directors of the Company and their interests in the share capital of the Company as at the date of this Prospectus are set out below.

Name of Director	Number of Shares	Nature of Interest
Hans Diedrick Menting	7,702	Legal and Beneficial
Robert Einar Stensholt	20,350	Legal and Beneficial
Damien Leo Hudson	14,082	Legal and Beneficial
Juliann Ruth Byron	8,800	Legal and Beneficial
Leigh Warren Smith	44,000	Legal and Beneficial
Gordon Lennox McFarlane	2,750	Legal and Beneficial
John James Grace	0	Legal and Beneficial

No Director holds shares in any related body corporate of the Company.

## Indemnity

Under the Company's constitution, the Company:

- indemnifies its current and former officers against liability to third parties incurred arising out of the conduct of the business of the Company or in the discharge of their duties as officers of the Company; and
- is permitted to pay premiums for insurance policies insuring its Directors and officers against liability to third parties incurred arising out of the conduct of the business of the Company or in the discharge of their duties as officers.

## Other Interests

K-Mack Lockers Pty Ltd of which Hans Menting is a Director received a payment of nil (2011), \$346 (2010) and \$620 (2009) for the purchase of filing cabinets during those years.

## Other Benefits

The board approved the distribution for Directors' remuneration for the 2010/11 financial year as approved by shareholders at the 2008 Annual General Meeting as follows:

Hans Diederick Menting	\$21,000
Damien Leo Hudson	\$2,000
Juliann Ruth Byron	\$10,000
Trevor Roland Kempton	\$1,000
Leigh Warren Smith	Nil
Gordon Lennox McFarlane	\$2,000
Robert Einar Stensholt	\$2,500
John James Grace	\$500

## 7.7 Disclosure of Interests

Other than as set out below, no person (referred to as a relevant person) named in this Prospectus as performing a function in a professional, advisory or other capacity in connection with the preparation or distribution of the Prospectus and no stockbroker or underwriter to the Issue of Shares has, or has held at any time during the last two years, any interest in property acquired or proposed to be acquired by the Company in connection with the offer of the Shares, or in the offer of the Shares.

The amounts paid, or agreed to be paid, and the nature and value of any benefits given or agreed to be given, to a relevant person or such a stockbroker or underwriter, for services provided in connection with the offer of the Shares are as follows:

**Rennick & Gaynor Solicitors** has provided legal services to the Company in connection with the offer and for those services will be paid a fee of \$8,500.

**AFS & Associates Pty Ltd** have undertaken the Balwyn Feasibility Study and prepared a report in connection with the offer, and for those services has been paid a fee of \$5,400.

**Richmond Sinnott & Delahunty** have provided accountancy services to the Company in connection with the offer and for those services will be paid a fee of \$3,000.

## 7.8 BSX waivers

The Company obtained a number of waivers and confirmations from the BSX at the time of admission to the official list of BSX. A number of those waivers and confirmations related to the Company's constitution, which was subsequently amended on 24 September 2008 to include "close connection" and

"Base Number" provisions. BSX has given advice as to how these waivers and confirmations apply to the amendments to the Company's constitution made on 24 September 2008 as follows.

### (a) Company's Constitution

On 30 November 2007 the Company obtained confirmation that, for the purposes of BSX Listing Rule 1.2(b), the Company's constitution is consistent with the BSX Listing Rules (as modified by the waivers and confirmations granted by BSX at the time of admission).

At the time of this confirmation, the Company's constitution provided only that breach of the 10% limit was a prohibited shareholding interest. BSX has advised that the confirmation that the Company's constitution is consistent with the BSX Listing Rules extends to the "close connection" provisions introduced on 24 September 2008. BSX has advised that the "Base Number" provisions are not appropriate and equitable, and consequently those provisions do not apply, as provided for in Rule 9(11).

### (b) Suspension of Dividend and Voting rights

On 30 November 2007 the Company obtained confirmation that the provisions in the Company's constitution that suspend the rights of a shareholder to receive dividends or vote if they have a prohibited shareholding interest (see Section 7.3 above) are "appropriate and equitable" for the purposes of the BSX Listing Rule 4.4(f).

At the time of this confirmation, the Company's constitution provided only that breach of the 10% limit was a prohibited shareholding interest. BSX has advised that the confirmation that the provisions in the Company's constitution dealing with suspension of dividend and voting rights are "appropriate and equitable" extends to the "close connection"

provisions introduced on 24 September 2008. BSX has advised that the “Base Number” provisions are not appropriate and equitable, and consequently those provisions do not apply, as provided for in Rule 9(11).

#### **(c) Divestment of shares**

On 30 November 2007 the Company obtained confirmation that the provisions in the Company’s constitution that permit a divestment of shares if a shareholder has a prohibited shareholding interest (see Section 7.3 above) are “appropriate and equitable” for the purposes of the BSX Listing Rule 4.6(d).

BSX has advised that the confirmation that the provisions in the Company’s constitution dealing with divestment of shares extends to the “close connection” provisions introduced on 24 September 2008. BSX has advised that the “Base Number” provisions are not appropriate and equitable, and consequently those provisions do not apply, as provided for in Rule 9(11).

#### **(d) Registration of share transfers**

On 30 November 2007 the Company obtained a waiver from BSX Listing Rule 6.3 in order to permit the Directors of the Company to prevent a share transfer in accordance with the rules under the Company’s constitution (see Sections 7.2 and 7.3 above), on condition that the Company provides BSX with a statement of its policy in relation to the exercise of rule 28 of its constitution, there is no substantial change in the Company’s business and if the Directors exercise their discretion to refuse to register a transfer under rule 28, written notice of the refusal together with reasons for the refusal must be provided to the lodging party within five business days of the date that the transfer is lodged with the Company.

