

## **CHAIRMAN'S REPORT**

It is with great pleasure that I present this 10<sup>th</sup> Annual Report of Hobson's Bay Community Financial Services Ltd to shareholders.

It has been an extraordinary year and shareholders should be very proud of the contribution the Company has been able to make to the community and further pleased with the return on their investment.

I am excited to be able to report yet another excellent result for our community Company, for the financial year ending June 2010. You will see from the Financial Report how the business has grown.

The report signifies the continued progress of our Company in terms of solid growth. Over the past years this solid growth has enabled our company to accomplish many milestones including:

- The opening of the Laverton Community Bank in 2000
- The opening of the Altona Community Bank 2002
- The opening of the Point Cook Community Bank in 2007
- \$275 Million in accounts held across our three branches
- 15,000 accounts held across our three branches
- The ownership of the Laverton Branch building
- Over 200 sponsorship/donations/grants made to local groups/associations – total contribution to the community in excess of \$500,000

The last 12 months have been very busy. We have continued to support our community groups through sponsorship and donations. This year we commenced a sponsorship presentation program which involved presentations to all groups which we sponsor and support. These presentations provide us with the opportunity to further promote the community banking message and in turn further develop our business.

The Board of Directors has an enormous depth of commitment to the Company and the community. They continue to be active in ensuring that the business continues to grow so that we can achieve the best outcomes for our shareholders, customers, staff and the community in general.

The Company owes a great deal to the Managers and staff of our branches. They have always worked with total commitment to support the business and increase the community benefit. I would like to take this opportunity to acknowledge and thank them for a tremendous performance over the past 12 months.

Whilst the bank staff and the Board of Directors are working very hard to ensure the success of the business I must urge all shareholders to help us achieve our goals by banking with us and by promoting to others the benefits that our Community Bank® branches have to offer the community as a whole.

In closing, I trust that you find this report satisfactory and thank you for your ongoing support throughout the year.

Yours sincerely,

Henry Da Silva  
Chairman