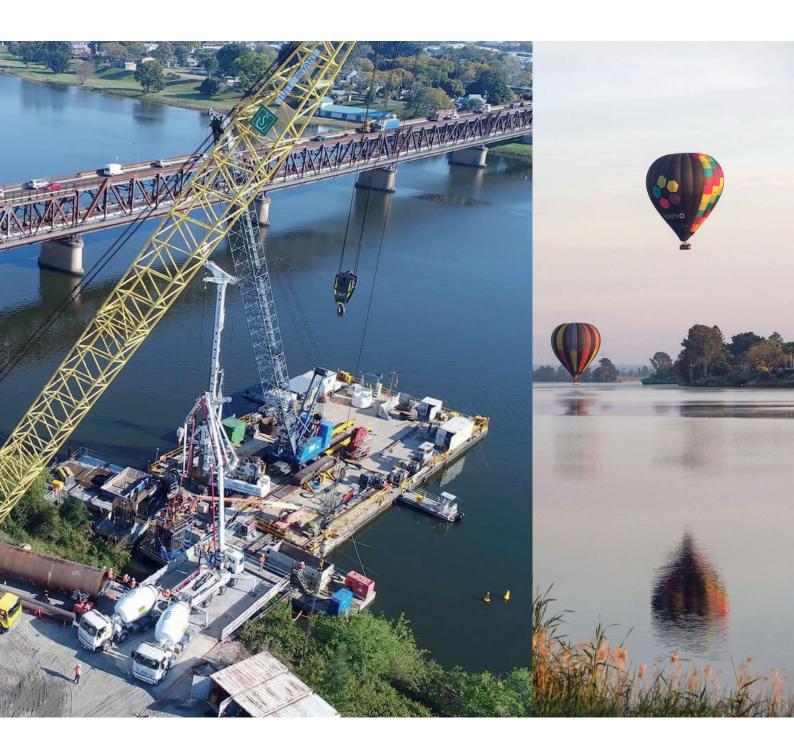
Interim Report 31 December 2017





and its controlled entities

ABN 19 096 725 218

Westlawn Finance Limited Contents 31 December 2017

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General information

The financial statements cover Westlawn Finance Limited as a consolidated entity consisting of Westlawn Finance Limited and the entities it controlled at the end of, or during, the half-year. The financial statements are presented in Australian dollars, which is Westlawn Finance Limited's functional and presentation currency.

Westlawn Finance Limited is an unlisted public company limited by shares, incorporated and domiciled in Australia. Its registered office and principal place of business is:

Westlawn Building 22 Queen Street GRAFTON NSW 2460

A description of the nature of the consolidated entity's operations and its principal activities are included in the directors' report, which is not part of the financial statements.

The financial statements were authorised for issue, in accordance with a resolution of directors, on 7 March 2018.

Westlawn Finance Limited Directors' report 31 December 2017

The directors present their report, together with the financial statements, on the consolidated entity (referred to hereafter as the 'consolidated entity') consisting of Westlawn Finance Limited (referred to hereafter as the 'company' or 'parent entity') and the entities it controlled at the end of, or during, the half-year ended 31 December 2017.

Directors

The following persons were directors of Westlawn Finance Limited during the whole of the financial half-year and up to the date of this report, unless otherwise stated:

James William Dougherty Geoffrey Dean Scofield Mark Charles Dougherty Andrew Harry Hayes Andrew Michael Dougherty (appointed 25 October 2017) Michael James Dougherty (resigned 25 October 2017)

Principal activities

During the financial half-year the principal continuing activities of the consolidated entity consisted of:

- Financier
- Insurance Broker

Review of operations

The profit for the consolidated entity after providing for income tax and non-controlling interest amounted to \$1,474,940 (31 December 2016: \$1,359,801).

Finance

The finance business contributed a profit before tax of \$1,816,052 for the half-year (31 December 2016: profit of \$1,515,649).

Insurance

The insurance broking business continues to make a positive contribution to the Group, reporting a net profit before tax of \$358,511 for the half-year (31 December 2016: profit of \$453,873).

Significant changes in the state of affairs

There were no significant changes in the state of affairs of the consolidated entity during the financial half-year.

Auditor's independence declaration

A copy of the auditor's independence declaration as required under section 307C of the Corporations Act 2001 is set out immediately after this directors' report.

