



**resimac**

# 19 / 20 annual report



**resimac**

Resimac  
Group Ltd

ABN 55 095 034 003

Australian Credit Licence 247829

ASX: RMC

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## Who We Are

Resimac Group Ltd is one of Australia and New Zealand's most established non-bank lenders. With 35 years experience in delivering home finance solutions, we're proud to be servicing over 50,000 current customers.

As a pioneer of the Residential Mortgage-Backed Securities (RMBS) industry we have one of Australia's most respected securitisation programs, having issued in excess of A\$30b in domestic and global markets since 1987.

We have distribution to over 85% of mortgage brokers, as well as our products being available to consumers via our direct channels.

Resimac is a profitable organisation with diverse income streams - net interest margin on principally funded loans, annuity trail income on non-principally funded loans and other fee income. We operate a proprietary servicing platform and have been issued a Standard & Poor's ('S&P') "STRONG" Servicer Ranking, which was reaffirmed in February 2019.

# Assets Under Management of almost \$15b



We understand the requirements of our customers, employees and stakeholders, and are building a best-in-class business that delivers against those requirements.

## Our Service Proposition



- ✓ **A full range** of home loans from Prime Lending and Specialist Lending products
- ✓ **Strong funding capabilities** - long standing warehouse relationships for short-term funding
- ✓ **Diversified long-term funding platform** with global multi-currency issuance programmes
- ✓ **Well established white label arrangement** with leading domestic banks
- ✓ **Assets Under Management** of almost \$15 billion
- ✓ **Diversified distribution platform** originating \$4 billion+ p.a.

### Our Brand Ambassador

In FY20, we appointed Adam Gilchrist as an ambassador to represent our corporate brand. Adam is also the face of our homeloans.com.au launch campaign.

ADAM GILCHRIST & SCOTT MCWILLIAM

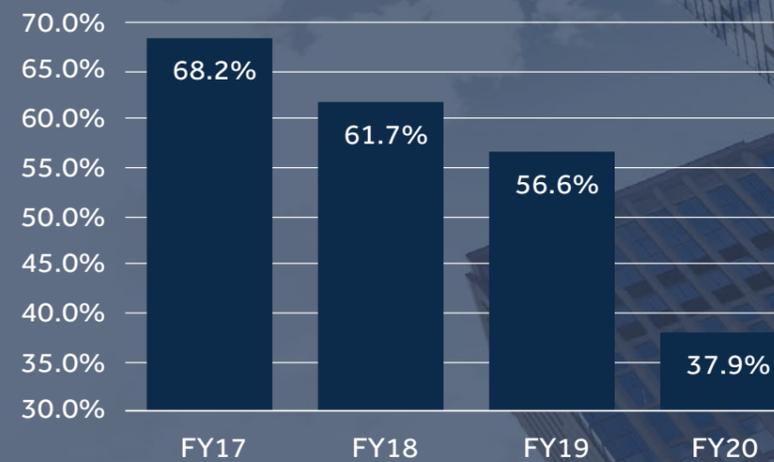


# Message from the Chairman

**WARREN  
MCLELAND**  
Chairman



Cost to Income Ratio



Dear Shareholders,

As shareholders are acutely aware, FY20 was unique. The first half featured an increasingly severe competitive business environment, and the second was dominated by the ramifications from the bushfires and the COVID-19 pandemic. Management's ability to respond, adapt and resolve has enabled Resimac to weather this extraordinary array of challenges, which is an incredible achievement.

Notwithstanding the myriad of complexities, Resimac Group reported record financial results.

The Board is continuing to be prudent in planning for the next three to five years. Overall, we remain positive in our outlook.

We are expecting the emergence of a recovery in calendar year 2021, and a further upward move in economic activity as measured by GDP, low interest rates, housing construction and the consequent flow-on of demand for home finance in 2022.

Against this backdrop, Directors' and management's ambition is to continue to grow our home loan portfolio above system, while simultaneously maximise our NIM, maintain our emphasis on low costs, embrace full digitalisation and build a significant asset financing business by 30 June 2023.

Attaining that goal as a non-bank financial institution will necessitate a paradigm shift in our market position. During this period, Resimac's strategic direction and focus will remain unchanged. At core is an incessant focus on organic growth in mortgage lending, encapsulating a two-year strategic acceleration of capital investment in automation/digitalisation and our direct to borrower channel, and incremental investment in our broker origination channels.

Our ambition cannot be fulfilled without parallel developments in our Treasury activities. Resimac's pedigree and leadership in domestic and international funding and capital markets capabilities is as well-known as it is established.

Most importantly, our consistency and innovative philosophy is providing us with a competitive advantage compared to narrow based non-banks. The number, size and variety of bond issues successfully completed in FY20 was a major contributor to Resimac's success. Our depth and diversity with investors globally is paramount and will be a never ending development and growth objective for our world-class team. Our historically long and enduring Australian bank funder partnerships continue to be pivotal in our success.

## Board movements

As announced at the 2019 AGM, Chum Darvall AM resigned from the Resimac Group Board on 28 February 2020. Chum served as Director from 2017 and was Chairman from 13 November 2017.

On behalf of the Board and Resimac Group, I extend my sincere thanks to Chum for his substantial contributions.

## Management contribution

On behalf of my Director colleagues, it is with a real sense of pride and pleasure that I extend my congratulations to all our employees. The loyalty, flexibility and adaptability of the Resimac team in what has been the most demanding of years has been exemplary.

In particular, I express our gratitude to our Chief Executive Officer, Scott McWilliam, for his endurance, calm and energy in providing clear leadership to our team. Scott's executive management team has embraced the diverse scope of their responsibilities within and externally to customer and stakeholders. Resimac's collegiate culture has proven its value in FY20!

**Warren McLeland**  
Chairman

# Message from the CEO

Resilience. Agility. Transformation.



**SCOTT  
MCWILLIAM**  
CEO

The effects of COVID-19 globally over the last 12 months have been highly visible. The impact on our business has been multi-faceted, affecting our teams across multiple jurisdictions, our broker network and our customer base of more than 50,000 borrowers. It has, however, confirmed our agility and adaptability in such uncertain and unprecedented times.

Amidst the turbulence, it was both encouraging and promising to see how quickly our staff transitioned to a working-from-home model. The speed at which we were able to effect this material change - running at better than 95% efficiency

within 24 hours - speaks to the incredible agility and resilience of our organisation.

Resimac Group's prudent response to the pandemic is another point of pride. Whilst no material changes were made to our credit policies, we swiftly implemented additional support for financial hardship applications. By the end of July 2020, only 7% of our customers were in active payment deferrals, and this number is expected to materially decrease in the coming months.

The support we've provided to our network of more than 12,000 brokers, including paying trail commissions for loans on payment deferrals and further digitisation of the loan origination process, also recognises the continued importance this channel holds for our business.

## Record profits

Despite the macroeconomic challenges posed by the pandemic, we are proud of the financial results achieved. Our normalised NPAT increased by 79% vs FY19 to \$55.7 million. We achieved 30% growth in settlements year-on-year, with our total Assets Under Management (AUM) up by 11% to \$14.9 billion. Our strong AUM growth also drove a 60% increase to our net interest income.

Profit growth was driven by strong home loan portfolio growth of 21% to \$12.4 billion and higher margins across the portfolio. This is despite system growth only being circa 3%. The higher net interest income combined with our continued cost discipline resulted in a significantly lower cost-to-income ratio of 37.9%, down from 56.6% in FY19.

The growth in our portfolio is a testament to our focus on consistent and timely credit decisioning, with our overall service offering resonating well with brokers and consumers alike.

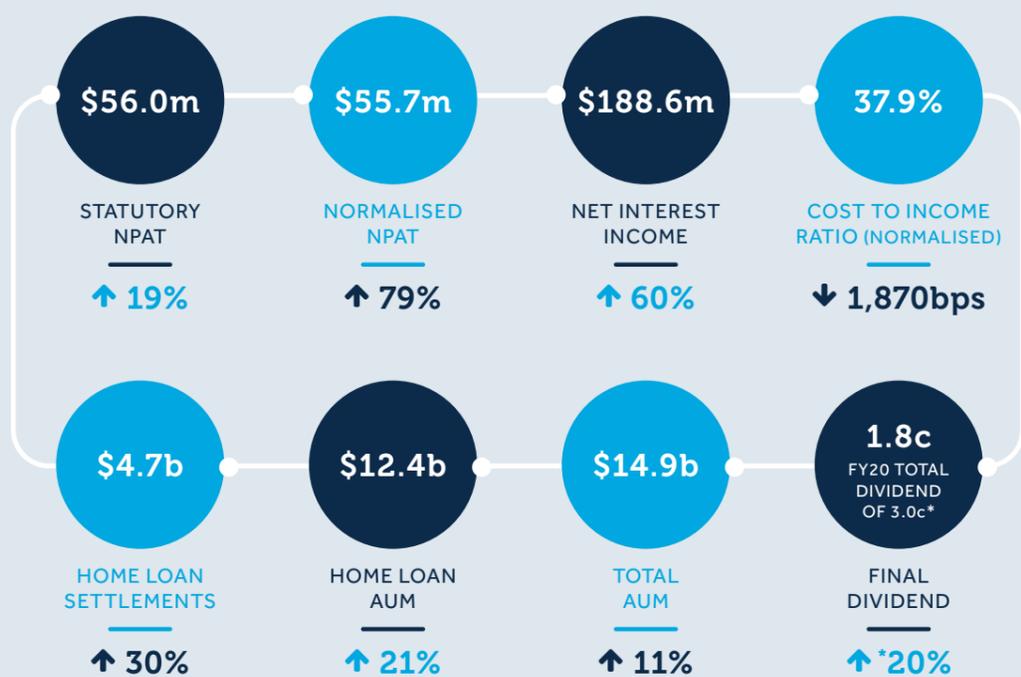
## Diversification of funding

Throughout FY20, Resimac Group continued to bolster its funding capabilities through successful diversification of banking and warehouse facilities. In 2H20, we increased and extended more than \$2 billion of warehouse facilities. Additionally, we issued two benchmark-sized and oversubscribed RMBS deals in June and July.

The success of our funding program is underpinned by our long-standing and diversified panel of warehouse facilities, our multi-jurisdiction investor and distribution platform, and the performance of our portfolio over many years.

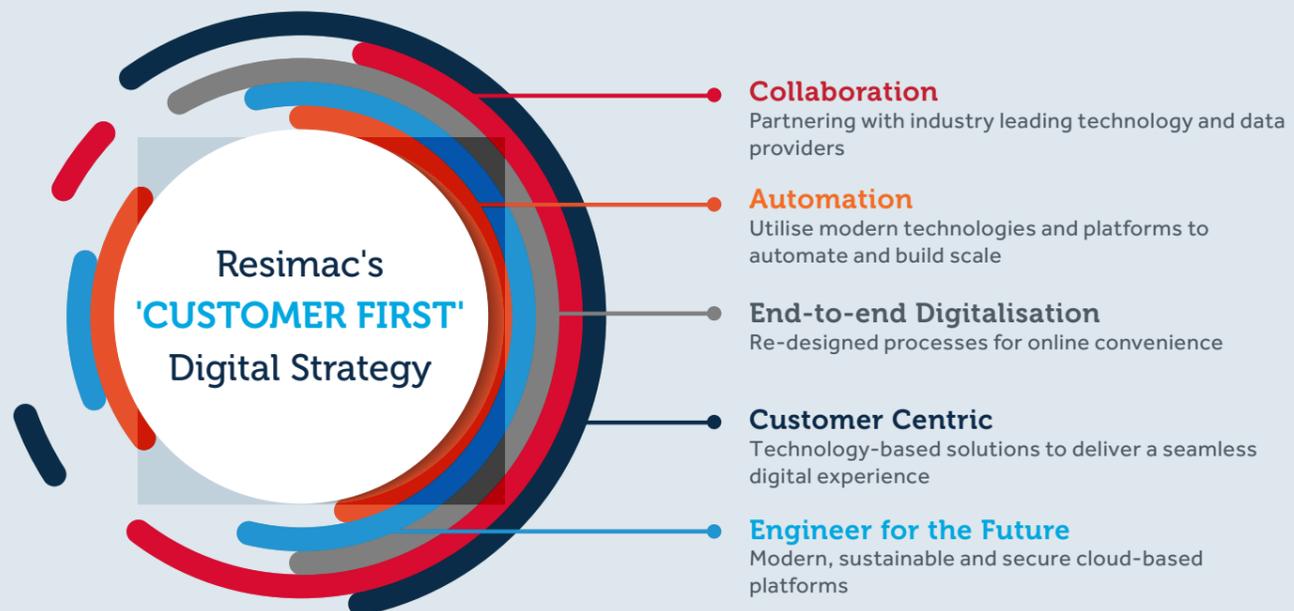
## Executing on long-term vision

Our investment in digital transformation continues. We have partnered with some of the most respected and proven digital solution and system providers to create a platform for sustainable and scalable growth. Using automation, digitisation and AI, the simple and easy-to-use technology-based solutions will positively transform the Resimac consumer and broker experience.



Message from the CEO  
*Resilience. Agility. Transformation.*

Building a Digital Non-Bank



Our customers are already benefiting from our digital transformation. During Q4 of FY20, our end-to-end digital loan origination process enabled brokers to continue doing business remotely.

Rebuilding our online application and user experience has also enabled us to launch a new direct-to-customer online channel, homeloans.com.au. This new brand will enable Resimac Group to access a growing segment of borrowers who prefer to self-service their home loans online.

**Thanks to our Team**

A special thanks to Resimac Group's management team and staff for the invaluable role they have played in the success of our business. I would also like to extend my sincere thanks to our Board for their service and support over the last 12 months.

FY20 has allowed us to demonstrate both the strength and resilience of our business to the market. These characteristics will help to ensure our continued growth and success as we move into FY21.

**Scott McWilliam**  
Chief Executive Officer

## Board of Directors



**Warren McLeland**  
Chairman  
Non-Executive Director



**Duncan Saville**  
Non-Executive Director



**Susan Hansen**  
Independent  
Non-Executive Director



**Wayne Spanner**  
Independent  
Non-Executive Director

# Directors' Report

## Resimac Group Ltd and its Controlled Entities

The Directors of Resimac Group Ltd ("Resimac" or "the Company") and its controlled entities ("the Group") submit herewith the financial report for the financial year ended 30 June 2020. In order to comply with the provisions of the *Corporations Act 2001*, the Directors' Report as follows:

### Information about the Directors

The names and particulars of the Directors of the Company during or since the end of the financial year are:

#### Mr Warren McLeland

Chairman since 28 February 2020  
Non-Executive Director

Warren is a former stockbroker and investment banker with over 35 years of experience in domestic and international financial services. In addition, Warren acts as an adviser in funds management and business strategy to companies operating in the Asia Pacific region. Warren is the former Executive Chairman of Resimac Limited.

#### Other listed directorships (last three years):

- Interim Chairman of Thorn Group Limited (appointed Director August 2019)
- Chairman of Somers Limited incorporated in Bermuda (since 2010)
- Non-executive director of UIL Limited (resigned September 2019)

#### Special responsibilities:

- Chairman of Resimac Group Ltd (appointed 28 February 2020)
- Chair of the Risk and Compliance Committee (since February 2017)
- Member of the Remuneration and Nomination Committee (since November 2016)
- Member of the Audit Committee (since August 2017)

#### Mrs Susan Hansen

Independent Non-Executive Director  
since October 2016

Susan is a Chartered Accountant and holds a Bachelor of Commerce degree and an MBA from the University of Cape Town. Susan has 35 years of experience including a Big Four Accounting firm and an investment bank (financial analysis and risk assessment). Susan is a Principal of a financial training organisation based in New Zealand.

#### Other listed directorships (last three years):

- Non-Executive director of Utilico Emerging Markets Limited (since 2013)

#### Special responsibilities:

- Chair of the Audit Committee (since November 2016)
- Member of the Remuneration and Nomination Committee (since November 2016)
- Member of the Risk and Compliance Committee (since November 2016)
- Chair of Resimac NZ Home Loans Limited

#### Mr Wayne Spanner

Independent Non-Executive Director  
since 28 February 2020

Wayne is currently a Partner and the former Managing Partner (2012-2020) of Norton Rose Fulbright Australia. Wayne has extensive experience in executive management and corporate governance at Board level. Wayne is currently a Board member and former Chairman of the University of Cape Town Trust Australia, a Board member of the Asia Society Australia, a member of the Business Council of Australia and a Councillor of the Australian British Chamber of Commerce.

#### Other listed directorships (last three years):

- Nil

#### Special responsibilities:

- Chair of the Remuneration and Nomination Committee (appointed February 2020)
- Member of the Risk and Compliance Committee (appointed July 2020)
- Member of the Remuneration and Nomination Committee (appointed July 2020)



Resimac is one of Australia  
and New Zealand's premier  
non-bank home loan lenders.

#### Mr Duncan Saville

Non-Executive Director  
since November 2017

Duncan is a Chartered Accountant and an experienced non-executive director and currently chairman of ICM Limited, an international fund manager. He is a fellow of the Institute of Chartered Accountants Australia and New Zealand, the Australian Institute of Company Directors and the Financial Services Institute of Australasia.

#### Other listed directorships (last three years):

- Non-Executive director of West Hamilton Holdings, incorporated in Bermuda (since 2012)
- Former Non-Executive director of Somers Limited (retired 5 September 2018), incorporated in Bermuda
- Former Non-Executive director of Cue Energy Resources Limited and New Zealand Oil and Gas Limited, incorporated in New Zealand (resigned from both on 14 December 2017)

#### Special responsibilities:

- Member of the Remuneration and Nomination Committee (appointed 21 February 2018; stepped down on 29 January 2020)

### Company Secretary

Mr Peter Fitzpatrick  
since October 2016

Peter is a Chartered Accountant who worked for a chartered accounting firm and oil explorer prior to joining Resimac Limited in 1987. Peter is a member of the Governance Institute of Australia and the Financial Services Institute of Australasia.

The abovenamed directors held office during the financial year or date of appointment except for:

- Mr Cholmondelay (Chum) Darvall - resigned 28 February 2020
- Mr Michael Jefferies - resigned 26 November 2019

## Directors' shareholdings

The following table sets out each director's relevant interest in shares and rights of the Company or in a related body corporate as at 30 June 2020:

| Directors       | Fully paid ordinary shares | Number of rights over ordinary shares |
|-----------------|----------------------------|---------------------------------------|
| Susan Hansen    | 199,941                    | Nil                                   |
| Wayne Spanner   | -                          | Nil                                   |
| Warren McLeland | 12,159,222                 | Nil                                   |
| Duncan Saville  | 254,468,487                | Nil                                   |

## Remuneration of Key Management Personnel

Information about the remuneration of Key Management Personnel (KMP) is set out in the Remuneration Report section of this Directors' Report. The term 'KMP' refers to those persons having authority and responsibility for planning, directing and controlling the activities of the Company and its controlled entities or indirectly, including any director whether executive or otherwise of the consolidated entity.

## Shares options or rights granted to Directors & Senior Management

An aggregate of 3,900,000 share options (900,000 allocated to CEO and 375,000 for each eligible Executive), and a cash component of up to \$2.4m were granted on 15 August 2019.

## Directors' Meetings

The following table sets out the number of Directors' meetings (including meetings of committees of Directors) held during the financial year and the number of meetings attended by each director (while they were a director or committee member).

During the year, 9 Board meetings, 3 Audit, 4 Risk and Compliance and 5 Remuneration and Nomination Committee meetings were held.

|                                | Committees     |     |       |     |                   |     |                           |     |
|--------------------------------|----------------|-----|-------|-----|-------------------|-----|---------------------------|-----|
|                                | Board Meetings |     | Audit |     | Risk & Compliance |     | Remuneration & Nomination |     |
|                                | (A)            | (B) | (A)   | (B) | (A)               | (B) | (A)                       | (B) |
| Chum Darvall <sup>1</sup>      | 6              | 6   | -     | -   | 2                 | 2   | 3                         | 3   |
| Susan Hansen                   | 9              | 9   | 3     | 3   | 4                 | 4   | 5                         | 5   |
| Michael Jefferies <sup>2</sup> | 4              | 4   | 2     | 2   | -                 | -   | 2                         | 2   |
| Warren McLeland                | 9              | 9   | 3     | 3   | 4                 | 4   | 5                         | 5   |
| Duncan Saville                 | 9              | 9   | -     | -   | -                 | -   | 3                         | 3   |
| Wayne Spanner <sup>3</sup>     | 3              | 3   | -     | -   | -                 | -   | 2                         | 2   |

(A) Number of meetings eligible to attend.

(B) Number of meetings attended.

<sup>1</sup> Resigned as chairman on 28 February 2020

<sup>2</sup> Resigned as Independent Non-Executive Director on 26 November 2019

<sup>3</sup> Appointed Independent Non-Executive Director on 28 February 2020

## Results & Dividends

The information appearing on pages 16 to 21 forms part of the Directors' Report for the financial year ended 30 June 2020 and is to be read in conjunction with the following information:

|   | FY20<br>\$'000 | FY19<br>\$'000 |
|---|----------------|----------------|
| <b>Profit</b>   |                |                |
| Profit attributable to ordinary equity holders of the parent  | 55,908         | 47,185         |
| <b>Dividends</b>  |                |                |
| The following dividends have been paid by the Company or declared by the Directors since the commencement of the financial year ended 30 June 2020:   |                |                |
| (a) out of the profits for the year ended 30 June 2019 and retained earnings on the fully-paid ordinary shares:   |                |                |
| <ul style="list-style-type: none"> <li>fully franked final dividend of 1.00 cents (FY18: 0.90 cents) per share paid on 30 September 2019.</li> </ul>  | 6,087          | 3,594          |
| (b) out of the profits for the half-year ended 31 December 2019 and retained earnings on the fully-paid ordinary shares:  |                |                |
| <ul style="list-style-type: none"> <li>fully franked interim dividend of 1.20 cents (HY19: 1.00 cents) per share paid on 27 March 2020.</li> </ul>  | 4,879          | 4,001          |
| (c) out of the profits for the full year ended 30 June 2020 and retained earnings on the fully-paid ordinary shares:  |                |                |
| <ul style="list-style-type: none"> <li>fully franked final dividend of 1.8 cents (FY19: 1.00 cents) per share declared on 25 August 2020.</li> <li>fully franked one off special dividend of nil cents (FY19: 0.50 cents) per share.</li> </ul> | 7,334          | 6,087          |
| The Company's Dividend Reinvestment Plan (DRP) was applied to the interim and final dividend.   |                |                |

## Principal Activities

The Group is a residential mortgage lender and multi-channel distribution business specialising in Prime and Specialist lending. The Group operates in targeted market segments and asset classes in Australia and New Zealand.

As a non-bank financial institution, the Group has developed a high quality lending portfolio, loan servicing capability, and funding platform through a combination of organic growth and the Resimac/Homeloans merger in 2016.

### The Group's core capabilities include:

- Product manufacturing:** Expertise in residential mortgages gives the Group flexibility in providing a range of products with attractive risk-return profiles in Australia and New Zealand. The Group applies its detailed knowledge of borrowers to develop new products that address untapped demand;
- Distribution:** Distributing loans in Australia and New Zealand through relationships with accredited brokers and wholesale partners, and a direct-to-customer channel;
- Treasury and funding expertise:** Strong long-term relationships with global funding partners, the Group is an experienced issuer in the global and domestic term securitisation markets;
- Risk management:** Operating with a holistic enterprise risk management and governance framework utilising the three lines of defence model; and
- Collections management:** Specialised collections processes based on deep experience, analytical capabilities and a solution-based approach to customer management.

## Debt Funding

The Group maintains access to a diversified funding platform supported by established funding relationships and the Board approved funding strategy.

The following funding channels are used to support the Group's lending activities:

- Corporate debt facility:** Utilised for investment in business growth;
- Warehouse facilities:** Third-party funders provide limited-recourse financing to special purpose vehicles established by the Group. At 30 June 2020, the Group had four onshore and four offshore warehouse funders;
- Term securitisations:** Loans that are initially funded via a warehouse facility, are pooled and refinanced by being sold to new funding vehicles that issue limited-recourse independently rated asset-backed securities to institutional investors in multiple jurisdictions; and
- Wholesale funding partners:** Provide white-label funding with the Group receiving net interest margin.

## Principal Risks

The Group's key risks include, but are not limited to:

- Funding risk:** The funding platform currently comprises a mix of warehouse facilities, term securitisations and corporate debt. The Group depends on these sources to fund mortgage originations;
  - Capital and liquidity requirements:** The Group is required to maintain sufficient liquidity levels under Australian Financial Services Licence requirements;
- A risk exists that the Group could be required to contribute additional 'first loss' equity capital to support the credit position of senior ranking note holders in the warehouse facilities and term securitisations which could impact the Group's profitability, ability to grow and/or could force it to raise additional capital;

- **Regulatory and licence compliance:** The Group is subject to extensive regulation in each of the jurisdictions in which it conducts its business. The Group holds seven Australian Credit Licences. Changes in laws or regulations in a market in which the Group operates could impact the business. The Group is licensed and/or registered to operate a number of its services across a range of jurisdictions. Changes to these licensing regimes, the revocation of existing licences, an inability to renew or receive necessary licences or a change in capital requirements could have a material adverse effect on the Group's business, operating and financial performance; and
- **Macroeconomic environment:** A material downturn, a sustained outbreak of higher inflation, shocks to the financial system, a material increase in unemployment, decreases in house prices, higher interest rates, general reduction in demand for credit and/or a reduction in borrowers' ability to service their debt (credit risk).
- **COVID-19:** The extent of the economic impact of the pandemic is unclear however is certain to have significant impact on the macroeconomic environment in the foreseeable future. An effective risk management framework prior to COVID-19 has assisted the Group manage the current uncertainty through a stable funding program, conservative credit policies and low arrears rates. The Group will continue to monitor the effects of COVID-19 on business performance and take action as required.
- **Bushfires:** In December 2019, parts of Australia were impacted by bushfires. The Group included a collective provision for potential economic loss as a result of this event in the half year accounts. The impacted customers will be provided ongoing assistance where required, however a loss provision related directly to bushfire impacted customers is not required at 30 June.

## Business Strategy

The Group is focused on a number of growth strategies to continue to drive revenue and profitability.

### 1. Organic lending growth

The Group is well-positioned to continue to build upon strong volume growth, driven by:

- Capitalising on the Group's unique position as a non-bank lender with customers favourably viewing the Group as an alternative to the major lenders;
- Opportunity to grow volume in the Specialist and Prime segments of the residential mortgages market;
- Launch of the new direct to consumer digital channel *homeloans.com.au*;
- Continuing development Broker and Wholesale relationships;
- Further investment in the Group's brand positioning;
- Pursuing diversification opportunities in Australia and New Zealand.

### 2. Growth through acquisition

- Management has demonstrated an ability to identify and execute profit accretive acquisitions in targeted markets consistent with the Group's strategy;
- On 1 January 2020 Resimac acquired 60% of International Acceptance Investment Pty Ltd and its controlled entities ("IA Group"), a finance company participating in both secured commercial and consumer lending. The investment aligns with Resimac's diversification strategy and facilitates expansion into new secured asset classes.

## Review of Operations

The Group generated a net profit after tax (NPAT) of \$56,007,000 for the year ended 30 June 2020. To reflect the Group's normalised earnings the NPAT has been adjusted to separate one-off items. Management believe the disclosure of the normalised NPAT provides additional insight into the underlying performance for the year, by excluding one off, non-recurring revenue items

The following table reconciles the unaudited normalised earnings to the statutory NPAT for the year in accordance with International Financial Reporting Standards (IFRS).

| Unaudited non-IFRS information                   | FY20<br>\$'000 |
|--|----------------|
| Statutory NPAT                                   | 56,007         |
| Non-recurring other income - rebate <sup>1</sup> | (385)          |
| Tax effect of normalised items                   | 116            |
| <b>Normalised NPAT</b>                           | <b>55,738</b>  |

Total interest and other income of \$471,303,000 increased 1% on prior year.

Net interest income of \$188,625,000 increased 60% on prior year.

Operating expenses of \$62,244,000 increased 1% on prior year.

Loan impairment expense increased to \$22,012,000, driven by management overlay for potential future economic loss from the impact of COVID-19.

Total home loan settlements across the Group's direct and third party distribution channels were \$4.7 billion, up 30% on prior year.

The Group's assets under management at 30 June 2020 comprise:

- On balance sheet home loans and advances to customers of \$12.4 billion<sup>2</sup>, up 21% compared to 30 June 2019; and
- White label portfolio of \$2.5 billion, down 23% compared to 30 June 2019 in line with the Group's strategy to cease originating white label loans;
- Combined these make up the total assets under management of \$14.9 billion.

The Group's net assets increased 23% from 30 June 2019, driven by growth in our assets under management.

## COVID-19

The ongoing impact of COVID-19 continues to present challenges to the Group's customers and the workforce globally. Resimac's conservative approach to credit risk and strong funding relationships have insulated the impacts of COVID-19. Resimac's key priority remains the safety of employees, and supporting customers and the broader community through the ongoing challenges COVID-19 poses.

Resimac implemented a companywide work from home environment from March 2020, supported by remote working capabilities. The Group's ongoing investment in IT infrastructure enabled seamless continuity of operations and high-quality customer service was maintained. As employees transition to an office working environment, a broad range of measures to protect the health and wellbeing of the individuals have been considered. These include staged returns by groups, regular office deep cleaning and strict social distancing protocols. The Group also offers employees confidential access to an employee assistance program (EAP).

<sup>1</sup> RMBS Rebate Singapore MSA Grant Scheme

<sup>2</sup> On balance sheet home loans AUM excludes c\$100m of Non Core loans held at 30 June 2020, which are included in the consolidated financial statements

Resimac will continue to support customers throughout their home loan journey, particularly during this unprecedented period. Resimac provided financial assistance to customers impacted by COVID-19 in the form of hardship payment moratoriums and repayment flexibility.

During the year, the Group utilised the following Federal/State tax concessions:

1. Delayed PAYG Company Tax Instalments for FY20 until 1st December 2020: \$12.2m
2. Victorian Payroll Tax relief: \$0.07m

### Funding Programmes

- The RESIMAC Premier Series 2019-2 transaction was settled on 29 August 2019 and is a multi-currency prime issue with a total issuance size of \$1 billion equivalent.
- The RESIMAC Bastille Series 2019-1 NC transaction was settled on 24 October 2019 and is a multi-currency non-conforming issue with a total issuance size of \$1 billion equivalent.
- The Avoca Series 2019-1 transaction was settled on 15 November 2019 and is a domestic prime issue with a total issuance size of \$472.5 million.
- The RESIMAC Triomphe Trust – Warehouse Series No.8 was settled on 20 February 2020 and is a domestic prime warehouse with a total facility size of \$500 million.
- The RESIMAC Premier Series 2020-2 transaction was settled on 3 June 2020 and is a domestic prime issue with a total issuance size of \$500 million.

### Indemnification of Officers & Auditors

During the financial year, the Company paid a premium in respect of a contract insuring the Directors of the Company, the Company Secretary and all executive officers of the Company against a liability incurred as such a Director, Secretary or executive officer to the extent permitted by the Corporations Act 2001. The contract of insurance prohibits disclosure of the nature of the liability and the amount of the premium.

The Company has not otherwise, during or since the financial year, except to the extent permitted by law, indemnified or agreed to indemnify an officer or auditor of the Company against a liability incurred.



The Group's net assets  
increased by 23%  
from 30 June 2019,  
driven by growth in our  
assets under management.

### Subsequent Events

#### Final Dividend Declared

The Board of Resimac Group Ltd has declared a fully franked final dividend of \$0.018 per share. The Record Date is 28 August 2020. The payment date will be 25 September 2020. The dividend has not been provided for in this financial report.

#### Non-Audit Services

Details of amounts paid or payable to the auditor for non-audit services provided during the year by the auditor are outlined in Note 28 to the financial report.

The Directors are satisfied that the provision of non-audit services during the year, by the auditor is compatible with the general standard of independence for auditors imposed by the *Corporations Act 2001*.

The Directors are of the opinion that the services as disclosed in Note 28 to the financial report do not compromise the external auditor's independence, based on advice received from the Audit Committee, for the following reasons:

- All non-audit services have been reviewed and approved to ensure that they do not impact the integrity and objectivity of the auditors; and
- None of the services undermine the general principles as set out in APES Code of Ethics for Professional Accountants issued by the Accounting Professional and Ethical Standards Board, including reviewing or auditing the auditor's own work, acting in a management or decision making capacity for the Company, acting as advocate for the Company or jointly sharing economic risks and rewards.

#### Auditor's Independence Declaration

The auditor's independence declaration is included on page 132 of this financial report.

#### Rounding Off of Amounts

Unless otherwise indicated, the Company has rounded off amounts in this Directors' Report and the accompanying financial statements to the nearest thousand dollars in accordance with *ASIC Corporations Instrument 2016/191*.

# Remuneration Report

2020

(Audited)

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## 1. Executive Summary

This Remuneration Report sets out the remuneration strategy and framework that applies to Resimac KMPs, Directors and employees for the year ended 30 June 2020.

Resimac's mission is to be Australia's leading non-bank lender. This mission is facilitated by promoting a culture of transparency and establishing a responsible remuneration framework that provides positive outcomes for our customers, shareholders and employees. To ensure Resimac operates within industry best practice.

The Board's remuneration strategy is aligned to the following objectives:

- To attract and retain talented employees;
- To provide fair and equitable remuneration to all employees in line with the Company's Diversity & Inclusion Policy;
- To promote and reward behaviours within the business that are in the interest of customers and shareholders;
- To reinforce a culture of continual employee development;
- To ensure Resimac operates within industry best practice.

## 2. Remuneration Principles

The following principles provide the basis of the remuneration framework at Resimac:

- Total remuneration for KMP is achieved by a balance of fixed and variable components
- Key Performance measures for Resimac management are linked to both financial and non-financial measures, and designed to be in the best interest of customers and shareholders
- Fixed and variable remuneration for KMP are periodically benchmarked to ensure remuneration is in line with the external market
- Fair and equitable remuneration is applied to all employees regardless of gender, sexual identity, age, religion, ethnicity or disability.

## 3. Remuneration Activities

A number of activities were carried out during FY20 to ensure KMPs and employees' remuneration were in line with the Board's remuneration strategy and the external market.

These activities included:

- Employee Diversity & Inclusion survey and analysis
- Pay parity reporting and analysis
- Introduction of a new LTI plan, established for KMPs and Executives
- Fixed remuneration review which resulted in a freeze for Directors and all employees in response to the COVID-19 pandemic.

## 4. Key Management Personnel

The KMP are the people who have the authority and responsibility for planning, directing, implementing and controlling the activities of the Resimac business. The KMP are:

| Name              | Position                                       | Term as KMP                      |
|-------------------|--|----------------------------------|
| <b>Current</b>    |  |                                  |
| Scott McWilliam   | Chief Executive Officer (CEO)                  | Full Term                        |
| Jason Azzopardi   | Chief Financial Officer (CFO)                  | Full Term                        |
| Andrew Marsden    | General Manager Treasury and Securitisation    | Full Term                        |
| Danielle Corcoran | General Manager Governance, Change and Culture | Full Term                        |
| <b>Former</b>     |  |                                  |
| Mary Ploughman    | Joint Chief Executive Officer (Joint CEO)      | Ceased 17 July 2019 <sup>1</sup> |

<sup>1</sup> Mary Ploughman ceased being Joint CEO on 18 January 2019, however remained employed until 17 July 2019.

