Friendly

Beaumaris **Community Bank®** Branch

Bendigo Bank

Annual Report 2016–17

ABN 25 100 506 643

STARTED
22 NOVEMBER 2002

CONNECTED AND STRONG TEAM

LOCAL CUSTOMERS

OUR POINTS OF DIFFERENCE

Relationships & Community Connections

Make a difference in our Community and provide an unrivalled Banking Service Experience

UP TO
80%
OF OUR PROFITS ARE GIVEN BACK TO THE COMMUNITY

United

Annual Report 2017

Beaumaris Community Financial Services Limited

ABN 25 100 506 643

Beaumaris **Community Bank**® Branch

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Chairman's report

For year ending 30 June 2017

It is my pleasure to present the 15th Annual Report of Beaumaris Community Financial Services Limited.

Our achievements

Despite tough trading conditions, I am pleased to announce that we had an excellent year.

- Our business passed the $100 million mark to grow from $98.7 million to $113.5 million – an increase of 15%.
- Our profit was up $30,756 to $15,613 after a loss of $15,143 the previous year.
- And while our business is still weighted heavily towards deposits, our Loans grew by 35% to $20.9 million while our Deposits grew by 10% to $85 million. The balancing item "Wealth Products and Other Business" increased by 33.3% to $7.6 million.
- Shareholder equity increased by $15,613 to $380,168, an increase of 4.3%.

On 1 July 2016, the new revenue share arrangement with Bendigo and Adelaide Bank commenced using a Funds Transfer Pricing (FTP) model. The new arrangement, at least for the time being, favours our high deposit book and is a contributing factor to our positive performance. The other factor is the excellent work done by Lew Rimington and his team in the branch, but more about that later.

A stronger business has enabled us to provide community funding to a number of worthy causes. Contributions were up from $3,367 the previous year to $13,299 this year. In all, 15 organisations received grants or sponsorships.

Effective partnerships were also established with Beaumaris Rotary and Bayside City Council.

We also established an account with Bendigo and Adelaide Bank's Community Enterprise Foundation™ with an initial deposit of $25,000 at the end of June. This deposit brought our community investment for the year to $38,299.

Depositing money into the Community Enterprise Foundation™ creates a tax effective pool of funds that can be spent on community projects in future years.

Going forward, the Community Enterprise Foundation™ will also help us develop a more professional grants program and effectively track our community investment by sector.

As part of our vision to grow the business and provide significant benefits to the community, I am pleased to announce that we are a key sponsor of the new Beaumaris Sports Club (BSC). The new building is due to open in December at a cost of $5.2 million.

A Memorandum of Understanding was signed in June between Beaumaris Sports Club Inc. and ourselves. The Sports Club is the umbrella organisation incorporating the Beaumaris Lawn Tennis Club, the Beaumaris Football Club and Beaumaris Cricket Club. The sponsorship provides a unique opportunity to grow our business by giving us naming rights to the building, sole banking rights to the Sports Club and the three codes and access to a membership of over 3,000 members.

Our participation helps to ensure that the new building is an asset for the entire community and not just the sporting members which is an important requirement of Council funding. We have agreed to provide a minimum of $15,000 p.a. and a maximum of $30,000 p.a. for nine years commencing December 2018.

In February 2018, the new Beaumaris Secondary College will also open.

These two significant community projects offer great opportunities to grow our business.

Finally, I'm pleased to advise that your **Community Bank**® branch has now committed over $415,000 back to the community. This consists of $388,000 already paid to over 65 community groups for more than 260 projects with a further $27,000 to date set aside with the Community Enterprise Foundation™ for future projects, an impressive set of figures that we should be proud of.

Dividend

While we have made a profit for 2016/17, it was not, unfortunately, enough to pay a meaningful dividend and still meet the strict capital guidelines set out in our Franchise Agreement and Constitution. These guidelines state that no more than 20% of profit can be paid back to shareholders after adding back community contributions. It is the Board's sincere wish that we pay a cash dividend in the near future but to do this we need to build the business.

While payment of a cash dividend is one way to see the benefit of our shareholders' investment, I'd suggest that a social dividend is another way. Bendigo Bank's new 'Be the Change' advertising campaign, powerfully illustrates the social dividend that comes from our customers and shareholders supporting the business.

This is a good opportunity to state the Board's appreciation for those who conduct their banking business with us. We are always striving to increase our share of the banking market and it would be pleasing to have more people realise, that by banking with your **Community Bank**® branch, you are also helping to build our social and physical capital. The stronger our Bank becomes, the bigger the investment back into our community, a simple message that should be strongly promoted by us all!

Our branch and Board team

To effectively grow the business, we need a strong team of branch and Board members working together to achieve our Mission. 'To help grow our Community to be Prosperous'.

I would like to take this opportunity to thank our Branch Manager, Lew Rimington and his team, not only for the support they've shown to me but, more importantly, for their professionalism and their commitment to providing exceptional face-to-face service in the branch. This is what makes us stand apart from our competitors and is our unique point of difference.

To all of the volunteer Directors, I thank them also for their support, passion and time they have given to make this **Community Bank**® company successful in 2016/17.

At the Board level, we've introduced Board Associates to help with community engagement and special projects. This strategy has broadened the skill sets available to us as well as providing for possible Directors in the future. I thank them also for their commitment and time given to the business.

We are always looking for people who have a passion to give back to their community to join our Board. This may be either as a Director or a Board Associate. If you are interested, or you know of someone who might be, then please let us know. We'd love to talk to you.

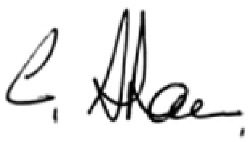
Bendigo Bank

Finally, I would like to thank our franchise partner, Bendigo and Adelaide Bank. This year saw the Regional Manager's role split between the branch and the Board. Natalie Goold is the Bendigo Bank representative who attends to the operational aspects of the business and Mark Nolan provides support for the Board and community engagement. I thank them both for the enormous support they have given in all areas of the business.

Conclusion

In conclusion, there is much to be excited about in the year ahead. Your company is growing and the Board and Management have put strategies in place to take advantage of the opportunities that present themselves.

But again, we need your help. Please consider us for your banking needs. Tell your family and friends so that we can continue to grow this business and make a positive change in our community.



Chris Shaw
Chairman

Manager's report

For year ending 30 June 2017

This time last year I was truly excited to be part of the Beaumaris **Community Bank**® Branch, albeit only having been with the branch for three months.

Well, 12 months on and I remain excited, especially as your Beaumaris **Community Bank**® Branch was announced the winner of the 'Most Improved Performance Award' at the recent Bendigo Bank Bayside Region presentation night.

This award is not only for business growth in the key areas of financial performance, customer acquisition, product sales and regulatory compliance, but I believe more importantly, in demonstrating the core values of a positive team culture and respectful team behaviours.

Our Chairman has highlighted some of our excellent financial results. From my perspective, achieving 117% of lending budget, 179% of deposit budget and increasing the number of customer accounts by a net 136 to 3,804 are most noteworthy. In the 18 months together, your branch team has increased the overall footings by $25 million or 27%, an exceptional result. Our aim this financial year includes increasing footings by a further $13 million to $123 million.

All of this in a tough banking environment that also saw the government regulatory bodies tightening lending policy. Our operating margins also remain squeezed in this low interest rate regime.

Thank you to our team that now includes Robert Pastorello, our Customer Relationship Manager. The year saw many testimonials and positive comments on the team's great service, dedication and customer empathy.

Thank you also to my Board of hard working, volunteer Directors for their support. A special personal and heartfelt acknowledgement to our Chairman, Chris Shaw, who has once again demonstrated his enthusiastic stewardship to the success of the Beaumaris **Community Bank**® Branch.

Thanks also to our 350 plus shareholders who support and underpin our branch. We continue to seek your assistance in being advocates for us in referring new business. Every new customer and account opened means that there is more that can be paid in community contributions and, in time, dividends.

We enjoy a privileged relationship with our customers. At the Beaumaris **Community Bank**® Branch we pride ourselves on respecting and recognising the role that our customers play in providing us with this opportunity.

Finally, it would be remiss of me not to acknowledge and thank the Bendigo Bank Regional Team who assist us by providing support for our day-to-day operations. In particular, our Regional Manager, Natalie Goold and Regional Community Manager, Mark Nolan.

We would like to think that when you bank with our Beaumaris **Community Bank**® Branch, great things happen. Projects find funding, local clubs find sponsorships, schools benefit and people take ownership in the future of our community. We all see direct or indirect benefits in this.

Rest assured that your team at the Beaumaris **Community Bank**® Branch will continue to strive to meet these expectations.

