



Annual Report 2017

North Epping Financial Services Limited

Epping **Community Bank**®Branch

ABN 57 104 573 499

North Epping Financial Services Limited
Annual Report for the year ending 30 June 2017
Chairman's Report

Banking is in the news frequently these days, often for the wrong reasons. Banking industry conduct and culture are in the spotlight as a result of revelations which have shown aspects of some banks' behaviour not to be in the best interests of their customers. It is pleasing that Bendigo Bank has not been in the news for these reasons. The Bank's Managing Director, Mike Hirst, states that, "We should be extremely proud of our deeply entrenched customer-focussed culture." Bendigo Bank's corporate reputation is the highest of all Australian retail banks. Shareholders in North Epping Financial Services Limited can be confident that our staff consistently demonstrate those behaviours which result in Bendigo Bank being recognised as the leader in providing outstanding customer satisfaction and having the highest levels of trust in the industry.

I noted a year ago that the banking environment was very challenging. It remains so, with tight margins due to a continuation of record low interest rates and fierce competition for deposit and loan business, along with rapid changes in technology and customer banking behaviour. Our business is, however, performing well despite the challenges.

Your Board is pleased to report a year of solid performance and improved results over the previous year:

- Business size up from \$135 million to \$160 million (+18.5%)
- Revenue up from \$763,781 to \$859,472 (+12.5%)
- After-tax profit up from \$42,864 to \$92,908 (+117%)
- Cash reserves up from \$273,130 to \$404,470
- Full year dividend 6 cents per share.

The Board is acutely aware that, in the current extremely competitive environment, our attention needs to be equally on growing our business profitably and carefully managing costs. Our reported results reflect disciplined financial management. At the same time, we are actively pursuing new business, especially focussed on market segments where our presence is limited but opportunities exist, along with the development of productive referral networks.

Supporting the community is at the heart of our business and we continue to deliver tangible benefits for our local community. During the year Epping **Community Bank**[®] Branch provided financial support to over 40 community organisations. Total community contributions since opening in 2003 now exceed \$734,000. We were especially pleased to see the North Epping Sports Centre, to which we contributed \$75,000 last year, opened in February 2017.

I wish to thank all volunteer Directors and friends for the dedication, skills and professionalism which they bring to this community enterprise. The Board is cohesive and well-governed, working as a team in the best interests of the company and our community. I particularly wish to welcome new Directors Ian Bittner (August 2016) and Kristina Coffey (September 2016).

Our staff are the "face" of our business and largely the reason for our excellent reputation, by consistently delivering appropriate products and advice accompanied by excellent customer service. I wish to thank each member of our very capable, loyal and stable staff team – Stephen, Junie, Karen, Mimi, Anette and Dhami. Thanks also to Diana Gallagher for the valuable administrative assistance provided to the Board.

Thank you for your investment in Epping **Community Bank**[®] Branch and for your ongoing support and commitment to building a stronger community. This is what makes us more than just another bank.

Graham Boyd,
Chairman.

North Epping Financial Services Limited
Annual Report for the year ending 30 June 2017
Manager's Report

Epping **Community Bank**[®] Branch has had another successful year at our prime Oxford Street location opposite Epping Station. During the last financial year, our overall business growth has been in excess of \$25.2 million, an 18.7% increase. This growth brings our total banking business to \$160.3 million as at the end of June 2017.

These outcomes have been achieved through the consistent hard work and commitment of our Epping **Community Bank**[®] Branch team, who have supported me as Branch Manager for the last two years. Huge thanks must go to Junie, Karen, Mimi, Anette and Dhimi who constantly provide the excellent service which regularly exceeds the expectations of our customers. I also thank our Board of Directors who volunteer their time and energy to represent all our stakeholders in running the company, and to the volunteer workers who assist with the North Epping Community Bus. To our shareholders, thank you for your ongoing support.

Due to strong business growth in conjunction with the new Funds Transfer Price model, Epping branch has generated more income throughout the year. Our Gross Income from Profit Share Summary has been increased by 12.9%, even in this low interest rate environment and the intense competition in the Epping area.

As a full-service bank, we can provide all the products and services necessary for your banking needs, and Bendigo Bank is consistently voted the most customer-connected bank in Australia.

We are truly part of our local community, and we need your continued support in providing opportunities to expand our business. This can be done via introductions to local community and business groups. Increases in our branch profits not only lead to better dividends for shareholders, but also to increases in the funding we can provide to the local agencies and support groups which tirelessly work for the benefit of our whole community.

Our main focus is to grow our customer base and build our loan book while continuing to maintain the personal service and relationships for which we have become known. So far, we have been largely successful in achieving this with 4% growth in our customer numbers during the financial year. Our loan book also grew by 10.8% in the same period.

We are confident that our continuing strong business growth positions us well for a very positive long-term outlook. North Epping Financial Services Limited is a vigorous and growing company which will continue to provide the service that our customers have come to appreciate, to support our local community, and to provide a sustainable investment prospect for shareholders.

Stephen Hu
Branch Manager

We are pleased to outline below the local community beneficiaries of our support for the financial year ended 30 June 2017:

- North Epping Bowling and Community Club
- North Epping Rangers Sports Club
- Epping Boys High School
- Epping North Public School
- Epping North Public School P & C
- Epping Public School
- OLHC Epping
- St Kevin's Primary School, Eastwood
- North Epping Community Bus
- Epping District Cricket Club
- Rotary Club of Epping
- The Candlelight Gift
- All Saints Anglican Church, North Epping
- Rotary Satellite e-Club of Ryde
- Lions Club of Eastwood & Epping
- Eastwood Chinese New Year Festival - Ryde City Council
- Everyday Hero
- 29 Devon Street Epping Fire
- Scott Bushel
- Days for Girls, Ryde Rotary

North Epping Financial Services Limited

Directors' Report

Your directors submit the financial statements of the company for the financial year ended 30 June 2017.

Directors

The names and details of the company's directors who held office during or since the end of the financial year:

Graham Harvey Boyd

Chairman

Occupation: Administrator

Qualifications, experience and expertise: Marketing and sales management, small business ownership, business administration. Member and employee of All Saints Anglican Church, North Epping. B.Comm (UNSW).

Special responsibilities: Finance Committee

Interest in shares: 1,000

Robert Michael Phillips

Deputy Chairman

Occupation: Retired High School Principal

Qualifications, experience and expertise: High school teacher/ Head teacher/ Deputy Principal/ Principal for 37 years; Life Member of NSW Secondary Principals Council; Member of Australian Institute for Teaching and School Leadership; Trained Mediator, Department of Education and Communities; Director of North Epping Bowling and Community Club; Member of UN Women Australia; Member of Rostrum Clubs of NSW; Member of Epping Civic Trust.

Special responsibilities: Chairman of Governance Committee, member of Community Funding & Business Development Committee

Interest in shares: 1,000

Ronald Lester Cardwell

Treasurer

Occupation: Accountant

Qualifications, experience and expertise: Practising accountant for over 30 years, specialising in insolvency, forensic accounting, and general accounting work. Current director of Australian Religious Film Society Ltd.

Special responsibilities: Chairman of Finance Committee

Interest in shares: Nil

Craig Eric Gallagher

Secretary

Occupation: Solicitor

Qualifications, experience and expertise: 35 years Epping/Eastwood suburban Practitioner; 1995 appointed trustee State Sports Centre Trust til its closure; 1998 to March 2012 trustee and Chairman of Parramatta Stadium Trust; from March 2012 Chairman of Sydney Local Venue Council and director of Venues NSW Authority; September 2012 appointed trustee Sydney University Centre for Disabilities Studies; member and director of Epping Rotary Club for 18 years.