At the time BSX granted this waiver, rule 28 of the Company’s constitution provided that the Board in its discretion may refuse to register any transfer of shares and may decline to give its reasons and grounds for doing so. Rule 28 was amended on 24 September 2008 to make it subject to rule 28A, and rule 28A was introduced. Rule 28A provides that while shares in the Company are quoted on an exchange, the Board may only refuse to register a transfer of shares in limited circumstances.

These circumstances are essentially circumstances permitted by the BSX Listing Rules, and therefore the waiver from Listing Rule 6.3 no longer has any effective operation as rule 28 is now consistent with the BSX Listing Rules. BSX has expressed the

view that refusal to register a transfer of shares to a person who holds a “prohibited shareholding interest” is not permitted by the BSX Listing Rules, and therefore the Board cannot prevent such a transfer, and can only use the power to divest the shares should such a transfer take place.

## **7.9 Consents and Disclaimer**

None of the parties referred to below have made any statement that is included in this Prospectus or any statement on which a statement made in this Prospectus is based, other than as specified below. Each of the parties referred to below, to the maximum extent permitted by law, expressly disclaims, and takes no responsibility for any statements in, any omissions from, this Prospectus, other than the reference to its name and a statement included in this Prospectus with the consent of that party, as specified below.

**(a) Rennick & Gaynor Solicitors** has given and has not, before lodgement of this Prospectus, withdrawn its written consent to be named as solicitors to the Company in the form and context in which they are named.

**(b) AFS & Associates Pty Ltd** has given and has not, before lodgement of this Prospectus, withdrawn its written consent to be named in this Prospectus in the form and context in which they are named and to the inclusion, in Sections 4.1, 4.2, 4.3 and 4.4 of this Prospectus, of the factual information obtained in the Balwyn Feasibility Study.

**(c) Richmond Sinnott & Delahunty** have given and have not, before lodgement of this Prospectus, withdrawn its written consent to be named in this Prospectus in the form and context in which it is named and to the inclusion, in Sections 4.1, 4.2, 4.3 and 4.4 of this Prospectus, of the details of its involvement in the preparation of the forecasts.

**(d) Bendigo Bank** has given and has not, before lodgement of this Prospectus, withdrawn its written consent to be named in this Prospectus in the form and context in which it is named and to the inclusion, in Sections 4.2, 4.3, 4.4 and 4.5 of this Prospectus, of the details of Bendigo Bank’s involvement in preparation of the forecasts.

**(e) SIM Venture Securities Exchange Limited**, operator of the BSX, has given and has not, before lodgment of this Prospectus, withdrawn its written consent to be named in this Prospectus in the form and context in which it is named.

## 7.10 Privacy Collection Statement

If you apply for Shares, you will provide personal information to the Company and the Company's share registrar. The Company and the Company's share registrar collect, hold and use your personal information in order to:

- assess and process your application;
- service your needs as an investor;
- provide products, facilities and services which you may request;
- provide you with information about products, facilities and services; and
- carry out appropriate administration of your investment.

Some of the information which will be collected is required pursuant to tax and company legislation. If you do not provide the information requested, your share application may not be able to be processed efficiently, or at all.

To do these things, the Company and the Company's share registrar may disclose your personal information for purposes related to your investment to Bendigo Bank and to related bodies corporate, agents and service providers of the Company and of Bendigo Bank or as otherwise authorised under the Privacy Act 1988 (Cth). If you become a shareholder, your information may be used for purposes related to your investment (including as noted above) and may also be shared with the Bendigo and Adelaide Bank Group and its joint ventures so that you can be told about products, facilities or services offered or distributed by the Group or its joint ventures or other matters concerning the Bendigo and Adelaide Bank Group generally that the Company or Bendigo Bank thinks may be of interest to you. You agree that the contact details you provide to the Company (including any personal or home phone number) can be used by the Company and any member of the Bendigo and Adelaide Bank Group or any of the Group's joint ventures indefinitely for these purposes. If you do not want your personal information to be used for these purposes, you should contact the Company and Bendigo Bank, on the contact details below.

Under the Privacy Act, you may request access to your personal information held by (or on behalf of) the Company or Bendigo Bank. You can request access to your personal information held by the Company by contacting the Company's Company Secretary at the Company's registered office (see page 43). You can request access to your personal information held by Bendigo Bank by contacting Bendigo Bank as follows:

Bendigo and Adelaide Bank Limited  
Registered Head Office: Bendigo Centre  
Bendigo, Victoria, 3550  
Postal Address: PO Box 480,  
Bendigo, Victoria, 3552  
Telephone: 1300 366 666 (local call)

You can obtain a copy of the privacy policy of the Company by contacting its Company Secretary. A copy of the privacy policy of Bendigo Bank is available at **[www.bendigobank.com.au](http://www.bendigobank.com.au)**



## 8. Definitions

**Ashburton Community Bank® Branch** – the Community Bank® Branch of Bendigo Bank located at 241 High Street, Ashburton, Victoria.

**Ashburton Franchise Rights** – the rights to manage and operate the Ashburton Community Bank® Branch.

**Applicant** – a person or entity that applies for Shares pursuant to this Prospectus.

**APRA** – Australian Prudential and Regulatory Authority.

**ASIC** – Australian Securities and Investments Commission.

**Balwyn Community Bank® Branch** – the proposed Community Bank® Branch of Bendigo Bank to be located in 411 Whitehorse Road, Balwyn, Victoria.

