

## **Notice of Meeting**

Notice is hereby given that the Annual General Meeting of members of Equity Trustees Limited will be held at the RACV Club, Level 2, 501 Bourke Street, Melbourne on Friday 31 October 2014 at 11.00am.

### **Ordinary Business**

1. To receive and consider the financial statements and the reports of the directors and auditor for the year ended 30 June 2014.
2. To adopt the Remuneration Report for the year ended 30 June 2014.
3. To consider the election of directors:
  - a) Mr David Frederick Groves retires in accordance with Rule 49 of the Company's Constitution and, being an eligible person, offers himself for re-election
  - b) The Hon Jeffrey Gibb Kennett AC retires in accordance with Rule 49 of the Company's Constitution and, being an eligible person, offers himself for re-election
  - c) Mr Michael (Mick) Joseph O'Brien having been appointed in accordance with Rule 48 of the Company's Constitution since the last Annual General Meeting, retires in accordance with that Rule and, being an eligible person, offers himself for election.

### **Special Business**

4. To consider and, if thought fit, pass the following resolution as an ordinary resolution:

"That the maximum aggregate remuneration which may be paid to non-executive directors of the Company under Rule 50 of the Constitution be increased from \$900,000 per annum to \$1,250,000 per annum, with effect from 1 January 2015."
5. To consider and, if thought fit, pass the following resolution as an ordinary resolution:

"That approval is given for the grant to the Managing Director, Mr Robin Burns, of an Award to receive ordinary shares in the Company as described in the Explanatory Notes to the notice convening this meeting, and that such approval be given for the purpose of ASX Listing Rule 10.14 and for all other purposes."
6. To consider and, if thought fit, pass the following resolution as an ordinary resolution:

"That approval and ratification be given to the issue and allotment by the Company of 2,168,328 fully paid, ordinary shares to institutional and professional investors at the price of A\$17.00 each, as issued and allotted on 24 April 2014 and as described in the Explanatory Notes to the notice convening this meeting, and that such approval and ratification be given for the purpose of ASX Listing Rule 7.4 and for all other purposes."

575 Bourke Street  
Melbourne  
24 September 2014

**By Order of the Board**  
**Philip Maddox**  
**Company Secretary**

## **Eligibility to Vote**

For the purpose of voting at the Annual General Meeting, the Directors have determined that all shares in the Company are taken to be held by the persons who are registered as holding them at 7.00 pm (Melbourne time) on Wednesday 29 October 2014.

The entitlement of shareholders to vote at the Annual General Meeting will be determined by reference to that time.

## **Voting Exclusions**

The *Corporations Act 2001* (Cth) (***Corporations Act***) and the ASX Listing Rules require that certain persons must not vote, and the Company must disregard any votes cast by such persons, on four of the resolutions to be considered at the Annual General Meeting. These voting exclusions are described below:

### **Item 2 ('Adoption of the Remuneration Report for the year ended 30 June 2014')**

A member of the key management personnel for the EQT consolidated group (each a KMP) whose remuneration details are included in the Remuneration Report (and any closely related party of any such KMP), must not vote, and the Company will disregard any votes cast by that person, on the resolution in item 2 (Resolution 2).

A member of the KMP as at the date of the Annual General Meeting (and any closely related party of any such KMP) whose remuneration details are not included in the Remuneration Report, and who is appointed as a proxy, must not vote in that capacity, and the Company will disregard any votes cast by that person in that capacity, on Resolution 2.

However, in relation to both circumstances contemplated above, a member of the KMP (and any closely related party of any such member), may cast a vote on Resolution 2 as a proxy if the vote is not cast on behalf of a member of the KMP whose remuneration details are included in the Remuneration Report (or a closely related party of any such member) and either:

- that person is appointed a proxy by writing that specifies the way the proxy is to vote on the resolution; or
- that person is the Chairman of the Annual General Meeting and the appointment of the Chairman as proxy:
  - does not specify the way the proxy is to vote on the resolution; and
  - expressly authorises the Chairman to exercise the proxy even if the resolution is connected directly or indirectly with the remuneration of a member of the KMP for the EQT consolidated group.

### **Item 4 ('Approval of increase in maximum aggregate remuneration for non-executive directors')**

The following persons may not vote, and the Company will disregard any votes cast by the following persons, on the resolution proposed in item 4 (Resolution 4):

- Any Director of the Company and any of their associates. However, the Company need not disregard a vote if:
  - it is cast by a person as proxy for a person who is entitled to vote, in accordance with the directions on the proxy form; or
  - it is cast by the Chairman of the Annual General Meeting as proxy for a person who is entitled to vote, in accordance with a direction on the proxy form to vote as the proxy decides.
- A KMP (or a closely related party of any KMP), on the basis of their appointment as a proxy, where the proxy appointment does not specify the way the proxy is to vote on Resolution 4, unless:
  - the proxy is the Chairman of the Annual General Meeting; and
  - the proxy appointment expressly authorises the Chairman to exercise the proxy even if Resolution 4 is connected directly or indirectly with the remuneration of a KMP.

#### **Item 5 ('Approval of Long-term Incentive Award for Managing Director')**

The following persons may not vote, and the Company will disregard any votes cast by the following persons, on the resolution proposed in item 5 (Resolution 5):

- Mr Robin Burns and any of his associates. However, the Company need not disregard a vote if:
  - it is cast by a person as proxy for a person who is entitled to vote, in accordance with the directions on the proxy form; or
  - it is cast by the Chairman of the Annual General Meeting as proxy for a person who is entitled to vote, in accordance with a direction on the proxy form to vote as the proxy decides.
- A KMP (or a closely related party of any KMP), on the basis of their appointment as a proxy, where the proxy appointment does not specify the way the proxy is to vote on Resolution 5, unless:
  - the proxy is the Chairman of the Annual General Meeting; and
  - the proxy appointment expressly authorises the Chairman to exercise the proxy even if Resolution 5 is connected directly or indirectly with the remuneration of a KMP.

#### **Item 6 ('Approval and ratification of 24 April 2014 placement to institutional and professional investors')**

The following persons may not vote, and the Company will disregard any votes cast by the following persons, on the resolution proposed in item 6 (Resolution 6):

- any person that received shares in the 24 April 2014 placement and any of their associates. However, the Company need not disregard a vote if:
  - it is cast by a person as proxy for a person who is entitled to vote, in accordance with the directions on the proxy form; or
  - it is cast by the Chairman of the Annual General Meeting as proxy for a person who is entitled to vote, in accordance with a direction on the proxy form to vote as the proxy decides.

For the purposes of these voting exclusions:

The '**key management personnel for the EQT consolidated group**' (or **KMPs**) are those persons having authority and responsibility for planning, directing and controlling the activities of the EQT consolidated group either directly or indirectly. It includes all Directors (Executive and Non-Executive). The KMPs during the year ended 30 June 2014 are listed in the Remuneration Report contained in the Directors' Report for the year ended 30 June 2014.

A '**closely related party**' of a KMP means:

- a spouse or child of the KMP; or
- a child of the KMP's spouse; or
- a dependant of the KMP or of the KMP's spouse; or
- anyone else who is one of the KMP's family and may be expected to influence the KMP, or be influenced by the KMP, in the KMP's dealings with the EQT consolidated group; or
- a company the KMP controls.

The Company will also apply these voting exclusions, on an equivalent basis, to persons appointed as attorney by a shareholder to attend and vote at the Annual General Meeting under a power of attorney.

## **Proxies**

A shareholder of the Company entitled to attend and vote at the Annual General Meeting has the right to appoint a Proxy. The Proxy Form must be signed by the member or by an attorney of the member.

A Proxy need not be a member of the Company. If the member is entitled to cast two or more votes at the meeting, the member may appoint two Proxies and may specify the proportion or number of votes each proxy is appointed to exercise. If the member appoints two proxies and the appointment does not specify the proportion or number of the member's votes each Proxy may exercise, each Proxy may exercise half the votes.

A Proxy Form accompanies this Notice of Meeting. For the appointment of a proxy to be effective for the meeting, the Proxy Form must be received at least 48 hours before the meeting by the Share Registry of the Company, by mail (reply paid envelope enclosed): Computershare Investor Services Pty Limited, GPO Box 242, Melbourne Victoria 3001, by hand: Computershare Investor Services Pty Limited, located at Yarra Falls, 452 Johnston Street, Abbotsford, Victoria, 3067, or the Company's Registered Office at Level 2, 575 Bourke Street, Melbourne, or by fax on (within Australia) 1800 783 447 or (outside Australia) +61 3 9473 2555. For Intermediary online subscribers only (custodians), please visit [www.intermediaryonline.com](http://www.intermediaryonline.com) to submit your voting intentions.

## **Undirected Proxies**

The Chairman of the Annual General Meeting intends to vote undirected proxy votes in favour of all resolutions (subject to the voting exclusions noted above).

## **Voting by Corporate Representative**

A shareholder or proxy which is a corporation and entitled to attend and vote at the Annual General Meeting may appoint an individual to act as its corporate representative.

Evidence of the appointment of a corporate representative must be in accordance with section 250D of the Corporations Act and be lodged with the Company before the Annual General Meeting or at the registration desk on the day of the Annual General Meeting.

## **Voting by Attorney**

A shareholder entitled to attend and vote at the Annual General Meeting is entitled to appoint an attorney to attend and vote at the Annual General Meeting on the shareholder's behalf. An attorney need not themselves be a shareholder.

The power of attorney appointing the attorney must be signed and specify the name of each of the shareholder, the Company and the attorney, and also specify the meeting(s) at which the appointment may be used. The appointment may be a standing one.

To be effective, the power of attorney must also be returned in the same manner, and by the same time, as specified for Proxy Forms.

## **Evidence of execution**

If a Proxy Form or appointment of a corporate representative is signed on behalf of an individual or a corporation under power of attorney or other authority, the power of attorney or other authority under which the relevant instrument is signed, or a copy of that power of attorney or other authority, certified as a true copy by statutory declaration, must accompany the instrument unless the power of attorney or other authority has previously been noted by the Company's Share Register.

## **Shareholder Questions**

Shareholders entitled to vote at the meeting may submit written questions for the Chairman of the Annual General Meeting or the auditor. Please note that any questions to the auditor must be relevant to the content of the Auditor's Report or the conduct of the audit of the Company's consolidated financial report for the year ended 30 June 2014.

To allow time to collate questions and prepare answers, submitted written questions need to be received by the registry by 5.00 pm on 24 October 2014.

## **EXPLANATORY NOTES**

### **Item 2: Adoption of Remuneration report for the year ended 30 June 2014**

The Remuneration Report of the Company for the financial year ended 30 June 2014 forms part of the Directors' Report and is set out on pages 8 to 16 of the Company's 2014 Annual Report, which is available on the Company's website at [www.eqt.com.au](http://www.eqt.com.au).

Shareholders will be given reasonable opportunity at the Meeting to ask questions about, and comment on, the Remuneration Report.

A 25% or higher "no" vote on the Remuneration Report at an AGM triggers a reporting obligation on a listed company to explain in its next Annual Report how concerns are being addressed.

The Board encourages shareholders to read the 2014 Remuneration Report and vote on this important resolution.

### **Item 3: Election of Directors**

A brief biographical description of each retiring director is included in the 2014 Annual Report.

Mr David Groves retires by rotation and offers himself for re-election.

The Board, other than Mr Groves, has reviewed Mr Groves' performance. The Board believes that Mr Groves has performed well and continues to make a valuable contribution to the Board. The Board concluded that Mr Groves should be proposed for re-election and accordingly recommends that you vote in favour of Mr Groves' re-election.

The Hon Jeffrey Kennett retires by rotation and offers himself for re-election.

The Board, other than Mr Kennett, has reviewed Mr Kennett's performance. The Board believes that Mr Kennett has performed well and continues to make a valuable contribution to the Board. The Board concluded that Mr Kennett should be proposed for re-election and accordingly recommends that you vote in favour of Mr Kennett's re-election.

Mr Michael (Mick) O'Brien retires in accordance with Rule 48 of the Constitution and offers himself for election.

The Board, other than Mr O'Brien, has reviewed Mr O'Brien's performance since his appointment in July this year. The Board believes that Mr O'Brien's broad wealth management experience will add to the strengths of the existing Board members and recommends that you vote in favour of the election of Mr O'Brien.

### **Item 4: Increase in maximum aggregate Non-Executive Directors' remuneration**

This resolution seeks the approval of shareholders in accordance with Rule 50 of the Company's Constitution to increase the aggregate remuneration payable to non-executive directors from the current level of \$900,000 per annum to \$1,250,000 per annum, to be effective from 1 January 2015.

The current cap on the aggregate remuneration that may be paid to non-executive directors was set in 2012. At that time, it had been envisaged that a process of Board renewal would be initiated, requiring greater flexibility than then existed to manage new appointments ahead of planned retirements. As it transpired, the Company pursued two significant acquisitions, during which time the succession planning process was put on hold. It has only now been reinstituted with the appointment of an additional non-executive director in Mr Mick O'Brien. Another appointment is planned for next year ahead of the staged retirement of some of the longer serving directors. As a consequence, the current cap is insufficient to allow the Company to flexibly manage the changes contemplated to the Board.

In addition, there have been no increases to base fees since 2011. A review of directors' remuneration is planned should this resolution be passed. The review would take into account the increase in the responsibilities of directors flowing from organic growth in the Company's business, the acquisition of ANZ Trustees, and the current market for directors' remuneration. Any increases flowing from the review would take effect from 1 January, 2015.

In the absence of any major changes to the Company's operations, a further review of the aggregate remuneration limit should not be required within the next three years.