Special responsibilities: Governance Committee

Interest in shares: Nil

Wendy Faye Yee-Dempster

Director

Occupation: Business Proprietor

Qualifications, experience and expertise: Managed and operated own hair salon for 24 years; member of the Nissan Club. Graduate Certificate in Management (Professional Practice) Charles Sturt University, MBA Charles Sturt University, Graduate of the Australian Institute of Company Directors. Member BEN Community Bank National Council, Community Bank Chair of Sydney Metro Marketing Cluster.

Special responsibilities: Community Funding & Business Development Committee, Governance Committee

Interest in shares: 10,501

North Epping Financial Services Limited

Directors' Report

Directors (*continued*)

Stefan Walenty Sojka

Director

Occupation: Creative Director, Consultant, Producer

Qualifications, experience and expertise: Company Director, Cyrius Media Group Pty Ltd. President Ryde Macquarie Park Chamber of Commerce. The Rotary Club of Ryde including various roles: PR Director, Webmaster & Community Services Director. City of Ryde Economic Development Advisory Committee since 2008.

Special responsibilities: Chairman of Community Funding & Business Development Committee

Interest in shares: Nil

Ian David Bittner

Director (*Appointed 2 August 2016*)

Occupation: Quality Officer/Risk Manager, Pathology North, Royal North Shore Hospital

Qualifications, experience and expertise: Pathology Administrator - Graduate Diploma in Management, 1997 Adelaide University School of Management; previously worked as Chief General Manager of Operations in Malaysia and Singapore; past President and current Board member of Epping Rotary Inc.; past Treasurer of Lifeway Lutheran Church, Epping; extensive experience in financial management and currently working in risk management.

Special responsibilities: Governance Committee

Interest in shares: Nil

Kristina Therese Coffey

Director (*Appointed 28 September 2016*)

Occupation: Superannuation Advisor

Qualifications, experience and expertise: Bachelor of Business, Advanced Diploma of Financial Planning, Certificate IV in Training and Assessment.

Special responsibilities: Finance Committee

Interest in shares: Nil

Alan Bede Marsh

Director (*Appointed 17 July 2017*)

Occupation: Retired CEO of Sydney Olympic Park Authority

Qualifications, experience and expertise: Holds an MBA, Bachelor Business (Distinction), Public Administration Certificate, and is a Certified Practising Accountant of the Australian Society of CPAs. Former director of Sydney Olympic Park Business Association and current member of Sydney Olympic Park Authority Board (ex officio). Has worked in a variety of executive-level positions for companies including Sydney Olympic Park Authority, NSW Department of Commerce, NSW Premier's Department, Olympic Coordination Authority and Darling Harbour Authority.

Special responsibilities: Finance Committee

Interest in shares: Nil

Cheryl Po

Director (*Resigned 7 September 2016*)

Occupation: Solicitor

Qualifications, experience and expertise: 2009 Graduated from University LLB and BA (Major in French) and has been in practise since. Provides Family Law advice to married and de facto couples; advises in dispute resolutions and mediations with clients; experienced in litigation in the Family and Federal Circuit Courts; speaks five languages, including Cantonese, Mandarin, Japanese and French and is a Sunday School teacher at her local church.

Special responsibilities: Community Funding & Business Development Committee

Interest in shares: Nil

North Epping Financial Services Limited

Directors' Report

Directors (*continued*)

Howard Raymond Clark

Director (*Resigned 24 November 2016*)

Occupation: Chartered Accountant

Qualifications, experience and expertise: Retired partner in a major chartered accounting firm. Other directorships include South Pacific Electric Railway Co-op Society Ltd trading as Sydney Tramway Museum and Australian Mariners' Welfare Society.

Special responsibilities: Finance Committee

Interest in shares: 501

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

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

Company Secretary

The company secretary is Craig Gallagher. Craig was appointed to the position of secretary on 24 February 2016.

Craig has experience as a practising solicitor and has acted in a variety of trustee and director roles.

Principal Activities

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

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

Operating results

Operations have continued to perform in line with expectations. The profit of the company for the financial year after provision for income tax was:

Year ended 30 June 2017	Year ended 30 June 2016
\$	\$
92,908	42,864

Dividends	Year ended 30 June 2017	
	Cents	\$
Dividends paid in the year	6	30,660
Provision raised for the next year's dividends	3	15,330

Significant changes in the state of affairs

In the opinion of the directors there were no significant changes in the state of affairs of the company that occurred during the financial year under review not otherwise disclosed in this report or the financial statements.

Events since the end of the financial year

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

Likely developments

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

North Epping Financial Services Limited

Directors' Report

Environmental regulation

The company is not subject to any significant environmental regulation.

Directors' benefits

No director has received or become entitled to receive, during or since the financial year, a benefit because of a contract made by the company, controlled entity or related body corporate with a director, a firm which a director is a member or an entity in which a director has a substantial financial interest.

Indemnification and insurance of directors and officers

The company has indemnified all directors and the manager in respect of liabilities to other persons (other than the company or related body corporate) that may arise from their position as directors or manager of the company except where the liability arises out of conduct involving the lack of good faith.

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 or a related body corporate.

Directors' meetings

The number of directors' meetings attended by each of the directors of the company during the year were:

Board Meetings Attended		Committee Meetings Attended					
		Governance		Community Funding & Business Development		Finance	
<u>A</u>	<u>B</u>	<u>A</u>	<u>B</u>	<u>A</u>	<u>B</u>	<u>A</u>	<u>B</u>
Graham Harvey Boyd	13	13	-	-	-	2	2
Robert Michael Phillips	13	12	3	2	11	8	-
Craig Eric Gallagher	13	12	3	1	-	-	-
Ronald Lester Cardwell	13	7	-	-	-	2	1
Wendy Faye Yee-Dempster	13	12	3	2	11	5	-
Stefan Walenty Sojka	13	12	-	-	11	8	-
Ian David Bittner (<i>Appointed 29 July 2016</i>)	10	10	3	2	-	-	-
Kristina Therese Coffey (<i>Appointed 28 September 2016</i>)	8	7	-	-	-	2	2
Cheryl Po (<i>Resigned 7 September 2016</i>)	3	1	-	-	2	-	-
Howard Raymond Clark (<i>Resigned 24 November 2016</i>)	5	3	-	-	-	2	-

A - eligible to attend

B - number attended

North Epping Financial Services Limited

Directors' Report

Proceedings on behalf of the company

No person has applied to the Court under section 237 of the *Corporations Act 2001* for leave to bring proceedings on behalf of the company, or to 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 part of those proceedings.

No proceedings have been brought or intervened in on behalf of the company with leave of the Court under section 237 of the *Corporations Act 2001*.

Non audit services

The company may decide to employ the auditor on assignments additional to their statutory duties where the auditor's expertise and experience with the company are important. Details of the amounts paid or payable to the auditor (Andrew Frewin Stewart) for audit and non audit services provided during the year are set out in the notes to the accounts.

The board of directors has considered the position and is satisfied that the provision of the non-audit services is compatible with the general standard of independence for auditors imposed by the *Corporations Act 2001*.