**Balwyn Franchise Rights** – the rights to manage and operate the Balwyn Community Bank® Branch.

**Bendigo and Adelaide Bank Group** – Bendigo Bank and its related corporate.

**Bendigo Bank** – Bendigo Bank Limited (ABN 11 068 049 178).

**Bendigo Group** – Bendigo Bank and its related bodies corporate.

**BSX** – the securities market operated by SIM Venture Securities Exchange Limited, formerly named Bendigo Stock Exchange Limited and BSX Limited.

**BSX Listing Rules** – Listing rules of the BSX.

**Canterbury Community Bank® Branch** – the Community Bank® Branch of Bendigo Bank located at Shop 2, 143 Maling Road, Canterbury, Victoria.

**Canterbury Franchise Rights** – the rights to manage and operate the Canterbury Community Bank® Branch.

**Company** – Canterbury Surrey Hills Community Finance Limited ACN 099 590 593

**Corporations Act** – Corporations Act 2001 (Cth).

**Current Franchise Agreement** – the franchise agreement entered into by Bendigo Bank, the Company and the current Directors of the Company 8 September 2008 pursuant to which the Company acquired rights to manage the Canterbury, Surrey Hills and Ashburton Community Bank® branches of Bendigo Bank.

**Director** – a Director of the Company.

**Disclosure Document** – the Disclosure Document provided to the Company by Bendigo Bank under the Franchising Code.

**Franchise Rights** – any of the Canterbury, Surrey Hills, Ashburton or Balwyn Franchise Rights.

**Franchising Code** – Franchising Code of Conduct.

**Issue** – Issue of Shares pursuant to this Prospectus.

**New Franchise Agreement** – the franchise agreement entered into by Bendigo Bank, the Company and the Directors under which the Company has the right to manage and operate the Canterbury, Surrey Hills, Ashburton and Balwyn Community Bank® branches.

**Offer** – offer of Shares pursuant to this Prospectus.

**Original Franchise Agreement** – the franchise agreement entered into by Bendigo Bank, the Company and the current Directors of the Company on 22 May 2002 pursuant to which the Company acquired rights to manage the Canterbury and Surrey Hills Community Bank® branches of Bendigo Bank.

**Prospectus** – this prospectus.

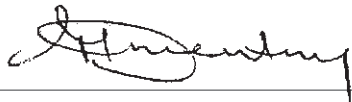
**Shares** – ordinary shares in the Company issued at \$1.00.

**Surrey Hills Community Bank® Branch** – the Community Bank® Branch of Bendigo Bank located at 107 Union Road, Surrey Hills, Victoria.

**Surrey Hills Franchise Rights** – the rights to manage and operate the Surrey Hills Community Bank® Branch.

## 9. Signatures

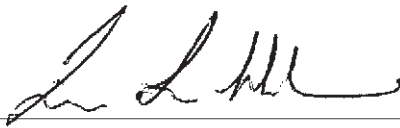
Each Director of the Company has given, and not withdrawn, their consent to the lodgement of this Prospectus with ASIC. Signed for and on behalf of the Company:



Hans Diederick (Dick) Menting



Robert (Bob) Einar Stensholt



Damien Leo Hudson



Juliann Ruth Byron



Leigh Warren Smith



Gordon Lennox McFarlane by his attorney Hans Diederick (Dick) Menting



John James Grace

## 10. Directory

### **Directors**

Hans Diederick (Dick) Menting  
Robert (Bob) Einar Stensholt  
Damien Leo Hudson  
Juliann Ruth Byron  
Leigh Warren Smith  
Gordon Lennox Mc Farlane  
John James Grace

### **Company Secretary**

Geofrey Leslie Rowles and Juliann Ruth Byron

### **Registered Office**

Shop 2, 143 Maling Road  
CANTERBURY VIC 3126

### **Solicitors**

Rennick & Gaynor Solicitors  
431 Riversdale Road  
HAWTHORN VIC 3123

### **Accountants**

Richmond Sinnott & Delahunty  
Level 2, 10-16 Forest Street  
BENDIGO VIC 3550

**Annexure A  
Feasibility Study  
Pro Forma Survey**



## Balwyn Community Bank® Project

# Personal Banking Survey

**Please return by: December 10, 2010**

## A Confidential Survey to Help Us Establish A Bank of Our Own!

Dear Community Member,

You may be aware a Steering Committee is working hard to secure community support for the opening of a locally owned Community Bank® in Balwyn. The branch will provide a full range of banking products and services.

**It is important everyone in the community takes part and we urge you to complete this short confidential survey as soon as possible.**

A Community Bank® unlike other banks keeps the profits from our branch banking business in our local community.

It is already a proven successful model and Community Bank® branches of Bendigo Bank are operating in over 260 communities throughout Australia.

Briefly it works like this:

- Revenue will be shared between Bendigo Bank and our Community Bank® branch.
- The local Community Bank® pays all branch operating costs while Bendigo Bank provides banking and support services.
- The profits we generate will be available for distribution as grants to local community projects, to local shareholders as dividends and for reinvestment in local banking services.

In order to proceed with the project we need to determine whether a Community Bank® will be viable in Balwyn. For this reason your accurate and speedy response to this survey is important. All the information you provide remains confidential.

Please take the time to fill in the survey as we need a response from a cross section of the community (including voluntary organisations). In framing your response consider your possible future needs as well as your current requirements.

Two survey forms are enclosed. One is for personal use, the other is for business use. If you are a business proprietor, please complete the personal survey for your personal banking and the business survey for your business banking.

We urge you to return this survey now. Five minutes of your time could make the difference for Balwyn to get a Community Bank®.

