



**\$172.3m**  
FUNDS UNDER  
MANAGEMENT



**218%**  
LENDING PIPELINE INCREASE



**\$1.49m**  
RETURNED TO OUR COMMUNITY  
AND SHAREHOLDERS



**\$663k**  
TOTAL EQUITY



LOW VOLUME MARKET  
SHAREHOLDER COMMUNICATION

**2020**  
**annual**  
**report**

Milton & Districts and Sussex Inlet  
**Community Bank**  
ABN 61 105 527 697

Woodstock Financial Services Ltd  
**BOARD of DIRECTORS**

*Helping our locals build better lives*



**Stuart Emslie**  
Company Secretary  
*People & Culture Committee*



**Justine Cox**  
Director  
Board Chair



**Wayne Dedden**  
Director  
*Asset Risk & Compliance Committee*



**Alison Murray**  
Director  
Treasurer  
*Asset Risk & Compliance Committee*



**Donna Payne**  
Director  
*Community Engagement Committee*



**Gaven Dorrell**  
Director  
Low Volume Marketing  
*Community Engagement Committee*



**Ross Earby**  
Director  
*Business Development  
& Marketing Committee*



**Suzanne Jones**  
Director  
*Asset Risk & Compliance Committee*



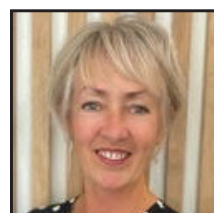
**Mike Devlin**  
Director  
*Asset Risk & Compliance Committee*



**Katie Macartney**  
Director  
*People & Culture Committee*



**Libby Beasley**  
Board  
Executive Support Officer



**Lee Manning**  
Director  
*Business Development  
& Marketing Committee*

# Notice of Annual General Meeting

## Woodstock Financial Services Limited

A.B.N. 61 105 527 697

**To be held at 6.00 PM on Wednesday 4th November 2020**

Virtual Meeting – Google Meet

### Ordinary Business

#### 1. Receipt of Annual Report

To receive the Company's Financial Report, the Director's Report and the Auditor's Report for the year ended 30 June 2020.

#### 2. Election of Director/s

To consider, and if thought fit, to pass each of the following resolutions as an ordinary resolution.

Re-election of Director appointed since last Annual General Meeting

- (a) That **KATIE MACARTNEY** be elected as a Director of the Company.
- (b) That **MICHAEL DEVLIN** be elected as a Director of the Company.
- (c) That **LEE MANNING** be elected as a Director of the Company.

#### Re-election of Director/s retiring by rotation

Under the terms of the Company's Constitution 2 Directors are required to retire by rotation.

- (d) That **JUSTINE COX** be elected as a Director of the Company.
- (e) That **GAVEN DORRELL** be elected as a Director of the Company.

#### Election of new Director/s

n/a

#### 3. Appointment of Auditor

To consider, and if thought fit, pass the following resolution as an ordinary resolution.

That the appointment of **BSP Advisory Group Pty Ltd** as Auditor of the company be approved.

#### Attending the meeting

All shareholders may attend the Annual General Meeting.

**Joint holders:** In the case of joint shareholders, all holders may attend the Meeting. If only one holder attends (including by proxy), that shareholder may vote at the Meeting as if that holder were solely entitled to the shares.

If more than one joint holder is present (including by proxy), the joint holder whose name appears first in the register may vote.

**Proxy:** If you are unable to attend the Meeting, you are entitled to appoint a proxy to attend and vote. See the attached Proxy Form for information on appointing a proxy.

**Corporate shareholder:** A corporate shareholder may appoint one or more persons to act as its representative under section 250D of the Corporations Act, but only one representative may exercise the corporate shareholder's powers at any one time. The company requires written evidence of a representative's appointment to be given to the company before the meeting.

# Notice of Annual General Meeting

## Voting rights

Each shareholder is entitled to one vote.

For the purposes of voting at the Meeting, shares will be taken to be held by the persons who are registered as shareholders as at 5.00 PM on 28th October 2020.

## By order of the Board

Stuart Emslie  
Company Secretary  
27th September 2020

## Explanatory Notes

This information has been included to assist you in making an informed decision about the resolutions proposed at the meeting.

## Agenda item 2. Election of Directors

The following information is provided about candidates for election to the Board.

Re-election of Director appointed since last Annual General Meeting

- (a) **KATIE MACARTNEY** having been appointed by the Board since the last Annual General Meeting, retires in accordance with the Constitution of the Company, and being eligible, offers themselves for election.
- (b) **MICHAEL DEVLIN** having been appointed by the Board since the last Annual General Meeting, retires in accordance with the Constitution of the Company, and being eligible, offers themselves for election.
- (c) **LEE MANNING** having been appointed by the Board since the last Annual General Meeting, retires in accordance with the Constitution of the Company, and being eligible, offers themselves for election.

## Re-election of Director retiring by rotation

Under the terms of the Company's Constitution 2 Directors are required to retire by rotation

- (d) **JUSTINE COX** offers themselves for re-election as a Director of the Company
- (e) **GAVEN DORRELL** offers themselves for re-election as a Director of the Company

## Election of New Director

No person had offered themselves for election.

## Agenda item 3. Appointment of Auditor

Item 3 is an ordinary resolution to seek your approval for the appointment of **BSP Advisory Group Pty Ltd** as the company's Auditor.

The Board has previously received **BSP Advisory Group Pty Ltd** consent to act and written notice of Hales Douglass Pty Ltd nomination as Auditor from a shareholder.

The appointment of **BSP Advisory Group Pty Ltd** requires approval of shareholders under the Corporations Act.

# Questions from shareholders

Shareholders are invited to ask questions of the Board. We will endeavour to address questions of general interest to shareholders at the AGM. A summary of the responses to commonly asked questions will be posted on the Company's website.

Shareholders are also invited to ask written questions of the auditor about the content of the Auditor's Report or the conduct of the audit of the financial report to be considered at the AGM. These questions will be passed on to the auditor and a reasonable opportunity will be allowed at the AGM for the auditor or their representative to respond.

**To ask a question either:**

complete the form below and return it to 83 Princes Highway Milton; or  
the registered office c/o Hales Douglass Accountants, 41 Deering Street Ulladulla 2539; or  
email your question/s to the Company Secretary at [secretary@woodstockfinancialservices.com.au](mailto:secretary@woodstockfinancialservices.com.au)  
by 5pm on 28th October 2020

Question 1 is for  Chairman or  Auditor

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Question 2 is for  Chairman or  Auditor

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Name: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

# Proxy form

**Woodstock Financial Services Limited**  
 ABN: 61 105 527 697

All correspondence to:  
**Woodstock Financial Services Limited**  
 83 Princes Highway  
 Milton NSW 2538  
 Enquiries 02 4454 2659  
 Fax 02 4454 2651  
 Email secretary@woodstockfinancialservices.com.au  
 Registered office 41 Deering Street Ulladulla NSW 25299

Name of Shareholder :.....  
 Address.....  
 Address.....  
 .....NSW

Please mark this box with an 'X' if you have made any changes to your address details (see reverse)

## Appointment of proxy

I/We being a shareholder/s of Woodstock Financial Services Limited ('the company') and entitled to attend and vote at the 2020 Annual General Meeting (AGM) to be held at as a Virtual Meeting via Google Meet on Wednesday 4th November 2020 at 6.00pm

appoint:

The Chair of the meeting (please mark this box with an 'X')

OR

(Please write the name or position/office of the person or the name of the body corporate that you are appointing as proxy)

or failing the individual or body corporate named, or if no individual or body corporate is named, the Chair of the meeting, as my/our proxy to act generally at the meeting on my/our behalf, including to vote in accordance with the following directions or, if the proxy is left open and to the extent permitted by law, to vote as the proxy chooses at the AGM and, if the meeting is adjourned, when the meeting has been reconvened for business.

