

# 2023 Financial Report

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# **Directors' Report**

The Directors of APS Benefits Group Ltd (APSBG) present their report together with the Financial Statements of the Consolidated Entity, being APS Benefits Group Ltd (the Company) and its controlled entities (the Group), APS Financial Planning Pty Ltd, APS Tax, Accounting & Business Services Pty Ltd, APS Savings Ltd, APS Mortgages Pty Ltd and APS Wills and Estates Pty Ltd for the financial year ended 30 June 2023. The Company is a company registered under the Corporations Act 2001.

#### **Directors' details**

The Directors of APS Benefits Group Ltd during, or since the end of the year are:

Name and Qualifications	Experience and Special Responsibilities
Kaye Kieni, Age 59	Company Director
Chair, B.Bus(Acc), GDip Information Systems,	Ex Director, Finance, Productivity Commission
Master of Information Systems Management,	33 years' experience
Certificate in Governance and Risk Management,	Audit Finance and Governance Committee
FCPA, MAICD	Director of controlled entity – APS Savings Ltd
Appointed as a non-executive Director in October	Director of related entities – APS Benevolent Foundation Ltd and
2014 and Chair in November 2020	APS Benevolent Fund Ltd
Sharon Morris, Age 51	Director, Global Programs, Procurious
Director, BA(Psych & Politics), GDip Public	29 years' experience
Relations and Counselling, MAICD	Remuneration Committee and Chair, Engagement Committee
Appointed as a non-executive Director in October	Director of controlled entity – APS Savings Ltd
2014	
Kate Fazio, Age 37	Head of Innovation and Engagement, Justice Connect
Director, BA(Media & Comms), B Laws (Hons),	15 years' experience
GDip Legal Practice, GCert Social Impact, Master	Engagement Committee
of Social Impact and Philanthropy	Director of controlled entity – APS Savings Ltd
Appointed as a non-executive Director in October	
2016	
Meg Bonighton, Age 50	Executive, Customer Management and Loyalty, Telstra
Director, B.Bus (Marketing), BA (Politics)	26 years' experience
Appointed as a non-executive Director in October	Audit Finance and Governance Committee
2018 and retired in December 2022	Director of controlled entity – APS Savings Ltd
Sean Carroll, Age 46	Managing Partner, ByMany Pty Ltd
Director, Masters Organisational Psychology	21 years' experience
(Monash)	Chair, Remuneration Committee
BA and BCommerce (Monash), GAICD	Director of controlled entity – APS Savings Ltd
Appointed as a non-executive Director in October	Director ByMany Pty Ltd
2018	
Tim Chilvers, Age 51	Managing Director, Navigate Evolve Lead
Director, Masters of Applied Finance, Dip Fin Serv,	33 years' experience
BBus, GAICD	Engagement Committee and Chair Audit Finance and
Appointed as a non-executive Director in October	Governance Committee
2019	Director of controlled entity – APS Savings Ltd
	Chair Carey Grammar School
	Director Laurus Higher Education
Chris Stocks, Age 67	Consultant – Business Management
Director, BA (Economics and Statistics - Monash)	ex-Public Service Executive, 43 years' experience
GDip Public Policy and Management, Cert IV	Director of controlled entity – APS Savings Ltd
Workplace Assessment and Training, GAICD	_
Appointed as a non-executive Director in October	
2020	
Jo McKennariey, Age 44	Managing Director, reDirectional Advisory & Consulting
Director, Masters of Business Administration,	RSPCA QLD: Non-Executive Director and Chair of Community
Bachelor of Arts in Political Science (Double Major	Engagement Committee
in Public Policy & Industrial Relations), GAICD,	RSPCA Australia: Non-Executive Director and member of Animal
CAHRI	Welfare Ethics Committee
Appointed as a non-executive Director in February	20 years' experience
2023	

The Company Secretary in office at the end of the year is:

Craig Walden, B.Bus (Acc), Diploma of Finance and Mortgage Broking Management. Craig has over 38 years' management experience including over 21 years as the current Chief Executive Officer of APS Benefits Group Pty Ltd.

#### Principal activities and objectives

The Group's principal activities during the financial year were:

- To provide funeral benefits to members.
- To provide a range of financial and professional services to members and clients.
- To administer the APS Benevolent Foundation Ltd and the APS Benevolent Fund Ltd, both approved charities for tax purposes. The Group has agreed to finance all of the expenses of the charities to ensure that all funds donated are used for charitable purposes.

The Group's strategy is to achieve steady growth in the number of members and clients, and to ensure that the range of financial and professional services provided to members and clients remains relevant to their needs.

The Group measures its performance based on membership numbers and the level of surpluses available to reward members with bonuses.

#### Financial results

The surplus of the Group for the financial year after providing for income tax amounted to \$799,462 (2022: deficit \$476,705).

This surplus has occurred notwithstanding the Group allocating a bonus to members' accounts at a cost of \$1,972,000 (2022: \$1,874,000). If the bonus was not allocated, the financial result would have been a surplus of \$2,771,462 (2022: \$1,397,295).

It is a strategy of the Board to retain appropriate reserves, whilst rewarding current members with bonuses, and this may lead to deficits in some years where the member's bonus has been paid or partially paid from reserves.

#### **Dividends**

The Group does not pay dividends.

#### Membership

At 30 June 2023, the number of members/clients was 30,968 compared with 31,314 at 30 June 2022. During the 2022/23 year, a further 849 new members/clients joined the Group, leading to almost 30,000 new members/clients over the last 21 years. This is an excellent result, giving us net membership/client growth over the last 21 years of over 9,000 members/clients.

## **Review of operations**

The results of the Group's operations did not change significantly from those of the previous year.

The result for the year was affected by the Group's strategy to reduce the reserves over time, to ensure that current members are rewarded for the financial performance of the Group during their membership.

#### Significant changes in state of affairs

There were no significant changes in state of affairs of the Group during the year.

#### Events occurring after the end of the reporting date

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

#### Likely developments, business strategies and prospects

No matter, circumstance or likely development in the operations has arisen since the end of the financial year occurring subsequent to the end of the financial year that has significantly affected, or may significantly affect the:

- 1. operations of the Group;
- 2. results of those operations;
- 3. state of affairs of the Group

in future financial years.

The Group will continue to look for ways to achieve steady membership growth, and to add value to benefit its members/clients. It will investigate introducing new services, as well as encouraging greater use of its current services.

#### Indemnifying officer or auditor

Insurance premiums have been paid to insure each of the Directors and officers of the Group, against any costs and expenses incurred by them in defending any legal proceeding arising out of their conduct while acting in their capacity as an officer of the Group. In accordance with normal commercial practice, disclosure of the premium amount and the nature of the insured liabilities is prohibited by a confidentiality clause in the contract.

#### Directors' meeting attendance

The number of Board or Committee meetings attended by each of the Directors during the financial year are summarised as follows:

H = Meetings held in the period of appointment A = Attended \*Kate Fazio was on parental leave for part of the year

	Boa	ard and Strategy	Audit/Finance/Governance		Rem	uneration/Nomination	Engagement		
	Н	Α	Ι	Α	Η	Α	Н	Α	
Kaye Kieni	15	15	7	7	2	2	2	2	
Sharon Morris	15	13			2	2	2	2	
Kate Fazio*	12	11					2	1	
Meg Bonighton	7	4	3	3					
Sean Carroll	15	12			2	2			
Tim Chilvers	15	13	7	7			2	2	
Chris Stocks	15	13			2	2			
Jo McKennariey	7	7	4	4					

## Directors' benefits

These fees are approved annually by the members at the Annual General Meeting. For the year ending 30 June 2023, Directors received the benefits as described in the table below. Superannuation was paid at the rate of 10% of Honorarium.

Name	Honorarium (including superannuation) \$
Kaye Kieni	44,937
Sharon Morris	32,046
Kate Fazio	24,480
Meg Bonighton	13,813
Jo McKennariey	12,432
Sean Carroll	32,046
Tim Chilvers	37,570
Chris Stocks	28,730
Total	226,054

#### **Directors' interests**

The Directors are all members of the Group. Subject to this, since the end of the previous financial year, no Director of the Group has received, or become entitled to receive any benefit by reason of a contract made by the Group with the Director, or with a Group in which the Director has a substantial interest.