**Even if you have previously completed a pledge form, your assistance in completing a survey form is important and will be greatly appreciated.**

Dick Menting, Chairman  
Balwyn Community Bank® Project  
Steering Committee

Please feel free to contact any of the following members of the Steering Committee for more information:

Dick Menting	03 9830 5127	0417 357 349
Bill Pritchard	03 9836 9681	0411 614 545
John Grace		0419 302 886
Greg McKie		0401 327 071
Gary Chan		0417 161 368
Tim Pentony		0414 708 458

**There is no need to identify yourself on this form unless you want to.  
The contents of this survey are strictly confidential.**

This survey is anonymous and confidential and will be processed by AFS & Associates Pty Ltd. Return surveys to Reply Paid 454 Bendigo, Vic 3552 or fax (03) 5443 5304. Neither the steering committee nor any bank representative will be permitted access to these surveys.

All financial data is aggregated before it is disclosed. AFS & Associates are an independent chartered accounting firm appointed by the steering committee to conduct the feasibility study. Its privacy policy can be found at [www.afsbendigo.com.au](http://www.afsbendigo.com.au)

If you have any questions or concerns relating to any of the questions asked, please do not hesitate to call DAVID HUTCHINGS of AFS on (03) 5443 0344. or email [d.hutchings@afsbendigo.com.au](mailto:d.hutchings@afsbendigo.com.au)



**PLEASE HELP US BY ENSURING THAT:**

- This personal survey is used only for personal banking information.
- Business proprietors and community organisations please complete the business survey as well.
- Your response includes all of the banking products you currently use.
- Each account is only recorded once.  
e.g. Joint accounts should be recorded on one survey only. Business accounts should only be recorded by one proprietor/officeholder.
- Your survey is completed and returned to us in the enclosed reply paid envelope by **November 19, 2010.**

☒ TICK ONE BOX ONLY ☒ ☒ ☒ TICK AS MANY BOXES AS APPLICABLE

1. (a) **Please indicate your current occupation or income source.**

- ☒ ☐ Business Proprietor/Self Employed  
☐ Employee (Full Time or Part Time)  
☐ Home Duties  
☐ Retired  
☐ Student  
☐ Unemployed  
☐ Other (please specify) .....

(b) **Where do you live?**

- ☒ ☐ Balwyn  
☐ Canterbury  
☐ Deepdene  
☐ Greythorn  
☐ Mont Albert  
☐ Mont Albert North  
☐ North Balwyn  
☐ Surrey Hills  
☐ Other (please specify) .....

(c) **What is your age?**

- ☒ ☐ 10-19 ☐ 40-49 ☐ 70-79  
☐ 20-29 ☐ 50-59 ☐ 80-89  
☐ 30-39 ☐ 60-69 ☐ 90 & Over

2. (a) **Which is your main financial institution?**

- ☒ ☐ ANZ  
☐ Bendigo Bank - Canterbury/Surrey Hills/Ashburton  
☐ Bendigo Bank - Other  
☐ Commonwealth Bank of Australia  
☐ National Australia Bank  
☐ Westpac  
☐ Other (please specify) .....

(b) **What other financial institutions do you have banking relationships with?**

- ☒ ☐ None  
☒ ☐ ANZ  
☒ ☐ Bendigo Bank - Canterbury/Surrey Hills/Ashburton  
☐ Bendigo Bank - Other  
☐ Commonwealth Bank of Australia  
☐ National Australia Bank  
☐ Westpac  
☐ Other (please specify) .....

3. **Why do you use your main financial institution? Please indicate top three reasons.**

- 1 ☐ Account fee structure  
2 ☐ Banked with them for many years  
3 ☐ Competitive interest rates  
☐ Convenience/locality  
☐ Customer service received  
☐ Loyalty/relationship  
☐ Products and services offered  
☐ Too difficult/expensive to change  
☐ Other (please specify) .....

4. (a) **How satisfied are you with the service you currently receive from your main financial institution?**

- |                                     | 1                        | 2                        | 3                        | 4                        | 5                        |
|-------------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
|                                     | Not Satisfied            |                          |                          |                          | Very Satisfied           |

(b) **Please tell us any way in which you feel the service from your main financial institution could be improved.**

.....  
.....  
.....  
.....  
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.....  
.....  
.....

5. What services would you require frequently from your financial institution?

<input checked="" type="checkbox"/>	<input type="checkbox"/> ATM	<input type="checkbox"/> Cheque Deposit
<input checked="" type="checkbox"/>	<input type="checkbox"/> Bank Cheque	<input type="checkbox"/> Credit Card
<input checked="" type="checkbox"/>	<input type="checkbox"/> Bpay	<input type="checkbox"/> EFTPOS
	<input type="checkbox"/> Cash Deposit	<input type="checkbox"/> Internet Banking
	<input type="checkbox"/> Cash Withdrawal	<input type="checkbox"/> Personal Cheque Book
	<input type="checkbox"/> Cheque Cashing	<input type="checkbox"/> Phone Banking
	<input type="checkbox"/> Other (please specify) .....	

6. How often do you require over the counter service from your financial institution(s)?

<input checked="" type="checkbox"/>	<input type="checkbox"/> Daily
	<input type="checkbox"/> Twice a week
	<input type="checkbox"/> Once a week
	<input type="checkbox"/> Once each fortnight
	<input type="checkbox"/> Once each month
	<input type="checkbox"/> Once each 3-6 months
	<input type="checkbox"/> Once a year
	<input type="checkbox"/> Never/Less than once a year

7. If you have Personal Savings/Cheque and/or Term Deposit accounts with any institution, please indicate the approximate balance. Please ensure that each account is only marked **once**.