**Chair to vote open proxies in favour:** I/We acknowledge that the Chair of the meeting intends to vote all available open proxies in favour of all items of business.

If you wish to direct your proxy how to vote, please mark your direction in the next section of this form.

## VOTING DIRECTIONS TO YOUR PROXY (Please mark with 'X' to indicate your directions)

Ordinary Business	Accept	Decline	Abstain*
Item 1. Receipt of Financial Report, Director's Report and Auditor's Report			
Item 2. Receipt of Remuneration Report	Nil	Nil	Nil
Item 3. Re-election of <b>Justine Cox</b> as a Director			
Item 4. Re-election of <b>Gaven Dorrell</b> as a Director			

When completing this proxy form, please note that:

- you should indicate an 'X' in only one box for each for each item of business;
- if the Chair of the meeting is your proxy and you do not mark any of the boxes opposite Item 2, you are directing the Chair to vote in favour of the resolution on item 2 (Remuneration Report). Otherwise, if your proxy is left open for an item of business, your proxy is able to vote as they choose or to abstain from voting on that item, subject to any voting restrictions that may apply to your proxy (further details are provided on the next page). As noted above, the Chair intends to vote all available proxies in favour of each resolution;
- if you mark the "abstain" box for an item of business, you are directing your proxy not to vote on that item, and
- abstentions will not be counted in calculating the required majority on a poll.

## SIGNING OF PROXY FORM

This section MUST be signed in accordance with the instructions overleaf to enable your directions to be implemented.

Individual or Shareholder 1	Shareholder 2	Shareholder 3
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Sole Director and  
 Sole Company Secretary

Director

Director / Company Secretary

# Proxy form

## HOW TO COMPLETE YOUR PROXY FORM

### 1. Appointment of Proxy – General Information

A shareholder entitled to attend and vote at the meeting may appoint a proxy to attend and vote on their behalf.

#### Shareholders should note that:

- all shareholders have the right to appoint a proxy
- a proxy does not have to be a shareholder of Woodstock Financial Services Limited
- a proxy may be an individual or a body corporate, and
- if you hold two or more shares, you may appoint up to two proxies and may specify the proportion or number of votes that each proxy is appointed to exercise.

If you wish to appoint the Chair of the meeting as your proxy, please mark the box with an 'X' to show this appointment. If you wish to appoint another individual as your proxy, please write the name of that person or the person's position or office.

If you wish to appoint a body corporate as your proxy, please write the body corporate's name.

If the appointed proxy (other than the Chair of the meeting) is not in attendance at the meeting, the Chair of the meeting will act as your proxy.

If you have not nominated a proxy, the Chair of the meeting will act as your proxy.

### 2. Your name and address

This is your name and address as it appears on the company's share register. If this information is incorrect, please mark the box and make the correction on the form. Please note, you cannot change ownership of your shares using this form.

### 3. Appointment of a proxy

A shareholder entitled to attend and vote at the meeting may appoint one proxy. A proxy need not be a shareholder of the company. A proxy may be an individual or a body corporate.

### 4. Identity of proxy

If you wish to appoint the Chairman of the Meeting as your proxy, mark the box. If the person you wish to appoint as your proxy is someone other than the Chairman of the Meeting please write the name of that person.

If you leave this section blank, the Chairman of the Meeting will act as your proxy.

### 5. Voting instructions

You are encouraged to direct your proxy how to vote by placing a mark in one of the boxes opposite each item of business. If you do not mark any of the boxes on a given item, your proxy may vote as he or she chooses.

If you mark more than one box on an item your vote on that item will be invalid.

### 6. Signing of proxy form

A proxy appointment is only valid if the proxy form has been signed by the shareholder(s) making the appointment(s). The following rules apply in relation to the signing of proxy forms for joint holdings, proxy forms signed under power of attorney, and proxy forms signed by corporate shareholders:

#### Individual

If the holding is in one name, the individual shareholder must sign.

#### Joint holding

If you hold your shares jointly, all shareholders should sign the proxy form. A proxy form signed by the shareholder whose name appears first in the register, but not by the other joint holder(s), will also be accepted as valid.

#### Power of Attorney

If a proxy form is signed under a power of attorney, you must lodge the original or certified copy of the power of attorney with your proxy form, unless you have previously lodged one of these documents with the company.

#### Corporate shareholders

Proxy forms for corporate shareholders should be signed in accordance with your company's constitution or the Corporations Act. If a representative of the company is to attend the meeting, the appropriate 'Certificate of Appointment of Corporate Representative' must be produced before admission to the meeting.

Lodgement of your proxy form (related documents)

A proxy appointment for the 2020 Annual General Meeting to be held at 6.00 PM as a **Virtual Meeting via Google Meet, on 4th November 2020.**

This proxy form (and any Power of Attorney under which it is signed) must be received by the company not later than 5.00 PM on **28th October 2020** before the meeting. Any Proxy Form received after that time will not be valid for the scheduled meeting.

Documents may be lodged in any of the following ways:

**Post or hand delivery to the company's branch office at 83 Princes Highway Milton NSW 2538**

Or the registered office c/o Hales Douglass Accountants, 41 Deering Street Ulladulla 2539

**Facsimile** - To fax number 02 4454 2651

**Electronic lodgement** - Email to [secretary@woodstockfinancialservices.com.au](mailto:secretary@woodstockfinancialservices.com.au)



# Manager's Report - Milton & Districts and Sussex Inlet Branches

It is a privilege to deliver the Managers' Report for the financial year 2019/20. Firstly, I would like to recognise and thank our dedicated team of banking professionals and community advocates:

Branch Operations Manager- Caroline Boland; Customer Relationship Officer- Caitlin Ferguson; Customer Service Officers: Dimity McDonnell, Laura Nealon, Maureen Howe, Renee Pousini, Kaitlyn Regent, and Natalie Ryan. We thank those staff that said farewell and moved on throughout the year. I would also like to make a special mention to Maureen Howe on being a State Award winner for excellent customer service and going above and beyond in her role during our recent bushfire crisis. Congratulations Maureen well done.

Further-more I would like to congratulate Maureen, Caroline and Dimity for achieving their 10 years at Bendigo Bank this year. A fantastic achievement and great demonstration of commitment to community banking.

Unfortunately I have to begin by saying that this year has been one of the most testing in recent memory and this report provides some backdrop to the headwinds all business' have faced over the past 12 months with no exception to the Milton & Districts and Sussex Inlet **Community Bank** Branches.

The local economy has suffered through one of the worse bushfires in recent history, a global pandemic not seen for over 100 years and more recently flooding to a number of our communities. This has had significant impacts on our business community which has a natural flow on to our community as a whole. However, the resilience shown by our local business' is nothing short of remarkable and I congratulate all that have survived such a difficult year.

## Notable figures:

	Target	Actual	% to Target
<b>Lending-</b>	<b>\$25m</b>	<b>\$14.4m</b>	<b>57.6%</b>
<b>Loan Growth</b>	<b>\$22.5</b>	<b>-\$2.6</b>	<b>-11.5%</b>
<b>Deposits</b>	<b>\$4.8</b>	<b>\$15.1</b>	<b>314%</b>
<b>Products per customer</b>	<b>3</b>	<b>1.938</b>	<b>64.6%</b>

Amortisation had a particular impact in the last FY, our loan settlement increased by 31.8% on the previous year for a total amount of \$3.49m but our growth figure only improved by \$411K. If we had seen similar amortisation conditions we would have demonstrated a lending growth of \$890K.

