



Annual report 2019

Harbord Financial Services Limited

ABN 25 097 282 525

Freshwater Community Bank Branch of Bendigo Bank

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Chairman's Report

For the year ended 30 June 2019.

It is again a pleasure to report a successful 17th year of trading. Yes difficult, with falling interest rates and therefore reduced margins but due to the great support of our excellent caring staff led by Sandy and Kasey, a balanced, qualified and motivated Board of Directors and Ambassadors, generous customers and shareholder base and of course our special community, we are able to announce a decreased but still substantial net profit of \$110,017 down from \$198,114 in 2018.

Dividend results

2019 we again became Community Business Partners with the Manly Warringah Sea Eagles gaining plenty of brand awareness but not as many business opportunities as anticipated were achieved so this partnership will terminated in the next financial year.

With this result we announce a responsibly reduced fully franked dividend of 6 cents per share for this financial year.

The Board has still been able to generously contribute a total of \$197,263 made up of \$149,413 in Sponsorship, \$33,500 Community Grants and \$14,350 in donations and I refer you to the list for details of the groups we support.

This brings our total contribution to \$3.1 million and dividends to our shareholders of \$784,889 (including the 2019 6 cent dividend)

A result that should make us all very proud but also give us inspiration and motivation to increase and improve our model in the future!

Scholarship / Tertiary funding

Our 7th year of the Tertiary Scholarship Scheme has continued to be very well accepted and appreciated.

With the direction of Peter Harley we have a budget of \$50,000 to invest in the academic future of our youth in the nine High schools in our area.

2019 Recipient and Freshwater Student of the Year:

- Joshua Smith - NBSC Balgowlah Boys Campus

2019 All Rounder lists:

- Joaquin Aitken - St Augustine's College

2019 Individual recipients:

- Jessica Reid - NBSC Cromer Campus
- Zali Stamopoulos - NBSC Freshwater Senior Campus
- Jaime Ribeiro - NBSC Mackellar Girls Campus
- Kena Mallender - NBSC Manly Selective Campus
- Thomas Langsford - St Luke's Grammar School
- Joumana Quinn - Stella Maris College
- Jacob Fedely - St Paul's Catholic College

Directors

The voluntary efforts of all our Directors help make our company an exciting and stimulating working environment.

Their passion, commitment, experience and expertise contributes to our continued success.

I accordingly thank John Vaccaro, Ian Greentree, David Irvine, Martin Brook, Noela Roberts, Peter Harley, Denise Goldstein, Tony Bevan, and Julie Rigoni for their service.

Ambassadors

We are fortunate to have an active Ambassador network that supports us all and ensures our Succession Planning.

Thank you to Ian Joynson, Bryn Russell, Greg Harding, Rohan Fell, Liam Yeates, Violet Warner and Debbie Organ.

Staff

Our staff are efficient, friendly and caring and led by Kasey our Branch Operations Manager and Sandy our Community and Business Development Manager, Su-Ellen, Kerry, Cheerie, Kathy, Simmone and we also farewelled Luni Enari in February this year. They continue to give our community that bit extra we've come to expect. Thank you so much to all of you for your special efforts.

We wish to acknowledge our auditor Graeme Stewart, Accountants Josh, Anthony and Lachlan and Rose who manages the share registry and our partners Bendigo Bank.

These Directors will be retiring by rotation and I ask you to support Tony Bevan, Martin Brook and Trevor Sargeant for re-election.

As always I would like to thank you the shareholders, Directors, Ambassadors, the staff and our customers for supporting Freshwater Community Bank Branch which enables us to achieve and sustain our special contributions and success.

Finally I thank you for the privilege of serving this great community of ours.

A handwritten signature in black ink, appearing to be 'T. Sargeant', written in a cursive style.

Trevor Sargeant - Chairman 2019

Branch Operations Manager Report

I have the privilege as Branch Operations Manager of Freshwater Community Bank Branch to report on the great success we have achieved over the last 12 months and contribute to what is our 18th Annual Report.

Our focus as always remains around adding value to our existing customers while building new relationships in our Community to ultimately grow our business.

It was another challenging year in a highly competitive financial market plus pressure felt by the Banking Industry from the Royal commission. Once again we have witnessed record low lending rates for our borrowers while trying to keep our retired and deposit customers satisfied with low deposit rates.

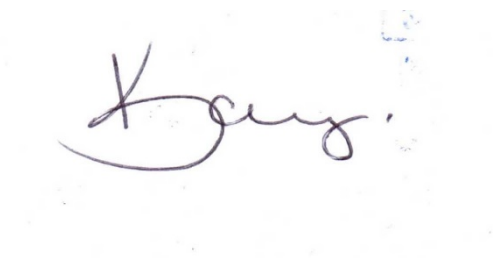
Our results are a team effort & can be attributed to our passionate, customer connected staff of Sandy (Community and Business Development Manager) Simmone, Su-Ellen, Kerrylyn, Cheerie and Kathy. We did farewell Luni Enari who left us in February 2019.

Our community contributions were again substantial with \$197,263 being returned to our local community through donations, community grants & sponsorships which makes a significant difference to numerous organisations. This is a very rewarding aspect to my role & something we are very proud of.

We continue to receive support from our partners at Bendigo and Adelaide Bank and our State Office team with which we have a close working relationship.

Our Board of Directors & Ambassadors dedicate many volunteer hours and work tirelessly in their roles to support me in my role as Branch Manager and to ensure the ongoing success of our business. This group places our Community Bank in a unique position to be able to provide quality banking services to our Community whilst producing great outcomes for our customers, shareholders & sponsored organisations.

We look forward to serving you and yet another successful year and encourage all Shareholders who don't currently bank with us to give me a call & see how we can assist with your banking requirements.

A handwritten signature in purple ink, appearing to read 'Kasey Kaye', is centered on the page. The signature is fluid and cursive, with a large loop at the end.

Kasey Kaye

Branch Operations Manager

Bendigo & Adelaide Bank Ltd Report

Community Bank Annual Report 2018/2019

As a bank of 160-plus years, we're proud to hold the mantle of Australia's fifth biggest bank. In today's banking environment it's time to take full advantage of this opportunity and for even more people to experience banking with Bendigo Bank and our way of banking, and with our Community Bank partners.

In promoting our point of difference it's sometimes lost that although we're different, we're represented in more than 500 communities across Australia and offer a full suite of banking and financial products and services. In many ways we're also a leader in digital technology and meeting the needs of our growing online customer base, many of whom may never set foot in a traditional bank branch.

At the centre of our point of difference is the business model you chose to support as a shareholder that supports local communities. Whether you're a shareholder of our most recent Community Bank branch which opened in Smithton, Tasmania, in June 2019, or you're a long-time shareholder who, from more than 20 years ago, you all play an important role. Your support has enabled your branch, and this banking model, to prosper and grow. You're one of more than 75,000 Community Bank company shareholders across Australia who are the reason today, we're Australia's only bank truly committed to the communities it operates in.

And for that, we thank you. For the trust you've not only put in Bendigo and Adelaide Bank, but the faith you've put in your community and your Community Bank company local board of directors.


Bendigo and Adelaide Bank continues to rank at the top of industry and banking and finance sector awards. We have awards for our customer service, we have award winning products and we have a customer base that of 1.7 million-plus that not only trusts us with their money, but which respects our 'difference'.

