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Interactive LED Display - Casino Lobby

## CHAIRMAN'S REVIEW

#### Dear Unitholders.

On behalf of the Board of Directors of Reef Corporate Services Limited, Responsible Entity of the Reef Casino Trust (the Trust). I present my review of the Trust for the year ended 31 December 2016.

## **Financial Year Highlights**

- The Trust reported a net profit of \$5.95 million, with a distributable profit\* for the year of \$11.9 million. Unitholders' distributions classified as "finance costs" were \$5.95 million.
- A unit distribution of 12.0 cents per unit for the six months from 1 July 2016 to 31 December 2016 has been declared. As the actual distribution for the six months from 1 January 2016 to 30 June 2016 was 11.91 cents per unit, the total distribution for the full year 2016 is 23.91 cents. Unit distribution was just very slightly more than 100% of distributable earnings (23.90 cents per unit).
- Trust income consisting mainly of rental income from the Reef Hotel Casino was \$22.3 million compared to \$25.1 million the previous year. Operating costs at the Trust and the Reef Hotel Casino were well managed.
- The majority of Project L1, a \$6.5 million refurbishment of level 1 of the Reef Hotel Casino was successfully completed in December 2016:
  - A major upgrade and complete remake of Vertigo to create a new Bar36
    - a bar and live entertainment venue
  - New casino quest services reception
  - New interactive high-tech casino lobby feature, an Australian first
  - New hotel lobby
  - Expanded Tamarind Restaurant
  - New enhancements to walkways and ceilings

The new Merchant Artisan Food & Coffee venue was completed and opened in February 2017

<sup>\*</sup> Basis of preparation: Distributable profit is a non-IFRS measure that is determined in accordance with the Trust Constitution and used as the basis for determining distributions to unitholders. Distributable profit is determined as net profit for the year, adding back distributions to unitholders which have been treated as finance costs in accordance with IFRS. The distributable profit has been audited by Grant Thornton Audit Pty Ltd. Refer to the auditor's report on page 40 for the year ended 31 December 2016.

#### **Trust Distributable Profit**

Trust distributable profit\* for the year ended 31 December 2016 was \$11.9 million compared to \$14.96 million the previous year.

Rental income from the Reef Hotel Casino was lower due to disruptions caused by Project L1, a reduction in entertainment as a result of the refurbishment and increased electronic gaming competition which impacted on the Reef Hotel Casino's main source of revenue.

Trust operating expenses were well managed and included consultancy fees for future strategic planning.

	2016 \$'000	2015 \$'000	
REVENUE AND OTHER INCOME			
Rental revenue	22,130	24,897	-11.1%
Other revenue and income	200	205	
Total revenue and other income	22,330	25,102	-11.0%
EXPENSES			
Operating	5,869	5,614	4.5%
Depreciation and amortisation	4,557	4,528	
Total expenses	10,426	10,142	2.8%
PROFIT BEFORE FINANCE COSTS <sup>1</sup>			
ATTRIBUTABLE TO UNITHOLDERS	11,904	14,960	-20.4%
Finance costs <sup>1</sup> attributable to unitholders	5,952	7,480	
PROFIT FOR THE PERIOD	5,952	7,480	-20.4%
	cents per	cents per	
F	unit	unit	
Earnings per unit	23.90	30.04	
Distribution per unit	23.91	30.04	

<sup>&</sup>lt;sup>1</sup> "Finance costs" relate to 50% of distributable profit payable to unitholders.

#### **Unit distribution**

The Trust has declared a unit distribution of 12.0 cents per unit, for the six months from 1 July 2016 to 31 December 2016. The record date was 30 December 2016 and payment will be made on 15 March 2017.

A distribution of 11.91 cents per unit was paid for the six months from 1 January to 30 June 2016. For the 2016 financial year, the total distribution declared was 23.91 cents per unit.

Therefore, the 2016 total unit distribution comprised just very slightly more than 100% of 2016 distributable earnings per unit of 23.90 cents.

The undistributed income account balance is 12.11 cents per unit, or \$6.03 million.

The Trust intends to continue its distribution policy to pay out "100% of distributable profit".

From 1 January 2017, Reef Casino Trust will no longer qualify as a Managed Investment Trust for income tax purposes. The December 2016 distribution (to be paid in March 2017) will be the final distribution that is subject to managed investment trust withholding tax which will affect future distributions paid to non-resident beneficiaries. Reef Casino Trust may as a result be required to withhold tax at different rates on the future distributions paid to non-resident beneficiaries.

#### Trust balance sheet

The Trust's balance sheet remains strong and healthy with the Trust's cash position remaining positive and the Trust continuing to have adequate working capital. The Trust increased its interest only business term loan facility with the Bank of Queensland on 29 June 2016 by \$2 million from \$11.5 million to a total loan facility of \$13.5 million, expiring 31 January 2019. The main purpose of the increase is to provide an extra loan facility reserve in conjunction with the Project L1. The amount drawn down at 31 December 2016 was \$7.2 million.

## **Capital investment**

The Board signed off on Project L1, the exciting refurbishment of level 1 of the Reef Hotel Casino complex, at the end of June 2016 with the vast majority of the work completed by the end of the year and under budget. The ultimately unsuccessful Aquis takeover bid for the Trust in 2014/15 caused the delay and deferment of our planned major refurbishment (Project L1) to 2016. We can look forward to our new facilities on the ground floor of our complex providing an even more competitive product to our local and international patrons and customers. More details are contained in the Reef Hotel Casino operator's report that follows.

## REVIEW OF PERFORMANCE AND STRATEGY AT REEF HOTEL CASINO PROVIDED BY THE CEO OF THE OPERATOR, CASINOS AUSTRIA INTERNATIONAL (CAIRNS) PTY LTD (CAIC)

Allan Tan, the CEO of the operator of the Reef Hotel Casino (CAIC) which is jointly owned by Casinos Austria International and Accor, has provided his review as follows:-

## **Reef Hotel Casino CEO's Report**

#### Trading and operating conditions

- The Chinese New Year in the first quarter of the year was less buoyant compared to the previous year.
- The inevitable disruptions resulting from our Project L1 had a bigger impact than anticipated especially on electronic gaming.
- Increased and aggressive local competition in electronic gaming from clubs, pubs and hotels.
- Domestic tourism was strong which benefitted our hotel which produced a record financial performance

The lower Australian dollar was a positive contributing factor to Cairns' tourism industry.

## **Key strategies**

Our management strategy continued to underpin the underlying solid performance at the Reef Hotel Casino.

Operating as *One Complex, One Team, One Success*, we offer a seamless entertainment complex under one roof and one team backed up by a full marketing program that positions our complex as a *Must See Must Visit* entertainment venue in Cairns. As an *Employer of Choice*, this goes to our strength in the hospitality business with *The best gaming venue in Cairns* with an international class casino run to the highest standards and *The best hotel in Cairns* offering the best 5 star accommodation. Finally, *Superior cost control and risk management* best practice is applied throughout the complex.

## Reef Hotel Casino CEO's Report (continued)

#### **Key strategies (continued)**

During the year:-

- The Reef Hotel Casino celebrated its 20th anniversary with a special program of promotions and entertainment for our quests and patrons that featured throughout the complex.
- A 2-year new staff uniform project which kicked off in mid-2015 continued to progress well. This
  project is on budget and is nearing completion in the first quarter of 2017 with successful new
  uniform rolled out in almost all the departments in the complex.
- A new marketing agreement was entered into with a Macau based marketing agent and commenced on 1 July 2016 with the aim of driving our premium player market segment.
- Project L1 was a special focus with refurbishment work commencing in June 2016 and the
  majority of the work was completed by the end of the year with all work completed in February
  2017.

#### **Complex performance**

## Rental paid to Trust

This was 11.1% below last year due to disruptions caused by our complex level 1 refurbishment (which resulted in casino access challenges and a substantial reduction in entertainment) and increased electronic games competition from clubs, pubs and hotels.

#### Casino

#### Electronic games

Machine turnover was 7.0% below last year and revenues were 8.4% below last year which was the best ever year for the casino. During the year we introduced new gaming machines, new games, built on a new tiered loyalty membership program and implemented a full and exciting program of marketing, promotions and entertainment which will set us well for the future.

#### Table games

Total revenues from main floor grind and premium markets held up well and were 1.6% better than last year. The new marketing agreement entered into with a Macau based marketing agent has increased activity for our premium player market segment in 2016.

#### Hotel

#### Rooms

Room accommodation revenues set a new record and were 13.8% better than last year with strong growth in the average room rate. Successful yield management, product packaging and leveraging off Accor's global and Australian network were the keys to a record performance.

#### Food and beverage

Overall revenues were 1% better than last year despite Vertigo Bar and Showroom being closed for just under 5 months while the new Bar36 was being constructed. Importantly, our food and beverage facilities played a key role in supporting our casino operations.

### Reef Hotel Casino CEO's Report (continued)

#### **Complex cost management and control**

Operating costs were well managed and controlled throughout the complex.

#### **Driving future performance**

Three key strategic areas will drive future growth for the complex.

#### **Electronic Gaming**

- Apart from growth in direct food and beverage sales, our new Bar36, expanded Tamarind
  Restaurant and new Merchant Artisan Food & Coffee venue together with our new look casino
  lobby including a high-tech interactive feature and new casino guest services reception will
  combine to play a key role to drive further growth in electronic gaming by driving visitations into
  our entertainment complex.
- With enhanced complex facilities and combined with a full promotion, entertainment and
  marketing program and continued investment in new gaming products, we expect to compete
  aggressively and successfully with our competition.
- We will aim to further build up our patronage from the Japanese tourist market which has
  recently shown signs of a growth in Cairns.

#### **Table Games**

 Our casino's marketing agreement with a Macau-based marketing agent will continue throughout 2017. We are satisfied with the activity generated in the first 6 months of the agreement in July-December 2016 and we hope to see further development of premium gaming activity barring any unforeseen political and economic challenges in China.

#### Hotel operations

- New room accommodation rate strategy
   A new rate strategy was implemented at the start of 2017 which is designed to increase our average room rate via targeted product packaging and leveraging off the best hotel rooms in Cairns.
- New facilities
   Already we are seeing increased revenues from our new Bar36 and expanded Tamarind
   Restaurant. We expect additional revenues with the opening of our new Merchant Artisan Food
   and Coffee venue in February 2017.

## CHAIRMAN'S REVIEW CONTINUES

#### **Trust Outlook**

The operator of the Reef Hotel Casino is Casinos Austria International (Cairns) Pty Ltd (CAIC), jointly owned by Casinos Austria International Limited and Accor. While there are on-going ownership changes at Casinos Austria AG, parent company of Casinos Austria International Limited, the relationship between the Trust as the owner of the Reef Hotel Casino complex and CAIC as the operator continues to work well.

Casinos Austria AG ultimately holds 42% of the units in the Trust. While the ownership of Casinos Austria AG is undergoing changes, we believe these ownership changes should not materially impact on the Trust. These ownership changes at Casinos Austria AG may possibly be settled or concluded by the end of this year.

It is the Trust's intention to continue to reinvest in its main asset, the Reef Hotel Casino in Cairns. The Trust also continues to consider any appropriate future investment to expand.

The Trust's sole investment is the Reef Hotel Casino and so it is exposed to the risks inherent in the ownership of a single asset located in Cairns. With a strong and healthy balance sheet and the major refurbishment completed, we can look forward to our new facilities on level 1 of our complex providing an even more competitive product to our local and international patrons and customers. However, the future performance of the Trust will still rely on the local economy improving and a continued growth in tourism to the Great Barrier Reef and Cairns.

An absence of charter and direct flights from China and other parts of Asia into Cairns has impacted the Chinese New Year trading season in January and February 2017. We would like to see a strengthening of such flights into Cairns to assist in Cairns' economic growth.

The Reef Hotel Casino's management strategy is to drive future growth based on 3 key strategic areas — electronic gaming, table games including premium play and hotel operations. This should provide a sound basis for a continuing solid Trust rental performance and therefore Trust distributable profit.