#### **Item 5: Long-Term Incentive Award for the Managing Director, Mr Robin Burns**

In 1999, shareholders approved the establishment of the Equity Trustees Limited Executive Performance Share Plan 1999 (the **Plan**). In broad terms, the Plan provides for the Company to grant certain rights (**Awards**) to eligible executives and to be issued ordinary shares in the Company if certain performance criteria are satisfied. The purpose of the Plan is to attract, retain and reward well performing executives. The terms and conditions of issue of Awards are at the complete discretion of the Board.

The purpose of this resolution is to seek the approval of shareholders to grant an Award under the Plan to the Managing Director, Mr Robin Burns, in accordance with the terms and conditions of the Plan, which are broadly outlined below. This Award is the 2014/15 series, with a commencement date of 1 July 2014.

The structure of executive compensation at Equity Trustees is a combination of:

- a fixed annual remuneration;
- a short term incentive (STI) payable annually in cash, based on the achievement of certain corporate and personal objectives relative to the Company's annual business plan and strategic goals; and
- a long term incentive (LTI) awarded in shares if pre-agreed targets are achieved over a three year period.

The intention is to structure executive compensation such that, depending on seniority, a significant proportion of total remuneration is 'at risk' and dependent on corporate and personal performance. The underlying principle is that executive rewards should flow as and when commensurate rewards flow to shareholders.

The Managing Director's fixed annual remuneration is currently \$580,000.

The components of 'at risk' compensation for the Managing Director are as follows:

- STI – up to 60% of fixed annual remuneration, payable in cash, and
- LTI – up to 60% of fixed annual remuneration, awarded in shares.

For the purposes of the STI, the objectives will be expressed in terms of the business plan parameters, including profitability, revenue growth, leadership, culture, etc and documented as part of the annual business planning cycle.

For the purposes of the LTI, the Award is determined by targets based on two components:

- 50% Total Shareholder Return (TSR)
- 50% Earnings per Share Growth (EPS).

The key components of the Award proposed to be granted to Mr Burns are as follows:

- The grant date for this Award is 31 October 2014, with the Award being conditional upon approval by shareholders at this meeting. If approved, the Award will be issued to Mr Burns on 3 November 2014.
- The Award covers a three year period, commencing 1 July 2014.
- At the commencement of the three year period, the dollar value of the Award is determined – i.e. 60% (or such other percentage determined by the Board) multiplied by the Managing Director's fixed annual remuneration.
- The dollar value of the Award is then divided by the volume weighted average price (VWAP) of EQT shares traded on the ASX during the 3 months prior to the commencement of the three year period applicable to the Award to give the number of EQT shares subject to the Award for the three year period. The VWAP for the 2014/15 Award series is \$18.13.
- The maximum number of shares subject to this Award is 19,194.
- EQT shares are only issued if TSR and/or EPS criteria (as described below) have been met at the completion of the three year period.
- There is no price paid or payable if shares are issued.
- Once shares are issued, they are subject to a disposal restriction period for up to a further four years, after which they are released to the individual.

- During the disposal restriction period, dividends paid or reinvested are owned by the Managing Director.
- Any variation in share price over the three year period, as well as the disposal restriction period, is to the benefit/detriment of the Managing Director.
- The Managing Director is responsible for his personal taxation obligations in relation to ownership, sale or dividends received.
- Resignation during the three year measurement period terminates the Award and the value to the Managing Director is nil.
- Details of shares issued under the Plan are recorded in the Annual Report in respect of the period during which the shares are issued.
- Apart from the Managing Director, shareholder approval is currently not required in respect of participants under the Plan.

50% of the Award will be subject to a TSR condition. The achievement of the TSR target is determined by reference to the increase in EQT share price plus dividends reinvested over the three year period compared to a suitable Comparator Group, and linked to the following vesting scale:

- If the EQT TSR is less than the 50<sup>th</sup> percentile, then: nil share allocation
- If EQT TSR is equal to the 50<sup>th</sup> percentile, then: 50% share allocation
- If EQT TSR is equal to the 75<sup>th</sup> percentile, then: 100% share allocation
- If between the 50<sup>th</sup> and 75<sup>th</sup> percentile, then: Prorata share allocation

50% of the Award will be subject to an EPS condition. The achievement of the EPS target is determined by reference to the growth in normalised EPS over the three year period. Normalised EPS is based on pre-tax profit excluding profit/losses on sale of investments and based on the reported weighted average shares on issue during each year. The vesting scale is as follows:

- If growth in EQT EPS is less than 5% pa, then: nil share allocation
- If growth in EQT EPS is 5% pa, then 25% share allocation
- If growth in EQT EPS is 15% pa, then: 100% share allocation
- If growth in EQT EPS is between 5% pa and 15% pa, then: Prorata share allocation

For each component of the Award, the performance assessment is after each three year period. If necessary, where there is no TSR component of the Award granted after the three year period, the final reassessment of TSR will be made at the end of the fourth year. If the full TSR component of the Award is not achieved at that time, the non-achieved balance of the TSR component of the Award lapses.

Once shares are issued they fully vest to the Managing Director, subject to the disposal restriction period of up to four years.

LTI Awards may be made annually at the discretion of the Board. In some years there may be no Awards made.

The extent of participation in both the STI and LTI arrangements, within the above limits, will be at the discretion of the Board, having regard to corporate results and the personal performance of the Managing Director. Each Award under the LTI will be subject to its own TSR and EPS three year target.

In relation to the prior year Award (2013/14, as approved by shareholders at the Annual General Meeting on 25 October 2013), 19,915 Awards were issued to Mr Burns on 28 October 2013.

This resolution is being put to shareholders of the Company for the purposes of ASX Listing Rule 10.14, which requires shareholder approval for the issue of shares to directors under an employee incentive scheme. If the resolution is passed, it will also mean that the grant of the 2014/15 Award series to the Managing Director will not utilise any of the Company's placement capacity under

Listing Rule 7.1. No further shareholder approval under Listing Rule 7.1 is needed for that purpose.

**Item 6: Approval and ratification of 24 April 2014 placement to institutional and professional investors**

As part of the capital raising undertaken by the Company in April 2014, a placement of shares to institutional and professional investors was undertaken. That placement utilises part of the Company's 15% placement capacity under ASX Listing Rule 7.1. The resolution proposed in item 6 ratifies the placement for ASX Listing Rule 7.1 purposes. This means that, if the resolution is passed, the placement will not count towards the Company's 15% placement capacity under ASX Listing Rule 7.1.

The ASX Listing Rules require the following information to be provided to shareholders in connection with this resolution:

- the placement involved the issue of 2,168,328 fully paid, ordinary shares in the Company;
- the shares were allotted to a range of institutional and professional investors;
- the funds raised by the placement were used to fund the acquisition of the ANZ Trustees business;
- the shares were issued on 24 April 2014;
- the issue price per share was \$17.00; and
- the shares issued under the placement ranked equally with the existing ordinary shares on issue from the date of their issue.





## 2014 SHAREHOLDER REVIEW

# Company Profile

Equity Trustees was established in 1888 by a specific Act of Victorian Parliament with the purpose of independently and impartially providing trustee and executor services, helping Australian families protect their wealth. In July 2014, Equity Trustees acquired ANZ Trustees, established in 1878 as The Trustee Executors and Agency Company Limited. The acquisition positions Equity Trustees as Australia's largest, and oldest, listed company with a focus on trustee services. As well as providing traditional trustee services, Equity Trustees offers a comprehensive range of products and services for personal and corporate clients aimed at protecting, managing and growing wealth. We are a publicly listed company on the Australian Securities Exchange (EQT), and have offices in Melbourne, Kew, Sydney, Brisbane and Perth.

## Board of Directors

JA (Tony) Killen OAM, BA, FAICD, FAIM  
(Chairman, Non-executive)

Robin BO Burns, DipAcc, FAICD  
(Managing Director)

David F Groves, BCom, MCom, CA,  
FAICD (Deputy Chairman, Non-executive)

Alice JM Williams, BCom, FCPA, FAICD,  
ASFA AIF, CFA (Non-executive)

The Hon Jeffrey G Kennett AC, HonDBus  
(Ballarat) (Non-executive)

Anne M O'Donnell, BA (Bkg & Fin), MBA,  
FAICD, SF Fin (Non-executive)

Kevin J Eley, CA, F FIN, FAICD  
(Non-executive)

Michael J O'Brien, FIAA, CFA, MAICD  
(Non-executive)

## Company Secretary

Philip B Maddox, LLB, BA, GDipAppFin  
(Finsia)

## Chief Financial Officer

Terry Ryan, BBus, FCA, F Fin

## Auditor

Deloitte Touche Tohmatsu  
550 Bourke Street  
Melbourne, Victoria 3000

## Share Registry

Computershare Investor Services Pty Ltd  
Yarra Falls, 452 Johnston Street  
Abbotsford, Victoria 3067

## Registered Office

Level 2, 575 Bourke Street  
Melbourne, Victoria 3000

Telephone: (03) 8623 5000  
Facsimile: (03) 8623 5200

Email: [equity@eqt.com.au](mailto:equity@eqt.com.au)

## Other Offices

Level 4, 124 Walker Street  
North Sydney, New South Wales 2060

Level 10, 239 George Street  
Brisbane, Queensland 4001

Suite 4, 677 High Street  
Kew East, Victoria 3102

Level 25, Allendale Square  
77 St Georges Terrace  
Perth, Western Australia 6000

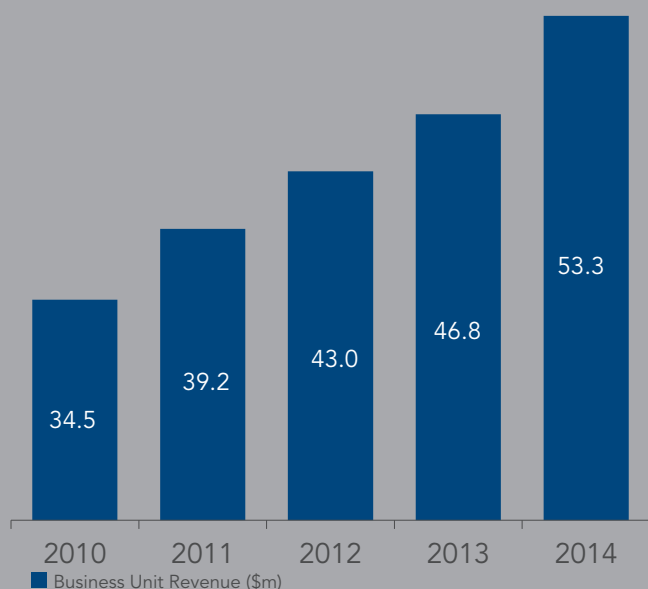
Equity Trustees Limited  
ABN 46 004 031 298  
Australian Financial Services  
Licence No 240975

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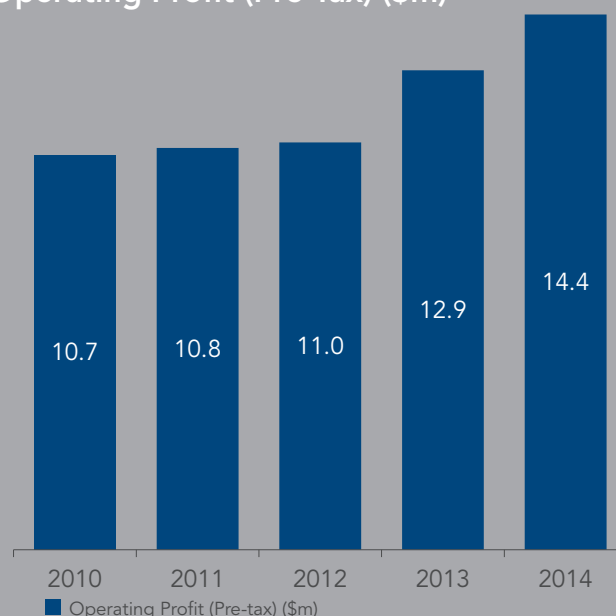
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# Results at a Glance

Operating Revenue (\$m)



Operating Profit (Pre-Tax) (\$m)



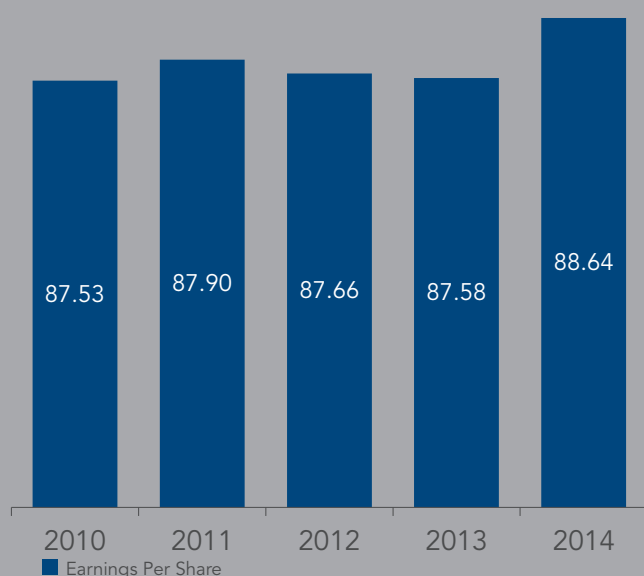
## Overview of 2014 Financial Year

- Operating profit and net profit after-tax – both increased 12%.
- Both business unites contributed to revenue growth of 14% – all organic.
- Operating margin maintained in excess of 27%.
- Successful acquisition of ANZ Trustees effective 4 July 2014.
- Full year dividend increased by 2% to 94¢ per share, fully franked – on increased capital.
- Business restructuring completed in Trustee & Wealth Services (TWS).
- Major business development and growth project continues in TWS.
- Net inflows to co-branded funds positive.
- Back office infrastructure project completed – improved efficiency and enhanced capacity for growth.
- Debt-free balance sheet.
- \$160m of new capital raised at \$17.00 per share to acquire ANZ Trustees.