As a Bank, we're working hard to ensure that those who are not banking with us, and not banking with your Community Bank branch, make the change. It really is a unique model and we see you, the shareholder, as playing a key role in helping us grow your local Community Bank business. All it takes is a referral to your local branch manager. They'll do the rest.

We find that our customer base is a very loyal group. It's getting people to make the change that's the challenge. In today's environment, we've never had a better chance to convince people to make the change and your support in achieving this is critical.

From Bendigo and Adelaide Bank, once again, thank you for your ongoing support of your Community Bank branch and your community.

We would also like to thank and acknowledge the amazing work of your branch staff and directors in developing your business and supporting the communities that you live and work in.



Mark Cunneen
Head of Community Support
Bendigo and Adelaide Bank

Harbord Financial Services Limited

Directors' Report

Your directors submit the financial statements of the company for the financial year ended 30 June 2019.

Directors

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

Trevor Leslie Sargeant

Chairman

Occupation: Dentist

Qualifications, experience and expertise: Holds a Bachelor of Dentistry Science from Sydney University.

Special responsibilities: Chairman; Governance / Audit Committee; Operation & Human Resources Committee; Business Development and Marketing Committee; Sponsorship Committee

Interest in shares: 11,000* indirect & 1 direct

John Vaccaro

Vice Chairman

Occupation: Licensed Real Estate Agent

Qualifications, experience and expertise: Over 35 years experience in operating and selling real estate. Licensee in charge, training group leader and supervisor. Current director of St Augustine's College Sydney.

Special responsibilities: Vice Chairman, Business Development and Marketing Committee, Sponsorship Committee, Former Board Member of Community Bank Strategic Advisory Board NSW/ACT

Interest in shares: 1,500 indirect & 1 direct

Ian John Greentree

Secretary

Occupation: Event co-ordinator and Company Secretary

Qualifications, experience and expertise: Ian is currently working in several roles as a Road Safety Event Co-ordinator, Driver within the equipment hire industry and provides Company Secretarial services to three other Community Bank branch companies. He was previously a Solicitor, Accountant and Company Secretary but has since retired.

Special responsibilities: Governance/Audit Committee, Company Secretary

Interest in shares: 2,000* indirect & 1 direct

David James Irvine

Treasurer

Occupation: Retired

Qualifications, experience and expertise: Holds a Bachelor of Financial Administration from University of New England, Chartered Accountant with 35 years' experience in financial management, business expertise and project management.

Special responsibilities: Governance / Audit Committee; Business Development, Marketing & Sponsorship Committee

Interest in shares: 1 direct

Martin Edwin Brook

Director

Occupation: Pharmacist

Qualifications, experience and expertise: Holds a Bachelor of Pharmacy and has been a retail Pharmacist for over 35 years. Proprietor of Brook's Pharmacy and Harbord Pharmacy at Freshwater for over 25 years.

Special responsibilities: Operations & Human Resources, Sponsorship Committee

Interest in shares: 2,000 indirect & 1 direct

Harbord Financial Services Limited

Directors' Report

Directors (*continued*)

Noela Rose Roberts

Director

Occupation: Retired

Qualifications, experience and expertise: Holds a Bachelor of Economics and worked as an accountant for 30 years.

Special responsibilities: Sponsorship Committee and Youth Observer Mentor

Interest in shares: 9,000* indirect & 1 direct

Denise Faith Goldstein

Director

Occupation: Business Owner

Qualifications, experience and expertise: National Sales Director and National Sales and Marketing Manager in IT. Founded SESI Group. Is a long term resident of Freshwater for the past 20 years. Treasurer of Friends of Freshwater and involved in Diggers Development Community Consultation Group. Denise also holds a Bachelor of Arts - Sociology (UCLA) and a Juris Doctorate - Law - Western State University

Special responsibilities: Marketing & Human Resources Committee

Interest in shares: 5,000* indirect & 1 direct

Peter Eric Harley OAM

Director

Occupation: Retired

Qualifications, experience and expertise: Former Director of WorkCover Authority of NSW, Executive Director of Test safe Australia (2004-08). Public Sector Manager for thirty years. President of Friends of Freshwater Inc. Bachelor of Commerce UNSW. Post Graduate Diploma of Relations and Law at University of Sydney. Peter was a former director of the University of NSW and International House Ltd.

Special responsibilities: Operational Health & Safety, Business Development & Marketing, Sponsorship committees and Scholarship Coordinator

Interest in shares: 5,500* indirect & 1 direct

Anthony Curtiss Bevan

Director

Occupation: Bookkeeper

Qualifications, experience and expertise: 40 years banking experience as a Relationship Banker - Business Portfolio and Management, Consumer and Business Banking.

Special responsibilities: Business Development and Marketing Committee, Sponsorship Committee

Interest in shares: 1 direct

Julie Clare Rigoni

Director

Occupation: Retired

Qualifications, experience and expertise: Worked in the financial services sector for over 35 years and had run her own business for over 16 years that focuses on preparing and providing programs solely for the financial services sector in key area of education and a range of customised marketing, distribution and business strategy solutions of which she designed and conducted many education programs including investment updates and global research programs to many overseas countries and also advisors here in Australia.

Special responsibilities: Operations & Human Resources committee, Chair of Business Development and Marketing committee, Sponsorship Committee

Interest in shares: 6,000* indirect

* - interest in shares includes shares held by spouse

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

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

Harbord Financial Services Limited

Directors' Report

Company Secretary

The company secretary is Ian Greentree. Ian was appointed to the position of secretary on 27 November 2006.

Ian has a Diploma in Law, admitted as a Solicitor to the Supreme Court of NSW, Associate Diploma in Accounting, member of Institute of Public Accountants, Retired Member of Governance Institute of Australia and previously held the position of assistant Company Secretary of Advance Bank Australia Limited.

Principal Activities

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

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

Operating results

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

Year ended 30 June 2019	Year ended 30 June 2018
\$	\$
110,017	198,114

Dividends

	Year ended 30 June 2019	
	Cents	\$
Dividends paid in the year	10	69,306

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.

Harbord Financial Services Limited

Directors' Report

Indemnification and insurance of directors and officers

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

Disclosure of the nature of the liability and the amount of the premium is prohibited by the confidentiality clause of the contract of insurance. The company has not provided any insurance for an auditor of the company or a related body corporate.

Directors' meetings

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

	Board Meetings Attended		Committee Meetings Attended									
			Audit		Operations & Human Resources		Business Development & Marketing		Community Partnership		Building	
	<i>A</i>	<i>B</i>	<i>A</i>	<i>B</i>	<i>A</i>	<i>B</i>	<i>A</i>	<i>B</i>	<i>A</i>	<i>B</i>	<i>A</i>	<i>B</i>
Trevor Leslie Sargeant	12	10	2	2	3	3	11	10	11	10	1	1
John Vaccaro	12	9	-	-	-	-	11	6	11	6	1	1
Ian John Greentree	12	8	2	2	-	-	-	2	-	2	1	1
David James Irvine	12	9	2	2	3	3	11	6	11	6	1	1
Martin Edwin Brook	12	9	-	-	-	-	-	1	-	1	-	-
Noela Rose Roberts	12	9	-	-	-	-	-	9	11	9	-	-
Denise Faith Goldstein	12	10	-	-	3	3	-	9	-	9	-	-
Peter Eric Harley OAM	12	11	-	-	-	-	11	9	11	9	1	-
Anthony Curtiss Bevan	12	12	-	-	-	-	11	8	11	8	-	-
Julie Rigoni	12	9	-	-	3	2	11	8	11	8	-	-

A - eligible to attend

B - number attended

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*.