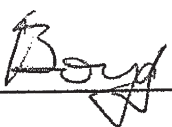
The directors are satisfied that the provision of non-audit services by the auditor, as set out in the notes did not compromise the auditor independence requirements of the *Corporations Act 2001* for the following reasons:

- all non-audit services have been reviewed by the board to ensure they do not impact on the impartiality and objectivity of the auditor
- none of the services undermine the general principles relating to auditor independence as set out in APES 110 Code of Ethics for Professional Accountants, including reviewing or auditing the auditor's own work, acting in a management or a decision-making capacity for the company, acting as advocate for the company or jointly sharing economic risk and rewards.

Auditor's independence declaration

A copy of the auditor's independence declaration as required under section 307C of the *Corporations Act 2001* is set out on page 6.

Signed in accordance with a resolution of the board of directors at Epping, New South Wales on 28 August 2017.



Graham Harvey Boyd, Chairman

Lead auditor's independence declaration under section 307C of the *Corporations Act 2001* to the directors of North Epping Financial Services Limited

As lead auditor for the audit of North Epping Financial Services Limited for the year ended 30 June 2017, I declare that, to the best of my knowledge and belief, there have been:

- i) no contraventions of the auditor independence requirements of the *Corporations Act 2001* in relation to the audit; and
- ii) no contraventions of any applicable code of professional conduct in relation to the audit.



Andrew Frewin Stewart
61 Bull Street, Bendigo Vic 3550
Dated: 28 August 2017



David Hutchings
Lead Auditor

North Epping Financial Services Limited
Statement of Profit or Loss and Other
Comprehensive Income
for the year ended 30 June 2017

	Notes	2017 \$	2016 \$
Revenue from ordinary activities	4	859,472	763,781
Employee benefits expense		(400,049)	(371,391)
Charitable donations, sponsorship, advertising and promotion		(42,122)	(51,046)
Occupancy and associated costs		(89,573)	(89,100)
Systems costs		(65,872)	(55,573)
Depreciation and amortisation expense	5	(48,814)	(48,920)
General administration expenses		(84,729)	(85,724)
Profit before income tax expense		128,313	62,027
Income tax expense	6	(35,405)	(19,163)
Profit after income tax expense		92,908	42,864
Total comprehensive income for the year attributable to the ordinary shareholders of the company:		92,908	42,864
Earnings per share		¢	¢
Basic earnings per share	22	18.18	8.39

The accompanying notes form part of these financial statements

North Epping Financial Services Limited
Balance Sheet
as at 30 June 2017

	Notes	2017 \$	2016 \$
ASSETS			
Current Assets			
Cash and cash equivalents	7	404,470	273,130
Trade and other receivables	8	82,591	67,662
Total Current Assets		487,061	340,792
Non-Current Assets			
Property, plant and equipment	9	133,887	167,254
Intangible assets	10	18,324	32,066
Deferred tax asset	11	15,178	24,819
Total Non-Current Assets		167,389	224,139
Total Assets		654,450	564,931
LIABILITIES			
Current Liabilities			
Trade and other payables	12	50,355	31,173
Current tax liabilities	11	25,764	-
Provisions	13	22,692	22,969
Total Current Liabilities		98,811	54,142
Non-Current Liabilities			
Trade and other payables	12	13,839	19,196
Provisions	13	8,713	5,423
Total Non-Current Liabilities		22,552	24,619
Total Liabilities		121,363	78,761
Net Assets		533,087	486,170
Equity			
Issued capital	14	479,929	479,929
Retained earnings	15	53,158	6,241
Total Equity		533,087	486,170

The accompanying notes form part of these financial statements

North Epping Financial Services Limited
Statement of Changes in Equity
for the year ended 30 June 2017

	Issued Capital \$	Retained Earnings \$	Total Equity \$
Balance at 1 July 2015	479,929	(36,623)	443,306
Total comprehensive income for the year	-	42,864	42,864
Transactions with owners in their capacity as owners:			
Shares issued during period	-	-	-
Costs of issuing shares	-	-	-
Dividends provided for or paid	-	-	-
Balance at 30 June 2016	479,929	6,241	486,170
Balance at 1 July 2016	479,929	6,241	486,170
Total comprehensive income for the year	-	92,908	92,908
Transactions with owners in their capacity as owners:			
Shares issued during period	-	-	-
Costs of issuing shares	-	-	-
Dividends provided for or paid	-	(45,991)	(45,991)
Balance at 30 June 2017	479,929	53,158	533,087

The accompanying notes form part of these financial statements

North Epping Financial Services Limited
Statement of Cash Flows
for the year ended 30 June 2017

	Notes	2017 \$	2016 \$
Cash flows from operating activities			
Receipts from customers		921,069	833,331
Payments to suppliers and employees		(761,119)	(782,379)
Interest received		3,755	9,324
Net cash provided by operating activities	16	163,705	60,276
Cash flows from investing activities			
Payments for property, plant and equipment		(1,704)	(5,972)
Net cash used in investing activities		(1,704)	(5,972)
Cash flows from financing activities			
Dividends paid		(30,661)	-
Net cash used in financing activities		(30,661)	-
Net increase in cash held		131,340	54,304
Cash and cash equivalents at the beginning of the financial year		273,130	218,826
Cash and cash equivalents at the end of the financial year	7(a)	404,470	273,130

The accompanying notes form part of these financial statements

North Epping Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2017

Note 1. Summary of significant accounting policies

a) Basis of preparation

These general purpose financial statements have been prepared in accordance with Australian Accounting Standards and Interpretations issued by the Australian Accounting Standard Boards and the *Corporations Act 2001*. The company is a for-profit entity for the purpose of preparing the financial statements.

Compliance with IFRS

These financial statements and notes comply with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB).

Critical accounting estimates

The preparation of the financial statements requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the company's accounting policies. These areas involving a higher degree of judgement or complexities, or areas where assumptions and estimates are significant to the financial statements are disclosed in note 3.

Historical cost convention

The financial statements have been prepared under the historical cost convention on an accruals basis as modified by the revaluation of financial assets and liabilities at fair value through profit or loss and where stated, current valuations of non-current assets. Cost is based on the fair values of the consideration given in exchange for assets.

Comparative figures

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

Application of new and amended accounting standards

There are a number of amendments to accounting standards issued by the Australian Accounting Standards Board (AASB) that became mandatorily effective for accounting periods beginning on or after 1 July 2016, and are therefore relevant for the current financial year.

None of these amendments to accounting standards issued by the Australian Accounting Standards Board (AASB) materially affected any of the amounts recognised in the current period or any prior period and are not likely to affect future periods.

There are also a number of accounting standards and interpretations issued by the Australian Accounting Standards Board (AASB) that become effective in future accounting periods.

The company has elected not to apply any accounting standards or interpretations before their mandatory operative date for the annual reporting period beginning 1 July 2016. These future accounting standards and interpretations therefore have no impact on amounts recognised in the current period or any prior period.

Only AASB 16 Leases, effective for the annual reporting period beginning on or after 1 January 2019 is likely to impact the company. This revised standard will require the branch lease to be capitalised.

Economic dependency - Bendigo and Adelaide Bank Limited

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

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

North Epping Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2017

Note 1. Summary of significant accounting policies (*continued*)

a) Basis of preparation (*continued*)

Economic dependency - Bendigo and Adelaide Bank Limited (continued)

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.

The company promotes and sells the products and services, but is not a party to the transaction.