Lewis (Lew) Rimington
Branch Manager

Bendigo and Adelaide Bank report

For year ending 30 June 2017

As we approach 20 years since the first **Community Bank**® branch opened its doors, it's timely to reflect on the role of our network's 70,000-strong shareholders and its army of nearly 2,000 passionate local Directors.

As a group of people you are a powerful force that continues to influence change both locally and nationally.

United for a shared purpose in your communities, you are making big things happen beyond the delivery of great banking products and services; you're creating jobs, helping businesses to thrive, solving problems and achieving outcomes that will make your communities better places to live and do business.

Amongst other things, you are providing hundreds of thousands of people in communities around Australia with new opportunities to:

- Play sport in new **Community Bank**® funded centres.
- Continue their education thanks to a **Community Bank**® scholarship.
- Seek treatment in hospitals closer to home with equipment funded through a **Community Bank**® grant.
- Reap the environmental benefits of **Community Bank**® funded solar panels and LED lighting, and
- Access mental health services for teenage children with a service supported by a local **Community Bank**® branch.

In fact, since the model's inception your investment in local communities exceeds $165 million and that figure continues to grow every year. This amount excludes the significant co-investment on key projects that many companies have obtained from Government and other parties.

Nationally our voices are increasingly being heard, and our collaborative approach recognised and celebrated.

Representing us all at a recent forum at Canberra's Parliament House, Bendigo Bank's Managing Director and Chairman reinforced the significance of the **Community Bank**® model's achievements and called for regulatory change that would help us compete in a crowded and ever-evolving banking sector. Just two months later, the Federal Government announced a levy on Australia's biggest banks that is set to re-level the playing field as we've regularly advocated for.

But for us this is more than a levy. The Turnbull Government's announcement recognises the importance of customers having access to a robust, competitive and customer-focused banking sector. On this note Bendigo Bank was recently recognised as the banking provider of choice in the annual Mozo People's Choice Awards. Better yet, out of 110 banking providers nationally, we were the only bank recognised in all eight banking categories – and were rated the leading bank in six of those eight categories.

This is an extraordinary achievement for you and our bank. Not only does it demonstrate that, in the eyes of our customers, we are doing something right – it very clearly outlines that together we can continue to achieve results.

As we've long known, the more successful our customers are, the stronger our communities become. In this regard the **Community Bank**® model enables these outcomes for customers and communities, as increasingly recognised by more and more Australians.

So thank you for your investment in your local **Community Bank**® company, for your ongoing contribution and support, tireless advocacy and continued commitment to building strong local communities. Without this, our **Community Bank**® branches would be just another bank.

Robert Musgrove
Executive Engagement Innovation

Directors' report

For the financial year ended 30 June 2017

The Directors present their report of the company for the financial year ended 30 June 2017.

Directors

The following persons were Directors of Beaumaris Community Financial Services Limited during or since the end of the financial year up to the date of this report:

Chris Shaw

Position	Chairperson
Professional qualifications	B.Comm, Grad Dip Bus Admin
Experience and expertise	Many years experience in the fashion industry, initially in manufacturing and then import/distribution. Board member since 2013

David Wilson

Position	Treasurer - Resigned December 2016
Professional qualifications	Associate Member of the Institute of Chartered Accountants.
Experience and expertise	Previouly owned a chartered accountancy practice for over 25 years. Currently consulting for SME's. Board member since 2012.

Paul Widdis

Position	Director
Professional qualifications	-
Experience and expertise	Very experienced in leading a sales and marketing organisation. Board member since 2015.

Terry Michael

Position	Deputy chairperson - resigned September 2017
Professional qualifications	GMP, MBA, MAICD, MPD, PRINCE2
Experience and expertise	Terry is a consultant in digital technology working with large corporations and recentlycompleted the General Management Program at Harvard Business School. He is also an accomplished artist.

Peter Demura

Position	Treasurer (from December)
Professional qualifications	MBA, MAppFin, GAICD, B. Comm [Hons]
Experience and expertise	Strategy, Economics and Risk Consultant. Previously held key management roles in Rio Tinto, DDM Capital , PwC and BHP Billiton. Board member since 2016.

Janina Puttick

Position	Secretary, bookkeeper
Professional qualifications	BSc (Chemistry), BBs (Accounting), CPA
Experience and expertise	Accounting and busines administration, Director of Australasian Learning Institute Pty Ltd and Great Barrier Pty Ltd. Board member since 2016.

Directors (continued)

David Stewart

Position	Director
Professional qualifications	B Ed; Grad Dip Sports Science; Masters Business Leadership
Experience and expertise	Consultant specialising on Culture and Strategy & Business Investment Principal and founder RYP International and My Word Pty Ltd. Board member since 2016.

Lili James

Position	Director - Appointed February 2017. Resigned September 2017
Professional qualifications	Dip App Sc (Nursing), Ba App Sc (Midwifery), Grad Dip Child, Health and Community (MCH Nursing), MBA, GAICD,
Experience and expertise	Lili has extensive experience in senior leadership roles in local government. She has held both Manager and Director roles, including most recently with Bayside and Port Phillip City Councils. Lili is currently employed by Port Phillip Council as Manager Safety and Amenity. Lili has passion for community wellbeing, governance and improving performance to enhance the customer experience.

Irena Peoples

Position	Board Administration - Appointed June 2017.
Professional qualifications	B Sci / B Eng [Hons], Master of Global Automotive and Manufacturing Engineering
Experience and expertise	Irena is a Mechanical Engineer experienced in Project Management, who runs her own business advising importers of whitegoods about registering for an Australian Energy or Water Efficiency Label.

Directors were in office for this entire year unless otherwise stated.

No Directors have material interests in contracts or proposed contracts with the company.

Directors' meetings

Attendances by each Director during the year were as follows:

	Board meetings		Audit Committee meetings	
Director	**A**	**B**	**A**	**B**
Chris Shaw	11	11	7	7
David Wilson	4	4	N/A	N/A
Paul Widdis	11	8	N/A	N/A
Terry Michael	11	8	N/A	N/A
Peter Demura	11	8	7	7
Janina Puttick	11	7	7	6
David Stewart	11	7	N/A	N/A
Lili James	6	6	N/A	N/A
Irena Peoples	1	1	N/A	N/A

A - The number of meetings eligible to attend.
B - The number of meetings attended.
N/A - Not a member of this committee

Directors' report (continued)

Company Secretary

Janina Puttick has been the Company Secretary of Beaumaris Community Financial Services Limited since 2015.

Janina's qualifications and experience include a BSc in Chemistry, BBs Accounting and CPA. Janina is the owner of a Bookkeeping and Accounting business based in Beaumaris since 2001.

Principal activities

The principal activities of the company during the course of the financial year were in providing **Community Bank**® branch services under management rights to operate a franchised branch of Bendigo and Adelaide Bank Limited.

There has been no significant changes in the nature of these activities during the year.

Review of operations

The profit of the company for the financial year after provision for income tax was $15,613 (2016 loss: $15,143), which is a 203% increase as compared with the previous year. This result is driven by the introduction of the Funds Transfer Pricing (FTP) model from 1 July 2016, resulting in a significant increase in the service commissions received on banking products.

Dividends

No dividend has been declared or paid for the year ended 30 June 2017 as yet (2016: Nil).

Options

No options over issued shares were granted during or since the end of the financial year and there were no options outstanding as at the date of this report.

Significant changes in the state of affairs

No significant changes in the company's state of affairs occurred during the financial year.

Events subsequent to the end of the reporting period

No matters or circumstances have arisen since the end of the financial year that significantly affect or may significantly affect the operations of the company, the results of those operations or the state of affairs of the company, in future financial years.

Likely developments

The company will continue its policy of providing banking services to the community.

Environmental regulations

The company is not subject to any significant environmental regulation.

Indemnifying Officers or Auditor

The company has agreed to indemnify each Officer (Director, Secretary or employee) out of assets of the company to the relevant extent against any liability incurred by that person arising out of the discharge of their duties, except where the liability arises out of conduct involving dishonesty, negligence, breach of duty or the lack of good faith. The company also has Officers Insurance for the benefit of Officers of the company against any liability occurred by the Officer, which includes the Officer's liability for legal costs, in or arising out of the conduct of the business of the company or in or arising out of the discharge of the Officer's duties.

Disclosure of the nature of the liability and the amount of the premium is prohibited by the confidentiality clause of the contract of insurance. The company has not provided any insurance for an Auditor of the company.

Directors' report (continued)

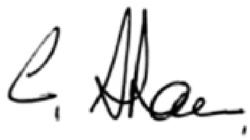
Proceedings on behalf of company

No person has applied for leave of court to bring proceedings on behalf of the company or intervene in any proceedings to which the company is a party for the purpose of taking responsibility on behalf of the company for all or any part of those proceedings. The company was not a party to any such proceedings during the year.

