



# annual report **2012**

Ettalong Beach  
Financial Services Limited

ABN 37 110 069 120

# **Chairman's Report**

## **For the year ending 30 June 2012**

### **Introduction**

On behalf of the of the Board of Directors and the staff of the Ettalong Beach Community Bank® Branch. I am proud to present the Eighth Annual Report of Ettalong Beach Financial Services Limited.

As the Chairman it has been both a privilege and pleasure to act in this position on your behalf. Unfortunately, we record the recent passing of John Byfield, an original Steering Committee member and Board Director.

### **Concept**

As we are now moving into our most dynamic and growth stage (the establishment phase is behind us), and whilst it has cost us dearly, the results for the current year end 30 June 2012 shows that we have finally achieved consistent and regular profit which we expect to be sustained.

Allow me to reiterate comments in our first Annual Report that describes the basic concept of a Community Bank® branch. It is to obtain, establish and then operate a franchise business consisting of the running of a bank, under the banner of the Bendigo and Adelaide Bank. The ownership of the franchise business is vested in a Public Company, Ettalong Beach Financial Services Limited, the issued shares in which are owned by local residents and businesses. Ettalong Beach Financial Services Limited is now listed on the NSX Stock Exchange.

The branch at Ettalong Beach is a totally separate entity and not in any way connected financially or otherwise with any of the other branches of Bendigo and Adelaide Bank.

The profits generated by Ettalong Beach Financial Services Ltd are to be distributed as follows:

1. Fifty per cent (50%) of the profits go to Bendigo and Adelaide Bank in return for the use of the name, Bendigo and Adelaide Bank and the provision of banking facilities and infrastructure.
2. The other fifty per cent (50%) remains with Ettalong Beach Financial Services to be dealt with as follows:
  - a. Eighty per cent (80%) is put back into the community by way of donations, sponsorships etc. The Board in its absolute discretion determines the recipients and the amount.
  - b. The remaining twenty per cent (20%) is paid, at the discretion of the Board of Directors to the Shareholders as dividends on their shares.

Of course, we have to continue to make a profit and repay our accumulated losses for this to occur. However, I can report that the franchise is growing, is now profitable and is here to stay in Ettalong Beach thanks to your share subscription. It is now possible for the Board to consider dividend payments. The larger the business growth the larger the community and shareholder dividends available.

### **Year under Review and Future Growth**

Once again I am extremely thrilled that we have been able to generate monthly profits on a regular to achieve our second consecutive annual profit and which is fully detailed in the financial statement.

Briefly we achieved an operating profit of \$124,998 less other expenses -interest / Income tax (\$52,634) resulting in a net profit of \$72,364 albeit down on last year which included add back of extra ordinary item – "prior year's tax losses not previously brought into account" of \$245,256.

## **Chairman's Report (*continued*)**

Like most commercial operations, success only follows when all energies work together to achieve the ultimate benefits. Our "Bank Book" – "Footings" have increased by \$6 million to \$79 million mark as at 30 June 2012 in very difficult economic year globally and in Australia. Our projected forecast is to reach \$86 million in the current year. Growth in customers is now approaching the 2500 mark with number of accounts totalling 3427 which is very pleasing.

This year we distributed over \$55,483 to numerous organizations by way of sponsorships and community support requests, marketing and advertising.

## **Staff**

Of course, the successful and continued operation of the Bank is largely reliant on those who have the day-to-day responsibility of running it. Our current Manager, Mr. Peter McKeon assumed his role in January 2010 and continues to increase the branch's business. Peter's efforts and those of the staff, Supervisors, Maree Richardson and Kym Kelleher and Customer Service Officers, Tiffany Hunt, Jenny Lowe, Julie Pal, Dianne Morrison and Jennie Nolan are to be congratulated despite difficult economic conditions.

## **Board of Directors**

During the year we undertook a full Board re-structure, welcomed one new Director – Mary Holstein and she offers herself for election by shareholders. The appointment of Directors to various Sub-Committees are:

**Executive / Administration Committee** – Mick Gage (Chairman) Don Wilson (Treasurer) Bruce Croft (Secretary) Bob Millwood and Peter McKeon (Branch Manager)

**Strategic Planning / Property** – Bob Millwood (Chairman) Charles Brock, Bruce Croft, Mick Gage Mary Holstein, Jeanette Polley, Paul Thomas, Don Wilson and Peter McKeon.

**Business Development** – Peter McKeon (Chairman) Charles Brock, Bruce Croft, Mick Gage, Mary Holstein, Eric Leggett, Bob Millwood, Jeanette Polley, Paul Thomas and Don Wilson.

**Sponsorship/Marketing and Communication** – Peter McKeon (Chairman) Bob Millwood, Jeannette Polley, Paul Thomas and Brian Wright (Ambassador).

## **In Conclusion**

Finally, I would like to thank those members of the local community and residents of the Ettalong Beach and surrounding areas who have supported the establishment of the Ettalong Beach Community Bank® Branch, and continue to do their personal and business banking with their local Community Bank® branch. I also thank my fellow Directors and staff who put in many rewarding hours.