This report is made in accordance with a resolution of directors, pursuant to section 306(3)(a) of the Corporations Act 2001.

On behalf of the directors

James William Doughert

Chairman

7 March 2018 Grafton



AUDITOR'S INDEPENDENCE DECLARATION

As lead auditor for the review of the consolidated financial report of Westlawn Finance Limited and its controlled entities for the half-year ended 31 December 2017, I declare that, to the best of my knowledge and belief, there have been no contraventions of:

- (a) the auditor independence requirements of the *Corporations Act 2001* in relation to the review; and
- (b) any applicable code of professional conduct in relation to the review.

This declaration is in respect of Westlawn Finance Limited and the entities it controlled during the period.

Dated at Lismore this 7th day of March 2018.

THOMAS NOBLE & RUSSELL CHARTERED ACCOUNTANTS

K R FRANEY (Partner) Registered Company Auditor

Westlawn Finance Limited Statement of profit or loss and other comprehensive income For the half-year ended 31 December 2017

	Note	Consoli Half-year ended 31 December 2017 \$	dated Half-year ended 31 December 2016 \$
Interest income		6,859,187	5,895,491
Interest expense		(2,914,196)	(2,883,509)
Total net interest income		3,944,991	3,011,982
Non-interest revenue	2	2,659,631	3,072,452
Share of profits/(losses) of associates accounted for using the equity method	3	(2,888)	25,514
Other income	4	30,988	
Total revenue after interest expense		6,632,722	6,109,948
Expenses			
Bad debts written off		(253,010)	(43,236)
Impairment of loans and advances		(100,124)	5,548
Employee benefits expense		(2,503,753)	(2,500,712)
Depreciation and amortisation expense	5	(280,672)	(301,382)
Loss on disposal of assets		(2,230)	(3,717)
Other expenses	5	(1,318,370)	(1,296,927)
Total expenses		(4,458,159)	(4,140,426)
Profit before income tax expense		2,174,563	1,969,522
Income tax expense		(695,207)	(605,097)
Profit after income tax expense for the half-year		1,479,356	1,364,425
Other comprehensive income for the half-year, net of tax			
Total comprehensive income for the half-year		1,479,356	1,364,425
Profit for the half-year is attributable to:			
Non-controlling interest		4,416	4,624
Owners of Westlawn Finance Limited	23	1,474,940	1,359,801
		1 170 055	1 264 425
		1,479,356	1,364,425
Total comprehensive income for the half-year is attributable to:			
Non-controlling interest		-	-
Owners of Westlawn Finance Limited		1,479,356	1,364,425
		1,479,356	1,364,425

Westlawn Finance Limited Statement of financial position As at 31 December 2017

		Consol As at 31	idated
	Note	December 2017	As at 30 June 2017
		\$	\$
Assets			
Cash and cash equivalents	6	28,936,418	32,290,731
Trade and other receivables	7	289,408	592,179
Income tax refund due	8	141,337	-
Other assets	9	94,428	168,705
Non-current assets classified as held for sale	10	-	621,900
Loans & advances	11	170,333,940	165,237,960
Available-for-sale financial assets	12	4,704,422	5,042,814
Property, plant and equipment	13	6,830,285	6,801,421
Intangibles	14	2,764,079	2,738,322
Deferred tax assets	15	402,770	1,049,001
Total assets		214,497,087	214,543,033
Linkiliainn			
Liabilities Trade and other payables	16	12 426 665	12 017 702
·	16 17	12,426,665 179,833,249	12,917,703 180,638,887
Interest bearing liabilities Income tax	18	1/9,033,249	137,144
Provisions	19	1,144,200	1,166,134
Deferred tax liabilities	20	461,038	530,586
Deletted tax liabilities	20	401,030	
Total liabilities		193,865,152	195,390,454
Net assets		20,631,935	19,152,579
net assets		20,031,933	19,132,379
Equity			
Issued capital	21	11,744,643	11,744,643
Reserves	22	1,636,941	1,636,941
Retained profits	23	7,103,651	5,628,711
Equity attributable to the owners of Westlawn Finance Limited		20,485,235	19,010,295
Non-controlling interest		146,700	142,284
•			
Total equity		20,631,935	19,152,579

Westlawn Finance Limited Statement of changes in equity For the half-year ended 31 December 2017