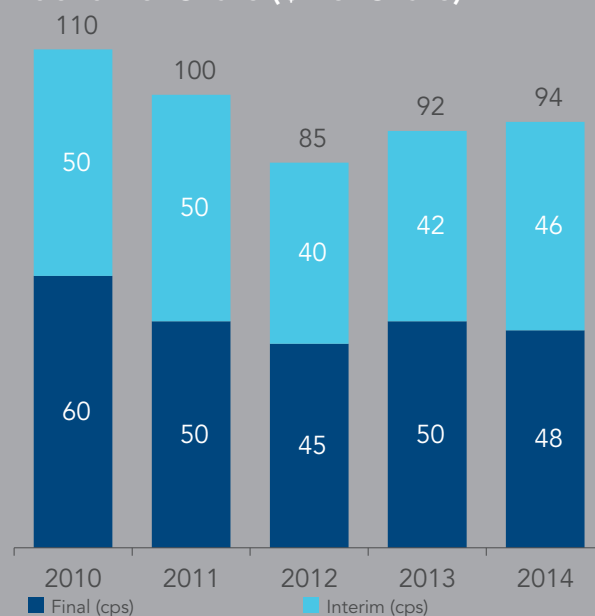
Net Profit After-Tax  
**\$9.7m**

Operating Revenue (\$53.3m)  
**14%**

## Earnings Per Share (¢ per share)



## Dividend Per Share (¢ Per Share)



Note: 2010 to 2013 EPS have been restated to reflect the Rights issue in April/May 2014.

## Overview – Group Results

	12 months to 30 June 2014 \$m	12 months to 30 June 2013 \$m	% Change
Operating revenue	53.3	46.8	14
Operating expenses	38.9	(33.9)	(15)
<b>Operating profit before tax</b>	<b>14.4</b>	<b>12.9</b>	<b>12</b>
Income tax expense	(4.0)	(3.6)	
<b>Operating profit after-tax</b>	<b>10.4</b>	<b>9.3</b>	<b>11</b>
Non-operating items (net of tax)	(0.7)	(0.6)	
<b>Net profit after-tax</b>	<b>9.7</b>	<b>8.7</b>	<b>12</b>
<b>Earnings per share (cents)</b>	<b>88.64</b>	<b>87.58*</b>	<b>1</b>
Dividend per share (full year, fully franked)	<b>94¢</b>	<b>92¢</b>	<b>2</b>
<b>Operating margin</b>	<b>27.1%</b>	<b>27.7%</b>	

\* The 2013 EPS has been restated due to the Rights issue. The previously reported EPS was 96.65cps.



# Chairman's Review

JA (Tony) Killen OAM  
Chairman

## Watershed Year for Equity Trustees (EQT)

The year under review was one of unprecedented activity, and success, for the company.

It saw the culmination of the ultimately unsuccessful bid for The Trust Company Limited (TRU), followed by the successful acquisition of ANZ Trustees Limited (ANZT) and continuing strong growth in the underlying profits of the company.

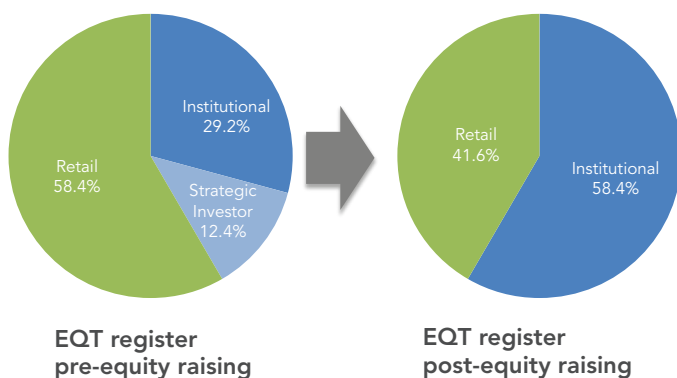
It is a tribute to EQT's management and staff that, in a period in which they prosecuted two major takeover bids, they were also able to maintain organic growth of the existing business at a healthy level.

The acquisition of ANZT is a transformative event for the group:

- It has delivered scale to the business – this has been the key strategic goal of the Board for the past three years.
- It cements EQT as Australia's largest independent ASX listed company with a dedicated trustee company focus.
- It has enabled the company to enter the ASX 300 Index.
- It has materially strengthened our institutional shareholder base.
- It has resulted in a long-term business relationship with the ANZ Bank.
- Most importantly, it prefigures the delivery of improved returns to shareholders.

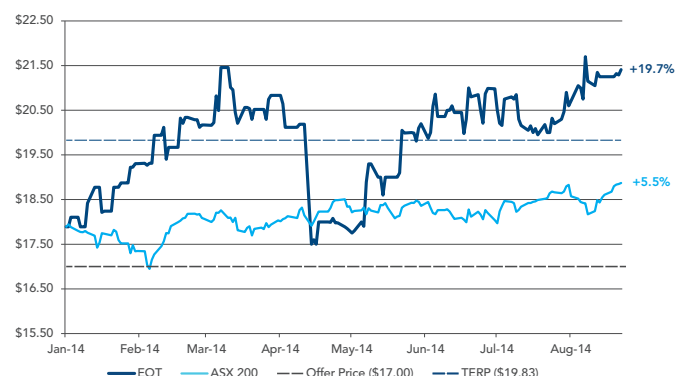
### Re-balanced Shareholder Register

The equity raising has facilitated a positive rebalancing of EQT's shareholder register.



### Acquisition Well Supported by The Market

EQT's share price has performed strongly since the acquisition and is approximately 20% above the equity raising price of \$17.00.



Source: IRESS, as at market close 18 August.

Clearly, the market has strongly endorsed the ANZT acquisition and what it promises for shareholders. It remains for us to successfully execute the integration of the two businesses, but ANZT is a highly complementary business for amalgamation with EQT and I believe shareholders have good reason to be confident about our management's capacity in this respect. You may be sure of your Board's sharp focus on the key deliverables over the next year or so.

### Results for the 2013/14 Year

After-tax operating profit for the year was \$9.7m, 12% up on the previous year. This increase was after allowing for non-recurring items of expense and income primarily associated with the TRU/ANZT bids.

The Operating Margin was 27%, essentially the same as that of last year.

Return on Equity was 14.6%, from an ungeared balance sheet.

EQT's total shareholder return in the year ended 30 June 2014 was 46.4 %, compared to the All Ordinaries Accumulation Index for the same period of 17.4%.

## Dividends

Given our confidence in the company's underlying performance and future prospects, and given the strong balance sheet, the directors declared a final dividend of 48 cents per share (cps), taking the total for the year to 94 cps, fully franked (last year 92 cps). Although this represents a payout ratio above our stated policy range, it is a practice we have adopted in previous years when one-off factors have been evident.

It is to be noted the final dividend is payable on a greatly expanded capital base after the capital raising to fund the ANZT acquisition. We were gratified by the level of support for the raising from the market generally and especially so from our loyal existing shareholders.

At the current share price, the dividends payable in respect of the year ended 30 June 2014 represent an approximate yield (before franking) on the stock of 4.3%. Grossed up for franking credits the current yield is 6.3%.

## The Board

Following the resolution of the two major corporate actions with which we have been involved, it was timely that we return to succession planning and the rejuvenation of the Board.

We were delighted that Mr MJ (Mick) O'Brien, FIA CFA, recently accepted our invitation to join the board as an independent non-executive director. He has also been appointed to the company's Audit & Compliance Committee. Aged 51, he has a strong background in investments, superannuation and financial markets generally. His skills and experience lend themselves particularly well to a company like EQT.

Continuing renewal of the Board is planned. We expect to make another new appointment in the coming year, ahead of the staged retirements of some of the longer serving directors.

Anne O'Donnell has resigned from the board of our superannuation subsidiary and there have been other changes on that Board to maintain its balance of independents and executives at the appropriate level. As a result, two well-credentialed and experienced directors in the superannuation space joined that board at the end of the financial year.

Since year end we have completed a formal performance review of the Board, conducted by an external consultant, The Board Advisory Group. The consultant's final conclusions were as follows: "EQT appears to have a well-functioning board. The Board has good diversity of skills and experience. Members feel able to interact openly and constructively with each other and do so in a respectful manner. Relationships with key executives appear harmonious. Directors expressed awareness of some areas of minor weakness but are satisfied that these areas are being addressed."

## Our Staff

On 4 July 2014 we welcomed to EQT 58 staff from ANZT. Having met many of them, they come across as an enthusiastic group, keen to be working for an enlarged, specialist trustee company capable of independently charting its own course. We are delighted to have them with us.

To our EQT staff I say a big 'thank you' for the outstanding work of the past year.

Future challenges doubtless abound but I say to our shareholders, as well as to our staff, our prospects are bright.



**JA (Tony) Killen OAM**  
Chairman



# Managing Director's Review

**Robin Burns**  
Managing Director

## Creating a Base for Long-Term Success

### Highlights

The year saw a further step forward in operating performance driven wholly, as in 2013, by organic business growth. The details of company performance are shown elsewhere in this report, however, in the last two years during which we have implemented a new operational structure in support of long-term development goals, the company has achieved total growth in revenue of 24%, an increase in operating profits before tax of 31% and the operating margin has improved from 26.5% to 27.1%.

This has been achieved despite the demands of a significant workload to implement extensive regulatory changes and the new organisational structure, and the application of considerable time and attention on the two business acquisition projects – offers for TRU and ANZT. There were a number of significant differences in what each of TRU and ANZT could bring to EQT, with varying pros and cons in the two opportunities, but we are very clear that although it came later in timing, ANZT in no way represented a second prize. In fact, we had come close to acquiring ANZT some years ago and we believe it would be difficult for any company to find a significant acquisition that fits more closely to its strategic objectives, business model, culture and values than ANZT represents for EQT.

The ANZ Bank's desire to maintain a continuing relationship with EQT as the acquirer, and explore broader business opportunities, provides additional support for the rationale of the transaction.

The ANZT integration project will be a major priority for the business over the next two years. At this early stage we are satisfied with progress and it is proceeding to plan. No doubt some challenges or issues will emerge as the project develops but we have in place an experienced and committed project management team, complemented by external expertise. From the effective date of acquisition we have operated blended EQT and ANZT teams in as many parts of the business as possible and we have been pleased with the way in which the two organisations are starting to come together.

### Operating Performance

Both of our revenue business units achieved good progress against key objectives and targets. In the Corporate Trustee Services (CTS) business unit (previously 'Corporate Fiduciary & Financial Services') we are a market leader in what is a tightly held and relatively small market, particularly in those sectors in which we have focused. This business continues to grow, adds new products and client relationships, and is in part positively leveraged to the overall growth of the asset management industry in Australia. The Funds Services side of CTS (which focuses on independent responsible entity and trustee services for fund managers) had another year of solid growth, but the Distribution Partners side (which acts as the retail distribution arm for our own and other managers' fund products) experienced much lower growth in net Funds Under Management (FUM) than in the previous period as a result of investment markets re-balancing towards riskier asset classes. The overall environment for the CTS business remains favourable with the total financial services industry expected to continue to grow over coming years, from approximately \$2.1 trillion FUM now to in excess of \$3 trillion and beyond. We are exploring the expansion of our CTS activities into some business areas where we have not previously actively competed and remain actively engaged with avenues in which we can assist the managed funds sector to expand, such as via the ASX mFund initiative. Some highlights of activity in the CTS were:

#### Fund Services

- Funds Under Management/Administration increased from \$29 billion to \$35 billion.
- Net increase of 27 in funds for which we provide responsible entity services (34 new, 7 closed) to 185.
- Net increase in fund manager relationships of 11 (15 new, 4 closed) to 76.
- As a Foundation Member and Product Issuer, 25 EQT responsible entity funds were admitted at the launch of the mFund Settlement Service.



### Distribution Partners, Funds Management

- Co-branded funds generated strong gross inflows of \$1.07 billion. However, this was offset by a significant increase in redemptions resulting in net inflows of \$100 million, down from \$1 billion in 2013.
- Net inflows were skewed towards income producing assets (property funds and bond funds).
- Our distribution client PIMCO was named as Professional Planner/Zenith Fund Awards 2013 – Global & Diversified Fixed Interest (Winner).
- Our distribution client, SG Hiscock's ICE fund was named as Morningstar – Fund Manager of the Year 2014 – Undiscovered Manager.

The Trustee & Wealth Services (TWS) business unit, which previously operated as 'Private Wealth Services' (PWS), was renamed at the end of the period to reflect the increased emphasis on our traditional fiduciary business following the ANZT acquisition. This business has continued to make progress with its long-term development projects and particularly in generating new sources of referral business from external advisory practices. We have for some time identified the impending huge wealth transfer from the 'baby boomer' generation as a very attractive future opportunity for our traditional fiduciary activities and our business development plans are focused on maximizing our role in providing these core services to this client base. A key element in building a healthy business and client base for the long-term is the size and profile of what is known as the will bank. Along with other initiatives we have in recent years concentrated on improving the net annual growth of our will bank. In past years we had relied on traditional referral sources from professional contacts, however, these were only keeping pace, at best, with exits from the will bank. A new business development focus on these traditional referral sources had started to show traction but in the last year we have started to see the benefit of developing a broader range of referral sources, focused on external financial advisory firms. These referral partnerships are expected to play a significant role in the net growth of the will bank over succeeding years, and this should ultimately turn into strong revenue growth. In turn this will flow into increased FUM in other fiduciary services such as trusts and philanthropy.