**PERSONAL SAVINGS/CHEQUE ACCOUNT(S)**

<input checked="" type="checkbox"/>	<input type="checkbox"/> DON'T HAVE
	<input type="checkbox"/> \$0 - \$5,000
	<input type="checkbox"/> \$5,001 - \$10,000
	<input type="checkbox"/> \$10,001 - \$20,000
	<input type="checkbox"/> \$20,001 - \$40,000
	<input type="checkbox"/> \$40,001 - \$60,000
	<input type="checkbox"/> \$60,001 - \$80,000
	<input type="checkbox"/> More (please specify) .....

**PERSONAL INVESTMENTS**

[Term Deposit(s)/Cash Management Account(s)]

<input type="checkbox"/>	<input type="checkbox"/> DON'T HAVE
	<input type="checkbox"/> \$0 - \$5,000
	<input type="checkbox"/> \$5,001 - \$25,000
	<input type="checkbox"/> \$25,001 - \$50,000
	<input type="checkbox"/> \$50,001 - \$75,000
	<input type="checkbox"/> \$75,001 - \$100,000
	<input type="checkbox"/> \$100,001 - \$125,000
	<input type="checkbox"/> More (please specify) .....

8. If you have a Credit Card, Personal Loan and/or a Home Loan, please indicate approximate balance.

**CREDIT CARD**

(NB: Balance, not Limit)

<input checked="" type="checkbox"/>	<input type="checkbox"/> DON'T HAVE
	<input type="checkbox"/> \$0 - \$3,000
	<input type="checkbox"/> \$3,001 - \$5,000
	<input type="checkbox"/> \$5,001 - \$10,000
	<input type="checkbox"/> \$10,001 - \$15,000
	<input type="checkbox"/> \$15,001 - \$20,000
	<input type="checkbox"/> More (please specify) .....

**PERSONAL LOAN/OVERDRAFT**

<input type="checkbox"/>	<input type="checkbox"/> DON'T HAVE
	<input type="checkbox"/> \$0 - \$3,000
	<input type="checkbox"/> \$3,001 - \$5,000
	<input type="checkbox"/> \$5,001 - \$10,000
	<input type="checkbox"/> \$10,001 - \$20,000
	<input type="checkbox"/> \$20,001 - \$30,000
	<input type="checkbox"/> \$30,001 - \$40,000
	<input type="checkbox"/> More (please specify) .....

**HOME LOAN / LINE OF CREDIT**

<input type="checkbox"/>	<input type="checkbox"/> DON'T HAVE
	<input type="checkbox"/> \$0 - \$100,000
	<input type="checkbox"/> \$100,001 - \$200,000
	<input type="checkbox"/> \$200,001 - \$300,000
	<input type="checkbox"/> \$300,001 - \$400,000
	<input type="checkbox"/> \$400,001 - \$500,000
	<input type="checkbox"/> \$500,001 - \$600,000
	<input type="checkbox"/> More (please specify) .....

**INVESTMENT LOAN / LINE OF CREDIT**

<input type="checkbox"/>	<input type="checkbox"/> DON'T HAVE
	<input type="checkbox"/> \$0 - \$100,000
	<input type="checkbox"/> \$100,001 - \$200,000
	<input type="checkbox"/> \$200,001 - \$300,000
	<input type="checkbox"/> \$300,001 - \$400,000
	<input type="checkbox"/> \$400,001 - \$500,000
	<input type="checkbox"/> \$500,001 - \$600,000
	<input type="checkbox"/> More (please specify) .....

9. If you have managed funds, please indicate the approximate balance.

**MANAGED FUNDS**

<input checked="" type="checkbox"/>	<input type="checkbox"/> DON'T HAVE
	<input type="checkbox"/> \$0 - \$50,000
	<input type="checkbox"/> \$50,001 - \$100,000
	<input type="checkbox"/> \$100,001 - \$200,000
	<input type="checkbox"/> \$200,001 - \$300,000
	<input type="checkbox"/> More (please specify) .....

10. If a Community Bank® branch were to open in Balwyn:

(a) Would you be prepared to support it by transferring your banking within 12 months?

- ☒ ☐ NO – Go to 13.  
☐ YES – ALL of your banking. Go to 11.  
☐ YES – PART of your banking. Go to 10(b).

(b) If you answered YES – PART of your banking to question 10(a), what **would** you transfer?

- ☒ ☐ Personal Savings/Cheque Account(s)  
☒ ☐ Personal Term Deposit(s)/CMA(s)  
☒ ☐ Managed Fund(s)  
☐ Credit Cards  
☐ Personal Overdraft(s) / Personal Loan(s)  
☐ Home Loan(s)  
☐ Investment Loan(s)

11.(a) If you currently bank with Bendigo Bank:

Would you expect to move your account(s) to the Balwyn Community Bank® branch?

- ☒ ☐ YES – Go to 11(b).  
☐ NO – Go to 12.  
☐ Don't bank with Bendigo Bank.  
Go to 12.

(b) If you answered YES to Question 11(a) which of your **existing** Bendigo Bank accounts **would** you move to the Balwyn Community Bank® branch?

- ☒ ☐ Personal Savings/Cheque Account(s)  
☒ ☐ Personal Term Deposit(s)/CMA(s)  
☒ ☐ Personal Credit Card  
☐ Overdraft(s) / Personal Loan(s)  
☐ Home Loan(s)  
☐ Investment Loan(s)

12. (a) In addition to your existing facilities identified in Question 8, what value of new personal borrowings do you expect to need over the next 3 years?

\$ .....

(b) Would you utilise a banking service if it was available on a Saturday morning?

