

Newsletter

October 2007

From the Manager



Shareholders and supporters will be pleased to know that as at the end of July 2007, we have achieved a total banking business portfolio in excess of \$25 million. This figure is a combined total of the deposit and loan funds held by the Gympie & District **Community Bank®** Branch.

Our branch has been opened for just over two years now and this wonderful result has been achieved through a combination of our great staff and the support we have received from our customers. However, in order to grow further we need to have the continued support of our shareholders by bringing more of your business to us along with acting as ambassadors for your branch in your community.

To assist us in this endeavour we have the talents of our Business Banking Manager Paul Hampson, and our Financial Planner Peter Bourke. They will look at your individual circumstances and advise on your best solutions.

So call in and see our helpful staff and remember that whenever you bank with the Gympie & District **Community Bank®** Branch, you're helping to support our local community.

Michael Thornley

"...we have achieved a total banking business portfolio in excess of \$25 million."

Director profile

Rens Poels Company Treasurer



I was born in a picturesque little town in the Netherlands called Meerlo. My father was bank manager of the only bank in town, the "Co-operative Boerenleenbank". At that time the "Boerenleenbank" was not unlike our **Community Bank®** branch. Now that bank is the "BO" in the Dutch RABO Bank.

I did my electrical apprenticeship in the Netherlands and served my time in National Service in the Royal Dutch Navy as an electrician. I migrated to Australia in 1969 and worked as an electrical mechanic in the Sydney area for two years. I studied computer engineering in Sydney and worked in that field for more than 20 years in Sydney, Melbourne, Canberra and also for three years overseas in Germany.

Our little family, wife Lisbeth, son Reynard and I came to Gympie in 1992/1993.

We found a very nice five acre property in the Palms area and proceeded to build our home as owner builders. My family and I liked Gympie very much and soon we were heavily involved in Gympie's community life.

Some of the community involvements included the SES, Rural Fire Service, Meals on Wheels, Tax Help, and with the Historical Society setting up and convening of the markets.

Then around June 2003 the idea of a **Community Bank®** Company for Gympie first floated. Right from the start I was involved. It took a dedicated bunch of people two years hard work to get our branch opened on 20 June 2005. Now again, more than two years later we have a successful banking operation in town. The benefits to the community, which up to now have been a trickle while the business is building up, will soon be increased to a flood when our share of the profits becomes more substantial.

It has been a great pleasure to work together with our Chairman Ray Bird, our Secretary Vicki Shapcott and the other Directors and Ambassadors, some of them right from the start, others appointed at a later day.

It is also very pleasing to have our capable and friendly staff of Andrea, Brett, Lezette, Kassandra and last but not least Michael Thornley, who has also been involved right from the start in capacities as Chairman of the Steering Committee and Director and now, is and has been our Manager from the start. Thank you all for working together so productively and let's continue for the benefit of the community.

**Board of Directors, Gympie & District Financial Services Limited,
68 Mary Street, Gympie, QLD 4570**

Raymond Bird (Chairman), Beven Webb (Deputy Chair), Rens Poels (Treasurer), Vicki Shapcott (Secretary),
Lesley O'Hern, Elaine Thomson, Chris Hodges, Rae Gate, David Weller.

Your Community Bank® branch at the Gympie Show

Gympie Agricultural Show is one great place to meet old friends, showcase your product, talents or services, get information updates, make new friends and generally have a rip-roaring good time!

For the third year, your **Community Bank®** Company was there, balloons a bobbing. The free maroon and yellow balloons are an ever popular item with the young and young at heart. Over 100 were manually inflated by the Branch Manager, ambassadors and Directors, whose arm muscles weren't quite used to that type of exertion

(40 pumps per balloon!). But, inflate we did, until the supply ran out.

Bendigo donated 80 money boxes to raise funds for Little Haven Palliative Care. These also were a popular item and ran out too soon. However, we'd like to thank all those who donated and raised \$176 for a very worthy cause. Also, encouraging saving habits from infancy can give your children important economic habits.

Quite a few folk put their names into the free raffle for a \$50 Bendigo Bank account. This was won by a 16 year old from Curra. Congratulations.



Lots of folk came to the stall to get updates on how the branch is progressing and to acquaint themselves with the list of grants already given back to community non-profit organisations. As for me, it was great spending a day and a half meeting many of you again. I'm looking forward to next year at the Gympie & District **Community Bank®** stall, main pavilion next to the information desk and main stage.

Lesley O'Hern (Director)

Bendigo Bank and Adelaide Bank announce plans to merge.