Ben Macdonald

Chairman Reef Corporate Services Limited Responsible Entity of Reef Casino Trust 24 February 2017

## DIRECTORS' REPORT

Mr Ben Macdonald Non-executive Chairman



**Mr Richard Haire** Non-executive Director



Mr Michael Issenberg Non-executive Director



Mr Simon McGrath Non-executive Director



**Mr Philip Basha** Alternate for Mr Issenberg





Mr Keith DeLacy Non-executive Director Chairman of Compliance, Audit & Risk Committee



**Dr Karl Stoss** Non-executive Director



**Mr Allan Tan**Executive Director,
CEO Reef Hotel Casino



**Mr Alexander Tucek** Alternate for Dr Stoss

The directors of Reef Corporate Services Limited, ABN 66 057 599 621, the Responsible Entity of Reef Casino Trust (the Trust) present their report together with the financial statements of the Trust for the year ended 31 December 2016 and the auditor's report thereon.

#### **Directors**

The directors of Reef Corporate Services Limited during the financial year or since the end of the financial year are:

Mr Benjamin W Macdonald (Chairman)

Mr Keith DeLacy

Mr Richard Haire

Dr Karl Stoss

Mr Michael Issenberg

Mr Allan Tan (director and alternate for Mr Macdonald)

Mr Simon McGrath

Mr Alexander Tucek (alternate for Dr Stoss)

Mr Philip Basha (alternate for Mr Issenberg)

## Principal activities

The Trust is the owner and lessor of the Reef Hotel Casino complex which is located in Cairns, North Queensland, Australia.

## **Review and results of operations**

The review and results of operations is contained in the Chairman's Review commencing on page 1.

This includes information on the financial position and business strategies and prospects for future financial years.

#### **Distributions**

Distributions are paid on a half yearly basis.

The distribution of \$8.486 million (17.04 cents per unit) in respect of the six month period ended 31 December 2015 as reported in the 2015 annual report was paid on 16 March 2016.

The distribution of \$5.931 million (11.91 cents per unit) in respect of the six month period ended 30 June 2016 was paid on 14 September 2016 (note 12).

The directors have declared a distribution of \$5.976 million (12 cents per unit) in respect of the six month period ended 31 December 2016 to be paid on 15 March 2017 (note 12).

## Significant changes in the state of affairs

There was no significant change in the nature of the activity of the Trust that occurred during the financial year under review.

#### **Environmental regulation**

The Trust's operations are not subject to any significant environmental regulations under either Commonwealth or State legislation. The Responsible Entity believes that the Trust has adequate systems in place for the management of its environmental requirements and is not aware of any material breach of those environmental requirements as they apply to the Trust.

#### **Events subsequent to balance date**

On 24 February 2017, the board of directors of the Responsible Entity, Reef Corporate Services Limited, declared a 12 cent per unit distribution payable on 15 March 2017. This distribution totals \$5,976,124.

Other than as identified in this report, there has not arisen in the interval between the end of the financial year and the date of this report any item, transaction or event of a material and unusual nature likely, in the opinion of the directors, to affect significantly the operations of the Trust, the results of those operations, or the state of affairs of the Trust, in future financial years.

## Interests of the Responsible Entity

Reef Corporate Services Limited holds no units either directly or indirectly in Reef Casino Trust. Associates of the Responsible Entity hold 36,405,411 units at 31 December 2016 (2015: 36,405,411 units).

#### Units on issue

Units on issue and movements in issued units are detailed in note 11 to the financial statements.

#### **Assets**

The Trust had total assets of \$109.513 million as at 31 December 2016 (2015: \$106.109 million). The basis of valuation of the Trust's assets is disclosed in note 8 to the financial statements.

## **Responsible Entity's remuneration**

In accordance with the Trust Constitution, Reef Corporate Services Limited is entitled to receive:

- (i) Half yearly fees calculated as 0.375% of the value of net assets of the Trust (as defined in the Trust Constitution) as at the last day of the half year period just completed, paid quarterly, plus
- (ii) Half yearly fees calculated as the greater of \$37,500 indexed and a fee calculated on a sliding scale by reference to the value of gross assets (as defined in the Trust Constitution), payable within two months of the end of each half yearly period.

## Responsible Entity's remuneration (continued)

Reef Corporate Services Limited is also entitled to reimbursement of Trust expenses incurred on behalf of the Trust.

Set out below are the fees paid or payable by the Trust to the Responsible Entity during the year:

	Dec 2016 \$	Dec 2015 \$
Responsible Entity fees Reimbursement of Trust expenses	1,104,099 100,777	1,107,059 114.512

#### **Directors' interests**

The relevant interests of each director of Reef Corporate Services Limited in the unit capital of the Trust at the date of this report are set out below:

Numbe	er of units held		Number of units held
Mr Benjamin W Macdonald	263,750	Mr Keith DeLacy	5,000
Mr Richard Haire	-	Dr Karl Stoss	-
Mr Michael Issenberg	221,000	Mr Allan Tan	76,950
Mr Simon McGrath	-	Mr Alexander Tucek	-
Mr Philip Basha	-		

## **Likely developments**

The Trust will continue as owner and lessor of the Reef Hotel Casino complex located in Cairns. The Trust will also consider appropriate opportunities similar to its current investment in the Reef Hotel Casino complex.

## Indemnities and insurance premiums for officers or auditors

#### Indemnification

Under the Trust Constitution, Compliance, Audit and Risk Committee members are entitled to be indemnified out of the trust fund in respect of liabilities incurred in good faith through acting as a member of the Compliance, Audit and Risk Committee in successfully defending proceedings against them. The Responsible Entity is also entitled to be indemnified out of the trust fund in accordance with the Trust Constitution. Since the end of the previous financial year, the Trust has not indemnified or made a relevant agreement for indemnifying against a liability any person who is or has been an officer of the Responsible Entity or an auditor of the Trust.

#### Insurance premiums

During the financial year the Trust has paid premiums to insure current and former directors and officers of the Responsible Entity against liabilities arising as a result of work performed in their capacity as directors or officers of the Responsible Entity.

The insurance policy prohibits disclosure of the nature of the liability insured against and the amount of the premium.

#### Information on directors

#### Ben Macdonald AM

#### Non-executive Chairman; director since 20 September 1995

Mr Macdonald was born in Brisbane and educated at Geelong Grammar School Victoria. He joined Macdonald Hamilton & Co Ltd in 1952, retiring in 1985 as joint Managing Director of the company.

Since 1985, he has served as a director of a number of Australian public companies, some of which were Perpetual Trustees Australia Ltd (Chairman), AMP Society (Australia board), CSR Limited, Placer Pacific Ltd, Allgas Energy Ltd, Bank of Queensland Ltd (Deputy Chairman), Casinos Austria International Limited (Chairman), Queensland Cotton Holdings Ltd (Chairman), FKP Ltd (Chairman) and AP Eagers Ltd (Chairman). He was a founding director and deputy Chairman of Brisbane's first FM radio station (Four Triple M Ltd).

Mr Macdonald served as the Honorary Consul for Uruguay in Queensland and served on the Committee of the Royal Automobile Club of Queensland and the Salvation Army (Brisbane Division).

For service to business and commerce through executive roles with a range of investment, banking and agricultural organisations, and to the community as a supporter of charitable and sporting bodies he has been awarded an AM.

#### Keith DeLacv AM

#### Independent non-executive director; director since 1 December 1999

Mr DeLacy is the Chairman of the Compliance, Audit and Risk Committee.

Mr DeLacy is the immediate past president of the Queensland Division of the Australian Institute of Company Directors (AICD).

Mr DeLacy was born in Cairns and still lives there with his family. He was the State Member for Cairns for fifteen years and Treasurer of Queensland from 1989 to 1996.

Mr DeLacy is Chairman of Integrated Food and Energy Developments Ltd (I-FED) and Australian Agribusiness Partners.

Over the years he has been Chairman of Macarthur Coal, Australia's largest cotton producer Cubbie Group, COFCO Australia, Queensland Sugar (QSL) and the Global Sugar Alliance, Ergon Energy and the Trinity Group, as well as a range of not-for profits.

For services to the community Mr DeLacy has been awarded an AM, the Centenary Medal, honorary doctorates from both James Cook University (HonDLitt) and Central Queensland University (DUniv), and the Gatton Gold medal from the University of Queensland.

#### Richard Haire

## Independent non-executive director; director since 1 October 2013

Mr Haire is a member of the Compliance. Audit and Risk Committee.

Mr Haire has more than 29 years' experience in the international cotton and agribusiness industry. He was the Chief Executive Officer of Queensland Cotton Corporation Pty Ltd from 1989 to 2007. He was also the Managing Director and Regional Head, Australia and New Zealand of Olam International from 2007 to 2012.

#### Richard Haire (continued)

Mr Haire is a director and Chairman of the Audit Committee at the Bank of Queensland, a director at BEC Feed Solutions Limited, and the Chairman of the Cotton Research and Development Corporation (CRDC).

Mr Haire holds a Bachelor of Economics Degree from the University of New England. He is a fellow of the Australian Institute of Company Directors.

#### Dr Karl Stoss

#### Non-executive director; director since 8 February 2012

Dr Stoss is CEO of Casinos Austria AG, Osterreichische Lotterien GmbH and President of Casinos Austria International.

Studying business administration and graduating from University of Innsbruck, he then worked in various roles within the insurance and banking sector. Dr Stoss was appointed Deputy Chairman and Deputy Director General of Osterreichische Postsparkasse Savings Bank before becoming a director of the Managing Board of Raiffeisen Zentralbank Osterreich AG from 2001, and then on to the Managing Board of Generali Holding Vienna AG becoming Chairman in early 2005 before he joined Casinos Austria Group in 2007.

Dr Stoss has been President of the Austrian Olympic Committee since September 2009 and was re-elected in November 2012 and was elected into the International Olympic Committee (IOC) in August 2016.

#### Michael Issenberg

#### Non-executive director; director since 21 January 2002

Mr Issenberg is Chairman and Chief Executive Officer of AccorHotels Asia Pacific and has been with Accor for more than 20 years. He has responsibility and oversight for AccorHotels' full range of business interests in the Asia Pacific region and is also a member of the Global Executive Committee.

Prior to joining AccorHotels, Mr Issenberg spent five years as Chief Executive Officer, Mirvac Hotels. This was following a successful career at Westin Hotels and Resorts, Laventhol & Horwath and Horwath & Horwath Services Pty Limited in San Francisco and Sydney. He came to Accor with an impressive background in the hotel industry.

In addition to Reef Casino Trust, Mr Issenberg is also a director of The A-HTRUST (Ascendas Hospitality Trust) listed on the Singapore Stock Exchange.

Mr Issenberg, holds a degree in hotel administration from Cornell University, USA and is a Lifetime Member of the Cornell Hotel Society. Mr Issenberg is also a Lifetime Member of Tourism and Transport Forum in Australia.

Mr Issenberg was awarded the Ordre National du Mérite from the French Government for his work in forging strong links between France and the world and for showcasing the best standards in French hospitality, innovation and savoir faire. He was named Asia Pacific Hotelier of the Year 2015 and 2012 in the Hotel Management Awards and International Hotelier of the Year 2014 at the China Hotel Investment Conference.

#### Allan Tan

Executive director; director since 28 March 2006.

Alternate for Mr Macdonald; alternate director since 10 July 1997

Mr Tan is the CEO of the Reef Hotel Casino and Executive Director of Casinos Austria International Limited. He joined Casinos Austria International Limited in 1995 as Chief Financial Officer and Company Secretary. Since this time, he has held several positions within the group, including Chief Financial Officer and Company Secretary for Reef Casino Trust and Regional Manager (Australia, Asia Pacific) for Casinos Austria Group.

Mr Tan holds an honours degree in Commerce (Accounting) from the University of Birmingham, England. He is a member of the Institute of Chartered Accountants in England and Wales and a member of Governance Institute of Australia.

Mr Tan also holds a number of executive directorships within the Casinos Austria Group.