Auditor independence declaration

A copy of the Auditor's independence declaration as required under section 307C of the Corporations Act 2001 is set at page 10 of this financial report. No Officer of the company is or has been a partner of the Auditor of the company.

Signed in accordance with a resolution of the Board of Directors at Beaumaris on 27 September 2017.



Chris Shaw
Chairperson

Auditor's independence declaration

Level 2, 10-16 Forest Street
Bendigo, Victoria
PO Box 448, Bendigo, VIC, 3552

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admin@rsdaudit.com.au
www.rsdaudit.com.au

Auditor's Independence Declaration under section 307C of the *Corporations Act 2001* to the Directors of Beaumaris Community Financial Services Limited.

I declare that, to the best of my knowledge and belief, during the year ended 30 June 2017 there has been no contraventions of:

(i) the Auditor independence requirements as set out in the *Corporations Act 2001* in relation to the audit; and

(ii) any applicable code of professional conduct in relation to the audit.

RSD Audit
Chartered Accountants

P. P. Delahunty
Partner
Bendigo
Dated: 27 September 2017

Richmond Sinnott & Delahunty, trading as RSD Audit
ABN 60 616 244 309
Liability limited by a scheme approved under Professional Standards Legislation

Financial statements

Statement of Profit or Loss and Other Comprehensive Income for the year ended 30 June 2017

	Notes	2017 $	2016 $
Revenue	2	622,794	488,719
Expenses			
Employee benefits expense	3	(321,930)	(286,802)
Depreciation and amortisation	3	(19,590)	(26,252)
Finance costs	3	-	(45)
Bad and doubtful debts expense	3	(95)	(1,856)
Advertising and marketing		(18,398)	(9,880)
Professional fees		(33,382)	(18,059)
IT expenses		(50,272)	(46,104)
Occupancy expenses		(57,946)	(33,801)
Other expenses		(54,151)	(80,370)
		(555,764)	**(503,169)**
Operating profit before charitable donations and sponsorships		**67,030**	**(14,450)**
Charitable donations and sponsorships		(35,267)	(3,367)
Profit before income tax		**31,763**	**(17,817)**
Income tax (expense) / benefit	4	(16,150)	2,674
Profit for the year		**15,613**	**(15,143)**
Other comprehensive income		-	-
Total comprehensive income for the year		**15,613**	**(15,143)**
Profit attributable to members of the company		15,613	(15,143)
Total comprehensive income attributable to members of the company		**15,613**	**(15,143)**
Earnings per share for profit from continuing operations attributable to the ordinary equity holders of the company (cents per share):			
- basic earnings per share	17	2.67	(2.59)

These financial statements should be read in conjunction with the accompanying notes.

Statement of Financial Position as at 30 June 2017

	Notes	2017 $	2016 $
Assets			
Current assets			
Cash and cash equivalents	5	90,443	201,916
Trade and other receivables	6	67,582	46,257
Financial assets	7	153,502	-
Other assets	8	9,183	5,534
Total current assets		**320,710**	**253,707**
Non-current assets			
Plant and equipment	9	126,362	132,746
Intangible assets	10	57,904	14,348
Deferred tax assets	4	15,407	31,557
Total non-current assets		**199,673**	**178,651**
Total assets		**520,383**	**432,358**
Liabilities			
Current liabilities			
Trade and other payables	11	127,930	63,910
Provisions	13	7,955	2,388
Total current liabilities		**135,885**	**66,298**
Non-current liabilities			
Provisions	13	4,330	1,505
Total non-current liabilities		**4,330**	**1,505**
Total liabilities		**140,215**	**67,803**
Net assets		**380,168**	**364,555**
Equity			
Issued capital	14	526,103	526,103
Accumulated losses	15	(145,935)	(161,548)
Total equity		**380,168**	**364,555**

These financial statements should be read in conjunction with the accompanying notes.

Statement of Changes in Equity
for the year ended 30 June 2017

	Issued capital $	Accumulated losses $	Total equity $
Balance at 1 July 2015	526,103	(146,405)	379,698
Loss for the year	-	(15,143)	(15,143)
Other comprehensive income for the year	-	-	-
Total comprehensive income for the year	**-**	**(15,143)**	**(15,143)**
Balance at 30 June 2016	**526,103**	**(161,548)**	**364,555**
Balance at 1 July 2016	526,103	(161,548)	364,555
Profit for the year	-	15,613	15,613
Other comprehensive income for the year	-	-	-
Total comprehensive income for the year	**-**	**15,613**	**15,613**
Balance at 30 June 2017	**526,103**	**(145,935)**	**380,168**

These financial statements should be read in conjunction with the accompanying notes.

Statement of Cash Flows
for the year ended 30 June 2017

	Notes	2017 $	2016 $
Cash flows from operating activities			
Receipts from customers		663,337	514,893
Payments to suppliers and employees		(623,358)	(493,090)
Interest received		3,719	901
Interest Expense		-	(45)
Net cash provided by used in operating activities	**18b**	**43,698**	**22,659**
Cash flows from investing activities			
Purchase of plant and equipment		(1,669)	-
Purchase of investments		(153,502)	-
Net cash flows used in investing activities		**(155,171)**	**-**
Net increase / (decrease) in cash held		(111,473)	22,659
Cash and cash equivalents at beginning of financial year		201,916	179,257
Cash and cash equivalents at end of financial year	**18a**	**90,443**	**201,916**

These financial statements should be read in conjunction with the accompanying notes.

Notes to the financial statements

For year ended 30 June 2017

These financial statements and notes represent those of Beaumaris Community Financial Services Limited.

Beaumaris Community Financial Services Limited is a company limited by shares, incorporated and domiciled in Australia.

The financial statements were authorised for issue by the Directors on 27 September 2017.

Note 1. Summary of significant accounting policies

(a) Basis of preparation

These general purpose financial statements have been prepared in accordance with the Corporations Act 2001, Australian Accounting Standards and Interpretations of the Australian Accounting Standards Board and International Financial Reporting Standards as issued by the International Accounting Standards Board. The company is a for profit entity for financial reporting purposes under Australian Accounting Standards. Material accounting policies adopted in the preparation of these financial statements are presented below and have been consistently applied unless stated otherwise.

The financial statements, except for cash flow information, have been prepared on an accruals basis and are based on historical costs, modified, were applicable, by the measurement at fair value of selected non current assets, financial assets and financial liabilities.

Economic dependency

The company has entered into a franchise agreement with Bendigo and Adelaide Bank Limited that governs the management of the **Community Bank®** branch at Beaumaris.

The branches operate as a franchise of Bendigo and Adelaide Bank Limited, using the name "Bendigo Bank", the logo, and systems of operation of Bendigo and Adelaide Bank Limited. The company manages the **Community Bank®** branches on behalf of Bendigo and Adelaide Bank Limited, however all transactions with customers conducted through the **Community Bank®** branches are effectively conducted between the customers and Bendigo and Adelaide Bank Limited.

All deposits are made with Bendigo and Adelaide Bank Limited, and all personal and investment products are products of Bendigo and Adelaide Bank Limited, with the company facilitating the provision of those products. 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 and Adelaide Bank Limited, must be approved by Bendigo and Adelaide Bank Limited. All credit transactions are made with Bendigo and Adelaide Bank Limited, and all credit products are products of Bendigo and Adelaide Bank Limited.

Bendigo and Adelaide Bank Limited provides significant assistance in establishing and maintaining the **Community Bank®** branches franchise operations. It also continues to provide ongoing management and operational support, and other assistance and guidance in relation to all aspects of the franchise operation, including advice in relation to:

- Advice and assistance in relation to the design, layout and fit out of the **Community Bank®** branches;
- Training for the Branch Managers and other employees in banking, management systems and interface protocol;
- Methods and procedures for the sale of products and provision of services;
- Security and cash logistic controls;
- Calculation of company revenue and payment of many operating and administrative expenses;
- The formulation and implementation of advertising and promotional programs; and
- Sale techniques and proper customer relations.

Notes to the financial statements (continued)

Note 1. Summary of significant accounting policies (continued)

(b) Impairment of assets

At the end of each reporting period, the company assesses whether there is any indication that an asset may be impaired. The assessment will include the consideration of external and internal sources of information. If such an indication exists, an impairment test is carried out on the asset by comparing the recoverable amount of the asset, being the higher of the asset's fair value less cost to sell and value in use, to the asset's carrying amount. Any excess of the asset's carrying amount over its recoverable amount is recognised immediately in profit or loss, unless the asset is carried at a revalued amount in accordance with another Standard. Any impairment loss of a revalued asset is treated as a revaluation decrease in accordance with that other Standard.