Harbord Financial Services Limited

Directors' Report

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.

Auditor's independence declaration

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

Signed in accordance with a resolution of the board of directors at Freshwater, New South Wales on 18 September 2019.



Trevor Leslie Sargeant, Chairman

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

As lead auditor for the audit of Harbord Financial Services Limited for the year ended 30 June 2019, 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: 18 September 2019



Graeme Stewart
Lead Auditor

Harbord Financial Services Limited
Statement of Profit or Loss and Other
Comprehensive Income
for the year ended 30 June 2019

	Notes	2019 \$	2018 \$
Revenue from ordinary activities	4	1,318,608	1,427,180
Employee benefits expense		(584,835)	(556,401)
Charitable donations, sponsorship, advertising and promotion		(271,447)	(266,458)
Occupancy and associated costs		(140,347)	(164,960)
Systems costs		(33,238)	(25,409)
Depreciation and amortisation expense	5	(27,555)	(27,865)
General administration expenses		(109,167)	(111,553)
Profit before income tax expense		152,019	274,534
Income tax expense	6	(42,002)	(76,420)
Profit after income tax expense		110,017	198,114
Total comprehensive income for the year attributable to the ordinary shareholders of the company:		110,017	198,114
Earnings per share		¢	¢
Basic earnings per share	24	15.87	28.59

The accompanying notes form part of these financial statements

Harbord Financial Services Limited

Balance Sheet

as at 30 June 2019

	Notes	2019 \$	2018 \$
ASSETS			
Current assets			
Cash and cash equivalents	7	778,347	941,336
Trade and other receivables	8	115,573	136,887
Current tax asset	12	15,234	-
Total current assets		909,154	1,078,223
Non-current assets			
Property, plant and equipment	9	336,667	123,434
Financial assets	10	5,000	5,000
Intangible assets	11	33,048	44,240
Deferred tax asset	12	18,839	17,208
Total non-current assets		393,554	189,882
Total assets		1,302,708	1,268,105
LIABILITIES			
Current liabilities			
Trade and other payables	13	59,517	57,296
Current tax liabilities	12	-	3,854
Provisions	14	76,745	72,349
Total current liabilities		136,262	133,499
Non-current liabilities			
Trade and other payables	13	12,311	24,623
Provisions	14	9,668	6,227
Total non-current liabilities		21,979	30,850
Total liabilities		158,241	164,349
Net assets		1,144,467	1,103,756
EQUITY			
Issued capital	15	613,376	613,376
Retained earnings	16	531,091	490,380
Total equity		1,144,467	1,103,756

The accompanying notes form part of these financial statements

Harbord Financial Services Limited

Statement of Changes in Equity

for the year ended 30 June 2019

	Notes	Issued capital \$	Retained earnings \$	Total equity \$
Balance at 1 July 2017		613,376	361,572	974,948
Total comprehensive income for the year		-	198,114	198,114
Transactions with owners in their capacity as owners:				
Shares issued during period		-	-	-
Costs of issuing shares		-	-	-
Dividends provided for or paid	21	-	(69,306)	(69,306)
Balance at 30 June 2018		613,376	490,380	1,103,756
Balance at 1 July 2018		613,376	490,380	1,103,756
Total comprehensive income for the year		-	110,017	110,017
Transactions with owners in their capacity as owners:				
Shares issued during period		-	-	-
Costs of issuing shares		-	-	-
Dividends provided for or paid	21	-	(69,306)	(69,306)
Balance at 30 June 2019		613,376	531,091	1,144,467

The accompanying notes form part of these financial statements

Harbord Financial Services Limited

Statement of Cash Flows

for the year ended 30 June 2019

	Notes	2019 \$	2018 \$
Cash flows from operating activities			
Receipts from customers		1,432,018	1,552,268
Payments to suppliers and employees		(1,247,540)	(1,244,230)
Interest received		25,348	12,348
Income taxes paid		(62,721)	(146,421)
Net cash provided by operating activities	17	147,105	173,965
Cash flows from investing activities			
Payments for property, plant and equipment		(229,596)	(2,235)
Payments for intangible assets		(11,192)	(11,192)
Net cash used in investing activities		(240,788)	(13,427)
Cash flows from financing activities			
Dividends paid	21	(69,306)	(69,306)
Net cash used in financing activities		(69,306)	(69,306)
Net increase/(decrease) in cash held		(162,989)	91,232
Cash and cash equivalents at the beginning of the financial year		941,336	850,104
Cash and cash equivalents at the end of the financial year	7(a)	778,347	941,336

The accompanying notes form part of these financial statements

Harbord Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2019

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 two new accounting standards which have been issued by the AASB that became mandatorily effective for accounting periods beginning on or after 1 January 2018, and are therefore relevant for the current financial year.

AASB 15 Revenue from Contracts with Customers

AASB 15 replaces AASB 111 *Construction Contracts*, AASB 118 *Revenue* and related Interpretations and it applies, with limited exceptions, to all revenue arising from contracts with customers. AASB 15 establishes a five-step model to account for revenue arising from contracts with customers and requires that revenue be recognised at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer.

AASB 15 requires entities to exercise judgement, taking into consideration all of the relevant facts and circumstances when applying each step of the model to contracts with their customers. The standard also specifies the accounting for the incremental costs of obtaining a contract and the costs directly related to fulfilling a contract. In addition, the standard requires extensive disclosures.

The existing revenue recognition through the monthly Bendigo and Adelaide Bank Limited profit share provides an accurate reflection of consideration received in exchange for the transfer of services to the customer. Therefore based on our assessment this accounting standard has not materially affected any of the amounts recognised in the current period and is not likely to affect future periods.

Harbord Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2019

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

a Basis of preparation (*continued*)*Application of new and amended accounting standards (continued)**AASB 9 Financial Instruments*

AASB 9 sets out requirements for recognising and measuring financial assets, financial liabilities and some contracts to buy or sell non-financial items. This standard replaces *AASB 139 Financial Instruments: Recognition and Measurement*.

Based on our assessment this accounting standard has not had any impact on the carrying amounts of financial assets or liabilities at 1 July 2018. For additional information about accounting policies relating to financial instruments, see Note 1 k.

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 2018. These future accounting standards and interpretations therefore have no impact on amounts recognised in the current period or any prior period.

AASB 16 Leases

Only AASB 16, effective for the annual reporting period beginning on or after 1 January 2019 is likely to impact the company. AASB 16 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. There are recognition exemptions for short-term leases and leases of low-value items. Lessor accounting remains similar to the current standard – i.e. lessors continue to classify leases as finance or operating leases.

AASB 16 replaces existing leases guidance, including *AASB 117 Leases* and related Interpretations. This standard is mandatory for annual reporting periods beginning on or after 1 January 2019.

The company plans to apply AASB 16 initially on 1 July 2019, using the modified retrospective approach. Therefore, the cumulative effect of adopting AASB 16 will be recognised as an adjustment to the opening balance of retained earnings at 1 July 2019, with no restatement of comparative information.

