

# Westlawn

## FINANCE LIMITED

22 Queen Street, PO Box 78, GRAFTON NSW 2460  
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Web: [www.westlawn.com.au](http://www.westlawn.com.au) Email: [grafton@westlawn.com.au](mailto:grafton@westlawn.com.au)  
ABN: 19 096 725 218

28 April 2011

Mr Sten Silavecky  
The Trust Company (Australia) Limited  
PO Box 361  
COLLINS STREET WEST VIC 8007

Dear Mr Silavecky

**Re Westlawn Finance Limited ABN 19 096 725 218  
Quarterly report to the Trustee for the quarter ended 31 March 2011**

Westlawn Finance Limited ACN 096 725 218 ("Company") is a borrower within the meaning of section 9 of the Corporations Act 2001 ("Act") and for the purposes of Part 2L.2 of the Act.

The Company has entered into a trust deed dated 1 June 2001 ("Trust Deed") and has issued debentures upon certain terms within the meaning of sections 9 and 283BH(3) of the Act ("Notes"). Trust Company Fiduciary Services Limited (the "Trustee") was appointed the new trustee of the trust pursuant to a deed of appointment dated 19 March 2009.

In accordance with its obligations to the Trustee, including those under section 283BF of the Act, the Company reports to the Trustee for the quarter ended 31 March 2011 as follows:

**1. Section 283BF (4)(a)**

The Company has complied at all times with the terms of the Notes, the Trust Deed and Chapter 2L of the Act.

**2. Section 283BF(4)(b)**

No circumstances arose during the quarter that has caused, or could cause, one or more of the following:

- (a) any amount deposited or lent under the Notes to become immediately payable;
- (b) the Notes to become immediately enforceable;
- (c) any other right or remedy under the terms of the Notes or provisions of the Trust Deed to become immediately enforceable.

**3. Section 283BF(4)(c)**

No circumstances arose during the quarter that materially prejudices:

- (a) the Company or any of its subsidiaries;
- (b) any security or charge included in or created by the Note or the Trust Deed.

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22 QUEEN STREET, GRAFTON (HEAD OFFICE)	PH: 02 6642 2022		
91 BARKER STREET, CASINO 2470	PH: 02 6662 5955	2 PARK AVENUE, COFFS HARBOUR 2450	PH: 02 6652 2049
76 TAMAR STREET, BALLINA 2478	PH: 02 6686 6377	26 YAMBA STREET, YAMBA 2464	PH: 02 6646 3686
29 MOLESWORTH STREET, LISMORE 2480	PH: 02 6622 5590	83 SUMMERLAND WAY, KYOGLE 2474	PH: 02 6632 2600
282 ROUSE STREET, TENTERFIELD 2372	PH: 02 6736 4950	92 BYRON STREET, INVERELL 2360	PH: 02 6721 4700
84 MAIN STREET, MURWILLUMBAH 2484	PH: 02 6672 7677	29 WALLACE STREET, MACKSVILLE 2447	PH: 02 6568 3777

#### 4. Section 283BF(4)(d)

On 1 March 2011 the Company completed a takeover of North State Finance Limited ACN 003 959 126 (NSF) by way of cash consideration of \$7,704,779. The Company also subscribed for additional shares in NSF by investing a further \$1,983,600 in NSF as part of a recapitalisation strategy. NSF is now a 100% owned subsidiary of the Company.

Other than the matter mentioned above, there has not been a material change in the nature of the business of the Company or any of its subsidiaries or any guarantors that has occurred during the quarter.

#### 5. Section 283BF(4)(e)

None of the following events happened during the quarter:

- (a) the appointment of a guarantor;
- (b) the cessation of liability of a guarantor body for the payment of the whole or part of the money for which it is liable under the guarantee;
- (c) a change of the name of a guarantor.

#### 6. Section 283BF(4)(f)

The Company has not created a charge where:

- (a) the total amount to be advanced on the security of the charge is indeterminate; and
- (b) the advances are merged in a current account with bankers, trade creditors or anyone else.

#### 7. Section 283BF(4)(g)

The Company is not aware of any other matter that may materially prejudice any security or the interests of the Noteholders.