(c) Goods and services tax (GST)

Revenues, expenses and assets are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable from the Australian Taxation Office (ATO).

Receivables and payables are stated inclusive of the amount of GST receivable or payable. The net amount of GST recoverable from, or payable to, the ATO is included with other receivables or payables in the statement of financial position.

Cash flows are presented on a gross basis. The GST components of cash flows arising from investing or financing activities which are recoverable from, or payable to, the ATO are presented as operating cash flows included in receipts from customers or payments to suppliers.

(d) New and amended accounting policies adopted by the company

There are no new and amended accounting policies that have been adopted by the company this financial year.

(e) Comparative figures

When required by Accounting Standards comparative figures have been adjusted to conform to changes in presentation for the current financial year.

(f) Critical accounting estimates and judgements

The Directors evaluate estimates and judgements incorporated into the financial statements based on historical knowledge and best available current information. Estimates assume a reasonable expectation of future events and are based on current trends and economic data, obtained both externally and within the company. Estimates and judgements are reviewed on an ongoing basis. Revision to accounting estimates are recognised in the period in which the estimates are revised and in any future periods affected. The estimates and judgements that have a significant risk of causing material adjustments to the carrying values of assets and liabilities are as follows:

<u>Estimation of useful lives of assets</u>

The company determines the estimated useful lives and related depreciation and amortisation charges for its property, plant and equipment and intangible assets. The depreciation and amortisation charge will increase where useful lives are less than previously estimated lives.

<u>Fair value assessment of non-current physical assets</u>

The AASB 13 Fair Value standard requires fair value assessments that may involved both complex and significant judgement and experts. The value of land and buildings may be materially misstated and potential classification and disclosure risks may occur.

<u>Employee benefits provision</u>

Assumptions are required for wage growth and CPI movements. The likelihood of employees reaching unconditional service is estimated. The timing of when employee benefit obligations are to be settled is also estimated.

Note 1. Summary of significant accounting policies (continued)

(f) Critical accounting estimates and judgements (continued)

Income tax

The company is subject to income tax. Significant judgement is required in determining the deferred tax asset.

Deferred tax assets are recognised only when it is considered sufficient future profits will be generated. The assumptions made regarding future profits is based on the company's assessment of future cash flows.

Impairment

The company assesses impairment at the end of each reporting period by evaluating conditions and events specific to the company that may be indicative of impairment triggers. Recoverable amounts of relevant assets are reassessed using value in use calculations which incorporate various key assumptions.

(g) New accounting standards for application in future periods

The AASB has issued a number of new and amended Accounting Standards and Interpretations that have mandatory application dates for future reporting periods, some of which are relevant to the company.

The company has decided not to early adopt any of the new and amended pronouncements. The company's assessment of the new and amended pronouncements that are relevant to the company but applicable in the future reporting periods is set below:

(i) AASB 9 Financial Instruments and associated Amending Standards (applicable for annual reporting periods beginning on or after 1 January 2018)

AASB 9 introduces new requirements for the classification and measurement of financial assets and liabilities and includes a forward-looking 'expected loss' impairment model and a substantially-changed approach to hedge accounting.

These requirements improve and simplify the approach for classification and measurement of financial assets compared with the requirements of AASB 139. The main changes are:

a) Financial assets that are debt instruments will be classified based on:
   (i) the objective of the entity's business model for managing the financial assets; and
   (ii) the characteristics of the contractual cash flows.
b) Allows an irrevocable election on initial recognition to present gains and losses on investments in equity instruments that are not held for trading in other comprehensive income (instead of in profit or loss). Dividends in respect of these investments that are a return on investment can be recognised in profit or loss and there is no impairment or recycling on disposal of the instrument.
c) Introduces a 'fair value through other comprehensive income' measurement category for particular simple debt instruments.
d) Financial assets can be designated and measured at fair value through profit or loss at initial recognition if doing so eliminates or significantly reduces a measurement or recognition inconsistency that would arise from measuring assets or liabilities, or recognising the gains and losses on them, on different bases.
e) Where the fair value option is used for financial liabilities the change in fair value is to be accounted for as follows:
   - the change attributable to changes in credit risk are presented in Other Comprehensive Income (OCI)
   - the remaining change is presented in profit or loss If this approach creates or enlarges an accounting mismatch in the profit or loss, the effect of the changes in credit risk are also presented in profit or loss.

Notes to the financial statements (continued)

Note 1. Summary of significant accounting policies (continued)

(g) New accounting standards for application in future periods (continued)

(i) AASB 9 Financial Instruments and associated Amending Standards (applicable for annual reporting periods beginning on or after 1 January 2018) (continued)

Otherwise, the following requirements have generally been carried forward unchanged from AASB 139 into AASB 9:

- classification and measurement of financial liabilities; and
- derecognition requirements for financial assets and liabilities

AASB 9 requirements regarding hedge accounting represent a substantial overhaul of hedge accounting that enable entities to better reflect their risk management activities in the financial statements.

Furthermore, AASB 9 introduces a new impairment model based on expected credit losses. This model makes use of more forward-looking information and applies to all financial instruments that are subject to impairment accounting.

When this standard is first adopted for the year ending 30 June 2019, there will be no material impact on the transactions and balances recognised in the financial statements.

(ii) AASB 15: Revenue from Contracts with Customers (applicable for annual reporting periods commencing on or after 1 January 2018)

When effective, this Standard will replace the current accounting requirements applicable to revenue with a single, principles-based model. Except for a limited number of exceptions, including leases, the new revenue model in AASB 15 will apply to all contracts with customers as well as non-monetary exchanges between entities in the same line of business to facilitate sales to customers and potential customers.

The core principle of the Standard is that an entity will recognise revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the company expects to be entitled in exchange for the goods or services. To achieve this objective, AASB 15 provides the following five-step process:

- identify the contract(s) with customers;
- identify the performance obligations in the contract(s);
- determine the transaction price;
- allocate the transaction price to the performance obligations in the contract(s); and
- recognise revenue when (or as) the performance obligations are satisfied.

This Standard will require retrospective restatement, as well as enhanced disclosure regarding revenue.

When this Standard is first adopted for the year ending 30 June 2019, it is not expected that there will be a material impact on the transactions and balances recognised in the financial statements.

(iii) AASB 16: Leases (applicable for annual reporting periods commencing on or after 1 January 2019)

AASB 16:

- replaces AASB 117 Leases and some lease-related Interpretations;
- requires all leases to be accounted for ‘on-balance sheet’ by lessees, other than short-term and low value asset leases;
- provides new guidance on the application of the definition of lease and on sale and lease back accounting;
- largely retains the existing lessor accounting requirements in AASB 117; and
- requires new and different disclosures about leases.

The entity is yet to undertake a detailed assessment of the impact of AASB 16. However, based on the entity’s preliminary assessment, the Standard is not expected to have a material impact on the transactions and balances recognised in the financial statements when it is first adopted for the year ending 30 June 2020.

Note 2. Revenue

Revenue arises from the rendering of services through its franchise agreement with the Bendigo and Adelaide Bank LImited. The revenue recognised is measured by reference to the fair value of consideration received or receivable, excluding sales taxes, rebates, and trade discounts.

The entity applies the revenue recognition criteria set out below to each separately identifiable sales transaction in order to reflect the substance of the transaction.

Rendering of services

The entity generates service commissions on a range of products issued by the Bendigo and Adelaide Bank Limited. The revenue includes upfront and trailing commissions, sales fees and margin fees.

Interest and other income

Interest income is recognised on an accrual basis using the effective interest rate method.

Other revenue is recognised when the right to the income has been established.

All revenue is stated net of the amount of goods and services tax (GST).

	2017 **$**	**2016** **$**
Revenue		
- service commissions	619,075	487,557
	619,075	**487,557**
Other revenue		
- interest received	3,719	901
- other revenue	-	261
	3,719	**1,162**
Total revenue	**622,794**	**488,719**

Note 3. Expenses

Operating expenses

Operating expenses are recognised in profit or loss on an accurals basis, which is typically upon utilisation of the service or at the date upon which the entity becomes liable.

Borrowing costs

Borrowing costs directly attributable to the acquisition, construction or production of a qualifying asset are capitalised during the period of time that is necessary to complete and prepare the asset for its intended use or sale. Other borrowing costs are expensed in the period in which they are incurred and reported in finance costs.

Depreciation

The depreciable amount of all fixed assets, including buildings and capitalised leased assets, but excluding freehold land , is depreciated over the asset's useful life to the company commencing from the time the asset is held ready for use. Leasehold improvements are depreciated over the shorter of either the unexpired period of the lease or the estimated useful lives of the improvements.