As more and more customers decide to utilise our digital services which has been fast tracked due to covid we've moved on a new service delivery model that will see us more agile into the future. There is a real focus on becoming outward facing, seeking to engage with our customers and the community outside of our branches. We want to focus on delivering better service via in-depth conversations to help our customers understand how we can meet their known and unknown needs. We want to be convenient and flexible to our customers changing needs. The goal has been to develop a team that has the skills to build new relationships and deliver our unique service proposition - community banking.

Finally, if you are a shareholder who does not have a relationship with our bank please get in touch with myself or one of our dedicated staff to discuss how we can better meet your banking needs. Do not hesitate to recommend our products, services, staff and branches to your family, friends and the community.

**CHRIS SMITH**  
Senior Branch Manager



# Retiring Chair's Report

Thank you for once again supporting Woodstock Financial Services Ltd through another year - enabling all of us to 'Help our Locals Build Better Lives'. This year will be my last opportunity to communicate with you through our Annual Company Report. As part of our planned Board succession I have recently stepped back from the role of Chair, and the Board recently nominated our Director Justine COX to the Chair position. I trust you will join me in congratulating her and wishing her well in the job ahead. Justine has both the skills and energy to lead the Company for the next three years. I will provide a brief update of the yearly results and Justine's first report will follow.

In the past year your Company still continued to deliver positive outcomes in a pretty challenging Banking, bushfire and COVID-19 environment. There is no doubt that it was tough on our Community, our Staff and our Balance Sheet, and we are experiencing very different customer behavior due to all those factors. Your Board is proud to report though that our Branch Staff have performed in a very dedicated and committed way in the face of the emergencies and pandemic. They continued to assist us grow our business to a greater level in both Milton and Districts and Sussex Inlet. Several of the Team achieved 10-year milestones of service and once again several were recognised on the State and National level for fantastic customer service. Chris SMITH continued to lead our team towards another solid year.

- Our Funds Under Management overall now sits at around \$172.3m representing a growth of some \$7mil through the period.
- Loan Approvals are in an upward trend of around 53%;
- Loan Settlements show upward trend of 32%,
- Pipeline for future lending currently shows a 218% increase in activity, and
- Cash Deposits also show an upward trend of 15.7%

These figures are all very positive and reflective of hard work by the Branch Teams. It is additionally pleasing to see that things like 'new customers' who have requested to open Accounts with us has also risen – yet we see Branch Transactions falling. So, it is clear our customers are using us differently and on-line banking is playing an increasing trend in that.

Last year I outlined that the Board was working to 'future-proof' our Community Bank business for a smoother ride on its road ahead continues to deliver advantages. Well that is now showing signs of consolidation and the Board continues to achieve that by playing a leading role in our regional Group of Branches with 'Project Thrive'. Governance for your Company is now very robust with great skills that our volunteer Board bring in a hands-on approach to your business.

Remember keep telling anyone who cares to listen the 'Community Bank Story' is a strong and purposeful one - one that is worth telling, and retelling because defines who we are, and what we do. This year your Company returned another modest profit after tax whilst still providing existing funds to continue to socially invest in our local organisations and residents. I am pleased to report that on a recent analysis, since the inception of the Company, we see that Woodstock Financial Services has been instrumental in now returning to Community and its Shareholders \$1,497,257-00.

Thank you all once again for all supporting us at Woodstock Financial Services and we look forward to another productive period in the year ahead.

**WAYNE DEDDEN**

**Retiring Chair**

Director

Woodstock Financial Services Ltd

# Chair's Report

As incoming Chair, I am grateful for the opportunity to continue the fantastic work of the Chairs and Boards that came before me. Having served as a Director for nearly three years I have watched the business grow and evolve and am excited to continue to meet the demands of our market so that we can support our community and grow a sustainable local business.

I would like to take this opportunity to thank our Community first and foremost, which includes our Shareholders we appreciate your continued support. You are the reason we exist and we aim to continue to collectively grow and evolve. To our Team and Directors the passion and commitment demonstrated, in what has been a challenging year full of ups and downs, has been phenomenal and I am grateful to be working alongside each of you. To our partner Bendigo Adelaide Bank, who are investing in continuing to develop the brand and the business, thank you we look forward to working with you into the future.

Our results are strong despite an unprecedented amount of change particularly in 2020. This financial year, we are proud that we were able to give \$147,209 back to our community. Our team has been truly tested and risen to the challenge. Maureen Howe, one of our long serving staff members was recognised as the winner of the National People's Award, our staff recognition program, for Quarter 4 (April, May, June 2020). Maureen had the foresight to draw on our relationships with our customers to really make a difference when she connected a local Lake Conjola customer who had lost their home in the bush fires with someone who had a caravan to sell and a local group who assisted in paying for the van and 1 month's rent. This is a fantastic example of our staff 'helping our locals build better lives'. As a Board we are proud of the resilience and initiative our staff have demonstrated.

Under Wayne's guidance we have worked hard to position ourselves well for the future. My aim is to continue this great work. As part of our strategic planning process we have recently completed a Board capability assessment and developed organisational health indicators. Using a balanced scorecard covering risk and finances, customers, people and our community, these indicators will be monitored and reported on by our four Board committees: People and Culture, Risk, Assets, Risk and Compliance, Community Engagement and Business Development and Marketing. This allows the Board to best utilise our expertise and focus on shaping and guiding the future of Woodstock Financial Services through innovative strategy and sound governance.

There have been significant changes to the banking sector and this year our local area has experienced consequential impacts from fires and the current pandemic, all of which have presented new challenges for Woodstock Financial Services. As is often the case, adversity breeds opportunity and we are looking to move Woodstock Financial Services into its next phase, ensuring we have a sustainable business that is fit for purpose and agile. The Board successfully lobbied BEN to trial a new approach to service delivery, a first for the Community Bank network which has resulted in the deliberate creation of two specialist teams (Community Lending Specialists and Customer Support Specialists), who together will drive the future of our business and communities. This strategy will support our purpose and vision. It is a workforce designed for the future and is an opportunity for us to take a lead within the Bendigo network on shaping the future of our business and community banking.

We are also launching our new Junior Director and Associate Member programs and Alumni, initiatives designed to create opportunities for our local community to connect with Woodstock Financial Services and be part of our story. With representation from Sussex Inlet and the Milton Ulladulla areas we aim to engage our youth, provide opportunities for people to more actively support our company and recognise our past Directors.

In the final quarter of 2019/20 we said goodbye to two of our directors, Matt Dell and Gillian Drury. Matt has served our community well, having spent 14 years as a Woodstock Director. I want to take this opportunity to thank Matt for his passion, commitment and sage guidance. In particular Matt's tireless dedication, influence and networks are an asset to our Board. Gillian served as a director for 4 years, bringing a passion for our youth and we are honored to be able to continue to benefit from that passion as Gillian supports our Junior Director initiative. Both Matt and Gillian will join our Alumni, ensuring we capitalise on their corporate knowledge and community connections. There is no doubt that Woodstock Financial Services is better off because of the dedication of both Matt and Gillian and we sincerely thank them.

This changing of the guards has allowed us to welcome three new directors, Katie McCartney, Lee Manning and Mike Devlin. I am excited to work with our highly capable and professional Board as we guide Woodstock Financial Services into the future and 'help our locals build better lives'.