The company has assessed the estimated impact that initial application of AASB 16 will have on its financial statements. The actual impacts of adopting the standard on 1 July 2019 may change.

The company will recognise new assets and liabilities for operating leases of its branch. The nature of expenses related to these leases will now change as the company will recognise a depreciation charge for right-of-use assets and interest expense on lease liabilities. Previously, the company recognised operating lease expense on a straight-line basis over the term of the lease.

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

Based on the information currently available, the company estimates that it will recognise additional lease liabilities and new right-of-use assets of \$1,445,562.

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 Freshwater, New South Wales.

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

Harbord Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2019

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

a Basis of preparation (*continued*)*Economic dependency - Bendigo and Adelaide Bank Limited (*continued*)*

All deposits are made with Bendigo and Adelaide Bank Limited, and all personal and investment products are products of Bendigo and Adelaide Bank Limited, with the company facilitating the provision of those products. All loans, leases or hire purchase transactions, issues of new credit or debit cards, temporary or bridging finance and any other transaction that involves creating a new debt, or increasing or changing the terms of an existing debt owed to Bendigo and Adelaide Bank Limited, must be approved by Bendigo and Adelaide Bank Limited. All credit transactions are made with Bendigo and Adelaide Bank Limited, and all credit products are products of Bendigo and Adelaide Bank Limited.

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

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

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

- advice and assistance in relation to the design, layout and fit out of the **Community Bank** branch
- training for the branch manager and other employees in banking, management systems and interface protocol
- methods and procedures for the sale of products and provision of services
- security and cash logistic controls
- calculation of company revenue and payment of many operating and administrative expenses
- the formulation and implementation of advertising and promotional programs
- sales techniques and proper customer relations.

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

b) Revenue

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

Interest and fee revenue is recognised when earned. The gain or loss on disposal of property, plant and equipment is recognised on a net basis and is classified as income rather than revenue. All revenue is stated net of the amount of Goods and Services Tax (GST).

Revenue calculation

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

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

Harbord Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2019

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

b) Revenue (*continued*)*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.

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.

Harbord Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2019

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

b Revenue (*continued*)*Ability to change financial return (*continued*)*

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 payable (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 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 entity intends to settle its tax assets and liabilities on a net basis.

Harbord Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2019

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

c) Income tax (*continued*)*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:

- leasehold improvements	5 - 15	years
- plant and equipment	2.5 - 40	years
- motor vehicle	3 - 5	years

Harbord Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2019

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 (except for trade receivables) are initially measured at fair value plus transaction costs, except where the instrument is classified at fair value through profit or loss, in which case transaction costs are expensed to profit or loss immediately. Where available, quoted prices in an active market are used to determine fair value. In other circumstances, valuation techniques are adopted.

Trade receivables are initially measured at the transaction price if the trade receivables do not contain a significant financing component or if the practical expedient was applied as specified in AASB 15.63.

*Classification and subsequent measurement**(i) 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.

The effective interest rate is the internal rate of return of the financial asset or liability, that is, it is the rate that exactly discounts the estimated future cash flows through the expected life of the instrument to the net carrying amount at initial recognition.

(ii) Financial assets

Financial assets are subsequently measured at:

- amortised cost;
- fair value through other comprehensive income (FVOCI); or
- fair value through profit and loss (FVTPL).

A financial asset is subsequently measured at amortised cost if it meets the following conditions:

- the financial asset is managed solely to collect contractual cash flows; and
- the contractual terms within the financial asset give rise to cash flows that are solely payments of principal and interest on the principle amount outstanding on specified dates.

The company's trade and most other receivables are measured at amortised cost as well as deposits that were previously classified as held-to-maturity under AASB 139.

Harbord Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2019

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

k) Financial instruments (*continued*)

A financial asset is subsequently measured at FVOCI if it meets the following conditions:

- the contractual terms within the financial asset give rise to cash flows that are solely payments of principal and interest on the principle amount outstanding on specified dates; and
- the business model for managing the financial assets comprises both contractual cash flows collection and the selling of the financial asset.

By default, all other financial assets that do not meet the conditions of amortised cost and FVOCI's measurement condition are subsequently measured at FVTPL.

The company's investments in equity instruments are measured at FVTPL unless the company irrevocably elects at inception to measure at FVOCI.

Derecognition***(i) Derecognition of financial liabilities***

A liability is derecognised when it is extinguished (ie when the obligation in the contract is discharged, cancelled or expires). An exchange of an existing financial liability for a new one with substantially modified terms, or a substantial modification to the terms of a financial liability, is treated as an extinguishment of the existing liability and recognition of a new financial liability.

The difference between the carrying amount of the financial liability derecognised and the consideration paid and payable, including any non-cash assets transferred or liabilities assumed, is recognised in profit or loss.

(ii) Derecognition of financial assets

A financial asset is derecognised when the holder's contractual rights to its cash flows expires, or the asset is transferred in such a way that all the risks and rewards of ownership are substantially transferred.

On derecognition of a financial asset measured at amortised cost, the difference between the asset's carrying amount and the sum of the consideration received and receivable is recognised in profit or loss.

Impairment

The company recognises a loss allowance for expected credit losses on:

- financial assets that are measured at fair value through other comprehensive income;
- lease receivables;
- loan commitments that are not measured at fair value through profit or loss; and
- financial guarantee contracts that are not measured at fair value through profit or loss.

Loss allowance is not recognised for:

- financial assets measured at fair value through profit or loss; or
- equity instruments measured at fair value through other comprehensive income.

Expected credit losses are the probability-weighted estimate of credit losses over the expected life of a financial instrument. A credit loss is the difference between all contractual cash flows that are due and all cash flows expected to be received, all discounted at the original effective interest rate of the financial instrument.

The company uses the simplified approach to impairment, as applicable under AASB 9. The simplified approach does not require tracking of changes in credit risk at every reporting period, but instead requires the recognition of lifetime expected credit loss at all times.

Harbord Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2019

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

k) Financial instruments (*continued*)*Impairment (continued)*

A financial asset is subsequently measured at FVOCI if it meets the following conditions:

This approach is applicable to:

- trade receivables that result from transactions that are within the scope of AASB 15, that contain a significant financing component; and
- lease receivables.

In measuring the expected credit loss, a provision matrix for trade receivables is used, taking into consideration various data to get to an expected credit loss, (ie diversity of its customer base, appropriate groupings of its historical loss experience etc.).

Recognition of expected credit losses in financial statements

At each reporting date, the entity recognises the movement in the loss allowance as an impairment gain or loss in the statement of profit or loss and other comprehensive income.

Assets measured at fair value through other comprehensive income are recognised at fair value with changes in fair value recognised in other comprehensive income. The amount in relation to change in credit risk is transferred from other comprehensive income to profit or loss at every reporting period.

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) 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.

Harbord Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2019

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

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.

Expected credit loss assessment for Bendigo and Adelaide Bank Limited

The company's franchise agreement limits the company's credit exposure to one financial institution, being Bendigo and Adelaide Bank Limited. Due to the reliance on Bendigo and Adelaide Bank Limited the company has reviewed the credit ratings provided by Standard & Poors, Moody's and Fitch Ratings to determine the level of credit risk exposure of the company. The most recent credit rating provided by the ratings agencies is as follows:

Ratings Agency	Long-Term	Short-Term	Outlook
Standard & Poor's	BBB+	A-2	Stable
Fitch Ratings	A-	F2	Stable
Moody's	A3	P-2	Stable

Based on the above risk ratings the company has classified Bendigo and Adelaide Bank Limited as low risk.