The aged care advisory segment is another business line for which we see a very positive future, as the nation's population demographics and the gap in supply of aged care facilities provide a growth impetus. Additionally, there is scope to increase the cross-referrals between aged care advice services and traditional private client fiduciary services, and during the year this has been improving. However, the impact of recent government changes in the aged care funding regime needs to be understood and possibly adapted for.

Apart from pursuing these business development plans the senior management of the TWS unit were heavily involved during the second half of the year in the ANZT acquisition. That the unit achieved a significant lift in revenue despite the additional workload and diversion of effort, as well as managing the implementation of regulatory-inspired changes in business processes and products, is a commendable outcome. Some key results from these business activities include:

- A very significant increase in will instructions over the previous year. In approximately 35% of these EQT was nominated as Executor. Ultimately these will flow through to substantial revenue opportunities.
- The successful application for a MySuper authorisation for our employer superannuation master trust.
- Advice and Personal Services revenue approximately 18% ahead of the prior year.
- We established a new specialised function, the Superannuation Trustee Office (STO), to manage and control our various Registrable Superannuation Entity (RSE) licence activities.
- A number of new RSE appointments were won during the year and will lead to increased business activity as an independent RSE in 2015.
- EQT has now been appointed to the VCAT panel as a recommended service provider.

In some of our support business units we also saw good progress during the year. The project to consolidate information technology systems and introduce a single IT and administration unit supporting all activities was basically complete by the end of the year. The benefits of this will flow in future periods as improved processing efficiency and from simpler systems. Some key appointments or changes in support business units were deferred for the duration of the acquisition projects, to maintain consistency and stability during a time of focus and intense effort. These are now in the process of being implemented. A major area of concentration over the next year will be on examining and refreshing the group's risk management and compliance framework for maximum effectiveness and efficiency in the much larger organisation. Similarly, we have an important project under way to review, design and implement the most effective corporate structure from capital usage, licensing, funding and risk management perspectives. We have noted in prior reports the need to reach a larger minimum statutory capital position under new licensing rules, which will now apply from 1 July 2015, and have plans in place to meet these requirements.

## The Financial Services Industry

The financial services industry plays an important role in the nation's economic life. By some measures it is the largest industry in Australia and it is expected to continue to grow strongly into the future. EQT participates in specialised niches within this huge industry, in both the CTS and TWS business units.

Despite the healthy growth environment, driven by superannuation savings, the industry has faced considerable challenges over the last few years. The impact of the GFC; a wide range of costly regulatory inspired changes; vertical and horizontal business consolidation; high-profile business failures or investor losses; and recent publicity about regulator investigations into advice practices at some of the industry's leading brand names have shaken investor confidence or affected consumer behaviour, e.g. through the significant trend to self-managed super funds. These factors and resultant changes in costs and product profitability have led to market action by competitors to try to maintain margins or FUM. In some sectors, such as corporate superannuation, there is considerable pressure on fees and margins. The Financial System Inquiry is also in progress and at this stage it is not practicable to forecast whether it in turn will have any major implications for the wealth management industry.

The focus of many of the industry's largest participants, regulators and of the overall market itself over the next few years is likely to remain on personal financial advice and superannuation.

## Growth Directions

Although the industry as a whole will continue to deal with outcomes from the factors noted above, I have pointed in earlier comments to the positive trends that underlie the development plans for our core fiduciary and corporate services. Our private fiduciary clients have traditionally come from the upper end of the wealth range and these clients value independence, high levels of service and long-term relationships. Historically we have been very successful in supplying these needs but we have lacked distribution strength or reach to generate increased client numbers. Consequently our business development focus in TWS has been on cultivating new external sources of client referrals and on improving cross-sell of services.

The acquisition and integration of ANZT falls very firmly into this strategic approach. It brings a large and valuable will bank, a focus on the same core fiduciary services, a large element of long-term FUM, a skilled team with the same values and a continuing relationship with one of the industry's largest participants. At the same time we are able to present our brand as the largest independent listed company with a trustee focus. Our strategic intent will remain on developing in our specialised wealth transition, trustee, investment and aged care advice sectors and promoting the ability to be a valued partner for external advisory practices.

The superannuation master trust business has just produced one of its best years under our ownership. However, as noted above, this sector and the superannuation market as a whole face some powerful external forces. The ultimate impact and effect of the recently introduced MySuper regime will probably not be apparent for some time, but in the short-term, as well as the pressure on fees, the importance of scale is becoming more apparent.

In CTS we will continue to pursue our strongest line – as an independent responsible entity – and the targeted funds distribution business. Whilst the overall market for CTS services is a relatively small one, our position as a leading provider enables us to generate good margins and a healthy flow of new business. The opportunity to expand into products or trustee roles that lie outside the range we have pursued in recent years, in a disciplined and risk-aware manner, is also being actively explored.

Following the sale and de-listing of TRU and our acquisition of ANZT there are relatively few 'pure trustee company' acquisition opportunities in Australia. We would remain interested in exploring any of these should the opportunity arise and we remain open to considering other acquisitions that would be consistent with our existing core activities or provide greater scale in these.

The company's balance sheet is strong, operating performance has continued to grow, returns to shareholders have been very positive and we are in the early stages of integrating a major complementary acquisition that is almost certainly the largest single step forward in the company's history. This, and the attractive underlying trends for the growth of our business over the long term, should ensure that we remain confident about the prospects for future success and delivery of rewards to all stakeholders.

I would like to add my thanks to those of the Chairman to our staff, both the EQT team throughout 2014 and to those who joined from ANZT, for their hard work, enthusiasm, adaptability and mastering of the challenges thrown at them during the year.



**Mr Robin BO Burns**  
Managing Director

# Philanthropic Services

The acquisition of ANZ Trustees brings together two of Australia's leading organisations supporting the philanthropic sector. Equity Trustees will now be involved with more than 450 charitable trusts which in total will distribute just under \$80 million annually to charities and charitable causes. The charitable funds under Equity Trustees' management has now increased to just under \$1.8 billion.

The great generosity of the individuals and institutions who have set up these trusts represents a significant level of support to the charitable sector. Equity Trustees is honoured to be responsible for managing these trusts to ensure their founders' philanthropic vision and goals are advanced through prudent investment and philanthropic and grant-making expertise.

Some of the charitable trusts we manage are well known and the stories of their founders familiar to many Australians. The generosity and legacy of Alfred Felton, through his Bequest, has purchased more than 15,000 artworks for the National Gallery of Victoria, as well as supporting women and children in need. Other generous philanthropists whose vision we are now entrusted to pursue include William Buckland, Hugh Williamson, Sir Reginald Ansett and The JO and JR Wicking Trust, which aims to achieve systemic change through enduring positive impact in the areas of ageing and Alzheimer's Disease.

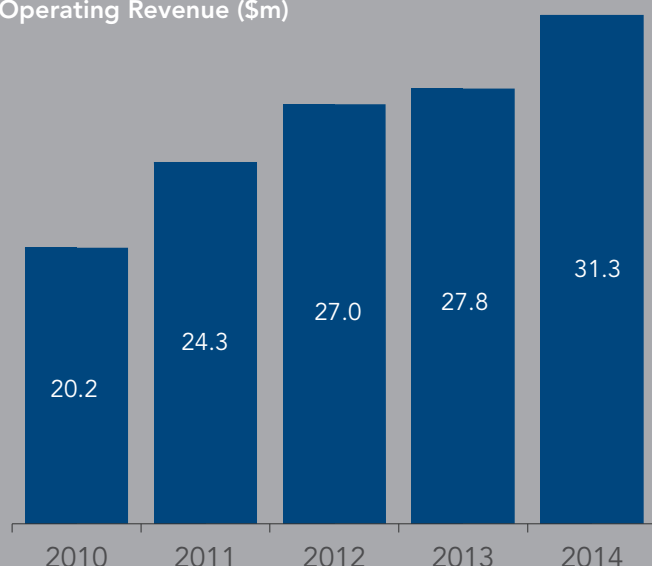
Equity Trustees' Philanthropic Services team is ideally placed to help provide leadership, expertise and support to Australia's philanthropic sector and to assist new philanthropists to establish their charitable giving endeavours, creating their own legacy for generations to follow.



# Business Unit Review

## Trustee & Wealth Services Performance

Operating Revenue (\$m)



Assets Under Management, Administration and Advice (\$m)



## Function

Trustee & Wealth Services (TWS), previously known as Private Wealth Services, comprises the following operating units:

- **Personal Estates and Trusts** – estate planning, trustee, executor, taxation, and philanthropic services;
- **Wealth Management** – personalised portfolio management and support services;
- **Asset Management** – overseeing the investment process for internal and external clients and managing internal funds;
- **Aged Care Services** – provision of financial planning advice, placement advice and training services specialising in the aged care sector; and
- **Portfolio Services** – employer services, personal superannuation and managed accounts in the superannuation sector.

## Operational Highlights

- Solid revenue growth, up 12.7% to \$31.3m.
- FUM was up 31.2% to \$4.3b, however, some RSE super FUM was received just prior to year end, with little revenue earned for the year – a positive for 2015.
- Additional external partners in place to provide referrals for estate planning services, with approximately one third recording EQT as Executor, which provides growth in the will bank.

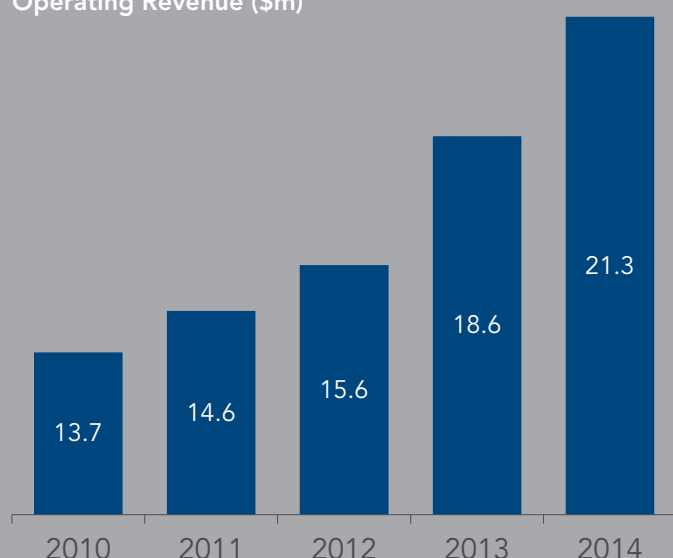
- A MySuper authorisation was obtained for the superannuation master trust business.
- A new Superannuation Trustee Office (STO) was established to dedicate management to new corporate RSE business initiatives.
- The philanthropy business continues to be strong.
- EQT was appointed to the VCAT panel as a recommended service provider.
- Development and growth projects continue to improve distribution and cross-sell opportunities.
- The asset management team has a focus for consistency of investment strategies across all funds under EQT's fiduciary responsibility.
- Completed acquisition of ANZ Trustees – effective date of 4 July 2014.

## Outlook

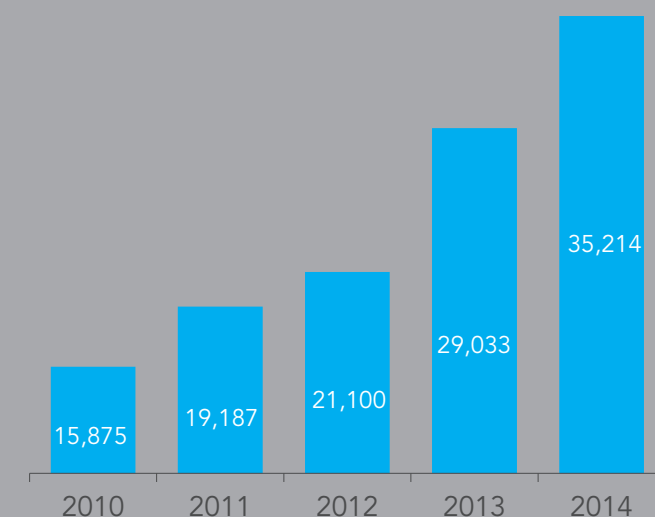
- The integration of ANZ Trustees is the main priority in 2015.
- Continue with organic growth initiatives for existing business, focusing on cross-selling strategies.

## Corporate Trustee Services Performance

Operating Revenue (\$m)



Funds Under Management, Administration and Advice (\$m)



## Function

Corporate Trustee Services (CTS), previously known as Corporate Fiduciary & Financial Services, comprises the following operating units:

- **Fund Services** – Responsible entity services for managed funds on behalf of local and international fund managers and sponsors; and
- **Distribution Partners, Funds Management** – Management and coordination of distribution and marketing for the co-branded wholesale and retail funds to the IDPS and advisor market. Through our partnership with investment managers, investors and advisers can access investments in:
  - **Fixed interest** – PIMCO Australia;
  - **Specialist Australian equities and Australian REITs** – SG Hiscock & Company;
  - **Global REITs** – LaSalle Investment Management (Securities); and
  - **International equities** – Dundas Global Investors.