Consolidated	Issued capital \$	Reserves \$	Retained profits \$	Non- controlling interest \$	Total equity
Balance at 1 July 2016	11,744,643	1,456,236	3,570,751	139,830	16,911,460
Profit after income tax expense for the half-year Other comprehensive income for the half-year, net of tax	- -	- -	1,359,801	4,624	1,364,425
Total comprehensive income for the half-year			1,359,801	4,624	1,364,425
Balance at 31 December 2016	11,744,643	1,456,236	4,930,552	144,454	18,275,885
Consolidated	Issued capital \$	Reserves \$	Retained profits \$	Non- controlling interest \$	Total equity
Consolidated Balance at 1 July 2017	capital		profits	controlling interest	
	capital \$	\$	profits \$	controlling interest \$	\$
Balance at 1 July 2017 Profit after income tax expense for the half-year Other comprehensive income for the half-year,	capital \$	\$	profits \$ 5,628,711	controlling interest \$ 142,284	\$ 19,152,579

Westlawn Finance Limited Statement of cash flows For the half-year ended 31 December 2017

	Consoli	
	Half-year ended 31 December 2017	Half-year ended 31 December 2016
	\$	\$
Cash flows from operating activities		
Interest & rent received from external investments	6,994,951	6,062,842
Other receipts	2,711,597	2,738,523
Payments to suppliers and employees	(5,737,649)	(3,446,046)
	3,968,899	5,355,319
Interest and other finance costs paid	(2,687,228)	(2,743,907)
Income taxes paid	(397,005)	(143,846)
Net cash from operating activities	884,666	2,467,566
Cash flows from investing activities		
Payments for investments	(87,702)	(410,013)
Payments for plant and equipment	(167,121)	(157,645)
Payments for intangibles	(170,400)	(3,616)
Proceeds from disposal of investments	1,001,095	17,806
Proceeds from disposal of property, plant and equipment	-	14,170
Dividends & distributions received	179,663	168,585
Net loans (advanced) repaid	(4,188,877)	(12,021,274)
Net cash used in investing activities	(3,433,342)	(12,391,987)
Cash flows from financing activities		
Net (decrease) increase in unsecured notes	(805,637)	6,655,507
Net cash from/(used in) financing activities	(805,637)	6,655,507
Net decrease in cash and cash equivalents	(3,354,313)	(3,268,914)
Cash and cash equivalents at the beginning of the financial half-year	32,290,731	53,046,735
Cash and cash equivalents at the end of the financial half-year	28,936,418	49,777,821

Note 1. Significant accounting policies

These general purpose financial statements for the interim half-year reporting period ended 31 December 2017 have been prepared in accordance with Australian Accounting Standard AASB 134 'Interim Financial Reporting' and the Corporations Act 2001, as appropriate for for-profit oriented entities. Compliance with AASB 134 ensures compliance with International Financial Reporting Standard IAS 34 'Interim Financial Reporting'.

These general purpose financial statements do not include all the notes of the type normally included in annual financial statements. Accordingly, these financial statements are to be read in conjunction with the annual report for the year ended 30 June 2017.

The principal accounting policies adopted are consistent with those of the previous financial year and corresponding interim reporting period, unless otherwise stated.

New or amended Accounting Standards and Interpretations adopted

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

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

Note 2. Non-interest revenue

	Consolidated	
	Half-year ended 31 December 2017	Half-year ended 31 December 2016
	\$	\$
Administration fees	412,376	411,354
Commission	1,538,306	1,905,584
Other fees	358,609	382,199
Dividends	16,962	13,878
Rent	153,275	135,344
Trust distributions	87,702	160,013
Bad debts recovered	31,828	6,732
Net gain (loss) on disposal of plant & equipment	-	257
Other revenue	60,573	57,091
Non-interest revenue	2,659,631	3,072,452

Note 3. Share of profits/(losses) of associates accounted for using the equity method

	Conso	lidated
	Half-year ended 31 December 2017 \$	Half-year ended 31 December 2016 \$
Share of profit (loss) - associates	(2,888)	25,514
Note 4. Other income		
	Conso	lidated

	Consol	idated
	Half-year ended 31 December 2017 \$	Half-year ended 31 December 2016 \$
Net fair value gain on available-for-sale financial assets	30,988	