#### **Environmental issues**

The Group's operations are not subject to any particular or significant environmental regulations under a law of the Commonwealth or of a State or Territory in Australia.

#### **Auditors Independence**

The auditors have provided the declaration of independence to the board as prescribed by the *Corporations Act 2001 as* set out on page 5.

This report is made in accordance with a resolution of the board of Directors and is signed for and on behalf of the Directors by:

Chair - K Kieni

Director - C Stocks

Ces Clocks

Dated this 12<sup>h</sup> day of October 2023.

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Grant Thornton Audit Pty Ltd Level 22 Tower 5 Collins Square 727 Collins Street Melbourne VIC 3008 GPO Box 4736 Melbourne VIC 3001

T +61 3 8320 2222

# Auditor's Independence Declaration

## To the Directors of APS Benefits Group Ltd

In accordance with the requirements of section 307C of the *Corporations Act 2001*, as lead auditor for the audit of APS Benefits Group Ltd for the year ended 30 June 2023, I declare that, to the best of my knowledge and belief, there have been:

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

Grant Thornton Audit Pty Ltd Chartered Accountants

Much Mx

Grant Thornton

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Partner - Audit & Assurance

Melbourne, 12 October 2023

#### www.grantthornton.com.au

# Consolidated Statement of Profit or Loss and Other Comprehensive Income

Note         2023         2022         2033         2022           Revenue from operations         2         25,182,548         21,123,209         23,978,218         19,810,684           Employee benefits expense         3         (3,106,688)         (2,968,639)         (1,721,191)         (1,606,684)           Depreciation and amortization expense         3         (228,113)         (229,644)         (208,451)         (209,829)           Benefits paid to members         3         (3,221,943)         (3,098,264)         (3,221,943)         (3,098,264)           Changes in mortuary fund liabilities         3         (5,380,000)         (5,032,000)         (5,380,000)         (5,032,000)           Occupancy expense         (68,372)         (65,319)         (68,372)         (65,319)           Postage and telephone expense         (71,262)         (35,094)         (71,262)         (35,094)           Bad debts expense         (1,300,945)         (948,517)         (1,191,035)         (874,604)           External services expenses         (1,300,945)         (948,517)         (1,191,035)         (874,604)           Board and AGM expenses         (244,535)         (230,763)         (244,535)         (230,763)         (244,535)         (230,763)         (10,974,987)	For the year ended 30 June 2023		Consol	idated	Parent		
Revenue from operations         2         25,182,548         21,123,209         23,978,218         19,810,684           Employee benefits expense         3         (3,106,688)         (2,968,639)         (1,721,191)         (1,606,684)           Depreciation and amortization expense         3         (228,113)         (229,644)         (208,451)         (209,829)           Benefits paid to members         3         (3,221,943)         (3,098,264)         (3,221,943)         (3,098,264)           Changes in mortuary fund liabilities         3         (5,380,000)         (5,032,000)         (5,380,000)         (5,032,000)           Occupancy expense         (68,372)         (65,319)         (68,372)         (65,319)           Postage and telephone expense         (71,262)         (35,094)         (71,262)         (35,094)           Bad debts expense         4         (1,134,972)         (725,193)         (1,149,000)         (744,181)           External services expense         (1,300,945)         (948,517)         (1,191,035)         (874,604)           Board and AGM expenses         (244,535)         (230,763)         (244,535)         (230,763)           Interest expense on debenture notes issued         (6,552,171)         (4,874,586)         -         -           I		Note	2023	2022	2023	2022	
Employee benefits expense 3 (3,106,688) (2,968,639) (1,721,191) (1,606,684)  Depreciation and amortization expense 3 (228,113) (229,644) (208,451) (209,829)  Benefits paid to members 3 (3,221,943) (3,098,264) (3,221,943) (3,098,264)  Changes in mortuary fund liabilities 3 (5,380,000) (5,032,000) (5,380,000) (5,032,000)  Occupancy expense (68,372) (65,319) (68,372) (65,319)  Postage and telephone expense (71,262) (35,094) (71,262) (35,094)  Bad debts expense 4 (1,134,972) (725,193) (1,149,000) (744,181)  External services expense (1,300,945) (948,517) (1,191,035) (874,604)  Board and AGM expenses (244,535) (230,763) (244,535) (230,763)  Interest expense on debenture notes issued (6,552,171) (4,874,586) (10,974,987) (7,961,515)  Interest expense on intercompany loan (106,069) (99,091) (106,069)  Marketing expense (30,388) (106,268) (130,388) (106,268)  Other expenses (876,056) (758,137) (760,337) (714,569)  Operating surplus/(deficit) before tax (2,768,012) (1,944,716) (1,242,374) (974,475)  Income tax expense (5,99,462) (476,705) (2,156,121) (2,651,001)  Other comprehensive income			\$	\$	\$	\$	
Depreciation and amortization expense         3         (228,113)         (229,644)         (208,451)         (209,829)           Benefits paid to members         3         (3,221,943)         (3,098,264)         (3,221,943)         (3,098,264)           Changes in mortuary fund liabilities         3         (5,380,000)         (5,032,000)         (5,380,000)         (5,032,000)           Occupancy expense         (68,372)         (65,319)         (68,372)         (65,319)           Postage and telephone expense         (71,262)         (35,094)         (71,262)         (35,094)           Bad debts expense         4         (1,134,972)         (725,193)         (1,149,000)         (744,181)           External services expense         (1,300,945)         (948,517)         (1,191,035)         (874,604)           Board and AGM expenses         (244,535)         (230,763)         (244,535)         (230,763)           Interest expense on debenture notes issued         (6,552,171)         (4,874,586)         -         -           Interest expense on lease liabilities         (99,091)         (106,069)         (99,091)         (106,069)           Marketing expense         (130,388)         (106,268)         (130,388)         (106,268)           Other expenses         (876,056)	Revenue from operations	2	25,182,548	21,123,209	23,978,218	19,810,684	
Benefits paid to members         3 (3,221,943) (3,098,264)         (3,221,943) (3,098,264)         (3,221,943) (3,098,264)         (3,221,943) (3,098,264)         (3,221,943) (3,098,264)         Changes in mortuary fund liabilities         3 (5,380,000) (5,032,000) (5,380,000) (5,032,000)         (5,032,000) (5,032,000)         (5,380,000) (5,032,000) (5,032,000)         (5,032,000) (5,032,000)         (5,032,000) (5,032,000) (5,032,000) (5,032,000)         (5,032,000) (6,032,000) (6,000) (	Employee benefits expense	3	(3,106,688)	(2,968,639)	(1,721,191)	(1,606,684)	
Changes in mortuary fund liabilities         3 (5,380,000) (5,032,000) (5,380,000) (5,032,000)         (5,380,000) (5,032,000) (5,032,000)         (5,032,000) (5,032,000) (5,032,000)         (5,032,000) (5,032,000) (5,032,000) (5,032,000)         (65,319) (68,372) (65,319) (68,372) (65,319)         (65,319) (68,372) (65,319) (71,262) (35,094) (71,262) (35,094)         (71,262) (35,094) (71,262) (35,094) (71,262) (35,094)         (71,262) (35,094) (71,262) (725,193) (1,149,000) (744,181)         (74,181) (725,193) (1,149,000) (744,181) (74,181)         (74,181) (74,181) (725,193) (1,149,000) (744,181) (74,181)         (74,181) (74	Depreciation and amortization expense	3	(228,113)	(229,644)	(208,451)	(209,829)	
Occupancy expense         (68,372)         (65,319)         (68,372)         (65,319)           Postage and telephone expense         (71,262)         (35,094)         (71,262)         (35,094)           Bad debts expense         4         (1,134,972)         (725,193)         (1,149,000)         (744,181)           External services expense         (1,300,945)         (948,517)         (1,191,035)         (874,604)           Board and AGM expenses         (244,535)         (230,763)         (244,535)         (230,763)           Interest expense on debenture notes issued         (6,552,171)         (4,874,586)         -         -           Interest expense on intercompany loan         -         -         (10,974,987)         (7,961,515)           Interest expense on lease liabilities         (99,091)         (106,069)         (99,091)         (106,069)           Marketing expense         (130,388)         (106,268)         (130,388)         (106,268)           Other expenses         (876,056)         (758,137)         (760,337)         (714,569)           Operating surplus/(deficit) before tax         2,768,012         1,944,716         (1,242,374)         (974,475)           Income tax expense         5         (1,968,550)         (2,421,421)         (913,747)         <	Benefits paid to members	3	(3,221,943)	(3,098,264)	(3,221,943)	(3,098,264)	