The Boards of Bendigo Bank and Adelaide Bank recently announced their intention to merge. There are a number of advantages in bringing these two strongly performing Australian companies together. But most importantly for you and your community, this merger secures the unique Bendigo style of banking, including the **Community Bank®** model.

The merger will bring together two banks with different but proven strategies, to create a unique customer and partner focused financial services organisation. It will maintain Bendigo's community focused banking model and introduce Adelaide's wholesale banking strategy to form a more robust and diversified business.

Under the merged group, the unique **Community Bank®** model will continue to grow and prosper, and new Company-owned and **Community Bank®** branches will continue to open. The Bendigo Bank brand will be retained, customers' accounts will not change and the same friendly faces will be at your local branch to provide for your banking needs. Nationally, the merger would increase Bendigo Bank's network, delivering our customers access to 24 branches in South Australia and 90 ATMs. Over time, new products and services will follow.

The merger is still subject to Adelaide shareholder approval, in November, as well as a number of regulatory and court approvals and other conditions. Implementation is expected to take a number of months. In the meantime, Bendigo Bank welcomes your views as a **Community Bank®** shareholder.

To share your views, or to find out more information, you can visit www.bendigobank.com.au and follow the merger link to the feedback form. Or you can phone Bendigo Bank's merger hotline on 1300 361 911, or write to Bendigo Bank Share Registry, PO Box 480, Bendigo, VIC 3552.

We are excited by the prospects for this merger. The Bendigo Bank brand has inherent value built up over many years. This merger secures that and improves future growth opportunities. We look forward to bringing you more news.

Russell Jenkins
Chief General Manager Retail & Distribution
Bendigo Bank

BOQ no longer seeking merger with Bendigo Bank

From communications update 21/06/07 - Bank of QLD no longer seeking merger with Bendigo Bank

Bendigo Bank late this afternoon issued the following statement to the Australian Stock Exchange. This statement was issued in response to an earlier release by Bank of Queensland today.

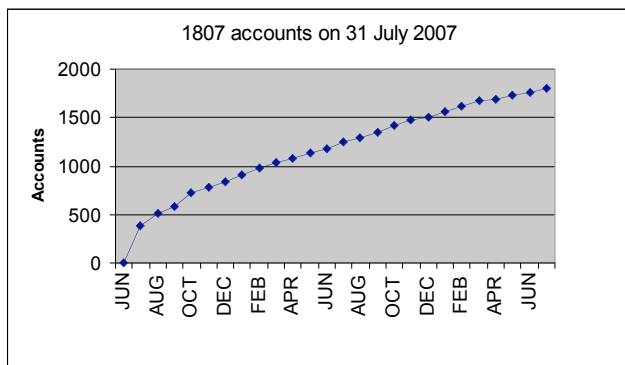
"Bendigo Bank refers to today's announcement of the Bank of Queensland in relation to a revised informal proposal for a merger of the two banks.

Bendigo Bank confirms that it had further confidential discussions with Bank of Queensland in relation to a revised informal merger proposal. Bendigo Bank notes that the Bank of Queensland has announced that it is no longer seeking to merge with Bendigo Bank."

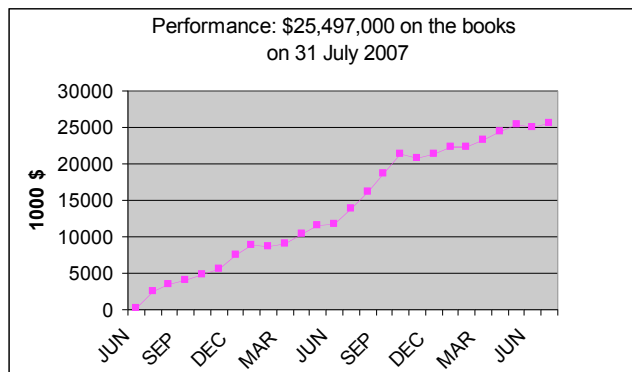
Regards,

Owen Davies
General Manager Marketing & Corporate Affairs

An overview of financial performance from opening 20 June 2005 to 31 July 2007



Number of accounts



Banking business (loans and deposits)

Financial planning

My name is Peter Bourke and I am your Bendigo Bank Financial Planner. Having grown up on the Sunshine Coast, and having had 17 years in the financial services industry, I consider myself a Sunshine Coast local. I hold an Advanced Diploma in Financial Services and will finish my Masters of Financial Planning next year.