Prior to joining Casinos Austria, Mr Tan held positions as an auditor with (now) global audit firm Deloitte Touche Tohmatsu in London and Brisbane, as hotel-casino internal auditor with Hilton Hotels Inc. at Jupiters on the Gold Coast, Financial Controller and Company Secretary of Bond University on the Gold Coast.

#### Simon McGrath

Non-executive director; director since 23 August 2011

Mr McGrath is a member of the Compliance, Audit and Risk Committee.

Mr McGrath is Chief Operating Officer for Accor Pacific, responsible for over 250 hotels, 33,000 rooms and 12,000 employees in the Pacific region.

Mr McGrath has an extensive and highly respected career in the hotel sector, having worked in management positions domestically and overseas. He has worked in senior executive positions in Australia's major city and tourist destinations, including Sydney, Gold Coast, Cairns, Hamilton Island and Ayers Rock Resort as well as internationally in Malaysia and Thailand.

In addition to his role as Chief Operating Officer for Accor Pacific, Mr McGrath holds the following directorship roles: director of AAPC Limited and director of Accor Vacation Club (AVC).

Mr McGrath also currently holds positions on the following Boards: Deputy Chairman of Tourism and Transport Forum (TTF) and independent director of Genesis Care.

Mr McGrath has played a major advocate role in advancing indigenous employment opportunities in the hospitality and tourism sector as well as championing innovative human resources development, marketing and customer relationship management.

Mr McGrath has been recognised for his contribution to the hospitality industry with numerous company and individual awards of excellence. He was awarded Australasian Hotelier of the Year 2009 in the HMA (Hotel Management Awards) and AccorHotels was named Best Accommodation Chain 2013 also at the HM (Hotel Management) Awards. In addition, he received a Gold Bernache - the highest accolade for AccorHotels globally - for performance in 2012.

#### Alexander Tucek

#### Alternate for Dr Stoss; alternate director since 8 February 2012

Mr Tucek joined Casinos Austria AG in 1971 and moved to Casinos Austria International in 1978, where he initially served as Casino Manager in a number of land based and shipboard casinos around the globe. Following an extensive international career, he returned to Head Office and was appointed Senior Vice President Human Resources in 2002.

In July 2005, he transferred to the USA as Managing Director of Casinos Austria Maritime and Regional Director for The Americas, where he was responsible for all Casinos Austria International Casinos in the region, including the flagship Great Blue Heron Charity Casino near Toronto, Ontario.

In 2011, his career path took him back to Vienna as Executive Vice President Operations of Casinos Austria International. Since December 2013 he has been Chief Executive Officer of Casinos Austria International. In this capacity, he manages the Casinos Austria Group's extensive international activities, including its existing operations and development projects. Mr Tucek has a degree in Business Administration and speaks German, English and Spanish.

#### Philip Basha

#### Alternate for Mr Issenberg; alternate director since 23 August 2011

Mr Basha joined the Accor finance team in 2003 and is currently the Vice President Corporate Finance Australia. He commenced his accounting career at KPMG in 1999 and spent five years as an auditor in its Consumer and Industrial Markets group. He holds a Bachelor of Economics (Accounting) from Macquarie University and is a member of Chartered Accountants Australia and New Zealand.

## Lead auditor's independence declaration under section 307C of the Corporations Act 2001

The lead auditor's independence declaration is set out on page 43 and forms part of the directors' report for the year ended 31 December 2016.

## **Rounding off**

The Trust is of a kind referred to in ASIC Corporations (Rounding in Financials/Directors' Reports) Instrument 2016/191 dated 24 March 2016 and in accordance with that Corporations Instrument, amounts in the financial statements and the directors' report have been rounded off to the nearest thousand dollars, unless otherwise stated.

Signed in accordance with a resolution of the directors of Reef Corporate Services Limited.

Ben Macdonald

Director

Brisbane 24 February 2017 Keith DeLacy Director

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# STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

for the year ended 31 December 2016

	Note	Dec 2016 \$'000	Dec 2015 \$'000
REVENUE AND OTHER INCOME Revenue Other income	4	22,322 8	25,094 8
TOTAL REVENUE AND OTHER INCOME		22,330	25,102
EXPENSES  Depreciation and amortisation Property outgoings Rates and taxes Responsible Entity fees Repairs and maintenance Insurance Responsible Entity director fees Other expenses	5	4,556 1,180 800 1,104 978 569 273 769	4,528 1,217 804 1,107 774 548 273 735
TOTAL EXPENSES		10,229	9,986
RESULTS FROM OPERATING ACTIVITIES		12,101	15,116
Finance costs attributable to unitholders Interest expense on financial liabilities measured at amortised cost		5,952 197	7,480 156
TOTAL FINANCE COSTS	6	6,149	7,636
PROFIT FOR THE YEAR  OTHER COMPREHENSIVE INCOME FOR THE YEAR  TOTAL COMPREHENSIVE INCOME FOR THE YEAR		5,952 - 5,952	7,480 - 7,480
Basic and diluted earnings per unit (cents)	17	23.90	30.04

The statement of profit or loss and other comprehensive income is to be read in conjunction with the accompanying notes.

# STATEMENT OF FINANCIAL POSITION

as at 31 December 2016

ACCETO	Note	Dec 2016 \$'000	Dec 2015 \$'000
ASSETS Cash and cash equivalents	14	4.775	4,252
Receivables	7	2,309	2,190
TOTAL CURRENT ASSETS		7,084	6,442
Receivables	7	750	750
Property, plant and equipment	8	101,547	98,804
Intangible assets		132	113
TOTAL NON-CURRENT ASSETS		102,429	99,667
TOTAL ASSETS		109,513	106,109
LIABILITIES			
Payables	9	4,999	5,847
TOTAL CURRENT LIABILITIES		4,999	5,847
Loans and borrowings	10	7,200	1,700
Deferred income		35	42
Issued units – liability portion	11	85,051	85,051
TOTAL NON-CURRENT LIABILITIES		92,286	86,793
TOTAL LIABILITIES		97,285	92,640
EQUITY			
Issued units – equity portion	11	85,051	85,051
Distribution account	12	2,990	4,227
Undistributed income		6,030	6,034
Accumulated losses		(81,843)	(81,843)
TOTAL EQUITY		12,228	13,469
TOTAL EQUITY AND LIABILITIES		109,513	106,109
MEMORANDUM NOTE – ISSUED UNITS			
Issued units – liability portion		85,051	85,051
Issued units — equity portion		85,051	85,051
		170,102	170,102

The statement of financial position is to be read in conjunction with the accompanying notes.

# STATEMENT OF CHANGES IN EQUITY

for the year ended 31 December 2016

	Issued units \$'000	Distribution account \$'000	Undistributed income \$'000	Accumulated losses \$'000	Total \$'000
1 JANUARY 2015	85,051	4,742	6,034	(81,843)	13,984
Profit for the year	-	-	-	7,480	7,480
Other comprehensive income	-	-	-	-	
Total comprehensive income for the year	-	-	-	7,480	7,480
Transfer to distribution account	-	7,480	-	(7,480)	-
Distributions paid	-	(7,995)	-		(7,995)
31 DECEMBER 2015	85,051	4,227	6,034	(81,843)	13,469

1 JANUARY 2016 Profit for the year	<b>85,051</b>	4,227	6,034	(81,843) 13,469 5,952 5,952
Other comprehensive income  Total comprehensive income for the year	-	-	-	5,952 5,952
Transfer to distribution account	-	5,952	- (4)	(5,952) -
Transfer from undistributed income accour Distributions paid	II - -	4 (7,193)	(4)	- (7,193)
31 DECEMBER 2016	85,051	2,990	6,030	(81,843) 12,228

The statement of changes in equity is to be read in conjunction with the accompanying notes.

# STATEMENT OF CASH FLOWS

for the year ended 31 December 2016

		Dec 2016	Dec 2015
	Note	\$'000	\$'000
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash receipts in the course of operations		24,333	27,124
Cash payments in the course of operations		(8,087)	(8,112)
Interest received		91	101
Interest and other finance costs paid		(190)	(152)
NET CASH FROM OPERATING ACTIVITIES	14	16,147	18,961
CASH FLOWS FROM INVESTING ACTIVITIES			
Payments for property, plant and equipment		(6,713)	(2,846)
Proceeds of disposal of property, plant and equipment		6	5
NET CASH FROM INVESTING ACTIVITIES		(6,707)	(2,841)
CASH FLOWS FROM FINANCING ACTIVITIES			
Drawdown of Ioan		11,000	9,000
Repayment of Ioan		(5,500)	(10,200)
Distributions paid (equity portion and liability portion)		(14,417)	(15,065)
NET CASH FROM FINANCING ACTIVITIES		(8,917)	(16,265)
Net increase/(decrease) in cash held		523	(145)
Cash and cash equivalents at 1 January		4,252	4,397
CASH AND CASH EQUIVALENTS AT 31 DECEMBER	14	4,775	4,252

The statement of cash flows is to be read in conjunction with the accompanying notes.

## NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2016

#### 1. The Trust

Reef Casino Trust (the Trust) was established by a Trust Constitution dated 2 July 1993 as amended by supplemental deeds dated 30 November 1993, 19 September 1999, 31 May 2000, 8 August 2001, 14 April 2004 and 29 June 2005. The Trust is a registered managed investment scheme under the Corporations Act 2001. Reef Corporate Services Limited, a company domiciled in Australia, is the Responsible Entity of the Trust. The Trust is the owner and lessor of the Reef Hotel Casino complex in Cairns, North Queensland, Australia. The Trust is a for profit entity.

## 2. Basis of preparation

#### (a) Statement of compliance

The financial statements are general purpose financial statements which have been prepared in accordance with Australian Accounting Standards (AASBs) adopted by the Australian Accounting Standards Board (AASB) and the Corporations Act 2001. The financial statements of the Trust comply with International Financial Reporting Standards (IFRSs) adopted by the International Accounting Standards Board (IASB).

The financial statements were approved by the board of directors of the Responsible Entity on 24 February 2017.

#### (b) Basis of measurement

The financial statements are prepared on the historical cost basis.

#### (c) Functional and presentation currency

The financial statements are presented in Australian dollars, which is the Trust's functional currency.

The Trust is of a kind referred to in ASIC Corporations (Rounding in Financials/Directors' Reports) Instrument 2016/191 dated 24 March 2016 and in accordance with that Corporations Instrument, amounts in the financial statements and the directors' report have been rounded off to the nearest thousand dollars, unless otherwise stated

#### (d) Use of estimates and judgements

The preparation of financial statements in conformity with IFRSs requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised and in any future periods affected.

Information about critical judgements in applying accounting policies that have the most significant effect on the amounts recognised in the financial statements is included in note 8 – property, plant and equipment (lease classification).

## 3. Significant accounting policies

The significant and other accounting policies are set out below and throughout the notes to the financial statements and have been applied consistently to all periods presented in these financial statements.

#### (a) Income Tax

Under current Australian income tax legislation, the Trust is not subject to income tax, provided that certain legislative requirements regarding distribution are satisfied. Tax allowances for building and plant and equipment depreciation are distributed in the form of tax deferred amounts.

## (b) Standards issued but not yet effective

A number of new standards, amendments to standards and interpretations are effective for annual periods beginning after 1 January 2016, and earlier application is permitted; however, the Trust has not early applied the following new or amended standards in preparing these financial statements.

## AASB 9 Financial Instruments (effective 1 January 2018 with early adoption permitted)

AASB 9 includes revised guidance on the classification and measurement of financial instruments, a new expected credit loss model for calculating impairment on financial assets and carries forward guidance on recognition and derecognition of financial instruments from AASB 139. The new standard has been reviewed and is not expected to have any impact on the Trust's current accounting policies.

## AASB 15 Revenue from Contracts with Customers (effective 1 January 2018 with early adoption permitted)

AASB 15 establishes a comprehensive framework for determining whether, how much, and when revenue is recognised. It replaces existing revenue recognition guidance. This standard is not expected to have any significant impact as the Trust's main revenue is from leases which are not in the scope of AASB 15.