The company has performed a historical assessment of receivables from Bendigo and Adelaide Bank Limited and found no instances of default. As a result no impairment loss allowance has been made in relation to the Bendigo & Adelaide Bank Limited receivable as at 30 June 2019.

Harbord Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2019

Note 2. Financial risk management (continued)

Expected credit loss assessment for other customers

The company has performed a historical assessment of the revenue collected from other customers and found no instances of default. As a result no impairment loss allowance has been made in relation to other customers as at 30 June 2019.

(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 in that 12 month period; and
- (b) subject to the availability of distributable profits, the relevant rate of return multiplied by the average level of share capital of the franchisee over that 12 month period where the relevant rate of return is equal to the weighted average interest rate on 90 day bank bills over that 12 month period plus 5%.

The board is managing the growth of the business in line with this requirement. There are no other externally imposed capital requirements, although the nature of the company is such that amounts will be paid in the form of charitable donations and sponsorship. Charitable donations and sponsorship paid for the year ended 30 June 2019 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.

Harbord Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2019

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.

Harbord Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2019

Note 4. Revenue from ordinary activities	2019	2018
	\$	\$
Operating activities:		
- gross margin	1,143,336	1,232,004
- services commissions	56,260	62,628
- fee income	92,458	87,971
- market development fund	10,000	10,000
Total revenue from operating activities	<u>1,302,054</u>	<u>1,392,603</u>
Non-operating activities:		
- interest received	14,948	22,604
- sundry income	1,606	11,973
Total revenue from non-operating activities	<u>16,554</u>	<u>34,577</u>
Total revenues from ordinary activities	<u>1,318,608</u>	<u>1,427,180</u>

Note 5. Expenses		
Depreciation of non-current assets:		
- plant and equipment	5,705	5,496
- leasehold improvements	4,346	4,865
- motor vehicle	6,312	6,312
Amortisation of non-current assets:		
- franchise agreement	2,239	2,238
- franchise renewal fee	8,953	8,954
	<u>27,555</u>	<u>27,865</u>
Bad debts	<u>(18)</u>	<u>7,766</u>

Note 6. Income tax expense		
The components of tax expense comprise:		
- Current tax	43,633	74,048
- Movement in deferred tax	(1,631)	2,372
	<u>42,002</u>	<u>76,420</u>
The prima facie tax on profit from ordinary activities before income tax is reconciled to the income tax expense as follows		
Operating profit	152,019	274,534
Prima facie tax on profit from ordinary activities at 27.5% (2018: 27.5%)	41,805	75,497
Add tax effect of:		
- non-deductible expenses	197	923
- timing difference expenses	1,631	(2,372)
	<u>43,633</u>	<u>74,048</u>
Movement in deferred tax	(1,631)	2,372
	<u>42,002</u>	<u>76,420</u>

Harbord Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2019

Note 7. Cash and cash equivalents	2019	2018
	\$	\$
Cash at bank and on hand	28,347	41,336
Term deposits	750,000	900,000
	<u>778,347</u>	<u>941,336</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	28,347	41,336
Term deposits	750,000	900,000
	<u>778,347</u>	<u>941,336</u>

Note 8. Trade and other receivables

Trade receivables	94,163	108,063
Prepayments	18,477	15,491
Other receivables and accruals	2,933	13,333
	<u>115,573</u>	<u>136,887</u>

Note 9. Property, plant and equipment

Leasehold improvements		
At cost	317,937	317,937
Less accumulated depreciation	(226,254)	(221,908)
	<u>91,683</u>	<u>96,029</u>
Plant and equipment		
At cost	126,376	123,040
Less accumulated depreciation	(115,296)	(109,591)
	<u>11,080</u>	<u>13,449</u>
Motor vehicles		
At cost	31,561	31,561
Less accumulated depreciation	(23,917)	(17,605)
	<u>7,644</u>	<u>13,956</u>
Capital works in progress		
At cost	226,260	-
Less accumulated depreciation	-	-
	<u>226,260</u>	<u>-</u>
Total written down amount	<u>336,667</u>	<u>123,434</u>

Harbord Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2019

Note 9. Property, plant and equipment (continued)	2019	2018
	\$	\$
Movements in carrying amounts:		
Leasehold improvements		
Carrying amount at beginning	96,029	100,894
Additions	-	-
Less: depreciation expense	(4,346)	(4,865)
Carrying amount at end	<u>91,683</u>	<u>96,029</u>
Plant and equipment		
Carrying amount at beginning	13,449	16,710
Additions	3,336	2,235
Less: depreciation expense	(5,705)	(5,496)
Carrying amount at end	<u>11,080</u>	<u>13,449</u>
Motor vehicles		
Carrying amount at beginning	13,956	20,268
Additions	-	-
Less: depreciation expense	(6,312)	(6,312)
Carrying amount at end	<u>7,644</u>	<u>13,956</u>
Capital works in progress		
Carrying amount at beginning	-	-
Additions	226,260	-
Less accumulated depreciation	-	-
	<u>226,260</u>	<u>-</u>
Total written down amount	<u>336,667</u>	<u>123,434</u>

During the 2018/19 financial period, the company entered into a construction contract with Freshwater 2 Pty Ltd for the construction of a new branch at lot 2, 9-15 Lawrence Street, Freshwater, New South Wales. The company has to date incurred costs of \$226,260 which have been capitalised as work in progress (WIP). The construction is expected to cost \$1,500,000 and to be finalised in 30 June 2021, at which time the WIP will be transferred to Buildings and begin depreciating. The company has no obligation to pay for the remainder of the building until 30 June 2021 and may rescind the contract at any time before then.

Note 10. Financial Assets

Unlisted Investments at cost

Warringah Financial Services Limited	<u>5,000</u>	<u>5,000</u>
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Harbord Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2019

Note 11. Intangible assets	2019	2018
	\$	\$
Franchise fee		
At cost	122,746	122,746
Less: accumulated amortisation	(116,137)	(113,898)
	<u>6,609</u>	<u>8,848</u>
Renewal processing fee		
At cost	90,983	90,982
Less: accumulated amortisation	(64,544)	(55,590)
	<u>26,439</u>	<u>35,392</u>
Total written down amount	<u><u>33,048</u></u>	<u><u>44,240</u></u>

Note 12. Tax		
Current:		
Income tax payable/(refundable)	<u>(15,234)</u>	<u>3,854</u>
Non-current:		
Deferred tax assets		
- accruals	798	743
- employee provisions	23,764	21,608
	<u>24,562</u>	<u>22,351</u>
Deferred tax liability		
- accruals	807	3,667
- property, plant and equipment	4,916	1,476
	<u>5,723</u>	<u>5,143</u>
Net deferred tax asset	<u><u>18,839</u></u>	<u><u>17,208</u></u>
Movement in deferred tax charged to Statement of Profit or Loss and Other Comprehensive Income	<u><u>(1,631)</u></u>	<u><u>2,372</u></u>

Note 13. Trade and other payables		
Current:		
Trade creditors	2,316	5,106
Other creditors and accruals	57,201	52,190
	<u><u>59,517</u></u>	<u><u>57,296</u></u>
Non-current:		
Other creditors and accruals	<u><u>12,311</u></u>	<u><u>24,623</u></u>

Harbord Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2019

Note 14. Provisions	2019	2018
	\$	\$
Current:		
Provision for annual leave	25,815	20,050
Provision for long service leave	50,930	52,299
	<u>76,745</u>	<u>72,349</u>
Non-Current:		
Provision for long service leave	<u>9,668</u>	<u>6,227</u>

Note 15. Issued capital		
693,059 ordinary shares fully paid (2018: 693,059)	693,059	693,059
Less: equity raising expenses	(79,683)	(79,683)
	<u>613,376</u>	<u>613,376</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*.