**It has been a magnificent effort by all those involved and I look forward to a bright and prosperous future for our Community Bank® branch.**

**D.J.M. (Mick) Gage**  
**Board Chairman**

## **Manager's Report**

### **For the Year Ending 30 June 2012**

On behalf of the branch staff I can only say how proud we are to be able to deliver to you, our shareholders, a strong profit performance that allows our Directors some ability to reward you for your patience in recent years. We look forward to that growth curve continuing upwards.

Our world of banking continues to be one of fierce competition for both lending and deposits. Lending growth in Australia is at it's lowest levels in many, many years, and lenders in Australia are now seeking to raise the funds they lend from Australian depositors rather than abroad. Fortunately this has helped our Term Deposit customers continue to receive interest rates above where they otherwise may have fallen to.

Against this our lending grew by \$5.6 million or almost 20% providing us with highest lending growth in our region by both \$ amount and percentage. Our deposit growth was flat although this didn't heavily impact on our profitability. While we hope to be able to continue to deliver strong growth there doesn't appear to be much on "the economic horizon" to suggest things will be any easier in the short term.

As in recent years, Bendigo and Adelaide Bank continue to support our community sponsorship and grants program, providing us with \$50,000 each year to assist us meet our goals in developing a healthy and robust local community. We believe our efforts in this area in recent years are providing strong foundations for our future growth, and we look to continue to assist our community grow and prosper.

Finally, a big thank you to our branch staff who work hard to provide you the exceptional customer service you have come to expect from your **Community Bank®** branch. To any of our valued shareholders who are not yet **Community Bank®** customers please call for a chat with our staff or myself and feel the difference.

**Peter McKeon**  
**Branch Manager**

### **Our Mission Statement**

*"To share the benefits of local banking and build a prosperous Community"*

**Ettalong Beach Financial Services Limited**  
**ABN 37 110 069 120**  
**Directors' Report**

Your directors submit the financial statements of the company for the financial year ended 30 June 2012.

**Directors**

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

**Dominic John Michael Gage**

Chairman  
Age: 70  
Occupation: Retired Banker  
55 years experience in Banking Industry. Past member of Apex, Lions and Rotary clubs. Involvement in local sporting groups. Current director of Everglades Country club.  
Interest in shares: 10,000

**Donald John Wilson**

Treasurer  
Age: 56  
Occupation: Accountant  
38 years as a CPA in public accounting, including 27 years as principal of Wilson Graham & Associates in Woy Woy. Director Gosford Sailing Club Limited.  
Interest in shares: 5,000

**Eric Keith Leggett**

Director  
Age: 82  
Occupation: Retired Agronomist  
Formerly Principal Agronomist (Remote Sensing) with Department of Agriculture  
Past Director with Agristaff Credit Union  
Interest in shares: 5,000

**Robert Henry Millwood**

Director  
Age: 64  
Occupation: Company Director/Manager  
Company Director, Accountant, Former committee member Woy Woy RLFC, Member Ocean Beach SLSC.  
Interest in shares: 9,250

**Paul David Thomas**

Director  
Age: 58  
Occupation: Retired Police Officer  
Committee member of the Woy Woy Rugby League Football Club, previously involved in neighbourhood watch, safety house and Yarran early intervention (disabled children).  
Interest in shares: 750

**Bruce Maxwell Croft**

Secretary  
Age: 64  
Occupation: Retired Public Servant  
42 years in Customer Service Industry, past secretary of local soccer club, PCYC and P & C Organisations.  
Interest in shares: 5,000

**Jeanette Maxine Polley**

Director  
Age: 53  
Occupation: Accountant/School Teacher  
Accountant for 25 years, Retail Small Business Owner  
President, Ettalong Beach Business Group Inc.  
Interest in shares: Nil

**Charles Hedley Brock**

Director (*Appointed 28 July 2011*)  
Age: 73  
Occupation: Retired  
Treasurer and Past President of the Rotary Club of Woy Woy.  
Chairman Woy Woy Community Aged Care.  
Interest in shares: Nil

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**

On 30 June 2011 Bruce Maxwell Croft was appointed to the position of Secretary. Bruce has been Secretary of Umina Soccer Club for 15 years, Secretary of primary and high school P & Cs for 5 years and Secretary of Umina Beach PCYC (Police Citizens Youth Club) for 4 years.

**Principal Activities**

The principal activities of the company during the course of the financial year were in facilitating Community Banking 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.

**Ettalong Beach Financial Services Limited**  
**ABN 37 110 069 120**  
**Directors' Report**

**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 2012	Year ended 30 June 2011
<u>\$</u>	<u>\$</u>
72,364	261,901

**Remuneration Report**

**(a) Remuneration of Directors**

All Directors of the Company are on a voluntary basis, therefore no remuneration guidelines have been prepared.

**(b) Remuneration of Executives**

The Company aims to provide market-competitive compensation by offering a package of fixed pay benefits. There were no incentives in place at 30 June 2012.

**Details of remuneration**

Peter McKeon - Branch Manager	Within a range of \$75,000 to \$95,000
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**Dividends**

No dividends were declared or paid for the previous year and the directors recommend that no dividend be paid for the current year.