**JUSTINE COX**

**Chair**

Director

Woodstock Financial Services Ltd

# **Woodstock Financial Services Limited**

ABN 61 105 527 697

## **Financial Statements**

For the Year Ended 30 June 2020

# Woodstock Financial Services Limited

ABN 61 105 527 697

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For the Year Ended 30 June 2020

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## **Directors' Report**

**30 June 2020**

The directors present their report for the financial year ended 30 June 2020.

**(a) General information**

**Information on directors**

The names, qualifications, experience and special responsibilities of each person who has been a director during the year and to the date of this report are:

Wayne Dedden

Experience Business Proprietor

Matt Dell

Experience Resigned 9th July 2020  
Business Proprietor

Stuart Emslie

Experience Operations Manager/Director of Nursing & Midwifery Services  
Milton Ulladulla Hospital

Special responsibilities Secretary from 10th January 2018

Gillian Drury

Experience Resigned 22nd July 2020  
Business Proprietor

Gaven Dorrell

Experience Business Proprietor

Justine Cox

Experience Leadership Development Coach | Business Strategist

Special responsibilities Chairperson

Peter Arndell

Qualifications Resigned 26th November 2019  
Paramedic

Ross Earby

Experience Business Proprietor & Company Director

Suzanne Jones

Experience Non Executive Director & Industry Advisor

Alison Murray

Experience Business Proprietor

Donna Payne

Experience Business Development Manager Region NSW/Regions, Industry,  
Agriculture and Resources

Katie Macartney

Experience Appointed 9th July 2020  
General Practitioner

## **Directors' Report**

**30 June 2020**

### **Information on directors**

Michael Devlin Experience	Appointed 18th August 2020 Business Proprietor, Property & Business Specialist
Lee Manning Experience	Appointed 18th August 2020 Real Estate Agent

Directors have been in office since the start of the financial year to the date of this report unless otherwise stated.

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

### **Principal activities**

The principal activities of the Company during the financial year were in providing community banking services under management rights to operate a franchised branch of Bendigo and Adelaide Bank Limited.

No significant change in the nature of these activities occurred during the year.

### **(b) Operating Results**

The profit/(loss) of the Company amounted to \$12,096 (2019: \$89,289).

### **(c) Other items**

#### **Significant changes in state of affairs**

There have been no significant changes in the state of affairs of the Company during the year.

#### **Matters or circumstances arising after the end of the year**

No matters or circumstances have arisen since the end of the financial year which significantly affected or could significantly affect the operations of the Company, the results of those operations or the state of affairs of the Company in future financial years.

#### **Corporate Governance**

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

- 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.

## Directors' Report

30 June 2020

### Meetings of directors

During the financial year, 10 meetings of directors were held. Attendances by each director during the year were as follows:

	Directors' Meetings	
	Number eligible to attend	Number attended
Wayne Dedden	10	10
Matt Dell	10	7
Stuart Emslie	10	8
Gillian Drury	10	5
Gaven Dorrell	10	10
Justine Cox	10	9
Peter Arndell	5	-
Ross Earby	10	9
Suzanne Jones	10	8
Alison Murray	10	8
Donna Payne	10	9
Katie Macartney	-	-
Michael Devlin	-	-
Lee Manning	-	-

### Indemnification and insurance of officers and auditors

The company has indemnified all Directors and the Managers in respect of liabilities to other persons (other than the company or related body corporate) that may arise from their position as Directors or Managers 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.

No indemnities have been given or insurance premiums paid, during or since the end of the financial year, for any person who is or has been auditor of Woodstock Financial Services Limited.

### 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. This statement excludes a benefit included in the aggregate amount of emoluments received or due and receivable by Directors shown in the company's accounts, or the fixed salary of a full-time employee of the company, controlled entity or related body corporate.

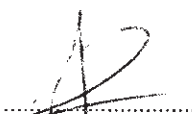
### Auditor's independence declaration

The auditor's independence declaration in accordance with section 307C of the *Corporations Act 2001*, for the year ended 30 June 2020 has been received and can be found on page 4 of the financial report.

Signed in accordance with a resolution of the Board of Directors:

Director: 

Name: Michael Devlin

Director: 

Name: Justine Cox



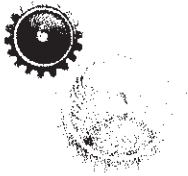
**Woodstock Financial Services Limited**

ABN 61 105 527 697

**Directors' Report**

**30 June 2020**

Dated this 15 day of September 2020



# BSP

Chartered Accountants Business Advisory

BSP Advisory Group Pty Ltd  
Established 1967



**Mark D Burcher**  
F.C.A. B.Com. JP  
Director

**John C Nevin**  
CA, B.Bus. (Acc/Mkt),  
Grad Dip (CAA),  
Dip. FP, JP  
Director

**Carl Roklitzer**  
B.Com (Acc),  
Dip FP  
Director

**Woodstock Financial Services Limited**  
ABN 61 105 527 697

## **Auditors Independence Declaration under Section 307C of the Corporations Act 2001 to the Directors of Woodstock Financial Services Limited and Controlled Entities**

I declare that, to the best of my knowledge and belief, during the year ended 30 June 2020, there have been:

- (i) no contraventions of the auditor independence requirements as set out in 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.

BSP ADVISORY GROUP

MARK D BURCHER

Partner

14 September 2020

Ulladulla NSW 2539

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**Woodstock Financial Services Limited**

ABN 61 105 527 697

**Statement of Profit or Loss and Other Comprehensive Income**

For the Year Ended 30 June 2020

		2020	2019
	Note	\$	\$
Revenue	4	1,213,602	1,276,838
Employee benefits expense	5	(730,633)	(688,991)
Depreciation and amortisation expense	5	(123,774)	(63,399)
Charitable donations and sponsorship		(33,655)	(39,041)
Administration & other expenses		(313,635)	(360,901)
Finance costs	5	(13,375)	(953)
<b>Profit before income tax</b>		(1,470)	123,553
Income tax expense	6	13,566	(34,264)
<b>Profit for the year</b>		<u>12,096</u>	<u>89,289</u>
<b>Other comprehensive income for the year, net of tax</b>		-	-
<b>Total comprehensive income for the year</b>		<u>12,096</u>	<u>89,289</u>
<b>Earnings per share</b>			
From continuing operations:			
Basic earnings per share (cents)		1.61	11.91
Diluted earnings per share (cents)		1.61	11.91

The accompanying notes form part of these financial statements.

**Woodstock Financial Services Limited**

ABN 61 105 527 697

**Statement of Financial Position****30 June 2020**

	Note	2020 \$	2019 \$
<b>ASSETS</b>			
<b>CURRENT ASSETS</b>			
Cash and cash equivalents	7	405,097	515,097
Trade and other receivables	8	98,908	109,955
Other financial assets		3,461	-
Other assets		13,406	4,658
<b>TOTAL CURRENT ASSETS</b>		<b>520,872</b>	<b>629,710</b>
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment	9	485,900	116,113
Deferred tax assets		69,542	55,980
Intangible assets	10	5,690	11,108
<b>TOTAL NON-CURRENT ASSETS</b>		<b>561,132</b>	<b>183,201</b>
<b>TOTAL ASSETS</b>		<b>1,082,004</b>	<b>812,911</b>
<b>LIABILITIES</b>			
<b>CURRENT LIABILITIES</b>			
Trade and other payables	11	23,307	44,751
Interest bearing liabilities	12	87,968	7,470
Other provisions		8,139	6,102
Employee benefits	13	24,714	18,874
<b>TOTAL CURRENT LIABILITIES</b>		<b>144,128</b>	<b>77,197</b>
<b>NON-CURRENT LIABILITIES</b>			
Interest bearing liabilities	12	234,850	6,676
Employee benefits	13	39,718	30,072
<b>TOTAL NON-CURRENT LIABILITIES</b>		<b>274,568</b>	<b>36,748</b>
<b>TOTAL LIABILITIES</b>		<b>418,696</b>	<b>113,945</b>
<b>NET ASSETS</b>		<b>663,308</b>	<b>698,966</b>
<b>EQUITY</b>			
Issued capital	14	745,003	745,003
Retained earnings		(81,695)	(46,037)
<b>TOTAL EQUITY</b>		<b>663,308</b>	<b>698,966</b>

The accompanying notes form part of these financial statements.

**Woodstock Financial Services Limited**

ABN 61 105 527 697

**Statement of Changes in Equity****For the Year Ended 30 June 2020**

2020

	<b>Share Capital</b>	<b>Accumulated Losses</b>
<b>Note</b>	<b>\$</b>	<b>\$</b>
<b>Balance at 1 July 2019</b>	745,003	(46,037)
Profit after income tax expense	-	12,096
AASB 16 Leases Adjustment	-	(2,754)
Dividends paid	-	(45,000)
<b>Balance at 30 June 2020</b>	<u>745,003</u>	<u>(81,695)</u>

2019

	<b>Share Capital</b>	<b>Accumulated Losses</b>
<b>Note</b>	<b>\$</b>	<b>\$</b>
<b>Balance at 1 July 2018</b>	745,003	(90,327)
Profit after income tax expense	-	89,290
Dividends paid	-	(45,000)
<b>Balance at 30 June 2019</b>	<u>745,003</u>	<u>(46,037)</u>

The accompanying notes form part of these financial statements.

**Statement of Cash Flows**  
**For the Year Ended 30 June 2020**

	2020	2019
Note	\$	\$
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Cash receipts in the course of operations	1,321,331	1,407,857
Cash payments in the course of operations	(1,124,719)	(1,260,940)
Interest received	6,562	8,391
Interest paid	(774)	(953)
GST remitted to ATO	(67,665)	(86,263)
Net cash provided by operating activities	<u>134,735</u>	<u>68,092</u>
21		
Purchase of plant and equipment	(152,021)	(66,632)
Net cash used by investing activities	<u>(152,021)</u>	<u>(66,632)</u>
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>		
Proceeds from borrowings	31,950	-
Repayment of borrowings	(79,664)	(12,169)
Dividends paid	(45,000)	(45,000)
Net cash used by financing activities	<u>(92,714)</u>	<u>(57,169)</u>
Net increase/(decrease) in cash and cash equivalents held	(110,000)	(55,709)
Cash and cash equivalents at beginning of year	<u>515,097</u>	<u>570,806</u>
Cash and cash equivalents at end of financial year	<u>405,097</u>	<u>515,097</u>
7		

## **Notes to the Financial Statements**

### **For the Year Ended 30 June 2020**

The financial report covers Woodstock Financial Services Limited ('the Company'). Woodstock Financial Services Limited is a for-profit Company limited by shares, incorporated and domiciled in Australia.

The financial report was authorised for issue by the Directors on 15 September 2020.

Comparatives are consistent with prior years, unless otherwise stated.

#### **1 Basis of Preparation**

The financial statements are general purpose financial statements that have been prepared in accordance with the Australian Accounting Standards, Australian Accounting Interpretations, other authoritative pronouncements of the Australian Accounting Standards Board and the *Corporations Act 2001*.

These financial statements and associated notes comply with International Financial Reporting Standards as issued by the International Accounting Standards Board.

The financial statements have been prepared on an accruals basis and are based on historical costs modified, where applicable, by the measurement at fair value of selected non-current assets, financial assets and financial liabilities.

Significant accounting policies adopted in the preparation of these financial statements are presented below and are consistent with prior reporting periods unless otherwise stated.

The AASB has issued new and amended Accounting Standards and Interpretations that have mandatory application dates for future reporting periods. The company has adopted all of the new and revised Standards and Interpretations issued by the Australian Accounting Standards Board (the AASB) that are relevant to their operations and effective for the current reporting period.

#### **New AASB 16 'Leases' Standard First Time Adoption**

The adoption of this new Standard has resulted in the Entity recognising a right-of-use asset and related lease liability in connection with all former operating leases except for those identified as low-value. The new Standard has been applied using the modified retrospective approach, with the cumulative effect of adopting AASB 16 being recognised in equity as an adjustment to the opening balance of retained earnings for the current period. Prior periods have not been restated. For contracts in place at the date of initial application, the Entity has elected to apply the definition of a lease from IAS 17 and IFRIC 4 and has not applied AASB 16 to arrangements that were previously not identified as lease under IAS 17 and IFRIC 4. The Entity has elected not to include initial direct costs in the measurement of the right-of-use asset for operating leases in existence at the date of initial application of AASB 16, being 1 January 2019.

At this date, the Entity has also elected to measure the right-of-use assets at an amount equal to the lease liability adjusted for any prepaid or accrued lease payments that existed at the date of transition. Instead of performing an impairment review on the right-of-use assets at the date of initial application, the Entity has relied on its historic assessment as to whether leases were onerous immediately before the date of initial application of AASB 16. On transition for leases of low-value assets the Entity has applied the optional exemptions to not recognise right-of-use assets but to account for the lease expense on a straight line basis over the remaining lease term.

The treatment noted above resulted in an adjustment to opening Retained Earnings of \$2,754. Similarly a new Right-of-use asset of \$465,744 has been included in Property, Plant & Equipment and a new Lease Liability of \$285,566 has been included in Interest Bearing Liabilities. This has been split as \$71,976 Current Liability and \$213,590 Non-Current liability.



## **Notes to the Financial Statements**

### **For the Year Ended 30 June 2020**

#### **2 Summary of Significant Accounting Policies**

##### **(a) Income Tax**

The tax expense recognised in the statement of profit or loss and other comprehensive income comprises of current income tax expense plus deferred tax expense.

Current tax is the amount of income taxes payable (recoverable) in respect of the taxable profit (loss) for the year and is measured at the amount expected to be paid to (recovered from) the taxation authorities, using the tax rates and laws that have been enacted or substantively enacted by the end of the reporting period. Current tax liabilities (assets) are measured at the amounts expected to be paid to (recovered from) the relevant taxation authority.

The tax expense recognised in the statement of profit or loss and other comprehensive income comprises of current income tax expense plus deferred tax expense.

Current tax is the amount of income taxes payable (recoverable) in respect of the taxable profit (loss) for the year and is measured at the amount expected to be paid to (recovered from) the taxation authorities, using the tax rates and laws that have been enacted or substantively enacted by the end of the reporting period. Current tax liabilities (assets) are measured at the amounts expected to be paid to (recovered from) the relevant taxation authority.

Deferred tax is provided on temporary differences which are determined by comparing the carrying amounts of tax bases of assets and liabilities to the carrying amounts in the financial statements.

Deferred tax is not provided for the following:

- The initial recognition of an asset or liability in a transaction that is not a business combination and at the time of the transaction, affects neither accounting profit nor taxable profit (tax loss).

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply to the period when the asset is realised or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period.

Deferred tax assets are recognised for all deductible temporary differences and unused tax losses to the extent that it is probable that taxable profit will be available against which the deductible temporary differences and losses can be utilised.

Current tax assets and liabilities are offset where there is a legally enforceable right to set off the recognised amounts and there is an intention either to settle on a net basis or to realise the asset and settle the liability simultaneously.

Deferred tax assets and liabilities are offset where there is a legal right to set off current tax assets against current tax liabilities and the deferred tax assets and the deferred tax liabilities relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities which intend either to settle current tax liabilities and assets on a net basis, or to realise the assets and settle the liabilities simultaneously in each future period in which significant amounts of deferred tax liabilities or assets are expected to be settled or recovered.

Current and deferred tax is recognised as income or an expense and included in profit or loss for the period except where the tax arises from a transaction which is recognised in other comprehensive income or equity, in which case the tax is recognised in other comprehensive income or equity respectively.

## **Notes to the Financial Statements**

### **For the Year Ended 30 June 2020**

#### **2 Summary of Significant Accounting Policies**

##### **(b) Revenue and other income**

Revenue is recognised when the amount of the revenue can be measured reliably, it is probable that economic benefits associated with the transaction will flow to the Company and specific criteria relating to the type of revenue as noted below, has been satisfied.

Revenue is measured at the fair value of the consideration received or receivable and is presented net of returns, discounts and rebates. All revenue is stated net of the amount of goods and services tax (GST).

Interest revenue is recognised as interest accrues using the effective interest method. This is a method of calculating the amortised cost of a financial asset and allocating the interest income over the relevant period using the effective interest rate, which is the rate that exactly discounts estimated future cash receipts through the expected life of the financial asset to the net carrying amount of the financial asset.

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

##### **(c) Goods and Services Tax (GST)**

Revenue, 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 Australian Taxation Office (ATO).

Receivables and payable are stated inclusive of GST.

The net amount of GST recoverable from, or payable to, the ATO is included as part of receivables or payables in the statement of financial position.

Cash flows in the statement of cash flows are included on a gross basis and the GST component of cash flows arising from investing and financing activities which is recoverable from, or payable to, the taxation authority is classified as operating cash flows.

## **Notes to the Financial Statements**

**For the Year Ended 30 June 2020**

### **2 Summary of Significant Accounting Policies**

#### **(d) Property, Plant and Equipment**

Property, plant and equipment are brought to account at cost less accumulated depreciation and any impairment in value.

Depreciation is calculated over the estimated useful life of the asset as follows:

<i>Class of Asset</i>	<i>Depreciation Rate</i>
Buildings & Improvements	10% Prime Cost
Plant & Equipment	30% Prime Cost

#### **Impairment**

The carrying values of plant and equipment are reviewed for impairment when events or changes in circumstances indicate the carrying value may not be recoverable. If any such indication exists and where the carrying value exceeds the estimated recoverable amount, the assets or cash-generating units are written down to their recoverable amount.

The recoverable amount of plant and equipment is the greater 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. Recoverable amount of assets.

#### **Recoverable amount of assets**

At each reporting date, the company assesses whether there is any indication that an asset is impaired. Where an indicator of impairment exists, the company makes a formal estimate of the recoverable amount. Where the carrying amount of an asset exceeds its recoverable amount the asset is considered impaired and is written down to its recoverable amount.

Where the cost model is used, the asset is carried at its cost less any accumulated depreciation and any impairment losses. Costs include purchase price, other directly attributable costs and the initial estimate of the costs of dismantling and restoring the asset, where applicable.

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

At the end of each annual reporting period, the depreciation method, useful life and residual value of each asset is reviewed. Any revisions are accounted for prospectively as a change in estimate.

#### **(e) Financial instruments**

Financial instruments are recognised initially using trade date accounting, i.e. on the date that the Company becomes party to the contractual provisions of the instrument.

On initial recognition, all financial instruments are measured at fair value plus transaction costs (except for instruments measured at fair value through profit or loss where transaction costs are expensed as incurred).

*Loans and receivables*

## **Notes to the Financial Statements**

**For the Year Ended 30 June 2020**

### **2 Summary of Significant Accounting Policies**

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They arise principally through the provision of goods and services to customers but also incorporate other types of contractual monetary assets.

After initial recognition these are measured at amortised cost using the effective interest method, less provision for impairment. Any change in their value is recognised in profit or loss.

The Company's trade and most other receivables fall into this category of financial instruments.

Discounting is omitted where the effect of discounting is considered immaterial.

Significant receivables are considered for impairment on an individual asset basis when they are past due at the reporting date or when objective evidence is received that a specific counterparty will default.

The amount of the impairment is the difference between the net carrying amount and the present value of the future expected cash flows associated with the impaired receivable.

#### **(f) Intangible Assets**

##### **Research and development**

Amortisation is recognised in profit or loss on a straight-line basis over the estimated useful lives of intangible assets from the date that they are available for use.

Amortisation methods, useful lives and residual values are reviewed at each reporting date and adjusted if appropriate.

#### **(g) Cash and cash equivalents**

Cash and cash equivalents comprises cash on hand, demand deposits and short-term investments which are readily convertible to known amounts of cash and which are subject to an insignificant risk of change in value.

Bank overdrafts also form part of cash equivalents for the purpose of the statement of cash flows and are presented within current liabilities on the statement of financial position.

#### **(h) Employee benefits**

Provision is made for the Company's liability for employee benefits arising from services rendered by employees to the end of the reporting period. Employee benefits that are expected to be wholly settled within one year have been measured at the amounts expected to be paid when the liability is settled.

Employee benefits expected to be settled more than twelve months after the end of the reporting period have been measured at the present value of the estimated future cash outflows to be made for those benefits. In determining the liability, consideration is given to employee wage increases and the probability that the employee may satisfy vesting requirements. Cash flows are discounted using market yields on national government bonds with terms to maturity that match the expected timing of cash flows. Changes in the measurement of the liability are recognised in profit or loss.

Employee benefits are presented as current liabilities in the statement of financial position if the Company does not have an unconditional right to defer settlement of the liability for at least 12 months after the reporting date regardless of the classification of the liability for measurement purposes under AASB 119.

## Notes to the Financial Statements

For the Year Ended 30 June 2020

### 2 Summary of Significant Accounting Policies

#### (i) Share Capital

Issued and paid up capital is 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.

### 3 Critical Accounting Estimates and Judgments

The directors make estimates and judgements during the preparation of these financial statements regarding assumptions about current and future events affecting transactions and balances.

These estimates and judgements are based on the best information available at the time of preparing the financial statements, however as additional information is known then the actual results may differ from the estimates.

### 4 Revenue and Other Income

#### Revenue from continuing operations

Finance income includes all interest-related income, other than those arising from financial assets at fair value through profit or loss. The following amounts have been included in the finance income line in the statement of profit or loss and other comprehensive income for the reporting periods presented:

	2020	2019
	\$	\$
Revenue		
- Sales Revenue	1,157,039	1,268,448
	<u>1,157,039</u>	<u>1,268,448</u>
Finance income		
- Interest received	6,562	8,391
- Cash Flow Boost	50,000	-
	<u>56,562</u>	<u>8,391</u>
<b>Total Revenue</b>	<u><u>1,213,601</u></u>	<u><u>1,276,839</u></u>

### 5 Result for the Year

The result for the year was derived after charging the following items:

	2020	2019
	\$	\$
<b>Finance Costs</b>		
- interest expense	13,375	953
	<u>13,375</u>	<u>953</u>
<b>Employee Benefits Expense</b>		
- wages and salaries	621,218	577,616
- superannuation costs	57,766	53,440
- workers' compensation costs	342	1,980

# Woodstock Financial Services Limited

ABN 61 105 527 697

## Notes to the Financial Statements

For the Year Ended 30 June 2020

### 5 Result for the Year

- other costs

51,307	55,955
<u>730,633</u>	<u>688,991</u>

#### Depreciation of non-current assets:

- buildings

27,421

20,435

- plant and equipment

90,935

26,416

#### Amortisation of non-current assets:

- intangibles

5,418

16,549

123,774

63,400

#### Bad Debts

- Bad debts expense

739

423

739

423

### 6 Income Tax Expense

(a) The major components of tax expense (income) comprise:

	2020	2019
	\$	\$
Current tax expense		
Income tax - current period	-	44,399
Deferred tax expense		
Origination and reversal of temporary differences	(13,566)	(10,135)
<b>Income tax expense for continuing operations</b>	<u>(13,566)</u>	<u>34,264</u>
	<u>(13,566)</u>	<u>34,264</u>

## Notes to the Financial Statements

For the Year Ended 30 June 2020

### 6 Income Tax Expense

(b) Reconciliation of income tax to accounting profit:

	2020	2019
	\$	\$
Profit before tax	(1,470)	123,553
Tax Payable @ 27.5%	(404)	33,977
Add:		
Tax effect of:		
- Recognition of Deferred Tax Assets arising from tax losses	(13,750)	-
- non deductible expenditure	588	287
	(13,566)	34,264
Less:		
Tax effect of:		
Income tax expense	(13,566)	34,264

### 7 Cash and cash equivalents

	2020	2019
	\$	\$
Cash at bank and in hand	405,097	515,097
	405,097	515,097

#### Reconciliation of cash

Cash and Cash equivalents reported in the statement of cash flows are reconciled to the equivalent items in the statement of financial position as follows:

	2020	2019
	\$	\$
Cash and cash equivalents	405,097	515,097
<b>Balance as per statement of cash flows</b>	405,097	515,097

### 8 Trade and other receivables

	2020	2019
	\$	\$
CURRENT		
Trade receivables	98,908	109,955
<b>Total current trade and other receivables</b>	98,908	109,955

The carrying value of trade receivables is considered a reasonable approximation of fair value due to the short-term



**Notes to the Financial Statements**

**For the Year Ended 30 June 2020**

**8 Trade and other receivables**

nature of the balances. The maximum exposure to credit risk at the reporting date is the fair value of each class of receivable in the financial statements.

**9 Property, plant and equipment**

	<b>2020</b>	<b>2019</b>
	<b>\$</b>	<b>\$</b>
<b>Plant and equipment</b>		
At cost	159,554	88,049
Accumulated depreciation	(98,566)	(63,402)
Total plant and equipment	<u>60,988</u>	<u>24,647</u>
<b>Leasehold Improvements</b>		
At cost	346,547	266,032
Accumulated amortisation	(201,985)	(174,566)
Total leasehold improvements	<u>144,562</u>	<u>91,466</u>
<b>Right of Use Asset</b>		
At cost	465,744	-
Accumulated depreciation	(185,394)	-
Total property, plant and equipment UD4	<u>280,350</u>	<u>-</u>
Total plant and equipment	<u>485,900</u>	<u>116,113</u>
<b>Total property, plant and equipment</b>	<u><u>485,900</u></u>	<u><u>116,113</u></u>

## Notes to the Financial Statements

For the Year Ended 30 June 2020

### 9 Property, plant and equipment

#### (a) Movements in carrying amounts of property, plant and equipment

Movement in the carrying amounts for each class of property, plant and equipment between the beginning and the end of the current financial year:

	Plant and Equipment \$	Leasehold improvement s \$	Right of Use Asset \$	Total \$
<b>Year ended 30 June 2020</b>				
Balance at the beginning of year	24,647	91,466	-	116,113
Additions	71,504	80,517	336,122	488,143
Depreciation & amortisation expense	(35,163)	(27,421)	(55,772)	(118,356)
<b>Balance at the end of the year</b>	<u>60,988</u>	<u>144,562</u>	<u>280,350</u>	<u>485,900</u>
		Plant and Equipment \$	Leasehold improvement s \$	Total \$
<b>Year ended 30 June 2019</b>				
Balance at the beginning of year		51,062	45,539	96,601
Additions		-	66,362	66,362
Depreciation & amortisation expense		(26,415)	(20,435)	(46,850)
<b>Balance at the end of the year</b>		<u>24,647</u>	<u>91,466</u>	<u>116,113</u>

## Woodstock Financial Services Limited

ABN 61 105 527 697

### Notes to the Financial Statements

For the Year Ended 30 June 2020

#### 10 Intangible Assets

	2020	2019
	\$	\$
Franchise Fee		
At cost	95,657	95,657
Less accumulated amortisation	(89,967)	(84,549)
<b>Total Intangibles</b>	<b>5,690</b>	<b>11,108</b>

#### 11 Trade and other payables

CURRENT		
Unsecured liabilities		
Trade payables	11,692	14,279
Credit Cards	371	929
Dividends Payable	7,327	7,327
GST payable	18,807	6,578
Sundry payables	7,566	7,853
Accrued expenses	2,750	3,610
Payroll Liabilities	9,294	26,213
Provision for tax	(34,500)	(22,558)
Other creditors and accruals	-	520
	<u>23,307</u>	<u>44,751</u>
	<u>23,307</u>	<u>44,751</u>

All amounts are short term and the carrying values are considered to be a reasonable approximation of fair value.

## Notes to the Financial Statements

For the Year Ended 30 June 2020

### 12 Borrowings

#### CURRENT

##### Unsecured liabilities:

Lease liability unsecured

71,976	-
<u>71,976</u>	<u>-</u>

##### Secured liabilities:

Chattel Mortgage

15,992	7,470
<u>15,992</u>	<u>7,470</u>

#### Total current borrowings

<u>87,968</u>	<u>7,470</u>
---------------	--------------

#### NON-CURRENT

##### Unsecured liabilities:

Lease Liability Unsecured

213,590	-
<u>213,590</u>	<u>-</u>

##### Secured liabilities:

Chattel Mortgage

21,260	6,676
<u>21,260</u>	<u>6,676</u>

#### Total non-current borrowings

<u>234,850</u>	<u>6,676</u>
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#### Total borrowings

<u>322,818</u>	<u>14,146</u>
----------------	---------------

(a) The carrying amounts of non-current assets pledged as collateral for liabilities are:

	2020	2019
	\$	\$
First Mortgage:		
- plant & equipment (motor vehicles)	35,489	11,872

The chattel mortgage is secured by a first registered mortgage over the motor vehicles owned by the Company.

### 13 Employee Benefits

	2020	2019
	\$	\$
Current liabilities		
Annual leave	24,714	18,874
	<u>24,714</u>	<u>18,874</u>

## Notes to the Financial Statements

For the Year Ended 30 June 2020

### 13 Employee Benefits

	2020	2019
	\$	\$
Non-current liabilities		
Long service leave	39,718	30,072
	<u>39,718</u>	<u>30,072</u>

### 14 Issued Capital

	2020	2019
	\$	\$
750 000 Ordinary shares fully paid of \$1 each	750,000	750,000
Less preliminary expenses	(4,997)	(4,997)
<b>Total</b>	<u>745,003</u>	<u>745,003</u>

### 15 Leasing Commitments

#### (a) Finance leases

	2020	2019
	\$	\$
Minimum lease payments:		
- not later than one year	71,976	-
- between one year and five years	258,436	-
- later than 5 years	-	-
Minimum lease payments	<u>330,412</u>	<u>-</u>

Finance leases are in place for business premises and normally have a term between 4 and 5 years. The leases have terms of renewal but no purchase option or escalation clauses. Renewals are at the option of the entity holding the lease.

### 16 Financial Risk Management

The Company is exposed to a variety of financial risks through its use of financial instruments.

The Company's overall risk management plan seeks to minimise potential adverse effects due to the unpredictability of financial markets.