#### 8. Section 283BF(5)

The Company has deposited money with, or lent money to, a related body corporate during the quarter. The details for the quarter are as follows:

<u>Name of related body corporate</u>	<u>Amt lent/deposited</u>	<u>Amt repaid</u>	<u>Balance owing</u>	<u>Security</u>
Westlawn Holdings Pty Ltd – A9324 <sup>1</sup>	\$74,745.38	\$153,395.79	\$2,909,493.88	Y
Westlawn Holdings Pty Ltd – A9339 <sup>1</sup>	\$21,518.46	\$150,000.00	\$815,280.99	Y
Westlawn Holdings Pty Ltd – A9428 <sup>1</sup>	\$191,122.10	\$885,933.14	\$611,488.92	Y
Westlawn Holdings Pty Ltd – A9531 <sup>1</sup>	\$62,074.13	\$62,073.28	\$2,410,458.91	Y
Westlawn Financial Planning Pty Ltd – A9493 <sup>2</sup>	\$52,271.65	\$32,000.00	\$164,742.17	Y
Westlawn Financial Planning Coffs Harbour Pty Ltd – A9494 <sup>2</sup>	\$46,965.16	\$40,000.00	\$1,403,728.20	Y

<sup>1</sup> Westlawn Holdings Pty Ltd is the immediate parent entity of the Company.

<sup>2</sup> Westlawn Financial Planning Pty Ltd and Westlawn Financial Planning Coffs Harbour Pty Ltd are wholly owned subsidiaries of Westlawn Holdings Pty Ltd.

#### 9. Section 283BF(6)

The Company has not assumed a liability of a related body corporate during the quarter.

#### 10. Financial reports and audit

The Company has complied in all respects with its obligations under Chapter 2M of the Act.

## **11 Auditors benchmark report under RG69**

The Company received a report dated 30 September 2010 from the Auditor in respect of compliance with the benchmarks contained in ASIC's Regulatory Guide 69. The Company has complied with all requirements and any recommendations (if any) in the Auditors benchmark report.

## **12 Continuous Disclosure**

The Company has complied at all times with the requirements of Chapter 6CA (dealing with continuous disclosure) of the Corporations Act 2001 and no circumstances arose during the quarter that required the Company to issue a supplementary prospectus, replacement prospectus or issue a continuous disclosure notice.

## **13 Regulatory Guide 69**

The Company confirms that, in respect of ASIC's Regulatory Guide 69;

- a) it has made all necessary disclosures against the benchmark in its disclosure documents and all disclosures remain true and correct;
- b) it continues to meet all benchmarks that the Company has stated in disclosure that it meets;
- c) where it has disclosed that it does not meet the benchmark on an "if not, why not" basis, the disclosure the Company has made continues to be correct and accurate in all material respects and is not misleading;
- d) it has provided full details to the Trustee in respect to related party dealings in compliance with RG69.98; and
- e) it attaches a schedule of the promises it has made in disclosure documents it has issued and confirms that it has complied with each of the promises it has made in those disclosure documents.

## **14 Trust Deed and other matters**

### **(a) Notes on Issue**

The Company reports that the amount stated of Notes on issue as at the end of the quarter was \$163.227m and were all issued in New South Wales.

### **(b) Borrowing limitations**

During the quarter, the Company's total consolidated liabilities did not exceed shareholders funds multiplied by 15. At the end of the quarter, total liabilities were \$202.908m and shareholders funds were \$15.946m.

### **(c) Other matters**

The Company reports that there are no other matters which may materially prejudice any security or the interest of the debenture holders.

### **(d) Accounting or valuation methods**

The Company reports that no changes have occurred in relation to accounting or valuation methods and policies and that no circumstances have occurred which would lead to existing methods of valuation to be misleading or inappropriate.

### **(e) Assets held for resale**

The Company reports that assets held for resale in the relevant accounts appear at realisable value in the ordinary course of business.

### **(f) Change in laws**

The Company covenants that the Directors are not aware of any material change in the laws of any place which might affect the enforceability of guarantees and charges given to or in favour of the Trustee.

## 15 Anti Money Laundering

The Company has complied in all respects with its obligations under the Anti-Money Laundering and Counter-Terrorism Finance Act 2006(Cth).

On the basis of the above, the undersigned certify that they are of the view that the financial position and performance of the Company is such that the property of the Company will be sufficient to repay the amount of each Note when it becomes due and payable.

This report was made on 28 April 2011 in accordance with a resolution of the Directors of the Company.