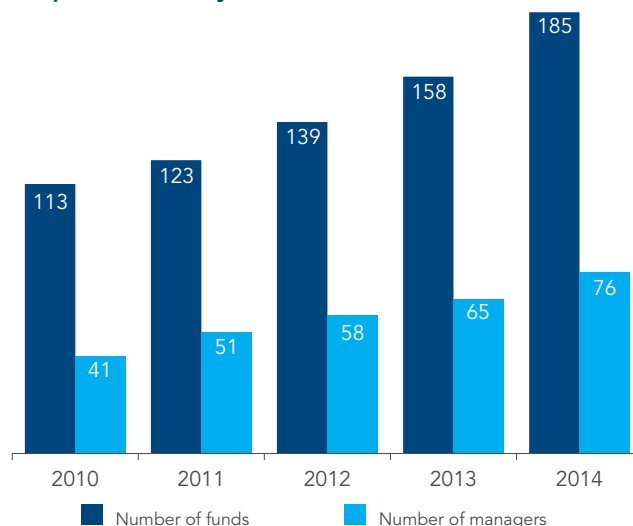
## Operational Highlights

- Another year of strong revenue growth, by 14.6% to \$21.3m
- FUM/A increased strongly, by 21.3% from \$29b to \$35b

### Fund Services:

- Added a net 27 funds to 185 funds, servicing 76 managers – net increase of 11.
- Expanded the service offering to include wider trustee roles.
- Foundation Member of ASX sponsored mFunds Settlement Service – 25 responsible entity funds admitted at launch.

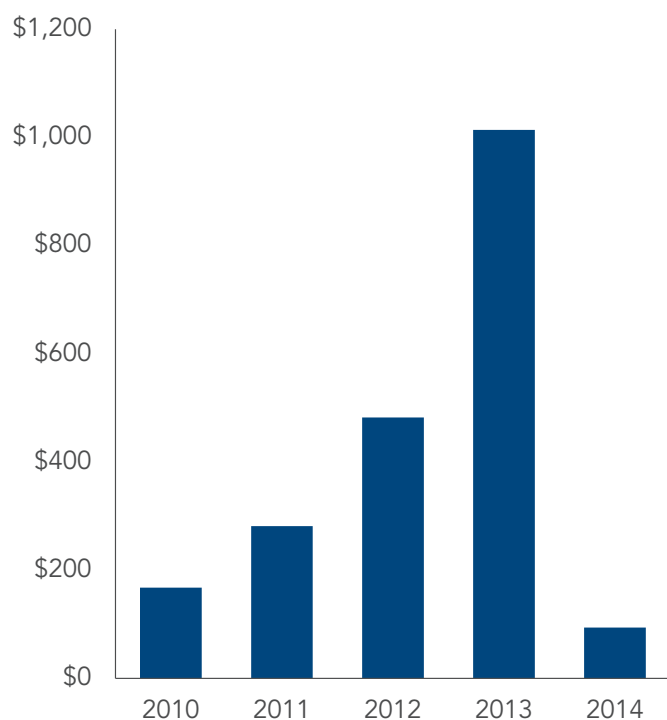
### Responsible Entity Funds



### Distribution Partners, Funds Management:

- During unfavourable conditions, our co-branded funds generated net inflows of \$100m (refer to chart below).
- PIMCO named as Professional Planner/Zenith Fund Awards 2013 – Global & Diversified Fixed Interest (Winner).
- SGH ICE named as 2014 Morningstar Fund Manager of the Year – Undiscovered Manager.

### Net Inflows for Funds Distributed by EQT (\$m)



### Outlook

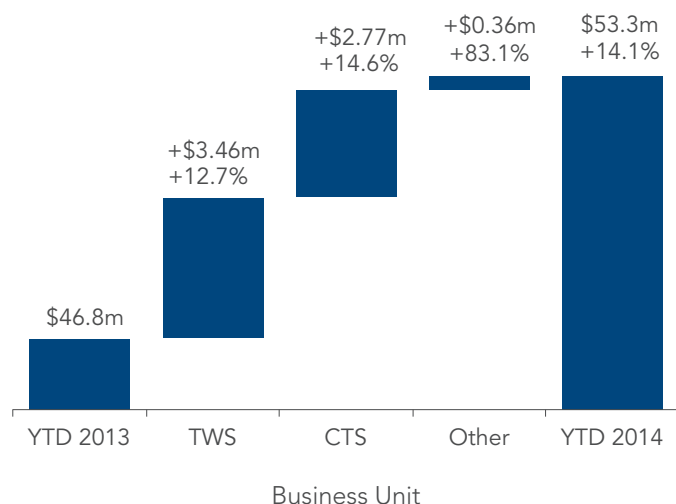
- New responsible entity opportunities are strong – Australia seen as an attractive market by global operators.
- Better positioned to benefit from flows into growth asset classes.
- Defensive asset funds still expected to perform strongly.
- Strong partnerships with investment managers and service providers.



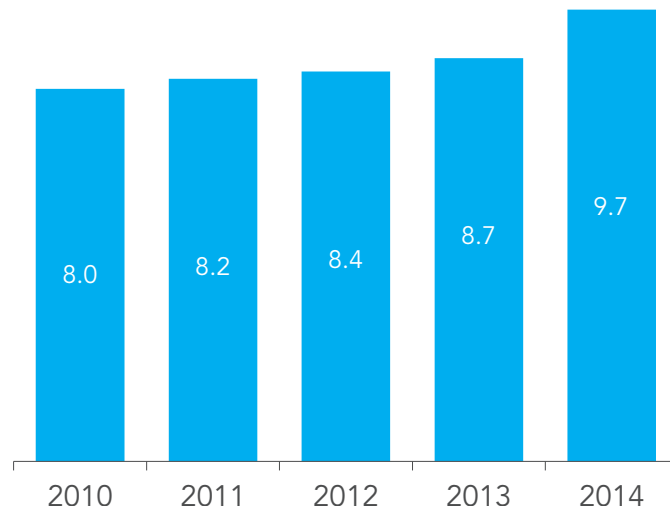
# Additional Group Information

## Operating Revenue – Change

Operating Revenue Movement Compared to Prior Year



## Net Profit After-Tax (\$m)



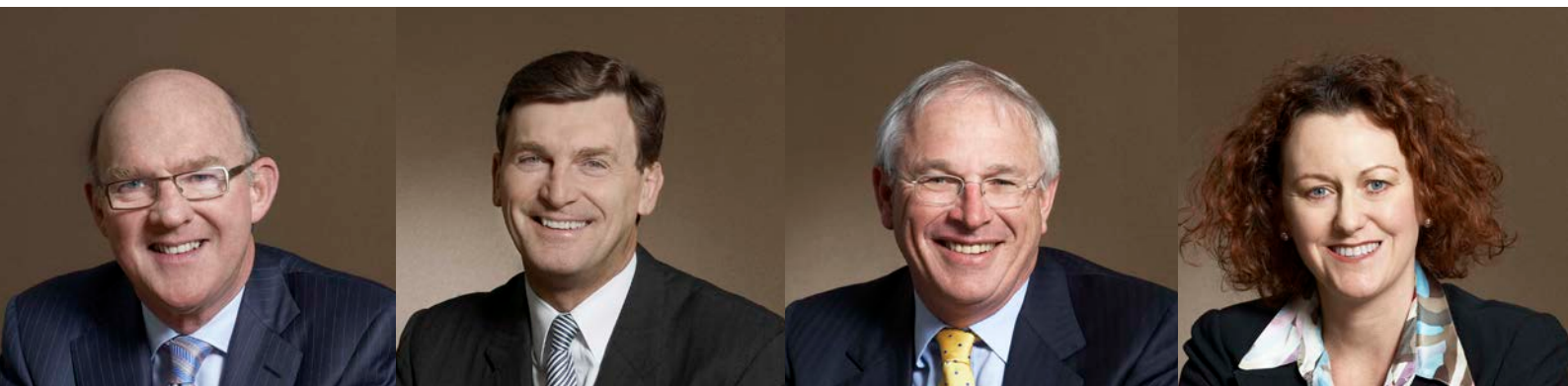
## Acquisition of ANZ Trustees Limited

- On 10 April 2011, EQT announced the acquisition and capital raising.
- Capital raising at \$17.00 per share – approximately 50% via placement and insto entitlement – approximately 50% via retail entitlement.
- Completion date of 4 July 2014.
- Acquisition cost of \$1.8m (after-tax) expensed to P&L, and \$5.1m (after-tax) of share issue costs charged against share capital.
- As per Retail Entitlement Offer Booklet:
  - 2014 Business as Usual EBIT = \$11.2m on FUM of \$2.7b
  - Revenue – 73% of \$23.3m is enduring
  - 45,000 will bank
  - 280 charitable trusts
  - Integration to take approximately 18 months at one-off cost of approximately \$5m
  - Expense synergy savings of \$4m, with \$1m in first year
  - Revenue synergy benefit of \$2m, after first year
  - 5 year referral agreement with ANZ to provide further EQT revenue opportunities
- EQT's Reported EPS to be impacted by one-off costs during initial 18 month period, but then positive.

## Environment and Directions

- The impending generational wealth transition and need for advice post-retirement are positive trends. EQT's 'independent' brand and trustee capability are positive attributes.
- Continue growth in wealth management industry, however, the full impact of regulatory changes is still to be experienced.
- EQT's business model and brand is naturally aligned to the higher wealth clients with more complex needs. Focus has been on accessing external distribution and on cross-sell.
- Changes in model for aged care funding just implemented – provides opportunities for EQT.
- Australia continues to be attractive for fund managers due to market size.
- Acquisition of ANZ Trustees has enabled EQT to enter the ASX 300 with a market capitalisation of approximately \$400m.
- The share register contains a much broader spread of institutions.
- A review of the corporate structure is underway to achieve an efficient capital structure for the future and to meet new ASIC requirements at 1 July 2015.
- EQT is the only remaining listed company with a focus on independent trustee services.

# Board of Directors



## **JA (Tony) Killen OAM CHAIRMAN**

BA, FAICD, FAIM

Chairman – Appointed  
30 August 2007.

Non-Executive Director –  
Appointed September 2002.

Member of Equity Trustees’  
Remuneration, Human Resources  
& Nominations Committee since  
September 2004.

Tony is Chairman of listed  
company Templeton Global  
Growth Fund Ltd and Chairman  
of CCI Asset Management  
Ltd. He is also a non-executive  
director of Victoria Golf Club  
Limited and Catholic Church  
Insurance Ltd.

Tony is a former Group  
Managing Director and Chief  
Executive Officer of AXA Asia  
Pacific Holdings Ltd, having  
had a 36 year career with the  
National Mutual/AXA group.  
He was also Chairman of  
Australia’s largest not-for-profit  
health services provider, Sisters  
of Charity Health Service Ltd.  
Tony was also a non-executive  
director of listed company IRESS  
Market Technology Ltd and  
Chairman of Sisters of Charity  
Community Care Ltd.

In 2011, Mr Killen was awarded  
the Medal of the Order of  
Australia.

## **Robin BO Burns MANAGING DIRECTOR**

DipAcc, FAICD

Executive Director since  
1 March 2010.

Member of the Board  
Investment Committee from  
1 July 2013.

Robin was appointed Managing  
Director of Equity Trustees on  
1 March 2010. Before joining  
Equity Trustees he was, from  
2002, Chief Executive Officer of  
Equisuper Pty Ltd, the trustee  
company for the Equisuper  
multi-employer superannuation  
fund. Robin is a non-executive  
director of the Financial Services  
Council.

Robin previously worked for AXA  
Asia Pacific, where he held the  
positions of General Manager,  
Corporate Affairs and Chief  
Executive, Risk Insurance and for  
the stockbroking firm Prudential  
Bache Securities (Australia),  
where he was Managing  
Director, having joined the firm  
as Chief Financial Officer.

Robin has 28 years of experience  
in the financial services industry.  
He gained his initial professional  
qualification as a chartered  
accountant in the UK in 1981.

## **David F Groves DEPUTY CHAIRMAN**

BCom, MCom, CA, FAICD

Deputy Chairman since  
December 2007.

Non-Executive Director since  
November 2000.

Chairman of Equity Trustees’  
Audit & Compliance Committee  
since January 2003.

David is a director of Pipers  
Brook Vineyard Pty Ltd, BCD  
Resources NL and Tasman  
Sea Salt Pty Ltd. He is also an  
executive director of a number  
of private companies.

David is a former director of  
Tassal Group Limited, GrainCorp  
Limited, Mason Stewart  
Publishing, Camelot Resources  
NL and a former executive with  
Macquarie Bank Limited and  
its antecedent, Hill Samuel  
Australia.

## **Alice JM Williams DIRECTOR**

BCom, FCPA, FAICD, ASFA  
AIF, CFA

Non-Executive Director –  
Appointed September 2007.

Member of Equity Trustees’  
Remuneration, Human  
Resources & Nominations  
Committee since July 2011.  
Appointed Chairman in  
August 2011.

Member of the Board  
Investment Committee from  
1 July 2013.

Alice has over 25 years’ senior  
management and Board level  
experience in the corporate and  
Government sectors specialising  
in investment management,  
corporate advisory and equity  
fundraising.

Other non-executive  
directorships include;  
Djerriwarrh Investments Ltd,  
Defence Health, Guild Group  
Holdings Limited, Strategic  
Analytics (Australia) Pty Ltd,  
Victorian Funds Management  
Corporation and Port of  
Melbourne Corporation and  
Cooper Energy Limited. Alice is  
a member of the Felton Bequest  
Committee and a council  
member at the Cancer Council  
of Victoria.

Alice was formerly a director of  
Avion Technology Pty Ltd, State  
Trustees, NM Rothschild and  
Sons (Australia) Limited, Director  
of Strategy and Planning for  
Ansett Australia Holdings  
Limited and a Vice President at  
JP Morgan Australia.





**The Hon Jeffrey  
G Kennett AC  
DIRECTOR**

HonDBus (Ballarat)

Non-Executive Director –  
Appointed September 2008.

Member of Equity Trustees’  
Remuneration, Human  
Resources & Nominations  
Committee since September  
2008.

Jeff was an Officer in the Royal  
Australian Regiment, serving  
at home and overseas. He was  
a Member of the Victorian  
Parliament for 23 years, and was  
Premier of Victoria from 1992 to  
1999.