AASB 16 Leases (effective 1 January 2019 with early adoption permitted on the proviso that AASB 15 is also adopted at the same time) AASB 16 establishes principles for the recognition, measurement, presentation and disclosure of leases with the objective of ensuring that lessees and lessors provide relevant information that faithfully represents those transactions. The Trust continues to assess the potential impact of this standard.

	Dec 2016 \$'000	Dec 2015 \$'000
4. Revenue		
RENTAL		
Base rent	1,100	1,082
Contingent rent	21,030	23,815
	22,130	24,897
INTEREST RECEIVED AND RECEIVABLE FROM		
Other persons	25	28
Related parties	66	68
	91	96
OTHER REVENUE		
Sundry	101	101
	22,322	25,094

Rental revenue is determined in accordance with the lease agreements relating to the Reef Hotel Casino and is made up of two components: a base rent and a contingent rental component. The base rental component is indexed on a yearly basis and recognised on a straight-line basis over the lease term. The contingent rental component is based on the performance of the lessee and is recognised when contractually due.

## 5. Expenses

Net profit includes the following specific expenses:

DEPRECIATION Building Plant and equipment	1,350 2,418	1,484 2,269
	3,768	3,753
AMORTISATION Computer software Site lease	82 706	68 707
	788	775
	4,556	4,528
Net loss on disposal of plant and equipment	13	7

	Dec 2016 \$'000	Dec 2015 \$'000
6. Finance income and expense		
RECOGNISED IN PROFIT OR LOSS Interest income on bank deposits Interest income on loans and receivables	25 66	28 68
FINANCE INCOME	91	96
Interest expense on financial liabilities measured at amortised cost Finance costs attributable to unitholders	(197) (5,952)	(156) (7,480)
FINANCE EXPENSE	(6,149)	(7,636)
NET FINANCE INCOME AND EXPENSE	(6,058)	(7,540)

The above finance income and expenses are in respect of assets and liabilities not at fair value through profit or loss.

Finance income comprises interest income on funds invested. Interest income is recognised as it accrues in profit or loss using the effective interest method.

Finance costs comprise interest expense on borrowings calculated using the effective interest method, and the portion of distributions comprising 50% of net income (note 12).

#### 7. Receivables

CURRENT Rent and interest receivable from lessee Other debtors	2,249 60	2,138 52
	2,309	2,190
NON-CURRENT		
Loan to lessee, bearing an interest rate of 8.71% (2015: 8.88%)	750	750

Loans and receivables are measured initially at fair value and subsequently measured at amortised cost using the effective interest method. Financial assets are also tested for impairment. For exposure to credit risk see note 18.

53,000	00.050			
	69,956	59,219	140	182,315
4,869)	(17,373)	(50,079)	-	(82,321)
8,131	52,583	9,140	140	99,994
38,131 - - - - (707)	52,583 117 - 856	9,140 1,725 (11) 557	140 1,439 - (1,413)	99,994 3,281 (11) - (4,460)
,			166	98,804
5,576) 5,424	70,469 (18,397) 52,072	60,114 (50,972) 9,142	166 - 166	183,749 (84,945) 98,804
37,424 - - - (706) 36,718	52,072 - - 2,223 (1,350) 52,945	9,142 1,490 (20) 2,999 (2,418)	166 5,747 - (5,222) -	98,804 7,237 (20) - (4,474) 101,547
6,282) 6,718	72,510 (19,565) 52,945	59,553 (48,360)	691	185,754 (84,207) 101,547
	(707) 7,424 3,000 5,576) 7,424 7,424 (706) 6,718 3,000 6,282)	- 117 - 856 (707) (1,484) 7,424 52,072 3,000 70,469 5,576) (18,397) 7,424 52,072 7,424 52,072 - 2,223 (706) (1,350) 6,718 52,945 3,000 72,510 6,282) (19,565)	- 117 1,725 (11) - 856 557 (707) (1,484) (2,269) 7,424 52,072 9,142  3,000 70,469 60,114  5,576) (18,397) (50,972) 7,424 52,072 9,142  7,424 52,072 9,142  7,424 52,072 9,142  7,424 52,072 9,142  1,490 - (20) - 2,223 2,999 (706) (1,350) (2,418) 6,718 52,945 11,193  3,000 72,510 59,553  6,282) (19,565) (48,360)	- 117 1,725 1,439 (11) 856 557 (1,413) (707) (1,484) (2,269) - 7,424 52,072 9,142 166  3,000 70,469 60,114 166  5,576) (18,397) (50,972) - 7,424 52,072 9,142 166  7,424 52,072 9,142 166  7,424 52,072 9,142 166  7,424 52,072 9,142 166  7,424 52,072 9,142 166  1,490 5,747 - (20) - (20) - (2,223 2,999 (5,222) (706) (1,350) (2,418) - (6,718 52,945 11,193 691  3,000 72,510 59,553 691  6,282) (19,565) (48,360) -

Dec	Dec
2016	2015
\$'000	\$'000

## **Capital expenditure commitments**

Contracted but not provided for and payable:

Not longer than one year	1,266	168
--------------------------	-------	-----

#### (i) Recognition and measurement

Site lease, buildings, integral plant, plant and equipment and work in progress are measured at cost or deemed cost less accumulated depreciation and accumulated impairment losses. Cost includes expenditure that is directly attributable to the acquisition of the asset. Purchased software that is integral to the functionality of the related equipment is capitalised as part of that equipment.

When parts of an item of property, plant and equipment have different useful lives, they are accounted for as separate items (major components) of property, plant and equipment.

Any gain or loss on disposal of an item of property, plant and equipment is recognised in profit or loss.

#### (ii) Subsequent expenditure

Subsequent expenditure is capitalised only if it is probable that the future economic benefits associated with the expenditure will flow to the Trust.

#### (iii) Depreciation

Depreciation is calculated to write off the cost of items of property, plant and equipment less their estimated residual values using the straight-line method over their estimated useful lives, and is generally recognised in profit or loss (note 5). Leased assets are depreciated over the shorter of the lease term and their useful lives unless it is reasonably certain that the Trust will obtain ownership by the end of the lease term.

The estimated useful lives for the current and comparative periods are as follows:

Site lease 75 years
 Buildings and integral plant 15 – 73 years
 Plant and equipment 2 – 20 years

Depreciation methods, useful lives and residual values are reassessed at each annual reporting date and adjusted if appropriate.

#### **External valuation**

An independent valuation of the Trust's interest in the Reef Hotel Casino Complex was carried out by JLL Hotels & Hospitality Group as at 31 December 2014. The complex was valued at \$136 million. The valuation was determined in line with policy set out below. The current use is considered to be the highest and best use. The Trust's interest in the complex, which is considered to be a cash generating unit, comprises the building, site lease, casino licence and plant and equipment. The casino licence has an amortised cost of nil (2015: nil).

#### Valuation process

The Trust Constitution requires the Trust to obtain independent valuations of the complex at least once during every 3 years, by an independent valuer, under the instructions given by the Responsible Entity. The valuation is used for disclosure purposes, and also assists the Trust in determining whether there is any impairment of the cash generating unit.

The Trust Constitution requires that the valuation is based on the price, at which a property might reasonably be expected to be sold at the date of valuation, assuming:

- (i) a willing, but not anxious, buyer and seller; and
- (ii) a reasonable period in which to negotiate the sale, having regard to the nature and situation of the property and the state of the market for property of the same kind; and
- (iii) that the property was reasonably exposed to that market;
- (iv) that, except in relation to the Casino Licence, no account is taken of the value or other advantage or benefit, additional to market value, to the buyer incidental to ownership of property being valued: and
- (v) that the Trust has sufficient resources to allow a reasonable period for the exposure of the property for sale; and
- (vi) that the Trust has sufficient resources to negotiate an agreement for the sale of the property.

In undertaking the valuation assignment the valuer utilises discounted cash flow, equivalent yield capitalisation and earnings multiple valuation methods. The discounted cash flow method derives the net present value by applying a selected discount rate to the five year cash flow forecast. The equivalent yield capitalisation is based on the five year trading forecast firstly discounted for inflation to reflect financial performance in current dollars and after annual capital expenditure allowance. The earnings multiple approach is calculated by applying an earnings multiple to the first year's net income estimate.

As some of the inputs used in these valuation techniques are not based on 'observable market data' the valuation is classified as a level 3 in the fair value hierarchy.

#### **Leased assets**

Leases in terms of which the Trust assumes substantially all the risks and rewards of ownership are classified as finance leases. Upon initial recognition the leased asset is measured at an amount equal to the lower of its fair value and the present value of the minimum lease payments. Subsequent to initial recognition, the asset is accounted for in accordance with the accounting policy applicable to that asset.

Other leases are operating leases and are not recognised in the Trust's statement of financial position.

#### Site lease

The Trust paid \$53 million to the Queensland Government by way of a lump sum prepayment of the rental payable for the term of the lease (75 years) for the site on which the Reef Hotel Casino complex is situated. Even though the lease is not eligible for conversion to freehold tenure, the Trust determined that the site lease is a finance lease. At 31 December 2016, the remaining term of the site lease was 52 years. The conditions of the lease are set out in the Cairns Casino Agreement which forms part of the Cairns Casino Agreement Act 1993. Negotiations for a further lease can take place during the last 10 years. The lease cannot be assigned or sublet without consent of the Minister. The site is required to be used for commercial purposes only.

## **Operating leases as lessor**

The Trust leases out the Reef Hotel Casino under an operating lease. The future minimum lease payments under non-cancellable leases are as follows:

	Dec 2016 \$'000	Dec 2015 \$'000
Less than one year	1,117	1,100
Between one and five years	4,469	4,400
More than five years	8,752	9,717
	14,338	15,217

The casino, hotel and ancillary facilities lease agreements expire on 26 October 2029. Further extensions from year to year are subject to certain ownership conditions being met. Base rent is set out in the lease (and is indexed annually) and additional rent is based on financial performance. The future minimum lease payments shown do not include rentals which are contingent on revenue of the operator, and do not include recovery of outgoings.

#### Impairment testing

The carrying amount is reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists, then the asset's recoverable amount is estimated.

For impairment testing, assets are grouped together into the smallest group of assets that generates cash inflows from continuing use that are largely independent of the cash inflows of other assets or cash generating units (CGU). The recoverable amount of an asset or (CGU) is the greater of its value in use and its fair value less costs to sell. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset or CGU.

Impairment losses are recognised if the carrying amount of the asset or its CGU exceeds the recoverable amount. Impairment losses are recognised in profit and loss. Impairment losses recognised in respect of CGUs are allocated to reduce the carrying amount on a pro rata basis.

9. Payables	Dec 2016 \$'000	Dec 2015 \$'000
CURRENT Trade creditors and accruals – unsecured Accrued distributions (note 12)	2,013 2.986	1,588 4.259
Accided distributions (note 12)	4,999	5,847

Payables are measured initially at fair value and subsequently measured at amortised cost using the effective interest method.

## 10. Loans and borrowings

	Facility Available		<b>Facility Used</b>		<b>Facility Unused</b>	
	2016 \$'000	2015 \$'000	2016 \$'000	2015 \$'000	2016 \$'000	2015 \$'000
NON-CURRENT						
Bank Ioan – BOQ Limited (expires 31 January 2019)	13,500	11,500	7,200	1,700	6,300	9,800
	13,500	11,500	7,200	1,700	6,300	9,800

The Trust's loans and borrowings are measured at amortised cost. For more information about the Trust's exposure to interest rate and liquidity risk, see note 18.

The bank loan is secured by a registered first and second mortgage over the Special Lease (a Crown lease for a term of 75 years under which the Trust occupies the site on which the complex is built) and a first ranking fixed and floating equitable charge over the whole of the assets and undertakings of the Trust.

Interest is payable at a fixed margin over Bank of Queensland's cost of funds and is calculated daily on the drawn down value.