The credit risk (i.e. the risk that a customer will not make repayments) is for the relevant Bendigo and Adelaide Bank Limited entity to bear as long as the company has complied with the appropriate procedures and relevant obligations and has not exercised a discretion in granting or extending credit.

Bendigo and Adelaide Bank Limited provides significant assistance in establishing and maintaining the **Community Bank®** branch 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®** branch
- training for the branch manager 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
- sales techniques and proper customer relations.

The following is a summary of the material accounting policies adopted by the company in the preparation of the financial statements. The accounting policies have been consistently applied, unless otherwise stated.

b) Revenue

Revenue is recognised when the amount of revenue can be reliably measured, it is probable that future economic benefits will flow to the company and any specific criteria have been met. Interest and fee revenue is recognised when earned. The gain or loss on disposal of property, plant and equipment is recognised on a net basis and is classified as income rather than revenue. All revenue is stated net of the amount of Goods and Services Tax (GST).

Revenue calculation

The franchise agreement provides that three forms of revenue may be earned by the company – margin, commission and fee income. Bendigo and Adelaide Bank Limited decides the form of revenue the company earns on different types of products and services.

The revenue earned by the company is dependent on the business that it generates. It may also be affected by other factors, such as economic and local conditions, for example, interest rates.

Core banking products

Bendigo and Adelaide Bank Limited has identified some Bendigo Bank Group products and services as 'core banking products'. It may change the products and services which are identified as core banking products by giving the company at least 30 days' notice. Core banking products currently include Bendigo Bank branded home loans, term deposits and at call deposits.

North Epping Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2017

Note 1. Summary of significant accounting policies (*continued*)

b) Revenue (*continued*)

Margin

Margin is arrived at through the following calculation:

- Interest paid by customers on loans less interest paid to customers on deposits
- *plus* any deposit returns i.e. interest return applied by Bendigo and Adelaide Bank Limited for a deposit,
- *minus* any costs of funds i.e. interest applied by Bendigo and Adelaide Bank Limited to fund a loan.

Margin is paid on all core banking products. A funds transfer pricing model is used for the method of calculation of the cost of funds, deposit return and margin.

The company is entitled to a share of the margin earned by Bendigo and Adelaide Bank Limited (i.e. income adjusted for Bendigo and Adelaide Bank Limited's interest expense and interest income return). However, if this reflects a loss, the company incurs a share of that loss.

Commission

Commission is a fee paid for products and services sold. It may be paid on the initial sale or on an ongoing basis. Commission is payable on the sale of an insurance product such as home contents. Examples of products and services on which ongoing commissions are paid include leasing and Sandhurst Trustees Limited products.

Fee income

Fee income is a share of what is commonly referred to as 'bank fees and charges' charged to customers by Bendigo Bank Group entities including fees for loan applications and account transactions.

Discretionary financial contributions

In addition to margin, commission and fee income, and separate from the franchise agreement, Bendigo and Adelaide Bank Limited has also made discretionary financial payments to the company. These are referred to by Bendigo and Adelaide Bank Limited as a "Market Development Fund" (MDF).

The amount has been based on the volume of business attributed to a branch. The purpose of the discretionary payments is to assist with local market development activities, including community sponsorships and donations. It is for the board to decide how to use the MDF.

The payments from Bendigo and Adelaide Bank Limited are discretionary and Bendigo and Adelaide Bank Limited may change the amount or stop making them at any time.

Ability to change financial return

Under the franchise agreement, Bendigo and Adelaide Bank Limited may change the form and amount of financial return that the company receives. The reasons it may make a change include changes in industry or economic conditions or changes in the way Bendigo and Adelaide Bank Limited earns revenue.

The change may be to the method of calculation of margin, the amount of margin, commission and fee income or a change of a margin to a commission or vice versa. This may affect the amount of revenue the company receives on a particular product or service. The effect of the change on the revenue earned by the company is entirely dependent on the change.

If Bendigo and Adelaide Bank Limited makes a change to the margin or commission on core banking products and services, it must not reduce the margin and commission the company receives on core banking products and services Bendigo and Adelaide Bank Limited attributes to the company to less than 50% (on an aggregate basis) of Bendigo and Adelaide Bank Limited's margin at that time. For other products and services, there is no restriction on the change Bendigo and Adelaide Bank Limited may make.

North Epping Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2017

Note 1. Summary of significant accounting policies (*continued*)

b) Revenue (*continued*)

Ability to change financial return (continued)

Bendigo and Adelaide Bank Limited must give the company 30 days' notice before it changes the products and services on which margin, commission or fee income is paid, the method of calculation of margin and the amount of margin, commission or fee income.

Monitoring and changing financial return

Bendigo and Adelaide Bank Limited monitors the distribution of financial return between **Community Bank®** companies and Bendigo and Adelaide Bank Limited on an ongoing basis.

Overall, Bendigo and Adelaide Bank Limited has made it clear that the **Community Bank®** model is based on the principle of shared reward for shared effort. In particular, in relation to core banking products and services, the aim is to achieve an equal share of Bendigo and Adelaide Bank Limited's margin.

c) Income tax

Current tax

Current tax is calculated by reference to the amount of income taxes payable or recoverable in respect of the taxable profit or loss for the period. It is calculated using tax rates and tax laws that have been enacted or substantively enacted by reporting date. Current tax for current and prior periods is recognised as a liability (or asset) to the extent that it is unpaid (or refundable).

Deferred tax

Deferred tax is accounted for using the balance sheet liability method on temporary differences arising from differences between the carrying amount of assets and liabilities in the financial statements and the corresponding tax base of those items.

In principle, deferred tax liabilities are recognised for all taxable temporary differences. Deferred tax assets are recognised to the extent that it is probable that sufficient taxable amounts will be available against which deductible temporary differences or unused tax losses and tax offsets can be utilised. However, deferred tax assets and liabilities are not recognised if the temporary differences giving rise to them arise from the initial recognition of assets and liabilities (other than as a result of a business combination) which affects neither taxable income nor accounting profit. Furthermore, a deferred tax liability is not recognised in relation to taxable temporary differences arising from goodwill.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply to the period(s) when the asset and liability giving rise to them are realised or settled, based on tax rates (and tax laws) that have been enacted or substantively enacted by reporting date. The measurement of deferred tax liabilities reflects the tax consequences that would follow from the manner in which the consolidated entity expects, at the reporting date, to recover or settle the carrying amount of its assets and liabilities.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to offset current tax and when the balances relate to taxes levied by the same taxation authority and the company entity intends to settle its tax assets and liabilities on a net basis.

Current and deferred tax for the period

Current and deferred tax is recognised as an expense or income in the Statement of Profit or Loss and Other Comprehensive Income, except when it relates to items credited or debited to equity, in which case the deferred tax is also recognised directly in equity, or where it arises from initial accounting for a business combination, in which case it is taken into account in the determination of goodwill or excess.

North Epping Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2017

Note 1. Summary of significant accounting policies (*continued*)

d) Employee entitlements

Provision is made for the company's liability for employee benefits arising from services rendered by employees to balance date. Employee benefits that are expected to be settled within one year have been measured at the amounts expected to be paid when the liability is settled, plus related on-costs. Employee benefits payable later than one year have been measured at the present value of the estimated future cash outflows to be made for those benefits.