The Directors classified as KMP and required to be disclosed as part of this report are:

| Name              | Position                                     | Term as KMP                |
|-------------------|--|----------------------------|
| <b>Current</b>    |  |                            |
| Warren McLeland   | Chairman, Non-Executive Director             | Full Term                  |
| Susan Hansen      | Independent Non-Executive Director           | Full Term                  |
| Duncan Saville    | Non-Executive Director                       | Full Term                  |
| Wayne Spanner     | Independent Non-Executive Director           | Appointed 28 February 2020 |
| <b>Former</b>     |  |                            |
| Chum Darvall      | Chairman, Independent Non-Executive Director | Ceased 28 February 2020    |
| Michael Jefferies | Independent Non-Executive Director           | Ceased 26 November 2019    |

## 5. KMP Remuneration Policy

The total remuneration of the KMP comprise a fixed component and an at-risk variable component. The at-risk variable component is comprised of a short-term incentive and a long-term incentive.

Remuneration is based on the:

- role in which they are performing (i.e. accountability, responsibility, qualifications, skill and experience required); and
- market benchmarking.

The KMP remuneration arrangements are as follows:

### 5.1. Fixed Remuneration

The fixed component includes base salary and superannuation and is known as Total Fixed Remuneration (TFR). This amount is subject to an annual review by the Remuneration and Nomination Committee.

### 5.2. Short-Term Incentive (STI)

The STI is assessed by way of financial and non-financial measures at the end of each performance period (i.e. 1 July to 30 June). Performance is measured against predetermined Key Performance Indicators (KPIs) set by the Remuneration and Nomination Committee at the beginning of the performance period.

KPIs include:

- Strategic;
- Financial metrics;
- Innovation and technology initiatives and enhancements to allow for scale and digitalisation;
- Operational efficiency and effectiveness;
- People and culture; and
- Risk and compliance ensuring appropriate controls, attestations and obligations adherence.

### 5.3. Long-Term Incentives (LTI)

The LTI is a combination of an equity arrangement of options over ordinary shares and a cash component (pursuant to the Resimac Group Ltd Employee Share Option and Rights Plan Rules) where an allocation is considered each year.

The aim of the LTI is:

- to retain key senior talent;
- to align long term Company performance with shareholders expectations; and
- to ensure continual regulatory and compliance adherence.

## 6. Long-Term & Short-Term Incentive Plans

### 6.1. Long-Term Incentive Plan (LTI)

#### FY18 LTI Plan: CEO

The CEO, Scott McWilliam, was offered an LTI in FY18. The details of the offer are as follows:

- Granted 900,000 Options pursuant to the Resimac Group Employee Share Options and Rights Plan;
- Grant Date 18 August 2017;
- Exercise price of \$0.55 per option;
- Options vest in equal tranches of 300,000 on each anniversary of the Grant Date;
  - » First tranche of 300,000 vested on 1 July 2018 and is exercisable,
  - » Second tranche of 300,000 vested on 1 July 2019 and is exercisable,
  - » Third tranche of 300,000 vested on 1 July 2020 and is exercisable,
- Exercise period is 3 years for every tranche vesting;
- Vesting condition is 100% tenure.

### FY20 LTI Plan: KMPs and Executives

Pursuant to the Resimac Group Limited Employee Share Option & Rights Plan Rules the CEO, CFO and eligible Executives received options over ordinary shares, and a combined total cash component of up to \$2.4m was offered. 3,900,000 options were granted on 15 August 2019 (900,000 allocated to the CEO and 375,000 for each eligible Executive).

The vesting date for all options is 31 August 2022, subject to the Group achieving Net Profit After Tax (NPAT) performance hurdles, digital transformation hurdles, compliance hurdles and remaining employed with the Group until the vesting date.

### 6.2. Short-Term Incentive Plan (STI)

Both executive KMPs have a contractual short-term incentive (STI) whereby they have an opportunity to earn up to a capped percentage of their TFR.



The Group applies its detailed knowledge of borrowers to develop new products that address untapped demand.

Effective 1 July 2018 Mr McWilliam became eligible for a STI up to 75% of their TFR. Mr McWilliam's performance against predetermined KPIs will be assessed by the Remuneration and Nomination Committee at the end of each performance period. Any STI awarded will be paid in cash; 66.7% at the end of the performance period with the remaining 33.3% in cash deferred for 12 months subject to a look back being undertaken by the Remuneration and Nominations Committee.

Mr Azzopardi, Mr Marsden and Ms Corcoran are eligible to be awarded a STI and his performance against predetermined KPIs is assessed by the CEO and the Remuneration and Nomination Committee at the end of each performance period. Any STI awarded will be paid 100% in cash at the end of the performance period.

In determining the STI payable to the KMP for FY20, the Remuneration and Nomination Committee undertook a review of each person's performance against their individual KPIs for the FY20 performance period in July 2020.

KPIs and relevant measurements will be set at the commencement of the performance period and will be assessed by the Remuneration and Nomination Committee at the end of each performance period.

## 7. FY20 Outcomes

Remuneration for KMPs is benchmarked against both the external market and internal relativities. The Remuneration and Nominations Committee have determined that KMPs will not receive an increase in fixed remuneration for FY21 however will remain eligible to participate in the short-term incentive plan for FY20 and FY21. The long-term incentive plan granted to eligible executives remains in place.

### 4.1. Overview of Company Performance

The table below summarises details of Resimac's performance for key financial measures over the past four financial years post merger between Resimac and Homeloans.

| Financial year ended 30 June              | FY20   | FY19   | FY18   | FY17              |
|---|--------|--------|--------|-------------------|
| NPAT (\$'000)                             | 56,007 | 47,185 | 25,332 | 15,780            |
| Total dividends per share (cents)         | 2.70   | 1.90   | 1.65   | 2.75 <sup>2</sup> |
| Dividend payout ratio (%)                 | 19.6   | 16.1   | 25.9   | 62.6              |
| Closing share price (cents as at 30 June) | 101.0  | 64.0   | 57.0   | 43.0              |
| Basic earnings per share (cents)          | 13.75  | 11.75  | 6.37   | 4.39              |
| Return on equity (ROE) (%) <sup>3</sup>   | 25.5   | 17.3   | 17.2   | 11.2              |
| Return on assets (%) <sup>1</sup>         | 4.3    | 4.4    | 2.8    | 2.3               |

<sup>1</sup> ROA based on statutory NPAT and total assets. As a result of the requirement under AASB 10 – Consolidated Financial Statements, the parent Company exercises control over the Special Purpose Vehicles (SPVs) and securitisation trusts, therefore significant assets have been added to the consolidated statement of financial position without any appreciable increase in net profit.

<sup>2</sup> In October 2016, the Board of Resimac Group Ltd (formerly Homeloans Ltd) paid a final dividend of 2.0 cents per share to existing Homeloans Ltd shareholders prior to the completion of the merger with Resimac Limited.

<sup>3</sup> ROE based on normalised NPAT and average shareholders' equity per consolidated statement of financial position.



## 9. Non-Executive Director Remuneration

### 9.1. Overview of Non-Executive Directors' Remuneration Arrangements

#### 9.1.1. Policy Objectives

- **To be market competitive:** aim to set Directors' fees competitive with Non-Executive Directors in comparable companies;
- **To ensure complementary skills:** aim to ensure that the mix of Directors at any one time is diverse and adequate to carry out the objectives of the business; and
- **To safeguard independence:** to exclude any performance related element in order to preserve the independence of the Non-Executive Directors.

#### 9.1.2. Aggregate Fees Approved by Shareholders

At the Annual General Meeting (AGM) of shareholders held on 25 November 2016, the shareholders approved the maximum aggregate fee pool per annum for non-executives of \$550,000. This amount is the current pool

and the Board is not intending to increase this pool at the AGM to be held in November 2020.

#### 9.1.3. Regular Reviews of Directors' Fees

The Board reviews the level of Directors' fees annually to ensure the fees are in line with market and are suitable for the level of skill and expertise required to carry out the duties of directors in a listed environment and with an Australian Financial Services Licence and several Australian Credit Licences.

The agreed fee structure is that a fee is paid to reflect the Chairman's responsibilities. Each Director receives a base fee and if a Director chairs a Board committee, an additional fee is applied. Superannuation is payable in addition to the base fee where a Director is paid via the Resimac employee payroll system. No fee is paid for committee membership.

In June 2020 the Remuneration and Nominations Committee assessed the current level of fees paid to Directors and resolved not to increase fees. The 2020 fee levels inclusive of superannuation where applicable were as follows:

| Name                         | Position   | Maximum Fee (\$) |
|------------------------------|--|------------------|
| Warren McLeland <sup>1</sup> | Chairman and Risk and Compliance Chair                                   | 131,400 p.a.     |
| Susan Hansen                 | Independent Non-Executive Director, Audit Chair and New Zealand Chair    | 135,131 p.a.     |
| Wayne Spanner <sup>2</sup>   | Independent Non-Executive Director and Remuneration and Nomination Chair | 82,125 p.a.      |
| Duncan Saville <sup>3</sup>  | Non-Executive Director   | 70,000 p.a.      |

<sup>1</sup> Warren McLeland's FY20 fee reflects the going forward increased fee of additional \$45,000 from 28 February 2020 (appointed Chairman).

<sup>2</sup> Wayne Spanner's commenced on 28 February 2020.

<sup>3</sup> Duncan Saville's fee is exclusive of superannuation.

#### 9.1.4. Board Skills & Performance Review

The Board undertakes from time to time a review of the skills that each director holds and is then summarised in a skills matrix. In addition, the Board carries out an assessment of the performance of the Board as a whole and of each committee. The last review was conducted in March 2018. These assessments are conducted in-house however, if any Board member wishes to have an independent review, the appropriate consultant will be appointed.

### 9.1.5. Non-Executive Director Remuneration

The fees paid or payable to the Non-Executive Directors in relation to the 2020 financial year are set out below:

|                                      | Fees    | Superannuation <sup>1</sup> | Total   | Proportion performance related |
|--------------------------------------|---------|-----------------------------|---------|--------------------------------|
| Current                              | (\$)    | (\$)                        | (\$)    | (%)                            |
| <b>Warren McLeland<sup>2</sup></b>   |         |                             |         |                                |
| FY20                                 | 90,000  | 8,550                       | 98,550  | -                              |
| FY19                                 | 75,000  | 7,125                       | 82,125  | -                              |
| <b>Susan Hansen</b>                  |         |                             |         |                                |
| FY20                                 | 127,056 | 8,075                       | 135,131 | -                              |
| FY19                                 | 112,399 | 9,342                       | 121,741 | -                              |
| <b>Wayne Spanner<sup>3</sup></b>     |         |                             |         |                                |
| FY20                                 | 25,288  | 2,283                       | 27,571  | -                              |
| FY19                                 | -       | -                           | -       | -                              |
| <b>Duncan Saville</b>                |         |                             |         |                                |
| FY20                                 | 70,000  | -                           | 70,000  | -                              |
| FY19                                 | 70,000  | -                           | 70,000  | -                              |
| <b>Former</b>                        |         |                             |         |                                |
| Former                               | (\$)    | (\$)                        | (\$)    | (%)                            |
| <b>Chum Darvall<sup>4</sup></b>      |         |                             |         |                                |
| FY20                                 | 80,000  | 7,600                       | 87,600  | -                              |
| FY19                                 | 131,400 | 5,700                       | 137,100 | -                              |
| <b>Michael Jefferies<sup>5</sup></b> |         |                             |         |                                |
| FY20                                 | 28,359  | 2,694                       | 31,053  | -                              |
| FY19                                 | 70,000  | 6,650                       | 76,650  | -                              |
| <b>Total Remuneration</b>            |         |                             |         |                                |
| FY20                                 | 420,703 | 29,202                      | 449,905 | -                              |
| FY19                                 | 458,799 | 28,817                      | 487,616 | -                              |

<sup>1</sup> Australian superannuation is paid where applicable. New Zealand Kiwisaver is not paid.

<sup>2</sup> Appointed Chairman on 28 February 2020, fee reflects a prorated increase received from this date.

<sup>3</sup> Appointed Independent Non-Executive Director on 28 February 2020, FY20 fee is prorated.

<sup>4</sup> Resigned as Chairman on 28 February 2020.

<sup>5</sup> Resigned as Independent Non-Executive Director on 26 November 2019.

## 10. Other Remuneration Information

### 10.1. Remuneration Governance

#### 10.1.1. Remuneration Governance & Responsibility

The Resimac Board of Directors has responsibility for setting and overseeing the Company's remuneration policies, practices and structure. The Board considers recommendations made by the Remuneration and Nomination Committee.

The remuneration framework and matters considered by the Remuneration and Nomination Committee and the Board include:

- Review of Board size and composition (mix of skills, qualifications, experience and other competencies);
- Identification and recommendation of candidates to the Board for nomination as members of the Board or its Committees;
- Development and implementation process for induction and orientation of new Directors;
- Review and approval of Company objectives and appropriate KPIs relevant to the KMP annual short-term incentive arrangement, and evaluate KMP performance in light of those KPIs;
- Review and approval of the remuneration of KMP, Directors and senior management (including total fixed remuneration, short-term incentives and long-term incentives);
- Approval of executive recruitment practices;
- Succession planning; and
- Diversity and inclusion in the workplace.

#### 10.1.2. Remuneration & Nomination Committee

The Board has established a Remuneration and Nomination Committee. This Committee has a formal charter and is available on the Company's website [www.resimac.com.au](http://www.resimac.com.au).

The Remuneration and Nomination Committee members are:

- Wayne Spanner – Chair; and
- Susan Hansen
- Warren McLeland

Committee changes:

- Chum Darvall resigned 28 February 2020,
- Duncan Saville stepped down 29 January 2020 and;
- Michael Jefferies resigned 26 November 2019 as members.

The Remuneration and Nomination Committee reviews and makes recommendations to the Board on remuneration governance, policies, practices and structure which will apply to the KMP, senior management and the non-executive directors. The Committee also makes recommendations to the Board on the Company's overall remuneration framework. The Remuneration and Nomination Committee receives regular reports from Human Resources and ensures it is abreast of all regulatory change. The Committee meets at least 4 times per year.

#### 10.1.3. Services From Remuneration Consultants

The Remuneration and Nomination Committee may request advice from independent external consultants where appropriate. These consultants will be engaged directly by the Remuneration and Nomination Committee.

The Company did not engage any remuneration consultants during the year.

#### 10.1.4. KMP Share Ownership

The table below sets out the number of shares held directly, indirectly or beneficially by the current and former KMP (including their related parties):

|                                | Held at<br>1 July 2019 | Net<br>change | Held at<br>30 June 2020 |
|--------------------------------|------------------------|---------------|-------------------------|
| <b>Non-Executive Directors</b> |                        |               |                         |
| Warren McLeland                | 11,996,695             | 162,527       | 12,159,222              |
| Susan Hansen                   | 107,023                | 92,918        | 199,941                 |
| Wayne Spanner                  | -                      | -             | -                       |
| Duncan Saville                 | 253,913,646            | 554,841       | 254,468,487             |
|                                | 266,017,364            | 810,286       | 266,827,650             |
| <b>Senior Executives</b>       |                        |               |                         |
| Scott McWilliam                | 1,001,600              | -             | 1,001,600               |
| Jason Azzopardi                | 25,000                 | 165,000       | 190,000                 |
| Andrew Marsden                 | -                      | -             | -                       |
| Danielle Corcoran              | 8,152                  | 82,199        | 90,351                  |
|                                | 1,034,752              | 247,199       | 1,281,951               |
| <b>Former</b>                  |                        |               |                         |
| Chum Darvall <sup>1</sup>      | 1,787,078              | N/A           | N/A                     |
| Michael Jefferies <sup>2</sup> | 1,714,691              | N/A           | N/A                     |
| Mary Ploughman <sup>3</sup>    | N/A                    | N/A           | N/A                     |
|                                | 3,501,769              | N/A           | N/A                     |
|                                | 270,553,885            | 1,057,485     | 268,109,601             |

<sup>1</sup> Resigned as Chairman on 28 February 2020.

<sup>2</sup> Resigned as Independent Non-Executive Director on 26 November 2019.

<sup>3</sup> Ceased as KMP on 17 July 2019.

### 10.1.5. Share Trading Restrictions

Resimac Securities Trading Policy reflects the *Corporations Act 2001* prohibition on KMP and their closely related parties entering into any arrangement that would have the effect of limiting the KMP's exposure to risk relating to an element of their remuneration that remains subject to restrictions on disposal.

Resimac Directors, management team, and certain members of their immediate family and controlled entities are also required to obtain consent and clearance in writing for security trading during trading windows from the Chairman or another Director. All other employees must adhere to the Securities Trading Policy and are restricted from trading within the blackout periods.

The policy is available on the Corporate Governance section of the Company's website at [www.resimac.com.au](http://www.resimac.com.au). Breaches of the policy are subject to disciplinary action, which may include termination of employment.

### 10.1.6. Further Information on Remuneration

#### 10.1.6.1. Service Agreements

Each KMP has entered into an employment contract with the Company. These contracts have unlimited duration however may be terminated with relevant notice.

All KMPs are entitled to receive payment in lieu of notice of any accrued statutory entitlement (i.e. annual and long service leave) on cessation of their employment.

Set out below are the notice periods for each KMP.

#### Scott McWilliam

##### Notice Period / Termination Payment:

- Six months' notice (or payment in lieu)
- May be terminated immediately for serious misconduct

#### Jason Azzopardi

##### Notice Period / Termination Payment:

- Three months' notice (or payment in lieu)
- May be terminated immediately for serious misconduct

#### Andrew Marsden

##### Notice Period / Termination Payment:

- Three months' notice (or payment in lieu)
- May be terminated immediately for serious misconduct

#### Danielle Corcoran

##### Notice Period / Termination Payment:

- Three months' notice (or payment in lieu)
- May be terminated immediately for serious misconduct

### 10.1.7. Related Party Transactions

Loans to KMP and their related parties are secured residential mortgage loans provided in the ordinary course of the Resimac Group Ltd mortgage lending business. All loans have normal commercial terms. No amounts have been written down or recorded as specific provisions as the balances are considered fully collectable.

Details regarding loans outstanding at the reporting date to KMP and their related parties, where the aggregate loan balance exceeded \$100,000 at any time during the reporting period, are outlined below.

| Name                          | Balance<br>1 July 2019 | Balance<br>30 June 2020 | Interest payable<br>for the year <sup>1</sup> | Highest balance<br>during the year |
|-------------------------------|------------------------|-------------------------|---|------------------------------------|
| <b>Non-Executive Director</b> |                        |                         |   |                                    |
| Duncan Saville                | 5,211,424              | 9,548,343               | 257,496                                       | 9,759,652                          |
| <b>Executive Director</b>     |                        |                         |   |                                    |
| Scott McWilliam <sup>2</sup>  | -                      | 1,500,000               | 3,494   | 1,503,375                          |
| Jason Azzopardi <sup>2</sup>  | -                      | 1,577,079               | 37,403  | 1,652,412                          |
| Danielle Corcoran             | 398,897                | 379,201                 | 13,850  | 400,119                            |
|                               | 5,610,321              | 13,004,623              | 312,243                                       | 13,315,558                         |

<sup>1</sup> Interest charged on an arm's-length basis.

<sup>2</sup> Loan originated during FY20.

#### 10.1.7.1. Other Transactions & Balances With KMP

From time to time, Directors of the Company or its controlled entities, or their Director-related entities, may purchase goods or services from the Group. These purchases are on the same terms and conditions as those entered into by other Group employees or customers and are trivial or domestic in nature.

This Directors' report, including the remuneration report, is signed in accordance with a resolution of the Directors made pursuant to s.298 (2) of the Corporations Act 2001.

On behalf of the Directors of Resimac Group Ltd.



#### Warren McLeland

Chairman  
Sydney  
25 August 2020

# Financial Statements

## Consolidated Statement of Profit or Loss for the year ended 30 June 2020

|   | Note | FY20<br>\$'000 | FY19<br>\$'000 |
|---|------|----------------|----------------|
| Interest income                                     | 1    | 459,305        | 445,233        |
| Interest expense                                    | 2    | (270,680)      | (327,380)      |
| <b>Net interest income</b>                          |      | <b>188,625</b> | 117,853        |
| Fee and commission income                           | 1    | 11,340         | 18,982         |
| Fee and commission expense                          | 2    | (36,088)       | (31,515)       |
| De-recognition of investment in Associate (Finsure) |      | -              | 5,810          |
| Gain on disposal of subsidiary (Paywise)            |      | -              | 13,104         |
| Other income  | 1    | 658            | 4,540          |
| Employee benefits expense                           | 2    | (35,886)       | (37,658)       |
| Other expenses                                      | 2    | (26,358)       | (24,208)       |
| Loan impairment expense                             | 2    | (22,012)       | (2,966)        |
| <b>Profit before tax</b>                            |      | <b>80,279</b>  | 63,942         |
| Income tax expense                                  | 3    | (24,272)       | (16,757)       |
| <b>PROFIT AFTER TAX</b>                             |      | <b>56,007</b>  | 47,185         |
| <b>Attributable to:</b>                             |      |                |                |
| Owners of the parent                                |      | 55,908         | 47,185         |
| Non-controlling interest                            |      | 99             | -              |
|   |      | <b>56,007</b>  | 47,185         |

## Consolidated Statement of Comprehensive Income for the year ended 30 June 2020

|  | Note | FY20<br>\$'000 | FY19<br>\$'000 |
|--|------|----------------|----------------|
| <b>PROFIT AFTER TAX</b>  |      | <b>56,007</b>  | 47,185         |
| <b>Other comprehensive income, net of income tax</b>   |      |                |                |
| <i>Items that will not be reclassified subsequently to profit or loss:</i>                           |      |                |                |
| Reversal of prior year reserve on trust wind up  |      | -              | (39)           |
| Fair value movement on investment in BNK Banking Corporation Limited ("BNK") through OCI, net of tax |      | (657)          | (2,065)        |
| <i>Items that may be reclassified subsequently to profit or loss:</i>                                |      |                |                |
| Changes in fair value of cash flow hedges  |      | 522            | (3,995)        |
| Tax effect   |      | (157)          | 1,199          |
| Currency translation differences   |      | (508)          | 669            |
| <b>Other comprehensive income, net of tax</b>  |      | <b>(800)</b>   | (4,231)        |
| <b>TOTAL COMPREHENSIVE INCOME FOR THE YEAR</b>   |      | <b>55,207</b>  | 42,954         |
| <b>Attributable to:</b>  |      |                |                |
| Owners of the parent   |      | 55,112         | 42,954         |
| Non-controlling interest   |      | 95             | -              |
|  |      | <b>55,207</b>  | 42,954         |
| <b>Earnings per share</b>  |      |                |                |
| Basic  | 21   | 13.75          | 11.75          |
| Diluted  | 21   | 13.72          | 11.75          |

Notes to the consolidated financial statements are included on pages 42 to 130.

## Consolidated Statement of Financial Position as at 30 June 2020

|  | Note | FY20<br>\$'000    | FY19<br>\$'000 |
|--|------|-------------------|----------------|
| <b>ASSETS</b>                                      |      |                   |                |
| Cash and cash equivalents                          | 4    | 365,987           | 224,790        |
| Trade and other receivables                        | 5    | 5,974             | 10,699         |
| Loans and advances                                 | 6    | 12,506,012        | 10,341,913     |
| Contract assets                                    | 1    | 41,954            | 48,648         |
| Other financial assets                             | 7    | 7,181             | 5,120          |
| Derivative financial assets                        | 23   | 52,592            | 56,575         |
| Other assets                                       | 10   | 3,627             | 3,145          |
| Plant and equipment                                | 9    | 2,192             | 2,110          |
| Right-of-use assets                                | 8    | 12,279            | -              |
| Goodwill and intangible assets                     | 11   | 28,893            | 23,457         |
|  |      | <b>13,026,691</b> | 10,716,457     |
| <b>LIABILITIES</b>                                 |      |                   |                |
| Trade and other payables                           | 12   | 25,891            | 25,294         |
| Current tax payable                                | 3    | 24,293            | 6,690          |
| Provisions   | 17   | 4,630             | 4,050          |
| Interest-bearing liabilities                       | 13   | 12,685,616        | 10,450,621     |
| Lease liabilities                                  | 14   | 13,622            | -              |
| Other financial liabilities                        | 15   | 20,797            | 22,901         |
| Derivative financial liabilities                   | 23   | 3,277             | 1,565          |
| Other liabilities                                  | 16   | 3,339             | 2,907          |
| Deferred tax liabilities                           | 3    | 3,540             | 6,305          |
|  |      | <b>12,785,005</b> | 10,520,333     |
| <b>NET ASSETS</b>                                  |      | <b>241,686</b>    | 196,124        |
| <b>EQUITY</b>                                      |      |                   |                |
| Share capital                                      | 20   | 181,895           | 180,548        |
| Reverse acquisition reserve                        | 20   | (61,541)          | (61,541)       |
| <b>Total issued capital</b>                        | 20   | <b>120,354</b>    | 119,007        |
| Reserves   | 20   | (7,556)           | (7,197)        |
| Retained earnings                                  | 20   | 128,694           | 84,314         |
| <b>Equity attributable to owners of the parent</b> |      | <b>241,492</b>    | 196,124        |
| Non-controlling interest                           |      | 194               | -              |
|  |      | <b>241,686</b>    | 196,124        |

Notes to the consolidated financial statements are included on pages 42 to 130.

## Consolidated Statement of Changes in Equity for the year ended 30 June 2020

|   | Share capital | Reverse acquisition reserve <sup>1</sup> | Total issued capital | Reserves <sup>2</sup> | Retained earnings | Attributable to owners of the parent | Non-controlling interest | Total    |
|---|---------------|--|----------------------|-----------------------|-------------------|--------------------------------------|--------------------------|----------|
|   | \$'000        | \$'000                                   | \$'000               | \$'000                | \$'000            | \$'000                               | \$'000                   | \$'000   |
| <b>Balance at 1 July 2019</b>                               | 180,548       | (61,541)                                 | 119,007              | (7,197)               | 84,314            | 196,124                              | -                        | 196,124  |
| Adoption of AASB 16, net of income tax                      | -             | -  | -                    | -                     | (339)             | (339)                                | -                        | (339)    |
| <b>Adjusted Balance as at 1 July 2019</b>                   | 180,548       | (61,541)                                 | 119,007              | (7,197)               | 83,975            | 195,785                              | -                        | 195,785  |
| Profit for the year   | -             | -  | -                    | -                     | 55,908            | 55,908                               | 99                       | 56,007   |
| Other comprehensive income, net of income tax               | -             | -  | -                    | (796)                 | -                 | (796)                                | (4)                      | (800)    |
| <b>Total comprehensive income for the year</b>              | -             | -  | -                    | (796)                 | 55,908            | 55,112                               | 95                       | 55,207   |
| <b>Transactions with owners in their capacity as owners</b> |               |  |                      |                       |                   |                                      |                          |          |
| Acquisition of non-controlling interest                     | -             | -  | -                    | -                     | -                 | -                                    | 99                       | 99       |
| Option to acquire the shares of subsidiary                  | -             | -  | -                    | (188)                 | -                 | (188)                                | -                        | (188)    |
| Issue of shares under the Dividend Reinvestment Plan        | 1,017         | -  | 1,017                | -                     | -                 | 1,017                                | -                        | 1,017    |
| Exercise of share options                                   | 330           | -  | 330                  | -                     | -                 | 330                                  | -                        | 330      |
| Equity dividends  | -             | -  | -                    | -                     | (10,966)          | (10,966)                             | -                        | (10,966) |
| Share-based payments  | -             | -  | -                    | 402                   | -                 | 402                                  | -                        | 402      |
| Reallocation  | -             | -  | -                    | 223                   | (223)             | -                                    | -                        | -        |
| <b>Balance at 30 June 2020</b>                              | 181,895       | (61,541)                                 | 120,354              | (7,556)               | 128,694           | 241,492                              | 194                      | 241,686  |

1 As a result of reverse acquisition accounting, an equity account was created as a component of equity. This account called 'Reverse acquisition reserve' is similar in nature to share capital. The Reverse acquisition reserve is not available for distribution.

2 Comprises cash flow hedge reserve, foreign currency translation reserve, fair value reserve, share-based payment reserve and other reserve. Refer to Note 20 for more detail.

## Consolidated Statement of Changes in Equity for the year ended 30 June 2020

|   | Share capital | Reverse acquisition reserve <sup>1</sup> | Total issued capital | Reserves <sup>2</sup> | Retained earnings | Attributable to owners of the parent | Non-controlling interest | Total   |
|---|---------------|--|----------------------|-----------------------|-------------------|--------------------------------------|--------------------------|---------|
|   | \$'000        | \$'000                                   | \$'000               | \$'000                | \$'000            | \$'000                               | \$'000                   | \$'000  |
| <b>Balance at 1 July 2018</b>                               | 177,340       | (61,541)                                 | 115,799              | (3,011)               | 49,937            | 162,725                              | -                        | 162,725 |
| Adoption of AASB 9, net of income tax                       | -             | -  | -                    | -                     | (5,213)           | (5,213)                              | -                        | (5,213) |
| <b>Adjusted balance as at 1 July 2018</b>                   | 177,340       | (61,541)                                 | 115,799              | (3,011)               | 44,724            | 157,512                              | -                        | 157,212 |
| Profit for the year   | -             | -  | -                    | -                     | 47,185            | 47,185                               | -                        | 47,185  |
| Other comprehensive income, net of tax                      | -             | -  | -                    | (4,231)               | -                 | (4,231)                              | -                        | (4,231) |
| <b>Total comprehensive income for the year</b>              | -             | -  | -                    | (4,231)               | 47,185            | 42,954                               | -                        | 42,954  |
| <b>Transactions with owners in their capacity as owners</b> |               |  |                      |                       |                   |                                      |                          |         |
| Issue of shares under the Dividend Reinvestment Plan        | 3,208         | -  | 3,208                | -                     | -                 | 3,208                                | -                        | 3,208   |
| Equity dividends  | -             | -  | -                    | -                     | (7,595)           | (7,595)                              | -                        | (7,595) |
| Share-based payments  | -             | -  | -                    | 45                    | -                 | 45                                   | -                        | 45      |
| <b>Balance at 30 June 2019</b>                              | 180,548       | (61,541)                                 | 119,007              | (7,197)               | 84,314            | 196,124                              | -                        | 196,124 |

1 As a result of reverse acquisition accounting, an equity account was created as a component of equity. This account called 'Reverse acquisition reserve' is similar in nature to share capital. The Reverse acquisition reserve is not available for distribution.

2 Comprises cash flow hedge reserve, foreign currency translation reserve, fair value reserve, share-based payment reserve and other reserve. Refer to Note 20 for more detail.

Notes to the consolidated financial statements are included on pages 42 to 130.

## Consolidated Statement of Cash Flows for the year ended 30 June 2020

|  | Note | FY20<br>\$'000 | FY19<br>\$'000 |
|--|------|----------------|----------------|
| <b>Cash flows from operating activities</b>                                  |      |                |                |
| Interest received  |      | 471,027        | 452,335        |
| Interest paid  |      | (263,991)      | (318,583)      |
| Receipts from loan fees and other income                                     |      | 46,728         | 51,674         |
| Payments to suppliers and employees  |      | (154,961)      | (150,270)      |
| Payments of net loans to borrowers   |      | (3,573,593)    | (1,713,838)    |
| Income tax paid  |      | (9,079)        | (9,736)        |
| <b>Net cash used in operating activities</b>                                 | 4    | (3,483,869)    | (1,688,418)    |
| <b>Cash flows from investing activities</b>                                  |      |                |                |
| Payment for plant, equipment and intangible assets                           |      | (279)          | (2,456)        |
| Repayment of loans to related parties  |      | (2,408)        | (6)            |
| Payments for new investments   |      | (3,000)        | (2,000)        |
| Acquisition of subsidiary (IA Group)   |      | (6,000)        | -              |
| Cash acquired on acquisition of subsidiary (IA Group)                        |      | 1,087          | -              |
| Proceeds on disposal of Paywise  |      | 250            | 12,000         |
| Cash on disposal of Paywise  |      | -              | (9,994)        |
| <b>Net cash used in investing activities</b>                                 |      | (10,350)       | (2,456)        |
| <b>Cash flows from financing activities</b>                                  |      |                |                |
| Proceeds from borrowings   |      | 9,560,872      | 8,748,825      |
| Repayment of borrowings  |      | (7,364,980)    | (7,027,463)    |
| Proceeds of loans sold to external party (Athena)                            |      | 1,453,212      | -              |
| Proceeds from exercise of options  |      | 330            | -              |
| Payment of lease liabilities   |      | (1,671)        | -              |
| Swap payments  |      | (2,090)        | (949)          |
| Payment of dividends   |      | (9,949)        | (4,387)        |
| Payment of finance lease   |      | -              | (252)          |
| <b>Net cash provided by financing activities</b>                             |      | 3,635,724      | 1,715,774      |
| <b>Net increase in cash and cash equivalents</b>                             |      | 141,505        | 24,900         |
| Cash and cash equivalents at the beginning of the financial year (1 July)    |      | 224,790        | 198,905        |
| Effects of exchange rate changes on cash balances held in foreign currencies |      | (308)          | 985            |
| <b>Cash and cash equivalents at end of year</b>                              | 4    | 365,987        | 224,790        |

Notes to the consolidated financial statements are included on pages 42 to 130.

# Notes to the Consolidated Financial Statements

## About This Report for the year ended 30 June 2020

### About This Report

Resimac Group Ltd ("Resimac" or "the Company") is a for-profit company limited by shares incorporated and domiciled in Australia whose shares are publicly traded on the Australian Securities Exchange. The nature of the operations and principal activities of Resimac and its entities that it controls (referred to as "the Group") are described in the segment information.

The consolidated general purpose financial report of the Group for the year ended 30 June 2020 was authorised for issue in accordance with a resolution of the Directors on 25 August 2020. The Directors have the power to amend and reissue the financial report.

The financial report is a general purpose financial report which:

- has been prepared in accordance with the requirements of the *Corporations Act 2001*, Australian Accounting Standards (AAS) and other authoritative pronouncements of the Australian Accounting Standards Board (AASB) and International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB);
- has been prepared on a historical cost basis, except for investments held by associates and certain financial instruments which have been measured at fair value. The carrying values of recognised assets and liabilities that are the hedged items in fair value hedge relationships, which are otherwise carried at amortised cost, are adjusted to record changes in the fair values attributable to the risks that are being hedged;

- is presented in Australian dollars with all values rounded to the nearest thousand dollars (\$'000) unless otherwise stated, in accordance with ASIC Corporations (Rounding in Financial/Directors' Reports) Instrument 2016/191;
- presents reclassified comparative information where required for consistency with the current year's presentation;
- adopts all new and amended Accounting Standards and Interpretations issued by the AASB that are relevant to the Group and effective for reporting periods beginning on or before 1 July 2019. Refer to Note 32 for further details.