Jeff is currently Chairman  
of Open Windows Australia  
Proprietary Limited, CT  
Management Group Pty Ltd,  
Amtek Corporation Pty Ltd  
and beyondblue, the national  
depression initiative. He is also  
Chairman of Ledified Lighting  
Corporation Pty Ltd and a  
Director of Primary Opinion  
Limited.

He is currently patron of  
a number of community  
organisations and was formerly  
President of the Hawthorn  
Football Club.

In 2005, Mr Kennett was  
awarded the Companion of the  
Order of Australia.



**Anne M O'Donnell  
DIRECTOR**

BA (Bkg & Fin), MBA, FAICD,  
SF Fin

Non-Executive Director –  
Appointed September 2010.

Member of Equity Trustees’  
Audit & Compliance Committee  
since December 2010.

Anne has some 34 years’  
experience in the finance sector.  
She is an experienced executive  
and non-executive director in  
the listed, not-for-profit, and  
mutual sectors.

Anne is a director of the  
Australian Institute of Company  
Directors, Community CPS  
Australia Ltd (trading as Beyond  
Bank Australia), Eastwoods Pty  
Ltd and The Winston Churchill  
Memorial Trust. Anne is also an  
external member of the UBS  
Global Asset Management  
(Australia) Ltd Compliance  
Committee and a member of IP  
Australia Audit and Evaluation  
Committee.

Anne is the former Managing  
Director of Australian Ethical  
Investment Ltd. Anne was  
formerly a director of the  
Financial Services Council, The  
Centre for Australian Ethical  
Research Pty Ltd, the ANZ Staff  
Superannuation Fund and The  
Grain Growers Association Ltd.



**Kevin J Eley  
DIRECTOR**

CA, F FIN, FAICD

Non-Executive Director –  
Appointed November 2011.

Member of Equity Trustees’  
Audit & Compliance Committee  
since November 2011.

Chairman of the Board  
Investment Committee from  
1 July 2013.

Kevin is a Chartered Accountant  
and a Fellow of the Financial  
Services Institute of Australia.  
He has over 30 years’ experience  
in management, financing and  
investment and has worked for  
a major international accounting  
firm, two investment banks and  
was CEO of HGL Limited and  
remains as a non-executive  
director.

Other current non-executive  
directorships include Milton  
Corporation Limited and PO  
Valley Energy Limited.

Kevin’s previous public company  
directorships were Kresta  
Holdings Limited, Desane  
Group Holdings Limited,  
Solander Holdings Limited,  
Leutenneger Limited, Laubman  
and Pank Limited and Sabre  
Group Limited.



**Michael J O'Brien  
DIRECTOR**

FIAA, CFA, MAICD

Non-Executive Director –  
Appointed August 2014.

Member of Equity Trustees’  
Audit & Compliance Committee  
since July 2014.

Mick is a Fellow of the Institute  
of Actuaries of Australia and  
holds the Chartered Financial  
Analyst designation.

Mick has broad wealth  
management experience in  
superannuation, investment  
management, insurance and  
advice, spanning 30 years in  
both retail and institutional  
markets. Mick was formerly CEO  
and director of Invesco Australia  
Limited, director of Alliance  
Capital Management Australia  
and Chief Investment Officer  
of AXA Australia and New  
Zealand. He was also a director  
of all AXA’s Responsible Entities  
and Regulated Superannuation  
Entities.

# Group Leadership Team

**Lisa Barp**

**EXECUTIVE GENERAL MANAGER, MARKETING & COMMUNICATIONS**

Joined November 2013

**Ryan Bessemer**

**CHIEF OPERATIONS OFFICER, OPERATIONS & TECHNOLOGY**

Joined January 2011

**Rob Jenkins**

**EXECUTIVE GENERAL MANAGER, HUMAN RESOURCES**

Joined May 2006

**Harvey Kalman**

**EXECUTIVE GENERAL MANAGER, CORPORATE TRUSTEE SERVICES**

Joined January 2000

**Philip Maddox**

**COMPANY SECRETARY**

Joined November 2001

**Amanda Noble**

**CHIEF RISK OFFICER, ENTERPRISE RISK**

Joined May 2014

**Geoffory Rimmer**

**EXECUTIVE GENERAL MANAGER, TRUSTEE & WEALTH SERVICES**

Joined July 2012

**Terry Ryan**

**CHIEF FINANCIAL OFFICER**

Joined January 2003



# Information for Shareholders

## Annual General Meeting

The Board of Directors of Equity Trustees Limited has great pleasure in inviting all shareholders of the company to attend the Annual General Meeting (AGM).

**The AGM will be held on Friday 31 October 2014 commencing at 11.00am (Australian Eastern Daylight Savings Time) at the RACV Club, Level 2, 501 Bourke Street, Melbourne.**

All Directors will be in attendance as will the company's external auditor. Light refreshments will be served at the conclusion of the meeting.

A separate Notice of Meeting accompanies this Shareholder Review. If you are planning to attend the meeting in person, please bring the accompanying letter with you to facilitate entry.

If you are unable to attend the AGM you are encouraged to complete the proxy voting form, which accompanies the Notice of Meeting. The proxy form should be returned in the envelope provided or else can be faxed to our share registry, Computershare, on **1800 783 447** (within Australia) or **+61 3 9473 2555** (outside Australia).

Please ensure that all proxy forms are received no later than **11.00am on Wednesday, 29 October 2014.**

## Key Dates for Shareholders

**Thursday, 18 September 2014**

Record date for 2014 final dividend

**Thursday, 16 October 2014**

Payment date of 2014 final dividend

**Friday, 31 October 2014 at 11.00am**

Annual General Meeting

RACV Club, Level 2  
501 Bourke Street  
Melbourne, Victoria 3000

**Thursday, 26 February 2015**

Announce half-year results and interim dividend

**Thursday, 16 April 2015**

Interim dividend paid

## Equity Trustees 2014 Annual Report

A copy of Equity Trustees 2014 Annual Report has been mailed to all shareholders who have previously elected to receive a hard copy of the document.

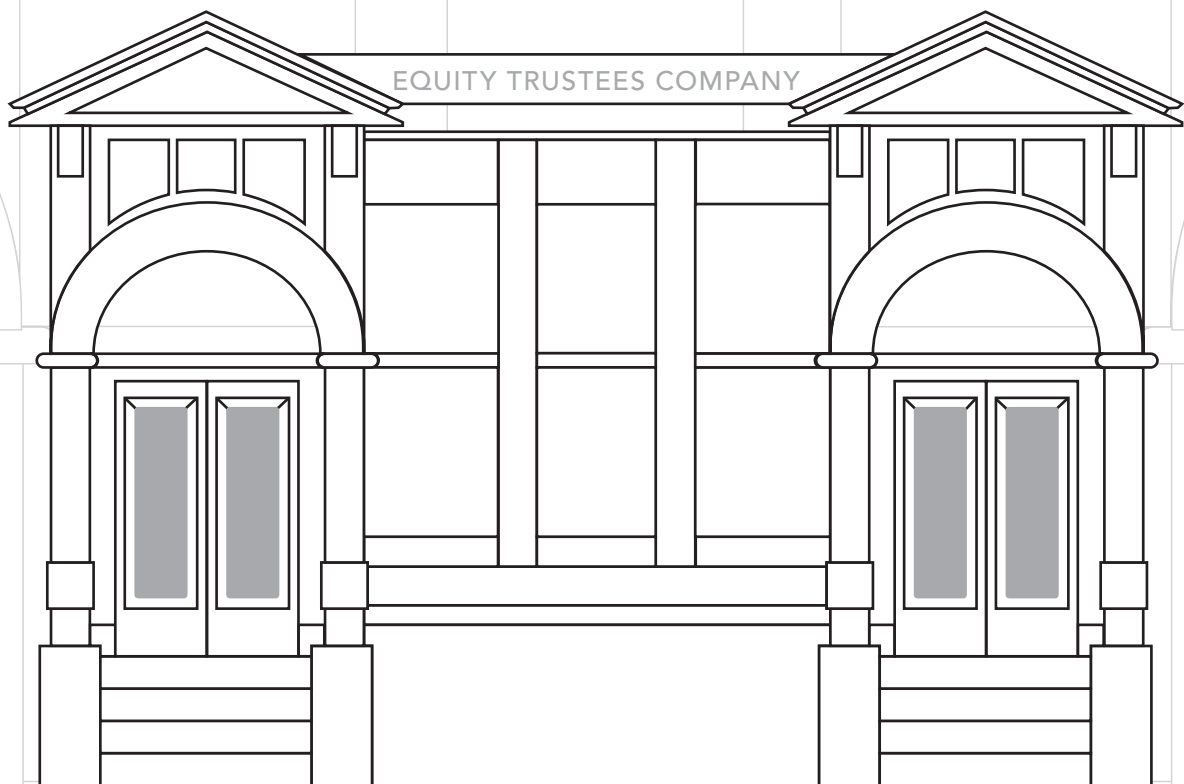
The Annual Report can be viewed on our website:  
**[eqt.com.au/shareholders/company-announcements.aspx](http://eqt.com.au/shareholders/company-announcements.aspx)**

In order to change your election for receipt of a hard copy of our Annual Report, or to request a hard copy be mailed to you, please contact our share registry, Computershare, as follows:

Phone: **1300 850 505** (within Australia) or  
**+61 3 9415 4000** (outside Australia)

Website: **[investorcentre.com](http://investorcentre.com)**





SINCE 1888

# 2014 ANNUAL REPORT

# Directory

## Board of Directors

J A (Tony) Killen OAM,  
BA, FAICD, FAIM  
(Chairman, Non-executive)

Robin BO Burns,  
DipAcc, FAICD  
(Managing Director)

David F Groves,  
BCom, MCom, CA, FAICD  
(Deputy Chairman, Non-executive)

Alice JM Williams,  
BCom, FCPA, FAICD, ASFA AIF, CFA  
(Non-executive)

The Hon Jeffrey G Kennett AC,  
HonDBus (Ballarat)  
(Non-executive)

Anne M O'Donnell,  
BA (Bkg & Fin), MBA, FAICD, SF Fin  
(Non-executive)

Kevin J Eley,  
CA, F FIN, FAICD  
(Non-executive)

Michael J O'Brien,  
FIAA, CFA, MAICD  
(Non-executive)

## Company Secretary

Philip B Maddox,  
LLB, BA, GDipAppFin (Finsia)

## Joint Company Secretary/ Chief Financial Officer

Terry Ryan,  
BBus, FCA, F Fin

## Auditor

Deloitte Touche Tohmatsu  
550 Bourke Street  
Melbourne, Victoria, 3000

## Share Registry

Computershare Investor  
Services Pty Ltd  
Yarra Falls, 452 Johnston Street  
Abbotsford, Victoria, 3067

## Registered Office

Level 2, 575 Bourke Street  
Melbourne, Victoria, 3000  
Telephone: (03) 8623 5000  
Facsimile: (03) 8623 5200  
Email: [equity@eqt.com.au](mailto:equity@eqt.com.au)

## Annual General Meeting

11.00am, Friday 31 October 2014  
Level 2, RACV Club  
501 Bourke Street, Melbourne

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# Directors' Report

for the Financial Year Ended 30 June 2014

The directors of Equity Trustees Limited (EQT, Equity Trustees or the Company) submit herewith the annual financial report for the financial year ended 30 June 2014. In order to comply with the provisions of the *Corporations Act 2001*, the directors report is as follows:

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

**JA (Tony) Killen OAM, Chairman**

**Robin BO Burns, Managing Director**

**David F Groves, Deputy Chairman**

**Alice JM Williams**

**The Hon Jeffrey G Kennett AC**

**Anne M O'Donnell**

**Kevin J Eley**

**Michael J O'Brien, appointed 28 July 2014**

Details of directorships and experience are summarised in the *Board of Directors' Profiles*, following this report.

## Company Secretaries

Mr Philip B Maddox, Lawyer, held the office of joint Company Secretary during and since the end of the financial year. Mr Maddox joined Equity Trustees Limited in 2001 and previously held senior managerial and operational roles in the trustee industry. He is a member of the Law Institute of Victoria and currently holds a Legal Corporate Practising certificate

Mr Terry Ryan, Chartered Accountant, held the office of joint Company Secretary during and since the end of the financial year. Mr Ryan joined Equity Trustees Limited in 2003 and previously held senior finance, administration and secretarial roles in the financial services industry and is a fellow of the Institute of Chartered Accountants and the Financial Services Institute of Australasia.

## Principal Activities

The principal activities of the Equity Trustees Limited Group (the Group) during the course of the financial year involved the provision of a range of financial services to clients of Trustee & Wealth Services (TWS), previously known as Private Wealth Services, and Corporate Trustee Services (CTS), previously known as Corporate Fiduciary & Financial Services. Further details pertaining to the activities of the business units are summarised below.

## Review of Operations

For the year ended 30 June 2014, the Group earned a net profit after-tax of \$9,713,412 compared to the prior year amount of \$8,671,401, a 12.0% increase. Although this increase is pleasing, it was materially impacted by various non-operating items primarily relating to the acquisition of Equity Trustees Wealth Services Limited (formerly known as ANZ Trustees Limited), and to the offer for The Trust Company Limited (which was not successful). The effective date of the Equity Trustees Wealth Services Limited acquisition was 4 July 2014. Refer to further details under *Subsequent Events*. The net after-tax cost of all non-operating items was \$681,251 (2013: \$673,161).

The operating profit after-tax, excluding the non-operating items, increased by 11.2%, from \$9,344,562 to \$10,394,663. The 2014 performance maintains the operating margin in excess of 27%, assisted by a 14.1% increase in revenue.