The company contributes to a defined contribution plan. Contributions to employee superannuation funds are charged against income as incurred.

e) Cash and cash equivalents

For the purposes of the Statement of Cash Flows, cash includes cash on hand and in banks and investments in money market instruments, net of outstanding bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities on the Balance Sheet.

f) Trade receivables and payables

Receivables are carried at their amounts due. The collectability of debts is assessed at balance date and specific provision is made for any doubtful accounts. Liabilities for trade creditors and other amounts are carried at cost that is the fair value of the consideration to be paid in the future for goods and services received, whether or not billed to the company.

g) Property, plant and equipment

Plant and equipment, leasehold improvements and equipment under finance lease are stated at cost less accumulated depreciation and impairment. Cost includes expenditure that is directly attributable to the acquisition of the item. In the event that settlement of all or part of the purchase consideration is deferred, cost is determined by discounting the amounts payable in the future to their present value as at the date of acquisition.

Depreciation is provided on property, plant and equipment, including freehold buildings but excluding land. Depreciation is calculated on a straight line basis so as to write off the net cost of each asset over its expected useful life to its estimated residual value. Leasehold improvements are depreciated at the rate equivalent to the available building allowance using the straight line method. The estimated useful lives, residual values and depreciation method are reviewed at the end of each annual reporting period.

The following estimated useful lives are used in the calculation of depreciation:

- leasehold improvements	40	years
- plant and equipment	2.5 - 40	years

h) Intangibles

The franchise fee paid to Bendigo and Adelaide Bank Limited has been recorded at cost and is amortised on a straight line basis over the life of the franchise agreement.

The renewal processing fee paid to Bendigo and Adelaide Bank Limited when renewing the franchise agreement has also been recorded at cost and is amortised on a straight line basis over the life of the franchise agreement.

i) Payment terms

Receivables and payables are non interest bearing and generally have payment terms of between 30 and 90 days.

j) Borrowings

All loans are initially measured at the principal amount. Interest is recognised as an expense as it accrues.

North Epping Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2017

Note 1. Summary of significant accounting policies (continued)

k) Financial instruments*Recognition and initial measurement*

Financial instruments, incorporating financial assets and financial liabilities are recognised when the entity becomes a party to the contractual provisions of the instrument.

Financial instruments are initially measured at fair value plus transaction costs. Financial instruments are classified and measured as set out below.

Derecognition

Financial assets are derecognised where the contractual rights to receipt of cash flows expires 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.

*Classification and subsequent measurement**(i) Loans and receivables*

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market and are subsequently measured at amortised cost using the effective interest rate method.

(ii) Held-to-maturity investments

Held-to-maturity investments are non-derivative financial assets that have fixed maturities and fixed or determinable payments, and it is the entity's intention to hold these investments to maturity. They are subsequently measured at amortised cost using the effective interest rate method.

(iii) Financial liabilities

Non-derivative financial liabilities (excluding financial guarantees) are subsequently measured at amortised cost using the effective interest rate method.

Impairment

At each reporting date, the entity assesses whether there is objective evidence that a financial instrument has been impaired. Impairment losses are recognised in the Statement of Profit or Loss and Other Comprehensive Income.

l) Leases

Leases of fixed assets where substantially all the risks and benefits incidental to the ownership of the asset, but not the legal ownership are transferred to the company are classified as finance leases. Finance leases are capitalised by recording an asset and a liability at the lower of the amounts equal to the fair value of the leased property or the present value of the minimum lease payments, including any guaranteed residual values. Lease payments are allocated between the reduction of the lease liability and the lease interest expense for the period.

Leased assets are depreciated on a straight-line basis over the shorter of their estimated useful lives or the lease term. Lease payments for operating leases, where substantially all the risks and benefits remain with the lessor, are charged as expenses in the periods in which they are incurred. Lease incentives under operating leases are recognised as a liability and amortised on a straight-line basis over the life of the lease term.

m) Provisions

Provisions are recognised when the economic entity has a legal, equitable or constructive obligation to make a future sacrifice of economic benefits to other entities as a result of past transactions or other past events, it is probable that a future sacrifice of economic benefits will be required and a reliable estimate can be made of the amount of the obligation.

A provision for dividends is not recognised as a liability unless the dividends are declared, determined or publicly recommended on or before the reporting date.

North Epping Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2017

Note 1. Summary of significant accounting policies (*continued*)

n) Contributed equity

Ordinary shares are recognised at the fair value of the consideration received by the company. Any transaction costs arising on the issue of ordinary shares are recognised directly in equity as a reduction of the share proceeds received.

o) Earnings per share

Basic earnings per share is calculated by dividing the profit attributable to equity holders of the company, excluding any costs of servicing equity other than ordinary shares, by the weighted average number of ordinary shares outstanding during the financial year, adjusted for bonus elements in ordinary shares issued during the year.

p) Goods and Services Tax

Revenues, expenses and assets are recognised net of the amount of Goods and Services Tax (GST), except where the amount of GST incurred is not recoverable from the taxation authority. In these circumstances, the GST is recognised as part of the cost of acquisition of the asset or as part of the expense.

Receivables and payables are stated with the amount of GST included. The net amount of GST recoverable from, or payable to, the taxation authority is included as part of receivables or payables in the Balance Sheet. Cash flows are included in the Statement of Cash Flows on a gross basis.

The GST components of cash flows arising from investing and financing activities which are recoverable from, or payable to, the taxation authority are classified as operating cash flows.

Note 2. Financial risk management

The company's activities expose it to a limited variety of financial risks: market risk (including currency risk, fair value interest risk and price risk), credit risk, liquidity risk and cash flow interest rate risk. The company's overall risk management program focuses on the unpredictability of financial markets and seeks to minimise potential adverse effects on the financial performance of the entity. The entity does not use derivative instruments.

Risk management is carried out directly by the board of directors.

(i) Market risk

The company has no exposure to any transactions denominated in a currency other than Australian dollars.

(ii) Price risk

The company is not exposed to equity securities price risk as it does not hold investments for sale or at fair value. The company is not exposed to commodity price risk.

(iii) Credit risk

The company has no significant concentrations of credit risk. It has policies in place to ensure that customers have an appropriate credit history. The company's franchise agreement limits the company's credit exposure to one financial institution, being Bendigo and Adelaide Bank Limited.

(iv) Liquidity risk

Prudent liquidity management implies maintaining sufficient cash and marketable securities and the availability of funding from credit facilities. The company believes that its sound relationship with Bendigo and Adelaide Bank Limited mitigates this risk significantly.

North Epping Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2017

Note 2. Financial risk management (continued)

(v) Cash flow and fair value interest rate risk

Interest-bearing assets are held with Bendigo and Adelaide Bank Limited and subject to movements in market interest. Interest-rate risk could also arise from long-term borrowings. Borrowings issued at variable rates expose the company to cash flow interest-rate risk. The company believes that its sound relationship with Bendigo and Adelaide Bank Limited mitigates this risk significantly.

(vi) 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 Balance Sheet.

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

The distribution limit is the greater of:

- (a) 20% of the profit or funds of the franchisee 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 where 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 for the year ended 30 June 2017 can be seen in the Statement of Profit or Loss and Other Comprehensive Income.

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

Note 3. Critical accounting estimates and judgements

Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that may have a financial impact on the entity and that are believed to be reasonable under the circumstances.

The company makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results.

Management has identified the following critical accounting policies for which significant judgements, estimates and assumptions are made. Actual results may differ from these estimates under different assumptions and conditions and may materially affect financial results or the financial position reported in future periods.

Further details of the nature of these assumptions and conditions may be found in the relevant notes to the financial statements.