Postage and telephone expense         (71,262)         (35,094)         (71,262)         (35,094)           Bad debts expense         4         (1,134,972)         (725,193)         (1,149,000)         (744,181)           External services expense         (1,300,945)         (948,517)         (1,191,035)         (874,604)           Board and AGM expenses         (244,535)         (230,763)         (244,535)         (230,763)           Interest expense on debenture notes issued         (6,552,171)         (4,874,586)         -         -           Interest expense on lease liabilities         (99,091)         (106,069)         (99,091)         (106,069)           Marketing expense         (130,388)         (106,268)         (130,388)         (106,268)           Other expenses         (876,056)         (758,137)         (760,337)         (714,569)           Operating surplus/(deficit) before tax         2,768,012         1,944,716         (1,242,374)         (974,475)           Income tax expense         5         (1,968,550)         (2,421,421)         (913,747)         (1,676,526)           Net surplus/(deficit) after tax         799,462         (476,705)         (2,156,121)         (2,651,001)	Changes in mortuary fund liabilities	3	(5,380,000)	(5,032,000)	(5,380,000)	(5,032,000)	
Bad debts expense         4         (1,134,972)         (725,193)         (1,149,000)         (744,181)           External services expense         (1,300,945)         (948,517)         (1,191,035)         (874,604)           Board and AGM expenses         (244,535)         (230,763)         (244,535)         (230,763)           Interest expense on debenture notes issued         (6,552,171)         (4,874,586)         -         -           Interest expense on lease liabilities         (99,091)         (106,069)         (99,091)         (106,069)           Marketing expense         (130,388)         (106,268)         (130,388)         (106,268)           Other expenses         (876,056)         (758,137)         (760,337)         (714,569)           Operating surplus/(deficit) before tax         2,768,012         1,944,716         (1,242,374)         (974,475)           Income tax expense         5         (1,968,550)         (2,421,421)         (913,747)         (1,676,526)           Net surplus/(deficit) after tax         799,462         (476,705)         (2,156,121)         (2,651,001)           Other comprehensive income         -         -         -         -         -         -	Occupancy expense		(68,372)	(65,319)	(68,372)	(65,319)	
External services expense (1,300,945) (948,517) (1,191,035) (874,604) Board and AGM expenses (244,535) (230,763) (244,535) (230,763) Interest expense on debenture notes issued Interest expense on intercompany loan (10,974,987) (7,961,515) Interest expense on lease liabilities (99,091) (106,069) (99,091) (106,069) Marketing expense (130,388) (106,268) (130,388) (106,268) Other expenses (876,056) (758,137) (760,337) (714,569) Operating surplus/(deficit) before tax (2,768,012) 1,944,716 (1,242,374) (974,475) Income tax expense (5 (1,968,550) (2,421,421) (913,747) (1,676,526) Net surplus/(deficit) after tax (799,462) (476,705) (2,156,121) (2,651,001) Other comprehensive income	Postage and telephone expense		(71,262)	(35,094)	(71,262)	(35,094)	
Board and AGM expenses         (244,535)         (230,763)         (244,535)         (230,763)           Interest expense on debenture notes issued         (6,552,171)         (4,874,586)         -         -           Interest expense on intercompany loan         -         -         (10,974,987)         (7,961,515)           Interest expense on lease liabilities         (99,091)         (106,069)         (99,091)         (106,069)           Marketing expense         (130,388)         (106,268)         (130,388)         (106,268)           Other expenses         (876,056)         (758,137)         (760,337)         (714,569)           Operating surplus/(deficit) before tax         2,768,012         1,944,716         (1,242,374)         (974,475)           Income tax expense         5         (1,968,550)         (2,421,421)         (913,747)         (1,676,526)           Net surplus/(deficit) after tax         799,462         (476,705)         (2,156,121)         (2,651,001)           Other comprehensive income         -         -         -         -         -         -	Bad debts expense	4	(1,134,972)	(725,193)	(1,149,000)	(744,181)	
Interest expense on debenture notes issued         (6,552,171)         (4,874,586)         -         -           Interest expense on intercompany loan         -         -         (10,974,987)         (7,961,515)           Interest expense on lease liabilities         (99,091)         (106,069)         (99,091)         (106,069)           Marketing expense         (130,388)         (106,268)         (130,388)         (106,268)           Other expenses         (876,056)         (758,137)         (760,337)         (714,569)           Operating surplus/(deficit) before tax         2,768,012         1,944,716         (1,242,374)         (974,475)           Income tax expense         5         (1,968,550)         (2,421,421)         (913,747)         (1,676,526)           Net surplus/(deficit) after tax         799,462         (476,705)         (2,156,121)         (2,651,001)           Other comprehensive income         -         -         -         -         -         -	External services expense		(1,300,945)	(948,517)	(1,191,035)	(874,604)	
Interest expense on intercompany loan   -   -   (10,974,987) (7,961,515)     Interest expense on lease liabilities   (99,091) (106,069)   (99,091) (106,069)     Marketing expense   (130,388) (106,268)   (130,388) (106,268)     Other expenses   (876,056) (758,137) (760,337) (714,569)     Operating surplus/(deficit) before tax   2,768,012   1,944,716   (1,242,374) (974,475)     Income tax expense   5   (1,968,550) (2,421,421) (913,747) (1,676,526)     Net surplus/(deficit) after tax   799,462 (476,705) (2,156,121) (2,651,001)     Other comprehensive income   -   -   -   -   -   -   -   -   -	Board and AGM expenses		(244,535)	(230,763)	(244,535)	(230,763)	
Interest expense on lease liabilities         (99,091)         (106,069)         (99,091)         (106,069)           Marketing expense         (130,388)         (106,268)         (130,388)         (106,268)           Other expenses         (876,056)         (758,137)         (760,337)         (714,569)           Operating surplus/(deficit) before tax         2,768,012         1,944,716         (1,242,374)         (974,475)           Income tax expense         5         (1,968,550)         (2,421,421)         (913,747)         (1,676,526)           Net surplus/(deficit) after tax         799,462         (476,705)         (2,156,121)         (2,651,001)           Other comprehensive income         -         -         -         -         -	Interest expense on debenture notes issued		(6,552,171)	(4,874,586)	-	-	
Marketing expense         (130,388)         (106,268)         (130,388)         (106,268)           Other expenses         (876,056)         (758,137)         (760,337)         (714,569)           Operating surplus/(deficit) before tax         2,768,012         1,944,716         (1,242,374)         (974,475)           Income tax expense         5         (1,968,550)         (2,421,421)         (913,747)         (1,676,526)           Net surplus/(deficit) after tax         799,462         (476,705)         (2,156,121)         (2,651,001)           Other comprehensive income         -         -         -         -         -         -	Interest expense on intercompany loan		-	-	(10,974,987)	(7,961,515)	
Other expenses         (876,056)         (758,137)         (760,337)         (714,569)           Operating surplus/(deficit) before tax         2,768,012         1,944,716         (1,242,374)         (974,475)           Income tax expense         5         (1,968,550)         (2,421,421)         (913,747)         (1,676,526)           Net surplus/(deficit) after tax         799,462         (476,705)         (2,156,121)         (2,651,001)           Other comprehensive income         -	Interest expense on lease liabilities		(99,091)	(106,069)	(99,091)	(106,069)	
Operating surplus/(deficit) before tax         2,768,012         1,944,716         (1,242,374)         (974,475)           Income tax expense         5         (1,968,550)         (2,421,421)         (913,747)         (1,676,526)           Net surplus/(deficit) after tax         799,462         (476,705)         (2,156,121)         (2,651,001)           Other comprehensive income         -         -         -         -         -         -	Marketing expense		(130,388)	(106,268)	(130,388)	(106,268)	
Income tax expense   5   (1,968,550)   (2,421,421)   (913,747)   (1,676,526)   (1,968,550)   (2,421,421)   (1,676,526)   (2,156,121)   (2,651,001)   (2,65	Other expenses		(876,056)	(758,137)	(760,337)	(714,569)	
Net surplus/(deficit) after tax         799,462         (476,705)         (2,156,121)         (2,651,001)           Other comprehensive income         -         -         -         -         -	Operating surplus/(deficit) before tax		2,768,012	1,944,716	(1,242,374)	(974,475)	
Other comprehensive income	Income tax expense	5	(1,968,550)	(2,421,421)	(913,747)	(1,676,526)	
·	Net surplus/(deficit) after tax		799,462	(476,705)	(2,156,121)	(2,651,001)	
·	Other comprehensive income		_	_	_	_	
	Total comprehensive income/(loss)		799,462	(476,705)	(2,156,121)	(2,651,001)	