Yours sincerely  
**Westlawn Finance Limited**

  
A H Hayes  
Director

  
G D Scofield  
Director

**Copy to:**

**The Regional Commissioner  
Australian Securities and Investments Commission  
GPO Box 9827  
BRISBANE QLD 4001**

**Attachment to the Quarterly Report to the Trustee**

**Schedule of promises made in Prospectus No 11 Dated 29 November 2010**

<b>REFERENCE</b>	<b>PROMISE</b>
3.3 When is interest paid on the notes?	Once an Application for Notes is accepted, the interest rate specified on the Application Form will apply for the term of the Note.
4.2 Borrowing limitations	The Directors will ensure that the Company's total consolidated liabilities do not exceed shareholders funds multiplied by 15.
4.3 Purpose of the issue	Proceeds from the issue of Notes will be used to fund the operations of Westlawn Finance, in particular the funding of the Company's finance and lending portfolio.
4.11 Note Certificate	Noteholders will be sent a certificate for the Notes registered in the name of the Noteholder within 21 days of the issue of the Notes.
4.12 Electronic Prospectus	Any person receiving this Prospectus electronically will, on request, be sent a paper copy of the Prospectus and Application Form by Westlawn Finance free of charge during the period of offer.
4.13 Continuous Disclosure	<p>The Company will continue to meet its continuous disclosure obligations by the lodgement of relevant notices with ASIC as required under the Corporations Act.</p> <p>The Company also intends to publish these notices on its website, <a href="http://www.westlawn.com.au">www.westlawn.com.au</a>, in accordance with the good practice guidance in ASIC Regulatory Guide 198: Unlisted disclosing entities: Continuous disclosure obligations.</p>
8.1 Material Documents	<p>Copies of the following documents are available for inspection during normal office hours at the registered office of the Company for 13 months after the date of this Prospectus:</p> <ul style="list-style-type: none"> <li>- Constitution of the Company</li> <li>- Trust Deed</li> <li>- Consents to the issue of this Prospectus.</li> </ul> <p>A copy of the Constitution and the Trust Deed will be provided free of charge on request during the period for which Notes are offered under this Prospectus.</p>
8.2 Trust Deed - Redemption and payment	<p>On the maturity date, the Company must repay the principal amount of the Notes due for redemption. If payment is overdue, then the Company will pay a default rate of 1% above the rate applicable to the Notes.</p> <p>Unless the Prospectus or the Application Form provides for the frequency of payment of interest by the Company, interest is payable on redemption of the Notes.</p> <p>The maturity date of the Notes is the earlier of the maturity date as advised by the Company at the time of issue of the Notes or the date on which an order is made or an effective resolution</p>

	<p>is passed for the winding up of the Company. On the maturity date the Company is obliged to repay the principal amount of the Notes. The Company may, at its discretion, repay the principal amount of any Notes together with all interest on 30 days notice.</p> <p>The Company can redeem the Notes on the request of the Noteholder, at the discretion of the Company. If the Noteholder fails to request a redemption prior to the date of redemption, the Notes will be re-issued for an equivalent period at the prevailing interest rate for principal monies of that amount.</p>
8.2 Significant Documents - Obligations of Trustee and Company	Under the Trust Deed, The Company covenants with the Trustee that it will observe certain general covenants, do certain things and comply with all obligations under the Trust Deed and the Corporations Act.
8.2 Significant Documents - Default	<p>The Company is in default and all principal and interest monies become immediately due and repayable if:</p> <ul style="list-style-type: none"> <li>• the Company fails to make payment of principal and/or interest in respect of the Notes and such failure continues for a period of 3 months;</li> <li>• where orders are made or a resolution is passed for the winding up, dissolution, administration of the Company or the Company enters into any arrangement, compromise or composition with or assignment for the benefit of any creditors of the Company;</li> <li>• a receiver, receiver and manager, administrative receiver or similar officer is appointed; or</li> <li>• the Company stops payment of its debts generally.</li> </ul>
9.7 Privacy	<p>Upon applying for Notes in the Company, applicants will be required to provide personal information such as name, address, telephone/ fax numbers, tax file number and account details. The Company will collect, hold and use that personal information to assess Applications, provide facilities and services to Noteholders and undertake appropriate administration. Access to information may be disclosed by the Company to its agents and service providers on the basis that they deal with such information in accordance with the Privacy Act 1988 as amended. The personal information you supply may be utilised at a later date by the Company to market, direct to yourself, additional products or services. You may decline, at any time, to receive promotional material. Under the Privacy Act 1988 as amended, Noteholders may request access to their personal information held by contacting the Company as set out in the Directory.</p>