Taxation

Judgement is required in assessing whether deferred tax assets and certain tax liabilities are recognised on the balance sheet. Deferred tax assets, including those arising from un-recouped tax losses, capital losses and temporary differences, are recognised only where it is considered more likely than not that they will be recovered, which is dependent on the generation of sufficient future taxable profits.

Assumptions about the generation of future taxable profits depend on management's estimates of future cash flows. These depend on estimates of future sales volumes, operating costs, capital expenditure, dividends and other capital management transactions. Judgements are also required about the application of income tax legislation.

North Epping Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2017

Note 3. Critical accounting estimates and judgements (*continued*)

Taxation (continued)

These judgements and assumptions are subject to risk and uncertainty. There is therefore a possibility that changes in circumstances will alter expectations, which may impact the amount of deferred tax assets and deferred tax liabilities recognised on the balance sheet and the amount of other tax losses and temporary differences not yet recognised. In such circumstances, some or all of the carrying amount of recognised deferred tax assets and liabilities may require adjustment, resulting in corresponding credit or charge to the Statement of Profit or Loss and Other Comprehensive Income.

Estimation of useful lives of assets

The estimation of the useful lives of assets has been based on historical experience and the condition of the asset is assessed at least once per year and considered against the remaining useful life. Adjustments to useful lives are made when considered necessary.

Impairment of assets

At each reporting date, the company reviews the carrying amounts of its tangible and intangible assets that have an indefinite useful life to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where the asset does not generate cash flows that are independent from other assets, the consolidated entity estimates the recoverable amount of the cash-generating unit to which the asset belongs.

Recoverable amount is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset (or cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised in profit or loss immediately, unless the relevant asset is carried at fair value, in which case the impairment loss is treated as a revaluation decrease.

Where an impairment loss subsequently reverses, the carrying amount of the asset (cash-generating unit) is increased to the revised estimate of its recoverable amount, but only to the extent that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (cash-generating unit) in prior years. A reversal of an impairment loss is recognised in profit or loss immediately, unless the relevant asset is carried at fair value, in which case the reversal of the impairment loss is treated as a revaluation increase.

Note 4. Revenue from ordinary activities	2017	2016
	\$	\$
Operating activities:		
- gross margin	711,861	481,556
- services commissions	61,077	161,292
- fee income	61,053	64,845
- market development fund	21,250	50,000
Total revenue from operating activities	<u>855,241</u>	<u>757,693</u>
Non-operating activities:		
- gain on sale of fixed asset	136	-
- interest received	4,095	6,088
Total revenue from non-operating activities	<u>4,231</u>	<u>6,088</u>
Total revenues from ordinary activities	<u>859,472</u>	<u>763,781</u>

North Epping Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2017

Note 5. Expenses	2017	2016
	\$	\$
Depreciation of non-current assets:		
- plant and equipment	4,871	5,044
- leasehold improvements	30,200	30,133
Amortisation of non-current assets:		
- franchise agreement	2,292	2,292
- franchise renewal fee	11,451	11,451
	<u>48,814</u>	<u>48,920</u>
Bad debts	<u>60</u>	<u>1,385</u>

Note 6. Income tax expense		
The components of tax expense comprise:		
- Current tax	25,764	-
- Movement in deferred tax	945	13,799
- Adjustment to deferred tax to reflect change to tax rate in future periods	-	902
- Recoupment of prior year tax losses	8,585	8,624
- Under/(Over) provision of tax in the prior period	111	(4,162)
	<u>35,405</u>	<u>19,163</u>
The prima facie tax on profit from ordinary activities before income tax is reconciled to the income tax expense as follows		
Operating profit	128,313	62,027
Prima facie tax on profit from ordinary activities at 27.5% (2016: 28.5%)	35,286	17,678
Add tax effect of:		
- non-deductible expenses	8	583
- timing difference expenses	(945)	(9,637)
	<u>34,349</u>	<u>8,624</u>
Movement in deferred tax	945	13,799
Adjustment to deferred tax to reflect change of tax rate in future periods	-	902
Under/(Over) provision of income tax in the prior year	111	(4,162)
	<u>35,405</u>	<u>19,163</u>

Note 7. Cash and cash equivalents		
Cash at bank and on hand	239,437	109,205
Term deposits	165,033	163,925
	<u>404,470</u>	<u>273,130</u>

North Epping Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2017

Note 7.(a) Reconciliation to cash flow statement	2017	2016
	\$	\$

The above figures reconcile to the amount of cash shown in the statement of cash flows at the end of the financial year as follows:

Cash at bank and on hand	239,437	109,205
Term deposits	165,033	163,925
	<u>404,470</u>	<u>273,130</u>

Note 8. Trade and other receivables

Trade receivables	69,641	52,632
Prepayments	12,132	12,403
Other receivables and accruals	818	2,627
	<u>82,591</u>	<u>67,662</u>

Note 9. Property, plant and equipment

Leasehold improvements		
At cost	212,363	212,363
Less accumulated depreciation	(95,304)	(65,104)
	<u>117,059</u>	<u>147,259</u>
 Plant and equipment		
At cost	41,414	40,800
Less accumulated depreciation	(24,586)	(20,805)
	<u>16,828</u>	<u>19,995</u>
Total written down amount	<u>133,887</u>	<u>167,254</u>

Movements in carrying amounts:

Leasehold improvements		
Carrying amount at beginning	147,259	176,135
Additions	-	1,257
Disposals	-	-
Less: depreciation expense	(30,200)	(30,133)
Carrying amount at end	<u>117,059</u>	<u>147,259</u>
 Plant and equipment		
Carrying amount at beginning	19,995	20,324
Additions	1,704	4,715
Disposals	-	-
Less: depreciation expense	(4,871)	(5,044)
Carrying amount at end	<u>16,828</u>	<u>19,995</u>
Total written down amount	<u>133,887</u>	<u>167,254</u>

North Epping Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2017

Note 10. Intangible assets	2017	2016
	\$	\$
Franchise fee		
At cost	72,930	72,930
Less: accumulated amortisation	(69,875)	(67,585)
	<u>3,055</u>	<u>5,345</u>
Renewal processing fee		
At cost	114,645	114,645
Less: accumulated amortisation	(99,376)	(87,924)
	<u>15,269</u>	<u>26,721</u>
Total written down amount	<u>18,324</u>	<u>32,066</u>

Note 11. Tax

Current:

Income tax payable	<u>25,764</u>	<u>-</u>
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Non-Current:

Deferred tax assets		
- accruals	729	935
- employee provisions	13,915	14,560
- tax losses carried forward	-	8,697
- property, plant and equipment	690	690
	<u>15,334</u>	<u>24,882</u>
Deferred tax liability		
- accruals	156	63
	<u>156</u>	<u>63</u>
Net deferred tax asset	<u>15,178</u>	<u>24,819</u>
Movement in deferred tax charged to Statement of Profit or Loss and Other Comprehensive Income	<u>9,641</u>	<u>19,163</u>

Note 12. Trade and other payables

Current:

Trade creditors	-	1,956
Other creditors and accruals	50,355	29,217
	<u>50,355</u>	<u>31,173</u>

Non-Current:

Other creditors and accruals	<u>13,839</u>	<u>19,196</u>
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North Epping Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2017

Note 13. Provisions	2017	2016
	\$	\$
Current:		
Provision for annual leave	20,713	19,736
Provision for long service leave	1,979	3,233
	<u>22,692</u>	<u>22,969</u>
Non-Current:		
Provision for long service leave	<u>8,713</u>	<u>5,423</u>

Note 14. Contributed equity

511,008 ordinary shares fully paid (2016: 511,008)	511,008	511,008
Less: equity raising expenses	(31,079)	(31,079)
	<u>479,929</u>	<u>479,929</u>

Rights attached to shares

(a) Voting rights

Subject to some limited exceptions, each member has the right to vote at a general meeting.