# Consolidated Statement of Financial Position

For the year ended 30 June

Tor the year chided 50 June	Note	Consolidated		Parent		
		2023	2022	2023	2022	
		\$	\$	\$	\$	
Current Assets						
Cash and cash equivalents	6	7,230,802	39,150,547	5,917,188	24,967,394	
Trade and other receivables	7	123,371,087	110,625,756	124,859,201	112,207,142	
Other financial assets	8	5,890,087	5,274,389	5,880,087	5,264,389	
Other current assets	9	174,735	197,769	149,404	161,250	
Total current assets		136,666,711	155,248,461	136,805,880	142,600,175	
Non-current Assets						
Trade and other receivables	7	139,912,603	110,904,692	139,912,603	110,904,692	
Plant and equipment	12	398,521	431,630	320,320	335,566	
Right of use assets	14	1,294,899	1,455,981	1,294,899	1,455,981	
Deferred tax asset	5	909,200	845,431	736,406	665,488	
Investments in controlled entities		-	-	4,000,009	4,000,009	
Total non-current assets		142,515,223	113,637,734	146,264,237	117,361,736	
Total assets		279,181,934	268,886,195	283,070,117	259,961,911	
Current Liabilities						
Trade and other payables	10	130,798,819	123,720,572	168,089,457	148,724,544	
Current tax liabilities		860,804	271,925	860,804	271,925	
Lease liabilities	15	121,916	118,073	121,916	118,073	
Provisions	11	1,278,291	1,215,635	845,921	797,333	
Mortuary fund	20	2,941,250	2,758,250	2,941,250	2,758,250	
Total current liabilities		136,001,080	128,084,455	172,859,348	152,670,125	
Non-current Liabilities						
Provisions	11	36,949	23,150	10,554	6,722	
Lease liabilities	15	1,408,968	1,530,884	1,408,968	1,530,884	
Debenture Notes Issued	10	21,487,255	24,988,208	-	-	
Mortuary fund	20	113,851,750	108,654,750	113,851,750	108,654,750	
Deferred tax liabilities	5	138,498	146,776	118,948	122,760	
Total non-current liabilities		136,923,420	135,343,768	115,390,220	110,315,116	
Total liabilities		272,924,500	263,428,223	288,249,568	262,985,241	
Net Assets		6,257,434	5,457,972	(5,179,451)	(3,023,330)	
Equity						
Reserves	13	6,257,434	5,457,972	(5,179,451)	(3,023,330)	
		6,257,434	5,457,972	(5,179,451)	(3,023,330)	

# **Consolidated Statement of Changes** in Member Equity

For the year ended 30 June 2023

	Consolic	lated	Parent		
	General Reserve ¢	Total Equity	General Reserve	Total Equity	
Balance at 1 July 2021	5,934,677	5,934,677	(417,472)	(417,472)	
Total comprehensive income/(loss) for the year	(476,705)	(476,705)	(2,605,858)	(2,605,858)	
Balance at 30 June 2022	5,457,972	5,457,972	(3,023,330)	(3,023,330)	
Balance at 1 July 2022	5,457,972	5,457,972	(3,023,330)	(3,023,330)	
Total comprehensive income/(loss) for the year	799,462	799,462	(2,156,121)	(2,156,121)	
Balance at 30 June 2023	6,257,434	6,257,434	(5,179,451)	(5,179,451)	

# Consolidated Statement of Cash Flows

For the year ended 30 June

For the year ended 50 June	Note	Consol	idated	Parent		
		2023 \$	2022 \$	2023 \$	2022 \$	
Operating Activities						
Revenue inflows						
Receipts from members & customers		4,372,709	4,271,746	3,105,146	3,180,316	
Interest received		20,186,999	16,745,784	20,181,776	16,745,777	
Bad debts recovered		83,968	96,613	83,968	96,613	
Revenue outflows						
Income taxes paid		(1,451,718)	(2,362,202)	(399,598)	(1,636,773)	
Payments to members		(3,221,943)	(3,098,264)	(3,221,943)	(3,098,264)	
Interest paid		(6,573,854)	(4,928,204)	(10,974,987)	(8,067,584)	
Payments to employees and suppliers		(6,816,242)	(4,032,520)	(4,477,027)	(3,868,707)	
Net cash from operating activities		6,579,919	6,692,953	4,297,335	3,351,378	
Investing Activities Inflows						
Deposits from investors		4,239,208	44,420,192	-	-	
Proceeds from intercompany loan Outflows		-	-	19,389,744	40,924,323	
Payments for plant and equipment		(34,133)	(93,199)	(32,335)	(56,587)	
Payments for financial assets		-	2,000,000	-	-	
Investment in subsidiaries		-	-	-	(2,000,000)	
Net advances of loans to members		(42,586,666)	(24,985,853)	(42,586,877)	(24,984,716)	
Net cash (used in)/from investing a	ctivities	(38,381,591)	21,341,140	(23,229,468)	13,883,020	
Financing Activities						
Prinicpal lease payments		(118,073)	(106,342)	(118,073)	(106,342)	
Net cash used in investing activities	3	(118,073)	(106,342)	(118,073)	(106,342)	
Total net cash increase/(decrease)		(31,919,745)	27,927,751	(19,050,206)	17,128,056	
Cash at beginning of year		39,150,547	11,222,796	24,967,394	7,839,338	
Cash at end of year	6	7,230,802	39,150,547	5,917,188	24,967,394	

#### Note 1: Statement of significant accounting policies

#### **General information**

The financial report is prepared for APS Benefits Group Limited and controlled entities ('the Group') for the year ended the 30 June 2023. The consolidated general purpose financial statements of the Group have been prepared in accordance with the requirements of the *Corporations Act 2001*, Australian Accounting Standards and other authoritative pronouncements of the Australian Accounting Standards Board (AASB). APS Benefits Group Limited is a for-profit entity for the purpose of preparing the financial statements. It is limited by guarantee, incorporated and domiciled in Australia. Its subsidiaries, APS Financial Planning Pty Ltd, APS Tax, Accounting & Business Services Pty Ltd, APS Mortgages Pty Ltd and APS Wills and Estates Pty Ltd are proprietary companies. Its other subsidiary APS Savings Ltd is an unlisted public company.

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

#### **Basis of measurement**

These general purpose financial statements have been prepared in accordance with the Australian Accounting Standards - Simplified Disclosures issued by the Australian Accounting Standards Board ('AASB') and the Corporations Act 2001, as appropriate for for-profit oriented entities. The financial report has been prepared on an accruals basis and is based on historical costs modified by the revaluation of selected financial assets for which the fair value basis of accounting has been applied.

#### New or amended Accounting Standards and Interpretations adopted

The Group has adopted all of the new or amended Accounting Standards and Interpretations issued by the Australian Accounting Standards Board ('AASB') that are mandatory for the current reporting period.

The following Accounting Standards and Interpretations are most relevant to the Group:

- AASB 2020-3 Amendments to Australian Accounting Standards Annual Improvements 2018-2020 and Other Amendments
- AASB 2021-7 Amendments to Australian Accounting Standards Effective Date of Amendments to AASB 10 and AASB 128 and Editorial Corrections

The adoption of these Accounting Standards and Interpretations did not have an impact on the financial performance or position of the Group.

Any new or amended Accounting Standards or Interpretations that are not yet mandatory have not been early adopted.