The Company does not speculate in financial assets.

The most significant financial risks to which the Company is exposed to are described below:

#### Specific risks

- Market risk - interest rate risk

## **Notes to the Financial Statements**

### **For the Year Ended 30 June 2020**

#### **16 Financial Risk Management**

- Credit risk
- Liquidity risk

##### **Financial instruments used**

The principal categories of financial instrument used by the Company are:

- Trade receivables
- Cash at bank
- Trade and other payables
- Interest bearing liabilities

##### **Objectives, policies and processes**

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

Specific information regarding the mitigation of each financial risk to which the Company is exposed is provided below.

##### **Liquidity risk**

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

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

##### **Market risk**

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

##### **(i) Interest rate risk**

Interest rate risk is that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Company reviews the exposure to interest rate risk as part of the regular board meetings.

The Company is exposed to interest rate risk as funds are borrowed at floating rates.

The following table illustrates the sensitivity of the net result for the year and equity to a reasonably possible change in interest rates of +2.00% and -2.00% (2019: +2.00%/-2.00%), with effect from the beginning of the year. These changes are considered to be reasonably possible based on observation of current market conditions and economist

## Notes to the Financial Statements

For the Year Ended 30 June 2020

### 16 Financial Risk Management

reports.

The calculations are based on the financial instruments held at each reporting date. All other variables are held constant.

	2020		2019	
	+2.00%	-2.00%	+2.00%	-2.00%
	\$	\$	\$	\$
Net Profit	745	(745)	283	(283)
Equity	745	(745)	283	(283)

#### Credit risk

Credit risk is the risk of financial loss to the Company if a customer or counterparty to a financial instrument fails to meet its contractual obligations. For the Company it arises from receivables and cash assets.

The Company's exposure to credit risk is limited to Australia by geographic area. None of the assets of the Company are past due (2019: nil past due) and based on historic default rates, the Company believes that no impairment allowance is necessary in respect of assets not past due. The Company limits its exposure to credit risk by only investing in liquid securities with Bendigo and Adelaide Bank Ltd.

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. The Company's maximum exposure to credit risk at reporting date was:

	Gross amount	Past due and impaired	Within initial trade terms
	\$	\$	\$
<b>2020</b>			
Trade and term receivables	98,908	-	98,908
Cash Assets	405,097	-	405,097
Total	<u>504,005</u>	<u>-</u>	<u>504,005</u>
<b>2019</b>			
Trade and other receivables	109,955	-	109,955
Cash assets	515,097	-	515,097
Total	<u>625,052</u>	<u>-</u>	<u>625,052</u>

### 17 Dividends

	2020	2019
	\$	\$
The following dividends were declared and paid:		
Final franked ordinary dividend of 6 cents per share	45,000	45,000



## Woodstock Financial Services Limited

ABN 61 105 527 697

# Notes to the Financial Statements

For the Year Ended 30 June 2020

### 17 Dividends

No dividends were proposed prior to financial statements being authorised for issue.

### 18 Remuneration of Auditors

	2020	2019
	\$	\$
Remuneration of the auditor for:		
- auditing or reviewing the financial statements	4,420	4,140

### 19 Contingencies

In the opinion of the Directors, the Company did not have any contingencies or commitments at 30 June 2020 not otherwise disclosed in the financial statements (30 June 2019:None).

### 20 Related Parties

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

(a)

Name	2019	2018
	No.	No.
Matt Dell	2,000	2,000
Alison Murray	5,000	5,000
	<u>7,000</u>	<u>7,000</u>

There were no movements in shares held during the year. Each share held has a paid up value of \$1 and is fully paid.

## Notes to the Financial Statements

For the Year Ended 30 June 2020

### 21 Cash Flow Information

(a) Reconciliation of result for the year to cash flows from operating activities

Reconciliation of net income to net cash provided by operating activities:

	2020	2019
	\$	\$
Profit after income tax	12,096	89,289
Cash flows excluded from profit attributable to operating activities		
Non-cash flows in profit:		
- amortisation	5,418	16,549
- depreciation	118,356	46,850
- AASB16 lease interest	12,601	-
Changes in assets and liabilities:		
- (increase)/decrease in trade and other receivables	(1,162)	11,471
- increase/(decrease) in trade and other payables	(7,691)	(94,960)
- (increase)/decrease in deferred tax assets	(22,406)	(10,134)
- increase/(decrease) in provisions & employee benefits	17,523	9,027
Cash flow from operations	<u>134,735</u>	<u>68,092</u>

### 22 Events Occurring After the Reporting Date

No matters or circumstances have arisen since the end of the financial year which significantly affected or could significantly affect the operations of the Company, the results of those operations, or the state of affairs of the Company in future financial years.

### 23 Company Details

The registered office of the company is:

Woodstock Financial Services Limited  
41 Deering Street  
Ulladulla NSW 2539

The principal places of business are:

Milton Branch  
83 Princes Highway  
Milton NSW 2538

Sussex Inlet Branch  
4/168 Jacobs Drive  
Sussex Inlet NSW 2540

**Woodstock Financial Services Limited**


ABN 61 105 527 697

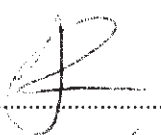
**Directors' Declaration**

The directors of the Company declare that:

1. the financial statements and notes for the year ended 30 June 2020 are in accordance with the *Corporations Act 2001* and:
  - a. comply with Accounting Standards, which, as stated in accounting policy note 2 to the financial statements, constitutes explicit and unreserved compliance with International Financial Reporting Standards (IFRS); and
  - b. give a true and fair view of the financial position and performance of the Company;
2. In the directors' opinion, there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

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

  
Director .....  
Name ..... Michael Jones

  
Director .....  
Name ..... Justine Cox

Dated this 15<sup>th</sup> day of September 2020



# BSP

Chartered Accountants Business Advisory

BSP Advisory Group Pty Ltd  
Established 1967



## INDEPENDENT AUDITOR'S REPORT

**Woodstock Financial Services Limited**  
ABN 61 105 527 697

### Opinion

We have audited the financial report of the Woodstock Financial Services Limited (the Entity), which comprises the statement of financial position as at 30 June 2020, the statement of comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies, and the declaration by those charged with governance.

In our opinion, the accompanying financial report presents fairly, in all material respects, (or *gives a true and fair view of*) the financial position of the Entity as at 30 June 2020, and (of) its financial performance and its cash flows for the year then ended in accordance with Australian Accounting Standards.

### 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. We are independent of the Entity in accordance with 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 opinion.

### Other Information

Those charged with governance are responsible for the other information. The other information comprises the information included in the Entity's annual report for the year ended 30 June 2020, but does not include the financial report and our auditor's report thereon.

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

In connection with our audit of the financial report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

**Mark D Burcher**  
FCA B Com JP  
Director

**John C Nevin**  
CA, B Bus (Acc/Mkt),  
Grad Dip (SCAA),  
Dip FP, JP  
Director

**Carl Roklitzer**  
B Com (Acc),  
Dip FP  
Director

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bspadvisory.com.au

### **Responsibilities of Management and Those Charged with Governance for the Financial Report**

Management is responsible for the preparation and fair presentation of the financial report in accordance with Australian Accounting Standards, and for such internal control as management determines 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, management is responsible for assessing the Entity'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 management either intends to liquidate the Entity or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Entity's financial reporting process.

### **Auditor's Responsibilities 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 Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial report.

BSP ADVISORY GROUP

MARK D BURCHER

Partner

Dated this 14<sup>th</sup> day of September 2020  
Ulladulla NSW 2539











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Milton & Districts and Sussex Inlet **Community Bank**

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