The Earnings Per Share (EPS) has lifted by 1.2% to 88.64 cents per share (cps), compared to 87.58 cps (re-stated) in the prior year. The prior year reported EPS was 96.65 cps, but has been re-stated to reflect the dilutionary impact of the rights issue in the later part of the current financial year. New shares were issued in April and May 2014 in the lead up to the acquisition of Equity Trustees Wealth Services Limited on 4 July 2014.

In assessing the quantum of the 2014 final dividend, the Board had regard to the expanded capital base to support the Equity Trustees Wealth Services Limited acquisition, the impact of the non-operating costs, and the anticipated investment to achieve integration synergies in 2015, and approved a fully franked final dividend of 48 cps, giving a total 2014 fully franked dividend of 94 cps, up 2 cps (2.2%) from the prior year. The 2014 dividend of 94 cps equates to a payout ratio of 106%, which is above the Board's stated payout range of 70% to 90%, however, it should be noted that it is 85.5% of 2014 underlying profit (which excludes non-operating items and the impact of a major capital raising in April/May 2014). The full year dividend represents a current yield of approximately 4.3%.

In terms of business unit performance, both TWS and CTS made solid contributions to Group profit and generated satisfactory margins.

TWS continued with major initiatives to grow revenue and earnings, with investment in additional development resources committed during the year. Revenue was up 12.7% from \$27.8m to \$31.3m during the 2014 year. In future years we expect to see improved revenue growth as a result of the current initiatives. The cross-selling between business lines has been a focus for development, especially in relation to estate management and aged care services. We have entered into further referral partnerships with



major wealth management organisations which will lead to growth in EQT's estate planning and will writing services. Funds under management, advice or administration in TWS increased by 31.2% from \$3.3b to \$4.3b.

CTS achieved very good growth in its responsible entity and funds distribution activities, with a net increase of 27 in the number of funds for which we provide responsible entity services, from 158 to 185. The number of investment managers for which we provide responsible entity services increased from 65 to 76 over the period. This increased base has resulted in strong revenue growth of 14.6%, from \$18.6m to \$21.3m. In addition to the growth in Funds under Management/Administration arising from new responsible entity relationships, there is a continuing net inflow into existing funds. For the co-branded funds, where EQT is also responsible for distribution and marketing, the net inflows were approximately \$100m. Overall, CTS Funds under Management/Administration increased by 21.3%, from \$29.0b to \$35.2b.

In relation to the support business units, the Group previously announced a major efficiency project to streamline the transaction processing, administration, systems and procedures on a group-wide basis. This project is now substantially complete, with consequent efficiencies being realised.

During 2014 the re-structure and enhancement of the in-house asset management team was completed. This has resulted in a single investment approach being applied across all of the business units. The asset management function is overseen by the Board Investment Committee.

As a financial services organisation we place great importance on risk management, compliance and governance issues. During the latter part of the year major enhancements were made to the Group's risk and compliance activities, with the appointment of a Chief Risk Officer to head the function. Development and enhancement of the risk management framework and plan will continue over the next 12 months. Significant work continued in relation to the implementation of the Future of Financial Advice (FoFA) and Stronger Super initiatives. External consulting and implementation costs continued to be incurred for these initiatives, which formed part of the overall increase in operating expenses.

The general investment climate showed continued improvement in terms of equity-related investments during the year and therefore assisted with revenue growth, however, the growth in defensive asset classes was more subdued. The Group continued to earn a higher percentage of revenue from fees-for-service than in previous periods. Although we anticipate that this trend will continue in certain revenue areas, the integration of Equity Trustees Wealth Services Limited, which has a higher proportion of asset-based fees, will affect the overall ratio. Overall growth in the total investment and

superannuation sectors in Australia and the forthcoming significant wealth transfer between generations provides a positive impetus for the Group's activities.

The Statement of Financial Position discloses that net assets have increased significantly during the latter part of the year, due to a \$160m capital raising to fund the acquisition of Equity Trustees Wealth Services Limited. As a result, net assets increased by 267% from \$62.6m to \$230.1m, of which goodwill and intangible assets amount to \$44.6m, up from \$43.7m. The most recent impairment review test, using future discounted cashflows, reconfirmed that there is good headroom above the carrying values of goodwill and intangibles.

The after-tax return on equity for the year (\$9.713m as a percentage of \$66.344m average) was 14.6%, compared to 14.2% for the prior year. For the purposes of this calculation, the \$160m capital raising was excluded. The balance sheet remains debt free.

In addition to the need to maintain a satisfactory capital position for business purposes, companies in the Group are obliged to meet a number of regulatory capital standards. An increased capital standard to support responsible entity activities will apply to the holding company on 1 July 2015. The Group has been anticipating this obligation and consistent with prior dividends, the Dividend Reinvestment Plan (DRP) will operate for the 2014 final dividend. The 2014 final dividend will be fully franked and payable on 16 October 2014.

The overall capital position remains an area of continuing Board oversight and will be monitored in relation to the acquisition of Equity Trustees Wealth Services Limited. Refer to an outline of the takeover offer under *Subsequent Events*.

The Group's immediate future focus will be to smoothly integrate the Equity Trustees Wealth Services Limited business after the completion date of 4 July 2014. Significant work has been undertaken to ensure the integration is a success, including the use of external consultants to assist with the Steering Committee oversight. As stated in the Retail Entitlement Offer Booklet, it is expected that a portion of expense synergies will be earned during the first 12 months, with full expense synergies of \$4m per annum commencing during the second 12 months. It is expected that the cost of integration will be approximately \$5m.

Apart from the above mentioned acquisition, organic growth opportunities will continue in each of the business units. The need and demand for advice on personal financial matters, at different life stages is expected to continue to grow and the re-shaping of the advice services sector over future periods should provide an environment that benefits Equity Trustees.

The two business units, their functions and 2014 revenue performance is summarised as follows:

Business unit	Key functions	2014 performance
Trustee & Wealth Services	<p>The provision of personal financial and superannuation services including:</p> <ul style="list-style-type: none"> <li>• Personal Estates and Trusts – estate planning, trustee, executor, taxation, and philanthropic services;</li> <li>• Wealth Management – personalised portfolio management and support services;</li> <li>• Asset Management – overseeing the investment process for internal and external clients and managing internal funds;</li> <li>• Aged Care Services – financial planning advice, placement advice and training services specialising in the aged care sector;</li> <li>• Portfolio Services – employer services, personal superannuation and managed accounts in the superannuation sector.</li> </ul>	<p>Operating revenue up 12.7% to \$31.3m (2013: \$27.8m)</p> <p>Funds/Assets under management up 31.2% to \$4.3b (2013: \$3.3b)</p>
Corporate Trustee Services	<p>Responsible Entity trustee services for managed funds on behalf of local and international managers and sponsors.</p> <p>Management and coordination of distribution and marketing for Equity Trustees co-branded retail and wholesale funds.</p>	<p>Operating revenue up 14.6% to \$21.3m (2013: \$18.6m)</p> <p>Funds under management/administration up 21.3% to \$35.2b (2013: \$29.0b)</p>

## Changes in the State of Affairs

During the financial year, there was no significant change in the state of affairs of the Group other than that referred to in the financial statements or notes thereto.

## Subsequent Events

The following provides a summary of the key points relating to a major acquisition by the Company:

- On 10 April 2014, Equity Trustees Limited (ASX: EQT) announced its intention to acquire 100% of the shares in ANZ Trustees Limited for \$150m. The acquisition was subject to certain conditions, approvals and adjustments and funded by a fully underwritten equity raising. It was expected that the completion date for the transaction would be early July 2014.
- On 14 April 2014, EQT announced that the placement and institutional component of the equity entitlement offer had been completed, with approximately \$83.5m raised. The entitlement component was offered to existing institutional investors at \$17.00 per share, based on a ratio of three new shares for each four shares held.
- On 24 April 2014, EQT issued 4,907,186 new EQT shares to sophisticated and professional investors at \$17.00 per share, pursuant to the share placement and entitlement offer.
- On 14 May 2014, EQT issued 4,504,085 new EQT shares to retail investors at \$17.00 per share, pursuant to the retail entitlement offer.

- On 6 June 2014, EQT announced that Ministerial Approval had been received. As such, the Sale and Purchase Agreement with the ANZ became unconditional. It was announced that the target completion date would be 4 July 2014.
- On 4 July 2014, EQT completed the acquisition of ANZ Trustees Limited and changed the company name to Equity Trustees Wealth Services Limited.
- On 7 July 2014, EQT announced that the acquisition was completed for \$150m, plus an adjustment to reflect changed licencing requirements that commenced on 1 July 2014.

Apart from the above, there has not been any matter or circumstance that has arisen since the end of the financial year that has significantly affected, or may significantly affect, the operations of the Group, the results of those operations, or the state of affairs of the Group in future financial years.

## Future Developments

Apart from matters disclosed elsewhere in this report, disclosure of information regarding likely developments in the operations of the Group in future financial years and the expected results of those operations, is likely to result in unreasonable prejudice to the Group. Accordingly, this information has not been disclosed in this report.

## Dividends

In respect of the financial year ended 30 June 2013:

- i. An interim dividend of 42 cps, franked to 100% at 30% corporate income tax rate, was paid to holders of fully paid ordinary shares on 17 April 2013.
- ii. A final dividend of 50 cps, franked to 100% at 30% corporate income tax rate, was paid to holders of fully paid ordinary shares on 16 October 2013.

In respect of the financial year ended 30 June 2014:

- iii. An interim dividend of 46 cps, franked to 100% at 30% corporate income tax rate, was paid to holders of fully paid ordinary shares on 16 April 2014.
- iv. Subsequent to 30 June 2014, the directors declared a final dividend of 48 cps, franked to 100% at 30% corporate income tax rate, payable to holders of fully paid ordinary shares on 16 October 2014.

## Indemnification of Directors, Officers and Auditors

During the financial year, the Company paid a premium in respect of a contract insuring the directors, company secretaries and officers of the Group against a liability incurred as a director, secretary or officer to the extent permitted by the *Corporations Act 2001*. The contract of insurance prohibits disclosure of the nature of the liability and the amount of the premium.

The Company has not otherwise, during or since the financial year, indemnified or agreed to indemnify a director, a company secretary, an officer or auditor of the Company or any related body corporate against a liability incurred as such a director, company secretary, officer or auditor.

## Directors' Meetings

The following table sets out the number of Directors' meetings (including meetings of Committees of Directors) held during the financial year and the number of meetings attended by each director (while they were a director or committee member). During the financial year, 29 Board meetings, 10 Committee of the Board meetings, 4 Remuneration, Human Resources & Nominations Committee (Remuneration Committee) meetings, 12 Audit & Compliance Committee (A&CC) meetings and 4 Board Investment Committee (BIC) meetings were held.

Directors in attendance	Board meetings		Committee of the Board meetings <sup>1</sup>		Remuneration Committee meetings		A&CC meetings		Board Investment Committee meetings	
	Eligible to attend <sup>2</sup>	Attended	Eligible to attend <sup>2</sup>	Attended	Eligible to attend <sup>2</sup>	Attended	Eligible to attend <sup>2</sup>	Attended	Eligible to attend <sup>2</sup>	Attended
JA (Tony) Killen	29	29	5	5	4	4	-	-	-	-
RBO Burns	29	29	8	8	-	-	-	-	5	5
DF Groves	29	29	8	8	-	-	12	11	-	-
AJM Williams	29	29	5	5	4	4	-	-	5	5
JG Kennett	29	28	4	4	4	4	-	-	-	-
AM O'Donnell	29	28	9	9	-	-	12	12	5	5
KJ Eley	29	29	10	10	-	-	12	12	5	5

<sup>1</sup> Committee of the Board meetings are constituted by at least any two Directors acting pursuant to the authority of the full Board.

<sup>2</sup> Meetings held that the Director was eligible to attend whilst holding office.

As Mr O'Brien was appointed a director of the company effective 28 July 2014, he did not attend any meetings during the financial year ended 30 June 2014.

## Directors' Shareholding

The following table sets out each Director's relevant interest in shares as at the date of this report. All shares are fully paid ordinary shares.

Director	Number of shares
DF Groves	379,859
KJ Eley	89,094
JG Kennett	35,556
JA (Tony) Killen	29,045
MJ O'Brien	10,000
AM O'Donnell	7,137
RBO Burns	6,778
AJM Williams	2,871

## Remuneration Report

The Board's policy on executive remuneration is designed to attract and retain high calibre staff and to reward executives for achieving financial and other business goals, which in turn, increases shareholder wealth.

The EQT executive remuneration structure comprises fixed salary and short and long-term variable components and the table below illustrates EQT's remuneration strategy and approach. Executive package components are reviewed and structured annually to focus individuals on, and to reward achievement of, specific measures and targets with both short and medium-term horizons.