I can help you with a range of personalised advice. From creating wealth, protecting wealth, and retirement strategies,

to minimising tax and maximising benefits from Centrelink. You may not even know which scenario could assist you, so providing a free initial interview; I can discuss your personalised financial position and see if I can provide a benefit to your financial situation. All the interviews are no obligations, so why not give me a call on 0428 438 698, or drop into your local Bendigo Bank branch and make an appointment, and see if I can improve your financial position.

Put yourself in the picture.

Bendigo Financial Planning.

Like Jeremy, we all have financial goals – whether it's buying a car, a long awaited overseas trip, investing in property, saving for your child's education or security in retirement.

Yet at Bendigo Bank we know that having financial goals is one thing – and that achieving them can be quite another. That's where Bendigo Financial Planning comes in.

A Bendigo Financial Planner can help you identify your goals and assist you to implement achievable, understandable and cost-effective ways to make them a reality.

And because, like everything, your situation can change quickly, your Bendigo Financial Planner will work with you to ensure your financial plan meets your needs now and in the future.

So think about the way you'd like to live tomorrow and talk to a Bendigo Financial Planner today. We'll help put you in the picture.

For more information call into the branch at 68 Mary Street, Gympie or phone 5481 1787.



**Bendigo
Bank**

wealth

Bendigo Financial Planning services ABN 81 087 585 073 AFSL 237898. Level 5, 120 Harbour Esplanade, Docklands, VIC 3008. A member of the Bendigo Bank group of companies. www.bendigobank.com.au (S16726) (10/07)

Gympie & District **Community Bank®** Branch

Build your wealth with margin lending

Borrowing to invest, or gearing, is a popular way to increase your long term wealth and reach your financial goals sooner. Many Australians have been able to improve their financial position by borrowing to invest in property and acknowledge the long term wealth creation benefits that can be gained from this.

Margin Lending allows you to apply the same concepts as borrowing to invest in property, to the share market. With a Margin Loan you can use an existing portfolio of ASX listed shares, a wide range of managed funds, or a cash contribution, as your collateral and then borrow to buy more shares or managed funds to increase your share market investment.

Just as your property is the security for your home loan, your share or managed fund portfolio becomes the security for your Margin Loan.

And now, as a Gympie & District Financial Services Limited shareholder, you have the chance to take up a special offer on a Bendigo Margin Loan.

As part of the offer, you will receive a discount of 0.75% pa off the margin lending variable rate. Plus you have the option of six or 12 month prepaid fixed rates, which are also discounted. Contact the branch to obtain the current fixed rates.

Other benefits of a Bendigo Margin Loan include no establishment fees for individuals, loans starting from as little as \$20,000**, fast approval and personalised service.

If you wish to discuss refinancing an existing margin loan that you have elsewhere or to find out more, contact your

Community Bank® branch or call Bendigo Margin Lending on 1300 363 812.

We look forward to helping you build your wealth with a Bendigo Margin Loan.

The information in this newsletter does not take the place of advice. It has been prepared for information purposes only and should not be viewed as a recommendation. You should read the Risk Disclosures section in the Margin Lending Application booklet and seek independent legal, taxation or financial advice as to the suitability of a Margin Loan to meet your investment objectives, financial situation and particular needs.** All loans are subject to the bank's Margin Lending assessment criteria. Fees and charges may apply. Subject to terms and conditions.

Business perspective

What drew me to bank Bendigo?

It's locally owned. I support local to keep profits, wealth and work in our community. As well as that I love Bendigo banking options that give me... long hours of branch access, secure phone and internet banking, low interest, no frills, credit card, and great savings options.

Well worth investigating.

Lesley O'Hern, Widgee Sheds

Today I did something for the good of my community. I did all my banking.

Whether revitalising our shopping strip, directing profits to community projects or supporting schools, charities and sporting clubs, Gympie & District **Community Bank®** Branch is proving that many hands make light work.

And just by doing something as simple as your banking, you'll be helping to build an even better Gympie.



Bendigo Bank

Whether you're banking for yourself, your family or your business, we know you'll appreciate our extended opening hours, genuine service and complete range of financial products and services.

So why not call in and see us at 68 Mary Street, Gympie or phone 5481 1787. We're open Monday to Friday 9am - 5pm, and Saturday from 9am to 12 noon.

Bendigo Bank Limited, The Bendigo Centre, Bendigo VIC 3550. ABN 11 068 049 178. AFSL 237879. (S16725) (10/07)

Gympie & District **Community Bank®** Branch

**For more information please call into
68 Mary Street, Gympie
or phone 5481 1787**

**We are open:
Monday to Friday 9.00am - 5.00pm
Saturday 9.00am - 12 noon**

Gympie & District **Community Bank®** Branch  **Bendigo Bank**