

# Newsletter

June 2007

## A word from our Chairman

Welcome to this, our second edition of the Redcliffe Peninsula Financial Services Ltd newsletter.

When I look at the branch's performance to date, the efforts of the branch staff and Directors cannot go unnoticed.

We have recently reached \$35 million in banking business, which places us well ahead of our budget for the third year of trading.

As well as growth in dollar terms, we are also growing in relationships, including our involvement in the community.

Margate **Community Bank**® Branch was heavily involved in the organisation of the very successful Margate Festival and we have assisted many groups throughout the Peninsula both in terms of monetary incentives as well as in kind.

These activities really highlight the difference **Community Bank**® branches can make and I'm proud to say Margate **Community Bank**® Branch is leading the way.

I again encourage all shareholders to support the bank in any way they can, whether it's by doing your own business with the bank or by encouraging your family and friends to speak with Gavin and his staff to seek options for their own banking.

You own this bank branch, so why wouldn't you support your own investment?

Keep your money in the community and shop locally. You'll be surprised what's on offer.

Regards,

**Bill Hoogwaerts**  
Chairman

## From the Manager's desk

We are almost two and a half years old already and it seems like only yesterday that the branch opened its doors.

We have come a long way in that time and are expecting bigger and better things in 2007.

With our total banking reaching the \$35 million mark and with our enquiry level still very strong, we would like to think we can attain a profitable position in the very near future.

To get to this position has been a long and hard slog, but it has been made easier by the support we have received from you, our shareholders.

After our last edition of the shareholder newsletter, I was contacted by many people wishing to discuss their banking needs and ways in which they could support the bank.

It is pleasing to report that many of you now have Margate **Community Bank**® Branch accounts.

The referrals of your family, friends and work colleagues was also appreciated and has been very beneficial to your investment.

I look forward to receiving more referrals from you soon.

With the increased activity and the growth shown on our book, management and the Board has recently undertaken a complete review of their five year business plan.

Whilst the original plan has only been in operation for two years, the Board felt it needed to revisit the plan to ensure it was relevant and in line with our current performance trends and future plans.

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**Board of Directors, Redcliffe Peninsula Financial Services Limited,  
300 Oxley Ave, Margate, QLD 4019**

William Hoogwaerts (Chairman), Eva Costello, Ian McKay, Robert Orr, Serge Paggiaro,  
Norman Bowles & Will Fraser, Chris Standfast.

## From the Manager's desk continued

I am pleased to report this process has been completed and we now have a new five year plan that will provide direction and help us maintain focus in a very competitive market.

I look forward to the challenge of further expanding our business and with your continued

support, we will continue to grow our business and assist in making our community a more prosperous one.

**Gavin McNab**  
**Branch Manager**

## An open letter to Community Bank® shareholders from the Chairman of Bendigo Bank

29 April 2007

Dear **Community Bank®** shareholders

You will be aware that recently Bendigo Bank was presented with a conditional proposal by Bank of Queensland for a merger of the two companies.

The proposal involved significant risks including integrating organisations with different business models and philosophies. Bendigo's Board rejected the Bank of Queensland proposal, judging it was not in Bendigo shareholders' best interests. In reaching this decision, we valued the feedback of Directors and shareholders in many **Community Bank®** companies and thank them for their participation.

The Board and management of Bendigo Bank remain committed to a unique banking strategy that is delivering good value to shareholders.

Bendigo Bank is a strong and successful business. For many years it has delivered attractive returns to its shareholders, with significant growth in earnings and dividends and strong share price performance. This has been achieved by providing good customer service and by working co-operatively with communities across Australia. Successful customers and successful communities are creating a successful bank.

As well as delivering strong earnings growth, Bendigo Bank has consistently made substantial investments in its business. We have continued to deepen the community relationships that are at the heart of our business model and that have been so

successful in helping the Bank to flourish. The Bendigo Bank brand has a unique position in the Australian market place and the Bank now has more than 1.1 million customers. We have developed a meaningful wealth management business and have invested in the IT, payment systems and other essential business infrastructure required to support continued long-term growth.

Given the strength of the Bendigo Bank business model, the quality of the Bendigo Bank brand, the size of the Bank's customer base and the extent of the investment we have made in future growth, the Bendigo Board expects that Bendigo Bank is well placed to continue its strong growth. Moreover, the Board believes that Bendigo Bank has the resilience and flexibility to prosper in a variety of market conditions.

On behalf of Bendigo Bank, I thank you for supporting your local Board in its endeavors to improve the prospects of your community. I assure you Bendigo Bank remains a committed partner in providing Community Banking and all its associated benefits.