- ☒ ☐ Yes ☐ No

13. Have you completed a pledge form in support of the Balwyn Community Bank® campaign?

- ☒ ☐ Yes ☐ No

14. We would greatly value your comments on why the Community Bank® would (or would not) meet your banking needs.

.....  
.....  
.....  
.....  
.....  
.....  
.....

## COMPLETION OF THE FOLLOWING IS ENTIRELY OPTIONAL

Please Note: If the details below are completed,  
**ONLY YOUR CONTACT DETAILS**  
will be forwarded to the Balwyn Steering Committee

**I WISH TO SHOW MY SUPPORT FOR THE  
BALWYN COMMUNITY BANK® PROJECT AND  
AGREE TO BEING CONTACTED  
AT A LATER DATE**

Name .....

Address.....

.....Postcode.....

Telephone .....

### ADDITIONAL SURVEYS CAN BE OBTAINED FROM THE FOLLOWING BUSINESS:

#### Colombos

250 Whitehorse Road. Phone 9836 6442

#### The Merchant of Fairness Bookshop

300 Whitehorse Road. Phone 9836 7539

#### Balwyn Locksmiths

337 Whitehorse Road. Phone 9836 0240



# Thank you for completing this survey.

**PLEASE PLACE IT IN THE REPLY PAID ENVELOPE AND POST IT AS SOON AS POSSIBLE**



## Balwyn Community Bank® Project

# Business Banking Survey

Note: If your business enterprise consists of a number of partners, please complete only one "Business Survey" per business enterprise.

**Please return by: December 10, 2010**

## A Confidential Survey to Help Us Establish A Bank of Our Own!

☒ TICK ONE BOX ONLY ☒ ☒ ☒ TICK AS MANY BOXES AS APPLICABLE

1. (a) If you currently own/manage a business or organisation, please indicate the type of business.

- ☒ ☐ Accommodation/Hospitality  
☐ Agriculture/Forestry/Fishing  
☐ Community Organisation  
☐ Construction  
☐ Education  
☐ Financial & Insurance Services  
☐ Health & Community Services  
☐ Manufacturing  
☐ Property & Business Services  
☐ Retail/Wholesale  
☐ Service  
☐ Tourism  
☐ Transport and Storage  
☐ Other (please specify) .....

(b) Where is your business located?

- ☒ ☐ Balwyn  
☐ Canterbury  
☐ Deepdene  
☐ Greythorn  
☐ Mont Albert  
☐ Mont Albert North  
☐ North Balwyn  
☐ Surrey Hills  
☐ Other (please specify) .....

2. (a) Which is your main financial institution?

- ☒ ☐ ANZ  
☐ Bendigo Bank - Canterbury/Surrey Hills/Ashburton  
☐ Bendigo Bank - Other  
☐ Commonwealth Bank of Australia  
☐ National Australia Bank  
☐ Westpac  
☐ Other (please specify) .....

(b) What other financial institutions do you have banking relationships with?

- ☒ ☐ None  
☒ ☐ ANZ  
☒ ☐ Bendigo Bank - Canterbury/Surrey Hills/Ashburton  
☐ Bendigo Bank - Other  
☐ Commonwealth Bank of Australia  
☐ National Australia Bank  
☐ Westpac  
☐ Other (please specify) .....

3. On a scale of 1 to 5, how satisfied are you with the service you currently receive from your main Financial Institution?

- |                                     | 1                        | 2                        | 3                        | 4                        | 5                        |
|-------------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
|                                     | Not Satisfied            |                          |                          |                          | Very Satisfied           |

4. If you have Business Savings/Cheque Account(s) and/or Term Deposit(s), with any institution please indicate the approximate current balance(s). Please ensure each account is only marked once.

**BUSINESS SAVINGS/CHEQUE ACCOUNT(S)**

- ☒ ☐ DON'T HAVE ☐ \$20,001 - \$50,000  
☐ \$0 - \$10,000 ☐ \$50,001 - \$100,000  
☐ \$10,001 - \$20,000 ☐ More (please specify) .....

**BUSINESS TERM DEPOSIT(S)**

- ☐ DON'T HAVE ☐ \$20,001 - \$50,000  
☐ \$0 - \$10,000 ☐ \$50,001 - \$100,000  
☐ \$10,001 - \$20,000 ☐ More (please specify) .....

5. If you have Business Overdraft, Leasing/Hire Purchase agreement and/or Other Loan Facilities, please indicate the approximate current balance(s). Please ensure each account is only marked once.

☒ **BUSINESS OVERDRAFT** (NB: Balance, not Limit)

☐ DON'T HAVE

☐ \$0 – \$10,000

☐ \$10,001 – \$50,000

☐ \$50,001 – \$100,000

☐ \$100,001 – \$150,000

☐ \$150,001 – \$200,000

☐ More (please specify).....

**BUSINESS LEASING/HIRE PURCHASE**

☐ DON'T HAVE

☐ \$0 – \$30,000

☐ \$30,001 – \$50,000

☐ \$50,001 – \$100,000

☐ \$100,001 – \$200,000

☐ \$200,001 – \$300,000

☐ More (please specify).....

**OTHER LOAN FACILITIES**

☐ DON'T HAVE

☐ \$0 – \$50,000

☐ \$50,001 – \$250,000

☐ \$250,001 – \$500,000

☐ \$500,001 – \$1,000,000

☐ More (please specify).....

6. If a Community Bank® branch were to open in Balwyn?

- (a) Would you be prepared to support it by transferring your banking within 12 months?

☒ ☐ NO – Go to 9.

☐ YES – ALL of your banking. Go to 7.

☐ YES – PART of your banking. Go to 6(b).

- (b) If you answered YES – PART of your banking to question 6(a), what would you transfer?

