

24th October 2005

Dear Shareholder,

On behalf of the Directors, Management and Staff of the Company I welcome you to our third Annual General Meeting and thank you for your attendance.

As you know, one of the highlights of the Company's performance in the year to 30th June 2005 was its outstanding business growth. Much of this growth has come from referrals from shareholders and existing customers. Referrals are one of the best and most cost effective ways to grow any business and Bendigo Bank is an industry leader in this area. In the March quarter Nielson "customer recommendation" ratings Bendigo Bank topped the list with 92% of the Bank's satisfied customers indicating that they were happy to recommend it to others. Small wonder that much of our Community Bank's growth has come from this source.

To the many shareholders who have referred potential customers to the Bank we thank you sincerely and urge you to continue acting as advocates and ambassadors to the cause. By doing so you are helping to achieve three things:

- Helping someone you know - a friend, relative or neighbour - establish a relationship with a Bank, which is renowned for its service culture and professionalism.
- Helping your community through your Bank's sponsorships and grants to worthwhile not-for-profit organisations
- Helping to grow the business and its profitability thereby ultimately helping yourself as a shareholder.

Together, we have achieved a great deal and with your continued support and advocacy we can achieve even more.

Yours sincerely,

Jim Christie
Chairman.