11. Issued units	Dec 2016 \$'000	Dec 2015 \$'000
49,801,036 (December 2015: 49,801,036) units Issued units — equity portion Issued units — liability portion	85,051 85,051	85,051 85,051
	170,102	170,102

The number of issued units includes 740,000 (December 2015: 740,000) restricted founder units.

Founder units can only be transferred with consent of the founders and the Governor of Queensland and by making a binding covenant to be bound by the Foundation Agreement. Founder units cannot be encumbered.

## **Compound financial instruments – issued units**

The Trust Constitution contains a contractual obligation to distribute at least 50% of Trust income for any income period. The issued units have therefore been classified as a compound financial instrument containing both a liability and an equity component. The liability component is measured at amortised cost using the effective interest method. As the fair value of future distributions cannot be ascertained with any certainty, the directors of the Responsible Entity have determined that the liability component comprises 50% of the value of total issued units with the equity component comprising the other 50% in line with the obligation to distribute 50% of Trust income.

#### 12. Distributions

#### Distributable income

The Trust Constitution requires calculation of distributable income for each half yearly period commencing either on the first day of January or July and the amount transferred to a distribution account on the last day of such period. As the Trust must distribute at least 50% of net income for the period, this 50% is classified as a liability, and shown as an accrued liability on the statement of financial position (note 9). The remaining portion of the distribution is debited directly to equity and recognised as a liability in the period it is declared.

The proposed distribution for the six months ended 31 December 2016 was declared on 24 February 2017, and accounted for as follows:

	Dec 2016 \$'000	Dec 2015 \$'000
DISTRIBUTION ACCOUNT (refer to statement of changes in equity) Balance relating to issued units – equity portion ACCRUED DISTRIBUTION (payables – note 9)	2,990	4,227
Balance relating to issued units – liability portion	2,986	4,259
TOTAL OF DISTRIBUTION ACCOUNTS	5,976	8,486

	Dec 2016		Dec 2015	
			Total \$'000	Cents per unit
DISTRIBUTIONS PAID AND PAYABLE		•		•
Half year ended 30 June paid September	5,931	11.91	6,474	13.00
Half year ended 31 December paid/payable March	5,976	12.00	8,486	17.04
	11,907	23.91	14,960	30.04

## 13. Segment information

The results and financial position of the Trust's single operating segment are prepared for the board on a basis consistent with Australian Accounting Standards and thus no additional disclosures in relation to the revenues, profit or loss, assets and liabilities and other material items have been made. Entity-wide disclosures are detailed below:

	Dec 2016 \$'000	Dec 2015 \$'000
RENTAL INCOME		
Casino operations	18,380	21,909
Hotel and other non casino operations	3,750	2,988
	22,130	24,897

Rental income is received from the lessee of the complex, Casinos Austria International (Cairns) Pty Ltd, which is the Trust's only customer. All revenue received and non-current assets held are located in one geographical area — Australia.

	Dec 2016 \$'000	Dec 2015 \$'000
14. Cash and cash equivalents		
Cash (held in interest bearing accounts, at call)	4,775	4,252
Reconciliation of cash flows from operating activities PROFIT FOR THE YEAR ADJUSTMENTS FOR: Loss on disposal of property, plant and equipment Finance costs attributable to unitholders Depreciation and amortisation	5,952 13 5,952 4,556	7,480 7 7,480 4.528
NET CASH FROM OPERATING ACTIVITIES BEFORE CHANGES IN WORKING CAPITAL	16,473	19,495
Changes in operating assets and liabilities (Increase)/decrease in receivables and other assets Increase/(decrease) in payables Increase/(decrease) in deferred income	(119) (199) (8)	(332) (194) (8)
NET CASH FROM OPERATING ACTIVITIES	16,147	18,961

## 15. Related party information

The Responsible Entity

The Responsible Entity of Reef Casino Trust is Reef Corporate Services Limited (ABN 66 057 599 621) which is jointly controlled by Casinos Austria International Limited and Accor Casino Investments (Australia) Pty Ltd.

## Key management personnel

2016	Short-term Salary & Fees \$	Post-employment Superannuation Benefits \$	Total \$
Non-executive directors			
Benjamin Macdonald (Chairman)	115,000	10,925	125,925
Keith DeLacy	68,000	6,460	74,460
Karl Stoss	-	-	-
Michael Issenberg	-	-	-
Simon McGrath	-	-	-
Richard Haire	66,000	6,270	72,270
Alexander Tucek	-	-	-
Philip Basha	-	-	-
Executive director			
Allan Tan (Chief Executive Officer - Operator	100,330	-	100,330
Executive			
Alison Galligan (Company Secretary)	98,788	-	98,788
Total	448,118	23,655	471,773

#### 15. Related party information (continued)

Key management personnel (continued)

	Short-term Salary	Post-employment Superannuation	Total
2015	& Fees	Benefits	Total
Non-executive directors	Ą	ā	•
Benjamin Macdonald (Chairman)	115,000	10,925	125,925
Keith DeLacy	68,000	6,460	74,460
Karl Stoss	-	-	74,400
Michael Issenberg	_	_	_
Kim Mooney (deceased 3 May 2015)	_	_	_
Simon McGrath	_	-	-
Richard Haire	66,000	6.270	72,270
Alexander Tucek	-	-	, -
Philip Basha	-	-	-
Executive director			
Allan Tan (Chief Executive Officer - Operator	82,067	-	82,067
Executive			
Alison Galligan (Company Secretary)	96,768	-	96,768
Total	427,835	23,655	451,490

Only directors who are not full time executives of Casinos Austria International Limited group or Accor Asia Pacific group receive remuneration from the Trust.

The Trust has no employees and pays no amounts directly to executives. The amounts disclosed above have been reimbursed by the Trust to Casinos Austria International Limited, the employer of executives involved in the management of the Trust. The amount is based on an allocation of the executive's time spent on managing the affairs of the Trust (and includes on costs).

The Responsible Entity determines remuneration levels and ensures they are competitively set to attract and retain appropriately qualified and experienced directors. This is determined by given trends in other public companies in the same industry.

None of the directors of the Responsible Entity has or has had any interest in the promotion of the Trust or in the property acquired for the purposes of the Trust other than the directors of the Responsible Entity who are entitled to receive directors' fees from the Trust, as set out above.

During the financial year the Trust has paid premiums to insure current and former directors and officers of the Responsible Entity against liabilities arising as a result of work performed in their capacity as directors or officers of the Responsible Entity.

The insurance policy prohibits disclosure of the nature of the liability insured against and the amount of the premium.

## 15. Related party information (continued)

Unit holdings of directors of the Responsible Entity

Name		alance at f the year Number	Changes during the year Number	Balance at end of the year Number	•
Benjamin Macdonald		263,750	-	263,750	
Keith DeLacy		5,000	-	5,000	1
Karl Stoss		-	-	221 000	
Michael Issenberg		221,000	-	221,000	
Allan Tan Simon McGrath		76,950	-	76,950	
Richard Haire		_	_		
Alexander Tucek		_	-	_	
Philip Basha		-	-	-	
Responsible Entity's remuneration	Transac Dec 2016 \$	ction valu De 201	ec D	ce outstanding ec Dec 016 2015 \$	;
Fees paid or payable by the Trust to Reef Corporate Services Limited during the year					
Responsible Entity fee Reimbursement of trust expenses	1,104,099 100,777	1,107,05 114,5	-	554,037 -	

Under the Trust Constitution, the Responsible Entity is entitled to fees amounting to:

- (i) Half yearly fees calculated as 0.375% of the value of net assets of the Trust (as defined in the Trust Constitution) as at the last day of the half year period just completed, paid quarterly, plus
- (ii) Half yearly fees calculated as the greater of \$37,500 indexed and a fee calculated on a sliding scale by reference to the value of gross assets (as defined in the Trust Constitution), payable within two months of the end of each half yearly period.

The Responsible Entity is also entitled to reimbursement of Trust expenses incurred on behalf of the Trust.

#### Other related parties

- Casinos Austria International Limited and Accor Casino Investments (Australia) Pty Limited jointly control the lessee.
- Reef Casino Investments Pty Ltd (jointly owned by Casinos Austria International Limited and Accor Casino Investments (Australia) Pty Ltd) directly owns 50.2% (2015: 50.2%) of Reef Casino Trust.
- Casinos Austria International Holding GmbH (the parent company of Casinos Austria International Limited) is incorporated in Austria and directly owns 11.37% (2015: 11.37%) of Reef Casino Trust.
- Casinos Austria International Limited directly owns 5.53% (2015: 5.53%) of Reef Casino Trust and Accor Casino Investments (Australia) Pty Ltd directly owns 4.86% (2015: 4.86%) of Reef Casino Trust.

Each of these entities is considered to be a related party and transactions and balances with these entities are summarised below.

## 15. Related party information (continued)

Other related parties (continued)

	Transac Dec 2016 \$	ction value Dec 2015 \$	Balance o Dec 2016 \$	utstanding Dec 2015 \$
Aggregate amounts brought to account in				
relation to transactions with other related parties:				
Rental income received from lessee	22,129,735	24,896,487	2,243,102	2,132,386
Interest on loan to lessee	66,478	67,833	5,533	5,656
Operating expenses paid by the Trust to the less	ee			
and entities related to the Responsible Entity	2,349,463	2,198,375	159,883	140,800
Management fee to lessee	132,619	142,649	32,844	32,533
Distribution paid or payable	9,459,203	11,136,943	2,148,968	3,065,072
Aggregate amounts receivable/payable with related parties at balance date:				
Current receivables			2,248,635	2,138,042
Non-current receivables			750,000	750,000
Current payables			737,739	727,370
Accrued distribution			2,182,949	3,113,539

All of the above transactions were conducted under normal commercial terms and conditions, and where applicable, in accordance with lease agreements.

#### Controlling entity

The ultimate chief parent entity is Reef Casino Investments Pty Ltd which is incorporated in Australia.

#### 16. Remuneration of auditors

During the year the following fees were paid or payable for services provided by the auditor of the Trust:

	Dec 2016 \$	Dec 2015 \$
Grant Thornton Audit Pty Ltd Audit of statutory financial reports Other assurance services	65,840 22,600	64,471 22,780
	88,440	87,251

#### 17. Earnings per unit

Basic earnings per unit is calculated by dividing the profit or loss attributable to unitholders of the Trust by the weighted average number of the equity component of issued units outstanding during the period.

Basic and diluted earnings per unit (cents)	Dec 2016 23.90	<b>Dec 2015</b> 30.04
Weighted average number of units (equity portion) for the year (note 11)	24,900,518	24,900,518
Profit for the year	\$'000 5,952	<b>\$'000</b> 7,480

#### 18. Financial instruments - fair values and risk management

The Trust has exposure to the following risks from its use of financial instruments: credit risk, liquidity risk, and market risk.

#### Risk management framework

The board has overall responsibility for the establishment and oversight of the risk management framework. The board has established a Compliance, Audit and Risk Committee, with responsibilities including the review of risk management policies and reports. The committee reports regularly to the board on its activities

#### Credit risk

Credit risk is the risk of financial loss to the Trust if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Trust's receivables from customers.

The carrying amount of financial assets represents the maximum credit exposure. The Trust's most significant customer, Casinos Austria International (Cairns) Pty Ltd (lessee of the Reef Hotel Casino), accounts for \$2,998,635 of the receivables carrying amount at 31 December 2016 (2015: \$2,888,042). Details of the lease agreement are contained in note 8.

#### Liquidity risk

Liquidity risk is the risk that the Trust will encounter difficulty in meeting the obligations associated with its financial liabilities that are settled by delivering cash or another financial asset. The Trust's approach to managing liquidity is to use cash flow management and forecasts to ensure there is enough cash to meet liabilities when due.

The following are the contractual maturities of financial liabilities, including estimated interest payments and excluding the impact of netting agreements.