### Key Judgements & Estimates

In the application of the Group's accounting policies, the Directors are required to make judgements, estimates and assumptions about the carrying value of assets and liabilities that are not readily apparent from other sources.

The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making judgements. Actual results may differ from these estimates.

Judgements and estimates which are material to the financial report are found in the following notes:

| Note    | Relates to   |
|---------|--|
| 1       | Recognition of revenue from contracts with customers   |
| 1 & 15  | Net present value ("NPV") of future trail commission: recognition of future commissions receivable and payable |
| 7       | Impairment of other financial assets   |
| 11      | Goodwill impairment  |
| 17      | Provisions – long service leave  |
| 22 & 23 | Impairment of financial assets   |

### Basis of Consolidation

The consolidated financial statements comprise the financial statements of the Group. A list of controlled entities (subsidiaries) at year end is contained in Note 24.

The financial statements of subsidiaries are prepared for the same reporting period as the parent Company, using consistent accounting policies. Adjustments are made to bring into line any dissimilar accounting policies that may exist.

Subsidiaries are consolidated from the date on which control is obtained to the date on which control is disposed.

The Group controls an investee if and only if the Group has:

- power over the investee (i.e. existing rights that give it the current ability to direct the relevant activities of the investee);
- exposure, or rights, to variable returns from its involvement with the investee; and
- the ability to use its power over the investee to affect its return.

In preparing the consolidated financial statements, all inter-company balances and transactions, income and expenses and profits and losses resulting from intra-Group transactions have been eliminated.

The acquisition of subsidiaries is accounted for using the acquisition method.

Refer to Note 24 for detail on the consolidation of special purpose vehicles.

## Notes to the Consolidated Financial Statements

*About this Report (for the year ended 30 June 2020)*

### COVID-19

COVID-19 has significantly impacted equity, debt, commodity markets and the overall global economy. The Group has considered the impact of COVID-19 and other market volatility in preparing its financial statements.

While the specific areas of judgement as noted on the previous page remain unchanged, COVID-19 resulted in the application of further judgement within those identified areas. Given the rapidly evolving nature of COVID-19 and the subsequent economic impact, changes to the estimates and outcomes applied in the measurement of the Group's assets and liabilities may arise in the future. Other than adjusting events that provide evidence of provisions that existed at the end of the reporting period, the impact of events that arise after the reporting period will be accounted for in future reporting periods.

As a consequence of COVID-19 and in preparing financial statements, management:

- Considered the financial impact on the Group and areas of the financial statements affected to determine the disclosures required, and evaluate if any additional areas of judgement or estimation uncertainty beyond what has been disclosed existed;
- Updated forward-looking information (including macroeconomic information) when measuring expected credit losses to assess any significant increase in credit risk, and for the impairment analysis of financial and non-financial asset classes and disclosures;
- Assessed the measurement of assets and liabilities and determined the impact thereon as a result of market inputs and variables impacted by COVID-19;
- Evaluated information available after the reporting date but before the issuance of the financial statements (e.g. decisions regarding COVID-19) and updated the disclosures in the financial statements;
- Reviewed external market communications to identify other COVID-19 related impacts;
- Reviewed public forecasts and experience from previous downturns.

Key statements of financial position items and related disclosures impacted by COVID-19 were:

**Loans and advances:** The Group granted COVID-19 hardship payment moratoriums to 10% of home loan customers. In line with regulatory guidance, these loans were not deemed in arrears during the moratorium period. Therefore, management have raised a COVID-19 overlay based on forward looking macroeconomic environment. This provision is in addition to the AASB 9 Expected Credit Loss (ECL) model provision at each reporting period. Refer to note 6 and note 23.

**Intangible assets:** The Group conducted impairment testing on goodwill at the reporting date to assess whether the impact of COVID-19 has led to an asset impairment. This testing requires an estimation of the recoverable amount of the affected cash generating unit to which the goodwill is allocated using a value in use discounted cash flow methodology. Refer to note 11.

**Property, plant and equipment and right-of-use assets:** Property, plant and equipment and right-of-use assets were subject to impairment testing. Management concluded no impairment was required.

**Derivative assets and liabilities:** Given recent market volatility, the Group reviewed the appropriateness of credit valuation adjustment to its valuations. The impact of changes of inputs to the valuations is also considered in terms of the classification of exposures in the fair value hierarchy and transfers within the fair value hierarchy.

**Hedge accounting:** An assessment considering if forecasted cash flows in cash flow hedge relationships remain highly probable at the reporting date. At 30 June 2020, the modelling of the hedged future cash flows determined cash flow hedge relationships remained highly probable and hedge accounting remains appropriate.

**Investment in other financial assets:** When assessing the fair value of equity investments at 30 June 2020, the impact of COVID-19 on each of the investments operating model was considered.

### Foreign Currency

As at the reporting date, assets and liabilities of overseas subsidiaries are translated into Australian dollars at the rate of exchange at the balance sheet date and the income statements are translated at the average exchange rates for the year. The exchange differences arising on the retranslation are taken directly to a separate component of equity.

Transactions in foreign currencies are initially recorded in the functional currency at the exchange rates ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated at the rate of exchange ruling at the balance sheet date. Exchange differences arising from the application of these procedures are taken to the income statement, with the exception of differences on foreign currency borrowings that provide a hedge against a net investment in a foreign entity, which are taken directly to equity until the disposal of the net investment, and then recognised in the income statement. Tax charges and credits attributable to exchange differences on those borrowings are also recognised in equity.

### Other Accounting Policies

Significant and other accounting policies that summarise the measurement basis relevant to an understanding of the financial statements are provided throughout the notes to the financial statements.

### The Notes to the Financial Statements

The notes include information required to understand the financial statements and is material and relevant to the operations, financial position and performance of the Group. Information is considered material and relevant if, for example:

- the amount in question is significant because of its size or nature;
- it is important for understanding the results of the Group;
- it helps to explain the impact of significant changes in the Group's business – for example, acquisitions and impairment write-downs; or
- it relates to an aspect of the Group's operations that is important to its future performance.

The notes are organised into the following sections:

**Key numbers:** provides a breakdown of individual line items in the financial statements that the Directors consider most relevant and summarises the accounting policies, judgements and estimates relevant to understanding these line items;

**Capital:** provides information about the capital management practices of the Group and shareholder returns for the year;

**Risk:** details the Group's exposure to various financial risks, explains how these affect the Group's financial position and performance, and what the Group does to manage these risks;

**Group structure:** explains the Group structure and how changes have affected the financial position and performance of the Group;

**Unrecognised items:** provides information regarding items not recognised in the financial statements but could potentially have an impact on the Group's financial position and performance; and

**Other:** provides information on items which require disclosure to comply with AAS and other regulatory pronouncements however, are not considered critical in understanding the financial performance or position of the Group.

# Notes to the Consolidated Financial Statements

## Segment Information for the year ended 30 June 2020

### Segment Information

AASB 8 *Operating Segments* requires operating segments to be identified on the basis of internal reports about components of the Group that are regularly reviewed by the Board and executive management team (the chief operating decision makers (CODM)) in order to allocate resources to the segment and to assess its performance.

The Group has identified three reportable segments based on the nature of the products and services provided, the type of customers for those products and services, the geographies where the business operates and the existence of discrete and separate reporting and management teams. The following summary describes the operations in each of the Group's reportable segments.

The Group's reportable segments under AASB 8 are:

#### 1. Australian Lending Business

Represents the distribution and lending businesses currently captured under the Resimac and State Custodians brands.

The segment contains the bulk of the Australian based income and expense. It incorporates the new business settled through the Australian distribution channels, the margin net of funding costs of the on-balance sheet home loan portfolios, and the upfront and trail commission on the white label loan portfolio.

On 1 January 2020, Resimac purchased a controlling stake in IA Group who specialise in both Australian based secured commercial and consumer lending. The income

and expenses of IA Group from 1 January 2020 to 30 June 2020 are included in the FY20 consolidated financial statements.

Management have assessed the impact of IA Group on its Group results as not material, and therefore does not represent a reportable segment for the year ended 30 June 2020, notwithstanding IA Group is considered an operating segment.

#### 2. New Zealand Lending Business

Whilst the nature of the customers and products are similar to the Australian Lending segment, given the different jurisdiction and market conditions, management believe it is appropriate to distinguish the result of New Zealand from Australia.

Separating the Australian and New Zealand trading business is supported by the operation of a dedicated NZ board, NZ segment monthly management reporting, separate regulatory requirements/oversight, and employees solely accountable for the NZ business including a locally based Head of NZ.

#### 3. Paywise Business

On 24 May 2019, the Group sold its 100% equity stake in its wholly owned subsidiary Paywise Pty Limited for total cash consideration of \$14 million in a management buyout agreement. The economic effective date of this transaction is 30 April 2019.

The income and expenses of Paywise up to 30 April 2019 are included in the comparative column below.

Information regarding these segments is presented below. The accounting policies of the reportable segments are the same as the Group's accounting policies.

The following is an analysis of the Group's revenue and results by reportable operating segments:

|  | Australian Lending |                | New Zealand Lending |                | Paywise <sup>1</sup> |                | Consolidated    |                 |
|--|--------------------|----------------|---------------------|----------------|----------------------|----------------|-----------------|-----------------|
|  | FY20<br>\$'000     | FY19<br>\$'000 | FY20<br>\$'000      | FY19<br>\$'000 | FY20<br>\$'000       | FY19<br>\$'000 | FY20<br>\$'000  | FY19<br>\$'000  |
| Revenue from external customers  | 447,982            | 439,646        | 23,321              | 22,056         | -                    | 7,053          | 471,303         | 468,755         |
| <b>Total segment revenue</b>   | <b>447,982</b>     | <b>439,646</b> | <b>23,321</b>       | <b>22,056</b>  | <b>-</b>             | <b>7,053</b>   | <b>471,303</b>  | <b>468,755</b>  |
| Segment results before tax, depreciation, amortisation, finance costs and impairment | 106,740            | 69,498         | 3,227               | 2,834          | -                    | 432            | 109,967         | 72,764          |
| Depreciation and amortisation  | (1,021)            | (1,090)        | (11)                | (11)           | -                    | (158)          | (1,032)         | (1,259)         |
| Loan impairment  | (21,653)           | (3,041)        | (359)               | 75             | -                    | -              | (22,012)        | (2,966)         |
| Finance costs  | (6,283)            | (4,334)        | (361)               | (263)          | -                    | -              | (6,644)         | (4,597)         |
| <b>Segment results before income tax</b>   | <b>77,783</b>      | <b>61,033</b>  | <b>2,496</b>        | <b>2,635</b>   | <b>-</b>             | <b>274</b>     | <b>80,279</b>   | <b>63,942</b>   |
| <b>Income tax expense<sup>2</sup></b>  |                    |                |                     |                |                      |                | <b>(24,272)</b> | <b>(16,757)</b> |
| <b>PROFIT AFTER TAX</b>  |                    |                |                     |                |                      |                | <b>56,007</b>   | <b>47,185</b>   |

<sup>1</sup> FY19 includes Paywise segment for the period from 1 July 2018 to 30 April 2019.

<sup>2</sup> Income tax expense is grouped on a consolidated basis, not by reportable operating segment.

## Notes to the Consolidated Financial Statements

### Segment Information (for the year ended 30 June 2020)

The following is an analysis of the Group's assets and liabilities by reportable operating segment:

|                              | Australian Lending |                | New Zealand Lending |                | Paywise        |                | Consolidated   |                |
|------------------------------|--------------------|----------------|---------------------|----------------|----------------|----------------|----------------|----------------|
|                              | FY20<br>\$'000     | FY19<br>\$'000 | FY20<br>\$'000      | FY19<br>\$'000 | FY20<br>\$'000 | FY19<br>\$'000 | FY20<br>\$'000 | FY19<br>\$'000 |
| Segment assets               | 12,444,285         | 10,210,822     | 582,406             | 505,635        | -              | -              | 13,026,691     | 10,716,457     |
|                              | 12,444,285         | 10,210,822     | 582,406             | 505,635        | -              | -              | 13,026,691     | 10,716,457     |
| Segment liabilities          | (12,201,825)       | (10,019,239)   | (555,347)           | (488,099)      | -              | -              | (12,757,172)   | (10,507,338)   |
| Net assets excl. tax         | 242,460            | 191,583        | 27,059              | 17,536         | -              | -              | 269,519        | 209,119        |
| Tax liabilities <sup>3</sup> |                    |                |                     |                |                |                | (27,833)       | (12,995)       |
| <b>NET ASSETS</b>            |                    |                |                     |                |                |                | <b>241,686</b> | <b>196,124</b> |

<sup>3</sup> Tax liabilities are grouped on a consolidated basis, not by reportable operating segment.

## Notes to the Consolidated Financial Statements

### Key Numbers for the year ended 30 June 2020

#### 1. Revenue

##### 1.1. Revenue Streams

The Group generates revenue primarily from net interest margin on principally funded loans, annuity trail income on non-principally funded loans and other fee income.

|  | FY20<br>\$'000 | FY19<br>\$'000 |
|--|----------------|----------------|
| <b>Revenue from contracts with customers</b> | <b>11,340</b>  | 18,982         |
| <b>Interest income</b>                       |                |                |
| Loans and advances                           | 454,962        | 438,895        |
| Bank deposits                                | 1,625          | 3,152          |
| Discount unwind on NPV of trail commission   | 2,718          | 3,186          |
|  | <b>459,305</b> | 445,233        |
| <b>Other income</b>                          | <b>658</b>     | 4,540          |
| <b>Total revenue</b>                         | <b>471,303</b> | 468,755        |

#### Recognition & Measurement

##### Interest Income - Loans & Advances

Revenue arising from issuing residential loans are initially recognised at the fair value of the consideration received or receivable when it is probable that future economic benefits will flow to the Group and these benefits can be measured reliably.

Loans and advances are initially recognised at fair value. Subsequent to initial recognition, the loans are measured at amortised cost using the effective interest method over the estimated actual (but not contractual) life of the mortgage loan, taking into account all income and expenditure directly attributable to the loan.

Interest income on loans and advances is recognised as it accrues using the effective interest method. The rate at

which revenue is recognised is referred to as the effective interest rate and is equivalent to the rate that effectively discounts estimated future cash flows throughout the estimated life of the net carrying value of the loan. Acquisition costs are also spread across the estimated life of the loan.

Loans and advances in arrears or under a COVID-19 hardship payment moratorium at 30 June 2020 do not impact interest income. Interest income continues to accrue on loans in arrears or under hardship payment moratoriums. Consideration for potential future credit losses on loans in arrears or under hardship payment moratoriums is reflected in Note 23.

## Notes to the Consolidated Financial Statements

### Key Numbers (for the year ended 30 June 2020)

#### Interest Income - Bank Deposits

This comprises interest income on funds invested. Interest income is recognised as it accrues, using the effective interest method.

#### Other Incomes

Other income includes various items including but not limited to:

- changes in fair value of interest rate swaps through profit or loss; and
- payment received under operating leases as income on a straight-line basis over the lease (office sub-lease).

#### Revenue From Contracts with Customers

Revenue is based on the consideration specified in a contract with a customer. The Group recognises revenue when it transfers control over a good or service to a customer.

The following table provides information about the nature and timing of the satisfaction of performance obligations in contracts with customers, including significant payment terms, and the related revenue recognition policies.



Resimac Group Ltd is a for-profit

Company limited by shares

incorporated and domiciled in

Australia whose shares are publicly

traded on the Australian

Securities Exchange.

#### CLASSIFICATION & MEASUREMENT OF REVENUE

| Timing             | Type of service              | Nature, timing of satisfaction of performance obligations, significant payment terms, significant judgements used   | Revenue Recognition Policy under AASB 15   |
|--------------------|------------------------------|---|--|
| At a point in time | Mortgage origination revenue | Commission from originating white label loans.<br><br>The performance obligations are satisfied at the point in time the loan is settled. Non-ongoing performance conditions are attached to the upfront fee.   | Once the Group has referred a successful loan application to the lender, its performance obligations have been met. As such, revenue is recognised at the point in time the loan is settled. The expected value is estimated based on historic experience.<br><br>Provisions for clawback of the upfront fee are recognised within a period of time post-settlement and is a variable consideration. |
| At a point in time | Loan management revenue      | Trail commission income on white label loans, based on the individual monthly loan balance outstanding each month. Trail ceases once the loan is discharged.<br><br>The contracts with the funders include performance obligations which must be satisfied in order to be paid trail commission (e.g. the loan not being in arrears). | Revenue is recognised at the point in time the loan is being settled and performance obligations are satisfied according to the contracts with the funders.<br><br>The present value of the trailing commission receivable is recognised as a contract asset and measured using the expected value method with variable consideration at a point in time.  |
| At a point in time | Net loan fees                | Loan fees paid by the borrower such as application, discharge, settlement fees etc. The performance obligation for these fees is met at a point in time (settlement, discharge etc) when the fee is charged to the borrower.  | Revenue is recognised when the transaction is completed and the performance obligations are met.   |

#### 1.2. Disaggregation of Revenue From Contracts with Customers

In the following table, revenue from contracts with customers is disaggregated by primary geographical market, major service lines and timing of revenue recognition. The table also includes a reconciliation of the disaggregated revenue with the Group's reportable segments (See "Segment Information" on page 47).

## Notes to the Consolidated Financial Statements

## Key Numbers (for the year ended 30 June 2020)

|   | Australian Lending |                | New Zealand Lending |                | Paywise        |                | Consolidated   |                |
|---|--------------------|----------------|---------------------|----------------|----------------|----------------|----------------|----------------|
|   | FY20<br>\$'000     | FY19<br>\$'000 | FY20<br>\$'000      | FY19<br>\$'000 | FY20<br>\$'000 | FY19<br>\$'000 | FY20<br>\$'000 | FY19<br>\$'000 |
| <b>Primary geographical markets</b>                 |                    |                |                     |                |                |                |                |                |
| Australia   | 10,934             | 13,130         | -                   | -              | -              | 5,557          | 10,934         | 18,687         |
| New Zealand   | -                  | -              | 406                 | 295            | -              | -              | 406            | 295            |
|   | 10,934             | 13,130         | 406                 | 295            | -              | 5,557          | 11,340         | 18,982         |
| <b>Major service lines</b>                          |                    |                |                     |                |                |                |                |                |
| Mortgage origination                                | -                  | 2,532          | -                   | -              | -              | -              | -              | 2,532          |
| Loan management                                     | 7,307              | 7,150          | -                   | -              | -              | -              | 7,307          | 7,150          |
| Salary packaging                                    | -                  | -              | -                   | -              | -              | 2,679          | -              | 2,679          |
| Vehicle financing commission                        | -                  | -              | -                   | -              | -              | 2,878          | -              | 2,878          |
| Net loan fees                                       | 3,627              | 3,448          | 406                 | 295            | -              | -              | 4,033          | 3,743          |
|   | 10,934             | 13,130         | 406                 | 295            | -              | 5,557          | 11,340         | 18,982         |
| <b>Timing of revenue recognition</b>                |                    |                |                     |                |                |                |                |                |
| Service transferred at a point in time              | 10,934             | 13,130         | 406                 | 295            | -              | 5,557          | 11,340         | 18,982         |
| Revenue from contracts with customers               | 10,934             | 13,130         | 406                 | 295            | -              | 5,557          | 11,340         | 18,982         |
|   |                    |                |                     |                |                |                |                |                |
| Interest income                                     | 434,497            | 422,305        | 24,808              | 22,756         | -              | 172            | 459,305        | 445,233        |
| Other income  | 2,551              | 4,211          | (1,893)             | (995)          | -              | 1,324          | 658            | 4,540          |
| External revenue as reported in segment information | 447,982            | 439,646        | 23,321              | 22,056         | -              | 7,053          | 471,303        | 468,755        |

**Recognition & Measurement**

## 1.3. Assets Related to Contract with Customers

The Group has recognised the following assets related to contracts with customers.

|  | FY20<br>\$'000 | FY19<br>\$'000 |
|--|----------------|----------------|
| <b>Contract assets - present value of future trail commission receivable</b> |                |                |
| Current  | 11,587         | 14,940         |
| Non-current  | 30,367         | 33,708         |
|  | 41,954         | 48,648         |

**Contract Assets - Present Value of Future Trail Commission Receivable**

The contract assets primarily relate to the Group's rights to consideration for trail commission. The Group receives trail commissions from lenders on white label settled loans over the life of the loan based on the loan balance outstanding. The contract assets are transferred to receivables when the rights become unconditional.

**Initial Recognition**

Expected value of future trail commission receivable is recognised on the origination of white label settlements. This represents the NPV of the expected future trail commission receivable under the origination and management agreement, less ongoing servicing costs not covered by transaction fees.

The initial expected value of trail commission receivable is determined by using the discounted cash flow valuation technique.

**Subsequent Measurement**

Subsequent to initial recognition, the future trail commission receivable is measured at expected value.

The carrying amounts of the trail commissions receivable are adjusted to reflect actual and revised estimated cash flows by recalculating the carrying amount through computing the present value of estimated future cash flows at the effective interest rates. The resulting adjustment is recognised as income or expense in the statement of comprehensive income.

A remeasurement of the underlying cash flows relating to the trail commission receivable occurs at each reporting date.

**Key Estimates & Assumptions**

The key estimates and assumptions underlying the remeasurement of the estimated future cash flows include the:

- prepayment rate; and
- discount rate.

|                                    | FY20 | FY19 |
|------------------------------------|------|------|
| Weighted average loan life (years) | 3.5  | 3.1  |
| Discount rate                      | 6%   | 6%   |

**Weighted average loan life.**

The methodology in calculating the weighted average loan life uses the commonly accepted Standard and Poor's definition.

**Key Judgements**

The recognition of the future trail commission receivable and payable (and resulting revenue/expense) is an area of management judgement due to the different recognition criteria existing within the accounting standards. Decisions around key inputs potentially have a material impact on the balances.

Management judgement is required with respect to the determination of:

- Prepayment rate**

Of all the key inputs for NPV modelling, it is prepayment or run-off rates to which the model is most sensitive. In observing prior years' actual run-off performance, there can be variations over time of up to 25% on individual seasoning bands and variations of over 10% for year-on-year overall run-off.

In order to manage both volatility of rates over time and the uncertainty associated with this modelling, a conservative run-off buffer of 25% is included in the valuation by management.

- Discount rates**

For the purposes of the valuation technique required by the standard, the discount rate is set each year and remains unchanged for that tranche of loans for the remainder of the loan's life.

The discount rate is currently set at 6%, incorporating risk free rates and estimates of the credit risk associated with the counterparties providing the trail income, and remains unchanged compared with FY19.

Given trail income receivables are due from strongly rated major financial institutions, this credit risk is regarded as appropriate.

## Notes to the Consolidated Financial Statements

### Key Numbers (for the year ended 30 June 2020)

## 2. Expenses

|  | FY20<br>\$'000 | FY19<br>\$'000 |
|--|----------------|----------------|
| <b>Interest</b>                                    |                |                |
| Bond and warehouse facilities                      | 259,467        | 317,198        |
| Amortisation – bond issue costs                    | 8,517          | 6,987          |
| Discount unwind on NPV of trail commission         | 1,311          | 1,525          |
| Corporate facility                                 | 767            | 1,670          |
| Interest on lease liabilities                      | 618            | -              |
|  | <b>270,680</b> | <b>327,380</b> |
| <b>Fee and commission</b>                          |                |                |
| Mortgage origination                               | 434            | 1,788          |
| Loan management                                    | 22,898         | 19,353         |
| Borrowing costs                                    | 6,730          | 5,777          |
| Other financing costs                              | 6,026          | 4,597          |
|  | <b>36,088</b>  | <b>31,515</b>  |
| <b>Employee benefits</b>                           |                |                |
| Remuneration, bonuses, superannuation and on-costs | 35,305         | 37,614         |
| Share-based payments                               | 581            | 44             |
|  | <b>35,886</b>  | <b>37,658</b>  |
| <b>Other</b>                                       |                |                |
| Marketing  | 3,277          | 3,570          |
| IT   | 6,561          | 4,826          |
| Audit and other professional fees                  | 5,719          | 3,745          |
| Rent and occupancy costs                           | 1,395          | 4,011          |
| Insurance  | 1,369          | 1,017          |
| Depreciation and amortisation                      | 1,032          | 1,259          |
| Depreciation charge of right-of-use assets         | 1,920          | -              |
| Other  | 5,085          | 5,780          |
|  | <b>26,358</b>  | <b>24,208</b>  |
| <b>Loan impairment</b>                             | <b>22,012</b>  | <b>2,966</b>   |
|  | <b>391,024</b> | <b>423,727</b> |

## Recognition & Measurement

### 2.1. Interest

#### Bond & Warehouse Facilities

Borrowing costs are recognised in the profit or loss in the period in which they are incurred.

Borrowing costs include:

- interest on deposits;
- coupon payments on notes issued; and
- other interest paid on non-secured funding facilities and are recognised under the effective interest rate method. See further detail under Note 1.

#### Deferred Costs

Transaction costs representing mortgage insurance premiums and upfront broker commissions related to originating on balance sheet loans are capitalised on the statement of financial position of the Group. These costs are amortised to the statement of profit or loss over the period over which the Group is expected to receive interest income.

The amortisation rate closely aligns with the rate of reduction of the underlying mortgage portfolio. The rate of reduction of the outstanding mortgage portfolio is calculated based on the historical behaviour of the portfolio over the past 10 years.

On a consolidated basis these transaction costs are included as part of the amortised cost of the loans per Note 6.

#### Amortisation – Bond Issue Costs

Transaction costs incurred by the Group in facilitating the issue of debt securities by the special purpose vehicles, are capitalised on the statement of financial position of the parent entity as bond issue costs. These costs are amortised to the statement of profit or loss over the average expected life of the debt securities using the effective interest method.

On a consolidated basis, these costs are included as part of the amortised cost of the debt securities.

### 2.2. Fee & Commission

#### Mortgage Origination

Upfront commission payments for white label home loans to mortgage originators, are recognised at settlement as the services performed by the originator are principally performed upfront.

#### Loan Management

For white label home loans, trail commission payments to brokers and commissioned staff based on the loan book balance outstanding.

#### Borrowing Costs

Fees directly related to public RMBS deals.

#### Other Financing Costs

Other financing costs include trustee and servicer fees, liquidity fees, rating agency fees, and other financing related fees.

### 2.3. Employee Benefits

Employee benefits expense includes remuneration, bonuses, superannuation, and associated on-costs as incurred.

The policy relating to share-based payments is set out in Note 31.

### 2.4. Other

This mainly comprises bank fees, general administration expenses and unrecoverable GST. These items are expensed when incurred.

### 2.5. Loan Impairment

Loan impairment expenses relates to the movement in the:

- specific provision;
- collective provision movements for loan impairment; and
- direct loan write-offs recognised during the year.

See Note 6 for detail on impairment of loans and advances.

## Notes to the Consolidated Financial Statements

### Key Numbers (for the year ended 30 June 2020)

### 3. Income Tax

#### 3.1. Income tax recognised in profit or loss

|  | FY20<br>\$'000 | FY19<br>\$'000 |
|--|----------------|----------------|
| <b>Current tax</b>   |                |                |
| In respect of the current year                                 | 26,754         | 15,368         |
| In respect of prior years                                      | 35             | (175)          |
| Translation loss on foreign currency assets and liabilities    | 22             | (14)           |
|  | 26,811         | 15,179         |
| <b>Deferred tax</b>  |                |                |
| In respect of the current year                                 | (2,494)        | 2,368          |
| In respect of prior years                                      | (45)           | (790)          |
|  | (2,539)        | 1,578          |
| <b>Total income tax expense recognised in the current year</b> | <b>24,272</b>  | <b>16,757</b>  |

The income tax expense for the year can be reconciled to the accounting profit as follows:

|   | FY20<br>\$'000 | FY19<br>\$'000 |
|---|----------------|----------------|
| Profit before tax   | 80,279         | 63,942         |
| Income tax expense calculated at 30% (FY19: 30%)  | 24,084         | 19,183         |
| Effect of expenses that are not deductible in determining taxable profit                  | 344            | 98             |
| Effect of different tax rates of subsidiaries operating in other jurisdictions            | 1              | (8)            |
| Share-based payments  | (54)           | -              |
| Difference in tax and accounting treatment of Paywise disposal                            | -              | (1,609)        |
| Other items   | (93)           | 58             |
|   | 24,282         | 17,722         |
| Adjustments recognised in the current year in relation to the deferred tax of prior years | (45)           | (790)          |
| Adjustments recognised in the current year in relation to the current tax of prior years  | 35             | (175)          |
| <b>Income tax expense recognised in profit or loss</b>                                    | <b>24,272</b>  | <b>16,757</b>  |

The tax rate used for FY20 and FY19 reconciliations above is the corporate tax rate of 30% payable by corporate entities in Australia on taxable profits under tax law in that jurisdiction.

#### 3.2. Current tax assets and liabilities

|                     | FY20<br>\$'000 | FY19<br>\$'000 |
|---------------------|----------------|----------------|
| Current tax payable | (24,293)       | (6,690)        |
|                     | (24,293)       | (6,690)        |

#### 3.3. Deferred Tax Balances

The following is the analysis of deferred tax assets (DTA) and deferred tax liabilities (DTL) presented in the consolidated statement of financial position:

|                          | FY20<br>\$'000 | FY19<br>\$'000 |
|--------------------------|----------------|----------------|
| Deferred tax assets      | 20,989         | 15,615         |
| Deferred tax liabilities | (24,529)       | (21,920)       |
|                          | (3,540)        | (6,305)        |

|                                   | Opening<br>balance<br>\$'000 | Current<br>year<br>recognised<br>in profit<br>or loss<br>\$'000 | Previously<br>unrecognised<br>in profit<br>or loss<br>\$'000 | Recognised<br>directly in<br>equity<br>\$'000 | Recoup<br>tax loss<br>against tax<br>liability<br>\$'000 | Acquisition<br>of IA Group<br>\$'000 | Closing<br>balance<br>\$'000 |
|-----------------------------------|------------------------------|---|--|---|--|--------------------------------------|------------------------------|
| <b>FY20</b>                       |                              |   |  |   |  |                                      |                              |
| <b>DT in relation to:</b>         |                              |   |  |   |  |                                      |                              |
| Doubtful debts                    | 4,111                        | 5,330   | -  | (8)   | -  | 149                                  | 9,582                        |
| Plant, equipment and software     | 82                           | (49)  | -  | -   | -  | (31)                                 | 2                            |
| Deferred mortgage insurance       | 358                          | (106)   | -  | -   | -  | -                                    | 252                          |
| Employee entitlements             | 1,069                        | 39  | (1)  | -   | -  | 23                                   | 1,130                        |
| Net provision for lease make good | 60                           | -   | -  | -   | -  | -                                    | 60                           |
| Other accrued expenses            | 2,142                        | (164)   | -  | -   | -  | 4                                    | 1,982                        |
| Blackhole expenditure             | 437                          | (203)   | -  | -   | -  | -                                    | 234                          |
| Discount on loan                  | (1)                          | -   | -  | -   | -  | -                                    | (1)                          |
| Tax losses carried forward        | 103                          | 77  | -  | -   | (106)  | 342                                  | 416                          |
| Trail commission payable          | 7,091                        | (799)   | 25   | -   | -  | -                                    | 6,317                        |
| Lease liability                   | 92                           | 40  | 7  | 145   | -  | 35                                   | 319                          |
| Shares                            | 41                           | -   | -  | 282   | -  | -                                    | 323                          |
| Share-based payments              | -                            | 173   | 13   | 157   | -  | -                                    | 343                          |
| Lease incentives                  | 30                           | -   | -  | -   | -  | -                                    | 30                           |
|                                   | 15,615                       | 4,338   | 44   | 576   | (106)  | 522                                  | 20,989                       |
| <b>DT in relation to:</b>         |                              |   |  |   |  |                                      |                              |
| Capitalised incentive commission  | 10,513                       | 1,942   | (1)  | (13)  | -  | -                                    | 12,441                       |
| Loans and advances                | (4,219)                      | 1,743   | -  | -   | -  | -                                    | (2,476)                      |
| Deferred bond issue cost          | 2,736                        | (116)   | -  | (3)   | -  | -                                    | 2,617                        |
| Derivatives                       | (1,663)                      | 170   | -  | 156   | -  | -                                    | (1,337)                      |
| Unpaid superannuation             | (40)                         | (7)   | -  | -   | -  | (3)                                  | (50)                         |
| Trail commission receivable       | 14,594                       | (2,001)   | -  | -   | -  | -                                    | 12,593                       |
| Accrued income and other          | (1)                          | 113   | -  | -   | -  | 629                                  | 741                          |
|                                   | 21,920                       | 1,844   | (1)  | 140   | -  | 626                                  | 24,529                       |
|                                   | (6,305)                      | 2,494   | 45   | 436   | (106)  | (104)                                | (3,540)                      |

## Notes to the Consolidated Financial Statements

### Key Numbers (for the year ended 30 June 2020)

|                                   | Opening balance \$'000 | Current year recognised in profit or loss \$'000 | Previously unrecognised in profit or loss \$'000 | Recognised directly in equity \$'000 | Recoup tax loss against tax liability \$'000 | Disposal of Paywise \$'000 | Closing balance \$'000 |
|-----------------------------------|------------------------|--|--|--------------------------------------|--|----------------------------|------------------------|
| <b>FY19</b>                       |                        |  |  |                                      |  |                            |                        |
| <b>DT in relation to:</b>         |                        |  |  |                                      |  |                            |                        |
| Doubtful debts                    | 374                    | 368  | 1,199  | 2,170                                | -  | -                          | 4,111                  |
| Plant, equipment and software     | 1,461                  | (171)  | (1,196)  | -                                    | -  | (12)                       | 82                     |
| Deferred mortgage insurance       | 446                    | (88)   | -  | -                                    | -  | -                          | 358                    |
| Employee entitlements             | 1,173                  | 27   | (3)  | -                                    | -  | (128)                      | 1,069                  |
| Net provision for lease make good | 60                     | -  | -  | -                                    | -  | -                          | 60                     |
| Other accrued expenses            | 2,405                  | (28)   | (166)  | -                                    | -  | (69)                       | 2,142                  |
| Blackhole expenditure             | 701                    | (264)  | -  | -                                    | -  | -                          | 437                    |
| Discount on loan                  | -                      | 3  | (4)  | -                                    | -  | -                          | (1)                    |
| Tax losses carried forward        | 964                    | -  | -  | -                                    | (861)  | -                          | 103                    |
| Trail commission payable          | 11,356                 | (1,598)  | (2,667)  | -                                    | -  | -                          | 7,091                  |
| Lease Liability                   | 28                     | 64   | -  | -                                    | -  | -                          | 92                     |
| Derivatives                       | (5)                    | 5  | -  | -                                    | -  | -                          | -                      |
| Shares                            | -                      | (1,743)  | 899  | 885                                  | -  | -                          | 41                     |
| Lease incentives                  | 30                     | -  | -  | -                                    | -  | -                          | 30                     |
|                                   | 18,993                 | (3,425)  | (1,938)  | 3,055                                | (861)  | (209)                      | 15,615                 |
| <b>DT in relation to:</b>         |                        |  |  |                                      |  |                            |                        |
| Capitalised incentive commission  | 11,915                 | 1,368  | (2,790)  | 20                                   | -  | -                          | 10,513                 |
| Loans and advances                | (3,339)                | (880)  | -  | -                                    | -  | -                          | (4,219)                |
| Deferred bond issue cost          | 2,277                  | 455  | -  | 4                                    | -  | -                          | 2,736                  |
| Derivatives                       | (1,176)                | 712  | -  | (1,199)                              | -  | -                          | (1,663)                |
| Unpaid superannuation             | -                      | (40)   | -  | -                                    | -  | -                          | (40)                   |
| Trail commission receivable       | 17,266                 | (2,672)  | -  | -                                    | -  | -                          | 14,594                 |
| Accrued income and other          | (63)                   | -  | 62   | -                                    | -  | -                          | (1)                    |
|                                   | 26,880                 | (1,057)  | (2,728)  | (1,175)                              | -  | -                          | 21,920                 |
|                                   | (7,887)                | (2,368)  | 790  | 4,230                                | (861)  | (209)                      | (6,305)                |

### Recognition & Measurement

Income tax expense represents the sum of the tax currently payable and deferred tax.