☒ ☐ Business Savings/Cheque Account(s)

☒ ☐ Business Term Deposit(s)

☒ ☐ Business Overdraft(s)

☐ Business Lease(s)/Hire Purchase(s)

☐ Other Loan Facilities

7. (a) If you currently bank with Bendigo Bank: Would you expect to move your account(s) to the Balwyn Community Bank® branch?

☒ ☐ YES – Go to 7(b).

☐ NO – Go to 8.

☐ Don't bank with Bendigo Bank. - Go to 8.

7. (b) If you answered YES to question 7(a) which of your existing Bendigo Bank accounts would you move to the Balwyn Community Bank® branch?

☒ ☐ Business Savings/Cheque Account(s)

☒ ☐ Business Term Deposit(s)

☒ ☐ Business Overdraft(s)

☐ Business Lease(s)/Hire Purchase(s)

☐ Other Loan Facilities

8. (a) In addition to your existing facilities identified in Question 5, what value of new business borrowings do you expect to need over the next 3 years? (e.g. loans, overdraft, leasing/hire purchase).

\$ .....

- (b) Would you utilise a banking service if it was available on a Saturday morning?

☒ ☐ Yes ☐ No

9. We would greatly value your comments on why the Community Bank® would (or would not) meet your business banking needs.

.....

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## COMPLETION OF THE FOLLOWING IS ENTIRELY OPTIONAL

Please Note: If the details below are completed, **ONLY YOUR CONTACT DETAILS** will be forwarded to the Balwyn Community Bank Steering Committee

**I WISH TO SHOW MY SUPPORT FOR THE  
BALWYN COMMUNITY BANK® PROJECT AND  
AGREE TO BEING CONTACTED AT A LATER DATE**

Contact Name .....

Business Name .....

.....

Address .....

.....Postcode.....

Telephone .....



# Thank you for completing this survey.

**PLEASE PLACE IT IN THE REPLY PAID ENVELOPE AND POST IT AS SOON AS POSSIBLE**



## Application Details and Instructions

Please complete all relevant sections of the Application Form (or copy of that form) using **BLOCK LETTERS**.

- A. Enter the **NUMBER OF SHARES** you wish to apply for.

Applications must be for the minimum of 500 and thereafter in multiples of 100. The maximum number of Shares that may be applied for is 10,000.

- B. Enter the **TOTAL AMOUNT** of application money payable. To calculate the amount multiply the number of Shares applied for by the amount per Share.
- C. Enter the **FULL NAME(S)** and **TITLE(S)** of all legal entities that are to be recorded as the registered holder(s). Refer to the **Name Standards** below for guidance on valid registration.
- D. Enter the **POSTAL ADDRESS** for all communications from the Company. Only one address can be recorded.
- E. Enter telephone numbers, email address and a contact person the Company Secretary can speak to if there are any queries regarding this application.
- F. Payment must be made by cheque payable to **CANTERBURY SURREY HILLS COMMUNITY FINANCE LIMITED SHARE OFFER** and crossed **Not Negotiable**. Cheques not properly drawn will be rejected. Cheques will usually be banked on the day of receipt. If cheques are dishonoured the application may be rejected.
- G. Before completing the Application Form the Applicant(s) should read the Prospectus to which the application relates. The Applicant(s) offer(s) to subscribe for Shares in the Company, and agree(s) to be bound by the Constitution of the Company and the terms and conditions set out in this Prospectus. The Applicant(s) agree(s) to take any number of Shares equal to or less than the number of Shares indicated in Box A of this Application Form that may be allotted to the Applicant(s) pursuant to the Prospectus. The Applicant(s) declare(s) that all details and statements made in the Application Form are complete and accurate and consent(s) to the use and disclosure of their personal information in the manner described in the Prospectus. The Application Form does not need to be signed.

- H. Enter the Tax File Number(s) (TFNs), Australian Business Number(s) (ABNs) (where you make the investment in the course of carrying on an enterprise) or tax exemption categories (such as aged pension, invalid pension or non-profit organisation) of the Applicant(s). For joint applications, only the TFNs or ABNs of two Applicants are required. Provision of your TFN, ABN or tax exemption category is not compulsory and will not affect your application. If your TFN, ABN or tax exemption category is not provided, the Company is required to deduct tax from your dividend entitlement at the maximum personal tax rate plus the Medicare levy, which currently totals 46.5%.

### Payment

Payment must be made in **Australian Currency** and cheques must be drawn on an Australian Bank. Cheques or bank drafts must be payable to **CANTERBURY SURREY HILLS COMMUNITY FINANCE LIMITED SHARE OFFER** and crossed **Not Negotiable**. **Cheques not properly drawn will be rejected**. Cheques will usually be banked on the day of receipt. If cheques are dishonoured the application may be rejected.

### Where to send application form

Forward your completed application together with the application money to:

**CANTERBURY SURREY HILLS COMMUNITY  
FINANCE LIMITED SHARE OFFER  
SHOP 2, 143 MALING ROAD  
CANTERBURY VIC 3126**

### Name Standards

- Only legal entities may be registered as the holder of securities.
- The full and correct name of each entity must be shown.
- Salutations such as Mr, Mrs and Ms should be included.
- Securities cannot be registered in the name of a trust and no trust can be implied.
- Securities cannot be registered in the name of a minor or deceased person.
- An account designation can be included. If shown, it must be contained within one line and with the "<>" symbols. the last word of the designation must be ACCOUNT or A/C.