Harbord Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2019

Note 15. 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 any of the following applies:

- They control or own 10% or more of the shares in the company (the "10% limit").
- In the opinion of the board they do not have a close connection to the community or communities in which the company predominantly carries on business (the "close connection test").
- Where the person is a shareholder, after the transfer of shares in the company to that person the number of shareholders in the company is (or would be) lower than the base number (the "base number test"). The base number is 374. As at the date of this report, the company had 408 shareholders.

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 16. Retained earnings	2019	2018
	\$	\$
Balance at the beginning of the financial year	490,380	361,572
Net profit from ordinary activities after income tax	110,017	198,114
Dividends provided for or paid for	(69,306)	(69,306)
Balance at the end of the financial year	<u>531,091</u>	<u>490,380</u>

Harbord Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2019

Note 17. Statement of cash flows	2019	2018
	\$	\$
Reconciliation of profit from ordinary activities after tax to net cash provided by operating activities		
Profit from ordinary activities after income tax	110,017	198,114
Non cash items:		
- depreciation	16,363	16,673
- amortisation	11,192	11,192
Changes in assets and liabilities:		
- (increase)/decrease in receivables	21,312	3,803
- (increase)/decrease in other assets	(5,673)	13,564
- increase/(decrease) in payables	(10,089)	(829)
- increase/(decrease) in provisions	7,837	3,821
- increase/(decrease) in current tax liabilities	(3,854)	(72,373)
Net cash flows provided by operating activities	<u>147,105</u>	<u>173,965</u>

Note 18. Leases

Operating lease commitments		
Non-cancellable operating leases contracted for but not capitalised in the financial statements		
Payable - minimum lease payments:		
- not later than 12 months	111,197	107,958
- between 12 months and 5 years	222,394	314,878
- greater than 5 years	-	-
	<u>333,591</u>	<u>422,836</u>

The branch lease is a non-cancellable lease with a five-year term, with rent payable monthly in advance. The lease is due to expire on 13 June 2022. There are two options to renew the lease for a further five years available to be exercised at the conclusion of each term.

Note 19. Auditor's remuneration

Amounts received or due and receivable by the auditor of the company for:		
- audit and review services	4,600	4,400
- share registry services	5,684	5,633
- non audit services	3,125	3,120
	<u>13,409</u>	<u>13,153</u>

Harbord Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2019

Note 20. Director and related party disclosures

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

Trevor Leslie Sargeant
 John Vaccaro
 Ian John Greentree
 David James Irvine
 Martin Edwin Brook
 Noela Rose Roberts
 Denise Faith Goldstein
 Peter Eric Harley OAM
 Anthony Curtiss Bevan
 Julie Rigoni

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

Directors Shareholdings	<u>2019</u>	<u>2018</u>
Trevor Leslie Sargeant	11,001	2,001
John Vaccaro	1,501	1,001
Ian John Greentree	2,001	2,001
David James Irvine	1	1
Martin Edwin Brook	2,001	2,001
Noela Rose Roberts	9,001	9,001
Denise Faith Goldstein	5,001	5,001
Peter Eric Harley OAM	5,501	501
Anthony Curtiss Bevan	1	1
Julie Rigoni	6,000	6,000

John Vaccaro purchase 500 shares during the year.

Note 21. Dividends paid or provided	<u>2019</u>	<u>2018</u>
	\$	\$
<i>a. Dividends paid during the year</i>		
Current year dividend		
Fully franked dividend - 10 cents (2018: 10 cents) per share	<u>69,306</u>	<u>69,306</u>

The tax rate at which dividends have been franked is 27.5% (2018: 27.5%).

Harbord Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2019

Note 22. Dividends paid or provided (<i>continued</i>)	2019	2018
	\$	\$
b. Franking account balance		
Franking credits available for subsequent reporting periods are:		
- franking account balance as at the end of the financial year	236,904	200,471
- franking credits/(debits) that will arise from payment/(refund) of income tax as at the end of the financial year	(15,234)	3,854
- franking debits that will arise from the payment of dividends recognised as a liability at the end of the financial year	-	-
	<hr/>	<hr/>
Franking credits available for future financial reporting periods:	221,670	204,325
- 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	-	-
	<hr/>	<hr/>
Net franking credits available	<u>221,670</u>	<u>204,325</u>

Note 23. 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.

Note 24. Earnings per share

(a) Profit attributable to the ordinary equity holders of the company used in calculating earnings per share	110,017	198,114
	Number	Number
(b) Weighted average number of ordinary shares used as the denominator in calculating basic earnings per share	693,059	693,059

Note 25. 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.

Note 26. Contingent liabilities and contingent assets

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

Harbord Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2019

Note 27. Segment reporting

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

Note 28. 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
20 Albert St
Freshwater NSW 2096

Principal Place of Business
20 Albert St
Freshwater NSW 2096

Harbord Financial Services Limited

Notes to the Financial Statements

for the year ended 30 June 2019

Note 29. 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					
	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	%	%
Financial assets												
Cash and cash equivalents	28,003	40,992	750,000	900,000	-	-	-	-	344	344	1.66	2.34
Receivables	-	-	-	-	-	-	-	-	94,163	108,063	N/A	N/A
Financial liabilities												
Payables	-	-	-	-	-	-	-	-	2,316	5,106	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 2019, the effect on profit and equity as a result of changes in interest rate, with all other variables remaining constant would be as follows:

	2019	2018
	\$	\$
Change in profit/(loss)		
Increase in interest rate by 1%	7,780	9,410
Decrease in interest rate by 1%	(7,780)	(9,410)
Change in equity		
Increase in interest rate by 1%	7,780	9,410
Decrease in interest rate by 1%	(7,780)	(9,410)

Harbord Financial Services Limited

Directors' Declaration

In accordance with a resolution of the directors of Harbord 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 2019 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.



Trevor Leslie Sargeant, Chairman

Signed on the 18th of September 2019.

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

Report on the audit of the financial report

Our opinion

In our opinion, the accompanying financial report of Harbord 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 2019 and of its financial performance for the year ended; and
- ii. complying with Australian Accounting Standards.

What we have audited

Harbord 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 company.

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 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: 18 September 2019



Graeme Stewart
Lead Auditor

Shareholder information

Harbord Financial Services Limited is a public company incorporated in Australia and from 1 July 2015 operates a Special market called Low Volume Market (LVM) to facilitate the trading of its shares.