Note 3. Expenses (continued)

The depreciation rates used for each class of depreciable asset are:

Class of asset	Rate	Method
Leasehold Improvements	2.5%	SL
Plant & equipment	10% - 30%	DV

SL = Straight line depreciation
DV = Diminishing value depreciation

	2017 $	2016 $
Profit before income tax includes the following specific expenses:		
Employee benefits expense		
- wages and salaries	261,526	242,312
- superannuation costs	26,083	22,825
- other costs	34,321	21,663
	321,930	**286,802**
Depreciation and amortisation		
Depreciation		
- plant and equipment	4,933	7,068
- leasehold improvements	3,120	3,221
	8,053	**10,289**
Amortisation		
- franchise fees	11,537	15,963
Total depreciation and amortisation	**19,590**	**26,252**
Finance costs		
- Interest paid	-	45
Bad and doubtful debts expenses	95	1,856
Auditors' remuneration		
Remuneration of the Auditor, Richmond, Sinnott & Delahunty, for:		
- Audit or review of the financial report	**5,400**	**4,600**

Note 4. Income tax

The income tax expense for the year comprises current income tax expense and deferred tax expense.

Current income tax expense charged to profit or loss is the tax payable on taxable income. Current tax liabilities are measured at the amounts expected to be paid to the relevant taxation authority.

Deferred income tax expense reflects movements in deferred tax asset and deferred tax liability balances during the year as well as unused tax losses.

Deferred tax assets relating to temporary differences and unused tax losses are recognised only to the extent that it is probable that future taxable profit will be available against which the benefits of the deferred tax asset can be utilised.

Note 4. Income tax (continued)

Deferred income tax assets and liabilities are calculated at the tax rates that are expected to apply to the period when the asset is realised or the liability is settled, and their measurement also reflects the manner in which management expects to recover or settle the carrying amount of the related asset or liability.

	2017 $	2016 $
a. The components of tax expense / (benefit) comprise:		
Current tax expense	9,861	(2,674)
Deferred tax expense	12,901	-
Recoupment of prior year tax losses	(9,861)	-
Under / (over) provision of prior years	3,249	-
	16,150	**(2,674)**
b. Prima facie tax payable		
The prima facie tax on profit from ordinary activities before income tax is reconciled to the income tax expense as follows:		
Prima facie tax on profit before income tax at 27.5% (2016: 28.5%)	8,735	(5,078)
Add tax effect of:		
- Under / (over) provision of prior years	3,249	-
- Non-deductible expenses	3,173	960
- Change in company tax rates	993	1,444
Income tax attributable to the entity	**16,150**	**(2,674)**
The applicable weighted average effective tax rate is:	50.84%	-15.01%
c. Current tax liability		
Current tax relates to the following:		
Current tax liabilities		
Opening balance	-	-
Income tax paid	-	-
Current tax	9,861	(2,674)
Recoupment of PY tax losses	(9,861)	2,674
	-	**-**
d. Deferred tax asset		
Deferred tax relates to the following:		
Deferred tax assets balance comprises:		
Accruals	-	2,186
Employee provisions	3,378	1,110
Unused tax losses	34,169	28,261
	37,547	**31,557**

	2017 $	2016 $
Note 4. Income tax (continued)		
d. Deferred tax asset (continued)		
Deferred tax liabilities balance comprises:		
Prepayments	2,030	-
Plant & equipment	20,110	-
	22,140	**-**
Net deferred tax asset	**15,407**	**31,557**
e. Deferred income tax included in income tax expense comprises:		
Decrease / (increase) in deferred tax assets	(5,990)	(2,674)
(Decrease) / increase in deferred tax liabilities	22,140	-
Under / (over) provision prior years	(3,249)	-
	12,901	**(2,674)**

Note 5. Cash and cash equivalents

Cash and cash equivalents include cash on hand, deposits available on demand with banks and other short-term highly liquid investments with original maturities of three months or less.

	2017 $	2016 $
Cash at bank and on hand	90,443	201,916
	90,443	**201,916**

Note 6. Trade and other receivables

Trade and other receivables are recognised initially at fair value and subsequently measured at amortised cost, less any provision for doubtful debts. Trade and other receivables are due for settlement usually no more than 30 days from the date of recognition.

Collectability of trade and other receivables is reviewed on an ongoing basis. Debts, which are known to be uncollectable, are written off. A provision for doubtful debts is established when ther eis objective evidence that the company will not be able to collect all amounts due according to the original terms of receivables. The amount of the provision is the difference between the assets carrying amount and the present value of estimated cash flows, discounted at the effective interest rate. The amount of the provision is recognised on profit or loss.

	2017 $	2016 $
Current		
Trade receivables	67,582	46,257
	67,582	**46,257**

Note 6. Trade and other receivables (continued)

Credit risk

The main source of credit risk relates to a concentration of trade receivables owing by Bendigo and Adelaide Bank Limited, which is the source of the majority of the company's income.

The following table details the company's trade and other receivables exposed to credit risk (prior to collateral and other credit enhancements) with ageing analysis and impairment provided for thereon. Amounts are considered as "past due" when the debt has not been settled, within the terms and conditions agreed between the company and the customer or counterparty to the transaction. Receivables that are past due are assessed for impairment by ascertaining solvency of the debtors and are provided for where there are specific circumstances indicating that the debt may not be fully repaid to the company.

The balances of receivables that remain within initial trade terms (as detailed in the table below) are considered to be high credit quality.

	Gross amount $	Not past due $	Past due but not impaired			Past due and impaired $
			< 30 days $	31-60 days $	> 60 days $	
2017						
Trade receivables	67,582	67,582	-	-	-	-
Total	**67,582**	**67,582**	**-**	**-**	**-**	**-**
2016						
Trade receivables	46,257	46,257	-	-	-	-
Total	**46,257**	**46,257**	**-**	**-**	**-**	**-**

Note 7. Financial assets

Classification of financial assets

The company classifies its financial assets in the following categories:

- loans and receivables,
- held to maturity investments, and
- available for sale assets.

The classification depends on the purpose for which the investments were acquired. Management determines the classification of its investments at initial recognition and, in the case of assets classified as held-to-maturity, re-evaluates this designation at the end of each reporting period.

Loans and receivables

This category is the most relevant to the company. Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They are included in current assets, except for those with maturities greater than 12 months after the period end, which are classified as non-current assets. Loans and receivables are included in trade and other receivables in the statement of financial position.

Note 7. Financial assets (continued)

Classification of financial assets (continued)

Held to maturity investments

The group classifies investments as held-to-maturity if:

- they are non-derivative financial assets
- they are quoted in an active market
- they have fixed or determinable payments and fixed maturities
- the group intends to, and is able to, hold them to maturity.

Held-to-maturity financial assets are included in non-current assets, except for those with maturities less than 12 months from the end of the reporting period, which would be classified as current assets.

Available for sale financial asset

Investments are designated as available-for-sale financial assets if they do not have fixed maturities and fixed or determinable payments, and management intends to hold them for the medium to long-term. Financial assets that are not classified into any of the other categories (at FVPL, loans and receivables or held-to-maturity investments) are also included in the available-for-sale category.

The financial assets are presented as non-current assets unless they mature, or management intends to dispose of them within 12 months of the end of the reporting period.

Measurement of financial assets

At initial recognition, the group measures a financial asset at its fair value plus transaction costs that are directly attributable to the acquisition of the financial asset.

Loans and receivables and held-to-maturity investments are subsequently carried at amortised cost using the effective interest method.

Amortised cost is calculated as the amount at which the financial asset or financial liability is measured at initial recognition less principal repayments and any reduction for impairment, and adjusted for any cumulative amortisation of the difference between that initial amount and the maturity amount calculated using the effective interest method.

The effective interest method is used to allocate interest income or interest expense over the relevant period and is equivalent to the rate that discount estimated future cash payments or receipts over the expected life (or where this cannot be reliably predicted, the contractual term) of the financial instrument to the net carrying amount of the financial asset or financial liability. Revisions to expected future net cash flows will necessitate an adjustment to the carrying amount with a consequential recognition of an income or expense item in the profit or loss.

Available-for-sale financial assets and financial assets at fair value through profit or loss are subsequently carried at fair value. Gains or losses arising from changes in the fair value are recognised in other comprehensive income.

Impairment of financial assets

The group assesses at the end of each reporting period whether there is objective evidence that a financial asset or group of financial assets is impaired. A financial asset or a group of financial assets is impaired and impairment losses are incurred only if there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset (a ‘loss event’) and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated. In the case of equity investments classified as available-for-sale, a significant or prolonged decline in the fair value of the security below its cost is considered an indicator that the assets are impaired.