The accounting policies set out below have been consistently applied for all years presented.

## **Accounting policies**

#### a. 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 tax loss for the period. It is calculated using tax rates and tax laws that have been enacted or substantively enacted by reporting date. Current tax for current and prior periods is recognised as a liability (or asset) to the extent that it is unpaid (or refundable).

#### Deferred tax

Deferred tax is accounted for using the balance sheet liability method in respect of temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements. No deferred income tax will be recognised from the initial recognition of an asset or liability, excluding a business combination, where there is no effect on accounting or taxable profit or loss.

Deferred tax is calculated at the tax rates that are expected to apply to the period when the asset is realised, or liability is settled. Deferred tax is credited in the income statement except where it relates to items that may be credited directly to equity, in which case the deferred tax is adjusted directly against equity.

Deferred income tax assets are recognised to the extent that it is probable that future tax profits will be available against which deductible temporary differences can be utilised.

The amount of benefits brought to account or which may be realised in the future is based on the assumption that no adverse change will occur in income taxation legislation and the anticipation that the Company will derive sufficient future assessable income to enable the benefit to be realised and comply with the conditions of deductibility imposed by the law.

APS Benefits Group Ltd and its wholly-owned subsidiaries have formed an income tax consolidated group under the tax consolidation regime. Each entity in the group recognises its own current tax expense and deferred tax balances. The current tax liability of each group entity is then subsequently assumed by APS Benefits Group Ltd.

### b. Plant and equipment

Plant and equipment are measured on the cost basis less depreciation and impairment losses.

The carrying amount of plant and equipment is reviewed annually by directors to ensure it is not in excess of the recoverable amount from these assets. The recoverable amount is assessed on the basis of the expected net cash flows that will be received from the asset's employment and subsequent disposal. The expected net cash flows have been discounted to their present values in determining recoverable amounts.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All other repairs and maintenance are charged to the income statement during the financial period in which they are incurred.

#### Depreciation

The depreciable amount of all fixed assets including building and capitalised lease assets, but excluding freehold land, is depreciated on a straight-line basis over their useful lives to the economic entity commencing from the time the asset is held ready for use.

The depreciation rates used for each class of depreciable assets are:

#### Class of fixed asset

**Depreciation rate** 

Plant and equipment

3-50%

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at each balance sheet date.

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

Gains and losses on disposals are determined by comparing proceeds with the carrying amount. These gains or losses are included in the income statement. When re-valued assets are sold, amounts included in the revaluation reserve relating to that asset are transferred to retained earnings.

#### c. Employee benefits

Provision is made for the Group'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. Contributions to defined contribution retirement benefit plans are recognised as an expense when employees have rendered service entitling them to the contributions.

#### d. **Provisions**

Provisions are recognised when the group has a legal or constructive obligation, as a result of past events, for which it is probable that an outflow of economic benefits will result, and that outflow can be reliably measured.

#### e. Cash and cash equivalents

Cash and cash equivalents include cash on hand, deposits held at call with banks and other short-term highly liquid investments with original maturities of three months or less.

#### f. Goods and services tax (GST)

The Group adheres to the financial institutions' framework of GST legislation.

#### g. Mortuary fund

Subscription revenue collected and benefits (death and resignation) paid in respect to the mortuary fund are accounted for through the statement of profit or loss. The gross change in the mortuary fund liability for the period, including any bonuses vested, is recognised in the statement of comprehensive income.

## h. Right-of-use assets

A right-of-use asset is recognised at the commencement date of a lease. The right-of-use asset is measured at cost, which comprises the initial amount of the lease liability, adjusted for, as applicable, any lease payments made at or before the commencement date net of any lease incentives received, any initial direct costs incurred, and, except where included in the cost of inventories, an estimate of costs expected to be incurred for dismantling and removing the underlying asset, and restoring the site or asset.

Right-of-use assets are depreciated on a straight-line basis over the unexpired period of the lease or the estimated useful life of the asset, whichever is the shorter. Where the Group expects to obtain ownership of the leased asset at the end of the lease term, the depreciation is over its estimated useful life. Right-of use assets are subject to impairment or adjusted for any remeasurement of lease liabilities.

#### Lease liabilities

A lease liability is recognised at the commencement date of a lease. The lease liability is initially recognised at the present value of the lease payments to be made over the term of the lease, discounted using the interest rate implicit in the lease or, if that rate cannot be readily determined, the Group's incremental borrowing rate. Lease payments comprise of fixed payments less any lease incentives receivable, variable lease payments that depend on an index or a rate, amounts expected to be paid under residual value guarantees, exercise price of a purchase option when the exercise of the option is reasonably certain to occur, and any anticipated termination penalties. The variable lease payments that do not depend on an index or a rate are expensed in the period in which they are incurred.

Lease liabilities are measured at amortised cost using the effective interest method. The carrying amounts are remeasured if there is a change in the following: future lease payments arising from a change in an index, or a rate used; residual guarantee; lease term; certainty of a purchase option and termination penalties. When a lease liability is remeasured, an adjustment is made to the corresponding right-of use asset, or to profit or loss if the carrying amount of the right-of-use asset is fully written down.

## i. Operating expenses

Operating expenses are recognised in profit or loss upon utilisation of the service, or at the date of their origin.

## j. Basis of consolidation

The consolidated financial statements incorporate the financial statements of the company and entities controlled by the company (its subsidiaries, referred to as 'the Group' in these financial statements). Control is achieved where the company has the power to govern the financial and operating policies of an entity so as to obtain benefits from its activities.

All intra-group transactions, balances, income, and expenses are eliminated in full on consolidation.

## k. Classification of financial assets

Except for those trade receivables that do not contain a significant financing component and are measured at the transaction price, all financial assets are initially measured at fair value adjusted for transaction costs (where applicable).

For the purpose of subsequent measurement, financial assets are classified into the following categories upon initial recognition:

- amortised cost
- fair value through profit or loss (FVPL)

Classifications are determined by both:

· the entity's business model for managing the financial assets and

• the contractual cash flow characteristics of the financial assets.

#### Subsequent measurement of financial assets

#### Financial assets at amortised costs

A financial asset is measured at amortised cost if it meets both of the following conditions and is not designated as at FVPL:

- the asset is held within a business model whose objective is to hold assets to collect contractual cash flows;
- the contractual terms of the financial asset give rise to cash flows that are solely payments of principal and interest on the principal amount outstanding.

After initial recognition, these are measured at amortised cost using the effective interest method. Discounting is omitted where the effect of discounting is immaterial. The Group's cash and cash equivalents, trade receivables, interest bearing securities and loans to members fall into this category of financial instruments.

#### Financial assets at fair value through profit or loss (FVPL)

Financial assets that are within a different business model other than 'hold to collect' are categorised as fair value through profit or loss. Further, irrespective of business model financial assets whose contractual cash flows are not solely payments of principal and interest are accounted for at FVPL. The Group's investments in unlisted managed funds fall into this category.

#### Loans to members

Loans and advances were initially measured at fair value plus incremental direct transaction costs, and subsequently measured at their amortised cost using the effective interest method.

Interest earned

Interest is calculated on the basis of the daily balance outstanding and is charged in arrears to a members account on the last day of each month.

**Nonaccrual loan interest** – while still legally recoverable, interest is not brought to account as income where the Group is informed that the member has deceased, or loan is impaired.

Fees on loans

The fees charged on loans are recognised as income at the point in time when the service is provided, or costs are incurred.

#### Reclassifications

Financial assets are not reclassified subsequent to their initial recognition, except in the period after the Group changes its business model for managing financial assets. There were no changes to any of the Group's business models during the current year (Prior year: Nil).

#### Loan impairment

AASB 9's impairment requirements use forward looking information to recognise expected credit losses - the 'expected credit loss model' (ECL).

The Group considers a broader range of information when assessing credit risk and measuring expected credit losses, including past events, current conditions, reasonable and supportable forecasts that affect the expected collectability of the future cash flows of the instrument.

In applying this forward-looking approach, a distinction is made between:

- financial instruments that have not deteriorated significantly in credit quality since initial recognition or that have low credit risk (performing loans) ('Stage 1'); and
- financial instruments that have deteriorated significantly in credit quality since initial recognition and whose credit risk is not low ('Stage 2').