Shareholding

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

Number of shares held	Number of shareholders	Number of shares held
1 to 1,000	273	186,206
1,001 to 5,000	123	395,852
5,001 to 10,000	9	72,232
10,001 to 100,000	3	38,769
101,000 and over	-	-
Total shareholders	408	693,059

Equity securities

Each of the above shareholders are entitled to 1 vote, irrespective of the number of shares held.

There are no substantial shareholders (holding more than 5% of voting rights) as each shareholder is entitled to 1 vote.

Normally holding more than 5% of total issued shares would create a substantial shareholder, but this is not applicable due to the voting restrictions for the company.

There are 8 shareholders holding less than a marketable parcel of shares (\$500 in value).

There are no restricted securities on issue.

All shares on issue are ordinary shares fully paid to \$1 per share.

There are no unquoted equity securities.

Largest shareholders

The following table shows the largest shareholders.

Shareholder	Number of fully paid shares held	Percentage of issued capital
MR RICHARD GRANVILLE WRAY	15,769	2.27
GREGORY ANDREW MARAUN <ESTATE PETER NOEL MARAUN A/C>	12,000	1.73
STAAS DUGGAN INVESTMENTS PTY LTD	11,000	1.59
BRETROE PTY LTD <JOHN THORPE & PATRICIA KING SUPERANNUATION FUND A/C>	10,000	1.44
GSC INVESTMENT SERVICES PL <SUPER FUND A/C>	10,000	1.44
NORTHERN SUBURBS SECRETARIAL SERVICES PTY LTD <JULETON A/C>	9,500	1.37
VICKI DIANNE SARGEANT	9,000	1.30
MRS NOELA ROSE ROBERTS	8,001	1.15
WINPAR HOLDINGS LIMITED	7,500	1.08
SANTOSHA SUPERANNUATION FUND PTY LTD <SANTOSHA SUPER FUND A/C>	6,231	.90
MR PHILLIP ROHAN MARSH	6,000	.87
MR GRAHAM RIGONI & MRS JULIE RIGONI	6,000	.87

Registered office and Principal administrative office

The registered office of the company is located at:

20 Albert Street Freshwater NSW 2096 Phone (02) 9939 8990

The principal administrative office of the company is located at:

20 Albert Street Freshwater NSW 2096 Phone (02) 9939 8990

Security Register

The security register (share register) is kept at:

AFS & Associates Pty Ltd 61-65 Bull Street BENDIGO VIC 3550 Phone: (03) 5443 0344

Postal address: PO BOX 454 BENDIGO VIC 3552

Company Secretary

Ian Greentree has been the Company Secretary of Harbord Financial Services Limited since 2006.

Ian's qualifications and experience include:

- Diploma in Law admitted as a Solicitor to the Supreme Court of NSW
- Associate Diploma in Accounting
- Retired member of the Institute of Public Accountants

- Retired member of the Governance Institute of Australia

Corporate Governance

The company has implemented various corporate governance policies, which include:

- The establishment of an audit committee. Members of the audit committee are Trevor Sargeant; Ian Greentree; David Irvine
- Director approval of operating budgets and monitoring of progress against these budgets.
- Ongoing Director training; and
- Monthly Director meetings to discuss performance and strategic plans.

5 Year summary of performance

		2015	2016	2017	2018	2019
Gross revenue	\$	1,179,177	1,143,014	1,370,584	1,427,180	1,318,608
Net profit before tax	\$	95,875	88,947	329,803	274,534	152,019
Total assets	\$	941,256	905,649	1,208,678	1,268,105	1,302,708
Total liabilities	\$	174,761	121,294	233,730	164,349	158,241
Total equity	\$	766,495	784,355	974,948	1,103,756	1,144,467

YEAR	Cents per share	Total Distribution
2004 / 2005	2.25 cents	\$15,593.83
2005 / 2006	3.50 cents	\$24,257.06
2006 / 2007	10.0 cents	\$69,305.90
2007 / 2008	10.0 cents	\$69,305.90
2008 / 2009	8.0 cents	\$55,444.72
2009 / 2010	10.0 cents	\$69,305.90
2010 / 2011	10.0 cents	\$69,305.90
2011 / 2012	10.0 cents	\$69,305.90
2012 / 2013	4.50 cents	\$31,187.71
2013 / 2014	5.50 cents	\$38,118.30
2014 / 2015	6.50 cents	\$45,048.89
2015 / 2016	7.0 cents	\$48,514.13
2016 / 2017	10.0 cents	\$69,305.90
2017 / 2018	10.0 cents	\$69,305.90
2018 / 2019	6.0 cents	\$41,583.54
Total	1.1325 cents	\$784,889.48

Director History

Steering Committee

Bernard O'Connor
Robert Adams
Brian Dunphy
Greg Hazlett
Jeremy Hodges
Ian Joynson
Roger Leys
Peter Lowther
Bryce Rea
Deidre McAliden
Peter Kemp
Stephen Armstrong
David McCauley

Chairman

Public Relations
Solicitor
Accountant
Bendigo Bank

Inaugural Directors

Domenic Gerace
Dr Trevor Sargeant
Brian Dunphy
Martin Brook
Ian Joynson
Howard Lipman
Phillip Murray
Dr Howard Wong-See (Dec'd)

Chairman
Vice Chairman
Company Secretary

Past Directors

Brian Dunphy
Anita Hutcheson
Phillip Murray
Andrew Speers
Howard Lipman
Dr Howard Wong-See (Dec'd)
John Lang
Lisa Bousfield
Darren Jones
Brad O'Connor
Ian Joynson
Kevin Abrahamson

now Ambassador

Community Support for the year ended 30 June 2019

DONATIONS		
NAME OF RECIPIENT	DESCRIPTION	AMOUNT
Barrenjoey Peninsula Week of Golf	2018/19 Charity Raffle donation - Manly Women's Resource Centre	\$500
Rural Aid Ltd	Drought Relief fundraiser	\$10,000
Bush2Beach	Drought Relief Rugby Gala Day	\$500
Royal Flying Doctor Services	Team CX fundraising event	\$1,500
Harbord Bowling Club	Archie fundraiser donation	\$1,000
CanToo	Tony Bevan fundraising page	\$330
Cancer Council NSW	Biggest Morning Tea 23/5/2019	\$520
	TOTAL	\$14,350

SCHOLARSHIP GRANTS		
NAME OF RECIPIENT	DESCRIPTION	AMOUNT
Anna Ritchie - St Luke's Grammar School	2016 FCB Tertiary Scholarship + Ken Ward Memorial Scholarship	\$2,500
Olivia Flower - NBSC Mackellar Girls Campus	2017 FCB Tertiary Scholarship + Ken Ward Memorial Scholarship	\$5,000
Angus Duke Gilbert - St Augustine's College	2017 FCB Tertiary Scholarship + All Rounder	\$5,000
Monty Taylor - NBSC Balgowlah Boys Campus	2017 FCB Tertiary Scholarship	\$500
Katelyn Castle - NBSC Mackellar Girls Campus	2018 FCB Tertiary Scholarship + Ken Ward Memorial Scholarship	\$5,000
Kalliste Hardy - NBSC Freshwater Senior Campus	2018 FCB Tertiary Scholarship + All Rounder	\$2,500
Alison Godbier - Stella Maris College	2018 FCB Tertiary Scholarship	\$500
Marin Turanec - NBSC Balgowlah Boys Campus	2018 FCB Tertiary Scholarship	\$500
Luke Perrignon - ST Augustine's College	2018 FCB Tertiary Scholarship	\$1,000
Mackenzie Anderson - St Lukes Grammar School	2018 FCB Tertiary Scholarship	\$500
Maya Yaffe - NBSC Manly Selective Campus	2018 FCB Tertiary Scholarship	\$500
Joshua Smith - NBSC Balgowlah Boys Campus	2019 FCB Tertiary Scholarship + All Rounder	\$2,500
Joaquin Raymond Aitken - St Augustine's College	2019 FCB Tertiary Scholarship + All Rounder	\$2,500
Thomas Langsford - St Lukes Grammar School	2019 FCB Tertiary Scholarship	\$500
Kena Mallender - NBSC Manly Selective Campus	2019 FCB Tertiary Scholarship	\$500
Zali Stamopoulos - NBSC Freshwater Senior Campus	2019 FCB Tertiary Scholarship	\$500