**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.

**Matters Subsequent to 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.

**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.

**Ettalong Beach Financial Services Limited**  
**ABN 37 110 069 120**  
**Directors' Report**

**Directors' Meetings**

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

	Board Meetings Attended		Executive Meetings Attended		Sponsorship Meetings Attended	
	Eligible	Attended	Eligible	Attended	Eligible	Attended
Dominic John Michael Gage	12	12	10	9	-	-
Donald John Wilson	12	9	10	10	-	-
Eric Keith Leggett	12	1	-	-	-	-
Robert Henry Millwood	12	10	10	10	4	3
Paul David Thomas	12	6	-	-	4	2
Bruce Maxwell Croft	12	10	10	7	-	-
Jeanette Maxine Polley	12	10	-	-	4	3
Charles Hedley Brock ( <i>Appointed 28 July 2011</i> )	12	6	-	-	-	-

The Board has sub-committees for Budget/Finance and Audit, Strategic Planning/Property, Marketing/Sponsorship and Communication and Business Development. The sub-committees met on an informal and as needed basis during the financial year and report to the Board meetings as required.

**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, in accordance with the advice received from the audit committee 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.

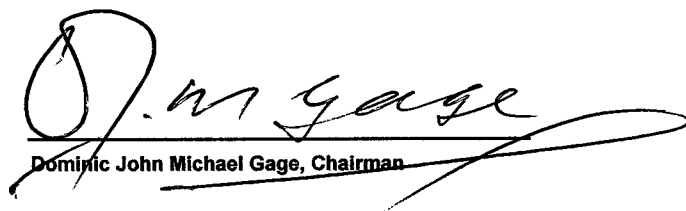
The directors are satisfied that the provision of non-audit services by the auditor, as set out in the notes did not compromise the auditor independence requirements of the Corporations Act 2001 for the following reasons:

- all non-audit services have been reviewed by the audit committee 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.

**Auditors' Independence Declaration**

A copy of the auditors' independence declaration as required under section 307C of the Corporations Act 2001 is set out on page 7.

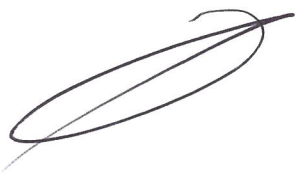
Signed in accordance with a resolution of the board of directors at Ettalong Beach, New South Wales on 14 September 2012.

  
Dominic John Michael Gage, Chairman

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

I declare, that to the best of my knowledge and belief, in relation to the audit for the financial year ended 30 June 2012 there have been no contraventions of:

- the auditor independence requirements of the *Corporations Act 2001* in relation to the audit
- any applicable code of professional conduct in relation to the audit.



**Graeme Stewart**  
**Andrew Frewin Stewart**  
61 Bull Street, Bendigo Vic 3550

Dated: 14 September 2012

**Ettalong Beach Financial Services Limited**  
**ABN 37 110 069 120**  
**Statement of Comprehensive Income**  
**for the Year Ended 30 June 2012**

	<u>Notes</u>	<b>2012</b> <b>\$</b>	<b>2011</b> <b>\$</b>
Revenues from ordinary activities	4	777,177	692,837
Employee benefits expense		(348,074)	(323,029)
Charitable donations, sponsorship, advertising and promotion		(55,483)	(65,393)
Occupancy and associated costs		(50,801)	(45,189)
Systems costs		(24,891)	(25,662)
Depreciation and amortisation expense	5	(38,676)	(38,039)
Finance costs	5	(20,968)	(23,615)
General administration expenses		(134,906)	(155,265)
<b>Profit before income tax (expense)/credit</b>		<b>103,378</b>	<b>16,645</b>
Income tax (expense)/credit	6	(31,014)	245,256
<b>Profit after income tax (expense)/credit</b>		<b>72,364</b>	<b>261,901</b>
<b>Total comprehensive income for the year</b>		<b>72,364</b>	<b>261,901</b>
<b>Earnings per share (cents per share)</b>		<u>c</u>	<u>c</u>
- basic for profit for the year	21	9.56	34.61

The accompanying notes form part of these financial statements

**Ettalong Beach Financial Services Limited**  
**ABN 37 110 069 120**  
**Balance Sheet**  
**as at 30 June 2012**

	<u>Notes</u>	2012 \$	2011 \$
<b>ASSETS</b>			
<b>Current Assets</b>			
Cash and cash equivalents	7	58,769	500
Trade and other receivables	8	63,495	53,868
<b>Total Current Assets</b>		<b><u>122,264</u></b>	<b><u>54,368</u></b>
<b>Non-Current Assets</b>			
Property, plant and equipment	9	138,301	157,569
Intangible assets	10	36,997	50,451
Deferred tax assets	11	214,242	245,256
<b>Total Non-Current Assets</b>		<b><u>389,540</u></b>	<b><u>453,276</u></b>
<b>Total Assets</b>		<b><u>511,804</u></b>	<b><u>507,644</u></b>
<b>LIABILITIES</b>			
<b>Current Liabilities</b>			
Trade and other payables	12	34,211	56,420
Borrowings	13	-	53,311
Provisions	14	19,217	18,183
<b>Total Current Liabilities</b>		<b><u>53,428</u></b>	<b><u>127,914</u></b>
<b>Non-Current Liabilities</b>			
Borrowings	13	300,000	300,000
Provisions	14	17,799	11,517
<b>Total Non-Current Liabilities</b>		<b><u>317,799</u></b>	<b><u>311,517</u></b>
<b>Total Liabilities</b>		<b><u>371,227</u></b>	<b><u>439,431</u></b>
<b>Net Assets</b>		<b><u>140,577</u></b>	<b><u>68,213</u></b>
<b>Equity</b>			
Issued capital	15	722,104	722,104
Accumulated losses	16	(581,527)	(653,891)
<b>Total Equity</b>		<b><u>140,577</u></b>	<b><u>68,213</u></b>

The accompanying notes form part of these financial statements

**Ettalong Beach Financial Services Limited**  
**ABN 37 110 069 120**  
**Statement of Changes in Equity**  
**for the Year Ended 30 June 2012**

	<b>Issued Capital \$</b>	<b>Accumulated Losses \$</b>	<b>Total Equity \$</b>
<b>Balance at 1 July 2010</b>	<u>722,104</u>	<u>(915,792)</u>	<u>(193,688)</u>
<b>Total comprehensive income for the year</b>	<u>-</u>	<u>261,901</u>	<u>261,901</u>
<b>Transactions with owners in their capacity as owners:</b>			
Shares issued during period	-	-	-
Costs of issuing shares	-	-	-
Dividends provided for or paid	-	-	-
	<u>-</u>	<u>-</u>	<u>-</u>
<b>Balance at 30 June 2011</b>	<u><u>722,104</u></u>	<u><u>(653,891)</u></u>	<u><u>68,213</u></u>
 <b>Balance at 1 July 2011</b>	 <u>722,104</u>	 <u>(653,891)</u>	 <u>68,213</u>
<b>Total comprehensive income for the year</b>	<u>-</u>	<u>72,364</u>	<u>72,364</u>
<b>Transactions with owners in their capacity as owners:</b>			
Shares issued during period	-	-	-
Costs of issuing shares	-	-	-
Dividends provided for or paid	-	-	-
	<u>-</u>	<u>-</u>	<u>-</u>
<b>Balance at 30 June 2012</b>	<u><u>722,104</u></u>	<u><u>(581,527)</u></u>	<u><u>140,577</u></u>

The accompanying notes form part of these financial statements

**Ettalong Beach Financial Services Limited**  
**ABN 37 110 069 120**  
**Statement of Cashflows**  
**for the Year Ended 30 June 2012**

	<u>Notes</u>	<b>2012</b> \$	<b>2011</b> \$
<b>Cash Flows From Operating Activities</b>			
Receipts from customers		842,217	685,761
Payments to suppliers and employees		(673,161)	(622,929)
Interest received		51	-
Interest paid		(21,324)	(24,252)
<b>Net cash provided by operating activities</b>	17	<u>147,783</u>	<u>38,580</u>
<b>Cash Flows From Investing Activities</b>			
Payments for property, plant and equipment		(6,606)	(17,940)
Payments for intangible assets		(29,597)	(29,597)
<b>Net cash used in investing activities</b>		<u>(36,203)</u>	<u>(47,537)</u>
<b>Cash Flows From Financing Activities</b>			
Proceeds from borrowings		-	300,000
<b>Net cash provided by financing activities</b>		<u>-</u>	<u>300,000</u>
<b>Net increase in cash held</b>		111,580	291,043
Cash and cash equivalents at the beginning of the financial year		(52,811)	(343,854)
<b>Cash and cash equivalents at the end of the financial year</b>	7(a)	<u><u>58,769</u></u>	<u><u>(52,811)</u></u>

The accompanying notes form part of these financial statements

**Ettalong Beach Financial Services Limited**  
**ABN 37 110 069 120**  
**Notes to the Financial Statements**  
**for the Year Ended 30 June 2012**

**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.

Adoption of new and revised Accounting Standards

None of the new standards and amendments to standards that are mandatory for the first time for the financial year beginning 1 July 2011 affected any of the amounts recognised in the current period or any prior period and are not likely to affect future periods. The adoption of the revised AASB 124 Related Party Disclosures has not resulted in the disclosure of any additional related party transactions in the current period or any prior period and is not likely to affect future periods. The adoption of AASB 1054 Australian Additional Disclosures and AASB 2011-1 Amendments to Australian Accounting Standards arising from the Trans-Tasman Convergence Project have not affected the disclosure of any items in the financial statements.

The company has not elected to apply any pronouncements before their mandatory operative date in the annual reporting period beginning 1 July 2011.

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 Ettalong Beach, 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®** 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.

**Ettalong Beach Financial Services Limited**  
**ABN 37 110 069 120**  
**Notes to the Financial Statements**  
**for the Year Ended 30 June 2012**

**Note 1. Summary of Significant Accounting Policies (*continued*)**

**a) Basis of Preparation (*continued*)**

Economic dependency - Bendigo and Adelaide Bank Limited (*continued*)

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; and
- 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 benefit 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 with Bendigo and Adelaide Bank Limited provides for three types of revenue earned by the company. First, the company is entitled to 50% of the monthly gross margin earned by Bendigo and Adelaide Bank Limited on products and services provided through the company that are regarded as "day to day" banking business (ie 'margin business'). This arrangement also means that if the gross margin reflects a loss (that is, the gross margin is a negative amount), the company effectively incurs, and must bear, 50% of that loss.

The second source of revenue is commission paid by Bendigo and Adelaide Bank Limited on the other products and services provided through the company (ie 'commission business'). The commission is currently payable on various specified products and services, including insurance, financial planning, common fund, Sandhurst Select, superannuation, commercial loan referrals, products referred by Rural Bank, leasing referrals, fixed loans and certain term deposits (>90 days). The amount of commission payable can be varied in accordance with the Franchise Agreement (which, in some cases, permits commissions to be varied at the discretion of Bendigo and Adelaide Bank Limited). This discretion has been exercised on several occasions previously. For example in February 2011 Bendigo and Adelaide Bank Limited reduced commissions on two core banking products to ensure a more even distribution of income between Bendigo and Adelaide Bank Limited and its **Community Bank®** partners. The revenue share model is subject to regular review to ensure that the interests of Bendigo and Adelaide Bank Limited and **Community Bank®** companies remain balanced.

The third source of revenue is a proportion of the fees and charges (ie, what are commonly referred to as 'bank fees and charges') charged to customers. This proportion, determined by Bendigo and Adelaide Bank Limited, may vary between products and services and may be amended by Bendigo and Adelaide Bank Limited from time to time.

**Ettalong Beach Financial Services Limited**  
**ABN 37 110 069 120**  
**Notes to the Financial Statements**  
**for the Year Ended 30 June 2012**

**Note 1. Summary of Significant Accounting Policies (*continued*)**

**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 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.

**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.

**Ettalong Beach Financial Services Limited**  
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**Notes to the Financial Statements**  
**for the Year Ended 30 June 2012**

**Note 1. Summary of Significant Accounting Policies (*continued*)**

**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 is 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
- furniture and fittings	4 - 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.

**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.

**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.

**Ettalong Beach Financial Services Limited**  
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**for the Year Ended 30 June 2012**

**Note 1. Summary of Significant Accounting Policies (*continued*)**

**k) Financial Instruments (*continued*)**

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 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.

**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.

**Ettalong Beach Financial Services Limited**  
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**Notes to the Financial Statements**  
**for the Year Ended 30 June 2012**

**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.

(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.

- (i) 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; 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 for the year ended 30 June 2012 can be seen in the statement of comprehensive income.

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

**Ettalong Beach Financial Services Limited**  
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**Notes to the Financial Statements**  
**for the Year Ended 30 June 2012**

**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.

These judgements and assumptions are subject to risk and uncertainty, hence there is 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 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.

**Ettalong Beach Financial Services Limited**  
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<b>Note 4. Revenue from Ordinary Activities</b>	<b>2012</b>	<b>2011</b>
	<b>\$</b>	<b>\$</b>
Operating activities:		
- margin income	425,902	350,598
- services commissions	197,199	193,319
- other revenue	154,025	148,920
Total revenue from operating activities	<u>777,126</u>	<u>692,837</u>
Non-operating activities:		
- interest received	51	-
Total revenue from non-operating activities	<u>51</u>	<u>-</u>
Total revenues from ordinary activities	<u>777,177</u>	<u>692,837</u>

**Note 5. Expenses**

Depreciation of non-current assets:		
- plant and equipment	12,094	11,566
- leasehold improvements	13,128	13,020
Amortisation of non-current assets:		
- franchise agreement	2,242	2,242
- franchise renewal fee	11,212	11,211
	<u>38,676</u>	<u>38,039</u>
Finance costs:		
- interest paid	<u>20,968</u>	<u>23,615</u>
Bad debts	<u>469</u>	<u>1,188</u>

**Note 6. Income Tax Expense/Credit**

The components of tax expense comprise:		
- Current tax	-	-
- Movement in deferred tax	(1,687)	(10,649)
- Recoup of prior year tax loss	32,701	8,223
- Prior year tax losses not previously brought to account	-	(242,830)
	<u>31,014</u>	<u>(245,256)</u>

The prima facie tax on profit/(loss) from ordinary activities before income tax is reconciled to the income tax expense as follows:

Operating profit/(loss)	103,378	(652,577)
Prima facie tax on profit/(loss) from ordinary activities at 30%	31,014	4,993
Add tax effect of:		
- non-deductible expenses	-	4,925
- timing difference expenses	1,687	(1,695)
- other deductible expenses	-	-
	<u>32,701</u>	<u>8,223</u>
Movement in deferred tax	11 (1,687)	(10,649)
Prior year tax losses not previously brought to account	-	(242,830)
	<u>31,014</u>	<u>(245,256)</u>

**Ettalong Beach Financial Services Limited**  
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	<b>2012</b>	<b>2011</b>
	<b>\$</b>	<b>\$</b>
<b>Note 7. Cash and Cash Equivalents</b>		
Cash at bank and on hand	58,769	500
	<u>58,769</u>	<u>500</u>

The above figures are reconciled to cash at the end of the financial year as shown in the statement of cashflows as follows:

**Note 7.(a) Reconciliation of cash**

Cash at bank and on hand	58,769	500
Bank overdraft	13 -	(53,311)
	<u>58,769</u>	<u>(52,811)</u>

**Note 8. Trade and Other Receivables**

Trade receivables	58,916	52,738
Other receivables and accruals	1,130	1,130
Prepayments	3,449	-
	<u>63,495</u>	<u>53,868</u>

**Note 9. Property, Plant and Equipment**

Plant and equipment

At cost	112,506	106,950
Less accumulated depreciation	(79,158)	(67,462)
	<u>33,348</u>	<u>39,488</u>

Leasehold improvements

At cost	198,608	198,608
Less accumulated depreciation	(93,655)	(80,527)
	<u>104,953</u>	<u>118,081</u>

Total written down amount	<u>138,301</u>	<u>157,569</u>
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**Movements in carrying amounts:**

Plant and equipment

Carrying amount at beginning	39,488	33,114
Additions	6,607	17,941
Disposals	(652)	-
Less: depreciation expense	(12,095)	(11,567)
Carrying amount at end	<u>33,348</u>	<u>39,488</u>

Leasehold improvements

Carrying amount at beginning	118,081	131,101
Additions	-	-
Disposals	-	-
Less: depreciation expense	(13,128)	(13,020)
Carrying amount at end	<u>104,953</u>	<u>118,081</u>

Total written down amount	<u>138,301</u>	<u>157,569</u>
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**Ettalong Beach Financial Services Limited**  
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**Notes to the Financial Statements**  
**for the Year Ended 30 June 2012**

	<b>2012</b>	<b>2011</b>
	<b>\$</b>	<b>\$</b>
<b>Note 10. Intangible Assets</b>		
<u>Franchise fee</u>		
At cost	71,211	71,211
Less: accumulated amortisation	(65,045)	(62,803)
	<u>6,166</u>	<u>8,408</u>
 <u>Renewal processing fee</u>		
At cost	56,057	56,057
Less: accumulated amortisation	(25,226)	(14,014)
	<u>30,831</u>	<u>42,043</u>
 Total written down amount	<u><u>36,997</u></u>	<u><u>50,451</u></u>

**Note 11. Tax**

<u>Deferred tax assets</u>		
- accruals	2,265	1,739
- employee provisions	11,105	8,910
- prior year tax losses not previously brought to account	201,906	234,607
	<u>215,276</u>	<u>245,256</u>
 <u>Deferred tax liability</u>		
- accruals	-	-
- deductible prepayments	1,034	-
	<u>1,034</u>	<u>-</u>
 Net deferred tax asset	<u><u>214,242</u></u>	<u><u>245,256</u></u>
 Movement in deferred tax charged to statement of comprehensive income	<u><u>31,014</u></u>	<u><u>(10,649)</u></u>

**Note 12. Trade and Other Payables**

Trade creditors	23,482	17,120
Other creditors and accruals	10,729	39,300
	<u>34,211</u>	<u>56,420</u>

**Note 13. Borrowings**

**Current:**

Bank overdrafts	-	53,311
	<u>-</u>	<u>53,311</u>

**Non-Current:**

Bank loans	300,000	300,000
	<u>300,000</u>	<u>300,000</u>

Bank loan is repayable monthly with the final instalment due on 7 July 2015. It is an interest only variable non-residential loan. Interest is variable. The loans are secured by a fixed and floating charge over the company's assets.

The bank overdraft has an approved limit of \$80,000, and is to be charged interest at the Bendigo and Adelaide Bank Limited's Business Solutions Non-Residential Security Interest Rate.

**Ettalong Beach Financial Services Limited**  
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	2012	2011
	\$	\$
<b>Note 14. Provisions</b>		
<b>Current:</b>		
Provision for annual leave	<u>19,217</u>	<u>18,183</u>
<b>Non-Current:</b>		
Provision for long service leave	<u>17,799</u>	<u>11,517</u>
<b>Note 15. Contributed Equity</b>		
756,711 Ordinary shares fully paid (2011: 756,711)	756,711	756,711
Less: equity raising expenses	(34,607)	(34,607)
	<u>722,104</u>	<u>722,104</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®** 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.

**Ettalong Beach Financial Services Limited**  
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**Note 15. 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 they control or own 10% or more of the shares in the company (the "10% limit").

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.

The National Stock Exchange (NSX) has advised that in its view the prohibited shareholding provisions are appropriate and equitable but the 'base number test' is not as a result the base number clause does not operate whilst the company remains listed on the NSX.

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 16. Accumulated Losses**

	<b>2012</b> <b>\$</b>	<b>2011</b> <b>\$</b>
Balance at the beginning of the financial year	(653,891)	(915,792)
Net profit from ordinary activities after income tax	72,364	261,901
Balance at the end of the financial year	<u>(581,527)</u>	<u>(653,891)</u>

**Note 17. Statement of Cashflows**

Reconciliation of profit from ordinary activities after tax to net cash provided by operating activities

Profit from ordinary activities after income tax	72,364	261,901
Non cash items:		
- depreciation	25,222	24,586
- amortisation	13,454	13,453
- loss on sale of non-current asset	652	-
Changes in assets and liabilities:		
- increase in receivables	(9,627)	(8,570)
- (increase)/decrease in other assets	60,611	(245,256)
- decrease in payables	(22,209)	(3,699)
- increase/(decrease) in provisions	7,316	(3,835)
Net cashflows provided by operating activities	<u>147,783</u>	<u>38,580</u>

**Ettalong Beach Financial Services Limited**  
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<b>Note 18. Leases</b>	<b>2012</b>	<b>2011</b>
	<b>\$</b>	<b>\$</b>
<u>Operating lease commitments</u>		
Non-cancellable operating leases contracted for but not capitalised in the financial statements		
Payable - minimum lease payments		
- not later than 12 months	37,619	35,455
- between 12 months and 5 years	53,294	85,683
- greater than 5 years	-	-
	<u>90,913</u>	<u>121,138</u>

The original rental lease agreement on the branch premises was a non-cancellable lease with a five year term commencing on 1 December 2004 and expiring on 30 November 2009. There was also options for two more terms of five years, the first exercised and commencing on 1 December 2009. The rent payable is currently \$35,455 per annum plus GST, reviewed annually and adjusted based on CPI.