## **18. Financial instruments - fair values and risk management (continued)** Liquidity risk (continued)

	Carrying amount \$'000	Contractual cash flows \$'000	Less than 1 year \$'000	1 to 2 years \$'000	2 to 5 years \$'000
31 DECEMBER 2016 NON-DERIVATIVE FINANCIAL LIABILITIES					
Trade creditors and accruals Accrued distribution Bank borrowings Issued units – liability portion*	2,013 2,986 7,200 85,051	2,013 2,986 8,088	2,013 2,986 288	- - <b>288</b> -	7, <b>512</b>
	Carrying amount \$'000	Contractual cash flows \$'000	Less than 1 year \$'000	1 to 2 years \$'000	2 to 5 years \$'000
31 DECEMBER 2015 NON-DERIVATIVE FINANCIAL LIABILITIES Trade creditors and accruals Accrued distribution	1,588 4,259	1,588 4,259	1,588 4,259	-	-
Bank borrowings Issued units – liability portion*	1,700 85,051	1,918	71	71 -	1,776 -

<sup>\*</sup> Future cash flows from the liability portion of issued units are dependent on the future income of the Trust (refer to note 11). Finance costs attributable to unitholders for the year ended 31 December 2016 totalled \$5,952,000 (2015: \$7,480,000).

It is not expected that the cash flows included in the maturity analysis could occur significantly earlier, or at significantly different amounts.

#### Market risk

Market risk is the risk that changes in market prices, such as interest rates will affect the Trust's income. The Trust generally manages interest rate exposure by considering a balance of fixed interest debt to variable interest debt with some flexibility to adjust the ratio, and investing excess cash at variable interest rates.

#### 18. Financial instruments - fair values and risk management (continued)

#### Interest rate risk

At the reporting date the interest rate profile of the Trust's interest-bearing financial instruments was:

	Dec 2016 \$'000	Dec 2015 \$'000
VARIABLE RATE INSTRUMENTS		
Financial assets	5,525	5,002
Financial liabilities	(7,200)	(1,700)
	(1,675)	3,302

Cash flow sensitivity analysis for variable rate instruments

A change of 100 basis points in interest rates would increase or decrease the Trust's finance income by \$55,000 (2015: \$50,000), finance costs by \$72,000 (2015: \$17,000) and profit for the year by \$17,000 (2015: \$33,000).

#### Fair values

The fair values of financial assets and liabilities, together with the carrying amounts shown in the statement of financial position, are as follows:

	31 December 2016 Carrying Fair amount value		31 December 2015 Carrying Fair amount value	
ACCETO CARRIER AT ALACRTICER COST	\$'000	\$'000	\$'000	\$'000
ASSETS CARRIED AT AMORTISED COST	4 775	4 775	4.050	4.050
Cash and cash equivalents	4,775	4,775	4,252	4,252
Receivables	3,059	3,059	2,940	2,940
	7,834	7,834	7,192	7,192
LIABILITIES CARRIED AT AMORTISED COST				
Payables	4.999	4,999	5,847	5,847
Loans and borrowings	4,333 7.200	4,333 7.200	1,700	1.700
Issued units — liability portion	85,051	99,104	85,051	90,887
issued units — hability portion	00,001	33,104	1 60,60	90,007
	97,250	111,303	92,598	98,434
Interest rates used for determining fair value				
The interest rates used to discount estimated	cash flows ar	e as follows:		
			2016	2015
Receivables			8.71%	8.88%
Loans and borrowings			4.00%	4.15%

#### 18. Financial instruments - fair values and risk management (continued)

#### Fair value hierarchy

The Trust uses the following hierarchy in determining and disclosing the fair value of a financial instrument:

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

#### (i) Current receivables and current payables

Due to the short-term nature of the Trust's current receivables and current payables, their carrying value is assumed to approximate their fair value.

#### (ii) Non-current receivables and loans and borrowings

The fair value of the Trust's non-current receivables and loans and borrowings is estimated as the present value of future cash flows (principal and interest), discounted at the market rate of interest at the reporting date. The inputs used are classified as level 2.

#### (iii) Issued units – liability portion

Fair value is based on the quoted market price per unit at the reporting date and is a level 1 input.

#### 19. Capital management

The Trust policy is to maintain the current level of issued units (2016: \$170,102,000; 2015: \$170,102,000). Capital requirements are assessed based on budgeted cash flows and capital expenditure commitments and are monitored on an ongoing basis. Should new funding be required for enhancement or for investment in new opportunities the Trust will consider an appropriate balance of new equity and/or debt funding. Surplus funds are used to repay debt.

The board sets the level of distributions to unitholders taking into account the requirements of the Trust Constitution which require that the Trust must distribute at least 50% of net distributable income for each half yearly period commencing either on the first day of January or July and the taxation legislation regarding trust distributions. It is the board's current policy to distribute all of the Trust's distributable income.

# DIRECTORS' DECLARATION

- 1 In the opinion of the directors of Reef Corporate Services Limited, the Responsible Entity of Reef Casino Trust:
  - (a) the financial statements and notes that are set out in pages 16 to 38, are in accordance with the Corporations Act 2001, including:
    - (i) giving a true and fair view of the Trust's financial position as at 31 December 2016 and of its performance for the financial year ended on that date; and
    - (ii) complying with Australian Accounting Standards and the Corporations Regulations 2001;and
  - (b) there are reasonable grounds to believe that the Trust will be able to pay its debts as and when they become due and payable.
- 2 The directors have been given the declarations required by Section 295A of the Corporations Act 2001 from the chief executive officer and chief financial officer for the financial year ended 31 December 2016.
- 3 The directors draw attention to note 2(a) to the financial statements which includes a statement of compliance with International Financial Reporting Standards.

Signed in accordance with a resolution of the directors of Reef Corporate Services Limited:

Ben Macdonald

Director

Brisbane 24 February 2017 Keith DeLacy Director



INDEPENDENT AUDITOR'S REPORT

to the unitholders of Reef Casino Trust

Cairns Corporate Tower
15 Lake Street
Cairns QLD 4870
Correspondence to:
PO Box 7200
Cairns QLD 4870
T +61 7 4046 8888

F +61 7 4051 0116
E info.cairns@au.gt.com
W www.grantthornton.com.au

#### Report on the financial report

#### Opinion

We have audited the financial report of Reef Casino Trust (the Trust), which comprises the statement of financial position as at 31 December 2016, the statement of profit or loss and other comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies, and the directors' declaration.

In our opinion, the accompanying financial report of Reef Casino Trust is in accordance with the Corporations Act 2001, including:

- (a) giving a true and fair view of the Trust's financial position as at 31 December 2016 and of its financial performance for the year then ended; and
- (b) 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 Trust in accordance with the auditor independence requirements of the Corporations Act 2001 and the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 Code of Ethics for Professional Accountants (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Grant Thornton Audit Pty Ltd ACN 130 913 594

a subsidiary or related entity of Grant Thornton Australia Ltd ABN 41 127 556 389

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#### 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 of the current year. The key audit matter below was 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 this matter.

#### Key audit matter

How our audit addressed the key audit matter

### Determination and recognition of revenue — Note 4. Revenue

The Trust leases its facilities to a related party, Casinos Austria International (Cairns) Pty Ltd (the "Lessee"). Accordingly the Trust's rental revenue is determined in accordance with the lease agreements between the Trust and the Lessee.

Rental revenue comprises two components: a base rent and a contingent rent. The base rent component is indexed yearly and recognised on a straight line basis over the lease term. The contingent rent component is based on the financial performance and results of the Lessee and is recognised when contractually due. The contingent rent component comprises the majority of total rent revenue.

This is a key audit matter given that it is material to the Trust's results and is recognised based on the financial performance and results of the Lessee.

Our audit procedures to address the risk of material misstatement relating to the determination and recognition of rental revenue included, amonast others:

- Assessing the design and implementation of management's controls over the determination and recognition of rental revenue:
- Analysing management's calculation of rental revenue in accordance with the lease agreements and with the audited financial statements of the Lessee; and
- Assessing the appropriateness and sufficiency of the work performed on the Lessee's financial statements for the relevant period by the Lessee's auditor.

#### Other information

The directors of Reef Corporate Services Limited, the Responsible Entity of the Trust, are responsible for the other information. The other information comprises the information included in the Trust's annual report for the year ended 31 December 2016, but does not include the financial report and the auditor's report thereon.

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

In connection with our audit of the financial report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information we are required to report that fact. We have nothing to report in this regard.



#### Responsibilities of the directors for the financial report

The directors of the Responsible Entity of the Trust 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 Trust's ability to continue as a going concern, disclosing as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Trust or to cease operations, or have no realistic alternative but to do so.

#### Auditor's responsibilities for the audit of the financial report

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this financial report.

A further description of our responsibilities for the audit of the financial report is located at the Auditing and Assurance Standards Board website at: http://www.auasb.gov.au/Home.aspx. This description forms part of our auditor's report.

#### Report on the audit of non-IFRS information

#### Opinion on non-IFRS information

In our opinion, the non-IFRS financial information disclosed as distributable profit included in the chairman's review on pages 1 and 2 for the year ended 31 December 2016 is prepared, in all material respects, in accordance with the basis of preparation set out on page 1.

#### Responsibilities

The directors of the Responsible Entity of the Trust are responsible for the preparation and presentation of the non-IFRS financial information in accordance with the basis of preparation set out on page 1 and for having regard to the guidelines set out in ASIC Regulatory Guide 230: Disclosing Non-IFRS Financial Information. Our responsibility is to express an opinion on the non-IFRS financial information, based on our audit conducted in accordance with auditing standards.

GRANT THORNTON AUDIT PTY LTD
Chartered Accountants

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Graham Coonan Partner - Audit & Assurance

Issue !

Cairns, 24 February 2017



Cairns Corporate Tower 15 Lake Street Cairns OLD 4870

Correspondence to:
PO Box 7200
Cairns QLD 4870
T +61 7 4046 8888
F +61 7 4051 0116
E info.cairns@au.gt.com
W www.grantthornton.com.au

# AUDITOR'S INDEPENDENCE DECLARATION

To the Directors of the Responsible Entity of Reef Casino Trust

In accordance with the requirements of section 307C of the Corporations Act 2001, as lead auditor for the audit of Reef Casino Trust for the year ended 31 December 2016, I declare that, to the best of my knowledge and belief, there have been:

- no contraventions of the auditor independence requirements of the Corporations Act 2001 in relation to the audit: and
- (ii) no contraventions of any applicable code of professional conduct in relation to the audit.

GRANT THORNTON AUDIT PTY LTD

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Chartered Accountants

Graham Coonan

Partner - Audit & Assurance

Cairns, 24 February 2017

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# CORPORATE GOVERNANCE STATEMENT

For the year ended 31 December 2016 As at 24 February 2017

The following statement is by reference to the ASX Corporate Governance Council's Corporate Governance Principles and Recommendations 3rd Edition. The Trust is an externally managed entity and therefore recommendations 1.1 to 1.7, 2.1, 2.2, 2.4, 2.5, 2.6 and 8.1 to 8.3 are not applicable. Notwithstanding this the Corporate Governance Statement describes relevant practices adopted by the board of the Responsible Entity to support the principles of corporate governance developed by the ASX Corporate Governance Council.

The following corporate governance practices were in place throughout the financial year and at the date of this report, unless otherwise stated. In this statement, "the board" means the board of directors of the Responsible Entity of the Trust. The Corporate Governance Statement was approved by the board on 24 February 2017.

This corporate governance statement and other related information is available on the Trust's website http://www.reefcasino.com.au/corporate-governance/.

## Role of the Responsible Entity and board

Reef Corporate Services Limited is jointly owned by Casinos Austria International Limited (CAIL) and Accor Casino Investments (Australia) Pty Ltd (Accor) who are substantial shareholders in the Trust

The Responsible Entity's role is provided for in the Trust Constitution. Its role covers the provision of all corporate services in connection with the Trust, including investor relations, government and operator liaison, secretarial and administrative services, maintenance of financial and taxation records and statutory compliance plus overall corporate governance of the Trust, including the protection of unitholders' interests.

The responsibilities of the board and management are set out in the board charter which is available on http://www.reefcasino.com.au/corporate-governance/.