Note 7. Financial assets (continued)

Impairment of financial assets (continued)

Assets carried at amortised cost

For loans and receivables, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future credit losses that have not been incurred) discounted at the financial asset's original effective interest rate. The carrying amount of the asset is reduced and the amount of the loss is recognised in profit or loss. If a loan or held-to-maturity investment has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate determined under the contract. As a practical expedient, the company may measure impairment on the basis of an instrument's fair value using an observable market price.

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised (such as an improvement in the debtor's credit rating), the reversal of the previously recognised impairment loss is recognised in profit or loss.

Assets classified as available for sale

If there is objective evidence of impairment for available-for-sale financial assets, the cumulative loss – measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that financial asset previously recognised in profit or loss – is removed from equity and recognised in profit or loss.

Impairment losses on equity instruments that were recognised in profit or loss are not reversed through profit or loss in a subsequent period.

If the fair value of a debt instrument classified as available-for-sale increases in a subsequent period and the increase can be objectively related to an event occurring after the impairment loss was recognised in profit or loss, the impairment loss is reversed through profit or loss.

Derecognition

Financial assets are derecognised when the contractual rights to receipt of cash flows expire or the asset is transferred to another party whereby the entity no longer has any significant continuing involvement in the risks and benefits associated with the asset. Financial liabilities are derecognised when the related obligations are discharged, cancelled or have expired. The difference between the carrying amount of the financial liability extinguished or transferred to another party and the fair value of consideration paid, including the transfer of non-cash assets or liabilities assumed, is recognised in profit or loss.

	2017 $	**2016 $**
Held to maturity financial assets		
Term deposits	151,823	-
Available for sale financial assets		
Listed investments	1,679	-
	153,502	**-**

Note 8. Other assets

Other assets represent items that will provide the entity with future economic benefits controlled by the entity as a result of past transactions or other past events.

	2017 $	2016 $
Prepayments	7,383	3,734
Security bond	1,800	1,800
	9,183	**5,534**

Note 9. Plant and equipment

Plant and equipment are carried at cost less accumulated depreciation and any accumulated impairment. In the event the carrying amount of plant and equipment is greater than the estimated recoverable amount, the carrying amount is written down immediately to the estimated recoverable amount and impairment losses are recognised in profit or loss. A formal assessment of recoverable amount is made when impairment indicators are present.

The carrying amount of plant and equipment is reviewed annually by Directors to ensure it is not in excess of the recoverable amount of these assets. The recoverable amount is assessed on the basis of the expected net cash flows that will be received from the asset's employment and subsequent disposal. The expected net cash flows have been discounted to their present values in determining recoverable amounts.

Subsequent costs are included in the assets carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the company and the cost of the item can be measured reliably. All other repairs and maintenance are recognised as expenses in profit or loss during the financial period in which they are incurred.

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at the end of each reporting period.

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

	2017 $	2016 $
Leasehold improvements		
At cost	124,970	124,970
Less accumulated depreciation	(16,124)	(13,004)
	108,846	**111,966**
Plant and equipment		
At cost	103,592	101,923
Less accumulated depreciation	(86,076)	(81,143)
	17,516	**20,780**
Total plant and equipment	**126,362**	**132,746**

Note 9. Plant and equipment (continued)

	2017 $	2016 $
Movements in carrying amounts		
Leasehold improvements		
Balance at the beginning of the reporting period	111,966	115,187
Depreciation expense	(3,120)	(3,221)
Balance at the end of the reporting period	**108,846**	**111,966**
Plant and equipment		
Balance at the beginning of the reporting period	20,780	27,848
Additions	1,669	-
Depreciation expense	(4,933)	(7,068)
Balance at the end of the reporting period	**17,516**	**20,780**
Total plant and equipment		
Balance at the beginning of the reporting period	132,746	143,035
Additions	1,669	-
Depreciation expense	(8,053)	(10,289)
Balance at the end of the reporting period	**126,362**	**132,746**

Note 10. Intangible assets

Franchise fees have been initially recorded at cost and amortised on a straight line basis at a rate of 20% per annum. The current amortisation charges for intangible assets are included under depreciation and amortisation in the Statement of Profit or Loss and Other Comprehensive Income.

	2017 $	2016 $
Franchise fee		
At cost	112,779	57,686
Less accumulated amortisation	(54,875)	(43,338)
	57,904	**14,348**
Movements in carrying amounts		
Franchise fee		
Balance at the beginning of the reporting period	14,348	30,311
Additions	55,093	-
Amortisation expense	(11,537)	(15,963)
Balance at the end of the reporting period	**57,904**	**14,348**

Note 11. Trade and other payables

Trade and other payables represent the liabilities for goods and services received by the entity that remain unpaid at the end of the reporting period. The balance is recognised as a current liability with the amounts normally paid within 30 days of recognition of the liability.

	2017 $	2016 $
Current		
Unsecured liabilities:		
Trade creditors	103,527	28,524
GST Liability	15,122	21,388
Other creditors and accruals	9,281	13,998
	127,930	**63,910**

The average credit period on trade and other payables is one month.

Note 12. Financial liabilities

Financial liabilities include trade payables, other creditors, loans from third parties and loans from or other amounts due to related entities. Financial liabilities are classified as current liabilities unless the company has an unconditional right to defer settlement of the liability for at least 12 months after the reporting period.

Financial liabilities are initially measured at fair value plus transaction costs, except where the instrument is classified as "fair value through profit or loss", in which case transaction costs are expensed to profit or loss immediately. Non-derivative financial liabilities other than financial guarantees are subsequently measured at amortised cost. Gains or losses are recognised in profit or loss through the amortisation process and when the financial liability is derecognised.

Note 13. Provisions

Short-term employee benefits

Provision is made for the company's obligation for short-term employee benefits. Short-term employee benefits are benefits (other than termination benefits) that are expected to be settled wholly before 12 months after the end of the annual reporting period in which the employees render the related service, including wages, salaries and sick leave. Short-term employee benefits are measured at the (undiscounted) amounts expected to be paid when the obligation is settled.

The liability for annual leave is recognised in the provision for employee benefits. All other short term employee benefit obligations are presented as payables.

Other long-term employee benefits

Provision is made for employees' long service leave and annual leave entitlements not expected to be settled wholly within 12 months after the end of the annual reporting period in which the employees render the related service. Other long-term employee benefits are measured at the present value of the expected future payments to be made to employees. Expected future payments incorporate anticipated future wage and salary levels, durations of service and employee departures and are discounted at rates determined by reference to market yields at the end of the reporting period on government bonds that have maturity dates that approximate the terms of the obligations. Any remeasurement for changes in assumptions of obligations for other long-term employee benefits are recognised in profit or loss in the periods in which the changes occur.

Note 13. Provisions (continued)

Other long-term employee benefits (continued)

The company's obligations for long-term employee benefits are presented as non-current provisions in its statement of financial position, except where the company does not have an unconditional right to defer settlement for at least 12 months after the end of the reporting period, in which case the obligations are presented as current provisions.

	2017 $	2016 $
Current		
Employee benefits	7,955	2,388
Non-current		
Employee benefits	4,330	1,505
Total provisions	**12,285**	**3,893**

Note 14. Share capital

Ordinary shares are classified as equity.

Incremental costs directly attributable to the issue of new shares are shown in equity as a deduction from the proceeds.

	2017 $	2016 $
584,559 Ordinary shares fully paid	584,559	584,559
Less: Equity raising costs	(58,456)	(58,456)
	526,103	**526,103**
Movements in share capital		
Fully paid ordinary shares:		
At the beginning of the reporting period	584,559	584,559
Shares issued during the year	-	-
At the end of the reporting period	**584,559**	**584,559**

Ordinary shares participate in dividends and the proceeds on winding up of the company in proportion to the number of shares held. At the shareholders' meetings each shareholder is entitled to one vote when a poll is called, or on a show of hands. The company does not have authorised capital or par value in respect of its issued shares. All issued shares are fully paid. All shares rank equally with regard to the company's residual assets.

Capital management

The Board's policy is to maintain a strong capital base so as to sustain future development of the company. The Board of Directors monitor the return on capital and the level of dividends to shareholders. Capital is represented by total equity as recorded in the Statement of Financial Position.

In accordance with the franchise agreement, in any 12 month period, the funds distributed to shareholders shall not exceed the Distribution Limit.

Note 14. Share capital (continued)

Capital management (continued)

(i) 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 of the Franchisee over that 12 month period; and

(ii) the Relevant Rate of Return is equal to the weighted average interest rate on 90 day bank bills over that 12 month period plus 5%.

The Board is managing the growth of the business in line with this requirement. There are no other externally imposed capital requirements, although the nature of the company is such that amounts will be paid in the form of charitable donations and sponsorship. Charitable donations and sponsorship paid can be seen in the Statement of Profit or Loss and Comprehensive Income.