#### 3.4. Current Tax

Tax payable is based on taxable profit for the year. Taxable profit differs from 'profit before tax' as reported in the consolidated statement of profit or loss and other comprehensive income due to a mix of timing and non-assessable items. The Group's current tax is calculated using tax rates that have been enacted or substantively enacted by the end of the reporting period.

#### 3.5. Deferred Tax

Deferred tax is recognised on temporary differences between the carrying amounts of assets and liabilities in the consolidated financial statements and the corresponding tax base used in the computation of taxable profit.

Deferred tax liabilities (DTLs) are generally recognised for all taxable temporary differences.

Deferred tax assets (DTAs) are generally recognised for all deductible temporary differences to the extent that it is probable that taxable profits will be available against which those deductible temporary differences can be utilised. Such DTAs and DTLs are not recognised if the temporary difference arises from the initial recognition (other than in a business combination) of assets and liabilities in a transaction that affects neither the taxable profit nor the accounting profit.

In addition, DTLs are not recognised if the temporary difference arises from the initial recognition of goodwill.

DTLs are recognised for taxable temporary differences associated with investments in subsidiaries and associates, and interests in joint ventures, except where the Group is able to control the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future.

DTAs arising from deductible temporary differences associated with such investments and interests are only recognised to the extent that it is probable that there will be sufficient taxable profits against which to utilise the benefits of the temporary differences and they are expected to reverse in the foreseeable future.

The carrying amount of DTAs is reviewed at the end of each reporting period and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

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

The measurement of DTLs and DTAs reflects the tax consequences that would follow from the manner in which the Group expects, at the end of the reporting period, to recover or settle the carrying amount of its assets and liabilities.

#### 3.6. Current and Deferred Tax for the Year

Current and deferred tax are recognised in the statement of comprehensive income, except when they relate to items that are recognised in other comprehensive income or directly in equity, in which case, the current and deferred tax are also recognised in other comprehensive income or directly in equity respectively. Where current tax or deferred tax arises from the initial accounting for a business combination, the tax effect is included in the accounting for the business combination.

#### 3.7. Tax Effect Accounting by Members of the Tax Consolidated Group

Resimac Group Ltd and its wholly-owned Australian controlled entities have implemented the tax consolidation legislation. The head entity Resimac Group Ltd, and the controlled entities in the tax consolidated group continue to account for their own current and deferred tax amounts. The Group has applied the group allocation approach in determining the appropriate amount of current taxes and deferred taxes to allocate to members of the tax consolidated group. The current and deferred tax amounts are measured in a systematic manner that is consistent with the broad principles in AASB 112 Income Taxes.

In addition to its own current and deferred tax amounts, the head entity also recognised current tax liabilities (or assets) and the deferred tax assets arising from unused tax losses and unused tax credits assumed from controlled entities in the Resimac tax consolidated group.

## Notes to the Consolidated Financial Statements

Key Numbers (for the year ended 30 June 2020)

### 3.8. Nature of the Tax Funding Agreement

Members of the Group have entered into a tax funding agreement. Under the funding agreement the allocation of tax within the Group is based on a group allocation. The tax funding agreement requires payments to/from the head entity to be recognised via an inter-entity receivable (payable) which is at call.

The allocation of taxes under the tax funding agreement is recognised as an increase or decrease in the subsidiaries' intercompany accounts with the tax consolidated group head company, Resimac Group Ltd. The amounts receivable or payable under the tax funding agreement are due upon receipt of the funding advice from the head entity, which is issued as soon as practical after the end of each financial year.

### Key Judgement

The Group's accounting for taxation requires management's judgement in assessing whether deferred tax assets and certain deferred tax liabilities are recognised on the statement of financial position. Deferred tax assets, including those arising from unrecouped tax losses, capital losses and temporary differences, are recognised only where it is considered more likely than not that they will be recovered, which is dependent on the generation of sufficient future taxable profits.

Assumptions about the generation of future taxable profits depend on management's estimates of future cash flows. These depend on estimates of future income, operating costs, capital expenditure, dividends and other capital management transactions.

Judgements and assumptions are also required about the application of income tax legislation. These judgements and assumptions are subject to risk uncertainty, hence there is a possibility that changes in circumstances will alter expectations, which may impact the amount of deferred tax assets and deferred tax liabilities recognised on the statement of financial position and the amount of other tax losses and temporary differences not yet recognised. In such circumstances, some or all of the carrying amounts of recognised deferred tax assets and liabilities may require adjustment, resulting in a corresponding credit or charge to the consolidated statement of profit or loss and other comprehensive income.

### 3.9. COVID-19 Tax Relief

During the year, the Group utilised the following Federal/State COVID-19 tax concessions:

1. Delayed PAYG Company Tax Instalments for FY20 until 1st December 2020: \$12.2m
2. Victorian Payroll Tax relief: \$0.07m

## 4. Cash & Cash Equivalents

|   | Note | FY20<br>\$'000     | FY19<br>\$'000     |
|---|------|--------------------|--------------------|
| Cash at bank and on hand  |      | 27,757             | 10,566             |
| Cash collections account <sup>1</sup>   |      | 336,730            | 212,723            |
| Restricted cash <sup>2</sup>  |      | 1,500              | 1,501              |
|   | 22   | 365,987            | 224,790            |
| <b>Reconciliation of profit after tax to the net cash flows from operating activities</b> |      |                    |                    |
| Profit after tax  |      | 56,007             | 47,185             |
| <b>Non-cash items</b>   |      |                    |                    |
| Depreciation and amortisation   | 2    | 1,032              | 1,259              |
| Depreciation charge of right-of-use assets  | 2    | 1,920              | -                  |
| Amortisation of bond issue costs  | 2    | 8,517              | 6,987              |
| Gain on derecognition of investment in Finsure, net of tax                                |      | -                  | (4,067)            |
| Gain on disposal of Paywise   |      | -                  | (13,104)           |
| Fair value movement on interest rate swaps  |      | 3,271              | (419)              |
| Loan impairment movement  | 2    | 22,012             | 2,966              |
| Net loss on disposal of non-current assets  |      | -                  | 59                 |
| Present value of future trail commission income   |      | 6,694              | 8,939              |
| Present value of future trail commission expense  |      | (2,104)            | (4,924)            |
| Share-based payments expense  | 2    | 581                | 44                 |
| Discount on mortgage  |      | (442)              | -                  |
| <b>(Increase)/decrease in assets</b>  |      |                    |                    |
| Trade and other receivables   |      | 2,147              | (3,389)            |
| Loans and advances  |      | (3,583,219)        | (1,718,453)        |
| Other assets  |      | 23                 | (176)              |
| Impairment allowance account  |      | (2,254)            | (537)              |
| <b>Increase/(decrease) in liabilities</b>   |      |                    |                    |
| Trade and other payables  |      | (380)              | (7,126)            |
| Current tax payable   |      | 19,522             | 4,133              |
| Interest-bearing liabilities  |      | (13,007)           | (9,218)            |
| Provisions  |      | 168                | 20                 |
| Deferred tax liabilities  |      | (4,357)            | 1,403              |
| <b>Net cash flows used in operating activities</b>  |      | <b>(3,483,869)</b> | <b>(1,688,418)</b> |

<sup>1</sup> Cash collections account includes monies in the Special Purpose Vehicles and securitisation trusts on behalf of members in those Trusts and various clearing accounts. These funds are not available for operational use.

<sup>2</sup> Cash held in trust as collateral.

## Notes to the Consolidated Financial Statements

### Key Numbers (for the year ended 30 June 2020)

#### Recognition & Measurement

Cash comprises cash on hand and demand deposits. Cash equivalents are short-term, liquid investments readily convertible to known amounts of cash, not subject to significant risk of changes in value, and have a maturity of three months or less at the date of acquisition.

Cash at bank earns interest at floating rates based on daily bank deposit rates. Short-term deposits are made for varying periods of between one day and three months, depending on the immediate cash requirements of the Group, and earn interest at the respective short-term deposit rates.

#### 5. Trade & Other Receivables

| Current                                    | Note | FY20<br>\$'000 | FY19<br>\$'000 |
|--|------|----------------|----------------|
| Fee and commission receivable              |      | 1,050          | 2,493          |
| Prepayments                                |      | 2,088          | 2,029          |
| GST receivable                             |      | 641            | 1,153          |
| Deferred consideration for sale of Paywise |      | 750            | 1,000          |
| Sundry receivable                          |      | 445            | 3,024          |
|  | 22   | 4,974          | 9,699          |
| <b>Non-current</b>                         |      |                |                |
| Deferred consideration for sale of Paywise | 22   | 1,000          | 1,000          |

#### Recognition & Measurement

All receivables are derived from the normal course of business. No maturity dates are specified as they are normally settled within twelve months. There are no long term outstanding receivables as at the reporting date.

Trade receivables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method, less an allowance for impairment. Trade receivables are due from Australian financial institutions and management believe no risk exists to its collectability.

#### Fee & Commission Receivable

Upfront and trail commission have settlement terms of 30 days. This is initially recognised at the fair value of the consideration receivable.

#### Deferred consideration for sale of Paywise

Under the terms of the sale of Paywise to Howjack Holdings Pty Ltd in April 2019, deferred consideration of two \$1m instalments were payable in April 2020 and April 2021. Due to cashflow impacts resulting from COVID-19, the acquirer Howjack Holdings Pty Ltd requested the \$1m instalment payable in April 2020 be delayed into quarterly \$250,000 instalments. This deferred arrangement was granted on the condition no repayments would be made to secured lenders prior to all deferred consideration instalments are paid to the Group. The 1<sup>st</sup> instalment of \$250,000 was received during the year.

Management believe the deferred consideration remains fully collectable at 30 June 2020.

#### Sundry Receivable

This relates to amounts received within the SPV's on the last day of the reporting period.

#### 6. Loans & Advances

|  | Note | FY20<br>\$'000 | FY19<br>\$'000 |
|--|------|----------------|----------------|
| <b>Gross loans and advances</b>          |      |                |                |
| Loans and advances                       |      | 12,518,394     | 10,337,020     |
| Capitalised incentive costs              |      | 41,624         | 35,263         |
| Capitalised mortgage insurance costs     |      | 94             | 214            |
| Deferred mortgage fee                    |      | (17,400)       | (14,137)       |
| Loans from related parties               |      | (2)            | (2)            |
|  |      | 12,542,710     | 10,358,358     |
| Less: allowance for impairment           |      | (36,698)       | (16,445)       |
|  | 22   | 12,506,012     | 10,341,913     |
| <b>Current</b>                           |      | 2,884,823      | 2,382,422      |
| <b>Non-current</b>                       |      | 9,657,887      | 7,975,936      |
|  |      | 12,542,710     | 10,358,358     |
| <b>Impairment allowances</b>             |      |                |                |
| Collective allowance                     |      | 30,641         | 10,869         |
| Specific allowance                       |      | 6,057          | 5,576          |
|  |      | 36,698         | 16,445         |
| <b>Movement in impairment allowances</b> |      |                |                |
| <b>Balance at 1 July</b>                 |      | 16,445         | 6,594          |
| Adoption of AASB 9                       |      | -              | 7,422          |
| Acquisition of IA Group                  |      | 495            | -              |
| Provided for during the year             |      |                |                |
| ▪ Specific                               |      | 1,891          | 2,511          |
| ▪ Collective                             |      | 20,121         | 455            |
| Written off                              |      | (2,254)        | (537)          |
| <b>Balance at 30 June</b>                |      | 36,698         | 16,445         |

## Notes to the Consolidated Financial Statements

### Key Numbers (for the year ended 30 June 2020)

#### Recognition & Measurement

All loans and advances are initially recognised at fair value plus directly attributable transaction costs, and subsequently measured at amortised cost using the effective interest method.

Amortised cost is calculated by taking into account any fees paid or received between parties to the contract that are an integral part of the effective interest rate, transactions costs, and all other premiums or discounts on acquisition, over the period to maturity.

Gains and losses are recognised in the statement of comprehensive income when the loans and advances are derecognised or impaired, as well as through the amortisation process.

#### Loans Past Due but Not Impaired

Payment terms of these loans have not been renegotiated, however no further advances are provided until payment is made. The Group is in direct contact with relevant borrowers to enter into payment arrangements which will bring the account fully up to date within an acceptable period.

For Prime Insured loans expected recoverable amounts are adjusted to reflect lower than 100% Lenders Mortgage Insurance (LMI) recovery where applicable e.g. due to costs associated with maintaining the security value within the terms of the LMI agreement (i.e. other than fair wear and tear). They are also reduced by the amount of higher rate (penalty) interest and fees related to loans in arrears which are not covered by LMI.

Loans with payments outstanding less than one month are generally rectified by the borrower within a short period of time, i.e. within the same month. Loans in this category are less likely to be representative of loans with underlying repayment problems.

#### Impairment & Provisioning

AASB 9 requires an Expected Credit Loss model (ECL) at each reporting date to reflect changes in credit risk since initial recognition of the trade receivables.

Impairment policy of loans and advances is included in Note 22.

#### COVID-19

The long-term impact to the mortgage portfolio of the COVID-19 pandemic remains difficult to forecast. The timeframe for the economy to return to pre pandemic levels is unknown, driving a sustained period of higher unemployment and lower GDP, which may impact property prices.

The Group discloses expected future credit losses using an expected credit loss (ECL) model, in line with AASB 9 requirements. The ECL model includes a base case macroeconomic forecast assuming the following:

- A contraction in Australian GDP of 5-6% in 2020, with GDP growth of 4-5% in 2021, in line with April and June IMF forecasts
- A decline of 10% in property prices in FY21, stabilising in FY22 and beyond
- Unemployment rate to stabilise at c10-11% by Dec 2020.

Whilst the ECL model forecasts expected credit loss incorporating macroeconomic forecasts and portfolio performance over the previous 48 months, the ECL model does not include expected delinquencies from customers on COVID-19 hardship payment moratoriums. Regulatory guidance for lenders outlines customers under COVID-19 payment moratoriums were not considered in arrears during the moratorium. Due to payment moratoriums being applied to a wide range of customers and it was not linked specifically to credit assessments, these moratoriums are not indicators of a significant increase in credit risk in isolation. Consequently, the Group had to apply overlays separately for the purposes of determining whether a significant increase in credit risk has happened.

The Group believe it prudent to raise a COVID-19 overlay given the ECL model does not fully capture credit risk of loans currently in hardship payment moratoriums related to the pandemic. The overlay at 30 June 2020 is \$16.4m and is included as part of the Collective Provision in FY20.

The COVID-19 provision overlay is based on the following portfolio analysis:

- Segment the portfolio by Australia and NZ
- Segment the portfolios by Prime and Specialist
- Segment the Prime book by LMI and Non LMI loans
- Segment Prime and Specialist portfolios by Dynamic LVR

The COVID-19 overlay was derived by analysing the hardship portfolio with three sequential steps:

#### 1. Exclude mortgage insured (LMI) prime loans

Prime loans originated at LVR 80% and above, are fully mortgage insured against default by the borrower. Mortgage insured loans who have applied for COVID-19 hardship payment moratoriums were excluded from overlay calculations as the credit risk to the Group is minimal.

#### 2. Stressing underlying security values by 10-20%

Given the uncertainty of the impact of the pandemic on future property prices, the Group believe it is appropriate to incorporate potential future decline in property prices. Security stress bands were determined with the assistance of the Corelogic Hedonic Tiered Home Value Index (HVI). The HVI provides 12 month rolling average of historical price movements in Australian housing based on the 25%, 50%, and 75% quartile. The HVI indicates the 75% quartile (top 25% of house values) historically realise the largest swings in property values during periods of property value growth or decline. The bands used for stressing underlying security values are outlined in Note 23.

#### 3. Assume 33% of customers in hardship default

For the purposes of the COVID-19 overlay, under a stressed property price scenario, the Group has assumed 33% of customers under a hardship payment moratorium at 30 June 2020 will default at some time in the future.

The disclosure of COVID-19 overlay details are included in Note 23.

## Notes to the Consolidated Financial Statements

### Key Numbers (for the year ended 30 June 2020)

#### Security Properties Repossessed

As at 30 June 2020, the Group had exercised their right to liquidate 41 residential properties (FY19: 46) being the security for securitised loans. The Group intends to sell these properties with the proceeds to go towards clearing the outstanding balance of the underlying loans. It is expected that the outstanding balance will be recovered in full (unless a Stage 3 specific provision has been raised against the specific loan).

### 7. Other Financial Assets

|  | Note | FY20<br>\$'000 | FY19<br>\$'000 |
|--|------|----------------|----------------|
| Listed shares – BNK Banking Corporation Limited (ASX: BBC) | 22   | 1,921          | 2,860          |
| Unlisted shares – Athena                                   | 22   | 2,000          | 2,000          |
| Unlisted shares – Positive Group                           | 22   | 3,000          | -              |
| Short-term investment                                      | 22   | 260            | 260            |
|  |      | <b>7,181</b>   | 5,120          |
| Current  |      | 260            | 260            |
| Non-current  |      | 6,921          | 4,860          |
|  |      | <b>7,181</b>   | 5,120          |

#### Listed Shares

BNK represents an investment the Group intends to hold for long term strategic purposes. As permitted by AASB 9, the Group designated this investment at the date of initial application as measured at fair value through other comprehensive income. The accumulated fair value reserve related to this investment will not be reclassified to profit or loss. Dividends from this investment continue to be recognised in profit or loss as other income when the Group's right to receive payment is established. At 30 June 2020, the Group held 4,468,902 shares in BNK at a share price of \$0.43.

#### Unlisted Shares

Investments that are not traded in an active market, however classified as fair value through profit or loss (FVTPL) and disclosed at fair value at the end of each reporting period.

The fair value testing conducted on the unlisted shares, included assessing the impact of COVID-19 on the current business models, and potential future impacts. The fair value assessments included comparisons against forecasted operating performance at time of investment.

#### Short-Term Investment

Term deposit with fixed or determinable payments and fixed maturity date which the Group has the intent and ability to hold to maturity.

### 8. Non-Current Assets: Right-of-Use Assets

|  | FY20<br>\$'000 | FY19<br>\$'000 |
|--|----------------|----------------|
| Balance at the beginning of the period | -              | -              |
| Additions <sup>1</sup>                 | 14,015         | -              |
| Acquisition of IA Group                | 191            | -              |
| Depreciation                           | (1,920)        | -              |
| Foreign exchange                       | (7)            | -              |
| <b>Balance at 30 June 2020</b>         | <b>12,279</b>  | -              |
| Right-of-use assets at cost            | 14,256         | -              |
| Less: accumulated depreciation         | (1,977)        | -              |
| <b>Total right-of-use assets</b>       | <b>12,279</b>  | -              |

<sup>1</sup> Includes the right-of-use assets on transition to AASB 16 Leases as at 1 July 2019 and the additions during the year.

#### Right-of-Use Assets

Right-of-use assets are depreciated over the shorter period of lease term and useful life of the underlying asset. If a lease transfers ownership of the underlying asset or the cost of the right-of-use asset reflects that the Group expects to exercise a purchase option, the related right-of-use asset is depreciated over the useful life of the underlying asset. The depreciation starts at the commencement date of the lease.

The right-of-use assets are presented as a separate line in the consolidated statement of financial position.

The Group applies AASB 136 to determine whether a right-of-use asset is impaired and accounts for any identified impairment loss as described in Note 9.

## Notes to the Consolidated Financial Statements

Key Numbers (for the year ended 30 June 2020)

### 9. Plant & Equipment

| Carrying amounts of: | FY20<br>\$'000 | FY19<br>\$'000 |
|----------------------|----------------|----------------|
| Plant and equipment  | 2,192          | 2,110          |
|                      | 2,192          | 2,110          |

|                                | Plant and<br>equipment<br>at cost<br>\$'000 | Total<br>\$'000 |
|--------------------------------|---|-----------------|
| <b>Balance at 1 July 2019</b>  | 2,110                                       | 2,110           |
| Additions                      | 211   | 211             |
| Acquisition of IA Group        | 494   | 494             |
| Depreciation expense           | (622)                                       | (622)           |
| Foreign exchange               | (1)   | (1)             |
| <b>Balance at 30 June 2020</b> | 2,192                                       | 2,192           |

|                                |       |       |
|--------------------------------|-------|-------|
| <b>Balance at 1 July 2018</b>  | 2,625 | 2,625 |
| Additions                      | 588   | 588   |
| Disposals and write-offs       | (56)  | (56)  |
| Disposal of Paywise            | (164) | (164) |
| Depreciation expense           | (884) | (884) |
| Foreign exchange               | 1     | 1     |
| <b>Balance at 30 June 2019</b> | 2,110 | 2,110 |

#### Recognition & Measurement

Plant and equipment stated at cost less accumulated depreciation and impairment losses.

#### Depreciation & Amortisation

Depreciation is recognised to write off the cost or valuation of assets less their residual values over their useful lives, using the straight-line method. The estimated useful lives, residual values and depreciation method are reviewed at the end of each reporting period, with the effect of any changes in estimate accounted for on a prospective basis.

The following useful lives are used in the calculation of depreciation:

|  | Years |
|--|-------|
| Leasehold improvement and office furniture | 5     |
| Office machines and computer equipment     | 3-5   |

#### Derecognition

An item of plant and equipment is derecognised upon disposal or when no future economic benefits are expected to arise from the continued use of the asset. Any gain or loss arising on the disposal or retirement of an item of plant and equipment is determined as the difference between the sale proceeds and the carrying amount of the asset and is recognised in profit or loss.

#### Impairment

At each reporting date, the Group reviews the carrying amounts of plant and equipment to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated to determine the extent of the impairment loss (if any).

### 10. Other Assets

|                              | FY20<br>\$'000 | FY19<br>\$'000 |
|------------------------------|----------------|----------------|
| Reinsurance claim receivable | 3,339          | 2,907          |
| Other                        | 288            | 238            |
|                              | 3,627          | 3,145          |
| Current                      | 288            | 238            |
| Non-current                  | 3,339          | 2,907          |
|                              | 3,627          | 3,145          |

#### Recognition & Measurement

##### Reinsurance Claim Receivable

Prime Insurance Group Ltd was purchased as part of the RHG Mortgage Corporation Limited (RHG) acquisition in 2014. Its sole purpose is to provide insurance service and re-insurance facilities for the RHG mortgage assets and process any shortfall claims received.

The reinsurance claim receivable is available to utilise against the reinsurance claim reserve amount in Note 16.

## Notes to the Consolidated Financial Statements

## Key Numbers (for the year ended 30 June 2020)

## 11. Goodwill &amp; Intangible Assets

|  | FY20<br>\$'000 | FY19<br>\$'000 |
|--|----------------|----------------|
| <b>Goodwill</b>  |                |                |
| <b>Balance at 1 July</b>   | <b>21,766</b>  | 21,766         |
| Additional amounts recognised from business combinations occurring in the current year | <b>5,664</b>   | -              |
| <b>Balance at 30 June</b>  | <b>27,430</b>  | 21,766         |
| <b>Other intangible assets</b>   |                |                |
| <b>Balance at 1 July</b>   | <b>1,691</b>   | 332            |
| Additions  | <b>68</b>      | 1,868          |
| Disposals and write offs   | <b>-</b>       | (2)            |
| Acquisition of IA Group  | <b>114</b>     | -              |
| Disposal of Paywise  | <b>-</b>       | (132)          |
| Amortisation for the year  | <b>(410)</b>   | (375)          |
| <b>Balance at 30 June</b>  | <b>1,463</b>   | 1,691          |
| <b>Total goodwill and other intangible assets</b>                                      | <b>28,893</b>  | 23,457         |

## 11.1. Goodwill

Goodwill arising on an acquisition of a business is carried at cost as established at the date of acquisition of the business (less accumulated impairment losses, if any).

## Impairment Testing

For the purposes of impairment testing, goodwill is allocated to each of the Group's cash-generating units (CGU's or groups of CGU's) that is expected to benefit from the synergies of the combination.

A CGU to which goodwill has been allocated is tested for impairment annually, or more frequently when there is an indication that the unit may be impaired. If the recoverable amount of the CGU is less than its carrying amount, the impairment loss is allocated first to reduce the carrying amount of any goodwill allocated to the unit and then to the other assets of the unit pro rata based on the carrying amount of each asset in the unit. Any impairment loss for goodwill is recognised directly in profit or loss. An impairment loss recognised for goodwill is not reversed in subsequent periods.

## Recoverable Amount of the Asset

The recoverable amount is equal to the greater of:

- fair value less costs to sell; and
- value in use ('VIU').

It is not always necessary to determine both the fair value less cost to sell and its VIU. If either of these amounts exceed the carrying amount of the CGU, there is no impairment of the goodwill and it is not necessary to estimate the other amount.

As a result, the VIU methodology is considered to be most appropriate as there is no readily available market outside specific business sales of an equivalent sized business to the Australian Lending business segment.

The VIU calculation requires management to estimate future cash flows expected to arrive from the CGU and a suitable discount rate in order to calculate present value. For IA Group, management have determined that the fair value less cost to sell (FV) is considered most appropriate, as the controlling interest was purchased at arms-length in the current financial year.

## Indicators of Impairment

The minimum indicators of impairment have been considered by management. These include both internal and external sources of information such as:

- significant changes (historical and future) in the market, economic, legal or technological environment which would have an adverse impact on the Group;
- interest rate changes which impact the discount rate used in modelling;
- evidence of a worsening financial position;
- plans to discontinue operations; and
- economic conditions as a result of COVID-19.

Management have assessed that there are no such indicators which would impair the goodwill balance as at 30 June 2020.

## Inputs to Impairment Calculations

## Cash Flow Projections

For VIU calculations, cash flow projections are based on corporate plans and business forecasts prepared by management and approved by the Board. Cash flow projections are for four years and a terminal growth rate beyond this has been applied.

## Impairment Assessment

In assessing VIU, the estimated future cash flows are discounted to their present value using a discount rate that reflects current market assessments of the time value of money and the risks specific to the CGU.

Goodwill arising from the business combination in the prior period of \$21.7m has been allocated for impairment testing purposes to the Australian Lending Business segment. This segment is considered to be the CGU that is expected to benefit from the synergies of the business combination. The IA Group goodwill of \$5.7m is considered a separate CGU, and the associated goodwill has been tested for impairment accordingly.

Furthermore, each unit or group of units to which the goodwill is allocated shall:

- represent the lowest level at which the goodwill is monitored for internal management purposes; and
- not exceed the operating segments.

The allocation of goodwill to these CGU's is considered appropriate.

## Key Judgements &amp; Assumptions

The key assumptions used for assessing the recoverable amount of the Australian Lending Business CGU are set out below:

|  | FY20         | FY19         |
|--|--------------|--------------|
| Growth rate for 4 year forecast period (p.a) | <b>5.3%</b>  | <b>10.0%</b> |
| Discount rate (post-tax)                     | <b>11.0%</b> | <b>11.0%</b> |
| Terminal growth rate                         | <b>2.0%</b>  | <b>2.0%</b>  |

The post-tax discount rate of 11% has been determined by estimating the cost of equity that applies to the Australian lending segment, and the terminal growth rate of 2% reflects management's assumption of growth in profit before tax after four years.

Management conducted the following when testing the impairment of goodwill:

- considered the macroeconomic impact of COVID-19, and considered outcomes where future cash flows are reduced or operating costs increase;
- the assumptions and cash flow forecasts used to test for impairment include the potential impact of COVID-19;
- budgets, forecasts and other assumptions from previous impairment testing have been revised to reflect the economic conditions at the balance date, especially to address increased risk and uncertainty.

In assessing the VIU for goodwill impairment assessment, the potential impact of COVID-19 on cash flows and profit growth have been considered under different scenarios:

- 1) Base case: Current management view of macroeconomic environment
- 2) Stress scenario: Assumes severe macroeconomic downturn, resulting in a sustained downturn in Resimac profitability of -5% CAGR over next 4 years. The stress scenario indicated sufficient headroom remains for goodwill impairment purposes.

The volatility in the current financial markets due to COVID-19 introduces challenges as discount rates become more unpredictable. Discount rates ranging from 10-20% were applied on the base case and stress scenarios.

## Notes to the Consolidated Financial Statements

### Key Numbers (for the year ended 30 June 2020)

Management note on the stress scenario and applied a discount rate of 20%, the recoverable amount of the CGU exceeded the recorded carrying value for the Australian Lending Business segment.

For IA Group, using the Calibration methodology within the FV concept, management believe there are no indicators of impairment mainly due to the following:

- IA Group have outperformed initial NPAT expectations; and
- robust portfolio management and cost controls are embedded to protect the business in the current COVID-19 macroeconomic environment.

Therefore, management believe potential impacts of COVID-19 have been adequately considered for goodwill impairment testing purposes at 30 June 2020.

#### Impairment charge

Based upon the impairment testing performed, there is no impairment charge for FY20 (FY19: nil).

#### 11.2. Other intangible assets

Intangible assets with finite useful lives that are acquired separately are carried at cost less accumulated amortisation and accumulated impairment losses. Amortisation is recognised on a straight-line basis over their estimated useful lives.

The estimated useful life and amortisation method are reviewed at the end of each reporting period, with the effect of any changes in estimate being accounted for on a prospective basis. Intangible assets with indefinite useful lives that are acquired separately are carried at cost less accumulated impairment losses.

|                       | Useful life |
|-----------------------|-------------|
| Intellectual property | 7 years     |
| Software              | 3-5 years   |
| IA brand name         | 2 years     |

## 12. Trade & Other Payables

|                              | Note | FY20<br>\$'000 | FY19<br>\$'000 |
|------------------------------|------|----------------|----------------|
| Revenue collected in advance |      | 326            | 462            |
| Collections owed to trusts   |      | 7,900          | 8,043          |
| Other creditors and accruals |      | 13,371         | 11,769         |
| Commissions                  |      | 4,294          | 5,020          |
|                              | 22   | 25,891         | 25,294         |
| Current                      |      | 25,891         | 25,294         |

#### Recognition & Measurement

Trade creditors and other payables, are generally settled within 30 day terms and are unsecured. Trade creditors and other payables are carried at amortised cost and represent liabilities for goods and services provided

to the Group prior to the end of the financial year, are unpaid, and arise when the Group becomes obliged to make future payments in respect of the purchase of these goods and services.

#### Collections owed to trusts

Relates to loan repayments received from borrowers that reside in clearing accounts not yet allocated to a trust at balance date.

#### Other creditors and accruals

Other creditors and accruals are unsecured payables relating to expenses arising in the ordinary course of business. They are usually paid within 30 days of recognition

## 13. Interest Bearing Liabilities

|  | Note | FY20<br>\$'000 | FY19<br>\$'000 |
|--|------|----------------|----------------|
| Debt securities on issue                   |      | 12,421,861     | 10,232,170     |
| Corporate debt facility                    |      | 5,000          | 30,000         |
| Issuance facilities                        |      | 258,755        | 186,051        |
| Debt securities on issue - related parties |      | -              | 2,400          |
|  | 20   | 12,685,616     | 10,450,621     |
| Current                                    |      | 2,917,692      | 2,403,643      |
| Non-current                                |      | 9,767,924      | 8,046,978      |
|  |      | 12,685,616     | 10,450,621     |

#### Recognition & Measurement

All borrowings are initially recognised at fair value of the consideration received less direct transaction costs, and subsequently measured at amortised cost using the effective interest method.

Amortised cost is calculated by taking into account any fees paid or received between parties to the contract that are an integral part of the effective interest rate, transaction costs, and all other premiums or discounts on acquisition, over the period to maturity.

Gains or losses are recognised in the statement of profit or loss when the liabilities are derecognised and also through the amortisation process.

For further detail on the amortised cost basis of accounting see Note 1 and 2. Details of the Group's interest-bearing liabilities are set out in Note 22.

#### 13.1. Debt Securities on Issue

##### Warehouse Facilities

The warehouse facilities provide funding for the initial financing of loans and advances to customers within the warehouse Special Purpose Vehicles (SPV). Refer to Note 24 for the consolidation of the SPVs. The security for advances under these facilities is a combination of fixed and floating charges over all assets of the warehouse SPVs. If the warehouse facility is not renewed or should there be a default under the existing terms and conditions, the warehouse facility funder will not have a right of recourse against the remainder of the Group. Warehouse facilities are secured against the underlying mortgages only.

During the financial year there were no breaches to the warehouse agreements. All warehouse facilities were renewed, at equal or higher limits, on or before their maturity date.

## Notes to the Consolidated Financial Statements

### Key Numbers (for the year ended 30 June 2020)

#### Bonds

RMBS provide duration funding for loans and advances (securitised assets) originated by the Group. The RMBS notes generally have a legal final maturity of 31.5 years from issue, and a weighted average life of up to 6 years.

The RMBS SPV security is a combination of fixed and floating charges over all assets of the RMBS SPV. Credit losses arising from securitised assets will not result in the bondholders having a right of recourse against the Group (as Originator, Manager or Servicer).

During the year ended 30 June 2020, AUD \$3.47 billion of new Residential Mortgage Backed Securities (RMBS) and Medium Term Notes (MTNS) were issued (FY19: AUD \$3.35 billion and NZD \$250 million). These RMBS issuance paid down warehouse facilities creating capacity to underwrite new mortgages. During the financial year, there were no breaches to the terms of the RMBS.

#### Collateral

Certain RMBS and warehouse SPV's are supported by cash collateral reserves.

#### 13.2. Corporate Debt Facility

As at 30 June 2020, the Company had a \$30 million corporate facility with National Australia Bank maturing in September 2021. The Group had an undrawn balance of \$25 million at 30 June 2020 (FY19: \$10 million). In accordance with the terms of the Group's corporate debt facilities, the Group is required to comply with certain covenants. During the period and as at 30 June 2020, the Group was compliant with these covenants.