The responsibilities reserved for the board are:

- Final approval of the strategic plans of the lessee
- Final approval of the annual budgets including capital expenditure of the Trust and lessee
- Approving and monitoring the progress of major refurbishment programs, acquisitions or divestments
- Approving the issue of securities and establishment of debt facilities
- Approving the appointment of the CEO of the operator, the company secretary and the external auditor (taking guidance from the Compliance, Audit and Risk Committee)
- Monitoring the performance of the CEO and management team of the lessee
- Distribution policy and approval of any distribution payment
- Approving (taking guidance from the Compliance, Audit and Risk Committee) all half yearly and annual financial reports including the directors' report and corporate governance statement and any related announcements to the ASX or communications with unitholders
- Instigation of corporate governance policies including code of conduct, continuous disclosure, trading in units

## Role of the Responsible Entity and Board (continued)

- Approving and monitoring compliance with the Trust internal control system and risk management systems
- Monitoring (taking guidance from the Compliance, Audit and Risk Committee) the Trust's obligations and compliance with relevant regulatory requirements
- Considering the competencies of directors, board succession plans and board evaluations
- Reviewing the remuneration framework for directors
- Reviewing the diversity policy, monitoring performance against diversity objectives and reviewing and reporting on the proportion of men and women employed by the lessee.

Day to day management of the Trust and matters not specifically referred to have been delegated to the CEO of the lessee but are subject to oversight by the board. The separation of responsibilities between the board and management is clearly understood and respected.

#### The board of the Responsible Entity

The board currently comprises six non-executive directors (including the Chairman) and one executive director. The names and skills, experience and relevant expertise of the directors in office at the date of this statement, and the length of office of each director, are set out in the directors' report on pages 12 to 15.

The constitution of the Responsible Entity reflects its joint ownership by CAIL and Accor and requires directors to be appointed as follows:

- two directors may be appointed by the unitholders - Mr DeLacy and Mr Haire, both re-appointed by unitholders in 2015 who are considered independent following review of their annual independence declarations against the criteria for independence set out in the board charter. In considering the independence of Mr DeLacy the board noted his 17 year tenure however considered that he continues to demonstrate independent judgment. The board values his deep understanding of the Trust, its investments and the environment in which it operates.
- three directors may be appointed by CAIL -Mr Macdonald, Mr Stoss and Mr Tan, who are not considered independent; and
- three directors may be appointed by Accor

   currently Accor has appointed two
  directors: Mr Issenberg and Mr McGrath,
  who are not considered independent.

The Reef Casino Joint Venture Shareholders Agreement provides that the number of votes able to be cast by directors representing each of CAIL and Accor is not affected by the number of directors present at the meeting.

In determining independent status of a director, materiality is assessed on a case-by-case basis and having regard to each director's individual circumstances. No director is a professional adviser, supplier or customer of the Trust or Responsible Entity.

The Responsible Entity's constitution provides that each of the directors shall have regard to the following interests (in descending order of priority):

 the interests of the unitholders of the Trust as a whole:

## The board of the Responsible Entity (continued)

- the interests of the person who has a right to appoint and remove the director except to the extent those interests conflict with the interests of unitholders as a whole; and
- the interests of the members of the Responsible Entity except to the extent those interests conflict with either or both of the interests of the unitholders of the Trust as a whole or the appointer.

Each director is able to seek independent professional advice at the Trust's expense, with prior approval of the Chairman.

Directors appointed by the unitholders remain in office for a term of 3 years (unless removed earlier) and are then subject to re-election. The directors appointed by the unitholders may be nominated by unitholders holding not less than 5% of the total number of units on issue other than restricted units or by the board of directors. Before a candidate is nominated by the board consideration is given to the range of skills, experience, expertise and diversity that will best complement the board's effectiveness. All other directors remain in office until removed by their appointers. All director appointments must be approved by the Minister responsible for the administration of the Casino Control Act 1982 (Queensland). Supplementary background checks are performed as needed.

Background checks are undertaken before the board appoints a person or puts forward a candidate for election. Relevant material information regarding a candidate's nomination for election for directors appointed by unitholders is set out in the notice of annual general meeting. As no directors were appointed or put forward for appointment or election in 2016 no background checks were required.

Each new director appointed undergoes an induction with the Chairman and CEO, with management available for discussions as required. Directors maintain their skills and knowledge through regular management updates on accounting, tax and corporate governance matters relevant to the Trust and meetings held at the Reef Hotel Casino complex.

Notwithstanding that recommendation 1.3 does not apply to the Responsible Entity the current directors have each signed a letter setting out the terms of their appointment.

#### Board skills matrix

The board believes that it has an appropriate mix of skills and experience and is complemented by the Compliance, Audit and Risk Committee. Notwithstanding that recommendation 2.2 does not apply to the Responsible Entity the board has the following board skills matrix: casino industry, hotel industry, corporate governance, financial, accounting and risk management, experience on the board of other listed entities, previous CEO experience, government and regulatory experience, local knowledge (Queensland) and commercial acumen. All the skills are represented on the current board.

#### Chairman

The Chairman of the board of directors of Reef Corporate Services Limited is appointed by agreement of the directors. Any of the directors may be appointed Chairman. The Chairman, Mr Macdonald is appointed as a director by CAIL and therefore is not independent. The board believes that he has the appropriate skills and experience and fulfils the responsibilities of the Chairman.

The Trust has no Chief Executive Officer, although similar roles are carried out by the Chief Executive Officer of the lessee, Mr Allan Tan. These functions have always remained separate from the functions performed by the Chairman as are set out in the board charter.

## The board of the Responsible Entity (continued)

#### Company Secretary accountability

The Company Secretary is accountable directly to the board, through the Chairman, on all matters to do with the proper functioning of the board. This is set out in the board charter.

#### Diversity

Whilst as an externally managed entity, the Trust is not required to have a diversity policy and neither the Trust nor the Responsible Entity have any direct employees, the Responsible Entity has a diversity policy available at http://www.reefcasino.com.au/corporate-governance/which includes requirements for the board to establish measurable objectives for achieving gender diversity of the board of the Responsible Entity and to complete an annual assessment.

The ongoing objective is when considering candidates for nomination to board positions, efforts will be made to identify and consider candidates who have a diverse range of attributes, including but not limited to gender. There are currently no women on the board.

#### Board and executive performance

The board continuously reviews its performance. On an annual basis the Chairman leads a formal discussion during a board meeting on the performance of the board, the Compliance, Audit and Risk Committee and individual directors. This was conducted on 8 December 2016.

The board continuously reviews the performance of executive management. For the CEO, an annual review is done by the Chairman against agreed performance targets. For the Company Secretary an annual review is done by the CEO against agreed performance targets. The reviews for the year ended 31 December 2015 were conducted as described. The reviews for the year ended 31 December 2016 will be completed following the finalisation of the annual results for the Trust.

## Ethical and responsible decision making

#### Code of Conduct

The board has adopted a code of conduct which applies to all employees and directors of the Responsible Entity, the Trust and the lessee available at http://www.reefcasino.com.au/ corporate-governance/. The code of conduct includes the practices necessary to maintain confidence in the integrity of the Responsible Entity, the Trust and the lessee and covers conflicts of interest, insider trading, confidentiality, privacy, treatment of others, political contributions and gambling at The Reef Hotel Casino. It also sets out the practices necessary to ensure compliance with legislation relevant to an employee's responsibilities. Employees are encouraged to report any actual or potential breaches of the code to management or the board without fear of retribution in accordance with the lessee's whistleblower policy.

#### Safeguard integrity in financial reporting

#### Compliance, Audit and Risk Committee

The members of the Compliance, Audit and Risk Committee during the financial year were:

Name	Status	Meetings Attended
Mr Keith DeLacy (Chair)	Independent, non-executive director	4
Mr Richard Haire	Independent, non-executive director	4
Mr Simon McGrath	Non-executive director	4

The Committee met 4 times during the year.

Details of directors' qualifications are set out in the directors' report on pages 12 to 15.

The Committee charter is available from http://www.reefcasino.com.au/corporategovernance/. The responsibilities of the Compliance, Audit and Risk Committee include:

- Exercising a high level of due diligence in relation to the accuracy and completeness of
  - the Trust's half-year and annual financial reports and any reports lodged with the ASX, and
  - the Responsible Entity's annual financial report and Australian Financial Services Licence (AFSL) audit requirements
- Reviewing the performance, independence and timing of rotation of the Trust's external auditor
- Recommending to the board the selection or replacement of the Trust's external auditor
- Monitoring the audit plan, auditor's findings and provision of non-audit services for the Trust
- Performing the functions of a compliance committee identified in the Corporations Act and Compliance Plan

- Reviewing the Trust's risk management framework at least annually to satisfy itself that the risk management framework continues to be sound
- Reviewing the risk management plan and policy and keeping the board informed of material business risks
- Reviewing reports from management on the effectiveness of the management of material business risks
- Reviewing the external audit reports and any findings in respect of any breaches or weaknesses in internal controls relating to the Compliance Plan, Trust bank account, AFSL and any other external audit reports relating to risk management and consider the adequacy of management's planned corrective action
- Considering the need for internal audit

The external auditors, Company Secretary / Executive Manager Finance, the CEO and other relevant experts attend committee meetings at the invitation of the Committee. The Committee meets at least twice per year. It is authorised to take such independent professional advice as it considers necessary.

## Safeguard integrity in financial reporting (continued)

Before the board approved the Trust's financial statements for each half and full-year financial period it received the declarations from the CEO & Company Secretary / Executive Manager Finance that, in their opinion, the financial records of the Trust have been properly maintained and that the financial statements comply with the appropriate accounting standards and give a true and fair view of the financial position and performance of the Trust and that the opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.

The engagement partner of the external auditor, Grant Thornton, attends the AGM and is available to answer questions from unitholders relevant to the audit.

#### Make timely and balanced disclosure

The board has established a continuous disclosure policy to ensure the Trust complies with legal obligations and ASX Listing Rules and to ensure accountability at a senior level for that compliance. The CEO has primary responsibility for making sure that the Responsible Entity complies with its disclosure obligations for the Trust. The Company Secretary has primary responsibility for communications with the ASX.

A copy of the policy is available from http://www.reefcasino.com.au/corporate-governance/.

#### Respect the rights of unitholders

#### Website

The website of the Trust is located at http://www.reefcasino.com.au/reef-casino-trust/. The website enables unitholders to obtain a range of information, and includes links to the unit registry and ASX as well as a copy of this Corporate Governance Statement.

#### Investor relations

The Trust's investor relations program involves:

- Engagement with unitholders at the AGM
- Responding to unitholder enquiries made from time to time
- Occasional meetings with investors, generally conducted by the CEO

The unitholder communications policy available from http://www.reefcasino.com.au/corporate-governance/ aims to ensure that the unitholders are informed of all major developments affecting the Trust's state of affairs and to encourage participation at general meetings.

#### Annual general meeting

An annual general meeting (AGM) is convened each year, usually in May. The board encourages full participation of unitholders to ensure a high level of accountability.

Transcripts of the Chairman's address are released to the ASX before the commencement of the AGM. The 2016 notice of AGM informed unitholders of the opportunity to ask questions of either the board or the Trust's Auditor.

#### Electronic communication

Unitholders may elect to receive the Trust's communications electronically. The Trust's unit registry provides unitholders with the option to update their details electronically.

#### Recognise and manage risk

#### Risk management framework

The Compliance, Audit and Risk Committee and the board reviewed the risk management framework in December 2016 and satisfied themselves that the framework continued to be sound. While no significant changes were required some minor improvements were made following this review. The risk management framework is based on AS/NZS/ISO 31000:2009 Risk Management – Principles and quidelines.

## Recognise and manage risk (continued)

#### Risk management framework (continued)

The risk management plan has adopted the following risk categories:

- The Reef Hotel Casino complex
- Compliance risks, including the Australian Financial Services Licence (AFSL)
- Operational & other risks for the responsible entity and Trust
- Financial reporting risks

The board requires management to maintain risk registers and be responsible for ongoing identification, assessment, monitoring and management of risk and reporting to the board via the Compliance, Audit and Risk Committee on the effective management of the Responsible Entity's and Trust's material business risks by interim and final (coinciding with sign off of the annual financial statements) reports on the effectiveness of the Responsible Entity's management of the material business risks. These reports include summaries of management's monitoring of internal controls and detail any external or Casinos Austria group / Accor Asia Pacific group internal audit report findings.