Note 5. Expenses

	Consol Half-year ended 31 December 2017	Half-year ended 31 December 2016
	\$	\$
Profit before income tax includes the following specific expenses:		
Depreciation		
Buildings	51,734	53,672
Plant and equipment	79,742	75,503
Total depreciation	131,476	129,175
Amortisation		
Customer lists	59,789	87,557
Software	84,723	82,522
Leasehold improvements	4,551	1,996
Borrowing costs	133	133
Total amortisation	149,196_	172,208
Total depreciation and amortisation	280,672	301,383
Other expenses		
Auditors' remuneration	48,000	47,350
Fees and commission paid	259,884	328,189
IT and telephony	232,299	236,943
Payroll tax	130,225	122,547
Rent paid	122,881	77,814
Other operating expenses	525,081	484,084
Total other expenses	1,318,370	1,296,927
Note 6. Cash and cash equivalents		
	Consol	idated
	As at 31 December 2017	As at 30 June 2017
	\$	\$
Cash on hand	16,400	16,400
Cash at bank	13,042,230	15,363,766
Cash on deposit	15,877,788_	16,910,565
	28,936,418	32,290,731
Amount expected to be recovered within 12 months	28,936,418	32,290,731

Note 7. Trade and other receivables

	Consol As at 31	lidated
	December 2017	As at 30 June 2017
	\$	\$
Trade receivables Accrued interest & other receivables	242,507 46,901	541,828 50,351
	289,408	592,179
Amount expected to be recovered within 12 months	289,408	592,179
Note 8. Income tax refund due		
	Consol	lidated
	As at 31 December 2017 \$	As at 30 June 2017 \$
Income tax refund due	141,337	
Amount expected to be recovered within 12 months	141,337	
Note 9. Other assets		
	Consol	lidated
	As at 31 December 2017	As at 30 June 2017
	\$	\$
Prepayments	94,428	168,705
Amount expected to be recovered within 12 months	94,428	168,705
Note 10. Non-current assets classified as held for sale		
	Consol As at 31 December 2017	lidated As at 30 June 2017
	\$	\$
Investment in associates		621,900
Amount expected to be recovered within 12 months		621,900

Note 11. Loans & advances

	Consol As at 31	idated
	December 2017	As at 30 June 2017
	\$	\$
Loans and advances	172,964,737	167,768,633
Less: Provision for impairment	(2,630,797)	(2,530,673)
	170,333,940	165,237,960
Amount expected to be recovered within 12 months	72,032,962	63,392,439
Amount expected to be recovered after more than 12 months	98,300,978	101,845,521
	170,333,940	165,237,960
Note 12. Available-for-sale financial assets		
	Consol	idated
	As at 31 December 2017 \$	As at 30 June 2017 \$
Shares in listed companies	1,025,422	1,025,422
Units in unlisted unit trusts	3,679,000	4,017,392
	4,704,422	5,042,814
Amount expected to be recovered after more than 12 months	4,704,422	5,042,814
Reconciliation Reconciliation of the fair values at the beginning and end of the current and previous financial half-year are set out below:		
Opening fair value	5,042,814	4,218,927
Additions Disposals	87,702 (426,094)	561,749 -
Revaluation increments		262,138
Closing fair value	4,704,422	5,042,814