There were no changes in the company's approach to capital management during the year.

	2017 $	2016 $

Note 15. Accumulated losses

	2017 $	2016 $
Balance at the beginning of the reporting period	(161,548)	(146,405)
Profit/(loss) after income tax	15,613	(15,143)
Balance at the end of the reporting period	**(145,935)**	**(161,548)**

Note 16. Dividends paid or provided for on ordinary shares

No dividends were paid or proposed by the company during the period (2016: Nil).

Note 17. Earnings per share

Basic earnings per share

Basic earnings per share is calculated by dividing the profit or loss attributable to owners of the company, excluding any costs of servcing equity other than ordinary shares, by the weighted average number of ordinary shares outstanding during the year, adjsuted for bonus elements in ordinary shares issues during the year.

	2017 $	2016 $
Basic earnings per share (cents)	2.67	(2.59)
Earnings used in calculating basic earnings per share	15,613	(15,143)
Weighted average number of ordinary shares used in calculating basic earnings per share.	584,559	584,559

	2017 $	2016 $

Note 18. Statement of cash flows

(a) Cash and cash equivalents balances as shown in the Statement of Financial Position can be reconciled to that shown in the Statement of Cash Flows as follows:

	2017 $	2016 $
Cash and cash equivalents (Note 5)	90,443	201,916
As per the Statement of Cash Flow	**90,443**	**201,916**

(b) Reconciliation of cash flow from operations with profit after income tax

	2017 $	2016 $
Profit / (loss) after income tax	15,613	(15,143)
Non-cash flows in profit		
- Depreciation	8,053	10,289
- Amortisation	11,537	15,963
- Bad debts	95	1,856
Changes in assets and liabilities		
- (Increase) / decrease in trade and other receivables	(21,420)	(2,117)
- (increase) / decrease in prepayments and other assets	(3,649)	(8)
- (Increase) / decrease in deferred tax asset	16,150	(2,674)
- Increase / (decrease) in trade and other payables	8,927	22,027
- Increase / (decrease) in provisions	8,392	(7,534)
Net cash flows provided by operating activities	**43,698**	**22,659**

(c) Credit standby arrangement and loan facilities

The company has a bank overdraft facility amounting to $75,000 (2016: $150,000). This may be terminated at any time at the option of the bank. At 30 June 2017, none of this facility was used (2016: Nil). Variable interest rates apply to this overdraft facility.

Note 19. Key management personnel and related party disclosures

(a) Key management personnel

Any person(s) having authority or responsibility for planning, directing or controlling the activities of the entity, directly or indirectly including any Director (whether executive or otherwise) of that company is considered key management personnel.

No remuneration was paid to key management personnel of the company during the year as the positions are held on a voluntary basis.

(b) Other related parties

Other related parties include close family members of key management personnel and entities that are controlled or jointly controlled by those key management personnel, individually or collectively with their close family members.

Note 19. Key management personnel and related party disclosures (continued)

(c) Transactions with key management personnel and related parties

Other than detailed below, no key management personnel or related party has entered into any contracts with the company. As noted previously, no Director fees have been paid as the positions are held on a voluntary basis.

During the year, the company purchased goods and services under normal terms and conditions, from related parties as follows:

Name of related party	Description of goods/services	Value $
Janina Puttick (Bookkeeper & Director)	Bookkeeping services	10,560

The Beaumaris Community Financial Services Limited has not accepted the Bendigo and Adelaide Bank Limited's **Community Bank**® Directors Privileges package.

(d) Key management personnel shareholdings

The number of ordinary shares in Beaumaris Community Financial Services Limited held by each key management personnel of the company during the financial year is as follows:

	2017	2016
Director		
Chris Shaw	5,000	5,000
David Wilson	-	-
Paul Widdis	-	-
Terry Michael	-	-
Peter Demura	-	-
Janina Puttick	-	-
David Stewart	-	-
Lili James	-	-
Irena Peoples	-	-
	5,000	**5,000**

There was no movement in key management personnel shareholdings during the year. Each share held has a paid up value of $1 and is fully paid.

(e) Other key management transactions

There has been no other transactions involving equity instruments other than those described above.

Note 20. Events after the reporting period

There have been no events after the end of the financial year that would materially affect the financial statements.

Note 21. Contingent liabilities and contingent assets

There were no contingent liabilities or assets at the date of this report to affect the financial statements.

Note 22. Operating segments

The company operates in the financial services sector where it provides banking services to its clients. The company operates in one geographic area being Beaumaris, Victoria. The company has a franchise agreement in place with Bendigo and Adelaide Bank Limited who account for 100% of the revenue (2016: 100%).

Note 23. Commitments

Operating lease commitments

Non-cancellable operating leases contracted for but not capitalised in the Statement of Financial Position.

	2017 $	2016 $
Payable:		
- no later than 12 months	14,564	37,658
- between 12 months and five years	-	14,564
- greater than five years	-	-
Minimum lease payments	**14,564**	**52,222**

The property lease is a non-cancellable lease with a six year term, with rent payable monthly in advance and with CPI increases each year. The lease has 2 x 5-year options.

Note 24. Company details

The registered office is: 13 North Concourse, Beaumaris VIC 3193.

The Principal place of business is: 32 East Concourse, Beaumaris VIC 3193.

Note 25. Financial risk management

Financial risk management policies

The Board of Directors has overall responsibility for the establishment and oversight of the risk management framework.

Specific financial risk exposure and management

The main risks the company is exposed to through its financial instruments are credit risk, liquidity risk and market risk consisting of interest rate risk and other price risk. There have been no substantial changes in the types of risks the company is exposed to, how the risks arise, or the Board's objectives, policies and processes for managing or measuring the risks from the previous period.

The company's financial instruments consist mainly of deposits with banks, short term investments, account receivables and payables, bank overdraft and loans. The totals for each category of financial instruments measured in accordance with AASB 139 Financial Instruments: Recognition and Measurement as detailed in the accounting policies are as follows:

	Note	2017 $	2016 $

Note 25. Financial risk management (continued)

Specific financial risk exposure and management (continued)

	Note	2017 $	2016 $
Financial assets			
Cash and cash equivalents	5	90,443	201,916
Trade and other receivables	6	67,582	46,257
Financial assets	7	153,502	-
Total financial assets		**311,527**	**248,173**
Financial liabilities			
Trade and other payables	11	127,930	63,910
Total financial liabilities		**127,930**	**63,910**

(a) Credit risk

Exposure to credit risk relating to financial assets arises from the potential non-performance by counterparties of contract obligations that could lead to a financial loss to the company.

Credit risk is managed through maintaining procedures ensuring, to the extent possible, that clients and counterparties to transactions are of sound credit worthiness. Such monitoring is used in assessing receivables for impairment. Credit terms for normal fee income are generally 30 days from the date of invoice. For fees with longer settlements, terms are specified in the individual client contracts. In the case of loans advanced, the terms are specific to each loan.

Credit risk exposures

The maximum exposure to credit risk by class of recognised financial assets at the end of the reporting period is equivalent to the carrying amount and classification of those financial assets as presented in the table above.

The company has significant concentrations of credit risk with Bendigo and Adelaide Bank Limited. The company's exposure to credit risk is limited to Australia by geographic area.

None of the assets of the company are past due (2016: nil past due) and based on historic default rates, the company believes that no impairment allowance is necessary in respect of assets not past due.

The company limits its exposure to credit risk by only investing in liquid securities with Bendigo and Adelaide Bank Limited and therefore credit risk is considered minimal.

(b) Liquidity risk

Liquidity risk is the risk that the company will not be able to meet its financial obligations as they fall due. The company ensures it will have enough liquidity to meet its liabilities when due under both normal and stressed conditions. Liquidity management is carried out within the guidelines set by the Board.

Typically, the company maintains sufficient cash on hand to meet expected operational expenses, including the servicing of financial obligations. This excludes the potential impact of extreme circumstances that cannot reasonably be predicted, such as natural disasters.

The table below reflects an undiscounted contractual maturity analysis for financial liabilities.

Cash flows realised from financial assets reflect management's expectation as to the timing of realisation. Actual timing may therefore differ from that disclosed. The timing of cash flows presented in the table to settle financial liabilities reflects the earliest contractual settlement dates and does not reflect management's expectations that banking facilities will be rolled forward.