As a registered managed investment scheme the Trust has a compliance plan which has been lodged with ASIC. The compliance plan sets out measures to ensure compliance with the Trust Constitution, the Corporations Act, the AFSL and other material legislation and contracts. The compliance officers provide a written report to the Compliance, Audit and Risk Committee regarding compliance with the plan. The external auditor, Grant Thornton, conducts an annual audit of compliance with the compliance plan.

## Economic, environmental and social sustainability risks

The board considered sustainability risks as part of the review of the risk management framework and considered that the Trust has no material exposure to environmental or social sustainability risks. The Trust sole investment is the Reef Hotel Casino. The casino industry is highly regulated. A significant change in casino legislation (e.g. significant tax increases, casinos banned in the State) could have a significant negative impact on economic sustainability. This risk is mitigated by monitoring government policy and engagement with the Queensland government.

#### Internal audit

Given the small number of transactions the Responsible Entity and the Trust does not have an internal audit function, however the Trust's accounts are subject to half yearly external audit. The Casinos Austria and Accor Group have internal audit functions which may review aspects of the lessee's business as part of their annual program.

#### Remunerate fairly and responsibly

Details of the directors' remuneration are set out in note 15 to the financial statements. The Trust pays directors fees only to non-executive directors who are not full time executives of Casinos Austria International group or Accor Asia Pacific group. Other non-executive directors receive no remuneration from the Trust. The Trust has no direct employees. Executives involved in the management of the Trust are employed by CAIL. The Trust reimburses a portion of the payroll related costs based on time spent on Trust management.

There are no equity based remuneration schemes in operation. No retirement benefits are payable to directors

Details of the fees payable by the Trust to the Responsible Entity are contained in note 15 to the financial statements and in the Directors' Report on pages 10 and 11.

# SECURITIES EXCHANGE INFORMATION

#### Substantial unitholders (as at 28 February 2017)

Unitholder	Number	%
Casinos Austria Group	20,916,908*	42.00
Accor Group	14,921,803*	29.96
Gary Mauric	3,500,000	7.03

<sup>\*</sup> Includes 50% (12,500,000 units) of the total units owned by Reef Casino Investments Pty Ltd, which is jointly controlled by Casinos Austria Group and Accor Group.

#### **Distribution of unitholders** (as at 28 February 2017)

				Public	Restricted	% Issued
Range			Holders	Units	Founder Units	Capital
1	-	1000	1,863	580,426	-	1.17
1001	-	5000	602	1,504,786	-	3.02
5001	-	10000	133	1,017,148	-	2.04
10001	-	100000	167	3,778,159	-	7.59
100001	-	and over	21	42,180,517	740,000	86.18
			2,786	49,061,036	740,000	100.00

The number of unitholders holding less than a marketable parcel of units (139 units) at 28 February 2017 was 682.

#### Restricted Founders Units (as at 28 February 2017)

	Number	70 <b>U</b> I
Unitholder	of units	total units
Casinos Austria International Limited	370,000	0.74%
Accor Casino Investments (Australia) Pty Ltd	370,000	0.74%

#### Twenty largest unitholders of listed units (as at 28 February 2017)

Name	No. of units	% of total units
Reef Casino Investments Pty Ltd	25,000,000	50.20
2. AET SFS PTY LTD <casinos austria="" gmbh="" holding="" international=""></casinos>	5,661,193	11.37
3. Casinos Austria International Limited	2,755,715	5.53
4. Accor Casino Investments (Australia) Pty Limited	2,421,803	4.86
5. Mr Gary Mauric	1,785,000	3.58
6. Mr Gary Mauric	1,715,000	3.44
7. J P Morgan Nominees Australia Limited	984,228	1.98
8. Mr Frank McFadden	316,684	0.64
9. Mr Kun Xiao	252,500	0.51
10. Mrs Elspeth Macdonald	250,000	0.50
11. Angueline Investments Pty Limited <angueline a="" c=""></angueline>	225,000	0.45
12. Mr Michael Issenerg	220,000	0.44
13. Mr Graham Bromilow Ambrose <ambrose a="" benefits="" c="" super=""></ambrose>	198,460	0.40
14. RBC Investor Services Australia Nominees Pty Limited < Bkcust a/c>	187,000	0.38
15. Julian Hercus & Associates Pty Ltd < Super Fund a/c>	175,643	0.35
16. Mrs Rita Agata Mauric	150,000	0.30
17. Goh Super Pty Ltd < The Goh Super Fund a/c>	144,794	0.29
18. Mr William Coates Gair + Mrs June Verna Gair	135,100	0.27
19. Contemplator Pty Ltd < ARG Pension Fund a/c>	128,397	0.26
20. Pannu Pty Ltd < Pannu Super Fund a/c>	111,000	0.22
	42,817,517	85.97

#### **Voting Rights**

The voting rights, as set out in Clause 29.9 of the Trust Constitution, are:

On a show of hands every unitholder who is present in person or by proxy and who was recorded on the register at the books closing date for that meeting as a holder of a unit carrying the right to vote at that meeting shall have one vote and;

On a poll every such unitholder shall have:

- (a) one vote for each fully paid unit of which he is the registered holder; and
- (b) a fraction of a vote equivalent to the proportion of the total selling price paid-up for each partly paid unit for which he is the registered holder.

#### **On-Market Buy-Back**

There is no current on-market buy-back.

### TRUST DIRECTORY

**Registered office of the Responsible Entity** 

Reef Corporate Services Limited

Level 1

Mercure Hotel 85-87 North Quay BRISBANE QLD 4000 Telephone: (07) 3211 3000 Facsimile: (07) 3211 4777 www.reefcasino.com.au/trust Owned 50% Casinos Austria Group &

50% Accor Group

Casinos Austria is a leading player in the global casino gaming industry. With a unique portfolio of casino development and management services, Casinos Austria has successfully realised more casino and gaming projects in more jurisdictions than any other operator worldwide.

Accor, the world's leading hotel operator and market leader in Europe, is present in 92 countries with more than 3,600 hotels and 470,000 rooms. With more than 170,000 employees in Accor brand hotels worldwide, the Group offers to its clients and partners nearly 47 years of know-how and expertise.

**Directors of the Responsible Entity**Mr Benjamin W Macdonald (Chairman)

Mr Keith DeLacy Mr Richard Haire Dr Karl Stoss

Mr Michael Issenberg Mr Allan Tan Mr Simon McGrath

**Alternate directors** Mr Allan Tan (alternate for Mr Macdonald)

Mr Alexander Tucek (alternate for Dr Stoss) Mr Philip Basha (alternate for Mr Issenberg)

**Secretary of the Responsible Entity**Ms Alison Galligan

Compliance, Audit and Risk

Committee of the Responsible Entity

Solicitors to the Responsible Entity Herbert Smith Freehills

Level 31

480 Queen Street BRISBANE OLD 4000

Mr Richard Haire Mr Simon McGrath

Mr Keith DeLacy (Chairman)

#### **Trust Directory (continued)**

**Unit registry**Computershare Investor Services Pty Ltd

117 Victoria Street WEST END OLD 4101 GPO Box 2975

MELBOURNE VIC 3001 Telephone: 1300 850 505 www.investorcentre.com/contact

**Bankers** Bank of Queensland Limited

100 Skyring Terrace NEWSTEAD QLD 4006

**Auditors of the Trust**Grant Thornton Audit Pty Ltd

Level 13

Cairns Corporate Tower 15 Lake Street CAIRNS QLD 4870

**Securities exchange listing**Official list of the Australian Securities

Exchange

**Sub-lessee of The Reef Hotel** 

**Casino complex** 

Casinos Austria International (Cairns) Pty Ltd

Level 1

Mercure Hotel 85-87 North Quay BRISBANE QLD 4000 Telephone: (07) 3211 3000 Facsimile: (07) 3211 4777

Owned 50% Casinos Austria Group &

50% Accor Group

**The Reef Hotel Casino** 35 – 41 Wharf Street

CAIRNS QLD 4870

Telephone: (07) 4030 8888 Facsimile: (07) 4030 8777 www.reefcasino.com.au

#### **Unitholder enquiries**

Please contact the unit registry if you have any questions about your unitholding or distributions.

#### MUST SEE

## **MUST VISIT**

## QUEENSLAND'S BIGGEST AND PREMIER LEISURE & ENTERTAINMENT COMPLEX NORTH OF BRISBANE

#### CASINOS AUSTRIA INTERNATIONAL

#### The Reef Hotel Casino

Try your luck at the tables and experience the thrills and excitement of international gaming or adjourn to one of our many bars for a well earned refreshment

Offers 512 gaming machines, 38 gambling tables, plus Club Privé, TAB and Keno.

Open Monday — Thursday 9am - 3am and Friday — Sunday 9am - 5am.



#### **Pullman Reef Hotel Casino**

The Pullman Reef Hotel Casino features 128 luxury guest rooms and suites each offering charm, elegance and tranquility. Their decor accentuates the feel and lifestyle of Tropical North Queensland. Pullman facilities include swimming pool and spa, health club, shops and tour desk.











Merchant Artisan Food & Coffee

## **MUST VISIT**

## QUEENSLAND'S BIGGEST AND PREMIER LEISURE & ENTERTAINMENT COMPLEX NORTH OF BRISBANE



Multi award winning and with a newly extended area offering intimate booth style seating. Tamarind, the signature

restaurant of the complex, continues to delight diners with an amazing array of delicious contemporary dining using fresh local ingredients.



Multi award winning full scale Chinese restaurant offering traditional Chinese cuisine, yum cha and seafood. Open daily for lunch and dinner.



Choose from a great range of main fare, steaks from the grill, lighter meals, snacks, beverages and supper dishes. Open during Casino operating hours.



All your favourite drinks and cocktails. Great live entertainment on Thursday through Sunday nights. Open every day from 5pm until late.



More than 330 undercover car parking spaces are provided for those attending events and for our Casino and Hotel patrons.



Café China Noodle Bar offers a tempting array of traditional Chinese

delicacies in the historic surroundings of Customs House. Open daily.



Located on Level 2 of the complex, the Casino Sport Arena has the biggest high definition screen in Queensland, showing major sporting events and movies, complemented by

multiple high definition screens and luxury cinema style seating.

The latest TAB and Keno facilities, gaming machines and table gaming makes this a unique entertainment venue.



Enjoy the exciting new attraction, Cairns Z00m. With crossings and ziplines, internal and external rooftop walkways, experience the

thrill of a birds-eye view of the Dome and animals, and spectacular views of the city and seascapes. You can glide over a 4 metre crocodile or freefall from the 13 metre high tower. Height and weight restriction apply.



The new hub of the complex, BAR36 offers a great venue to meet with friends. Transitioning from cool lounge music to a showroom equipped with the latest in AV production, enjoy the

best in live music with a synchronised sound and light experience.



Café chic at its best, enjoy great boutique coffee and teas, breakfasts, light lunches, house made salads, desserts and baked goods. Enjoy a cool beer or wine

and people watch from the deck or experience the cool comfort of the interior which integrates through to the hotel lobby.



A total of ten unique venues ranging from ballroom to boardroom to poolside are available to cater for 8 to more than 800 guests for every type of function.



Hotel Lobby

# **EXECUTIVE LEADERSHIP TEAM OF THE OPERATOR**



#### Standing L-R

Andrew Costello Executive Manager Human Resources

Christine Aylett Casino Assistant Manager/ Executive Manager Electronic Gaming

Carol McFarlane Executive Manager Marketing Wayne Reynolds Hotel General Manager

#### **Seated L-R**

Allan Tan Chief Executive Officer
Alison Galligan Executive Manager Finance
Paul McHenry Casino General Manager





## CASINOS AUSTRIA INTERNATIONAL