'Stage 3' would cover financial assets that have objective evidence of impairment (loans in default) at the reporting date.

#### **Measurement of ECL**

'12-month expected credit losses' are recognised for the first category while 'lifetime expected credit losses' are recognised for the second category. Measurement of the expected credit losses is determined by a probability weighted estimate of credit losses over the expected life of the financial instrument.

#### **Credit-impaired financial assets**

At each reporting date, the Group assesses whether financial assets carried at amortised cost are credit-impaired. A financial asset is 'credit-impaired' when one or more events that have a detrimental impact on the estimated future cash flows of the financial asset have occurred.

Evidence that a financial asset is credit-impaired includes the following observable data:

- significant financial difficulty of the borrower or issuer;
- a breach of contract such as a default or past due event;
- the restructuring of a loan or advance by the Group on terms that the Group would not consider otherwise;
- it is becoming probable that the borrower will enter bankruptcy or other financial reorganization; or
- the disappearance of an active market for a security because of financial difficulties.

A loan that has been renegotiated due to a deterioration in the borrower's condition is usually considered to be credit-impaired unless there is evidence that the risk of not receiving contractual cash flows has reduced significantly and there are no other indicators of impairment. In addition, a loan that is overdue for 90 days or more is considered impaired.

#### Presentation of allowance for ECL in the statement of financial position

Loss allowances for ECL are presented in the statement of financial position as a deduction from the gross carrying amount of the assets.

#### Write-off

Loans are written off (either partially or in full) when there is no realistic prospect of recovery. This is generally the case when the Group determines that the borrower does not have assets or sources of income that could generate sufficient cash flows to repay the amounts subject to the write-off. However, financial assets that are written off could still be subject to enforcement activities in order to comply with the Group's procedures for recovery of amounts due.

#### n. Comparative figures

When required by Accounting Standards, comparative figures have been adjusted to conform to changes in presentation for the current financial year

#### o. Critical accounting estimates and judgments

The directors evaluate estimates and judgments incorporated into the financial report based on historical knowledge and best available current information. Estimates assume a reasonable expectation of future events and are based on current trends and economic data, obtained both externally and within the group.

#### Key judgments

1. Doubtful debts provision - included in accounts receivable at 30 June 2023 is an amount receivable from loans made to members during the current financial year amounting to \$262,998,299 (2022: \$222,129,032). The directors believe that the full amount of the debt is recoverable, other than an amount of \$1,052,374 (2022: \$864,130), which has been included as the Group's expected credit loss provision at 30 June 2023.

Management have made critical accounting estimates with respect to the measurement of the Group's expected credit loss (ECL) allowance. Key areas of judgement under the new standard include:

- probability of default (PD);
- loss given default (LGD); and
- exposure at default (EAD).

These parameters are derived from internal analysis, management judgements and other historical data. They are adjusted to reflect forward-looking information as described below.

PD estimates are calculated based on arrears over 90 days and other loans and facilities where the likelihood of future payments is low.

LGD is the magnitude of the likely loss if there is a default. The Group estimates LGD based on the history of losses incurred and considers the structure of the loan, collateral and recovery costs of any collateral that is integral to the financial asset.

EAD represents the expected exposure in the event of a default.

The Group has established groups of similar financial assets for the purposes of measuring ECL When ECLs are measured on a collective basis, the financial instruments are grouped on the basis of shared risk characteristics.

2. Mortuary fund liability - the process and assumptions used to determine the mortuary fund liability are discussed further in Note 20.

For the year ended 30 June 2023							
N	ote	Consoli	dated		Parent		
		2023	2022	2023	2022		
		\$	\$	\$	\$		
2. Revenue							
Revenue recognised over time:							
Subscriptions from members		2,401,853	2,445,559	2,401,853	2,401,853		
Revenue recognised at a point in time:							
Top-up fees		641,190	617,230	641,190	617,230		
Fees from other services		1,336,808	1,413,025	137,701	144,213		
Other income							
Increase/(decrease) in market value of investments		615,698	(98,389)	615,698	(98,389)		
Interest revenue on:							
- Loan to members		19,939,272	16,700,587	19,939,272	16,700,587		
- Investments		247,727	45,197	242,504	45,190		
	-	25,182,548	21,123,209	23,978,218	19,810,684		
3. Operating Surplus							
Operating surplus has been arrived at after charging the following items :							
Bad debts written off		665,236	585,164	665,236	585,164		
Depreciation and amortisation		555,255	555,151	000,200	555,151		
- property, plant and equipment		67,242	68,772	47,580	48,957		
- right of use assets		160,871	160,872	160,871	160,872		
Benefits paid to members		3,221,943	3,098,264	3,221,943	3,098,264		
Changes in mortuary fund liabilities	20						
- bonus allocated to members		1,972,000	1,874,000	1,972,000	1,874,000		
- increase in mortuary fund liability		3,408,000	3,158,000	3,408,000	3,158,000		
Interest expense on debenture notes issued		6,552,171	4,874,586	-	-		
Interest expense on intercompany loan		-	-	10,974,987	7,961,515		
Employee benefits expense							
- defined contribution plans		279,865	255,532	157,084	142,692		
- other employee benefits		2,826,823	2,713,107	1,564,107	1,463,992		
Total employee benefits expense		3,106,688	2,968,639	1,721,191	1,606,684		
4. Net Bad Debts							
Net bad debts has been arrived at as follows:							
Bad debts written off		665,236	585,164	665,236	585,164		
Less: Bad debts recovered		(83,968)	(96,613)	(83,968)	(96,613)		
Change in provision for doubtful debts		188,244	20,907	188,244	20,907		
Add: Collection costs		365,460	215,735	379,488	234,723		
Net bad debts		1,134,972	725,193	1,149,000	744,181		

For the	year	ended	30	June	2023
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Tor the year ended 30 Julie 2023	\$	Consolidated 2023 \$	2022	\$	Parent 2023 \$	2022
5. Income Taxes						
(A) Income Tax Expense						
Prima facie income tax expense calculated at 25% (2022: 25%) on the operating surplus and abnormal items		2,842,489	2,518,745		1,839,892	1,788,947
Surplus/(Deficit) Add:	2,768,012			(1,242,374)		.,,
Change in mortuary fund	5,380,000			5,380,000		
Benefits paid to members	3,221,943			3,221,943		
	11,369,955			7,359,569		
	@ 25%	2,842,489	2,518,745	@ 25%	1,839,892	1,788,947
Increase in Income Tax expense due to :-						
Non-tax assessable items :						
Entertainment expense		13,171	9,912		12,830	9,912
Other non allowable deductions/(non taxable income)		(61,706)	874,497		(61,706)	827,166
Exempt member subscription income		(600,463)	(611,390)		(600,463)	(611,390)
Rebateable income		(18,785)	(20,373)		(18,785)	(20,373)
Under/(over) provisions in respect of prior years	_	(206,156)	(349,970)	_	(258,021)	(317,736)
Income tax expense attributable to operating surplus	=	1,968,550	2,421,421	_	913,747	1,676,526
(B) Components of Income Tax Expense						
The components of tax expense comprises:						
Current tax expense		2,246,754	2,772,256		1,246,499	2,013,727
Deferred tax expense		(72,048)	(865)		(74,731)	(19,465)
Overprovision in relation to prior period	_	(206,156)	(349,970)	_	(258,021)	(317,736)
	_	1,968,550	2,421,421		913,747	1,676,526
(C) Deferred Tax Asset and Liabilities						

Deferred taxes arising from temporary differences and unused tax losses can be summarised as follows:

		Recognised in	1	Recognised in		
	1 July 2022 \$	profit or loss \$	30 June 2023 \$	1 July 2022 \$	profit or loss \$	30 June 2023 \$
Provision for doubtful debts	216,032	47,061	263,093	216,032	47,061	263,093
Employee benefits	309,696	19,114	328,810	201,014	13,105	214,119
Plant and equipment	(107,405)	8,278	(99,127)	(83,389)	3,812	(79,577)
Capital losses	200,197	-	200,197	200,197	-	200,197
Revenue Losses	71,261	(13,158)	58,103	-	-	-
Other	8,873	10,753	19,626	8,873	10,753	19,626
	698,655	72,048	770,702	542,728	74,731	617,458
Deferred Tax Asset Deferred Tax Liability Net Deferred Tax Asset	845,431 (146,776) 698,655		909,200 (138,498) 770,702	665,488 (122,760) 542,728		736,406 (118,948) 617,458