The corporate debt facility is secured by a first-ranking charge over the trust assets of the Group. See Note 23.7 for further detail.

#### 13.3. Issuance Facilities

The Group maintains a series of subsidiary SPV's for the purpose of raising financing for its RMBS-related credit risk retention ("CRR") obligations. CRR is a mandatory requirement for the Group's RMBS issuance activities in the U.S., European, Japanese and U.K. jurisdictions where, in general, the Group is required to hold an economic interest of at least 5% in value of an RMBS issuance. The subsidiary SPV's hold a 5% vertical strip of bonds of an individual RMBS issuance and raises secured financing from banks and credit investors.

#### 13.4. Debt Securities on Issue - Related Parties

In line with its ordinary course of business, the Group issues debt securities to related party investors. A performance guarantee in respect to timely payment of interest and principal on these debt securities is provided. Subordinated notes in one controlled entity (SPV), which were held by a related party is nil as at 30 June 2020 (FY19: \$2,400,000).

## 14. Lease Liabilities

| Lease liabilities included in the Statement of Financial Position | FY20<br>\$'000 | FY19<br>\$'000 |
|---|----------------|----------------|
| Balance as at 1 July 2019   | -              | -              |
| Addition <sup>1</sup>   | 14,803         | -              |
| Acquisition of IA Group   | 497            | -              |
| Interest incurred   | 618            | -              |
| Payment of lease liabilities                                      | (2,289)        | -              |
| Foreign exchange  | (7)            | -              |
| <b>Balance as at 30 June 2020</b>                                 | <b>13,622</b>  | <b>-</b>       |

<sup>1</sup> Includes the lease liabilities on transition to AASB 16 Leases as at 1 July 2019 and the additions during the year.

|             |               |          |
|-------------|---------------|----------|
| Current     | 1,566         | -        |
| Non-current | 12,056        | -        |
|             | <b>13,622</b> | <b>-</b> |

#### Amounts recognised in Statement of Comprehensive Income

|  |       |   |
|--|-------|---|
| Depreciation charge of right-of-use assets | 1,920 | - |
| Interest expense on lease liabilities      | 618   | - |

#### Amounts recognised in Statement of Cash Flows

|                                |         |   |
|--------------------------------|---------|---|
| Total cash outflows for leases | (2,289) | - |
|--------------------------------|---------|---|

#### Maturity analysis – contractual undiscounted cashflows

|  |               |          |
|--|---------------|----------|
| Less than one year   | 2,224         | -        |
| One to five years  | 10,322        | -        |
| More than five years   | 3,688         | -        |
| <b>Total undiscounted lease liabilities as at 30 June 2020</b> | <b>16,234</b> | <b>-</b> |

## Notes to the Consolidated Financial Statements

### Key Numbers (for the year ended 30 June 2020)

#### 14.1. Leases

The Group has applied AASB 16 using the cumulative catch-up approach and therefore comparative information has not been restated and is presented under AASB 117. The details of accounting policies under both AASB 117 and AASB 16 are presented separately below.

#### Policies applicable from 1 July 2019

The Group assesses whether a contract is or contains a lease, at inception of the contract. The Group recognises a right-of-use asset and a corresponding lease liability with respect to all lease arrangements in which it is the lessee, except for short-term leases (defined as leases with a lease term of 12 months or less) and leases of low value assets. For these leases, the Group recognises the lease payments as an operating expense on a straight-line basis over the term of the lease unless another systematic basis is more representative of the time pattern in which economic benefits from the leased assets are consumed.

The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted by using the rate implicit in the lease. If the rate cannot be readily determined, the lessee uses its incremental borrowing rate.

Lease payments included in the measurement of the lease liability comprise:

- Fixed lease payments (including in-substance fixed payments), less any lease incentives receivable;
- Variable lease payments that depend on an index or rate, initially measured using the index or rate at the commencement date
- The amount expected to be payable by the lessee under residual value guarantees;
- The exercise price of purchase options, if the lessee is reasonably certain to exercise the options; and
- Payments to penalties for terminating the lease, if the lease term reflects the exercise of an option to terminate the lease

The lease liability is presented as a separate line in the consolidated statement of financial position.

The lease liability is subsequently measured by increasing the carrying amount to reflect interest on the lease liability (using the effective interest method) and by reducing the carrying amount to reflect the lease payments made.

The Group remeasures the lease liability and makes a corresponding adjustment to the related right-of-use asset whenever:

- The lease term has changed or there is a significant event or change in circumstances resulting in a change in the assessment of exercise of a purchase option, in which case the lease liability is remeasured by discounting the revised lease payments using a revised discount rate.
- The lease payments change due to changes in an index or rate or a change in expected payment under a guaranteed residual value, in which cases the lease liability is remeasured by discounting the revised lease payments using an unchanged discount rate
- A lease contract is modified and the lease modification is not accounted for as a separate lease, in which case the lease liability is remeasured based on the lease term of the modified lease by discounting the revised lease payments using a revised discount rate at the effective date of the modification.

The Group did not make any such adjustments during the year presented.

Variable rents that do not depend on an index or rate are not included in the measurement of the lease liability and the right-of-use asset. The related payments are recognised as an expense in the period in which the event or condition that triggers those payments occurs and are included in "Other expenses" in profit or loss (see note 2).

The Group has applied judgement to determine the lease term for some lease contracts in which it is a lessee that include renewal options. The assessment of whether the Group is reasonably certain to exercise such options impacts the lease term, which significantly affects the amount of lease liabilities and right-of-use assets recognised.

#### Policies applicable prior to 1 July 2019

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating lease.

Payments made under operating leases are recognised in the profit or loss on a straight-line basis over the term of the lease. Lease incentives received are recognised as an integral part of the total lease expense, over the term of the lease.

Minimum lease payments made under finance leases are apportioned between the finance expense and the reduction of the outstanding liability. The finance expense is allocated to each period during the lease term so as to produce a constant periodic rate of interest on the remaining balance of the liability.

## 15. Other Financial Liabilities

|  | Note | FY20<br>\$'000 | FY19<br>\$'000 |
|--|------|----------------|----------------|
| Present value of future trail commission payable |      | 20,797         | 22,901         |
|  | 22   | 20,797         | 22,901         |
| Current  |      | 5,750          | 7,032          |
| Non-current                                      |      | 15,047         | 15,869         |
|  |      | 20,797         | 22,901         |

#### Recognition & Measurement

The Group makes trail commission payments to mortgage originators based on monthly loan balances outstanding.

#### Initial Recognition

Fair value of future trail commission payable is recognised on the origination of white label loans. This represents the NPV of the expected future trail commission payable under the origination and management agreement, less ongoing servicing costs not covered by transaction fees.

#### Subsequent Payment

Subsequent to initial recognition, the future trail commission payable is measured at amortised cost.

The carrying amounts of the trail commissions payable are adjusted to reflect actual and revised estimated cash flows by recalculating the carrying amount through computing the present value of estimated future cash flows at the effective interest rates. The resulting adjustment is recognised as income or expense in the statement of comprehensive income.

A remeasurement of the underlying cash flows relating to the trail commission payable occurs at each reporting date.

#### Key Estimates & Assumptions

Refer to Note 1 for the key estimates and judgements underlying the remeasurement of the estimated future cash flows.

## Notes to the Consolidated Financial Statements

Key Numbers (for the year ended 30 June 2020)

## 16. Other Liabilities

|                           | FY20<br>\$'000 | FY19<br>\$'000 |
|---------------------------|----------------|----------------|
| Reinsurance claim reserve | 3,339          | 2,907          |
|                           | 3,339          | 2,907          |
| Non-Current               | 3,339          | 2,907          |

The reinsurance claim reserve offsets with the reinsurance claim receivable amount in Note 10.

## 17. Provisions

|                   | FY20<br>\$'000 | FY19<br>\$'000 |
|-------------------|----------------|----------------|
| Employee benefits | 4,116          | 3,571          |
| Make good         | 514            | 414            |
| Other             | -              | 65             |
|                   | 4,630          | 4,050          |
| Current           | 3,902          | 3,305          |
| Non-current       | 728            | 745            |
|                   | 4,630          | 4,050          |

|  | Employee<br>benefits<br>\$'000 | Make<br>good<br>\$'000 | Other<br>\$'000 | Total<br>\$'000 |
|--|--------------------------------|------------------------|-----------------|-----------------|
| <b>Balance at 1 July 2019</b>                                      | 3,571                          | 414                    | 65              | 4,050           |
| Additional provisions recognised                                   | 1,859                          | 100                    | -               | 1,959           |
| Reductions resulting from remeasurement or settlement without cost | (1,389)                        | -                      | (65)            | (1,454)         |
| Acquisition of IA Group  | 75                             | -                      | -               | 75              |
| <b>Balance at 30 June 2020</b>                                     | 4,116                          | 514                    | -               | 4,630           |

## Recognition &amp; Measurement

Provisions are recognised when:

- the Group has a present obligation (legal or constructive) as a result of a past event;
- it is probable that the Group will be required to settle the obligation; and
- a reliable estimate can be made of the amount of the obligation.

The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at the end of the reporting period, taking into account the risks and uncertainties surrounding the obligation. When a provision is measured using the cash flows estimated to settle the present obligation, its carrying amount is the present value of those cash flows (when the effect of the time value of money is material).

## 17.1. Employee Benefits

A liability is recognised for benefits accruing to employees in respect of:

- wages and salaries;
- annual leave;
- long service leave; and
- on-costs relating to the above

where the liability can be measured reliably and payment is probable.

Liabilities recognised in respect of employee benefits expected to be settled within 12 months, are measured at their nominal values using the remuneration rate expected to apply at the time of settlement.

Liabilities recognised in respect of employee benefits which are not expected to settle within 12 months are measured at the present value of the estimated future cash outflows to be made by the Group in respect of services provided by employees up to the reporting date.

The liability for long service leave is recognised in the provision for employee benefits. It is measured as the present value of expected future payments for the services provided by employees up to the reporting date.

Expected future payments are discounted using market yields at the reporting date on high quality corporate bonds with terms to maturity that match, as closely as possible, the estimated future cash outflows.

## 17.2. Make Good

Where a condition of the Group's lease premises is to return the property in its original condition at the end of a lease term. The Group recognises a provision for the make good as the expected cost of the refurbishment at the end of the lease.

# Notes to the Consolidated Financial Statements

## Capital for the year ended 30 June 2020

### 18. Capital Management

#### The Group's Capital Management Objectives

The Group manages its capital to ensure that entities in the Group will be able to continue as a going concern while maximising the return to stakeholders through the optimisation of the debt and equity balance.

The Group operates a warehouse to securitisation funding model for its lending business and as such makes decisions on the amount of capital invested in the notes or warehouses based on alternate sources of funding and the expected return on amounts invested and with regard to the Company's cost of capital.

The capital structure of the Group consists of net debt (borrowings as detailed in Note 13 offset by cash and bank balances) and equity of the Group (comprising issued capital, reserves, retained earnings and non-controlling interests as detailed in Note 20).

The Group is not subject to any externally imposed capital requirements.

The Board is responsible for monitoring and approving the capital management framework within which management operates. The purpose of the framework is to prudently manage capital whilst optimising the debt and equity structure.

|                   | Note | FY20<br>\$'000 | FY19<br>\$'000 |
|-------------------|------|----------------|----------------|
| Issued capital    | 20   | 120,354        | 119,007        |
| Reserves          | 20   | (7,556)        | (7,197)        |
| Retained earnings | 20   | 128,694        | 84,314         |
|                   |      | 241,492        | 196,124        |

The Group manages its capital through various means, including:

- adjusting the amount of ordinary dividends paid to shareholders;
- maintaining a dividend reinvestment plan;
- raising or repaying capital; and
- reinvesting profits.

### 19. Dividends

|   | FY20<br>\$'000 | FY19<br>\$'000 |
|---|----------------|----------------|
| <b>Declared and paid during the period (fully franked at 30 percent)</b>  |                |                |
| Final dividend for FY19: \$0.010 (FY18: \$0.009)  | 4,058          | 3,594          |
| Special dividend for FY19: \$0.005 (FY18: Nil)  | 2,029          | -              |
| Interim dividend for HY20: \$0.012 (Interim FY19: \$0.01)   | 4,879          | 4,001          |
|   | 10,966         | 7,595          |
| <b>Proposed and unrecognised as a liability (fully franked at 30 percent)</b>   |                |                |
| Final dividend for FY20: \$0.018 (FY19: \$0.01)   | 7,334          | 4,058          |
| Special dividend for FY20: Nil (FY19: \$0.005)  | -              | 2,029          |
|   | 7,334          | 6,087          |
| <b>Franking credit balance</b>  |                |                |
| Franking credits available for future years at 30% adjusted for the payment of income tax and dividends receivable or payable   | 19,170         | 17,312         |
| Impact on the franking account of dividends proposed before the financial report was issued but not recognised as a distribution to equity holders during the period. | (3,143)        | (2,609)        |

### 20. Issued Capital & Reserves

|  | FY20<br>\$'000 | FY19<br>\$'000 |
|--|----------------|----------------|
| Share capital                            | 181,895        | 180,548        |
| Reverse acquisition reserve <sup>1</sup> | (61,541)       | (61,541)       |
|  | 120,354        | 119,007        |

<sup>1</sup> As a result of reverse acquisition accounting, an equity account was created as a component of equity. This account called 'Reverse acquisition reserve' is similar in nature to share capital. The Reverse acquisition reserve is not available for distribution.

Issued capital as at 30 June 2020 was \$181,895,006 (407,449,337 ordinary shares).

During the period, the Company issued 1,059,184 shares for \$1,017,019 in respect of the Resimac Dividend Reinvestment Plan (DRP), and 600,000 shares for \$510,000 to satisfy exercise of employee share options.

## Notes to the Consolidated Financial Statements

### Capital (for the year ended 30 June 2020)

#### 20.1. Fully Paid Ordinary Shares

|  | No. of shares – Thousands | \$'000  |
|--|---------------------------|---------|
| <b>Balance at 1 July 2018</b>                      | 399,348                   | 177,340 |
| Issue of shares under a dividend reinvestment plan | 6,442                     | 3,208   |
| <b>Balance at 30 June 2019 and 1 July 2019</b>     | 405,790                   | 180,548 |
| <b>Issue of shares under the DRP:</b>              |                           |         |
| ▪ FY19 Dividend on 30 September 2019               | 789                       | 693     |
| ▪ HY20 Dividend on 27 March 2020                   | 270                       | 324     |
| Exercise of options – proceeds received            | 600                       | 330     |
| <b>Balance at 30 June 2020</b>                     | 407,449                   | 181,895 |

Fully paid ordinary shares, which have no par value, carry one vote per share and carry a right to dividends.

#### Treasury shares

Treasury shares held in Resimac Group Ltd by Resimac EST Pty Ltd as Trustee for the Resimac Group Limited Employee Share Trust, are for the benefit of eligible employees of the Resimac Group Employee Share Option and Rights Plan. Shares issued to employees are recognised on a first-in-first-out basis.

|  | No. of shares – Thousands | \$'000 |
|--|---------------------------|--------|
| <b>Balance at 30 June 2019 and 1 July 2019</b>                               | -                         | -      |
| <b>Subscription of shares by the Trust (average price: \$0.85 per share)</b> | 600                       | 510    |
| Allocation of shares under LTI#1   | (600)                     | (510)  |
| <b>Balance at 30 June 2020</b>   | -                         | -      |

#### 20.2. Reserves (Net of Income Tax) and Retained Earnings

|   | Reserves                 |                                |   |                           |                                    |                      | Non-controlling interest \$'000 |
|---|--------------------------|--------------------------------|---|---------------------------|------------------------------------|----------------------|---------------------------------|
|   | Retained earnings \$'000 | Cash flow hedge reserve \$'000 | Foreign currency translation reserve \$'000 | Fair value reserve \$'000 | Share-based payment reserve \$'000 | Other reserve \$'000 |                                 |
| <b>Balance at 1 July 2018</b>                             | 49,937                   | (3,041)                        | (13)  | -                         | 43                                 | -                    | -                               |
| Adoption of AASB 9, net of income tax                     | (5,213)                  | -                              | -   | -                         | -                                  | -                    | -                               |
| Adjusted balance as at 1 July 2018                        | 44,724                   | (3,041)                        | (13)  | -                         | 43                                 | -                    | -                               |
| Profit after tax  | 47,185                   | -                              | -   | -                         | -                                  | -                    | -                               |
| Changes in fair value of cash flow hedges, net of tax     | -                        | (2,835)                        | -   | -                         | -                                  | -                    | -                               |
| Currency translation differences                          | -                        | -                              | 669   | -                         | -                                  | -                    | -                               |
| Fair value movement on investment through OCI, net of tax | -                        | -                              | -   | (2,065)                   | -                                  | -                    | -                               |
| Equity dividends  | (7,595)                  | -                              | -   | -                         | -                                  | -                    | -                               |
| Share-based payments                                      | -                        | -                              | -   | -                         | 45                                 | -                    | -                               |
| <b>Balance at 30 June 2019</b>                            | 84,314                   | (5,876)                        | 656   | (2,065)                   | 88                                 | -                    | -                               |
| <b>Balance at 1 July 2019</b>                             | 84,314                   | (5,876)                        | 656   | (2,065)                   | 88                                 | -                    | -                               |
| Adoption of AASB 16, net of income tax                    | (339)                    | -                              | -   | -                         | -                                  | -                    | -                               |
| Adjusted balance as at 1 July 2019                        | 83,975                   | (5,876)                        | 656   | (2,065)                   | 88                                 | -                    | -                               |
| Profit after tax  | 55,908                   | -                              | -   | -                         | -                                  | -                    | 99                              |
| Acquisition of non-controlling interest                   | -                        | -                              | -   | -                         | -                                  | -                    | 99                              |
| Changes in fair value of cash flow hedges, net of tax     | -                        | 365                            | -   | -                         | -                                  | -                    | -                               |
| Currency translation differences                          | -                        | -                              | (504)                                       | -                         | -                                  | -                    | (4)                             |
| Fair value movement on investment through OCI, net of tax | -                        | -                              | -   | (657)                     | -                                  | -                    | -                               |
| Equity dividends  | (10,966)                 | -                              | -   | -                         | -                                  | -                    | -                               |
| Share-based payments                                      | -                        | -                              | -   | -                         | 402                                | -                    | -                               |
| Option to acquire shares of subsidiary                    | -                        | -                              | -   | -                         | -                                  | (188)                | -                               |
| Reallocation  | (223)                    | -                              | -   | 223                       | -                                  | -                    | -                               |
| <b>Balance at 30 June 2020</b>                            | 128,694                  | (5,511)                        | 152   | (2,499)                   | 490                                | (188)                | 194                             |

## Notes to the Consolidated Financial Statements

### Capital (for the year ended 30 June 2020)

#### 20.3. Nature & Purpose of Reserves

##### Cash flow hedge reserve

The cash flow hedging reserve represents the cumulative effective portion of gains or losses arising on changes in fair value of hedging instruments entered into for cash flow hedges. The cumulative gain or loss arising on changes in fair value of the hedging instruments will be reclassified to profit or loss only when the hedged transaction affects the profit or loss, or included as a basis adjustment to the non-financial hedged item, consistent with the Group's accounting policy.

##### Foreign currency translation reserve

Exchange differences relating to the translation of the results and net assets

of the Group's New Zealand operations from its functional currency to the Group's presentation currency are recognised directly in other comprehensive income and accumulated in the foreign currency translation reserve.

##### Share-based payment reserve

The share-based payments reserve is used to recognise the value of equity-settled share-based payments provided to employees, including KMP, as part of their remuneration. Refer to Note 31 for further details of these plans.

#### 20.4. Retained earnings

See Note 19 in respect of payment of dividends.

## 21. Earnings Per Share

|   | FY20<br>\$'000 | FY19<br>\$'000 |
|---|----------------|----------------|
| Profit attributable to ordinary equity holders of the parent (\$'000)         | 55,908         | 47,185         |
| WANOS <sup>1</sup> used in the calculation of basic EPS (shares, thousands)   | 406,536        | 401,433        |
| Dilutive effect of shares options   | 1,100          | 241            |
| WANOS <sup>1</sup> used in the calculation of diluted EPS (shares, thousands) | 407,636        | 401,674        |

##### Earnings per share

|                           |       |       |
|---------------------------|-------|-------|
| Basic (cents per share)   | 13.75 | 11.75 |
| Diluted (cents per share) | 13.72 | 11.75 |

<sup>1</sup> Weighted average number of shares

#### Calculation of Earnings Per Share

##### 21.1. Basic Earnings Per Share

Basic earnings per share is calculated as net profit attributable to the ordinary equity holders of the parent, adjusted to exclude any costs of servicing equity (other than dividends), divided by the WANOS adjusted for any bonus element.

##### 21.2. Diluted Earnings Per Share

Diluted earnings per share is calculated by:

- dividing the net profit attributable to ordinary equity holders of the parent; by the:
- WANOS outstanding during the year, plus
- the WANOS that would be issued on the conversion of all the dilutive potential ordinary options or rights into ordinary shares.

##### 21.3. Calculation of WANOS

###### Twelve months to 30 June 2020

The number of Resimac Group shares issued:

- From 1 July 2019 to 29 September 2019 (100,893,180)  
The number of Resimac ordinary shares on issue of 405,790,153 multiplied by the ratio of days outstanding (91/366); plus
- From 30 September 2019 to 26 March 2020 (198,845,864)
  - ♦ The number of Resimac shares on issue (405,790,153) at 29 September 2019; plus
  - ♦ Additional shares issued on 30 September 2019 under the DRP (788,540) multiplied by the ratio of days outstanding (179/366).

- From 27 March 2020 to 11 May 2020 (51,134,070)
  - ♦ The number of Resimac shares on issue (406,578,693) at 26 March 2020; plus
  - ♦ Additional shares issued on 27 March 2020 under the DRP (270,644) multiplied by the ratio of days outstanding (46/366).
- From 12 May 2020 to 30 June 2020 (55,662,478)
  - ♦ The number of Resimac shares on issue (406,849,337) at 11 May 2020; plus
  - ♦ Additional shares issued on 27 March 2020 under the LTI (600,000) multiplied by the ratio of days outstanding (50/366).

###### Twelve months to 30 June 2019

The number of Resimac shares issued:

- From 1 July 2018 to 11 October 2018 (112,692,648)  
The number of Resimac ordinary shares on issue of 399,347,732 multiplied by the ratio of days outstanding (103/365); plus
- From 12 October 2018 to 24 March 2019 (179,788,553)
  - ♦ The number of Resimac shares on issue (399,347,732) at 11 October 2018; plus
  - ♦ Shares issued on 12 October 2018 under the DRP (791,425) multiplied by the ratio of days outstanding (164/365).
- From 25 March 2019 to 30 June 2019 (108,951,877)
  - ♦ The number of Resimac shares on issue (400,139,157) at 24 March 2019; plus
  - ♦ Additional shares issued on 25 March 2019 under the DRP (5,650,996) multiplied by the ratio of days outstanding (98/365).

# Notes to the Consolidated Financial Statements

## Risk for the year ended 30 June 2020

### 22. Financial Assets & Financial Liabilities

The Group holds the following financial instruments:

| Financial assets                          | Basis of measurement    | Note | FY20<br>\$'000    | FY19<br>\$'000 |
|---|-------------------------|------|-------------------|----------------|
| Cash and cash equivalents                 | Amortised cost          | 4    | 365,987           | 224,790        |
| Trade and other receivables               | Amortised cost          | 5    | 5,974             | 10,699         |
| Loans and advances                        | Amortised cost          | 6    | 12,506,012        | 10,341,913     |
| Short-term investment                     | Amortised cost          | 7    | 260               | 260            |
| Investment securities – BNK               | FVOCI-equity instrument | 7    | 1,921             | 2,860          |
| Investment securities – Athena            | FVTPL                   | 7    | 2,000             | 2,000          |
| Investment securities – Positive Group    | FVTPL                   | 7    | 3,000             |                |
| Derivative financial assets               | FVTPL                   | 23   | 52,592            | 56,575         |
|   |                         |      | <b>12,937,746</b> | 10,639,097     |
| Financial liabilities                     |                         |      |                   |                |
| Trade and other payables                  | Amortised cost          | 12   | 25,891            | 25,294         |
| Interest-bearing liabilities              | Amortised cost          | 13   | 12,685,616        | 10,450,621     |
| Present value of trail commission payable | Amortised cost          | 15   | 20,797            | 22,901         |
| Derivative financial liabilities          | FVTPL                   | 23   | 3,277             | 1,565          |
|   |                         |      | <b>12,735,581</b> | 10,500,381     |

#### 22.1. Fair Values Measurements & Valuation Processes

##### 22.1.1. Fair Value Hierarchy

The different levels have been defined as follows:

- **Level 1:** quoted prices (unadjusted) in active markets for identical assets or liabilities;
- **Level 2:** inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices); and
- **Level 3:** inputs for the asset or liability that are not based on observable market data (unobservable inputs).

The following assets and liabilities are measured at fair value by the Group for financial reporting purposes:

| Financial assets   | Fair value hierarchy | Valuation technique(s) and key input(s)  | FY20<br>\$'000 | FY19<br>\$'000 |
|--|----------------------|--|----------------|----------------|
| Listed shares - BNK Banking Corporation Limited (ASX: BBC) | Level 1              | Most recent traded price and other available market information                | 1,921          | 2,860          |
| Unlisted shares - Athena                                   | Level 3              | Recent acquisition value, recent transactions and other available information  | 2,000          | 2,000          |
| Unlisted shares - Positive                                 | Level 3              | Acquisition value within 12 months of year end and other available information | 3,000          | -              |
| Interest rate swaps  | Level 2              | Discounted cash flow<br>Forward interest rates, contract interest rates        | 3,330          | 2,775          |
| Cross currency swaps                                       | Level 2              | Discounted cash flow<br>Forward interest rates, contract interest rates        | 49,262         | 53,800         |
| Financial liabilities                                      |                      |  |                |                |
| Interest rate swaps  | Level 2              | Discounted cash flow<br>Forward interest rates, contract interest rates        | 3,277          | 1,565          |

In the year to 30 June 2020 there has been no change in the fair value hierarchy or the valuation techniques applied to any of the balances above.

For further information on the use of derivatives refer to Note 23 Financial risk management.

##### 22.1.2. Fair value of financial assets and liabilities that are not measured at fair value (but fair value disclosures are required)

With the exception of the future trail commission payable that is initially recognised at fair value and subsequently carried at amortised cost, management consider that the carrying amounts of financial assets and liabilities recognised in the consolidated financial statements approximate their fair values.

#### 22.2. Financial assets and liabilities

##### 22.2.1. Recognition and initial measurement

Loans and advances and receivables (including trade and other receivables, bank balances and cash) are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market which are initially recognised when they are originated. All other financial assets and financial liabilities are initially recognised when the Group becomes a party to the contractual provisions of the instrument.

A financial asset (unless it is a trade receivable without a significant financing component) or finance liability is initially measured at fair value plus, for an item not at FVTPL, transaction costs that are directly attributable to its acquisition or issue. A trade receivable without a significant financing component is initially measured at the transaction price.

## Notes to the Consolidated Financial Statements

*Risk (for the year ended 30 June 2020)*

### 22.2.2. Classification & Subsequent Measurement

#### 22.2.2.1. Financial assets

On initial recognition, a financial asset is classified as measured at:

- amortised cost
- fair value through other comprehensive income (FVOCI) – debt instrument
- fair value through other comprehensive income (FVOCI) – equity instrument
- fair value through profit or loss (FVTPL)

Financial assets are not reclassified subsequent to their initial recognition unless the Group changes its business model for managing financial assets, in which case all affected financial assets are reclassified on the first day of the first reporting period following the change in the business model.

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

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

A debt investment is measured at FVOCI if it meets both of the following conditions and is not designated as at FVTPL:

- it is held within a business model whose objective is achieved by both collecting contractual cash flows and selling financial assets; and
- its contractual terms give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

On initial recognition of an equity investment that is not held for trading, the Group may irrevocably elect to present subsequent changes in the investment's fair value in OCI. This election is made on an investment-by-investment basis.

All financial assets not classified as measured at amortised cost or FVOCI as described above are measured as FVTPL. This includes all derivative financial assets and investment securities. On initial recognition, the Group may irrevocably designate a financial asset that otherwise meets the requirements to be measured at amortised cost or at FVOCI as at FVTPL if doing so eliminates or subsequently reduces an accounting mismatch that would otherwise arise.

#### 22.2.2.2 Financial assets – Business model assessment

The Group determines the business model at the level that reflects how groups of financial assets are managed. In determining the business model, all relevant evidence that is available at date of assessment is used including:

- how the performance of the financial assets held within that business model are evaluated and reported to the Group's KMP
- the risks that affect the performance of the business model (and the financial assets held within that business model) and, in particular, the way in which those risks are managed; and
- how managers of the business are compensated (for example, whether compensation is based on the fair value of the assets managed or on the contractual cash flows collected).

Financial assets that are held for trading or are managed and whose performance is evaluated on a fair value basis are measured at FVTPL.

#### 22.2.2.3. Financial assets – Assessment whether contractual cash flows are solely payments of principal and interest

For the purpose of this assessment, 'principal' is defined as the fair value of the financial asset on initial recognition. 'Interest' is defined as consideration for the time value of money and for the credit risk associated with the principal amount outstanding during a particular period of time and for other basic lending risks and costs (e.g. liquidity risk and administrative costs), as well as a profit margin.

In assessing whether the contractual cash flows are solely payments of principal and interest, the Group considers the contractual terms of the instrument. This includes assessing whether the financial asset contains a contractual term that could change the timing or amounts of contractual cash flows such that it would not meet this condition. In making this assessment, the Group considers:

- contingent events that would change the amount or timing of cash flows;
- terms that may adjust the contractual coupon rate, including variable-rate features;
- prepayment and extension features; and
- terms that limit the Group's claim to cash flows from specified assets (e.g. non-recourse features).

A prepayment feature is consistent with the solely payments of principal and interest criterion if the prepayment amount substantially represent unpaid amounts of principal and interest on the principal amount outstanding, which may include reasonable additional compensation for early termination of the contract. Additionally, for a financial asset acquired at a discount or premium to its contractual par amount, a feature that permits or requires prepayment at an amount that substantially represents the contractual par amount plus accrued (but unpaid) contractual interest (which may also include reasonable additional compensation for early termination) is treated as consistent with this criterion if the fair value of the prepayment feature is insignificant at initial recognition.

#### 22.2.2.4. Financial Assets – Subsequent measurement and gains and losses

|                                    |  |
|------------------------------------|--|
| Financial assets at FVTPL          | These assets are subsequently measured at fair value. Net gains and losses, including any interest or dividend income, are recognised in profit or loss. However, see Note 23.3 for derivatives designated as hedging instruments.   |
| Financial assets at amortised cost | These assets are subsequently measured at amortised cost using the effective interest method. The amortised cost is reduced by impairment loss. Interest income, foreign exchange gains and losses and impairment are recognised in profit or loss. Any gain or loss on derecognition is recognised in profit or loss. |
| Debt investments at FVOCI          | These assets are subsequently measured at fair value. Interest income is calculated using the effective interest method. Other net gains and losses are recognised in OCI. On derecognition, gains and losses accumulated in OCI are reclassified to profit or loss.   |
| Equity investments at FVOCI        | These assets are subsequently measured at fair value. Dividends are recognised as income in profit or loss unless the dividend clearly represents a recovery of part of the cost of the investment. Other net gains and losses are recognised in OCI and are never reclassified to profit or loss.                     |

## Notes to the Consolidated Financial Statements

*Risk (for the year ended 30 June 2020)*

### 22.2.2.5. Financial liabilities – Classification, subsequent measurement and gains and losses

Financial liabilities are classified as either financial liabilities at FVPTL or other financial liabilities.

#### Financial liabilities at FVTPL

Financial liabilities are classified as at FVTPL where the liability is either held for trading or designated at fair value through profit or loss.

A financial liability is held for trading if:

- it has been incurred principally for the purpose of repurchasing it in the near term; or
- on initial recognition it is a part of a portfolio of identified financial instruments that the Group manages together and has a recent actual pattern of short-term profit-taking; or
- it is a derivative that is not designated and effective as a hedging instrument.

A financial liability other than a financial liability held for trading may be designated as at FVTPL upon initial recognition if:

- such designation eliminates or significantly reduces a measurement or recognition inconsistency that would otherwise arise; or
- the financial liability forms part of a group of financial assets or financial liabilities or both, which is managed and its performance evaluated on a fair value basis, in

accordance with the Group's documented risk management or investment strategy, and information about the grouping is provided internally on that basis; or

- it forms part of a contract containing one or more embedded derivatives, and AASB 9 permits the entire combined contract to be designated as at FVTPL.

Financial liabilities at FVTPL are stated at fair value with any gains or losses arising on remeasurement recognised in profit or loss. The net gain or loss recognised in profit or loss incorporates any interest paid on the financial liability and is included in the 'other gains and losses' line item.

#### Other financial liabilities

Other financial liabilities (including borrowings and trade and other payables) are subsequently measured at amortised cost using the effective interest method.

The effective interest method is a method of calculating the amortised cost of a financial liability and of allocating interest expense over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash payments (including all fees and points paid or received that form an integral part of the effective interest rate, transaction costs and other premiums or discounts) through the expected life of the financial liability, or (where appropriate) a shorter period, to the net carrying amount on initial recognition.

### 22.2.3. Derecognition

#### 22.2.3.1. Financial assets

The Group derecognises a financial asset when the contractual rights to the cash flows from the financial asset expire, or it transfers the rights to receive the contractual cash flows in a transaction in which substantively all of the risks and rewards of ownership of the financial asset are transferred or in which the Group neither transfers nor retains substantially all of the risks and rewards of ownership and it does not retain control of the financial asset.

The Group enters into transactions whereby it transfers assets recognised in its statement of financial position, but retains either all or substantially all of the risks and rewards of the transferred assets. In these cases, the transferred assets are not derecognised.

#### 22.2.3.2. Financial liabilities

The Group derecognises a financial liability when its contractual obligations are discharged or cancelled, or expire. The Group also derecognises a financial liability when its terms are modified and the cash flows of the modified liability are substantially different, in which case a new financial liability based on the modified terms is recognised at fair value.

On derecognition of a financial liability, the difference between the carrying amount extinguished and the consideration paid (including any non-cash assets transferred or liabilities assumed) is recognised in profit or loss.

### 22.2.4. Offsetting

Financial assets and financial liabilities are offset and the net amount presented in the statement of financial position when, and only when, the Group currently has a legally enforceable right to set off the amounts and it intends either to settle them on a net basis or to realise the asset and settle the liability simultaneously.

### 22.2.5. Impairment of financial assets

The Group recognises loss allowances for expected credit loss (ECL) on:

- Financial assets measured at amortised cost
- Contract assets
- Lease receivable

The Group measures loss allowances for a financial instrument at an amount equal to the lifetime ECL for stage 2 or stage 3 assets if the credit risk on that financial instrument has increased significantly since recognition, or if the financial instrument is a purchased or originated credit-impaired financial asset. If the credit risk on a financial instrument has not increased significantly since initial recognition (except for a purchased or originated credit-impaired financial asset), the Group measures the loss allowance for that financial instrument at an amount equal to a 12 month ECL for stage 1 assets. The Group applies a simplified approach for measuring the loss allowance at an amount equal to lifetime ECL for trade receivables, contract assets and lease receivable in certain circumstances.