Type of Investor	Correct Form of Registration	Incorrect Form of Registration
Individual: Use given names in full, not initials	Mr John Alfred Smith	J A Smith
Company: Use the Company's full title, not abbreviations	ABC Pty Ltd	ABC P/L or ABC Co
Joint Holdings: Use full and complete names	Mr Peter Robert Williams & Ms Louise Susan Williams	Peter Robert & Louise S Williams
Trusts: Individual(s) as trustee: Use the trustee(s) personal name(s)	Mrs Susan Jane Smith <Sue Smith Family A/C>	Sue Smith Family Trust
Trusts: Corporate Trustee: Use the trustee(s) name(s)	Sue Smith Pty Ltd <Sue Smith Family A/C>	Sue Smith Family Trust
Deceased Estates: Use the executor(s) personal name(s)	Ms Jane Mary Smith & Mr Frank William Smith <Est John Smith A/C>	Estate of late John Smith or John Smith Deceased
Minor (a person under the age of 18): Use the name of a responsible adult with appropriate designation	Mr John Alfred Smith <Peter Smith A/C>	Master Peter Smith
Partnerships: Use the partners' personal names	Mr John Robert Smith & Mr Michael John Smith <John Smith & Son A/C>	John Smith and Son
Long Names	Mr John William Alexander Robertson-Smith	Mr John W A Robertson-Smith
Club/Unincorporated Bodies/ Business names: Use office bearer(s) personal name(s)	Mr Michael Peter Smith <ABC Tennis Association A/C>	ABC Tennis Association
Incorporated Associations	ABC Tennis Association Inc	ABC Tennis Association
Superannuation Funds: Use the name of the fund trustee	Jane Smith Pty Ltd <Super Fund A/C>	Jane Smith Pty Ltd Superannuation Fund

### Queries

If you have any queries concerning this Offer or any part of this Prospectus, please call Dick Menting on 0417 357 349.

## ACN 099 590 593

## DO NOT STAPLE

A I/We apply for

or such lesser number of Shares which may be allocated to me/us by the Directors.

\$						.	0	0
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Title, Given Name(s) & Surname or Company Name

[illegible]

A horizontal number line with 11 equally spaced tick marks. The tick marks are labeled with integers from 0 to 10, starting from the left and increasing to the right.

[illegible][illegible]

Street Number	Street
---------------	--------

[illegible][illegible]

Post Code

| | | | | | | | | | | | | | | |

|||

\_\_\_\_\_

☐ No      ☐ Yes      Holder number      (See your original certificate)

[illegible]

Telephone Number - After Hours

( | | | ) | | | | | | | | | | ( | | | ) | | | | | | | | | |

| | | | | | | | | |

[illegible]

Drawer	Bank	Branch	BSB	Amount

1. offer to subscribe for Shares in the Company;
2. agree to be bound by the Constitution of the Company, and by the terms and conditions set out in the Prospectus;
3. agree to take any number of Shares equal to or less than the number of Shares indicated in Box A of this Application Form that may be allotted to me/us pursuant to this Prospectus;
4. declare that all details and statements made by me/us in this Application Form are complete and accurate; and
5. agree that the personal information included in this Application Form may be collected by the Company and used and disclosed by the Company and any member of the Bendigo and Adelaide Group as set out in Section 7.9 of the Prospectus.

I Tax File Number (TFN), Australian Business Number (ABN) or tax exemption category (where applicable):

\_\_\_\_\_

| | | | | | | | | |

\_\_\_\_\_

\_\_\_\_\_

[illegible]

| | | | | | | | | |

Applicant #1:

Applicant #2:

Applicant #3:

# CANTERBURY SURREY HILLS COMMUNITY FINANCE LIMITED

ACN 099 590 593

## PUBLIC SHARE OFFER APPLICATION FORM

DO NOT STAPLE

PLEASE READ ALL INSTRUCTIONS ON THE BACK OF THIS FORM

A I/We apply for

Shares in Canterbury Surrey Hills Community Finance Limited at \$1.00 per share

or such lesser number of Shares which may be allocated to me/us by the Directors.

B I/We lodge full application monies

\$           .

Multiply the number of Shares applied for by \$1.00 (ie 2000 Shares = \$2000.00)

C Full name (PLEASE PRINT)

Title, Given Name(s) & Surname or Company Name

ABN (if applicable)

Joint Applicant #2 or <designated account>

Joint Applicant #3 or <designated account>

D PO Box/Postal Address (PLEASE PRINT)

Street Number Street

Suburb/Town

State

Post Code



☐ No      ☐ Yes      Holder number \_\_\_\_\_ (See your original certificate)

Telephone Number - After Hours

( | | | ) | | | | | | | | | |

( | | | ) | | | | | | | | | |

A horizontal number line with 10 tick marks, labeled from 0 to 9.

A horizontal number line with 20 equally spaced tick marks, labeled from 1 to 20.

Drawer	Bank	Branch	BSB	Amount

1. offer to subscribe for Shares in the Company;
2. agree to be bound by the Constitution of the Company, and by the terms and conditions set out in the Prospectus;
3. agree to take any number of Shares equal to or less than the number of Shares indicated in Box A of this Application Form that may be allotted to me/us pursuant to this Prospectus;
4. declare that all details and statements made by me/us in this Application Form are complete and accurate; and
5. agree that the personal information included in this Application Form may be collected by the Company and used and disclosed by the Company and any member of the Bendigo and Adelaide Group as set out in Section 7.9 of the Prospectus.

I Tax File Number (TFN), Australian Business Number (ABN) or tax exemption category (where applicable):

TFN of Applicant #1

[illegible]

TFN of Applicant #2

OR ABN of Applicant #2

| | | | | | | | | |

TFN of Applicant #3

OR      ABN of Applicant #3

Applicant #1:

Applicant #2:

Applicant #3:



