

Galston Financial Services Limited 17th Annual Report and Notice of Annual General Meeting 13th November 2018



Galston & District **Community Bank™** Branch  **Bendigo Bank**

Franchisee: Galston Financial Services Limited

348 Galston Road, Galston, NSW 2159
Telephone (02) 9653 2227 Facsimile (02) 9653 2811

Galston Financial Services Limited

ACN 097 581 854

NOTICE OF ANNUAL GENERAL MEETING

The Seventeenth Annual General Meeting of Shareholders will be held at
The Galston Club 21-25 Arcadia Road Galston NSW
On Tuesday 13th November 2018 at 7.30 pm

Agenda

1) Welcome

2) Reports

- a) The Chairman, Peter Ruefli, will present his report on the operations of the Company for the year ended 30th June 2018.
- b) The Manager, Mr Gary Mangan, will present his report for the year ended 30th June 2018.

3) Financial Statements and Reports

To receive and consider the financial statements and reports to the shareholders comprising:-

- a) The Financial Statements of the Company for the year ended 30th June 2018.
- b) The directors' declaration and report for the financial year ended 30th June 2018.
- c) The auditor's report for the financial year ended 30th June 2018.

A copy of the AGM Report and the Audited Financial Statements can be found on our website at <https://www.bendigobank.com.au/galston>. For those shareholders without internet access, printed copies are available at the Galston Community Bank Branch, 348 Galston Road Galston.

4) Directors


To consider, and if thought fit, to pass the following resolutions as ordinary resolutions:

- a) That pursuant to article 52(2) Mr Peter Ruefli, who the Board of Directors appointed as a director on 1st July 2018 retires as a director, and being eligible, is re-elected as a director.
- b) That pursuant to article 52(2) Mr Matthew Trethowan, who the Board of Directors appointed as a director on 1st July 2018, retires as a director, and being eligible, is re-elected as a director.
- c) That pursuant to article 62(1) of the Company's Constitution, Gavin Koorey retires as a director, and being eligible is re-elected as a director.
- d) That pursuant to article 62(1) of the Company's Constitution, Jacqueline Pakinga retires as a director, and being eligible is re-elected as a director.
- e) That pursuant to article 62(1) of the Company's Constitution, Dennis Phillips retires as a director, and being eligible is re-elected as a director.

5) General Business

To consider any other business that may lawfully be brought forward by the members of the Company.

By order of the Board



Peter Ruefli

Chairman Dated 4th October 2018

Galston Financial Services Limited

ACN 097 581 854

PROXY FORM

I,
(Full Name - BLOCK letters)

of
(Address)

being a member of Galston Financial Services Limited

HEREBY APPOINT.....
(Name of Proxy)

OR failing such appointment or the absence of that person, the Chair of the Meeting, as my Proxy to vote for me on my behalf (with discretion as to any business not referred to below) at the Annual General Meeting of members of the Company to be held on 13th November 2018.
(Voting instructions to be indicated by placing a tick in the appropriate box. If no instruction is given the Proxy may vote as that person thinks fit, or abstain.)

Business	FOR	AGAINST	ABSTAIN
1. Receive Financial Statements and Reports	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. Election of Directors			
a. Peter Ruefli	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Matthew Trethowan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Gavin Koorey	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d. Jacqueline Pakinga	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e. Dennis Philips	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Individual Shareholder

Signature of Shareholder Date.....

Company Shareholder Sole Director Company Yes ☐ No ☐

Signature of Director/SecretaryDate.....

Signature of Director/Secretary.....Date.....

THE RULES FOR VOTING BY PROXY ARE DETAILED ON PAGE 4 OF THIS
ANNUAL GENERAL MEETING NOTICE

Galston Financial Services Limited

ACN 097 581 854

RULES FOR VOTING BY PROXY

- a) Who may appoint a proxy? Each shareholder has the right to appoint a proxy to attend and vote for the shareholder at this meeting.
- b) Shareholders appointing two proxies. To enable a shareholder to divide their voting rights, a shareholder may appoint two proxies. Where two proxies are appointed:
 - i) a separate Proxy Form should be used to appoint each proxy;
 - ii) the Proxy Form may specify the proportion, or the number, of votes that the proxy may exercise, and if it does not do so the proxy may exercise half of the votes.
- c) Who may be a proxy? A shareholder can appoint any other person to be their proxy. A proxy need not be a shareholder of the Company. The proxy appointed can be described in the Proxy Form by an office held, for example, "the Chair of the Meeting".
- d) Signature(s) where shareholder is an individual: In the case of shareholders who are individuals, the Proxy Form must be signed:
 - i) If the shares held by one individual, by that shareholder;
 - ii) If the shares held in joint names, by any one of them.
- e) Signature(s) where shareholder is a company. In the case of shareholders who are companies, the Proxy Form must be signed:
 - i) If it has a sole director who is also sole company secretary, by that director (and stating the fact next to, or under, the signature on the Proxy Form);
 - ii) In the case of any other company, by either two directors or a director and company secretary.

The use of the common seal of the company, in addition to those required signatures, is optional.

- f) Authorised persons/attorneys. If the person signing the Proxy Form is doing so under power of attorney, or is an officer of a company outside of (e) above but authorised to sign the Proxy Form, the power of attorney or other authorisation (or certified copy of it), as well as the Proxy Form, must be received by the Company by the time and at the place in (g) below.
- g) Where to lodge and deadline. A Proxy Form accompanies this notice. To be effective, Proxy Forms (duly completed and signed) must be received by the Company at its registered office at 348 Galston Road, Galston, NSW, 2159 no later than 12 noon on Thursday 8th November 2018 and marked for the Attention of the Company Secretary.

Chairman's Report

2017/2018 Board Report

The management and board of Galston Financial Services have continued its positive and proactive approach to the Galston and district community in 2017/2018.

During this year we embarked on a journey of gradual transition. In February we hired the services of a specialist in the field of digital marketing with the aim of increasing our local digital footprint in both social media and the growing importance of the digital banking emergence.

In order to further understand the changes of the past decade within the local community we organised a community forum in May. Over 30 local community groups attended the forum. These groups were invited to make input to the needs of the community in general, as well as the needs of their respective community Groups.

Their valuable feedback has been used to ensure that not only will we continue with sponsorships and donations to our existing community groups: we will also seek to further assist in the areas of : youth and student wellbeing, parent wellbeing, leadership, health and exercise, community group venues and mental health. We would like to thank them for their work within the community and their contribution on the evening.

Our financial performance in 2018 has been in line with expectations and we have enjoyed a profit from ordinary activities after tax of \$214,081, which represents a 19% increase on 2017. The board has declared a dividend of 16 cents per share. This represents a 23% increase on last year.

Such positive results have been as a direct result of the leadership qualities exhibited by our manager Gary Mangan. Gary has selected and leads a first class professional team who are dedicated in their activities to serve the banking requirements of the Galston and district community. We sincerely thank Gary and his team.

We are also thankful for the services of Bendigo Bank's, "Community Enterprise Foundation" for their support and assistance in the distribution of our major sponsorship and grants resources.

In closing, I would specifically like to thank all members of the board for their continuing dedication and support and special thanks to Gavin Korey for acting as chairman since the resignation of our former chairman Mike Beardsall, we also thank Mike for his tireless contribution.



Peter H. Ruefli
Chairman
Galston Financial Services
Sept 6th 2018

Manager's Report

We have now completed our 17th financial year and my fourth full year as the Manager of Galston Community Bank® Branch. The demand for finance was slower than previous years with various tightening message introduced by APRA. We also saw a slowing in the sale of property in our community.

Telling transactions dropped over the counter again as we see the move towards the convenience of electronic medium.

This however did not stop the team in achieving strong growth in insurance, wealth and equipment finance. Overall a pleasing result and well done to the team in ensuring we meet the needs of our customers and the continue striving to be the 'Bank of Choice in Our Community.'

The business has recorded a sound result for 2017/18.

This means that returns to shareholders and to our community continue to be very positive.

By the end of the 2017/18 financial year our Community Bank® branch achieved the following milestones:

- Number of accounts 6,003, an increase of 237 new accounts or 4.1%.
- Total deposits in excess of \$173.9 million, a decrease of \$978K or -.57%.
- Total loans in excess of \$60 million, an increase of \$4.7 million or 8.49%
- Total business of \$230.3 million, an increase of \$3.63 million or 1.6%.
- Net profit before tax, sponsorships and donations was \$656,390, an increase of 19.39%
- Fully franked dividends to be paid to shareholders of 16 cents/share.
- Community sponsorships and donations totalled \$359,363

Overall growth was very sound with our share of wallet growing by 1.6 %. With the movement to 'funds transfer pricing' our margins have improved which in turn has enabled us to register a 20.4% increase in revenue.

Overall, I believe the Board, shareholders, customers and staff can gain comfort from the results above considering the economic times, low interest rate environment and the competition in the market.

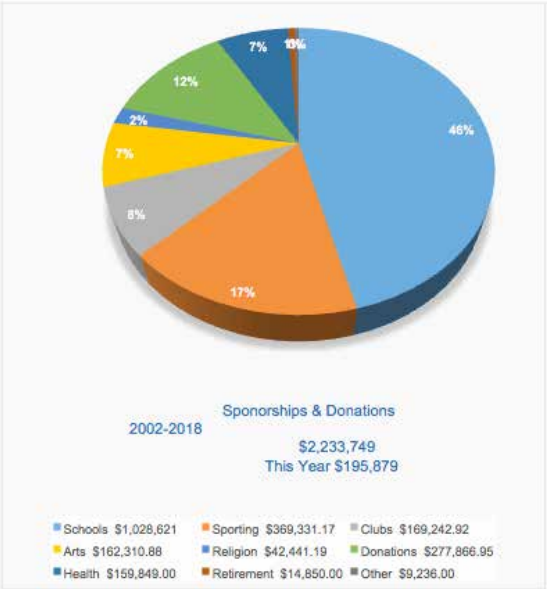
The aim for the coming year is a continuation of what I planned last year, which is proving successful:

1. Commercial/business growth- to increase our share of wallet;
2. The ongoing customer awareness program to improve customer awareness of financial products we have available, to meet client's financial needs; and
3. Community group awareness and support to help our business to continue to grow.

Community sponsorships/donations to date show a good mix across groups as can be seen in the graph to the right.

We continue to maintain a viable banking service whilst at the same time providing good returns for local shareholders and making a great contribution back to the community.

Gary Mangan
Branch Manager



Galston Financial Services Limited

ABN: 23 097 581 854

Financial Statements

For the year ended

30 June 2018

Galston Financial Services Limited

Directors' Report

Your directors submit the financial statements of the company for the financial year ended 30 June 2018.

Directors

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

Peter Hugh Ruefli

Chairman (*Appointed 1 July 2018*)

Occupation: Retired Automotive Consultant

Qualifications, experience and expertise: Having worked in the wholesale automotive industry for the past 57 years Peter retired in August 2016. During this period he has enjoyed positions at board level in General Motors Inc. Peter was a director of GM Korea, GM Taiwan and GM Japan and has also been MD of Audi Volkswagen Australia and GM of Mazda NSW.

Special responsibilities: Marketing Committee

Interest in shares: Nil

Diana Mary Paton

Secretary

Occupation: Printer

Qualifications, experience and expertise: Director Adelphi Design and Print. Member of original steering committee of Galston Financial Services Limited

Special responsibilities: Company Secretary

Interest in shares: 500

Robert Neil Pullan

Treasurer

Occupation: Retired Chartered Accountant

Qualifications, experience and expertise: Regional CFO for various Global Health Care companies both in Australia and overseas. Prior Non-executive director for listed Oil Company and NFP charity. Current board member of Parramatta Mission and Non-executive director of Whiddon Group.

Special responsibilities: Treasurer, Finance and Audit Committee

Interest in shares: Nil

Jacqueline Pakinga

Director

Occupation: HR Consultant

Qualifications, experience and expertise: Director and Co-Founder of Core Body Business Pty Ltd. HR professional with over 15 years corporate experience. Post Grad Dip Human Resources, Certified Practitioner and Certified Professional of the Australian Human Research Institute (AHRI).

Special responsibilities: Nil

Interest in shares: Nil

Dennis Arthur Phillips

Director

Occupation: Farmer

Qualifications, experience and expertise: Director of DA & PK Phillips Stock Feed Merchant. Member of original steering committee of Galston Financial Services Limited.

Special responsibilities: Sponsorships / Donations Committee

Interest in shares: 4,900

Galston Financial Services Limited

Directors' Report

Directors (*continued*)

Ralph Henry Steele

Director

Occupation: Sound Engineer

Qualifications, experience and expertise: Director of Location Sound and Berrilee Boarding Kennels. Member of original steering committee and original Chairman of Galston Financial Services Limited.

Special responsibilities: Sponsorships / Donations Committee

Interest in shares: 10,000

Gavin Anthony Koorey

Director

Occupation: Self Storage Manager

Qualifications, experience and expertise: Director of Hills Self Storage. Former Chairman of Galston Financial Services Limited (2009-2012).

Special responsibilities: Finance and Audit Committee

Interest in shares: Nil

Matthew Grant Trethowan

Director (*Appointed 1 July 2018*)

Occupation: Manager - Company Director

Qualifications, experience and expertise: Manage staff, maintain a computer network, liaise with trading companies, computer programming - systems technology.

Special responsibilities: Nil

Interest in shares: Nil

Sheena Daley

Director (*Resigned 8 January 2018*)

Occupation: Licensed Real Estate Agent

Qualifications, experience and expertise: Principal and licensee of DPW Realty in Galston from 1994 to retirement in 2011.

Special responsibilities: Audit Committee and Sponsorships / Donations Committee

Interest in shares: 5,000

Michael Glen Beardsell

Director (*Resigned 20 November 2017*)

Occupation: Consultant

Qualifications, experience and expertise: Graduate Member of the Australian Institute of Company Directors. Manager. Consultant. Chairman.

Special responsibilities: Nil

Interest in shares: 1,000

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 Diana Paton. Diana was appointed to the position of secretary on 29 March 2007.

Diana has 18 years experience in the financial markets and for the last 11 years has jointly, with her husband, operated a printing business in Glenorie.

Galston Financial Services Limited

Directors' Report

Principal Activities

The principal activities of the company during the course of the financial year were in 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 2018	Year ended 30 June 2017
\$	\$
214,081	179,606

Dividends	Year ended 30 June 2018	
	Cents	\$
Dividends paid in the year	13	106,184

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.

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 except as disclosed in note 22 to the financial statements. This statement excludes a benefit included in the aggregate amount of emoluments received or due and receivable by directors shown in the company's accounts, or the fixed salary of a full-time employee of the company, controlled entity or related body corporate.

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.

Galston Financial Services Limited

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	
	<u>Eligible</u>	<u>Attended</u>
Peter Hugh Ruefli (<i>Appointed 1 July 2018</i>)	6	4
Diana Mary Paton	12	9
Robert Neil Pullan	12	11
Jacqueline Pakinga	12	8
Dennis Arthur Phillips	12	11
Ralph Henry Steele	12	9
Gavin Anthony Koorey	12	10
Matt Grant Trethowan (<i>Appointed 1 July 2018</i>)	6	4
Sheena Daley (<i>Resigned 8 January 2018</i>)	5	4
Michael Glen Beardsell (<i>Resigned 20 November 2017</i>)	5	4

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 5.

Signed in accordance with a resolution of the board of directors at Galston, New South Wales on 5 September 2018.



Robert Neil Pullan, Director

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

As lead auditor for the audit of Galston Financial Services Limited for the year ended 30 June 2018, 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: 5 September 2018



David Hutchings
Lead Auditor

Galston Financial Services Limited
Statement of Profit or Loss and Other
Comprehensive Income
for the year ended 30 June 2018

	Notes	2018 \$	2017 \$
Revenue from ordinary activities	4	1,410,447	1,303,313
Employee benefits expense		(518,312)	(497,354)
Occupancy and associated costs		(47,639)	(67,313)
Systems costs		(22,100)	(20,060)
Depreciation and amortisation expense	5	(34,988)	(37,174)
Advertising and promotions expense		(26,020)	(14,645)
General administration expenses		(104,998)	(117,009)
Operating profit before charitable donations and sponsorships		656,390	549,758
Charitable donations and sponsorship		(359,363)	(298,539)
Profit before income tax expense		297,027	251,219
Income tax expense	6	(82,946)	(71,613)
Profit after income tax expense		214,081	179,606
Other comprehensive income	15	-	703,721
Total comprehensive income for the year		214,081	883,327
Profit attributable to members of the company		214,081	883,327
Total comprehensive income for the year attributable to the ordinary shareholders of the company:		214,081	883,327
Earnings per share		¢	¢
Basic earnings per share	23	26.21	108.14

The accompanying notes form part of these financial statements

Galston Financial Services Limited
Balance Sheet
as at 30 June 2018

	Notes	2018 \$	2017 \$
ASSETS			
Current assets			
Cash and cash equivalents	7	1,882,568	1,912,574
Trade and other receivables	8	132,319	112,607
Current tax asset	11	-	471
Total current assets		2,014,887	2,025,652
Non-current assets			
Property, plant and equipment	9	1,681,362	1,699,063
Intangible assets	10	41,940	53,124
Total non-current assets		1,723,302	1,752,187
Total assets		3,738,189	3,777,839
LIABILITIES			
Current liabilities			
Trade and other payables	12	38,120	212,389
Current tax liabilities	11	11,765	-
Provisions	13	74,900	61,675
Total current liabilities		124,785	274,064
Non-current liabilities			
Provisions	13	11,049	7,368
Deferred tax liabilities	11	236,246	238,195
Total non-current liabilities		247,295	245,563
Total liabilities		372,080	519,627
Net assets		3,366,109	3,258,212
EQUITY			
Issued capital	14	816,800	816,800
Reserves	15	726,154	726,154
Retained earnings	16	1,823,155	1,715,258
Total equity		3,366,109	3,258,212

The accompanying notes form part of these financial statements

Galston Financial Services Limited
Statement of Changes in Equity
for the year ended 30 June 2018

	Notes	Issued capital \$	Retained earnings \$	Reserves \$	Total equity \$
Balance at 1 July 2016		816,800	1,633,669	21,659	2,472,128
Profit for the year		-	179,606	-	179,606
Change in opening balance for change in tax rate	15	-	-	774	774
Other comprehensive income for the year	15	-	-	703,721	703,721
Total comprehensive income for the year		-	179,606	704,495	884,101
Transactions with owners in their capacity as owners:					
Shares issued during period		-	-	-	-
Costs of issuing shares		-	-	-	-
Dividends provided for or paid	21	-	(98,017)	-	(98,017)
Balance at 30 June 2017		816,800	1,715,258	726,154	3,258,212
Balance at 1 July 2017		816,800	1,715,258	726,154	3,258,212
Total comprehensive income for the year		-	214,081	-	214,081
Transactions with owners in their capacity as owners:					
Shares issued during period		-	-	-	-
Costs of issuing shares		-	-	-	-
Dividends provided for or paid	21	-	(106,184)	-	(106,184)
Balance at 30 June 2018		816,800	1,823,155	726,154	3,366,109

The accompanying notes form part of these financial statements

Galston Financial Services Limited
Statement of Cash Flows
for the year ended 30 June 2018

	Notes	2018 \$	2017 \$
Cash flows from operating activities			
Receipts from customers		1,496,033	1,380,101
Payments to suppliers and employees		(1,365,895)	(1,013,593)
Interest received		36,561	32,962
Income taxes paid		(72,659)	(89,562)
Net cash provided by operating activities	17	94,040	309,908
Cash flows from investing activities			
Payments for property, plant and equipment		(17,862)	(27,432)
Net cash used in investing activities		(17,862)	(27,432)
Cash flows from financing activities			
Dividends paid	21	(106,184)	(98,017)
Net cash used in financing activities		(106,184)	(98,017)
Net increase/(decrease) in cash held		(30,006)	184,459
Cash and cash equivalents at the beginning of the financial year		1,912,574	1,728,115
Cash and cash equivalents at the end of the financial year	7(a)	1,882,568	1,912,574

The accompanying notes form part of these financial statements

Galston Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2018

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 Standards Board (AASB) 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 which 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 AASB that became mandatorily effective for accounting periods beginning on or after 1 July 2017, and are therefore relevant for the current financial year.

AASB 9 Financial Instruments sets out requirements for recognising and measuring financial assets, financial liabilities and some contracts to buy or sell non-financial items. This accounting standard is not expected to have a material impact on the financial statements.

AASB 15 Revenue from Contracts with Customers establishes a comprehensive framework for determining whether, how much and when revenue is recognised. This accounting standard is not expected to have a material impact on the financial statements.

There are also a number of accounting standards and interpretations issued by the 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 2017. These future accounting standards and interpretations therefore have no impact on amounts recognised in the current period or any prior period.

AASB 16 Leases is effective for annual periods beginning on or after 1 January 2019. The standard introduces a single, on-balance sheet lease accounting model for lessees. A lessee recognises a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments.

The company has completed an initial assessment of the potential impact on its financial statements but has not yet completed its detailed assessment. The actual impact of applying AASB 16 on the financial statements in the period of initial application will depend on future economic conditions, including the company's borrowing rate at 1 January 2019, the composition of the lease portfolio at that date, the latest assessment of whether the company will exercise any lease renewal options and the extent to which the company chooses to use practical expedients and recognition exemptions.

Galston Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2018

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

a) Basis of preparation (*continued*)

Application of new and amended accounting standards (continued)

No significant impact is expected for the company's operating and finance leases.

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 Galston, New South Wales.

The branch operate 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.

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).

Galston Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2018

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

b) Revenue (*continued*)

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.

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.

Galston Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2018

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

b) Revenue (*continued*)

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.

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 unrefunded).

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 entity expects, at the reporting date, to recover or settle the carrying amount of its assets and liabilities.

Galston Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2018

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

c) Income tax (*continued*)

Deferred tax (continued)

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 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 gain from a bargain purchase.

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:

- buildings	40	years
- plant and equipment	2.5 - 40	years

Galston Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2018

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

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.

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. A financial liability is derecognised when it is extinguished, discharged, cancelled or expires.

*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) Financial liabilities

Financial liabilities include borrowings, trade and other payables and non-derivative financial liabilities (excluding financial guarantees). They 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.

Galston Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2018

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

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) Issued capital

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.

Galston Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2018

Note 2. Financial risk management (*continued*)

(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.

The distribution limit is the greater of:

- (a) 20% of the profit or funds of the franchisee otherwise available for distribution to shareholders before community contributions in that 12 month period plus accumulated profit from the previous financial year; 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 2018 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.

Galston Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2018

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

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 carried-forward 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. 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 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.

Galston Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2018

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

Fair value measurement

Some of the company's assets and liabilities are measured at fair value for financial reporting purposes. The board of directors determine the appropriate valuation techniques and inputs for fair value measurements.

Fair value measurements are categorised into Level 1, 2 or 3 based on the degree to which the inputs to the fair value measurements are observable and the significance of the inputs to the fair value measurement in its entirety, which are described as follows:

- Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date
- Level 2 inputs are inputs, other than quoted prices included within Level 1, that are observable for the asset or liability, either directly or indirectly
- Level 3 inputs are unobservable inputs for the asset or liability.

In estimating the fair value of an asset or a liability, the company uses market-observable data to the extent it is available. Where Level 1 inputs are not available, the company engages third party qualified valuers to perform the valuation.

Note 4. Revenue from ordinary activities	2018	2017
	\$	\$
Operating activities:		
- gross margin	1,242,425	906,839
- services commissions	25,185	240,441
- fee income	95,837	111,935
- market development fund	10,000	10,000
Total revenue from operating activities	<u>1,373,447</u>	<u>1,269,215</u>
Non-operating activities:		
- interest received	37,000	34,098
Total revenue from non-operating activities	<u>37,000</u>	<u>34,098</u>
Total revenues from ordinary activities	<u>1,410,447</u>	<u>1,303,313</u>

Note 5. Expenses

Depreciation of non-current assets:		
- buildings	14,869	14,425
- plant and equipment	8,935	9,460
Amortisation of non-current assets:		
- franchise renewal fee	11,184	10,539
- legal fees	-	2,750
	<u>34,988</u>	<u>37,174</u>
Bad debts	<u>78</u>	<u>708</u>
Loss on disposal of asset	<u>11,759</u>	<u>-</u>

Galston Financial Services Limited
Notes to the Financial Statements
for the year ended 30 June 2018

Note 6.	Income tax expense	2018	2017
		\$	\$
	The components of tax expense comprise:		
	- Current tax	84,895	75,447
	- Movement in deferred tax	(1,949)	(3,834)
		<u>82,946</u>	<u>71,613</u>

The prima facie tax on profit from ordinary activities before income tax is reconciled to the income tax expense as follows

Operating profit	297,027	251,219
Prima facie tax on profit from ordinary activities at 27.5% (2017: 27.5%)	81,682	69,085
Add tax effect of:		
- non-deductible expenses	1,264	-
- changes in tax rates	-	1,621
- under provision of prior years	-	907
- timing difference expenses	1,949	3,834
	<u>84,895</u>	<u>75,447</u>
Movement in deferred tax	(1,949)	(3,834)
	<u>82,946</u>	<u>71,613</u>

Note 7.	Cash and cash equivalents		
Cash at bank and on hand	141,175	556,777	
Term deposits	1,741,393	1,355,797	
	<u>1,882,568</u>	<u>1,912,574</u>	

Note 7.(a) Reconciliation to cash flow statement

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	141,175	556,777
Term deposits	1,741,393	1,355,797
	<u>1,882,568</u>	<u>1,912,574</u>

Note 8.	Trade and other receivables		
Trade receivables	121,257	106,500	
Prepayments	4,488	4,971	
Other receivables and accruals	6,574	1,136	
	<u>132,319</u>	<u>112,607</u>	

Galston Financial Services Limited
Notes to the Financial Statements
for the year ended 30 June 2018

Note 9.	Property, plant and equipment	2018 \$	2017 \$
	<i>Land and buildings</i>		
	Freehold land		
	At fair value	1,100,000	1,100,000
	Buildings		
	At fair value	756,834	753,734
	Less accumulated depreciation	(217,762)	(203,734)
		<u>539,072</u>	<u>550,000</u>
	Plant and equipment		
	At cost	154,078	217,895
	Less accumulated depreciation	(111,788)	(168,832)
		<u>42,290</u>	<u>49,063</u>
	Total written down amount	<u>1,681,362</u>	<u>1,699,063</u>
	Movements in carrying amounts:		
	Land		
	Carrying amount at beginning	1,100,000	293,112
	Revaluation	-	806,888
	Carrying amount at end	<u>1,100,000</u>	<u>1,100,000</u>
	Buildings		
	Carrying amount at beginning	550,000	385,838
	Additions	7,580	14,826
	Revaluation	-	163,761
	Assets written off	(3,639)	-
	Less: depreciation expense	(14,869)	(14,425)
	Carrying amount at end	<u>539,072</u>	<u>550,000</u>
	Plant and equipment		
	Carrying amount at beginning	49,063	45,918
	Additions	10,282	12,605
	Assets written off	(8,120)	-
	Less: depreciation expense	(8,935)	(9,460)
	Carrying amount at end	<u>42,290</u>	<u>49,063</u>
	Total written down amount	<u>1,681,362</u>	<u>1,699,063</u>
Note 10.	Intangible assets		
	Franchise fee		
	At cost	55,961	55,961
	Less: accumulated amortisation	(14,021)	(2,837)
	Total written down amount	<u>41,940</u>	<u>53,124</u>

Galston Financial Services Limited
Notes to the Financial Statements
for the year ended 30 June 2018

Note 11. Tax	2018	2017
	\$	\$
Current:		
Income tax payable/(refundable)	<u>11,765</u>	<u>(471)</u>
Non-current:		
Deferred tax assets		
- accruals	721	3,300
- employee provisions	23,636	18,987
	<u>24,357</u>	<u>22,287</u>
Deferred tax liability		
- accruals	433	312
- revaluation reserve	260,170	260,170
	<u>260,603</u>	<u>260,482</u>
Net deferred tax liability	<u>(236,246)</u>	<u>(238,195)</u>
Movement in deferred tax charged to Statement of Profit or Loss and Other Comprehensive Income	<u>(1,949)</u>	<u>3,470</u>

Note 12. Trade and other payables

Trade creditors	3,292	180,945
Other creditors and accruals	34,828	31,444
	<u>38,120</u>	<u>212,389</u>

Note 13. Provisions

Current:

Provision for annual leave	39,510	27,303
Provision for long service leave	35,390	34,372
	<u>74,900</u>	<u>61,675</u>

Non-current:

Provision for long service leave	<u>11,049</u>	<u>7,368</u>
----------------------------------	---------------	--------------

Galston Financial Services Limited
Notes to the Financial Statements
for the year ended 30 June 2018

Note 14. Issued capital	2018	2017
	\$	\$
816,800 ordinary shares fully paid (2017: 816,800)	<u>816,800</u>	<u>816,800</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*.

Galston Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2018

Note 14. Issued capital (*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.

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. Reserves	2018	2017
	\$	\$
Balance at the beginning of the financial year	726,154	21,659
Fair value movements during the period	-	703,721
Change in beginning balance due to change in income tax rate	-	774
Asset revaluation reserve	<u>726,154</u>	<u>726,154</u>

Note 16. Retained earnings

Balance at the beginning of the financial year	1,715,258	1,633,669
Net profit from ordinary activities after income tax	214,081	179,606
Dividends provided for or paid	(106,184)	(98,017)
Balance at the end of the financial year	<u>1,823,155</u>	<u>1,715,258</u>

Galston Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2018

Note 17. Statement of cash flows	2018	2017
	\$	\$
Reconciliation of profit from ordinary activities after tax to net cash provided by operating activities		
Profit from ordinary activities after income tax	214,081	179,606
Non cash items:		
- depreciation	23,804	23,885
- amortisation	11,184	10,539
- loss on disposal of asset	11,759	-
- other	-	1,482
Changes in assets and liabilities:		
- increase in receivables	(19,712)	(15,857)
- (increase)/decrease in other assets	471	(4,971)
- increase/(decrease) in payables	(174,269)	123,132
- increase in provisions	16,906	10,815
- increase/(decrease) in current tax liabilities	9,816	(18,723)
Net cash flows provided by operating activities	<u>94,040</u>	<u>309,908</u>

Note 18. Fair value measurement

This section explains the judgements and estimates made in determining the fair values of the company's assets that are recognised and measured at fair value in the financial statements. To provide an indication about the reliability of the inputs used in determining fair value, the applicable assets have been classified into the three levels prescribed under the accounting standards. An explanation of each level follows underneath the table.

At 30 June 2018	Level 1	Level 2	Level 3	Total
	\$	\$	\$	\$
Recurring fair value measurements:				
Property, Plant and Equipment				
Freehold land	-	1,100,000	-	1,100,000
Buildings	-	550,000	-	550,000
	<u>-</u>	<u>1,650,000</u>	<u>-</u>	<u>1,650,000</u>
Total assets at fair value	<u>-</u>	<u>1,650,000</u>	<u>-</u>	<u>1,650,000</u>

Galston Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2018

Note 18. Fair value measurement (continued)

At 30 June 2017	Level 1 \$	Level 2 \$	Level 3 \$	Total \$
Property, Plant and Equipment				
Freehold land	-	1,100,000	-	1,100,000
Buildings	-	550,000	-	550,000
	<u>-</u>	<u>1,650,000</u>	<u>-</u>	<u>1,650,000</u>
Total assets at fair value	<u>-</u>	<u>1,650,000</u>	<u>-</u>	<u>1,650,000</u>

There were no transfers between Level 1 and Level 2 during the reporting period. The company's policy is to recognise transfers into and transfers out of fair value hierarchy levels as at the end of the reporting period.

- Level 1: The fair value of available-for-sale financial assets traded in active markets is based on the quoted market price at the close of business at the end of the reporting period.
- Level 2: The fair value of property, plant and equipment is based on a valuation performed by a third party qualified valuer using quoted prices for similar assets in an active market.
- Level 3: There were no fair value measurements by the Level 3 fair value hierarchy.

Note 19. Auditor's remuneration

	2018 \$	2017 \$
Amounts received or due and receivable by the auditor of the company for:		
- audit and review services (RSD)	3,500	6,793
- audit and review services (AFS)	1,500	-
- non audit services (AFS)	815	-
	<u>5,815</u>	<u>6,793</u>

Note 20. Director and related party disclosures

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

Peter Hugh Ruefli (*Appointed 1 July 2018*)
Diana Mary Paton
Robert Neil Pullan
Jacqualine Pakinga
Dennis Arthur Phillips
Ralph Henry Steele
Gavin Anthony Koorey
Matt Grant Trethowan (*Appointed 1 July 2018*)
Sheena Daley (*Resigned 8 January 2018*)
Michael Glen Beardsell (*Resigned 20 November 2017*)

Galston Financial Services Limited
Notes to the Financial Statements
for the year ended 30 June 2018

Note 20. Director and related party disclosures *(continued)*

Transactions between related parties are on normal commercial terms and conditions no more favourable than those available to other parties unless otherwise stated.

	2018 \$	2017 \$
Transactions with related parties:		
Diana Paton - Printing and advertising services	3,000	1,685
Jacqueline Pakinga - Administrative services	-	9,620

Directors Shareholdings	<u>2018</u>	<u>2017</u>
Peter Hugh Ruefli <i>(Appointed 1 July 2018)</i>	-	-
Diana Mary Paton	500	500
Robert Neil Pullan	-	-
Jacqueline Pakinga	-	-
Dennis Arthur Phillips	4,900	4,900
Ralph Henry Steele	10,000	10,000
Gavin Anthony Koorey	-	-
Matt Grant Trethowan <i>(Appointed 1 July 2018)</i>	-	-
Sheena Daley <i>(Resigned 8 January 2018)</i>	5,000	5,000
Michael Glen Beardsell <i>(Resigned 20 November 2017)</i>	1,000	1,000

There was no movement in directors shareholdings during the year.

Note 21. Dividends provided for or paid	2018 \$	2017 \$
---	------------	------------

a. Dividends paid during the year

Current year dividend		
100% (2017: 100%) franked dividend - 13 cents (2017: 12 cents) per share	<u>106,184</u>	<u>98,017</u>

The tax rate at which dividends have been franked is 27.5% (2017: 27.5%).

Galston Financial Services Limited
Notes to the Financial Statements
for the year ended 30 June 2018

Note 21. Dividends provided for or paid (continued)	2018	2017
	\$	\$
b. Franking account balance		
Franking credits available for subsequent reporting periods are:		
- franking account balance as at the end of the financial year	889,627	857,245
- franking credits/(debits) that will arise from payment/(refund) of income tax as at the end of the financial year	11,765	(6,360)
- 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:	901,392	850,885
- 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>901,392</u>	<u>850,885</u>

Note 22. 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 Galston, 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 \$nil for the year ended 30 June 2018 (2017: \$nil).

Note 23. Earnings per share	2018	2017
	\$	\$
(a) Profit attributable to the ordinary equity holders of the company used in calculating earnings per share	214,081	883,327
	Number	Number
(b) Weighted average number of ordinary shares used as the denominator in calculating basic earnings per share	816,800	816,800

Note 24. 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.

Galston Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2018

Note 25. 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 26. Segment reporting

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

Note 27. 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
348 Galston Road
Galston NSW 2159

Principal Place of Business
348 Galston Road
Galston NSW 2159

Galston Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2018

Note 28. 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					
	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	%	%
Financial assets												
Cash and cash equivalents	141,012	556,403	1,741,393	1,355,797	-	-	-	-	163	374	1.80	1.79
Receivables	-	-	-	-	-	-	-	-	121,257	106,500	N/A	N/A
Financial liabilities												
Interest bearing liabilities	-	-	-	-	-	-	-	-	-	-	Nil	Nil
Payables	-	-	-	-	-	-	-	-	3,292	180,945	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 2018, the effect on profit and equity as a result of changes in interest rate, with all other variables remaining constant would be as follows:

	2018 \$	2017 \$
Change in profit/(loss)		
Increase in interest rate by 1%	18,824	19,122
Decrease in interest rate by 1%	(18,824)	(19,122)
Change in equity		
Increase in interest rate by 1%	18,824	19,122
Decrease in interest rate by 1%	(18,824)	(19,122)

Galston Financial Services Limited


Directors' Declaration

In accordance with a resolution of the directors of Galston 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 2018 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.



Robert Neil Pullian, Director

Signed on the 5th of September 2018.

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

Report on the audit of the financial statements

Our opinion

In our opinion, the financial report of Galston 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 2018 and of its performance for the year ended on that date; and
- ii. complying with Australian Accounting Standards.

What we have audited

Galston 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: 5 September 2018



David Hutchings
Lead Auditor