## Notes to the Consolidated Financial Statements

*Risk (for the year ended 30 June 2020)*

### Significant increase in credit risk

An asset moves to stage 2 when its credit risk has increased significantly since initial recognition.

When determining whether the credit risk of a financial asset has increased significantly since the initial recognition and when estimating ECLs, the Group considers reasonable and supportable information that is relevant and available without undue cost effort. This includes both quantitative and qualitative information and analysis, based on the Group's historical experience and informed credit assessment and including forward-looking information. As part of the forward-looking assessment, the Group has considered factors including macro-economic forecast and outlook, GDP growth, unemployment rates and interest rates.

### Credit-impaired financial assets

The movement between stage 2 and 3 will be based on whether financial assets are credit-impaired at the reporting date. 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 assets have occurred. Evidence that a financial asset is credit-impaired includes the following observable data:

- significant financial difficulty of the borrower; or
- breach of contract, such as a default or delinquency in interest or principal payments; or
- it becoming probable that the borrower will enter bankruptcy or financial re-organisation; or
- past experience of collecting payments; or
- an increase in the number of delayed payments in the portfolio past the average credit period; or

- observable changes in national or local economic conditions that correlate with default on receivables.

### Definition of default

The Group considers that default has occurred at 90 days past due.

### Measurement of ECLs

ECLs are a probability-weighted estimate of credit losses. Credit losses are measured as the present value of all cash shortfalls (i.e. the difference between the cash flows due to the entity in accordance with the contract and the cash flows that the Group expects to receive). The key inputs used in measuring ECL include:

- a) probability of default: the PD is the likelihood of default, applied to each underlying exposure
- b) loss given default: the LGD is the magnitude of the expected credit loss in the event of default, taking into consideration the mitigating effect of collateral assets and time value of money
- c) exposure at default: the EAD represents the estimated exposure in the event of a default

The ECL is determined with reference to the following stages:

#### Stage 1: 12 month ECL

At initial recognition, for financial assets without a significant increase in credit risk (SICR), or for financial assets where an increase in credit risk is considered to be low, ECL is determined based on PD over the next 12 months, adjusted for forward looking estimates (FLE).

#### Stage 2: Lifetime ECL not credit impaired

Where there has been a SICR, the ECL is determined with reference to the financial asset's lifetime PD and the lifetime losses associated with that PD, adjusted for FLE. The Group assesses whether there has been a SICR since initial recognition based on qualitative, quantitative, and reasonable and supportable FLE that includes management judgement. Use of more alternative criteria could result in significant changes to the timing and amount of ECL to be recognised. Lifetime ECL is generally determined based on the average maturity of the financial asset.

#### Stage 3: Lifetime ECL credit impaired

Financial assets are classified as stage 3 where they are determined to be credit impaired, which generally matches the Group's definition of default which includes exposures that are at least 90 days past due, and where the obligor is unlikely to pay without recourse against available collateral.

The ECL for credit impaired financial assets is generally measured as the difference between the discounted contractual and discounted expected cash flows from the individual exposure. For credit impaired exposure that are modelled collectively, ECL is measured as the product of the lifetime PD, LGD, and EAD, adjusted for FLE. Interest income is determined with reference to the financial asset's amortised cost carrying value, being the financial asset's net carrying value after the ECL provision.

#### Stage 3: Impaired Assets

Outside of the ECL, where assets are more than 90 days past due and a shortfall between the loan balance and the underlying security has been identified, a specific provision is raised for the shortfall.

## Notes to the Consolidated Financial Statements

*Risk (for the year ended 30 June 2020)*

### 23. Financial Risk Management

#### 23.1. Financial Risk Management Objectives

The Group's Corporate Treasury function:

- implements and executes treasury and funding strategy;
- co-ordinates access to domestic and international financial markets; and
- monitors and manages the financial risks relating to the operations of the Group through internal monitoring tools which analyse exposures by degree and magnitude of risks.

These risks include:

- market risk (including currency risk and interest rate risk);
- economic risk;
- interest rate risk;
- credit risk; and
- liquidity risk.

#### 23.2. Derivative Financial Instruments

The Group seeks to minimise the effects of currency and interest rate risks by using derivative financial instruments to hedge risk exposures.

The use of financial derivatives is governed by the Group's Interest Rate Risk Management Policy approved by the board of directors, which provide written principles on:

- foreign exchange risk;
- interest rate risk;
- credit risk;
- the use of financial derivatives and non-derivative financial instruments; and
- the investment of excess liquidity.

Compliance with policies and exposure limits is reviewed by the Board on a continuous basis. The Group does not enter into or trade financial instruments, including derivative financial instruments, for speculative or proprietary purposes.

The table below summarises the Group's exposure to financial risks and how these risks are managed.

| Risk                                      | Exposure arising from   | Measurement   | Management   |
|---|---|---|--|
| Market risk - currency                    | Recognised financial assets and liabilities not denominated in Australian dollars | Cash flow forecasting                                       | Cross currency interest rate swaps   |
|   | Foreign currency denominated profit or losses                                     | Sensitivity analysis  | Cash flow management and matching  |
| Market risk - interest rate               | Mismatch in interest rates between assets and liabilities                         | Sensitivity analysis  | Interest rate swaps  |
| Market risk - equity investment valuation | Investments in equity securities  | Sensitivity analysis  | Equity investments not held for trading  |
| Credit risk                               | Mortgage portfolio and funding SPV-level exposures, counterparty risk             | Credit risk analysis<br>Rating agency criteria and analyses | Diversification, adaptive capital structures, strong collections/portfolio management, rating agency provisions in transactions documents      |
| Liquidity risk                            | Borrowings, derivative financial liabilities                                      | Rolling cash flow forecasts                                 | Availability of committed credit lines and borrowing facilities, securitisation, capital relief transactions, structuring terms of obligations |

#### Recognition & Measurement

Derivatives are initially recognised at fair value at the date the derivative contracts are entered into and are subsequently remeasured to their fair value at each reporting period.

The resulting gain or loss is recognised in profit or loss immediately unless the derivative is designated and effective as a hedging instrument, in which event the timing of the recognition in profit or loss depends on the nature of the hedge relationship.

## Notes to the Consolidated Financial Statements

### Risk (for the year ended 30 June 2020)

#### 23.3. Hedge Accounting

The Group designates certain hedging instruments, which includes derivatives in respect of foreign currency risk, as cash flow hedges.

At the inception of the hedge relationship the Group documents the relationship between the hedging instrument and hedged item, along with its risk management objectives and its strategy for undertaking various hedge transactions.

Furthermore, at the inception of the hedge and on an ongoing basis, the Group documents whether the hedging instrument that is used in a hedging relationship is effective in offsetting changes in fair values or cash flows of the hedged item attributable to the hedged risk, which is when the hedging relationships meet all of the following hedge effectiveness requirements:

- there is an economic relationship between the hedged item and the hedging instrument;
- the effect of credit risk does not dominate the value changes that result from that economic relationship; and
- the hedge value is largely reflective of the hedged item.

Note 22.1 sets out the details of the fair values of the derivative instruments used for hedging purposes.

#### 23.3.2. Derivative Financial Assets & Liabilities

The carrying values are as follows:

|   | FY20<br>\$'000 | FY19<br>\$'000 |
|---|----------------|----------------|
| <b>Derivative financial assets</b>      |                |                |
| Cross currency swaps                    | 49,262         | 53,800         |
| Interest rate swaps                     | 3,330          | 2,775          |
|   | <b>52,592</b>  | <b>56,575</b>  |
| <b>Derivative financial liabilities</b> |                |                |
| Interest rate swaps                     | 3,277          | 1,565          |
|   | <b>3,277</b>   | <b>1,565</b>   |

#### 23.3.1. Cash Flow Hedges

The effective portion of changes in the fair value of derivatives that are designated and qualify as cash flow hedges is recognised in other comprehensive income and accumulated under the heading of cash flow hedging reserve. The gain or loss relating to the ineffective portion is recognised immediately in profit or loss and is included in the other expenses or other income line item.

Amounts previously recognised in other comprehensive income and accumulated in equity are reclassified to profit or loss, in the same line as the recognised hedged item.

Hedge accounting is discontinued when:

- the Group revokes the hedging relationship;
- the hedging instrument expires or is sold, terminated, or exercised; or
- the Group no longer qualifies for hedge accounting.

Any cumulative gain or loss recognised in other comprehensive income and accumulated in equity at that time remains in equity and is recognised when the forecast transaction is ultimately recognised in profit or loss. When a forecast transaction is no longer expected to occur, the gain or loss accumulated in equity is recognised immediately in profit or loss.

#### 23.4. Market Risk

Market risk is the risk of an adverse impact on the Group's earnings resulting from changes in market factors, such as interest rates and foreign exchange rates.

##### 23.4.1. Interest Rate Risk

Interest rate risk is the risk that the Group will experience deterioration in its financial position as interest rates change over time.

Interest rate exposure is driven by interest rate mismatches between assets and liabilities (i.e. borrowing at floating interest rates and lending with fixed interest rates). Interest rate risk is managed by entering into interest rate swaps subject to the Group's hedging and derivatives policies.

##### 23.4.2. Interest Rate Risk – Sensitivity Analysis

The majority of the Group's liabilities are issued through warehouse facilities and term securitisations in special purpose and bankruptcy-remote entities. Under such arrangements, the repayment profile of the bonds is matched to the repayments collected from the loan assets.

The Group has calculated the impact of a potential increase or decrease in borrowing costs in limited recourse entities for the year in the event of a +/- 10bps change in interest rates as shown in the table below:

| 10bps +/-       | FY20<br>\$'000 | FY19<br>\$'000 |
|-----------------|----------------|----------------|
| Borrowing costs | 12,669         | 10,402         |

##### 23.4.3. Interest Rate Swap Contracts

Under interest rate swap contracts, the Group agrees to exchange the difference between fixed and floating rate interest amounts calculated on agreed notional

principal amounts. Such contracts enable the Group to mitigate the risk of changing interest rates on the cash flow exposures on the issued variable rate debt. The fair value of interest rate swaps at the end of the reporting period is determined by discounting the future cash flows using the curves at the end of the reporting period and the credit risk inherent in the contract, and is disclosed below.

| Fair value liability             | FY20<br>\$'000 | FY19<br>\$'000 |
|----------------------------------|----------------|----------------|
| Derivative financial liabilities | 3,277          | 1,565          |

The following table details the notional principal amounts outstanding at the end of the reporting period:

| Notional principal value | FY20<br>\$'000 | FY19<br>\$'000 |
|--------------------------|----------------|----------------|
| Less than 1 year         | -              | 633            |
| 1 to 2 years             | 24,280         | 33,096         |
| 2 to 5 years             | 503,503        | 390,498        |
|                          | <b>527,783</b> | <b>424,227</b> |

The interest rate swaps settle and reset on a monthly basis. The floating rate on the interest rate swaps is the Bank Bill Swap Rate (BBSW) local interbank rate. The Group will settle the difference between the fixed and floating interest rate on a net basis.

All interest rate swap contracts exchanging floating rate interest amounts for fixed rate interest amounts are designated as cash flow hedges. The interest rate swaps and the interest payments on the loan occur simultaneously and the amount accumulated in equity is reclassified to profit or loss over the period that the floating interest rate payments on debt affect profit or loss.

## Notes to the Consolidated Financial Statements

Risk (for the year ended 30 June 2020)

### 23.4.4. Corporate Interest – Sensitivity Analysis

The remainder of the Group's loan portfolio and liabilities are held in corporate entities. The impact of a potential +/- 10bps change in interest rates on interest revenue and borrowing costs on balances held by the Group for the year is set out in the table below:

| 10bps +/-                                   | FY20<br>\$'000 | FY19<br>\$'000 |
|---|----------------|----------------|
| <b>Impact on corporate interest revenue</b> |                |                |
| Interest rate + 10bps                       | 366            | 225            |
| Interest rate - 10bps                       | (366)          | (225)          |
| <b>Impact on corporate funding costs</b>    |                |                |
| Interest rate + 10bps                       | (5)            | (30)           |
| Interest rate - 10bps                       | 5              | 30             |

### 23.4.5. Equity Price Risk

Equity investments in listed and unlisted shares are held for strategic rather than trading purposes. The Group does not actively trade these investments.

### 23.4.6. Equity Investment Valuation Risk – Sensitivity Analysis

If equity prices had been 10% higher / lower:

- Net profit for the year ended 30 June 2020 would increase / decrease by \$500,000 as a result of the changes in fair value of the investments in unlisted shares (FY19: \$200,000); and
- Other comprehensive income would increase / decrease by \$192,000 as a result of the changes in fair value of investments in listed shares (FY 19: \$286,000).

### 23.5. Foreign Currency Risk

#### 23.5.1. Accounting Translation

As at reporting date the Group held cash assets denominated in New Zealand dollars (NZD).

Fluctuations in the NZD are not expected to have material impact on the consolidated statement of profit or loss or the consolidated statement of comprehensive income and equity of the Group.

#### 23.5.2. Market Risk – Foreign Exchange on Monetary Items

The Group obtains funding denominated in foreign currencies, consequently, exposures to exchange rate fluctuations arise. These currencies include USD. The Group manages foreign currency risk through the use of currency derivatives.

The carrying amounts of the Group's foreign currency denominated assets and liabilities are as follows:

| Assets                             | FY20<br>\$'000 | FY19<br>\$'000 |
|------------------------------------|----------------|----------------|
| USD liabilities (disclosed in AUD) | 49,262         | 53,800         |

### 23.6. Credit Risk Management

The Group's primary credit risk exposures relate to its lending activities in its principally-funded mortgage portfolio. The Group's primary lending activities are concentrated in the Australian and New Zealand residential mortgage market. The underlying credit risk in the Group's lending activities is commensurate with a geographically-diverse residential mortgage portfolio.

The Board of Directors is responsible for determining the Group's overall appetite for credit risk and monitoring the quality and performance of the mortgage portfolio. The credit risk management operational framework and policy is governed and managed by the Credit Committee.

The Group does not have any direct counterparty credit exposure arising from its asset financing and securitisation activities. Counterparty risk is governed, and mitigated where required, by ratings agency criteria within the bankruptcy-remote funding SPVs and trusts including exposures to banks, lender's mortgage insurance providers and derivative counterparties.

#### 23.6.1. Credit Risk in Lending

The Group has established lending policies and procedures to manage the credit risk inherent in lending. The extent of credit risk in the Group's lending activities is managed within its two origination and funding programmes, being 'Prime' and 'Specialist Lending'. The Group maintains separate credit policies for each programme and regularly reviews and amends policies in line with economic, operating and funding conditions.

The Group's approach to credit management utilises a credit risk framework to ensure that the following principals are adhered to:

- independence from risk originators;
- recognition of the different risks in the various Group businesses;
- credit exposures are systematically controlled and monitored;
- credit exposures are regularly reviewed in accordance with current up-to-date credit procedures; and
- credit exposures include such exposures arising from derivative transactions.

Each of the divisions are responsible for managing credit risks that arise in their own areas with oversight from a centralised credit risk management team. It is the policy of the Group to monitor the policies of all divisions to ensure that the risk of the Group is monitored.

#### 23.6.2 Exposure to credit risk

Loans and advances consist of a large number of customers, spread across diverse demographic and geographical areas. Ongoing credit evaluation is performed on the financial condition of loans and advances and accounts receivable.

There is no significant concentration of risk to any single counterparty.

The credit risk on wholesale funding and derivative financial instruments is limited because the counterparties are banks with high credit-ratings assigned by international credit-rating agencies.

## Notes to the Consolidated Financial Statements

### Risk (for the year ended 30 June 2020)

#### 23.6.3. Maximum Exposure to Credit Risk

The carrying amount of the Group's financial assets represents the maximum credit exposure. The Group's exposure to credit risk at the reporting date was:

|  | Note | FY20<br>\$'000 | FY19<br>\$'000 |
|--|------|----------------|----------------|
| Cash and cash equivalents  | 4    | 365,987        | 224,790        |
| Trade and other receivables  | 5    | 5,974          | 10,699         |
| Short-term investment  | 7    | 260            | 260            |
| Derivative financial assets  | 23   | 52,592         | 56,575         |
|  |      | 424,813        | 292,324        |
| Loans and advances at amortised cost – balances subject to credit risk | 6    | 12,518,394     | 10,337,020     |
|  |      | 12,943,207     | 10,629,344     |

As at 30 June 2020, 100% of the Group's cash and cash equivalents are held with banks or financial institutions with a credit rating of AA- or better (FY19: 100%).

##### 23.6.3.1. Residential Mortgage Borrowers

The Group manages credit risk by obtaining security over residential mortgage property for each loan.

In monitoring the credit risk, loans are grouped according to their credit characteristics using credit risk classification systems. This includes the use of the Loan to Value Ratio (LVR) to assess its exposure to credit risk from loans originated through the securitisation programme.

For white label loans, some agreements with lenders contain provisions requiring the Group to pay instalments

due from borrowers until securities are enforced or an insurance claim has been paid and to purchase the mortgage from the lender if the Group is in default. The Group's risk in this area is mitigated by insurance policies and a rigorous credit assessment process.

#### 23.6.4. Financial Guarantees

The Group is exposed to credit risk in relation to financial guarantees given to banks. The Group's maximum exposure in this respect is the maximum amount the Group could have to pay if the guarantees are called on. The Group does not have any financial guarantees as at 30 June 2020 (FY19: \$nil).

#### 23.6.5. Credit Risk Management

The following table summarises the movement in expected credit loss for loans and advances for the reporting period:

| Maximum exposure to credit risk   | Stage 1 -<br>Collective<br>\$'000 | Stage 2 -<br>Collective<br>\$'000 | Stage 3 -<br>Collective<br>\$'000 | Stage 3 -<br>Impaired<br>\$'000 | Total<br>\$'000   |
|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|---------------------------------|-------------------|
| <b>Balance as at 30 June 2020</b> |                                   |                                   |                                   |                                 |                   |
| Loans and advances                |                                   |                                   |                                   |                                 |                   |
| ▪ Mortgage lending                | 12,433,112                        | 45,248                            | 22,826                            | 16,571                          | 12,517,757        |
| ▪ Commercial lending              | 637                               | -                                 | -                                 | -                               | 637               |
| <b>Total</b>                      | <b>12,433,749</b>                 | <b>45,248</b>                     | <b>22,826</b>                     | <b>16,571</b>                   | <b>12,518,394</b> |
| <b>Balance as at 1 July 2019</b>  |                                   |                                   |                                   |                                 |                   |
| Loans and advances                |                                   |                                   |                                   |                                 |                   |
| ▪ Mortgage lending                | 10,237,618                        | 50,406                            | 24,334                            | 23,170                          | 10,335,528        |
| ▪ Commercial lending              | 676                               | -                                 | -                                 | 816                             | 1,492             |
| <b>Total</b>                      | <b>10,238,294</b>                 | <b>50,406</b>                     | <b>24,334</b>                     | <b>23,986</b>                   | <b>10,337,020</b> |
| <b>Expected credit loss</b>       |                                   |                                   |                                   |                                 |                   |
| <b>Balance as at 30 June 2020</b> |                                   |                                   |                                   |                                 |                   |
| Loans and advances                |                                   |                                   |                                   |                                 |                   |
| ▪ Mortgage lending                | 25,864                            | 2,441                             | 2,335                             | 6,057                           | 36,697            |
| ▪ Commercial lending              | 1                                 | -                                 | -                                 | -                               | 1                 |
| <b>Total</b>                      | <b>25,865</b>                     | <b>2,441</b>                      | <b>2,335</b>                      | <b>6,057</b>                    | <b>36,698</b>     |
| <b>Balance as at 1 July 2019</b>  |                                   |                                   |                                   |                                 |                   |
| Loans and advances                |                                   |                                   |                                   |                                 |                   |
| ▪ Mortgage lending                | 7,016                             | 1,750                             | 2,103                             | 5,122                           | 15,991            |
| ▪ Commercial lending              | -                                 | -                                 | -                                 | 454                             | 454               |
| <b>Total</b>                      | <b>7,016</b>                      | <b>1,750</b>                      | <b>2,103</b>                      | <b>5,576</b>                    | <b>16,445</b>     |

## Notes to the Consolidated Financial Statements

*Risk (for the year ended 30 June 2020)*

In line with regulatory guidance, loans on a COVID-19 hardship payment moratorium at 30 June 2020 are not deemed in arrears. This includes loans in arrears prior to the commencement of payment moratoriums. For Collective Provision ECL purposes, arrears position at 31st March 2020 were used for loans in COVID-19 hardship payment moratoriums.

### Collateral Held

The value of the collateral held as security for loans in stage 2 and stage 3 collective at 30 June 2020 is \$94.5 million (The value of collateral held as security for loans past due but not impaired at 30 Jun 2019: \$102.4 million).

The value of the collateral held as security for loans in stage 3 specific loans at 30 June 2020 is \$12.0 million (The value of collateral held as security for impaired loans at 30 Jun 2019: \$19.8 million).

Loans are secured by the Group by having the property titles registered as a financial interest that provide the Group first priority over any proceeds becoming available from the sale of the property. For Prime insured loans, LMI policies exist to cover 100% of the principal amount at default plus interest.

### 23.6.6. Credit Risk Concentrations

An analysis of the Group's credit risk concentrations on loans and advances is provided in the following table. The amounts in the table represent gross carrying amounts:

|   | FY20<br>\$'000    | FY19<br>\$'000    |
|---|-------------------|-------------------|
| <b>Loans and advances at amortised cost</b> |                   |                   |
| <b>Concentration by region</b>              |                   |                   |
| New South Wales                             | 4,673,307         | 3,995,742         |
| Victoria                                    | 3,584,565         | 2,854,342         |
| Queensland                                  | 2,064,167         | 1,669,597         |
| Western Australia                           | 918,803           | 775,892           |
| South Australia                             | 609,674           | 455,629           |
| Tasmania                                    | 90,275            | 74,682            |
| Northern Territory                          | 48,984            | 40,030            |
| New Zealand                                 | 528,619           | 471,106           |
| <b>Total</b>                                | <b>12,518,394</b> | <b>10,337,020</b> |

### 23.6.7. Analysis of Loans & Advances by Past Due Status

Under the Group's monitoring procedures, a significant increase in credit risk is identified before the exposure has defaulted and at the latest when exposure becomes 30 days past due. The table below provides an analysis of the gross carrying amount of loans and advances by past due status that are over 30 days past due.

#### Loans and advances at amortised cost<sup>1</sup>

|                                 | FY20<br>\$'000    | FY19<br>\$'000    |
|---------------------------------|-------------------|-------------------|
| 0 days and less than 30 days    | 12,438,670        | 10,242,482        |
| 30 days and less than 60 days   | 35,313            | 39,805            |
| 60 days and less than 90 days   | 10,038            | 11,995            |
| 90 days and less than 180 days  | 14,487            | 14,151            |
| 180 days and less than 270 days | 4,746             | 6,538             |
| 270 days and less than 365 days | 2,145             | 3,983             |
| 365 days and over               | 12,995            | 18,066            |
| <b>Total</b>                    | <b>12,518,394</b> | <b>10,337,020</b> |

<sup>1</sup> Includes loans that are collectively and specifically provided for

## Notes to the Consolidated Financial Statements

Risk (for the year ended 30 June 2020)

## 23.6.8. Movement in Credit Exposures

|  | Stage 1 -<br>Collective<br>\$'000 | Stage 2 -<br>Collective<br>\$'000 | Stage 3 -<br>Collective<br>\$'000 | Stage 3 -<br>Impaired<br>\$'000 | Total<br>\$'000   |
|--|-----------------------------------|-----------------------------------|-----------------------------------|---------------------------------|-------------------|
| <b>Provision for impairment losses</b>                                 |                                   |                                   |                                   |                                 |                   |
| Balance as at 1 July 2019  | 7,016                             | 1,750                             | 2,103                             | 5,576                           | 16,445            |
| Net transfer between stages  | 1,143                             | (958)                             | (699)                             | 514                             | -                 |
| Net re-measurement of opening balance net of transfers                 | (563)                             | 1,342                             | 1,465                             | 1,470                           | 3,714             |
| Impact of transfers between stages and re-measurement                  | 580                               | 384                               | 766                               | 1,984                           | 3,714             |
| <b>Net financial assets originated</b>                                 | <b>2,789</b>                      | <b>112</b>                        | <b>44</b>                         | <b>-</b>                        | <b>2,945</b>      |
| Acquisition of IA Group  | 200                               | -                                 | -                                 | 295                             | 495               |
| Movements in existing individually assessed provisions and write-backs | -                                 | -                                 | -                                 | 384                             | 384               |
| Write-offs   | -                                 | -                                 | -                                 | (2,254)                         | (2,254)           |
| COVID-19 overlay   | 15,882                            | 475                               | 23                                | -                               | 16,380            |
| Discharges/Other   | (602)                             | (280)                             | (601)                             | 72                              | (1,411)           |
| <b>Balance as at 30 June 2020</b>                                      | <b>25,865</b>                     | <b>2,441</b>                      | <b>2,335</b>                      | <b>6,057</b>                    | <b>36,698</b>     |
| <b>Credit exposure</b>   |                                   |                                   |                                   |                                 |                   |
| Balance as at 1 July 2019  | 10,238,294                        | 50,406                            | 24,334                            | 23,986                          | 10,337,020        |
| Net transfers between stages and financial assets originated           | 2,195,455                         | (5,158)                           | (1,508)                           | (5,161)                         | 2,183,628         |
| Write-offs   | -                                 | -                                 | -                                 | (2,254)                         | (2,254)           |
| <b>Balance as at 30 June 2020</b>                                      | <b>12,433,749</b>                 | <b>45,248</b>                     | <b>22,826</b>                     | <b>16,571</b>                   | <b>12,518,394</b> |

## COVID-19 Overlay

Refer to note 6 for COVID-19 overlay methodology driving calculations in the following tables.

**Table 1: CoreLogic stratified hedonic index (lower quartile, middle and upper quartile values and value movements by capital city)**

|  |       | Sydney      | Melbourne | Brisbane  | Adelaide  | Perth     | Hobart    |
|--|-------|-------------|-----------|-----------|-----------|-----------|-----------|
| HVI Bandings (\$)  | Lower | \$664,872   | \$545,552 | \$379,042 | \$336,170 | \$344,977 | \$381,910 |
|  | Mid   | \$885,158   | \$686,798 | \$508,386 | \$441,184 | \$443,669 | \$486,056 |
|  | Upper | \$1,345,850 | \$959,515 | \$681,657 | \$584,972 | \$598,483 | \$628,860 |
| Change in value <sup>1</sup> , 12 months ending April 2019 (%) | Lower | (9%)        | (4%)      | (2%)      | 1%        | (9%)      | 8%        |
|  | Mid   | (11%)       | (8%)      | (2%)      | 1%        | (8%)      | 5%        |
|  | Upper | (12%)       | (14%)     | (2%)      | 0%        | (8%)      | 1%        |

1 Canberra and Darwin change in value data not available in CoreLogic Hedonic Index.

**Table 2: Resimac COVID-19 underlying security stress bands (by HVI Banding and State)**

|                       |       | NSW         | VIC       | QLD       | SA        | WA        | TAS       | NT        | ACT       |
|-----------------------|-------|-------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| HVI Bandings (\$)     | Lower | \$664,872   | \$545,552 | \$379,042 | \$336,170 | \$344,977 | \$381,910 | \$283,314 | \$518,631 |
|                       | Mid   | \$885,158   | \$686,798 | \$508,386 | \$441,184 | \$443,669 | \$486,056 | \$393,939 | \$637,279 |
|                       | Upper | \$1,345,850 | \$959,515 | \$681,657 | \$584,972 | \$598,483 | \$628,860 | \$505,513 | \$791,254 |
| Forecast increase (%) | Lower | (10%)       | (10%)     | (10%)     | (10%)     | (10%)     | (10%)     | (10%)     | (10%)     |
|                       | Mid   | (15%)       | (15%)     | (15%)     | (15%)     | (15%)     | (15%)     | (15%)     | (15%)     |
|                       | Upper | (20%)       | (20%)     | (20%)     | (20%)     | (20%)     | (20%)     | (20%)     | (20%)     |

**Table 3: Resimac Loans in COVID-19 hardship payment moratoriums – Stressed Security Values (by LVR)**

| Hardship Loans - Dynamic LVR (Stressed) (\$'000) |                |                |                |                   |                 |               |                  |
|--|----------------|----------------|----------------|-------------------|-----------------|---------------|------------------|
| LVR Banding                                      | Prime LMI      | Prime No LMI   | Specialist LMI | Specialist No LMI | NZ <sup>2</sup> | Legacy LMI    | Total            |
| <60%   | 17,838         | 54,758         | 7,924          | 71,038            | 11,242          | 32,138        | 194,938          |
| 60% - 70%  | 14,441         | 39,974         | 3,169          | 61,043            | 18,102          | 5,133         | 141,862          |
| 70% - 80%  | 13,290         | 86,153         | 1,514          | 116,071           | 48,408          | 5,401         | 270,837          |
| 80% - 90%  | 26,244         | 114,942        | 590            | 175,555           | 23,157          | 3,311         | 343,799          |
| 90% - 95%  | 20,243         | 49,256         | -              | 99,684            | 1,078           | 2,541         | 172,802          |
| 95% - 100%                                       | 29,327         | 33,004         | -              | 82,032            | -               | 1,677         | 146,040          |
| 100% +   | 90,763         | 74,521         | 2,737          | 191,351           | -               | 9,328         | 368,700          |
| <b>Total</b>                                     | <b>212,146</b> | <b>452,608</b> | <b>15,934</b>  | <b>796,774</b>    | <b>101,987</b>  | <b>59,529</b> | <b>1,638,978</b> |

2 NZ LVRs based on most recent valuation, NZ securities were not stressed for the purpose of the COVID overlay.

## Notes to the Consolidated Financial Statements

Risk (for the year ended 30 June 2020)

**Table 4:** Resimac COVID-19 Provision Overlay – assuming 33% of loans with Stressed LVR >100% default

| State        | COVID-19 Overlay - By State and HVI Band (\$'000) |              |              |            | Total         |
|--------------|---|--------------|--------------|------------|---------------|
|              | Lower   | Mid          | Upper        | No Banding |               |
| NSW          | 449   | 2,931        | 1,517        | -          | 4,897         |
| VIC          | 130   | 1,587        | 2,411        | -          | 4,128         |
| QLD          | 51  | 700          | 2,962        | -          | 3,713         |
| WA           | 82  | 573          | 1,388        | -          | 2,043         |
| SA           | -   | 163          | 924          | -          | 1,087         |
| NT           | -   | 45           | 131          | -          | 176           |
| ACT          | 28  | -            | -            | -          | 28            |
| TAS          | -   | 28           | -            | -          | 28            |
| New Zealand  | -   | -            | -            | 280        | 280           |
| <b>Total</b> | <b>740</b>  | <b>6,027</b> | <b>9,333</b> | <b>280</b> | <b>16,380</b> |

**Table 5:** Resimac Loans in Hardship vs Overall Portfolio

|                     | Overall Portfolio (\$'000) |                  |            |
|---------------------|----------------------------|------------------|------------|
|                     | AUM                        | Hardship         | %          |
| Prime - LMI         | 1,964,590                  | 212,146          | 11%        |
| Prime – No LMI      | 6,333,512                  | 452,608          | 7%         |
| Specialist - LMI    | 72,791                     | 15,934           | 22%        |
| Specialist – No LMI | 2,967,961                  | 796,774          | 27%        |
| NZ / Legacy / Other | 1,179,539                  | 161,516          | 14%        |
| <b>Total</b>        | <b>12,518,394</b>          | <b>1,638,978</b> | <b>13%</b> |

The Group analysed the industry type of the primary borrower of loans in COVID-19 hardship moratoriums. A lack of concentration risk exists in the portfolio industry type. Furthermore, it is difficult to predict probability of defaults for each particular industry. Therefore, the Group has not segmented the book by industry type for the purpose of the COVID-19 overlay.

The industry type of the primary borrower segmented by Prime and Specialist loans are detailed in table 6.

**Table 6:** Resimac COVID-19 Hardship Loans - Employment Industry Type (Primary Borrower)

|   | Prime LMI   | Prime No LMI | Specialist LMI | Specialist No LMI |
|---|-------------|--------------|----------------|-------------------|
| Air   | 1%          | 2%           | 1%             | 0%                |
| Building & Construction                       | 9%          | 8%           | 21%            | 17%               |
| Hospitality                                   | 4%          | 4%           | 7%             | 9%                |
| Not identified                                | 12%         | 3%           | 8%             | 7%                |
| Legal, Projects, IT & Communications          | 16%         | 16%          | 13%            | 18%               |
| Marketing, Media & Sales                      | 6%          | 11%          | 7%             | 6%                |
| Transport & Safety                            | 6%          | 6%           | 7%             | 6%                |
| Other professional services                   | 8%          | 8%           | 5%             | 4%                |
| Health, Medicine, Science & Research          | 7%          | 10%          | 4%             | 6%                |
| Engineering, Plumbing & Electrical            | 4%          | 4%           | 5%             | 4%                |
| Financial Services                            | 5%          | 7%           | 4%             | 4%                |
| Social Services                               | 6%          | 6%           | 2%             | 2%                |
| Agriculture, Mining, Machinery, Manufacturing | 5%          | 2%           | 2%             | 1%                |
| Leisure – Beauty, Events, Tourism, Arts       | 3%          | 3%           | 6%             | 7%                |
| Other   | 3%          | 6%           | 3%             | 5%                |
| Real Estate & Property                        | 3%          | 2%           | 3%             | 2%                |
| Retail, Textiles                              | 2%          | 2%           | 2%             | 2%                |
|   | <b>100%</b> | <b>100%</b>  | <b>100%</b>    | <b>100%</b>       |

**23.7. Liquidity Risk Management**

Ultimate responsibility for liquidity risk management rests with the Board of Directors, which has established an appropriate liquidity risk management framework for the management of the Group's short, medium and long-term funding and liquidity management requirements.

The Group's funding platform currently comprises a mix of:

- warehouse facilities;
- term securitisation;
- a secured corporate debt facility; and
- cash.

The majority of the Group's liabilities represent bonds issued by special purpose trusts through warehouse facilities and term securitisation transactions. Under such arrangements, bondholder recourse is limited to the assets of the relevant special purpose trust to which the liability relates and the repayment profile of the bonds is matched to the repayments collected from the loan assets. Given the limited recourse nature of these borrowings, \$12.42 billion at 30 June 2020 (FY19: \$10.23 billion), they have not all been included in the table below.

## Notes to the Consolidated Financial Statements

### Risk (for the year ended 30 June 2020)

The Group manages liquidity risk by maintaining adequate reserves, banking facilities and reserve borrowing facilities, by continuously monitoring forecast and actual cash flows, and by matching the maturity profiles of financial assets and liabilities.

Note 23.7.2 below sets out details of additional undrawn facilities that the Group has at its disposal to further reduce liquidity risk.

#### 23.7.1. Liquidity Risk Tables

The following table shows the Group's remaining expected maturity for its non-derivative financial liabilities with agreed repayment periods. The tables have been drawn up based on the undiscounted cash flows of financial liabilities based on the earliest date on which the Group can be required to pay and hence will not necessarily reconcile with the amounts disclosed in the statement of financial position.

The tables include both interest and principal cash flows. To the extent that interest flows are floating rate, the undiscounted amount is derived from interest rate curves at the end of the reporting period. The contractual maturity is based on the earliest date on which the Group may be required to pay.

|   | <6<br>months<br>or on<br>demand<br>\$'000 | 6-12<br>months<br>\$'000 | 1-3<br>years<br>\$'000 | 3-5<br>years<br>\$'000 | >5<br>years<br>\$'000 | Total<br>cash<br>flows<br>\$'000 | Carrying<br>amount<br>\$'000 |
|---|---|--------------------------|------------------------|------------------------|-----------------------|----------------------------------|------------------------------|
| <b>Financial liabilities</b>                      |   |                          |                        |                        |                       |                                  |                              |
| <b>FY20</b>                                       |   |                          |                        |                        |                       |                                  |                              |
| <b>Non-derivatives</b>                            |   |                          |                        |                        |                       |                                  |                              |
| Trade and other payables                          | 25,891                                    | -                        | -                      | -                      | -                     | 25,891                           | 25,891                       |
| Interest-bearing liabilities                      |   |                          |                        |                        |                       |                                  |                              |
| ▪ Corporate debt facility                         | 28  | -                        | 5,000                  | -                      | -                     | 5,028                            | 5,000                        |
| ▪ Issuance facilities                             | -   | -                        | -                      | 258,755                | -                     | 258,755                          | 258,755                      |
| Present value of future trail commissions payable | 3,115                                     | 2,635                    | 7,053                  | 3,671                  | 4,323                 | 20,797                           | 20,797                       |
|   | 29,034                                    | 2,635                    | 12,053                 | 262,426                | 4,323                 | 310,471                          | 310,443                      |
| <b>Derivatives</b>                                |   |                          |                        |                        |                       |                                  |                              |
|   | 3,277                                     | -                        | -                      | -                      | -                     | 3,277                            | 3,277                        |
|   | 32,311                                    | 2,635                    | 12,053                 | 262,426                | 4,323                 | 313,748                          | 313,720                      |

|   | <6<br>months<br>or on<br>demand<br>\$'000 | 6-12<br>months<br>\$'000 | 1-3<br>years<br>\$'000 | 3-5<br>years<br>\$'000 | >5<br>years<br>\$'000 | Total<br>cash<br>flows<br>\$'000 | Carrying<br>amount<br>\$'000 |
|---|---|--------------------------|------------------------|------------------------|-----------------------|----------------------------------|------------------------------|
| <b>FY19</b>                                       |   |                          |                        |                        |                       |                                  |                              |
| <b>Non-derivatives</b>                            |   |                          |                        |                        |                       |                                  |                              |
| Trade and other payables                          | 25,294                                    | -                        | -                      | -                      | -                     | 25,294                           | 25,294                       |
| Interest-bearing liabilities                      |   |                          |                        |                        |                       |                                  |                              |
| ▪ Corporate debt facility                         | 86  | 30,000                   | -                      | -                      | -                     | 30,086                           | 30,000                       |
| ▪ Issuance facilities                             | -   | -                        | -                      | 186,051                | -                     | 186,051                          | 186,051                      |
| ▪ Loans from related parties                      | -   | 2,400                    | -                      | -                      | -                     | 2,400                            | 2,400                        |
| Present value of future trail commissions payable | 3,806                                     | 3,043                    | 8,277                  | 3,951                  | 3,824                 | 22,901                           | 22,901                       |
|   | 29,186                                    | 35,443                   | 8,277                  | 190,002                | 3,824                 | 266,732                          | 266,646                      |
| <b>Derivatives</b>                                |   |                          |                        |                        |                       |                                  |                              |
|   | 1,565                                     | -                        | -                      | -                      | -                     | 1,565                            | 1,565                        |
|   | 30,751                                    | 35,443                   | 8,277                  | 190,002                | 3,824                 | 268,297                          | 268,211                      |

#### 23.7.2. Financing Facilities

##### Secured corporate debt facility which may be extended by mutual agreement

|                 | FY20<br>\$'000 | FY19<br>\$'000 |
|-----------------|----------------|----------------|
| ▪ Amount used   | 5,000          | 30,000         |
| ▪ Amount unused | 25,000         | 10,000         |
|                 | 30,000         | 40,000         |

# Notes to the Consolidated Financial Statements

## Group Structure for the year ended 30 June 2020

### 24. Subsidiaries

Details of the Group's subsidiaries at the end of the reporting period are as follows:

Proportion of ownership interest held and voting power held by the Group

| Name of subsidiary   | Principal activity              | Place of incorporation and operation | FY20 % | FY19 % |
|--|---------------------------------|--------------------------------------|--------|--------|
| <b>Controlled Companies</b>                                  |                                 |                                      |        |        |
| Access Network Management Pty Ltd                            | Mortgage manager                | Australia                            | 100    | 100    |
| Auspack Financial Services Pty Ltd                           | Mortgage broker                 | Australia                            | 100    | 100    |
| Barnes Mortgage Management Pty Ltd                           | Mortgage originator and manager | Australia                            | 100    | 100    |
| Clarence Street Finance Pty Ltd                              | Holder of commission agreements | Australia                            | 100    | 100    |
| Clarence Street Funding No.1 Pty Ltd                         | Special purpose vehicle         | Australia                            | 99.9   | 99.9   |
| Clarence Street Funding No.2 Pty Ltd                         | Participation unit holder       | Australia                            | 100    | 100    |
| Clarence Street Funding No.3 Pty Ltd                         | Special purpose vehicle         | Australia                            | 100    | 100    |
| Clarence Street Funding No.4 Pty Ltd                         | Special purpose vehicle         | Australia                            | 100    | 100    |
| Clarence Street Funding No.6 Pty Ltd                         | Special purpose vehicle         | Australia                            | 100    | 100    |
| Clarence Street Funding No.7 Pty Ltd                         | Special purpose vehicle         | Australia                            | 100    | 100    |
| Clarence Street Funding No.8 Pty Ltd <sup>1</sup>            | Special purpose vehicle         | Australia                            | 100    | -      |
| Clarence Street Funding No.9 Pty Ltd <sup>2</sup>            | Special purpose vehicle         | Australia                            | 100    | -      |
| FAI First Mortgage Pty Ltd                                   | Trust manager and servicer      | Australia                            | 100    | 100    |
| Homeloans Pty Ltd  | Mortgage lender                 | Australia                            | 100    | 100    |
| Housing Financial Services Pty Ltd                           | Mortgage originator             | Australia                            | 100    | 100    |
| Independent Mortgage Corporation Pty Ltd                     | Mortgage broker                 | Australia                            | 100    | 100    |
| International Acceptance Investment Pty Limited <sup>3</sup> | Holding company                 | Australia                            | 60     | -      |
| International Acceptance Holdings Pty Limited <sup>3</sup>   | Holding company                 | Australia                            | 60     | -      |
| International Acceptance Pty Limited <sup>3</sup>            | Financial service management    | Australia                            | 60     | -      |

<sup>1</sup> Incorporated 21 August 2019.

<sup>2</sup> Incorporated 18 October 2019.

<sup>3</sup> Acquired 1 January 2020, Refer to Note 25.

Proportion of ownership interest held and voting power held by the Group

| Name of subsidiary (continued)                      | Principal activity              | Place of incorporation and operation | FY20 % | FY19 % |
|---|---------------------------------|--------------------------------------|--------|--------|
| <b>Controlled Companies</b>                         |                                 |                                      |        |        |
| Evergreen Finance Company Pty Limited <sup>3</sup>  | Financial service management    | Australia                            | 60     | -      |
| IA Structured Finance Pty Limited <sup>3</sup>      | Consumer and commercial lending | Australia                            | 60     | -      |
| International Acceptance (NZ) Limited <sup>3</sup>  | Consumer and commercial lending | New Zealand                          | 60     | -      |
| IASF (NZ) Limited <sup>3</sup>                      | Consumer and commercial lending | New Zealand                          | 60     | -      |
| Parnell Road Funding No.1 Limited                   | Special purpose vehicle         | New Zealand                          | 100    | 100    |
| Parnell Road Funding No.2 Limited                   | Special purpose vehicle         | New Zealand                          | 100    | 100    |
| Prime Insurance Group Limited                       | LMI captive insurer             | Bermuda                              | 100    | 100    |
| RESIMAC Capital Markets Pty Ltd                     | Trust manager                   | Australia                            | 100    | 100    |
| RESIMAC Financial Services Limited                  | NZ Holding company              | New Zealand                          | 100    | 100    |
| RESIMAC Financial Securities Limited                | NZ Trust manager and servicer   | New Zealand                          | 100    | 100    |
| RESIMAC Home Loans Ltd                              | NZ Lender of record and trustee | New Zealand                          | 100    | 100    |
| RESIMAC Limited                                     | Non-bank lender                 | Australia                            | 100    | 100    |
| RESIMAC NZ Home Loans Ltd                           | NZ Holding company              | New Zealand                          | 100    | 100    |
| Resimac Premier Warehouse No.1 Pty LTD <sup>4</sup> | Unit Holder                     | Australia                            | -      | -      |
| RHG Mortgage Corporation Ltd <sup>4</sup>           | Lender of record                | Australia                            | -      | -      |
| RHG Mortgage Securities Pty Ltd (RMS) <sup>4</sup>  | Mortgage trustee                | Australia                            | -      | -      |
| The Servicing Company Pty Ltd                       | Trust servicer                  | Australia                            | 100    | 100    |
| RESIMAC EST PTY LTD <sup>5</sup>                    | Initial Trustee                 | Australia                            | 100    | -      |
| 0508 Home Loans Ltd                                 | Dormant                         | New Zealand                          | 100    | 100    |
| 0800 Home Loans Ltd                                 | Dormant                         | New Zealand                          | 100    | 100    |
| Access Home Loans Pty Ltd                           | Dormant                         | Australia                            | 100    | 100    |
| Clarence St Funding No.5 Pty Ltd                    | Dormant                         | Australia                            | 99.9   | 99.9   |
| Fiduciary Services Pty Ltd                          | Dormant                         | Australia                            | 100    | 100    |
| HLL Pty Ltd <sup>6</sup>                            | Dormant                         | Australia                            | -      | 100    |
| Loan Packaging Australia Pty Ltd                    | Dormant                         | Australia                            | 100    | 100    |
| National Mutual Pty Ltd                             | Dormant                         | Australia                            | 100    | 100    |
| RESIMAC Financial Securitisation Ltd                | Dormant                         | New Zealand                          | 100    | 100    |
| RESIMAC Financial Services Pty Ltd                  | Dormant                         | Australia                            | 100    | 100    |
| RESIMAC Leasing Pty Ltd                             | Dormant                         | Australia                            | 100    | 100    |
| RESIMAC (UK) Ltd <sup>7</sup>                       | Dormant                         | United Kingdom                       | -      | 100    |

<sup>3</sup> Acquired 1 January 2020, Refer to Note 25.

<sup>4</sup> Ownership interest is 0% but Board control.

<sup>5</sup> Incorporated 12 February 2020.

<sup>6</sup> Deregistered 17 November 2019.

<sup>7</sup> Deregistered 17 September 2019.

## Notes to the Consolidated Financial Statements

### Group Structure (for the year ended 30 June 2020)

| Name of subsidiary (continued)  | Principal activity              | Place of incorporation and operation | FY20 % | FY19 % |
|---|---------------------------------|--------------------------------------|--------|--------|
| <b>Controlled Trusts</b>  |                                 |                                      |        |        |
| Avoca Master Trust  | Issuer of RMBS                  | Australia                            | 100    | 100    |
| NZF Mortgages Warehouse A Trust   | Warehouse mortgages             | New Zealand                          | 100    | 100    |
| RESIMAC Bastille Master Trust <sup>8</sup>                                  | Issuer of RMBS                  | Australia                            | 100    | 100    |
| RESIMAC Triomphe Master Trust <sup>8</sup>                                  | Issuer of RMBS                  | Australia                            | 100    | 100    |
| RESIMAC Versailles Master Trust   | Issuer of RMBS                  | New Zealand                          | 100    | 100    |
| RESIMAC Victoire Trust  | Warehouse mortgages             | New Zealand                          | 100    | 100    |
| RHG Mortgage Securities Trust   | Issuer of RMBS                  | Australia                            | 100    | 100    |
| RMT Warehouse Trust No.2  | Warehouse mortgages             | Australia                            | 100    | 100    |
| RMT Securitisation Trust No.7 <sup>8</sup>                                  | Issuer of RMBS                  | Australia                            | 100    | 100    |
| International Acceptance Trust <sup>11</sup>                                | Consumer and commercial lending | Australia                            | 60     | -      |
| The Trustee for the Resimac Group Limited Employee Share Trust <sup>9</sup> | Employee share trust            | Australia                            | -      | -      |
| RESIMAC NIM Master Trust <sup>10</sup>                                      | Dormant                         | Australia                            | 100    | 100    |

<sup>8</sup> This does not represent holding in capital units, percentage ownership represents control of these Trusts.

<sup>9</sup> Incorporated 24 February 2020. Ownership interest is 0% however the Group have Board control.

<sup>10</sup> Deregistered 21 November 2019.

<sup>11</sup> Acquired 1 January 2020, Refer to Note 25.

#### Special purpose entities – securitised trusts and funding warehouses

Special purpose entities are those entities over which the Group has no ownership interest but in effect the substance of the relationship is such that the Group controls the entity so as to obtain the majority of the benefits from its operation.

The Group has established special purpose entities to support the specific funding needs of the Group's securitisation programme with the aim to:

- conduct securitisation activities funded by short term warehouse facilities provided by reputable lenders; and
- hold securitised assets and issue Residential Mortgage Backed Securities.

The special purpose entities meet the criteria of being controlled entities under AASB 10 – *Consolidated Financial Statements*.

## 25. Acquisition of Subsidiary

### 25.1. Accounting for Business Combinations

The Group accounts for business combinations using the acquisition method when control is transferred to the Group. The consideration transferred in the acquisition is generally measured at fair value, as are the identifiable net assets acquired. Any goodwill that arises is tested annually for impairment. Any gain on bargain purchase is recognised in profit or loss immediately. Transaction costs incurred in connection with a business combination are expensed as incurred, except if related to the issue of debt or equity securities.

The consideration transferred does not include amounts related to the settlement of pre-existing relationships. Such amounts are generally recognised in profit or loss.

Any contingent consideration is measured at fair value at the date of acquisition. If an obligation to pay contingent consideration that meets the definition of a financial instrument is classified as equity, then it is not remeasured and settlement is accounted for within equity. Otherwise, other contingent consideration is remeasured at fair value at each reporting date and subsequent changes in the fair value of the contingent consideration are recognised in profit or loss.

### 25.2. Details of Acquisition

On 1 January 2020 Resimac acquired 60% of the issued share capital of IA Group for \$6.0m, with an option to acquire the remaining 40% for \$8.0m expiring on 31 December 2021. IA Group is a finance company participating in both secured commercial and consumer lending. IA Group has an on balance sheet portfolio of over \$50 million and is involved in all aspects of the lending cycle including origination, underwriting, servicing, treasury and collections. The investment is in line with Resimac's diversification strategy and facilitates expansion into new secured asset classes.

The fair value of the purchase consideration is \$6.0m which resulted in the acquisition of two instruments:

- 60% interest in the equity interest in the IA Group; and
- An option to acquire the remaining 40% for additional consideration of \$8.0m

#### Purchase Consideration

|   | \$'000       |
|---|--------------|
| Base equity value for 60% of issued shares      | 5,812        |
| Option to acquire remaining 40%                 | 188          |
| <b>Consideration paid for shares and option</b> | <b>6,000</b> |

#### Consideration for Option

The option that entitles Resimac to acquire 40% for \$8.0m is recognised within equity at the fair value of the option in the consolidated financial statements. The option does not give rise to deferred or contingent consideration. Refer to note 20.2 for further details.

## Notes to the Consolidated Financial Statements

### Group Structure (for the year ended 30 June 2020)

The assets and liabilities recognised as a result of the acquisition are as follows:

|  | Fair value<br>\$'000 |
|--|----------------------|
| <b>Assets</b>                              |                      |
| Cash at bank                               | 1,087                |
| Trade and other receivables                | 175                  |
| Loans and advances                         | 54,085               |
| Other assets                               | 73                   |
| Plant and equipment                        | 494                  |
| Right-of-use assets                        | 191                  |
| Intangible assets                          | 114                  |
| <b>Total assets</b>                        | <b>56,219</b>        |
| <b>Liabilities</b>                         |                      |
| Trade and other payables                   | (1,295)              |
| Provisions                                 | (75)                 |
| Interest-bearing liabilities               | (54,001)             |
| Lease liability                            | (497)                |
| Deferred tax liability                     | (104)                |
| <b>Total liabilities</b>                   | <b>(55,972)</b>      |
| <b>Fair value of identified net assets</b> | <b>247</b>           |
| Less: Non-controlling interest             | (99)                 |
| Add: goodwill                              | 5,664                |
| <b>Cash consideration</b>                  | <b>5,812</b>         |

Subsequent to the acquisition accounting, goodwill becomes subject to impairment tests which are undertaken at least annually, or if and when there are indicators that goodwill maybe impaired.

#### Acquired loans receivable

The fair value of acquired loans receivables is \$54,085,000. The gross contractual amount for loans receivable due is \$54,580,000, with a loan loss provision of \$495,000 recognised on acquisition.

#### Accounting policy choice for non-controlling interests

The Group recognises non-controlling interests in an acquired entity either at fair value or at the non-controlling interest's proportionate share of the acquired entity's net identifiable assets. This decision is made on an acquisition-by-acquisition basis. For the non-controlling interests in IA Group, the Group elected to recognise the non-controlling interests at its proportionate share of the acquired net identifiable assets.

#### Revenue and profit contribution

IA Group contributed revenue of \$3,096,837 and net profit of \$247,940 to the Group for the period from 1 January to 30 June 2020.

If the acquisition had occurred on 1 July 2019, consolidated pro-forma revenue and profit for the year ended 30 June 2020 would have been \$6,242,015 and \$747,263 respectively.

#### Acquisition-related costs

Acquisition-related costs of \$134,975 not directly attributable to the acquisition are included in other expenses in the statement of profit or loss, and in operating cash flows in the statement of cash flows.

## Notes to the Consolidated Financial Statements

### Unrecognised Items for the year ended 30 June 2020

#### 26. Commitments & Contingencies

##### Group as lessor

##### Operating and finance lease commitments

|  | FY20<br>\$'000 | FY19<br>\$'000 |
|--|----------------|----------------|
| Within one year                                    | 393            | 622            |
| Greater than one year but not more than five years | 388            | 725            |
|  | <b>781</b>     | <b>1,347</b>   |

##### Recognition & Measurement

##### 26.1. Capital Commitments

The Directors were not aware of any capital commitments as at the end of the financial year or arising since balance date.

##### 26.2. Contingent Liabilities

##### Lease Guarantees

The Group has provided guarantees in respect of the leases over its premises of \$1,415,351 (FY19: \$931,921). The Directors were not aware of any other contingent liabilities as at the end of the financial year or arising since balance date.

## Notes to the Consolidated Financial Statements

### Unrecognised Items (for the year ended 30 June 2020)

#### 27. Subsequent Events

##### 27.1. Final Dividend Declared

The Board of Resimac Group Ltd declared a fully franked final dividend of \$0.018 per share. The Record Date is 28 August 2020. The payment date will be 25 September 2020. The dividend has not been provided for in this financial report.

Other than the above, there have been no circumstances arising since 30 June 2020 that have significantly affected or may significantly affect:

- The operations
- The results of those operations, or
- The state of affairs of Group in future financial years.

##### 27.2. Funding Programmes

The RESIMAC Bastille 2020-1NC transaction was settled on 30 July 2020 and is a domestic non-conforming issue with a total issuance size of \$1 billion equivalent.

## Notes to the Consolidated Financial Statements

### Other for the year ended 30 June 2020

#### 28. Auditor's Remuneration

|  | FY20<br>\$       | FY19<br>\$       |
|--|------------------|------------------|
| <b>Fees of the auditors of the Company for:</b>  |                  |                  |
| <b>Deloitte Touche Tohmatsu</b>  |                  |                  |
| Audit or review of the financial statements  | 915,864          | 995,729          |
| Statutory assurance services required by legislation to be provided by the auditor             |                  |                  |
| AFSL audit   | 13,650           | 7,350            |
| Other assurance and agreed-upon procedures under other legislation or contractual arrangements |                  |                  |
| RMBS issuance services   | 275,608          | 227,000          |
| Other services   |                  |                  |
| Other advisory services  | 174,704          | 30,000           |
| <b>Total remuneration of Deloitte Touche Tohmatsu</b>  | <b>1,379,826</b> | <b>1,260,079</b> |
| <b>Non Deloitte Touche Tohmatsu audit firms</b>  |                  |                  |
| Audit of the financial statements  | 10,000           | -                |
| Tax compliance   | 177,648          | 265,200          |
| Other advisory services  | 94,500           | -                |
| <b>Total remuneration of Non Deloitte Touche Tohmatsu audit firms</b>                          | <b>282,148</b>   | <b>265,200</b>   |

##### 28.1. Non-Audit Services

The auditor of the Group is Deloitte Touche Tohmatsu (Deloitte). It is the Group's policy to employ Deloitte on assignments additional to its statutory audit duties, in compliance with the Group's independence policies, where Deloitte's expertise and experience with the Group are important.

The total non-audit services fees of \$450,312 represents 32.6% of the total fees paid or payable to Deloitte and related practices for the year ended 30 June 2020 (FY19: \$257,000).

## Notes to the Consolidated Financial Statements

Other (for the year ended 30 June 2020)

### 29. Related Party Transactions

Balances and transactions between the Company and its subsidiaries, which are related parties of the Company, have been eliminated on consolidation and are not disclosed in this note. Details of transactions between the Group and other related parties are disclosed below.

#### Trading Transactions

During the year, Group entities entered into the following trading transactions with related parties that are not members of the Group:

|  | Revenue received |                | Expenses paid  |                |
|--|------------------|----------------|----------------|----------------|
|  | FY20<br>\$'000   | FY19<br>\$'000 | FY20<br>\$'000 | FY19<br>\$'000 |
| Associates of Resimac Group Ltd <sup>1</sup>                 | -                | -              | -              | (2,836)        |
| Amounts incurred to Director's related entities <sup>2</sup> | -                | -              | (123)          | (267)          |
|  | -                | -              | (123)          | (3,103)        |

1 Broker commission and sponsorship fees paid to Finsure Group, who ceased as an associate of the Group effective 17 September 2018.

2 Includes interest paid on debt securities on issue to Bermuda Commercial Bank Limited. This interest rate is charged at market related terms.

Sales to related parties occur at arm's length on commercial terms in the ordinary course of business in accordance with the terms and conditions outlined in the relevant commercial agreements with each party.

The following balances were outstanding at the end of the reporting period:

|   | Amounts owed by related parties |                | Amounts owed to related parties |                |
|---|---------------------------------|----------------|---------------------------------|----------------|
|   | FY20<br>\$'000                  | FY19<br>\$'000 | FY20<br>\$'000                  | FY19<br>\$'000 |
| Other related parties of Resimac Group Ltd <sup>1</sup>   | 13,176                          | 5,780          | -                               | -              |
| Amounts owing to Director's related entities <sup>2</sup> | -                               | -              | -                               | 2,400          |
|   | 13,176                          | 5,780          | -                               | 2,400          |

1 Includes residential mortgages to KMP or related parties lent in ordinary course of business at arm's lengths.

2 Debt securities on issue to Bermuda Commercial Bank Limited. Terms on this instrument are market related.

Amounts owed by related parties are secured and will be settled in cash. No guarantees have been given or received. No expense has been recognised in the current or prior years for bad or doubtful debts in respect of the amount owed by related parties.

#### Compensation of KMP

The remuneration disclosures of directors and other members of KMP during the year are provided in sections one to nine of the remuneration report on pages 12 to 23 of this financial report designated as audited and forming part of the directors' report.

The remuneration disclosures is for Resimac KMP only as presented in the Remuneration report.

| KMP compensation         | FY20<br>\$'000 | FY19<br>\$'000 |
|--------------------------|----------------|----------------|
| Short-term benefits      | 2,422,142      | 2,577,944      |
| Post-employment benefits | 102,087        | 127,138        |
| Long-term benefits       | 310,595        | 91,527         |
| Termination benefits     | -              | 302,058        |
| Share-based payments     | 346,928        | 44,882         |
|                          | 3,181,752      | 3,143,549      |

The remuneration of directors and KMP is determined by the Remuneration and Nomination Committee having regard to the performance of individuals and market trends.

## Notes to the Consolidated Financial Statements

### Other (for the year ended 30 June 2020)

### 30. Parent Disclosures

The parent Company of the Group, as at and throughout the financial year ended 30 June 2020, was Resimac Group Ltd.

Presented below is supplementary information about the parent entity.

| Statement of Financial Position              | FY20<br>\$'000 | FY19<br>\$'000 |
|--|----------------|----------------|
| <b>Assets</b>                                |                |                |
| Current                                      | 39,745         | 28,175         |
| Non-current                                  | 201,385        | 188,475        |
|  | <b>241,130</b> | 216,650        |
| <b>Liabilities</b>                           |                |                |
| Current                                      | 34,946         | 13,841         |
| Non-current                                  | 65,876         | 47,462         |
|  | <b>100,822</b> | 61,303         |
| <b>Net Assets</b>                            | <b>140,308</b> | 155,347        |
| <b>Equity</b>                                |                |                |
| Issued capital                               | 182,072        | 180,545        |
| Reserves                                     | 485            | 88             |
| Accumulated losses                           | (42,249)       | (25,286)       |
|  | <b>140,308</b> | 155,347        |
| <b>Attributable to members of the parent</b> |                |                |
| Profit after tax                             | (5,659)        | 6,797          |
| Total comprehensive income for the period    | (5,659)        | 6,797          |

#### 30.1. Guarantees, Contingent Liabilities & Contingent Assets

At 30 June 2020, there are no financial guarantees, contingent assets or contingent liabilities (FY19: nil).

#### 30.2. Accounting Policies

The accounting policies of the parent entity, which have been applied in determining the financial information shown above, are the same as those applied in the consolidated financial statements except as set out above. The significant accounting policies relating to the Group are used throughout this financial report.

### 31. Share-Based Payments

#### 31.1. Employee Share Option Plan of the Company

The Company has a share option scheme (pursuant to the Resimac Group Employee Share Option and Rights Plan) for senior employees of the Company. In accordance with the terms of the Plan, as approved by shareholders at the 2017 Annual General Meeting, senior employees may be granted options to purchase ordinary shares.

Each employee share option converts into one ordinary share of the Company on exercise. No amounts are paid or payable by the recipient on receipt of the option. The options carry neither rights to dividends nor voting rights. Options may be exercised at any time from the date of vesting to the date of their expiry.

#### Long-Term Incentive (LTI#1) Share Options - CEOs

Resimac offered the joint CEOs Scott McWilliam and Mary Ploughman (ceased employment on 17 July 2019) the opportunity to purchase 1,800,000 share options vesting in three equal tranches on each anniversary of the grant date. The options were granted on 18 August 2017 and all options vest within 12 months, 24 months and 36 months of respective grant date associated with each tranche. The options expire within 36 months of their vesting, or one month after resignation, whichever is the earlier. The sole vesting condition of the options is the employees remain employed with the Company to the respective vesting date associated with each tranche.

The tranche 3 shares for Mary Ploughman expired due to her cessation of employment on 17 July 2019. The expiry dates of her tranche 1 and 2 were revised to 17 July 2020 by the Board.

#### Long-Term Incentive (LTI#2) Share Options – CEO and GMs

Under the Group's LTI share options and rights plan, the CEO and GMs receive options over ordinary shares and a potential cash component of \$2.4m.

The options were granted on 15 August 2019 and the vesting date for all options is 31 August 2022, subject to the Group achieving Net Profit After Tax (NPAT) performance hurdles, digital transformation hurdles, compliance hurdles and remaining employed with the Group until the vesting date.

Since the current reporting period, the LTI#1 and LTI#2 are administered by The Trustee for the Resimac Group Limited Employee Share Trust. The trust is consolidated in accordance with note 24. The trustee subscribes for the shares issued by the Group and allocates to the employees on exercise of options. Shares held by the trust and not yet allocated to employees at the end of the reporting period are shown as treasury shares in the financial statements. No treasury shares were held at 30 June 2020.

The fair value of share options under LTI#1 and LTI#2 is recognised as an employee benefits expense with a corresponding increase in equity. The total expense is recognised over the vesting period, which is the period over which all of the specified vesting conditions are to be satisfied. At the end of each period, the Group revises its estimates of the number of options that are expected to vest based on the non-market vesting and service conditions. It recognises the impact of the revision to original estimates, if any, in the consolidated statement of profit or loss with a corresponding adjustment to equity.

The fair value of the amounts payable to CEO and GMs in respect of cash component is recognised as an expense with a corresponding increase in liabilities, over the vesting period. The liabilities are remeasured to fair value at each reporting date and are presented as employee benefit obligations in the consolidated statement of financial position.

The table below provides the details of options issued on 18 August 2017 and 15 August 2019:

| Acquired by      | Number of options | Tranche   | Grant date | Fair value at grant date (\$) | Exercise price of option (\$) | Vesting date | Expiry date | Options forfeited | Options exercised | Number of options held at 30 June 2020 | Number of options vested at 30 June 2020 | Number of options unvested at 30 June 2020 |
|------------------|-------------------|-----------|------------|-------------------------------|-------------------------------|--------------|-------------|-------------------|-------------------|--|--|--|
| McWilliam, Scott | 300,000           | Tranche 1 | 18-8-2017  | 0.07                          | 0.55                          | 1-7-2018     | 30-6-2021   | -                 | -                 | 300,000                                | 300,000                                  | -  |
| McWilliam, Scott | 300,000           | Tranche 2 | 18-8-2017  | 0.08                          | 0.55                          | 1-7-2019     | 30-6-2022   | -                 | -                 | 300,000                                | 300,000                                  | -  |
| McWilliam, Scott | 300,000           | Tranche 3 | 18-8-2017  | 0.09                          | 0.55                          | 1-7-2020     | 30-6-2023   | -                 | -                 | 300,000                                | -  | 300,000                                    |
| Ploughman, Mary  | 300,000           | Tranche 1 | 18-8-2017  | 0.07                          | 0.55                          | 1-7-2018     | 17-7-2020   | -                 | (300,000)         | -                                      | -  | -  |
| Ploughman, Mary  | 300,000           | Tranche 2 | 18-8-2017  | 0.08                          | 0.55                          | 1-7-2019     | 17-7-2020   | -                 | (300,000)         | -                                      | -  | -  |
| Ploughman, Mary  | 300,000           | Tranche 3 | 18-8-2017  | 0.09                          | 0.55                          | Expired      | Expired     | (300,000)         | -                 | -                                      | -  | -  |
| McWilliam, Scott | 300,000           | Tranche 1 | 15-8-2019  | 0.20                          | 0.65                          | 31-8-2022    | 30-6-2025   | -                 | -                 | 300,000                                | -  | 300,000                                    |
| McWilliam, Scott | 300,000           | Tranche 2 | 15-8-2019  | 0.20                          | 0.65                          | 31-8-2022    | 30-6-2025   | -                 | -                 | 300,000                                | -  | 300,000                                    |
| McWilliam, Scott | 300,000           | Tranche 3 | 15-8-2019  | 0.20                          | 0.65                          | 31-8-2022    | 30-6-2025   | -                 | -                 | 300,000                                | -  | 300,000                                    |
| GMs              | 1,000,000         | Tranche 1 | 15-8-2019  | 0.20                          | 0.65                          | 31-8-2022    | 30-6-2025   | (125,000)         | -                 | 875,000                                | -  | 875,000                                    |
| GMs              | 1,000,000         | Tranche 2 | 15-8-2019  | 0.20                          | 0.65                          | 31-8-2022    | 30-6-2025   | (125,000)         | -                 | 875,000                                | -  | 875,000                                    |
| GMs              | 1,000,000         | Tranche 3 | 15-8-2019  | 0.20                          | 0.65                          | 31-8-2022    | 30-6-2025   | (125,000)         | -                 | 875,000                                | -  | 875,000                                    |
|                  | <b>5,700,000</b>  |           |            |                               |                               |              |             | <b>(675,000)</b>  | <b>(600,000)</b>  | <b>4,425,000</b>                       | <b>600,000</b>                           | <b>3,825,000</b>                           |

### 31.2. Fair Value of Options

The primary valuation approach we have considered for the valuations is the Black-Scholes method, which entails the determination of the value of the options using comparable market equivalent information. In determining the fair value of each of the share options, a number of statistical and probability based calculations have been considered.

The following table lists the inputs to the model used:

| Grant date | Tranche   | Grant date share price (\$) | Exercise price (\$) | Term (years) | Annual volatility | Risk-free interest rate | Dividend yield | Call option value | Issued options |
|------------|-----------|-----------------------------|---------------------|--------------|-------------------|-------------------------|----------------|-------------------|----------------|
| 18-8-2017  | Tranche 1 | 0.47                        | 0.55                | 3.9          | 30-35%            | 2.00%                   | 3.23%          | \$0.06-\$0.08     | 600,000        |
| 18-8-2017  | Tranche 2 | 0.47                        | 0.55                | 4.9          | 30-35%            | 2.15%                   | 3.23%          | \$0.07-\$0.09     | 600,000        |
| 18-8-2017  | Tranche 3 | 0.47                        | 0.55                | 5.9          | 30-35%            | 2.26%                   | 3.23%          | \$0.08-\$0.10     | 600,000        |
| 15-8-2019  | Tranche 1 | 0.76                        | 0.65                | 5.9          | 25-30%            | 0.75%                   | 2%             | \$0.18-\$0.21     | 300,000        |
| 15-8-2019  | Tranche 2 | 0.76                        | 0.65                | 5.9          | 25-30%            | 0.75%                   | 2%             | \$0.18-\$0.21     | 300,000        |
| 15-8-2019  | Tranche 3 | 0.76                        | 0.65                | 5.9          | 25-30%            | 0.75%                   | 2%             | \$0.18-\$0.21     | 300,000        |
| 15-8-2019  | Tranche 1 | 0.76                        | 0.65                | 5.9          | 25-30%            | 0.75%                   | 2%             | \$0.18-\$0.21     | 1,000,000      |
| 15-8-2019  | Tranche 2 | 0.76                        | 0.65                | 5.9          | 25-30%            | 0.75%                   | 2%             | \$0.18-\$0.21     | 1,000,000      |
| 15-8-2019  | Tranche 3 | 0.76                        | 0.65                | 5.9          | 25-30%            | 0.75%                   | 2%             | \$0.18-\$0.21     | 1,000,000      |

## Notes to the Consolidated Financial Statements

Other (for the year ended 30 June 2020)

### 31.3. Movements in Share Options During the Period

The following reconciles the share options outstanding at the beginning and the end of the period:

|                                     | Number of LTI options<br>LTI#1 | Number of LTI options<br>LTI#2 | Number of LTI options<br>Total | Weighted average fair value \$<br>LTI#1 | Weighted average fair value \$<br>LTI#2 |
|-------------------------------------|--------------------------------|--------------------------------|--------------------------------|---|---|
| Unvested options at 1 July 2019     | 1,200,000                      | -                              | 1,200,000                      | 0.09                                    | -                                       |
| Vested options at 1 July 2019       | 600,000                        | -                              | 600,000                        | 0.07                                    | -                                       |
| <b>Options held at 1 July 2019</b>  | <b>1,800,000</b>               | <b>-</b>                       | <b>1,800,000</b>               | <b>0.08</b>                             | <b>-</b>                                |
| Granted during the year             | -                              | 3,900,000                      | 3,900,000                      | -                                       | 0.20                                    |
| Exercised during the year           | (600,000)                      | -                              | (600,000)                      | 0.55                                    | -                                       |
| Forfeited during the year           | (300,000)                      | (375,000)                      | (675,000)                      | 0.09                                    | -                                       |
| Unvested options at 30 June 2020    | 300,000                        | 3,525,000                      | 3,825,000                      | 0.09                                    | 0.20                                    |
| Vested options at 30 June 2020      | 600,000                        | -                              | 600,000                        | 0.08                                    | -                                       |
| <b>Options held at 30 June 2020</b> | <b>900,000</b>                 | <b>3,525,000</b>               | <b>4,425,000</b>               | <b>0.08</b>                             | <b>0.20</b>                             |

### 31.4. Share Options Exercised During the Period

The Trustee for the Resimac Group Limited Employee Share Trust subscribed for 600,000 fully paid ordinary shares issued by the Group at a subscription price of \$0.85 per share, being the volume weighted average price of shares at the close of trading over a 5 day trading period up to and including 11 May. Shares held by the trustee were allocated to Mary Ploughman on her exercise of tranche 1 and tranche 2 share options on 13 May 2020.

## 32. Other Accounting Policies

### 32.1. Application of New & Revised Accounting Standards

#### a) New and amended standards adopted by the Group

##### (i) AASB 16 Leases

In the current year, the Group has applied AASB 16 Leases (AASB 16) that is effective for annual periods that begin on or after 1 July 2019.

AASB 16 introduces new or amended requirements with respect to lease accounting. It introduces significant changes to the lessee accounting by removing the distinction between operating and finance leases and requiring the recognition of a right-of-use asset and a lease liability at the lease commencement for all leases, except for short-term leases and leases of low value assets. In contrast to lessee accounting, the requirements for lessor accounting have remained largely unchanged. Details of these requirements and the impact of the adoption of AASB 16 on the Group's consolidated financial statements are described below.

#### Impact of the new definition of a lease

The Group has made use of the practical expedient available on transition of AASB 16 not to reassess whether a contract is or contains a lease. Accordingly, the definition of a lease in accordance with AASB 117 and IFRIC 4 will continue to be applied to leases entered into or modified before 1 July 2019.

The change in definition of a lease mainly relates to the concept of control. AASB 16 determines whether a contract contains a lease on the basis of whether the customer has the right to control the use of an identified asset for a period of time in exchange for consideration.

The Group applies the definition of a lease and related guidance set out in AASB 16 to all lease contracts entered into or modified on or after 1 July 2019. The Group notes that the new definition in AASB 16 will not change significantly the scope of contracts that meet the definition of a lease for the Group.

On 1 July 2019 (the date of initial application of AASB 16), the Group has applied AASB 16 using the modified retrospective approach, under which the cumulative effect of initial application is recognised in retained earnings at 1 July 2019. Accordingly, the comparative information presented for 2019 has not been restated i.e. it is presented as previously reported, under AASB 117 and related Interpretations. The details of the changes in accounting policies are disclosed below:

#### Impact on lessee accounting

AASB 16 changes how the Group accounts for leases previously classified as operating leases under AASB 117, which were off balance sheet.

Applying AASB 16, for all leases, the Group:

- Recognise right-of-use assets and lease liabilities in the consolidated statement of financial position, initially measured at the present value of the future lease payments;
- Recognise depreciation of right-of-use assets and interest on lease liabilities in the consolidated statement of profit or loss;
- Separate the total amount of cash paid into a principal portion (presented within financing activities) and interest (presented within operating activities) in the consolidated cash flow statement.

Lease incentives (e.g. rent-free period) will be recognised as part of the measurement of the right-of-use assets and lease liabilities whereas under AASB 117 they resulted in the recognition of a lease liability incentive, amortised as a reduction of rental expenses on a straight-line basis.

Under AASB 16, right-of-use assets are tested for impairment in accordance with AASB 136. This replaces the previous requirements to recognise a provision for onerous lease contracts.

## Notes to the Consolidated Financial Statements

### Other (for the year ended 30 June 2020)

For short-term leases (lease term of 12 months or less) and leases of low-value assets, the Group has opted to recognise a lease expense on a straight-line basis as permitted by AASB 16.

The right-of-use assets recognised under AASB 16 is an intangible asset, and hence excluded from the Group's net tangible assets, despite the related lease liability being included as reduction in the net tangible assets calculation.

#### Transition

The Group leases offices previously classified as operating leases under AASB 117. The lease term is between 3 to 8 years with, in some cases, options to extend. This has been accounted for in determining the minimum lease payments. The Group's obligations are secured by the lessor's title to the leased assets for such leases.

At transition, for leases previously classified as operating leases under AASB 117, lease liabilities were measured at present value of the remaining lease payments, discounted at the Group's incremental borrowing rate as at 1 July 2019.

The weighted average borrowing rate applied is 4%. The Group has applied the approach of measuring right-of-use assets at an amount equal to the lease liability, adjusted by the amount of any prepaid or accrued lease payments.

The Group used the following practical expedients when applying AASB 16 to leases previously classified as operating leases under AASB 117.

- Excluded initial direct costs from measuring the right-of-use asset at the date of initial application
- Used hindsight when determining the lease term if the contract contains options to extend or terminate the lease
- Not to separate non-lease components from lease components and instead account for each component and any associated non-lease components as a single lease component
- Applied a single discount rate to a portfolio of leases with reasonably similar characteristics

Below is the financial impact on transition to AASB 16 as at 1 July 2019:

|  | Under AASB 17<br>\$'000 | Under AASB 16<br>\$'000 | Financial impact<br>\$'000 |
|--|-------------------------|-------------------------|----------------------------|
| Right-of-use assets                            | -                       | 13,230                  | 13,230                     |
| Lease liabilities*                             | (276)                   | (13,990)                | (13,714)                   |
| Tax effect of the above                        | -                       | 145                     | 145                        |
| <b>Adjustment to opening retained earnings</b> |                         |                         | <b>(339)</b>               |

\*The 30 June 2019 lease liability is within trade and other payables.

#### Impact on lessor accounting

AASB 16 does not change substantially how a lessor accounts for leases. Under AASB 16, a lessor continues to classify leases as either finance leases or operating leases and account for those two types of leases differently.

Under AASB 16, an intermediate lessor accounts for the head lease and the sublease as two separate contracts.

The intermediate lessor is required to classify the sublease as a finance or operating lease by reference to the right-of-use asset arising from the head lease (and not by reference to the underlying asset as was the case under AASB 117).

The Group did not need to make any adjustments to the accounting for assets held as lessor under operating leases as a result of the adoption of AASB 16.

In the current year, the Group has applied a number of amendments to AASB Standards and Interpretations issued by the AASB that are effective for an annual period that begins on or after 1 July 2019. Their adoption has not had any material impact on the disclosures or on the amount reported in these financial statements.

#### AASB 2017-6 Amendments to Australian Accounting Standards - Prepayment Features with Negative Compensation

The Group has adopted the amendments to AASB 9 for the first time in the current year. The amendments to AASB 9 clarify that for the purpose of assessing whether a prepayment feature meets the 'solely payments of principal and interest' (SPPI) condition, the party exercising the option may pay or receive reasonable compensation for the prepayment irrespective of the reason for prepayment. In other words, financial assets with prepayment features with negative compensation do not automatically fail SPPI.

#### Interpretation 23 Uncertainty over Income Tax Treatments

The Group has adopted IFRIC 23 for the first time in the current year. IFRIC 23 sets out how to determine the accounting tax position when there is uncertainty over income tax treatments. The Interpretation requires the Group to:

- determine whether uncertain tax positions are assessed separately or as a group; and

- assess whether it is probable that a tax authority will accept an uncertain tax treatment used, or proposed to be used, by an entity in its income tax filings:

- ♦ If yes, the Group should determine its accounting tax position consistently with the tax treatment used, or proposed to be used, by an entity in its income tax filings.
- ♦ If no, the entity should reflect the effect of uncertainty in determining its accounting tax position using either the most likely amount or the expected value method.

#### AASB 2018-1 Amendments to Australian Accounting standards - Annual Improvements 2015 - 2017 Cycle

##### AASB 112 Income Taxes

The amendments clarify that an entity should recognise the income tax consequences of dividends in profit or loss, other comprehensive income or equity according to where the entity originally recognised the transactions that generated the distributable profits.

##### AASB 123 Borrowing Costs

The amendment clarifies that if any specific borrowing remains outstanding after the related asset is ready for its intended use or sale, that borrowing becomes part of the funds that an entity borrows generally when calculating the capitalisation rate on general borrowing. This is the case irrespective of whether different tax rates apply to distributed and undistributed profits.

## Notes to the Consolidated Financial Statements

Other (for the year ended 30 June 2020)

### b) New and revised accounting standards and interpretations on issue but not yet effective

Certain new accounting standards and interpretations have been published that are not mandatory for 30 June 2020 reporting periods and have not been early adopted by the Group. The Group's assessment of the impact of these new standards and interpretations are set out below. These standards are not expected to have a material impact on the financial statements of the Group in future periods.

| Standard/amendment   | Effective for annual reporting periods beginning on or after |
|--|--|
| AASB 2018-6 Amendments to Australian Accounting Standards – Definition of a Business               | 1 January 2020   |
| AASB 2018-7 Amendments to Australian Accounting Standards – Definition of Material                 | 1 January 2020   |
| AASB 2019-1 Amendments to Australian Accounting Standards – References to the Conceptual Framework | 1 January 2020   |
| AASB 17 Insurance contracts  | 1 January 2021 (likely to be extended to 1 January 2022)     |

#### AASB 2018-6 Amendments to Australian Accounting Standards – Definition of a Business

Amends AASB 3 *Business Combinations* to clarify the definition of a business, with the objective of assisting entities to determine whether a transaction should be accounted for as a business combination or as an asset acquisition.

The amendments:

- Clarify that to be considered a business, an acquired set of activities and assets must include, at a minimum, an input and a substantive process that together significantly contribute to the ability to create outputs.
- Remove the assessment of whether market participants are capable of replacing any missing inputs or processes and continuing to produce outputs.

- Add guidance and illustrative examples to help entities assess whether a substantive process has been acquired.
- Narrow the definitions of a business and outputs by focusing on goods and services provided to customers and by removing the reference to an ability to reduce costs.
- Add an optional concentration test that permits a simplified assessment of whether an acquired set of activities and assets is not a business.

The amendments are applied prospectively to all business combinations and asset acquisitions for which the acquisition date is on or after the first annual reporting period beginning on or after 1 January 2020, with early application permitted.

#### AASB 2018-7 Amendments to Australian Accounting Standards – Definition of Material

Make amendments intended to address concerns that the wording in the definition of 'material' was different in the *Conceptual Framework for Financial Reporting*, AASB 101 *Presentation of Financial Statements* and AASB 108 *Accounting Policies, Changes in Accounting Estimates and Errors*.

The amendments address these concerns by:

- Replacing the term 'could influence' with 'could reasonably be expected to influence'.
- Including the concept of 'obscuring information' alongside the concepts of 'omitting' and 'misstating' information in the definition of material.
- Clarifying that the users to which the definition refers are the primary users of general purpose financial statements referred to in the *Conceptual Framework*
- Aligning the definition of material across Australian Accounting Standards and other publications.

The amendments are applied prospectively for annual periods beginning or after 1 January 2020, with earlier application permitted.

#### AASB 2019-1 Amendment to Australian Accounting Standards – References to the Conceptual Framework

Makes amendments to various Accounting Standards to reflect the issue of the revised *Conceptual Framework for Financial Reporting*. This Standard updates references to, or quotations from, previous versions of the Framework contained in many Accounting Standards.

This amending Standard applies to for-profit sector entities that have public accountability and are required by legislation to comply with Australian Accounting Standards and other for-profit entities that elect to apply the *Conceptual Framework*. The amendments are effective for annual periods beginning on or after 1 January 2020 with early application permitted.

#### AASB 17 Insurance Contracts

AASB 17 establishes the principles for the recognition, measurement, presentation and disclosure of insurance contracts and supersedes AASB 4 *Insurance contracts*.

AASB 17 outlines a general model, which is modified for insurance contracts with direct participation features described as the variable fee approach. The general model is simplified if certain criteria are met by measuring the liability for remaining coverage using the premium allocation approach.

The general model uses current assumptions to estimate the amount, timing and uncertainty of future cash flows and it explicitly measures the cost of that uncertainty. It takes into account market interest rates and the impact of policyholder's options and guarantees.

The Standard is effective for annual reporting periods beginning or after 1 January 2021, with early application permitted. It is applied retrospectively unless impracticable, in which case the modified retrospective approach or the fair value approach is applied. An exposure draft *Amendments to AASB 17* addresses concerns and implementation challenges that were identified after AASB 17 was published. One of the main changes proposed is the deferral of the date of initial application of AASB 17 by one year to annual periods beginning or after 1 January 2022. The impact of the new standard on the Group's financial statements has not yet been determined.

## Notes to the Consolidated Financial Statements Other (for the year ended 30 June 2020)

### 32.2. Goods & Services Tax (GST)

Revenues, expenses and assets are recognised net of the amount of GST except:

- where the GST incurred on a purchase of goods and services is not recoverable from the taxation authority, in which case the GST is recognised as part of the costs of acquisition of the asset or as part of the expense item as applicable; and
- receivables and payables which are stated with the amount of GST included.

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

Cash flows are included in the statement of cash flows 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.

Commitments and contingencies are disclosed net of the amount of GST recoverable from, or payable to, the taxation authority.

## Directors' Declaration

### Resimac Group Ltd and its Controlled Entities

The directors declare that:

- a. 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
- b. in the directors' opinion, the attached financial statements are in compliance with Australian Accounting Standards as stated in the financial statements;
- c. in the directors' opinion, the attached financial statements and notes thereto are in accordance with the *Corporations Act 2001*, including compliance with accounting standards and giving a true and fair view of the financial position and performance of the consolidated entity and the Company; and
- d. the directors have been given the declarations required by s295.A of the *Corporations Act 2001*.

Signed in accordance with a resolution of the directors pursuant to s295(5) of the *Corporations Act 2001*.

On behalf of the Directors



**Warren McLeland**

Chairman

Sydney

25 August 2020

# Independent Auditor's Declaration

## Resimac Group Ltd and its Controlled Entities

# Deloitte.

Deloitte Touche Tohmatsu  
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The Board of Directors  
Delarey Nell  
Partner  
Chartered Accountants

25 August 2020

Dear Board Members

### Auditor's Independence Declaration to Resimac Group Limited

In accordance with section 307C of the Corporations Act 2001, I am pleased to provide the following declaration of independence to the directors of Resimac Group Limited and its controlled entities.

As lead audit partner for the audit of the financial report of Resimac for the year ended 30 June 2020, I declare that to the best of my knowledge and belief, there have been no contraventions of:

- (i) the auditor independence requirements of the Corporations Act 2001 in relation to the audit; and
- (ii) any applicable code of professional conduct in relation to the audit.

Yours faithfully

*DELOITTE TOUCHE TOHMATSU*

DELOITTE TOUCHE TOHMATSU

*DNell*

Delarey Nell  
Partner  
Chartered Accountants

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# Independent Auditor's Report

## Resimac Group Ltd and its Controlled Entities

# Deloitte.

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### Independent Auditor's Report to the Members of Resimac Group Limited

#### Report on the Audit of the Financial Report

##### Opinion

We have audited the financial report of Resimac Group Limited (the "Entity") and its subsidiaries (the "Group") which comprises the consolidated statement of financial position as at 30 June 2020, the consolidated statement of profit or loss, the consolidated statement of comprehensive income, the consolidated statement of changes in equity and the consolidated statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies and other explanatory information, and the directors' declaration.

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

- (i) giving a true and fair view of the Group's financial position as at 30 June 2020 and of their financial performance for the year then ended; and
- (ii) complying with Australian Accounting Standards 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 auditor independence requirements of the *Corporations Act 2001* and the ethical requirements of the Accounting Professional & 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 confirm that the independence declaration required by the *Corporations Act 2001*, which has been given to the directors of the Company, would be in the same terms if given to the directors as at the time of this auditor's report.

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

##### Key Audit Matters

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the financial report for the current period. These matters were addressed in the context of our audit of the financial report as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

| Key Audit Matter   | How the scope of our audit responded to the Key Audit Matter   |
|--|--|
| <b>Loan Loss Provisioning under AASB 9 Financial Instruments</b>   | Our procedures in conjunction with our specialists included, but were not limited to:                    |
| As at 30 June 2020 the Group has recognised provisions amounting to \$36.7m for impairment losses on loans and | - Assessing whether the model adequately addresses the requirements of the relevant accounting standard; |

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|--|---|
| <p>advances held at amortised cost in accordance with the Expected Credit Loss (ECL) model as disclosed in note 6.</p> <p>Significant management judgement was necessary in determining expected credit losses, including:</p> <ul style="list-style-type: none"> <li>- Assumptions used in the ECL model such as the identification of exposures with a significant movement in credit quality to determine whether 12-month or lifetime ECL should be recognised, probability of default, loss given default and other macroeconomic factors disclosed in Note 22 and 23; and</li> <li>- The application of the requirements of AASB 9 as reflected in the Group's ECL model particularly in light of the current economic environment following the outbreak of COVID-19.</li> </ul>  | <ul style="list-style-type: none"> <li>- Evaluating management's assessment of the impact of COVID-19 on the loan portfolio and hence the estimate of ECL;</li> <li>- Testing, on a sample basis, individual exposures to determine if they are classified into appropriate default stages and aging buckets for the purpose of determining impairment loss provision;</li> <li>- Independently develop a model, using inputs and assumptions applied by management, to assess the reasonableness of assumptions driving probabilities of default (PD), Loss Given Default (LGD) and Exposure at Default (EAD); and</li> <li>- Assessing reasonableness of management overlays to the modelled collective provision by taking into account recent history and performance of the relevant portfolios.</li> </ul> <p>We also assessed the appropriateness of the disclosures within notes 6, 22 and 23 of the financial statements.</p>  |
| <p><b>Goodwill Impairment Assessment</b></p> <p>As at 30 June 2020, the group has a goodwill balance of \$27.4 million as disclosed in note 11.</p> <p>In accordance with AASB 136 <i>Impairment of Non-Current Assets</i>, cash-generating units (CGU) to which goodwill is allocated are required to be tested for impairment at least annually by comparing the CGU's carrying value with its recoverable amount.</p> <p>Significant management judgement is required in determining recoverable amount of the CGU including, but not limited to the:</p> <ul style="list-style-type: none"> <li>- Identification of appropriate Cash Generating Units (CGU) to which goodwill is allocated for the purpose of impairment testing;</li> <li>- Selection of appropriate valuation methodology; and</li> <li>- Determination of assumptions and estimates in the valuation methodology, in particular those affected by current economic conditions following the outbreak of COVID-19 such as control premium and price-earnings multiples.</li> </ul> | <p>In conjunction with our valuation specialists, our procedures included, but were not limited to:</p> <ul style="list-style-type: none"> <li>- Evaluating the appropriateness of management's identification of the Group's CGUs and testing of key controls over the impairment assessment process, including the identification of indicators of impairment such as the carrying value exceeding the market capitalisation;</li> <li>- Assessing appropriateness of the valuation methodology applied in determining the recoverable amount of the CGU;</li> <li>- Assessing the reasonableness of the key assumptions used by management in the impairment model and whether they are suitably adjusted to reflect the current economic environment especially in light of COVID-19; and</li> <li>- Testing the mathematical accuracy of the impairment model.</li> </ul> <p>We also assessed the appropriateness of the disclosures in note 11 in the financial statements.</p> |
| <p><b>Future trailing commissions</b></p> <p>As at 30 June 2020, the net present value of future trailing commissions receivable (contract asset) and payable by the Group is \$41.9 million and \$20.8 million respectively as disclosed in Note 1 and 15.</p> <p>The determination of the net present value</p>  | <p>Our procedures included, but were not limited to:</p> <ul style="list-style-type: none"> <li>- Challenging the reasonableness of management's assumptions applied, including discount rate and the run-off; and</li> <li>- Independently recalculating the NPV model using the inputs and assumptions applied by management, to recalculate the valuation of trail commission receivable and payable. This was compared to management's valuation, in</li> </ul>   |

# Independent Auditor's Report

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| of trailing commissions required management to exercise judgement with regard to the selection of the discount rate, run off rates applied to the model. | order to test the integrity and mathematical accuracy of management's model;<br><br>We also assessed the appropriateness of the notes 1 and 15 of the financial statements |
|--|--|

### Other Information

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 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 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 Company are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards and the *Corporations Act 2001* and for such internal control as the directors determine is necessary to enable the preparation of the financial report that 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 ability of the Group 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 has 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.

As part of an audit in accordance with the Australian Auditing Standards, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial report, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.

# Independent Auditor's Report

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- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial report or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial report, including the disclosures, and whether the financial report represents the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the financial report. We are responsible for the direction, supervision and performance of the Group's audit. We remain solely responsible for our audit opinion.

We communicate with the directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, actions taken to eliminate threats or safeguards applied.

From the matters communicated with the directors, we determine those matters that were of most significance in the audit of the financial report of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

### Report on the Remuneration Report

#### Opinion on the Remuneration Report

We have audited the Remuneration Report included in pages 12 to 24 of the Directors' Report for the year ended 30 June 2020.

In our opinion, the Remuneration Report of the Resimac Group Limited, for the year ended 30 June 2020, complies with section 300A of the *Corporations Act 2001*.

#### Responsibilities

The directors of the Company are responsible for the preparation and presentation of the Remuneration Report in accordance with section 300A of the *Corporations Act 2001*. Our responsibility is to express an opinion on the Remuneration Report, based on our audit conducted in accordance with Australian Auditing Standards.

DELOITTE TOUCHE TOHMATSU

DELOITTE TOUCHE TOHMATSU



Delarey Nell  
Partner  
Chartered Accountants  
Sydney, 25 August 2020

Resimac has both independent internal and external audit functions to ensure the governance framework we are working towards is being followed.

The Board has adopted a Risk Appetite Statement and operational risk register with key risk metrics to ensure appropriate controls are in place.

# Environment, Social & Governance

## Policies & Activities

Resimac acknowledges that its approach to its Environmental, Social and Governance responsibilities is a key factor for many customers, investors and our employees.

As a business, we are and will continue to incorporate ESG into our culture and our strategy; we will work together to enhance our effectiveness; we will provide appropriate disclosures and we will report our activities and progress.

Further details of our ESG practices can be found in our Corporate Governance Statement and the Environmental, Social and Governance Statement located on our website.

### Environment

As a leading mortgage provider, we understand the importance of supporting the environment and are committed to this by:

- ✓ Being Carbon Conscious. For every loan settled, Resimac plants a Mallee Eucalypt tree. Since 2010 Resimac has planted over 35,000 trees, contributing to a more sustainable environment.
- ✓ Using a digital and paperless loan origination process for customers.
- ✓ Reducing the number of printers and continually reducing the need for paper and printable matter.
- ✓ Recycling consumables and equipment in the office, complemented by recycling facilities for employees. This Annual Report has been printed on recycled paper.
- ✓ Installing sensor lights and LED lighting within the office to reduce power consumption.



Since 2010,  
Resimac has  
planted over  
35,000 trees,  
contributing to a  
more sustainable  
environment.

### Social

Our social responsibilities extend across a range of groups, including our employees, customers, investors and the community.

It is paramount to the future of our business that our employees conduct themselves in a way which allows us to deliver great service to our customers and business partners, while displaying the Company's values of quality, passion, agility, respect, accountability, professionalism and integrity.

At Resimac, we recognise that an engaged team supports a successful business. We encourage work/life balance and offer a number of benefits such as: study support, a flexible day, "wellness" hours, an Employee Assistance Program, salary continuance insurance, and a paid Community Day that enables employees to participate in community activities with a charity of their choice.

With our customers, we strive to provide superior service throughout their journey with Resimac. As an entity that holds six credit licences and an Australian Financial Services Licence, we must ensure we comply with the Responsible Lending Conduct obligations, which we do through our Credit Committee, Board Risk and Compliance Committee, our Compliance Program, and Quality Assurance.

Who we partner with at Resimac is also key to our sustainability performance. Our responsible approach to procurement of suppliers allows us to manage and mitigate risk.

Supporting charities that closely align with our values is important to Resimac. We are proud to support multiple charities and community initiatives including:

- The Station
- Food Ladder
- Local support within the Philippines



## Food Ladder

Resimac is proud to support Food Ladder, a not-for-profit and global pioneer in the use of environmentally sustainable technologies to create food and economic security for remote communities. Food Ladder not only addresses food security, but it also creates employment and training opportunities for adults and education outcomes for children. Food Ladder systems have benefited 31,500 individuals, with 6,000 getting a consistent, significant part of their diet from Food Ladder. Furthermore, it has created 600 jobs.

Resimac offers both financial support and assistance with promoting awareness for the organisation. Additionally, we have launched a new charity ambassador program, whereby two employees will work closely with Food Ladder over 12 months to raise awareness and engagement internally and throughout the broader community.

## The Station Ltd

The Station is a not-for-profit drop-in centre established in 1978, located in the heart of the Sydney CBD. Its mission is to provide a range of services to adults having difficulty obtaining and sustaining accommodation as well as providing food.

Resimac has a team of volunteers who help with food service regularly, and we have a highly successful annual collection of personal and hygiene products. We have also supplied both dryers and washing machines. Due to restrictions imposed by COVID-19, we have been unable to assist with food service since February 2020.

## Philippines

Resimac, via a hosting company, employs 75 employees in Manila. We have undertaken various community-focussed activities in recent years to engage with employees and support them being active in their local communities. In 2020, we purchased masks, face shields and COVID-19 related matters.

Over the past few years, we have also participated in a number of programs, including:

- **Operation Smile** – a foundation that helps those born with a cleft palate. Our support allowed for two missions and 189 patients to be screened and treated.
- **Christmas baskets** – we prepared Christmas baskets containing rice, canned goods and groceries to help support the displaced Aetas indigenous tribe.
- **Gentle Hands & St Rita** – our employees volunteered their time to visit the orphanages, purchase food on behalf of Resimac, provide educational materials and organise activities with the children.



Our approach to sustainability commences with the servicing of our customers front of mind.

## Governance

**The Board, Risk Management and Compliance Framework**  
Resimac has a strong governance framework in place to ensure all regulatory obligations are adhered to in line with our licence requirements and our position as an ASX Listed entity.

There are a number of committees, policies and procedures in place to complement this framework including:

- Risk and Compliance Committee
- Audit Committee
- Assets and Liability Committee
- Pricing Committee
- Credit Committee
- WHS Committee
- AML Program
- Compliance Framework
- Enterprise Risk Framework
- Quality Assurance Program

Each Committee has a charter that sets out its responsibility and accountability and this charter is reviewed annually.

Resimac has both independent internal and external audit functions to ensure the governance framework we are working towards is being followed. The Board has adopted a Risk Appetite Statement and operational risk register with key risk metrics to ensure appropriate controls are in place.

In addition, Quality Assurance Reviews are undertaken on lending approvals by a team independent of the creditor assessors, with control testing and quarterly obligation attestations required by each department.

### Tax Obligations

We are committed to ensuring we meet our multi tax obligations which include income, fringe benefit, goods and services, payroll, stamp duty, etc, and have established a Board-approved Tax Risk Management Policy. Best tax practice, tax risk appetite metrics have been adopted.

# Shareholder Information

Additional information required by the ASX and not disclosed elsewhere in this report is set out below. The information is current as at 24 September 2020.

## a) Number of Holders of Equity Securities

**Ordinary Share Capital: 407,449,337** paid ordinary shares are held by 1,563 individual shareholders.

## b) Voting Rights

All issued ordinary shares carry one vote for each member present at the meeting on a show of hands and on a poll each member is entitled to one vote for every ordinary share held.

## c) Distribution of Members & their Holdings

The number of equity securities by size of holding is set out below:

| Range             | Total Holders | Units              | % Units       |
|-------------------|---------------|--------------------|---------------|
| 1 to 1,000        | 349           | 192,780            | 0.05          |
| 1,001 to 5,000    | 550           | 1,502,535          | 0.37          |
| 5,001 to 10,000   | 202           | 1,605,458          | 0.39          |
| 10,001 to 100,000 | 363           | 12,339,848         | 3.03          |
| 100,001 and over  | 99            | 391,808,716        | 96.16         |
| <b>Total</b>      | <b>1,563</b>  | <b>407,449,337</b> | <b>100.00</b> |

| Unmarketable Parcel                          | Minimum Parcel Size | Holders | Units |
|--|---------------------|---------|-------|
| Minimum \$500.00 parcel at \$1.3700 per unit | 365                 | 100     | 6,962 |

## d) Substantial Shareholders

The names of the substantial shareholders of the Company and the number of equity securities in which they have a relevant interest as disclosed in substantial shareholding notices given to the Company are set out below:

| Size of Holdings  | No. of Shares | %     |
|---|---------------|-------|
| Somers Limited, ICM Limited, UIL Limited, Permanent Investments Limited, Somers Isles Private Trustee Company Limited, and each other entity controlled by Duncan Saville | 246,757,304   | 61.91 |

## e) Twenty Largest Shareholders

The 20 largest shareholders of ordinary shares on the Company's register at 24 September 2020 were:

| Size of Holdings   | No. of Shares      | %            |
|--|--------------------|--------------|
| J P Morgan Nominees Australia Pty Limited                          | 154,206,997        | 37.85        |
| HSBC Custody Nominees (Australia) Limited                          | 125,891,131        | 30.90        |
| National Nominees Limited  | 14,793,724         | 3.63         |
| Motrose Pty Ltd  | 14,700,000         | 3.61         |
| Warren John McLeland   | 11,958,122         | 2.93         |
| Redbrook Nominees Pty Ltd  | 10,463,499         | 2.57         |
| Hartley Phillips Securities Pty Ltd (Hartley Phillips Inv Tst A/C) | 5,031,373          | 1.23         |
| Moat Investments Pty Ltd (Moat Investment A/C)                     | 4,048,624          | 0.99         |
| National Nominees Limited (DB A/C)                                 | 3,522,285          | 0.86         |
| Westpac Banking Corporation  | 2,493,130          | 0.61         |
| Citicorp Nominees Pty Limited                                      | 2,462,439          | 0.60         |
| Peterlyn Pty Ltd (Salmon Family A/C)                               | 2,068,000          | 0.51         |
| Tico Pty Ltd (TA Holmes Family Fund A/C)                           | 1,623,944          | 0.40         |
| Torryburn Pty Ltd (Torryburn Super Fund A/C)                       | 1,612,119          | 0.40         |
| Redbrook Nominees Pty Ltd  | 1,539,183          | 0.38         |
| RSJSDS Pty Ltd (Salmon Super Fund A/C)                             | 1,385,100          | 0.34         |
| Redbrook Nominees Pty Ltd  | 1,258,355          | 0.31         |
| High Pass Holdings Pty Ltd (High Pass Hldgs P/L Sup A/C)           | 1,191,687          | 0.29         |
| Mast Financial Pty Ltd (A to Z Investment A/C)                     | 1,068,558          | 0.26         |
| Michael Jefferies & Julie Jefferies (The Jefferies Super Fund A/C) | 1,055,667          | 0.26         |
| <b>Total</b>   | <b>362,373,937</b> | <b>88.94</b> |

# Managing Your Shareholding

The Company's share registry is managed by Computershare Investor Services Pty Limited (Computershare).

The Investor Centre website is the fastest, easiest and most convenient way to view and manage your shareholding. Investor Centre enables a shareholder to:

- ✓ view the Company share price;
- ✓ change your banking details;
- ✓ change your address (for non-CHESS sponsored holdings);
- ✓ update your dividend instruction;
- ✓ update your Tax File Number (TFN), Australian Business Number (ABN) or exemption;
- ✓ select your email and communication preferences; and
- ✓ view your transaction history.

When communicating with Computershare or accessing your holding online you will need your

Securityholder Reference Number (SRN) or Holder Identification Number (HIN) as shown on your Issuer Sponsored / CHESS statements.

You can also contact Computershare by:

#### Address

Level 3, 60 Carrington Street  
Sydney NSW 2000

**p** +61 2 8234 5000

**f** +61 2 8234 5050

**e** [web.queries@computershare.com.au](mailto:web.queries@computershare.com.au)

**w** [investorcentre.com.au](http://investorcentre.com.au)

#### Tax File Number

While it is not compulsory to provide a Tax File Number ('TFN'), if shareholders have not provided a TFN and Resimac pays an unfranked or partly franked dividend, the Company will be required to deduct tax from the unfranked portion of the dividend at the top marginal rate plus the Medicare Levy.

## Information on Resimac Group

### Resimac Group Website

Up-to-date information on the Company can be obtained from the Company's website:

[resimac.com.au](http://resimac.com.au)

### Securities Exchange Listing

The Company's shares are listed on the Australian Securities Exchange (ASX) and the Home Exchange in Sydney. Ordinary shares are traded under the code, ASX: RMC.

Share prices can be accessed from major Australian newspapers, the Resimac Group website or at:

[asx.com.au](http://asx.com.au)

# Corporate Information

## Registered Office & Corporate Office

Level 9, 45 Clarence Street  
Sydney NSW 2000

**p** +61 2 9248 0300

**f** +61 2 9248 2304

**e** [info@resimac.com.au](mailto:info@resimac.com.au)

**w** [resimac.com.au](http://resimac.com.au)

Customer enquiries: **13 38 39**

## Non-Executive Directors

Warren McLeland, Chairman  
Susan Hansen  
Duncan Saville  
Wayne Spanner

## Company Secretary

Peter Fitzpatrick

## Share Registry

Computershare Investor Services Pty Limited

To view the 2020 annual report, shareholder and Company information, new announcements, background information on Resimac Group businesses and historical information, visit the Resimac website at [resimac.com.au](http://resimac.com.au)

**Resimac Group Ltd**

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ABN 55 095 034 003

Australian Credit Licence 247829

ASX: RMC



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