**Note 19. Auditor's Remuneration**

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

- audit and review services	4,500	5,000
- share registry services	1,450	1,450
- non audit services	2,756	2,035
	<u>8,706</u>	<u>8,485</u>

**Note 20. Director and Related Party Disclosures**

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

Dominic John Michael Gage

Donald John Wilson

Eric Keith Leggett

Robert Henry Millwood

Paul David Thomas

Bruce Maxwell Croft

Jeanette Maxine Polley

Charles Hedley Brock (*Appointed 28 July 2011*)

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

<b>Directors' Shareholdings</b>	<b>2012</b>	<b>2011</b>
Dominic John Michael Gage	10,000	10,000
Donald John Wilson	5,000	5,000
Eric Keith Leggett	5,000	5,000
Robert Henry Millwood	9,250	750
Paul David Thomas	750	750
Bruce Maxwell Croft	5,000	5,000
Jeanette Maxine Polley	-	-
Charles Hedley Brock ( <i>Appointed 28 July 2011</i> )	-	-

**Ettalong Beach Financial Services Limited**  
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**Note 21. Earnings Per Share**

	<b>2012</b>	<b>2011</b>
	<b>\$</b>	<b>\$</b>
(a) Profit attributable to the ordinary equity holders of the company used in calculating earnings per share	72,364	261,901
	<b><u>Number</u></b>	<b><u>Number</u></b>
(b) Weighted average number of ordinary shares used as the denominator in calculating basic earnings per share	756,711	756,711

**Note 22. Events Occurring After the Balance Sheet Date**

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

**Note 23. Contingent Liabilities**

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

**Note 24. Segment Reporting**

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

**Note 25. 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:

<u>Registered Office</u>	<u>Principal Place of Business</u>
263-267 Ocean View Road Ettalong Beach NSW 2257	263-267 Ocean View Road Ettalong Beach NSW 2257

**Ettalong Beach Financial Services Limited**  
**ABN 37 110 069 120**  
**Notes to the Financial Statements for the Year Ended 30 June 2012**

**Note 26. Financial Instruments**

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

Financial instrument	Floating interest rate		Fixed interest rate maturing in						Non interest bearing		Weighted average effective interest rate	
			1 year or less		Over 1 to 5 years		Over 5 years					
	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	%	%
Financial Assets												
Cash and cash equivalents	58,269	-	-	-	-	-	-	-	500	500	0.32	N/A
Receivables	-	-	-	-	-	-	-	-	58,916	52,738	N/A	N/A
Financial Liabilities												
Interest bearing liabilities	-	53,311	-	-	300,000	300,000	-	-	-	-	6.69	6.80
Payables	-	-	-	-	-	-	-	-	23,482	17,120	N/A	N/A

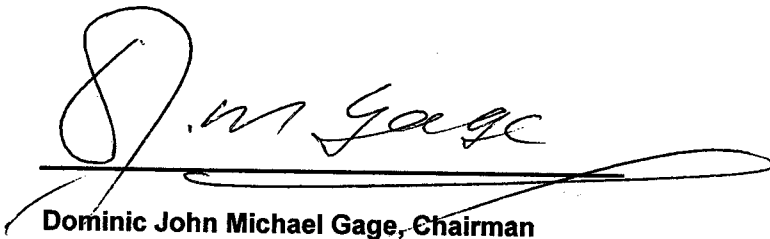
**Ettalong Beach Financial Services Limited**  
**ABN 37 110 069 120**  
**Directors' Declaration**

In accordance with a resolution of the directors of Ettalong Beach 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 2012 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.



**Dominic John Michael Gage, Chairman**

Signed on the 14th of September 2012.

## **Independent auditor's report to the members of Ettalong Beach Financial Services Limited**

### **Report on the financial report**

We have audited the accompanying financial report of Ettalong Beach Financial Services Limited, which comprises the balance sheet as at 30 June 2012, statement of comprehensive income, statement of changes in equity and cash flow statement for the year then ended, a summary of significant accounting policies and other explanatory notes and the directors' declaration.

### **Directors' responsibility for the financial report**

The directors of the company are responsible for the preparation and presentation of the financial report in accordance with Australian Accounting Standards and the *Corporations Act 2001*. This responsibility includes establishing and maintaining internal controls relevant to the preparation and presentation of the financial report that is free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making fair accounting estimates that are reasonable in the circumstances. In note 1, the directors also state in accordance with the Accounting Standard AASB 101 Presentation of Financial Statements that the financial statements comply with International Financial Reporting Standards.