On a show of hands or a poll, each member attending the meeting (whether they are attending the meeting in person or by attorney, corporate representative or proxy) has one vote, regardless of the number of shares held. However, where a person attends a meeting in person and is entitled to vote in more than one capacity (for example, the person is a member and has also been appointed as proxy for another member) that person may only exercise one vote on a show of hands. On a poll, that person may exercise one vote as a member and one vote for each other member that person represents as duly appointed attorney, corporate representative or proxy.

The purpose of giving each member only one vote, regardless of the number of shares held, is to reflect the nature of the company as a community based company, by providing that all members of the community who have contributed to the establishment and ongoing operation of the **Community Bank®** branch have the same ability to influence the operation of the company.

(b) Dividends

Generally, dividends are payable to members in proportion to the amount of the share capital paid up on the shares held by them, subject to any special rights and restrictions for the time being attaching to shares. The franchise agreement with Bendigo and Adelaide Bank Limited contains a limit on the level of profits or funds that may be distributed to shareholders. There is also a restriction on the payment of dividends to certain shareholders if they have a prohibited shareholding interest (see below).

(c) Transfer

Generally, ordinary shares are freely transferable. However, the directors have a discretion to refuse to register a transfer of shares.

Subject to the foregoing, shareholders may transfer shares by a proper transfer effected in accordance with the company's constitution and the *Corporations Act 2001*.

North Epping Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2017

Note 14. Contributed equity (*continued*)

Prohibited shareholding interest

A person must not have a prohibited shareholding interest in the company.

In summary, a person has a prohibited shareholding interest if any of the following applies:

- They control or own 10% or more of the shares in the company (the "10% limit").
- In the opinion of the board they do not have a close connection to the community or communities in which the company predominantly carries on business (the "close connection test").

As with voting rights, the purpose of this prohibited shareholding provision is to reflect the community-based nature of the company.

Where a person has a prohibited shareholding interest, the voting and dividend rights attaching to the shares in which the person (and his or her associates) have a prohibited shareholding interest, are suspended.

The board has the power to request information from a person who has (or is suspected by the board of having) a legal or beneficial interest in any shares in the company or any voting power in the company, for the purpose of determining whether a person has a prohibited shareholding interest. If the board becomes aware that a member has a prohibited shareholding interest, it must serve a notice requiring the member (or the member's associate) to dispose of the number of shares the board considers necessary to remedy the breach. If a person fails to comply with such a notice within a specified period (that must be between three and six months), the board is authorised to sell the specified shares on behalf of that person. The holder will be entitled to the consideration from the sale of the shares, less any expenses incurred by the board in selling or otherwise dealing with those shares.

In the constitution, members acknowledge and recognise that the exercise of the powers given to the board may cause considerable disadvantage to individual members, but that such a result may be necessary to enforce the prohibition.

Note 15. Retained earnings	2017	2016
	\$	\$
Balance at the beginning of the financial year	6,241	(36,623)
Net profit from ordinary activities after income tax	92,908	42,864
Dividends paid or provided for	(45,991)	-
Balance at the end of the financial year	<u>53,158</u>	<u>6,241</u>

North Epping Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2017

Note 16. Statement of cash flows	2017	2016
	\$	\$
Reconciliation of profit from ordinary activities after tax to net cash provided by operating activities		
Profit from ordinary activities after income tax	92,908	42,864
Non cash items:		
- depreciation	35,071	35,177
- amortisation	13,743	13,743
Changes in assets and liabilities:		
- (increase)/decrease in receivables	(14,884)	(9,464)
- (increase)/decrease in other assets	9,641	19,163
- increase/(decrease) in payables	(1,550)	(8,228)
- increase/(decrease) in provisions	3,012	(32,979)
- increase/(decrease) in tax liabilities	25,764	-
Net cash flows provided by operating activities	<u>163,705</u>	<u>60,276</u>

Note 17. Leases

Operating lease commitments

Non-cancellable operating leases contracted for but not capitalised in the financial statements

Payable - minimum lease payments:

- not later than 12 months	79,833	78,104
- between 12 months and 5 years	206,235	279,872
- greater than 5 years	-	-
	<u>286,067</u>	<u>357,976</u>

The property lease commenced on 1 February 2014 and is a non-cancellable lease with a seven year term, with the option to renew for a further seven years in February 2021. Rent is payable monthly in advance and increases annually in line with CPI.

Note 18. Auditor's remuneration

Amounts received or due and receivable by the auditor of the company for:

- audit and review services	4,200	4,100
- non audit services	3,575	2,570
	<u>7,775</u>	<u>6,670</u>

North Epping Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2017

Note 19. Director and related party disclosures

The names of directors who have held office during the financial year are:

Graham Harvey Boyd
 Robert Michael Phillips
 Ronald Lester Cardwell
 Craig Eric Gallagher
 Wendy Faye Yee-Dempster
 Stefan Walenty Sojka
 Ian David Bittner (*Appointed 29 July 2016*)
 Kristina Therese Coffey (*Appointed 28 September 2016*)
 Cheryl Po (*Resigned 7 September 2016*)
 Howard Raymond Clark (*Resigned 24 November 2016*)

No director or related entity has entered into a material contract with the company. No director's fees have been paid as the positions are held on a voluntary basis.

Directors Shareholdings	2017	2016
Graham Harvey Boyd	1,000	1,000
Robert Michael Phillips	1,000	1,000
Ronald Lester Cardwell	-	-
Craig Eric Gallagher	-	-
Wendy Faye Yee-Dempster	10,501	10,501
Stefan Walenty Sojka	-	-
Ian David Bittner (<i>Appointed 29 July 2016</i>)	-	-
Kristina Therese Coffey (<i>Appointed 28 September 2016</i>)	-	-
Cheryl Po (<i>Resigned 7 September 2016</i>)	-	-
Howard Raymond Clark (<i>Resigned 24 November 2016</i>)	501	501

There was no movement in directors shareholdings during the year.

Note 20. Dividends paid or provided	2017	2016
	\$	\$
a. Dividends paid during the year		
Current year interim dividend		
Fully franked dividend - 3 cents (2016: Nil cents) per share	<u>15,330</u>	<u>-</u>
Current year final dividend		
Fully franked dividend - 3 cents (2016: Nil cents) per share	<u>15,330</u>	<u>-</u>
b. Dividends proposed and recognised as a liability		
Next year interim dividend		
Unfranked dividend - 3 cents per share	<u>15,330</u>	<u>-</u>

North Epping Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2017

Note 20. Dividends paid or provided (<i>continued</i>)	2017 \$	2016 \$
<i>c. Franking account balance</i>		
Franking credits available for subsequent reporting periods are:		
- franking account balance as at the end of the financial year	100,069	105,896
- franking credits that will arise from payment of income tax as at the end of the financial year	22,464	-
- franking debits that will arise from the payment of dividends recognised as a liability at the end of the financial year	-	-
Franking credits available for future financial reporting periods:	122,533	105,896
- franking debits that will arise from payment of dividends proposed or declared before the financial report was authorised for use but not recognised as a distribution to equity holders during the period	-	-
Net franking credits available	<u>122,533</u>	<u>105,896</u>

Note 21. Key management personnel disclosures

No director of the company receives remuneration for services as a company director or committee member.