Note 25. Financial risk management (continued)

(b) Liquidity risk (continued)

Financial liability and financial asset maturity analysis:

30 June 2017	Weighted average interest rate %	Total $	Within 1 year $	1 to 5 years $	Over 5 years $
Financial assets					
Cash and cash equivalents		90,443	90,443	-	-
Trade and other receivables		67,582	67,582	-	-
Financial assets	2.65%	153,502	153,502	-	-
Total anticipated inflows		**311,527**	**311,527**	**-**	**-**
Financial liabilities					
Trade and other payables		127,930	127,930	-	-
Total expected outflows		**127,930**	**127,930**	**-**	**-**
Net inflow / (outflow) on financial instruments		**183,597**	**183,597**	**-**	**-**

30 June 2016	Weighted average interest rate %	Total $	Within 1 year $	1 to 5 years $	Over 5 years $
Financial assets					
Cash and cash equivalents		201,916	201,916	-	-
Trade and other receivables		46,257	46,257	-	-
Total anticipated inflows		**248,173**	**248,173**	**-**	**-**
Financial liabilities					
Trade and other payables		63,910	63,910	-	-
Total expected outflows		**63,910**	**63,910**	**-**	**-**
Net inflow / (outflow) on financial instruments		**184,263**	**184,263**	**-**	**-**

(c) Market risk

Market risk is the risk that changes in market prices, such as interest rates, will affect the company's income or the value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters.

Exposure to interest rate risk arises on financial assets and financial liabilities recognised at the end of the reporting period whereby a future change in interest rates will affect future cash flows or the fair value of fixed rate financial instruments.

The financial instruments that primarily expose the company to interest rate risk are cash and cash equivalents.

Note 25. Financial risk management (continued)

(c) Market risk (continued)

Sensitivity analysis

The following table illustrates sensitivities to the company's exposures to changes in interest rates and equity prices. The table indicates the impact on how profit and equity values reported at the end of the reporting period would have been affected by changes in the relevant risk variable that management considers to be reasonably possible.

These sensitivities assume that the movement in a particular variable is independent of other variables.

	Profit $	Equity $
Year ended 30 June 2017		
+/- 1% in interest rates (interest income)	2,439	2,439
	2,439	**2,439**
Year ended 30 June 2016		
+/- 1% in interest rates (interest income)	2,019	2,019
	2,019	**2,019**

There have been no changes in any of the methods or assumptions used to prepare the above sensitivity analysis from the prior year.

The company has no exposure to fluctuations in foreign currency.

(d) Price risk

The company is not exposed to any material price risk.

(e) Fair values

Fair value estimation

The fair values of financial assets and liabilities are presented in the following table and can be compared to their carrying amounts as presented in the statement of financial position.

Differences between fair values and the carrying amounts of financial instruments with fixed interest rates are due to the change in discount rates being applied to the market since their initial recognition by the company.

	2017		2016	
	Carrying amount $	Fair value $	Carrying amount $	Fair Value $
Financial assets				
Cash and cash equivalents (i)	90,443	90,443	201,916	201,916
Trade and other receivables (i)	67,582	67,582	46,257	46,257
Financial assets	153,502	153,502	-	-
Total financial assets	**311,527**	**311,527**	**248,173**	**248,173**

Note 25. Financial risk management (continued)

(e) Fair values (continued)

Fair value estimation (continued)

	2017		2016	
	Carrying amount $	**Fair value $**	**Carrying amount $**	**Fair Value $**
Financial liabilities				
Trade and other payables (i)	127,930	127,930	63,910	63,910
Total financial liabilities	**127,930**	**127,930**	**63,910**	**63,910**

(i) Cash and cash equivalents, trade and other receivables, and trade and other payables are short-term instruments in nature whose carrying amounts are equivalent to their fair values.

Directors' declaration

In accordance with a resolution of the Directors of Beaumaris Community Financial Services Limited, the Directors of the company declare that:

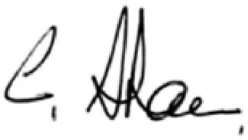
1. The financial statements and notes, as set out on pages 11 to 37 are in accordance with the Corporations Act 2001 and:

   (i) comply with Australian Accounting Standards which, as stated in accounting policy Note 1(a) to the financial statements, constitutes compliance with International Financial Reporting Standards (IFRS); and

   (ii) give a true and fair view of the company's financial position as at 30 June 2017 and of the performance for the year ended on that date;

2. In the Directors' opinion there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.

This resolution is made in accordance with a resolution of the Board of Directors.



Chris Shaw
Director

Signed at Beaumaris on 27 September 2017.

Independent audit report

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INDEPENDENT AUDITOR'S REPORT
TO THE MEMBERS OF BEAUMARIS COMMUNITY FINANCIAL SERVICES LIMITED

REPORT ON THE AUDIT OF THE FINANCIAL REPORT

Opinion

We have audited the financial report of Beaumaris Community Financial Services Limited, which comprises the statement of financial position as at 30 June 2017, the statement of profit or loss and other comprehensive income, the statement of changes in equity and the statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies and the directors' declaration.

In our opinion:

(a) the financial report of Beaumaris Community Financial Services Limited is in accordance with the *Corporations Act 2001*, including:

(i) giving a true and fair view of the company's financial position as at 30 June 2017 and of its performance for the year then ended; and

(ii) complying with Australian Accounting Standards and the *Corporations Regulations 2001;* and

(b) the financial report also complies with the International Financial Reporting Standards as disclosed in Note 1.

Basis for Opinion

We conducted our audit in accordance with Australian Auditing Standards. Those standards require that we comply with relevant ethical requirements related to audit engagements and plan and perform the audit to obtain reasonable assurance about whether the financial report is free from material misstatement. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Report* section of our report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Independence

We are independent of the entity in accordance with the auditor independence requirements of the *Corporations Act 2001* and the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110: *Code of Ethics for Professional Accountants* (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

Richmond Sinnott & Delahunty, trading as RSD Audit
ABN 60 616 244 309
Liability limited by a scheme approved under Professional Standards Legislation

We confirm that the independence declaration required by the *Corporations Act 2001*, which has been given to the directors of the company, would be in the same terms if given to the directors as at the time of this auditor's report.

Director's Responsibility for the Financial Report

The directors of the Company are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards and the *Corporations Act 2001,* and for such internal control as the directors determine is necessary to enable the preparation of the financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

In preparing the financial report, the directors are responsible for assessing the ability of the Group to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

Auditor's Responsibility

Our responsibility is to express an opinion on the financial report based on our audit. Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this financial report.

As part of an audit in accordance with Australian Auditing Standards, we exercise professional judgement and maintain professional scepticism throughout the audit.
An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report.

The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of the financial report that gives a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control.

The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Directors, as well as evaluating the overall presentation of the financial report.

We conclude on the appropriateness of the Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial report or, if such disclosures are inadequate, to modify our opinion.

Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the company to cease to continue as a going concern.

We evaluate the overall presentation, structure and content of the financial report, including the disclosures, and whether the financial report represents the underlying transactions and events in a manner that achieves fair presentation.

We obtain sufficient appropriate audit evidence regarding the financial information of the entity to express an opinion on the financial report. We are responsible for the direction, supervision and performance of the audit. We remain solely responsible for our audit opinion.

We communicate with the Directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

The Auditing Standards require that we comply with relevant ethical requirements relating to audit engagements. We also provide the Directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with the directors, we determine those matters that were of most significance in the audit of the financial report of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

Other Information

The directors are responsible for the other information. The other information comprises the information included in the Company's annual report for the year ended 30 June 2017, but does not include the financial report and our auditor's report thereon. Our opinion on the financial report does not cover the other information and accordingly we do not express any form of assurance conclusion thereon. On connection with our audit of the financial report, our responsibility is to read the other information, and in doing so, consider whether the other information is materially inconsistent with the financial report or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

RSD AUDIT
Chartered Accountants

P. P. Delahunty
Partner
Bendigo
Dated: 27 September 2017

Beaumaris **Community Bank**® Branch
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Franchisee:
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32 East Concourse, Beaumaris VIC 3193
Phone: (03) 9589 5366 Fax: (03) 9589 5277
ABN: 25 100 506 643

www.bendigobank.com.au/beaumaris
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Bendigo Bank
Bigger than a bank.

bendigobank.com.au

Our Vision

To be the Leader in the Community that enables our Customer aspirations to be realised because we are Trusted and the Bank of Choice

Our Mission

We are here to help GROW our Community to be Prosperous

Banking is our business, Community is our purpose

Team Charter

- We treat people as we would want to be treated
- We **care for** each other and our customers
- We **respect** each other and our customers
- We always honour our commitments made to our colleagues and customers
- We take **ownership** which means we are **accountable** and continually improve
- We tell the truth... Always
- We are passionate in making a difference to our Community and the lives of our customers

Our Relationship Banking Service Promise

Professional – Friendly – United

We are a professional, united team committed to consistently providing face to face service to you and honouring the commitments and promises we make.

My Word
Connect through stories
mywordcts.com