### **Auditor's responsibility**

Our responsibility is to express an opinion on the financial report based on our audit. We conducted our audit in accordance with Australian Auditing Standards. These auditing standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on our 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, we consider internal controls relevant to the entity's preparation and presentation of the financial report 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. 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.

Our audit did not involve an analysis of the prudence of business decisions made by directors or management.

We performed the procedures to assess whether in all material respects the financial report presents fairly, in accordance with the *Corporations Act 2001* and Australian Accounting Standards, a true and fair view which is consistent with our understanding of the company's financial position and of its performance.

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

## **Independence**

In conducting our audit we have complied with the independence requirements of the *Corporations Act 2001*. We have given to the directors of the company a written auditor's independence declaration, a copy of which is included in the directors' report. In addition to our audit of the financial report and the remuneration disclosures, we were engaged to undertake the services disclosed in the notes to the financial statements. The provision of these services has not impaired our independence.

## **Auditor's opinion on the financial report**

In our opinion:

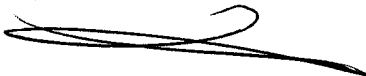
- 1) The financial report of Ettalong Beach Financial Services Limited is in accordance with the *Corporations Act 2001* including giving a true and fair view of the company's financial position as at 30 June 2012 and of its financial performance and its cash flows for the year then ended and complying with Australian Accounting Standards and the Corporations Regulations 2001.
- 2) The financial report also complies with International Financial Reporting Standards as issued by the International Accounting Standards Board.

## **Report on the remuneration report**

We have audited the remuneration report included in the directors' report for the year ended 30 June 2012. The directors of the company are responsible for the preparation and presentation of the remuneration report in accordance with section 300A of the *Corporations Act 2001*. Our responsibility is to express an opinion on the remuneration report, based on our audit conducted in accordance with Australian Auditing Standards.

## **Auditor's opinion**

In our opinion, the remuneration report of Ettalong Beach Financial Services Limited for the year ended 30 June 2012, complies with section 300A of the *Corporations Act 2001*.



**Graeme Stewart**  
**Andrew Frewin Stewart**  
61 Bull Street Bendigo Vic 3550

Dated: 14 September 2012

NSX Report - Share register information required. This information is current as at 21 September 2012.

**Ten largest shareholders - includes equal holdings**

<b><u>Shareholder</u></b>	<b><u>Number of fully paid shares held</u></b>	<b><u>Percentage of issued capital</u></b>
Mr Lesley John Dunn	30,000	3.96%
D C R Pty Limited <Superannuation Fund A/C>	20,000	2.64%
Mrs Valma Mary Leggett	15,001	1.98%
Mr Graham Lloyd Crain & Mrs Lisa Anne Crain	15,000	1.98%
Winpar Holdings Limited	11,500	1.52%
Mrs Joan Kathleen Ashby	10,000	1.32%
Mr Bruce Warren Bagley	10,000	1.32%
Mr Raymond Wallis Benton	10,000	1.32%
Ms Jan Moira Brown	10,000	1.32%
Mr Robin Samuel Day	10,000	1.32%
Mr Ron Della Vedova & Mrs Sue Della Vedova <Della Vedova Super Fund A/C>	10,000	1.32%
Mr Wilfred Dodd	10,000	1.32%
Don Fox Investments Pty Ltd	10,000	1.32%
Ettalong Markets Trading Co Pty Ltd <Superannuation Fund A/C>	10,000	1.32%
Mr Sydney Hampson	10,000	1.32%
Dr Louise Hooworth	10,000	1.32%
Mr Donald Albert Johnston & Mrs Janice Anne Johnston	10,000	1.32%
Mr Thomas Lee	10,000	1.32%
McLaughlin Engineering Pty Limited <Superannuation Fund A/C>	10,000	1.32%
Mr Garry Samuel Morris	10,000	1.32%
Nashlora Pty Limited	10,000	1.32%
Mr Norman Ashton Pill	10,000	1.32%
Mr Kevin James Reilly	10,000	1.32%
Mrs Dagmar Tarasov & Mr Svatopluk Tarasov	10,000	1.32%
Mr Keith Graham Wilson	10,000	1.32%
Mrs Elizabeth Rosemary Wright	10,000	1.32%
Dominic John Michael Gage	10,000	1.32%

**Distribution of shareholders**

The following table shows the number of shareholders, broken into various categories showing the total number of shares held.

<b><u>Number of shares held</u></b>	<b><u>Number of shareholders</u></b>	<b><u>Number of shares held</u></b>
1 to 1,000	111	85,757
1,001 to 5,000	101	344,453
5,001 to 10,000	24	235,000
10,001 to 100,000	5	91,501
100,001 and over	-	-
<b>Total shareholders</b>	<b>241</b>	<b>756,711</b>

There are 5 shareholders holding less than a marketable parcel of shares (\$500 in value).



Ettalong Beach **Community Bank®** Branch  
 263-267 Oceanview Road, Ettalong Beach NSW 2257  
 Phone: (02) 4344 4206

Franchisee: Ettalong Beach Financial Services Limited  
 263-267 Oceanview Road, Ettalong Beach NSW 2257  
 ABN: 37 110 069 120  
[www.bendigobank.com.au/ettalong\\_beach](http://www.bendigobank.com.au/ettalong_beach)