Joumana Quinn - Stella Maris College	2019 FCB Tertiary Scholarship	\$500
Jessica Reid - NBSC Cromer Campus	2019 FCB Tertiary Scholarship	\$500
	TOTAL	\$33,500
* Balgowlah Boys; Cromer; Freshwater Senior; Mackellar Girls and Manly Selective Campuses are all part of the Northern Beaches Secondary College.		

SPONSORSHIP		
NAME OF RECIPIENT	DESCRIPTION	AMOUNT
Glen Street Theatre	Season 2019 program	\$5,000
Police Citizens Youth Club	2018 YOB project Cromer Campus disability student sport lunch visit	\$255
Northern Sydney Gridiron Club Inc	2018 season sponsorship	\$500
Manly Croquet Club	2018-19 sponsorship	\$1,000
Northside Enterprise Incorporated	2018/19 sponsorship - Bushlink Carrington Pde project	\$3,408
Harbord Kindergarten Inc Fundraising	2018 sponsorship - Vegas Nights fundraiser	\$1,000
Lorcan Brondum	Northern Beaches Council Art Prize Youth cat 10 to 14 years honourable mention	\$400
The Rotary Club of Balgowlah Inc	2018/19 sponsorship	\$1,000
Barrenjoey Peninsula Week of Golf	2018/19 Silver sponsorship	\$500
Curl Curl North Public School P & C Association	2018 sponsorship Colour Run	\$3,000
MS Ltd / Freshie Tri club	2018 Sydney to the Gong ride	\$250
Micah Konstantina Lihachov	Northern Beaches Council -2018 Art Prize Youth Exhibition winner	\$1,500
Georgia Marshall	MW Sapphires Premier League Player Player of the year 2018	\$1,000
Jacoba Clough	MW Sapphires PL U/20's Players Player of 2018	\$1,000
Freshwater Longboard Club Inc	2018/19 sponsorship	\$1,000
Warringah Cricket Club Inc	3rd season commitment pmt	\$2,500
Harbord Swimming Club Inc.	2018/19 season sponsorship	\$750
South Curl Curl SLSC Inc	Sponsorship - South Curl Curl SLSC Centenary Surf carnival	\$3,000
Foundation for National Parks & Wildlife	Penguin protection posters	\$1,000
Harbord Public School P & C Association	Sponsorship to purchase of 2 new band instruments	\$6,000
Harbord Public School OOSH Centre	2018/19 sponsorship	\$3,000
Manly & Mosman Parkinson's Support Group	2018/19 Sponsorship funding to assist with end of year Christmas party event expense.	\$350
Manly Seaside Baseball Club Inc	2018 / 19 Sponsorship to assist with purchase of pitching machine & nets	\$1,000
Jessica Louise Gudmunson	MWNA/FCB Junior Umpire of the Year 2018	\$200
Oliver Hire	2018 sponsorship FW Com Carols stage hire	\$1,508
Friends of Freshwater Inc.	2018/19 sponsorship	\$1,136
Virtual Church Assist Pty Ltd	2018 sponsorship FW Com Carols - printing	\$1,171
Curl Curl Amateur Swimming Club Inc	2018/19 sponsorship	\$181
Evangelina Mary West	MWNA FCB Junior Club Person of Year 2018	\$200
Nicholas Joachim Van Rhijn	NBC Art Prize 23/08/2018 Youth Exhibition Senior Honourable Mention	\$400
Sixteen:nine Pty Ltd	2018 sponsorship FW Com Carols production services	\$3,182
Manly Warringah Baseball Umpires Inc	2018/19 season sponsorship	\$862

Club Weldon Inc.	2018/19 sponsorship towards coaches and player boxes	\$7,000
Harbord Women's Bowling Club	2018/19 sponsorship Annual Carnival - prize money	\$700
Freshwater Boardriders Inc.	2018/19 sponsorship	\$500
Collaroy Plateau Netball Club	MWNA FCB Club of the Year 2018	\$500
Manly Warringah Netball Association Inc	2018/19 sponsorship	\$10,806
Manly United Football Club Ltd	2018/19 season sponsorship	\$25,000
Freshwater Surf Life Saving Club	2018/19 sponsorship	\$15,000
Manly Allambie United FC Inc	2018/19 sponsorship	\$1,455
Harbord Frigid Frogs Winter Swimming Club Inc	2018/19 sponsorship	\$1,500
North Curl Curl SLSC	2018/19 season sponsorship	\$5,500
Manly Warringah AFL Club Inc - Wolves	2019 season sponsorship	\$10,000
Manly Warringah Avicultural Society Inc	2019 sponsorship of Annual bird show	\$300
Lauren Jane Pearce	MWNA Anne Sargeant Senior Rep Player of the Year 2018	\$200
Harbord United Junior Rugby League F.C Inc	2019 season sponsorship	\$2,000
Curl Curl Youth Club	2018/19 Sponsorship	\$3,000
Manly Bombers JAFC	2019 season sponsorship	\$2,000
Sherrie-Ann Susan G Greaves	MWNA FCB Senior Club person of the year 2018	\$200
North Curl Curl Kinghts JRLFC	2018/19 Sponsorship	\$2,000
Manly Warringah Sapphires Prem League Netball Inc	2019 season sponsorship	\$5,000
The Rotary Club of Manly	Manly Fund Run & Walk	\$5,000
Manly Warringah District Jnr RFL	2018/19 Sponsorship	\$4,500
	TOTAL	\$149,413

If you are involved with a community organisation or sporting club, Freshwater Community Bank Branch of Bendigo Bank would welcome your banking.



2018 Freshie Tri Club



2019 FCB Tertiary Scholarship presentation



2019 Manly United Golf day team



2019 Manly Warringah SEA Eagles Membership Partner



Freshwater Community Bank Branch

20 Albert Street Freshwater NSW 2096

PH 02 9939 6744 | Fax 02 9939 6844



Harbord Financial Services Limited

Franchisee: Harbord Financial Services Limited
Registered office & principal administrative office

The registered office of the company is located at:
20 Albert Street Freshwater NSW 2096 02 9939 6744

The principal administrative office of the company is located at:
20 Albert Street Freshwater NSW 2096 02 9939 6844

Security Register

The security register (share register) is kept at:
AFS & Associates 61 – 65 Bull Street Bendigo VIC 3550 03 5443 0344
Postal Address: PO BOX 454 Bendigo VIC 3552