There are no executives within the company whose remuneration is required to be disclosed.

Community Bank® Directors' Privileges Package

The board has adopted the **Community Bank®** Directors' Privileges Package. The package is available to all directors, who can elect to avail themselves of the benefits based on their personal banking with the **Community Bank®** branch at Epping, New South Wales. There is no requirement to own BEN shares and there is no qualification period to qualify to utilise the benefits. The package mirrors the benefits currently available to Bendigo and Adelaide Bank Limited shareholders. The total benefits received by the directors from the Directors' Privilege Package are \$2,018 for the year ended 30 June 2017 (2016: \$2,353).

Note 22. Earnings per share

(a) Profit attributable to the ordinary equity holders of the company used in calculating earnings per share	92,908	42,864
	Number	Number
(b) Weighted average number of ordinary shares used as the denominator in calculating basic earnings per share	511,008	511,008

Note 23. Events occurring after the reporting date

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

North Epping Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2017

Note 24. Contingent liabilities and contingent assets

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

Note 25. Segment reporting

The economic entity operates in the service sector where it facilitates **Community Bank®** services in Epping, New South Wales pursuant to a franchise agreement with Bendigo and Adelaide Bank Limited.

Note 26. Registered office/Principal place of business

The entity is a company limited by shares, incorporated and domiciled in Australia. The registered office and principal place of business is:

Registered Office	Principal Place of Business
Shop 3/2-6 Oxford Street Epping NSW 2121	Shop 3/2-6 Oxford Street Epping NSW 2121

North Epping Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2017

Note 27. Financial instruments

Financial Instrument Composition and Maturity Analysis

The table below reflects the undiscounted contractual settlement terms for all financial instruments, as well as the settlement period for instruments with a fixed period of maturity and interest rate.

Financial instrument	Floating interest		Fixed interest rate maturing in						Non interest bearing		Weighted average	
			1 year or less		Over 1 to 5 years		Over 5 years					
	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	%	%
Financial assets												
Cash and cash equivalents	239,437	109,205	165,033	163,925	-	-	-	-	-	-	1.23	2.59
Receivables	-	-	-	-	-	-	-	-	69,641	52,632	N/A	N/A
Financial liabilities												
Payables	-	-	-	-	-	-	-	-	-	1,956	N/A	N/A

Net Fair Values

The net fair values of financial assets and liabilities approximate the carrying values as disclosed in the balance sheet. The company does not have any unrecognised financial instruments at the year end.

Credit Risk

The maximum exposure to credit risk at balance date to recognised financial assets is the carrying amount of those assets as disclosed in the balance sheet and notes to the financial statements.

There are no material credit risk exposures to any single debtor or group of debtors under financial instruments entered into by the economic entity.

Interest Rate Risk

Interest rate risk refers to the risk that the value of a financial instrument or cash flows associated with the instrument will fluctuate due to changes in market interest rates. Interest rate risk arises from the interest bearing financial assets and liabilities in place subject to variable interest rates, as outlined above.

Sensitivity Analysis

The company has performed sensitivity analysis relating to its exposure to interest rate risk at balance date. This sensitivity analysis demonstrates the effect on the current year results and equity which could result from a change in interest rates.

As at 30 June 2017, the effect on profit and equity as a result of changes in interest rate, with all other variables remaining constant would be as follows:

	2017	2016
	\$	\$
Change in profit/(loss)		
Increase in interest rate by 1%	4,045	2,731
Decrease in interest rate by 1%	(4,045)	(2,731)
Change in equity		
Increase in interest rate by 1%	4,045	2,731
Decrease in interest rate by 1%	(4,045)	(2,731)

North Epping Financial Services Limited

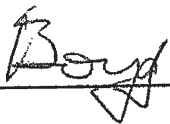
Directors' Declaration

In accordance with a resolution of the directors of North Epping Financial Services Limited, we state that:

In the opinion of the directors:

- (a) the financial statements and notes of the company are 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 financial year ended on that date; and
 - (ii) complying with Accounting Standards, the Corporations Regulations 2001 and other mandatory professional reporting requirements; and
- (b) there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.
- (c) the audited remuneration disclosures set out in the remuneration report section of the directors' report comply with Accounting Standard AASB124 Related Party Disclosures and the Corporations Regulations 2001.

This declaration is made in accordance with a resolution of the board of directors.



Graham Harvey Boyd, Chairman

Signed on the 28th of August 2017.

Independent auditor's report to the members of North Epping Financial Services Limited

Report on the audit of the financial statements

Our opinion

In our opinion, the financial report of North Epping 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 ended on that date; and
- ii. complying with Australian Accounting Standards.

What we have audited

North Epping Financial Services Limited's (the company) financial report comprises the:

- ✓ Statement of profit or loss and other comprehensive income
- ✓ Balance sheet
- ✓ Statement of changes in equity
- ✓ Statement of cash flows
- ✓ Notes comprising a summary of significant accounting policies and other explanatory notes
- ✓ The directors' declaration of the entity.

Basis for opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Report section of our report.

In conducting our audit, we have complied with the independence requirements of the *Corporations Act 2001*. We are independent of the Company 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.

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

Other information

The company usually prepares an annual report that will include the financial statements, directors' report and declaration and our independence declaration and audit report (the financial report). The annual report may also include "other information" on the entity's operations and financial results and financial position as set out in the financial report, typically in a Chairman's report and Manager's report, and reports covering governance and shareholder matters.

The directors are responsible for the other information. The annual report is expected to be made available to us after the date of this auditor's report.

Our opinion on the financial report does not cover the other information and accordingly we will not express any form of assurance conclusion thereon.

Our responsibility is to read the other information identified above when it becomes available 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 we identify that a material inconsistency appears to exist when we read the annual report (or become aware that the other information appears to be materially misstated), we will discuss the matter with the directors and where we believe that a material misstatement of the other information exists, we will request management to correct the other information.

Directors' responsibility for the financial report

The directors of the company are responsible for the preparation of the financial report so that it 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 is free from material misstatement, whether due to fraud or error.

In preparing the financial report, the directors are responsible for assessing the company's ability 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 cease operations, or have no realistic alternative but to do so.

Auditor's responsibility for the audit of the financial report

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. Misstatement 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.

A further description of our responsibilities for the audit of the financial report is located at the Auditing and Assurance Standards Board website at: <http://www.auasb.gov.au/home.aspx>. This description forms part of our auditor's report.



Andrew Frewin Stewart
61 Bull Street, Bendigo, 3550
Dated: 28 August 2017



David Hutchings
Lead Auditor

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Epping **Community Bank**[®] Branch
3/2 Oxford Street, Epping NSW 2121
Phone: 9869 0818 Fax: 9869 0979

Franchisee: North Epping Financial Services Limited
2 Oxford Street, Epping NSW 2121
Phone: 02 9869 0818 Fax: 02 9869 0979
ABN: 57 104 573 499
Email: neufs2121@gmail.com

Share Registry:
3/2 Oxford Street
Epping, NSW 2121

"Supporting the growth and strength of our community using profits from high quality banking services."
Vision Statement- North Epping Financial Services Limited

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