For the year ended 30 June 2023				
	Consolic 2023	dated 2022	Pare 2023	ent 2022
	\$	\$	\$	\$
6. Cash and Cash Equivalents				
Cash at bank	5,211,461	23,600,543	3,897,847	9,417,390
Cash deposits	2,019,341	15,550,004	2,019,341	15,550,004
	7,230,802	39,150,547	5,917,188	24,967,394
7. Trade and Other Receivables				
Current				
Trade and other receivables	285,391	265,546	-	-
Loans to members	124,138,070	111,224,340	124,138,070	111,224,340
Less: allowance for credit losses	(1,052,374)	(864,130)	(1,052,374)	(864,130)
Loans to controlled entities	-		1,773,505	1,846,932
	123,371,087	110,625,756	124,859,201	112,207,142
Non-current				
Loans to members	139,912,603	110,904,692	139,912,603	110,904,692
<u>Total</u>	263,283,690	221,530,448	264,771,804	223,111,834
During the year the Group continued to grant loans to Before granting such loans the Group conducts credi ensure their credit-worthiness. The receivables are re regular basis and by management on a monthly basis	t checks on each ap eviewed by the cred	oplicant to		
Movement in allowance for credit losses				
Balance at the beginning of year	864,130	843,223	864,130	843,223
Increase/(decrease) in provision	188,244	20,907	188,244	20,907
Balance at the end of year	1,052,374	864,130	1,052,374	864,130

In determining the recoverability of the receivable, the Group considers any change in the credit quality of the receivable from the date the receivable was initially granted up to the reporting date. Accordingly, the Directors believe that there is no further expected credit loss provision required in excess of the allowance for credit losses.

For the ye	ear ended	30 June	2023
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Tor the year ended 30 Julie 2023	Consolidated		Par	Parent	
	2023	2022	2023	2022	
	\$	\$	\$	\$	
8. Financial Assets					
<u>Current</u>					
Interest bearing securities (at amortised cost)	334,750	334,750	324,750	324,750	
Units in unlisted managed funds (at fair value through	5,555,337	4,939,639	5,555,337	4,939,639	
profit or loss)	5,890,087	5,274,389	5,880,087	5,264,389	
<ul><li>unchanged compared to the previous reporting period.</li><li>Other Current Assets</li></ul>					
Other current assets	19,420	32,123	579	9,175	
Prepayments	155,315	165,646	148,825	152,075	
	174,735	197,769	149,404	161,250	
10. Trade and Other Payables					
<u>Current</u>					
Sundry creditors	428,639	494,244	428,639	494,244	
Trade creditors	79,909	43,746	78,731	39,818	
Other accruals	941,926	2,278,551	67,695	692,579	
Loan from APS Savings	-	-	167,514,392	148,124,648	
Debenture Notes Issued	129,348,345	121,530,776			
	130,798,819	124,347,317	168,089,457	149,351,289	

The average credit period on purchases of certain goods/services is 30 days. No interest is charged on trade payables for the first 60 days from the date of invoice. The Group has financial risk management policies in place to ensure that all payables are paid within the pre-agreed credit terms. The debenture notes issued are secured notes received from members and clients.

The Group's obligation to repay these monies is secured by a charge over all the present and future property, assets and undertakings of the Group.

The secured notes are repaid at the end of the note term.

#### Non-current

Debenture Notes Issued	21,487,255	24,988,208	-	
	21,487,255	24,988,208	-	-

For the year ended 30 June 2023				
	Consolida	ted	Parent	
	2023 \$ 	2022 \$ 	2023 \$	2022 \$ 
11. Provisions				
Current				
Provision for Annual Leave	434,440	445,877	187,499	197,306
Provison for LSL	843,851	769,758	658,422	600,027
	1,278,291	1,215,635	845,921	797,333
Non-current				
Provison for LSL	36,949	23,150	10,554	6,722
	36,949	23,150	10,554	6,722

12. Property, Plant and Equipment				
Movements in carrying amounts - Consolidated	Consolida	Parent		
	Property, Plant & Equipment	Total	Property, Plant & Equipment	Total
	\$	\$	\$	\$
Gross carrying amount				
Balance at 30 June 2022	993,957	993,957	800,727	800,727
Additions	34,134	34,134	32,335	32,335
Disposals	-	-	-	-
Balance at 30 June 2023	1,028,091	1,028,091	833,062	833,062
Accumulated depreciation				
Balance at 30 June 2022	562,327	562,327	465,161	465,161
Depreciation expense	67,243	67,243	47,581	47,581
Disposals		-		=_
Balance at 30 June 2023	629,570	629,570	512,742	512,742
Net book value				
As at 30 June 2023	398 521	398 521	320 320	320 320

13. Reserves				
	General Reserve	Total	General Reserve	Total
	\$	\$	\$	\$
Balance at 1 July 2022	5,457,972	5,457,972	(3,023,330)	(3,023,330)
Surplus(Deficit) after tax	799,462	799,462	(2,156,121)	(2,156,121)
Balance at 30 June 2023	6,257,434	6,257,434	(5,179,451)	(5,179,451)
Balance at 1 July 2021	5,934,677	5,934,677	(417,472)	(417,472)
Surplus(Deficit) after tax	(476,705)	(476,705)	(2,651,001)	(2,651,001)
Balance at 30 June 2022	5,457,972	5,457,972	(3,068,473)	(3,068,473)

For the year ended 30 June 2023

	Consolidated 2023 \$	2022 \$		Parent 2023 \$	2022 \$
	1,845,949	1,845,949		1,845,949	1,845,949
	(567,984)	(425,988)		(567,984)	(425,988)
	·	87,906		87,906	87,906
_			_		(51,886)
_	1,294,899	1,455,981	_	1,294,899	1,455,981
nent	Property	Total	Equipment	Property	Total
\$	\$	\$	\$	\$	\$
,020	1,419,961	1,455,981	36,020	1,419,961	1,455,981
,086)	(141,996)	(161,082)	(19,086)	(141,996)	(161,082)
,934	1,277,965	1,294,899	16,934	1,277,965	1,294,899
	2023 \$	2022 \$		2023 \$	2022 \$
	121,916	118,073		121,916	118,073
_	1,408,968	1,530,884	_	1,408,968	1,530,884
_	1,530,884	1,648,957	<del>-</del>	1,530,884	1,648,957
	1,648,957			1,648,957	
	(217,164)			(217,164)	
	99,091				
_	1,530,884		<del>-</del>	1,530,884	
	\$ ,020 ,086)	2023 \$ 1,845,949 (567,984) 87,906 (70,972) 1,294,899  Property \$ ,020 1,419,961 ,086) (141,996) ,934 1,277,965  2023 \$ 121,916 1,408,968 1,530,884  1,648,957 (217,164) 99,091	2023	2023	2023

For the year ended 30 June 2023

. o. die yeur ended ee edite zeze	Consolidated		Parent	
	2023 \$	2022 \$	2023 \$	2022 \$
16 Employee Benefits Expense	•	•	,	·
Salaries and wages	2,748,378	2,567,544	1,512,782	1,373,215
Workers compensation insurance	1,989	1,664	-1,095	429
Superannuation - defined contribution plans	279,865	255,532	157,084	142,692
Employee benefits provisions	76,456	143,899	52,420	90,348
	3,106,688	2,968,639	1,721,191	1,606,684
17 Key Management Compensation				
The aggregate compensation made to Directors and other members of	key management personr	nel is:		
Short-term employee benefits	1,508,084	1,463,848	815,596	796,060
Post-employment benefits - superannuation	133,236	122,534	60,525	55,755
	1,641,320	1,586,382	876,121	851,815
Loans to Key Management				
Balance at start of period	184,219	151,831	82,874	44,903
Repayments	28,105	20,861	17,077	10,104
Additional drawdowns	-	45,000	-	45,000
Interest paid	10,087	8,248	4,775	3,074
Balance at end of period	166,200	184,219	70,572	82,874
Notes Held by Key Management				
Balance at start of period	1,099,630	573,562	1,099,630	573,562
Additional deposits	55,311	1,689,608	55,311	1,689,608
Interest received	51,443	38,243	51,443	38,243
Redemptions	(235,187)	(1,201,783)	(235,187)	(1,201,783)
Balance at end of period	971,197	1,099,630	971,197	1,099,630
18. Retirement Benefits				
Retirement benefits paid to Directors of the Company and				
controlled entities, being amounts that have been previously				
approved by the members of the Company in a general				
meeting.	Nil	Nil	Nil	Nil

#### 19. Related Party Transactions

The Group's related parties include its key management personnel and related entities as described in Note 17 Key Management Compensation. Unless otherwise stated, none of the transactions incorporate special terms and conditions and no guarantees were given or received.

#### 20. Mortuary Fund

i mortaary r and				
Balance at start of period	111,413,000	106,381,000	111,413,000	106,381,000
Increase in mortuary fund	5,380,000	5,032,000	5,380,000	5,032,000
Balance at end of period	116,793,000	111,413,000	116,793,000	111,413,000
Mortuary Fund - Current Liabilities	2,941,250	2,758,250	2,941,250	2,758,250
Mortuary Fund - Non Current Liabilities	113,851,750	108,654,750	113,851,750	108,654,750

#### a. Mortuary Fund Risk

The mortuary fund benefits transfer risk to the Company, where the Company commits to making a payment to the member's nominated beneficiary upon the member's death. The timing of these future events are inherently uncertain. Mortuary fund risk is controlled through adequate subscription revenue, and investment returns, both of which are monitored by the appointed actuary.

#### For the year ended 30 June 2023

#### b. Actuary's Report

The Directors' appoint an actuary to report each year on the mortuary fund liabilities of the Company, and the ability of the Company to meet them. William Szuch F.I.A.A is the actuary so appointed. William Szuch F.I.A.A has prepared the 2023 actuarial report. The actuary's valuation basis measures liability in respect of each member as the present value of future death benefits of basic cover and declared bonuses, and any bonus recommended at the review date *less* the present value of future premiums after an allowance for future expenses. The actuary's valuation of the mortuary liabilities as at 30 June 2023 is \$116,793,000 (2022: \$111,413,000).

**Effect of changes in actuarial assumptions during the reporting period** - there were no material changes in the mortuary fund liabilities due to changes in assumptions for the year ended 30 June 2023.

Variable Expenses risk	Impact of movement in underlying variable An increase in the level of expenses over assumed levels will decrease any surplus and reserves.
Interest rate risk	Depending on the profile of the investment portfolio, the investment income of the Company will reduce as interest rates decrease. The impact on the surplus and reserves depends on the relative profiles of assets and liabilities to the extent that they are not matched.
Mortality rates	Greater mortality rates will lead to higher levels of claims, which is likely to increase benefit payments and therefore reduce any surplus and reserves.
Discontinuance	Any increase in the discontinuance rate has a positive impact on the surplus and reserves.
Market risk	As no benefit payment is contractually linked to the underlying assets, the Company is not exposed to market risk.

#### c. Sensitivity Analysis

Sensitivity analysis is conducted to quantify the exposure to risk, as a result of changes in the underlying variables. The valuations included in the reported results are calculated using certain assumptions about these variables as disclemovement in any key variable will impact the profit and equity of the Company.

The table below describes how the change in each assumption for a particular year will affect the mortuary fund liabiliti analysis of the sensitivity of the surplus and equity changes in these assumptions.

## Impact of changes in variables

Variable	Movement	Changes in liabilities
Insured life mortality	Worsening by 10%	\$297,123
Lapses and surrenders	Worsening by 10%	\$25,071
Administration expenses	Worsening by 10%	\$1,670,262

For the year ended 30 June 2023

		Parent		Consolidated	
		2023	2022	2023	2022
		\$	\$	\$	\$
21.	Auditors Remuneration  Audit of the financial statements	79,400	19,250	60,700	54,750

#### 22. Commitments

The Company has no committed expenditure (2022: Nil) other than the leases disclosed in Note 15 within lease liabilities

#### 23. Contingent Liabilities

The Directors are not aware of any contingent liabilities that the Group needs to provide for.

#### 24. APSBS Group Life Trust

The Company is Trustee of the APSBS Group Life Trust which provides term insurance cover for certain members who were formerly in the Vic and Tas Friendly Society Ltd Term Fund C.

#### 25. Members Guarantee

The principal Company is limited by guarantee. If the Company is wound up, the Constitution states that each member is required to contribute a maximum of \$5 towards meeting any outstanding obligations of the company. At 30 June 2023 the number of members was 26,358 (2022: 26,424), and therefore, the total amount that members are liable to contribute if the Company was wound up at 30 June 2023 was \$131,790.

26.	Subsidiaries	Country of Incorporation	Ownership %			
	Parent Entity					
	APS Benefits Group Ltd	Australia				
	Subsidiaries					
	APS Financial Planning Pty Ltd  APS Tax, Accounting and Business Services Pty	Australia	100			
	Ltd	Australia	100			
	APS Savings Limited	Australia	100			
	APS Wills and Estates Pty Ltd	Australia	100			
	APS Mortgages Pty Ltd	Australia	100			

#### 27. EVENTS AFTER BALANCE SHEET DATE

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

#### **DIRECTORS' DECLARATION**

The Directors declare that:

- 1. The consolidated financial statements and notes of APS Benefits Group Ltd, as set out on pages 6 to 24, are in accordance with the *Corporations Act 2001*; including:
  - (a) giving a true and fair view of its financial position as at 30 June 2023 and of its performance for the financial year ended on that date; and
  - (b) complying with Australian Accounting Standards Simplified Disclosures (including the Australian Accounting Interpretations) and the *Corporations Regulations 2001*.
- 2. In the Directors' opinion there are reasonable grounds to believe that APS Benefits Group Ltd 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 made pursuant to Section 295(5) of the Corporations Act 2001.

Kaye Kieni - Chair

Thays Hom.

Chris Stocks - Director

Ces Stocks

Dated this 12<sup>th</sup> day of October 2023.



Grant Thornton Audit Pty Ltd Level 22 Tower 5 Collins Square 727 Collins Street Melbourne VIC 3008 GPO Box 4736 Melbourne VIC 3001

T +61 3 8320 2222

# Independent Auditor's Report

## To the Members of APS Benefits Group Ltd

#### Report on the audit of the financial report

#### **Opinion**

We have audited the financial report of APS Benefits Group Ltd (the Company) and its subsidiaries (the Group) which comprises the consolidated statement of financial position as at 30 June 2023, the consolidated statement of profit or loss and other comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the year then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies, and the Directors' declaration.

In our opinion, the accompanying financial report of the Group is in accordance with the *Corporations Act* 2001, including:

- a giving a true and fair view of the Group's financial position as at 30 June 2023 and of its performance for the year ended on that date; and
- b complying with Australian Accounting Standards AASB 1060 General Purpose Financial Statements Simplified Disclosures for For-Profit and Not-for-Profit Tier 2 Entities and the Corporations Regulations 2001.

#### **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 Group in accordance with 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 (including Independence Standards)* (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.

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#### Information other than the financial report and auditor's report thereon

The Directors are responsible for the other information. The other information comprises the information included in the Group's annual report for the year ended 30 June 2023, 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.

#### Responsibilities of the Directors' for the financial report

The Directors of the Group are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standard – AASB 1060 General Purpose Financial Statements - Simplified Disclosures for For-Profit and Not-for-Profit Tier 2 Entities and the Corporations Act 2001. The Directors' responsibility also includes such internal control as the Directors determine is necessary to enable the preparation of the financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

In preparing the financial report, the Directors are responsible for assessing the Group'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 Group or to cease operations, or have no realistic alternative but to do so.

#### 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 the 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 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: <a href="https://www.auasb.gov.au/auditors">https://www.auasb.gov.au/auditors</a> responsibilities/ar3.pdf. This description forms part of our auditor's report.

Grant Thornton Audit Pty Ltd Chartered Accountants

Grant Thornton

D G Ng

Partner - Audit & Assurance

Melbourne, 12 October 2023