Note 13. Property, plant and equipment

	December 2017 \$	As at 30 June 2017 \$
Land - at independent valuation	1,700,000	1,700,000
Buildings - at independent valuation Less: Accumulated depreciation	4,463,859 (154,359)	4,485,000 (108,166) 4,376,834
Leasehold improvements - at cost Less: Accumulated depreciation	4,309,500 120,841 (22,271)	70,726 (17,720)
Less. Accumulated depreciation	98,570	53,006
Plant and equipment - at cost Less: Accumulated depreciation	1,533,107 (810,892) 722,215	1,443,959 (772,378) 671,581
	6,830,285	6,801,421
	6,830,285	6,801,421
Amount expected to be recovered after more than 12 months		
Amount expected to be recovered after more than 12 months Note 14. Intangibles		
	Consoli As at 31 December	As at 30
	As at 31	
	As at 31 December 2017 \$ 4,041,790 (1,974,360)	As at 30 June 2017 \$ 3,871,390 (1,974,360)
Note 14. Intangibles Goodwill - at cost	As at 31 December 2017 \$ 4,041,790	As at 30 June 2017 \$ 3,871,390
Note 14. Intangibles Goodwill - at cost	As at 31 December 2017 \$ 4,041,790 (1,974,360)	As at 30 June 2017 \$ 3,871,390 (1,974,360)
Note 14. Intangibles Goodwill - at cost Less: Impairment Customer lists - at cost	As at 31 December 2017 \$ 4,041,790 (1,974,360) 2,067,430 1,223,113 (997,290) 225,823 1,393,341 (922,873)	As at 30 June 2017 \$ 3,871,390 (1,974,360) 1,897,030 1,223,113 (937,502) 285,611 1,393,341 (838,150)
Note 14. Intangibles Goodwill - at cost Less: Impairment Customer lists - at cost Less: Accumulated amortisation Software - at cost	As at 31 December 2017 \$ 4,041,790 (1,974,360) 2,067,430 1,223,113 (997,290) 225,823 1,393,341 (922,873) 470,468 1,316	As at 30 June 2017 \$ 3,871,390 (1,974,360) 1,897,030 1,223,113 (937,502) 285,611 1,393,341 (838,150) 555,191
Note 14. Intangibles Goodwill - at cost Less: Impairment Customer lists - at cost Less: Accumulated amortisation Software - at cost Less: Accumulated amortisation Borrowing costs	As at 31 December 2017 \$ 4,041,790 (1,974,360) 2,067,430 1,223,113 (997,290) 225,823 1,393,341 (922,873) 470,468	As at 30 June 2017 \$ 3,871,390 (1,974,360) 1,897,030 1,223,113 (937,502) 285,611 1,393,341 (838,150) 555,191
Note 14. Intangibles Goodwill - at cost Less: Impairment Customer lists - at cost Less: Accumulated amortisation Software - at cost Less: Accumulated amortisation Borrowing costs	As at 31 December 2017 \$ 4,041,790 (1,974,360) 2,067,430 1,223,113 (997,290) 225,823 1,393,341 (922,873) 470,468 1,316 (958)	As at 30 June 2017 \$ 3,871,390 (1,974,360) 1,897,030 1,223,113 (937,502) 285,611 1,393,341 (838,150) 555,191 1,316 (826)

Consolidated

As at 31

Note 15. Deferred tax assets

Note 13. Deletted tax assets			
	Consolidated As at 31		
	December 2017	As at 30 June 2017	
	\$	\$	
Deferred tax asset	402,770	1,049,001	
Amount expected to be recovered after more than 12 months	402,770	1,049,001	
Note 16. Trade and other payables			
	Consol	Consolidated	
	As at 31		
	December 2017	As at 30 June 2017	
	\$	\$	
Trade payables	770,408	1,382,086	
Insurance broking trust account	2,203,761	3,312,721	
Interest payable	390,588	163,619	
Other payables	9,061,908	8,059,277	
	12,426,665	12,917,703	
Amount expected to be settled within 12 months	12,426,665	12,917,703	
Note 17. Interest bearing liabilities			
	Consolidated		
	As at 31		
	December	As at 30	
	2017 \$	June 2017 \$	
Unsecured Notes - at call	13,448,783	13,852,380	
Unsecured Notes - term	166,384,466	166,786,507	
	179,833,249	180,638,887	
Amount expected to be settled within 12 months	153,429,076	161,669,188	
Amount expected to be settled after more than 12 months	26,404,173	18,969,699	
	179,833,249	180,638,887	
Note 18. Income tax			
	Consol	:datad	
	As at 31	iuateu	
	December 2017	As at 30 June 2017	
	\$	\$	
Current tax liability		137,144	
Amount expected to be settled within 12 months		137,144	

Note 19. Provisions

	Consolidated As at 31	
	December 2017	As at 30 June 2017 \$
Annual leave Long service leave	445,571 698,629	460,352 705,782
	1,144,200	1,166,134
Amount expected to be settled within 12 months Amount expected to be settled after more than 12 months	985,207 158,993	992,207 173,927
	1,144,200	1,166,134
Note 20. Deferred tax liabilities		
	Consolidated As at 31	
	December 2017	As at 30 June 2017 \$
Deferred tax liability	461,038	530,586
Amount expected to be settled after more than 12 months	461,038	530,586
Note 21. Issued capital		

		Consolidated		
	As at 31 December 2017 Shares	As at 30 June 2017 Shares	As at 31 December 2017 \$	As at 30 June 2017 \$
Ordinary shares - fully paid Preference shares - fully paid	10,094,643 1,650,000	10,094,643 1,650,000	10,094,643 1,650,000	10,094,643 1,650,000
	11,744,643	11,744,643	11,744,643	11,744,643