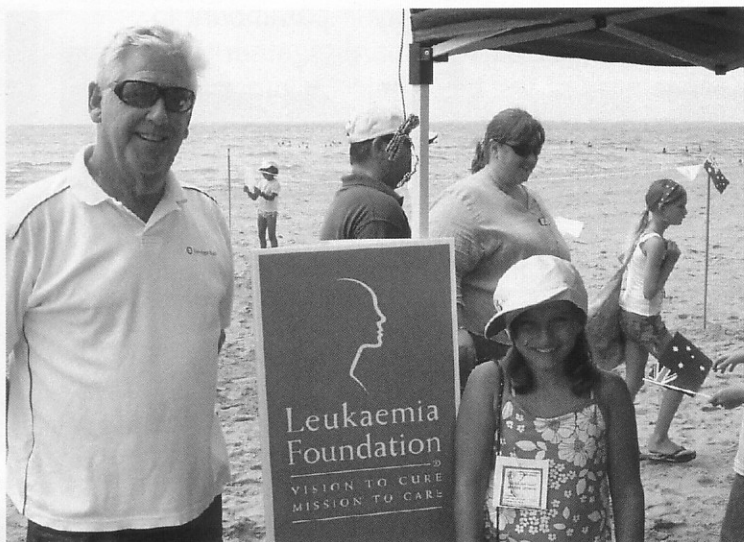
**Robert Johanson**  
**Chairman**  
**Bendigo Bank Limited**



## In our community

Chairman Bill Hoogwaerts attended the Leukaemia Foundation annual treasure hunt event held at Suttons Beach on the Australia Day weekend (right). The Bank has sponsored this event for the past three years.

The bank assists various organisations on the Peninsula in varying ways. Manager Gavin McNab attended a workshop to assist and participate with the ROPE executive committee in formalising their policies and procedures, to assist in attaining specific government funding (below).



Company Secretary Norm Bowles and our Customer Service Manager Roxanne Belcher are pictured with Bendigo Bank's Piggy at the Margate Festival (right). The branch made a significant contribution to the Margate Festival with our own Chairman Bill Hoogwaerts chairing the event's organising committee and our Manager, Gavin McNab acting as treasurer for the event.

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# Make your impact on the environment less noticeable.

At the Bendigo, we offer a range of solutions that make it easy for you to help the environment. Our Green Loans reduce the interest rate for environmentally friendly homes and products.

Plus, our Carbon Offsets help you reduce your impact on

the environment by replanting native vegetation on your behalf to offset greenhouse emissions.

They're both part of our new and exciting Generation Green™ initiatives. To find out more call into our branch or phone 3883 2399.

Margate **Community Bank®** Branch  **Bendigo Bank**

www.bendigobank.com.au Bendigo Bank Limited, The Bendigo Centre, Bendigo, VIC 3550. ABN 11 068 049 178. AFSL 237879. Carbon Offsets are issued by Community Energy Australia Pty Ltd ACN 102 412 386, a wholly owned subsidiary of Bendigo Bank Ltd. (S15179) (05/07)

## In our community continued

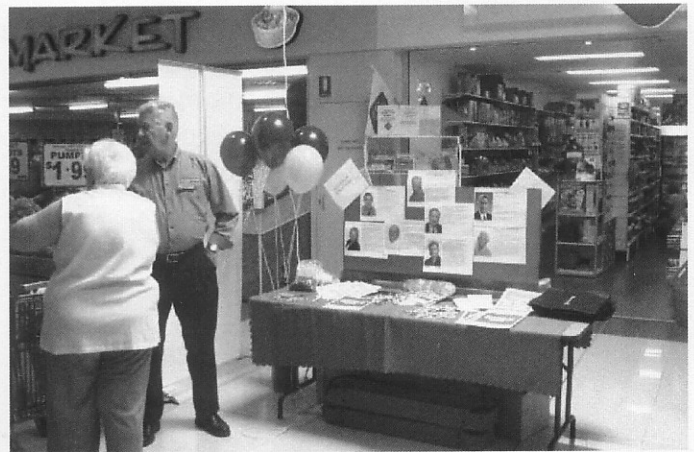
Being part of our community is paramount in our Board's charter. The Board together with management of the bank held an information stall for two days in the Margate Village Shopping Centre (right). Board members were present to meet and greet members of the public, offer information on the bank and listen to the general needs of the community. The Board have agreed to hold this information stall annually.



Tony and Jo Cleaver from Cleavers Firearms chat with Company secretary Norm Bowles (above) at a recent cocktail evening organised by the branch. This night was organised to allow our business community to socialise and network with each other, after some members indicated at our AGM that they would like to meet for social events.



Gary and Marion Marshall, from Bay Motors & C-car Rentals, talk with Deputy Chairman Serge Paggiaro at the cocktail function (above).



## Face to face insurance.

**Good relationships are our policy.**

No matter what you need to insure, the wide range of policies offered through Bendigo Bank will have you covered. But just as importantly, it's our commitment to face to face service for every one of our customers that sets us apart. Talk to one of our friendly and knowledgeable staff today. For more information call into our branch or phone 3883 2399.

Margate **Community Bank® Branch** **Bendigo Bank**

Insurance products issued by CGU Insurance Limited ABN 27 004 478 371 AFSL 238291. An IAG Company. This information is provided by Bendigo Bank Limited, The Bendigo Centre, Bendigo, VIC 3550, ABN 11 068 049 178 AFSL 237879 and Margate **Community Bank® Branch**. (S15180) (05/07)

**For more information please call into  
300 Oxley Ave, Margate  
or phone 3883 2399**

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

Margate **Community Bank® Branch** **Bendigo Bank**