Note 22. Reserves

	Consolidated		
	As at 31 December As at 30 2017 June 2017 \$ \$	ı	
Revaluation surplus reserve	1,060,098 1,060,09	8	
Available-for-sale reserve	576,843576,84	3_	
	1,636,9411,636,94	1_	

Note 23. Retained profits

	Consolidated	
	As at 31 December 2017 \$	As at 30 June 2017 \$
Retained profits at the beginning of the financial half-year	5,628,711	3,570,752
Profit after income tax expense for the half-year	1,474,940	2,744,959
Dividends paid (note 24)		(687,000)
Retained profits at the end of the financial half-year	7,103,651	5,628,711

Note 24. Dividends

There were no dividends paid, recommended or declared during the current or previous financial half-year.

Note 25. Contingent liabilities

The Company has provided guarantees for the performance of various works contracts. These guarantees were predominantly granted to Local Councils to ensure the satisfactory performance of capital works on subdivision projects.

There has been no significant change in contingent liabilities since the last annual reporting date.

Note 26. Events after the reporting period

No matter or circumstance has arisen since 31 December 2017 that has significantly affected, or may significantly affect the consolidated entity's operations, the results of those operations, or the consolidated entity's state of affairs in future financial years.

Westlawn Finance Limited Directors' declaration 31 December 2017

In the directors' opinion:

- the attached financial statements and notes comply with the Corporations Act 2001, Australian Accounting Standard AASB 134 'Interim Financial Reporting', the Corporations Regulations 2001 and other mandatory professional reporting requirements;
- the attached financial statements and notes give a true and fair view of the consolidated entity's financial position as at 31 December 2017 and of its performance for the financial half-year ended on that date; and
- there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due
 and payable.

Signed in accordance with a resolution of directors made pursuant to section 303(5)(a) of the Corporations Act 2001.

On behalf of the directors

James William Dougher

Chairman

7 March 2018 Grafton



Independent Auditor's Review Report To the Members of Westlawn Finance Limited and its controlled entities

Report on the Half-Year Financial Report

We have reviewed the accompanying half-year financial report of Westlawn Finance Limited and its controlled entities ("the Group") which comprises the consolidated statement of financial position as at 31 December 2017, the consolidated statement of profit or loss and other comprehensive income, the consolidated statement of changes in equity and the consolidated statement of cash flows for the half-year ended on that date, notes comprising a summary of significant accounting policies and other explanatory notes, and the directors' declaration, for the consolidated entity comprising the company and the entities it controlled at the half-year end or from time to time during the half-year.

Directors' Responsibility for the Half-Year Financial Report

The directors of the Group are responsible for the preparation of the half-year 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 half-year financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express a conclusion on the half-year financial report based on our review. We conducted our review in accordance with Auditing Standard on Review Engagements ASRE 2410 Review of a Financial Report Performed by the Independent Auditor of the Entity in order to state whether, on the basis of the procedures described, we have become aware of any matter that makes us believe that the half-year financial report is not in accordance with the Corporations Act 2001 including: giving a true and fair view of the Group's financial position as at 31 December 2017 and its performance for the half-year ended on that date; and complying with Accounting Standard AASB 134 Interim Financial Reporting and the Corporations Regulations 2001. As the auditor of the Group, ASRE 2410 requires that we comply with the ethical requirements relevant to the audit of the annual financial report.

A review of a half-year financial report consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Australian Auditing Standards and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.



Independence

In conducting our review, we have complied with the independence requirements of the *Corporations Act 2001*. We confirm that the independence declaration required by the *Corporations Act 2001*, which has been given to the directors of the Group, would be in the same terms if given to the directors as at the time of this auditor's report.

Conclusion

Based on our review, which is not an audit, we have not become aware of any matter that makes us believe that the half-year financial report of Westlawn Finance Limited and its consolidated entities is not in accordance with the *Corporations Act 2001* including:

- (a) giving a true and fair view of the consolidated entity's financial position as at 31 December 2017 and of its performance for the half-year ended on that date; and
- (b) complying with Accounting Standard AASB 134 Interim Financial Reporting and the Corporations Regulations 2001.

THOMAS NOBLE & RUSSELL CHARTERED ACCOUNTANTS

K R FRANEY (Partner)

Dated at Lismore this 7th day of March 2018