Remuneration Strategy	
<b>Aligned with Equity Trustees Performance</b> <ul style="list-style-type: none"> <li>Assess rewards against short and long-term company targets</li> <li>Make short and long-term components of remuneration 'at risk'</li> <li>Align rewards to building shareholder value</li> </ul>	<b>Attract and retain high calibre executives</b> <ul style="list-style-type: none"> <li>Be market competitive with rewards and remuneration</li> <li>Continually review strategy and research</li> </ul>

Remuneration Components		
<b>Fixed Total Employment Costs (TEC)</b> <ul style="list-style-type: none"> <li>Based on employee's level of responsibility, experience, skills and performance. Includes: <ul style="list-style-type: none"> <li><i>Salary</i>: fixed annual remuneration</li> <li><i>Non-monetary</i>: eligible salary sacrifice items and Fringe Benefit Tax (FBT)</li> <li><i>Post-employment</i>: Superannuation Guarantee Charge (SGC)</li> </ul> </li> </ul>	<b>Short-Term Incentives (STI)</b> <ul style="list-style-type: none"> <li>Annual 'at risk' component based on company performance. <ul style="list-style-type: none"> <li><i>Maximum</i>: The maximum opportunity for executives is in the range of 25% to 60%</li> </ul> </li> </ul>	<b>Long-Term Incentive Plan (LTiP)</b> <ul style="list-style-type: none"> <li>Delivered in equity (shares) based on prescribed performance hurdles <ul style="list-style-type: none"> <li><i>Range</i>: 25% to 60% of TEC</li> </ul> </li> <li>Remuneration Committee to consider and recommend LTiP participation to the Board</li> <li>Applied over three year period</li> <li>Aligned to long-term growth strategy <ul style="list-style-type: none"> <li>Total Shareholder Return (TSR) for Managing Director</li> </ul> </li> <li>50% vesting when 50th percentile achieved</li> <li>100% vesting when 75th percentile achieved <ul style="list-style-type: none"> <li>Earnings Per Share (EPS) for all participants</li> </ul> </li> <li>25% vesting when 5% p.a. growth in pre-tax EPS achieved over three years</li> <li>100% vesting when 15% p.a. growth in pre-tax EPS achieved over three years</li> </ul>

### Remuneration mix

The Managing Director and all Group Executives continue to have a significant portion of their remuneration linked to performance and at risk. This is shown in the table below which shows the optimal remuneration mix for the Managing Director and Group Executive roles.

Managing Director	46%	27%	27%
Group Executives	50%-64%	18% - 30%	18% - 20%

- Fixed (cash)
- STI (cash)
- LTI (equity)

## Details of incentive plans

### Short-term performance incentives

These are calculated by reference to agreed key performance indicators for the year ended 30 June 2014. These include Group profitability, revenue growth, expense control, and other performance criteria specific to the respective executive's responsibilities. These performance criteria were chosen so as to provide a suitable incentive for executive performance for the benefit of shareholders and other stakeholders. The measurement of criteria is assessed by adopting a balanced scorecard approach, with each criterion given a threshold representing the minimum incentive and a stretch threshold representing an excellent achievement, for which the maximum incentive is paid. In all cases, the Remuneration Committee confirms the appropriateness of the criteria, appropriate thresholds and, at the conclusion of the measurement period, confirms the level of achievement.

Across all staff, the maximum short-term incentive opportunity is in the range of 5% to 60% of TEC.

For the year ended 30 June 2014 the key performance criteria, being Group revenue and profitability and business unit revenue, were partially achieved. Accordingly, across all staff, approximately 40% (2013: 59%) of the maximum short-term incentive opportunity was accrued or paid.

### Long-term performance incentives

These are offered to executives via the grant of Awards which confer the right to acquire shares at no cost, subject to meeting prescribed performance hurdles. The details of these incentives are outlined under the heading, Executive Performance Share Plan. The accounting cost of long-term performance incentives is spread over the measurement (vesting) period, with a cost of \$337,774 accrued for the year to 30 June 2014 (2013: \$272,224).

The maximum share based long-term performance incentive is in the range of 25% to 60% of TEC.

The operational and financial performance of the Group over the last five years has been solid, relative to challenging economic conditions, and the Board is of the view that the remuneration policy has enabled the Group to attract and retain high quality management, and that financial rewards to executives are considered appropriate having regard to the Group's relative performance.

The table below provides summary information outlining the Group earnings and movements in shareholder wealth for the five years to 30 June 2014:

**Table 1**

	30 June 2014 \$'000	30 June 2013 \$'000	30 June 2012 \$'000	30 June 2011 \$'000	30 June 2010 \$'000
Revenue	54,935	47,482	43,647	39,865	35,227
Net profit before tax	13,406	12,517	11,691	11,484	11,477
Net profit after tax	9,713	8,671	8,381	8,229	8,045

	30 June 2014	30 June 2013	30 June 2012	30 June 2011	30 June 2010
Share price at start of year	\$14.90	\$11.06	\$13.90	\$15.20	\$14.50
Share price at end of year	\$20.98	\$14.90	\$11.06	\$13.90	\$15.20
Interim dividend <sup>1</sup>	46 cps	42 cps	40 cps	50 cps	50 cps
Final dividend <sup>1,2</sup>	48 cps	50 cps	45 cps	50 cps	60 cps
Total dividend	94 cps	92 cps	85 cps	100 cps	110 cps
Earnings per share <sup>3</sup>	88.64 cps	87.58 cps	87.66 cps	87.90 cps	87.53 cps
Reported earnings per share	88.64 cps	96.65 cps	96.74 cps	97.01 cps	96.60 cps

<sup>1</sup> All dividends are franked to 100% at 30% corporate income tax rate.

<sup>2</sup> The final dividend was declared after balance date and is not reflected in the financial statements as at 30 June.

<sup>3</sup> Earnings per share figures for 2010 to 2013 have been restated to reflect the Rights issue in April/May 2014.

## Directors' remuneration

The following table discloses the directors of Equity Trustees Limited during the year, together with remuneration entitlements.

Directors' fees were increased effective 1 July 2011 after three years of no increases and to reflect renewal of the Board and market rate movements. Apart from increased allowances for Directors' involvement in a new Board Committee during 2013/14, no increases were made to base director fees during the 2012/13 and 2013/14 years. As Chairperson of a wholly owned subsidiary company, Equity Trustees Superannuation Limited, Ms Anne O'Donnell received additional fees for that role.

Directors' fees are reviewed annually by the Remuneration Committee having regard to analysis of the market and industry based data and trends. Fees are set to attract and retain high calibre directors and to reflect the workload and contribution required, the significant number of meetings scheduled each year and their role and responsibilities on the various committees of the Board. Non-Executive Directors remuneration consists of a fixed annual fee with no element of performance-related pay.

**Table 2**

Directors		Short-term benefits		Post-employment benefits		Long-term employee benefits	Share-based payments <sup>4</sup>	Total
	Fee/ salary \$	Bonus \$	Non-monetary <sup>1</sup> \$	Superannuation <sup>2</sup> \$	DRA <sup>3</sup> \$	\$	\$	\$
Non-Executive Directors								
JA (Tony) Killen, Chairman								
2014	165,000	-	-	15,263	1,518	-	-	181,781
2013	165,000	-	-	14,850	2,819	-	-	182,669
DF Groves, Deputy Chairman								
2014	101,495	-	5,000	19,142	9,036	-	-	134,673
2013	99,620	-	5,000	20,730	5,523	-	-	130,873
AJM Williams								
2014	87,500	-	5,000	8,556	-	-	-	101,056
2013	82,500	-	5,000	7,875	-	-	-	95,375
JG Kennett								
2014	80,000	-	5,000	7,862	-	-	-	92,862
2013	80,000	-	5,000	7,650	-	-	-	92,650
AM O'Donnell								
2014	129,587	-	5,000	12,450	-	-	-	147,037
2013	124,587	-	5,000	11,663	-	-	-	141,250
KJ Eley								
2014	97,500	-	5,000	9,481	-	-	-	111,981
2013	90,000	-	5,000	8,550	-	-	-	103,550
Executive Director								
RBO Burns, Managing Director								
2014	474,015	150,000	8,210	17,775	-	4,610	182,384	836,994
2013	425,689	181,440	7,841	16,470	-	3,905	153,319	788,664

- 1 Non-monetary items include eligible salary sacrificed items and any fringe benefits tax. This includes any sacrificed amounts into EQT shares in accordance with the EQT Salary Sacrifice Share Plan.
- 2 Superannuation includes the SGC and, in some cases, additional superannuation payments that have been sacrificed from directors' fees and entitlements.
- 3 Directors' Retiring Allowance (DRA) represents the movement in the accrual for directors' retiring allowance and is calculated in accordance with the accounting policy as outlined in note 3.8 to the financial statements. At the 2005 AGM, shareholders approved an increase in the directors' fees cap on the condition that the DRA scheme was grandfathered for existing directors and closed to future directors. The DRA for then participating directors was frozen as at 31 December 2005, however the frozen amounts are inflation adjusted annually for the movement in CPI. Upon retirement, directors participating in the DRA scheme are paid their DRA balance.
- 4 This is the expensed accounting cost of the actual and potential outcomes of the Awards made in 2011/12, 2012/13 and 2013/14. Refer also to footnote 3 on page 11.

As Mr O'Brien was appointed a Director of the Company effective 28 July 2014, there was no remuneration paid during the year ended 30 June 2014.

There were no termination payments made to directors during the year ended 30 June 2014 (2013: nil).

## Executive remuneration

Remuneration entitlements of the key management personnel of the Group during the year are made up of a cash component, as well as an accounting-based accrual for such items as long-term employee benefits and share based payments, as per the following table:

**Table 3**

Executives	Salary	Short-term employee benefits Non-monetary <sup>1</sup>	Post employment benefits Superannuation <sup>2</sup>	Total Employment Cost (TEC)	Short-term bonus/ incentive	Long-term employee benefits	Share- based payments <sup>3</sup>	Total
	\$	\$	\$	\$	\$	\$	\$	\$
GR Rimmer, Executive General Manager, Trustee & Wealth Services								
<b>2014</b>	<b>302,225</b>	<b>5,000</b>	<b>17,775</b>	<b>325,000</b>	<b>85,000</b>	<b>1,415</b>	<b>43,123</b>	<b>454,538</b>
2013	259,644	5,000	28,171	292,815	86,220	1,145	31,954	412,134
T Ryan, CFO & Company Secretary								
<b>2014</b>	<b>291,759</b>	<b>8,466</b>	<b>24,775</b>	<b>325,000</b>	<b>65,600</b>	<b>8,666</b>	<b>33,852</b>	<b>433,118</b>
2013	266,819	8,311	24,870	300,000	95,970	5,166	48,026	449,162
HH Kalman, Executive General Manager Corporate Trustee Services								
<b>2014</b>	<b>298,890</b>	<b>8,335</b>	<b>17,775</b>	<b>325,000</b>	<b>60,500</b>	<b>9,183</b>	<b>33,852</b>	<b>428,535</b>
2013	277,243	6,287	16,470	300,000	115,524	2,536	48,026	446,086
G Boubouras, Chief Investment Officer <sup>8</sup>								
<b>2014</b>	<b>332,225</b>	-	<b>17,775</b>	<b>350,000</b>	<b>37,500</b>	<b>940</b>	<b>21,869</b>	<b>410,309</b>
2013	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
RE Bessemer, Chief Operations Officer								
<b>2014</b>	<b>242,118</b>	-	<b>17,882</b>	<b>260,000</b>	<b>50,000</b>	<b>1,930</b>	<b>29,538</b>	<b>341,468</b>
2013	206,422	-	16,470	222,892	59,832	2,966	33,486	319,176
PB Maddox, Corporate Counsel/Company Secretary								
<b>2014</b>	<b>226,087</b>	-	<b>20,913</b>	<b>247,000</b>	<b>30,000</b>	<b>5,176</b>	<b>26,173</b>	<b>308,349</b>
2013	217,431	-	19,569	237,000	40,725	1,594	37,814	317,133
PJ Gallagher, Head of Wealth Management <sup>4</sup>								
<b>2014</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>
2013	174,776	8,266	7,825	190,867	-	(1,587)	(15,685)	173,595
LD Wraith, Head of Personal Estates & Trusts <sup>5</sup>								
<b>2014</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>
2013	165,184	-	14,491	179,675	-	(14,738)	(40,275)	124,662
SR Manuelli, Head of Asset Management <sup>6</sup>								
<b>2014</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>
2013	109,316	-	9,607	118,923	18,578	2,760	(45,637)	94,624
AD Young, Managing Director, Equity Trustees Superannuation Limited <sup>7</sup>								
<b>2014</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>
2013	40,077	719	1,754	42,550	-	(3,555)	-	38,995

1 Non-monetary items include eligible salary sacrificed items and any fringe benefits tax. This includes any sacrificed amounts into EQT shares in accordance with the EQT Salary Sacrifice Share Plan.

2 Superannuation includes the SGC and, in some cases, additional superannuation payments that have been sacrificed from salary.

3 Share-based payments relate to the value of Awards. The value attributable to Awards is based on the accounting cost, using the fair value at grant date. For the EPS criterion an assessment is made of the likely achievement of performance hurdles over the three year measurement period and



the accounting cost is adjusted accordingly. The EPS criterion for the 2011/12 Series which ended on 30 June 2014 was achieved at 53.53% of the maximum. Where an executive ceases employment during the year, there is a write-back of prior year EPS accounting costs which can result in a negative figure in the current year. For the TSR criterion the accounting standard requires the accounting cost to be spread over the measurement period regardless of the extent of achievement of the criterion. The TSR for the 2010/11 Series which ended on 30 June 2013 was not achieved, however, in accordance with the TSR arrangements, a fourth year re-test was conducted during the year ending 30 June 2014 and 66% of Awards achieved. The TSR for the 2011/12 Series which ended on 30 June 2014 was 100% achieved. Regardless of the outcome of TSR Awards, 100% of the accounting cost is charged against executive remuneration packages, even though the executive may receive a lesser award when measures are finalised.

- 4 Mr PJ Galagher ceased to be a key management person effective 1 February 2013.
  - 5 Mr LD Wraith ceased to be a key management person effective 31 December 2012
  - 6 Mr SR Manuell ceased to be a key management person effective 9 January 2013.
  - 7 Mr AD Young ceased to be a key management person effective 31 July 2012.
  - 8 Mr G Boubouras became a key management person effective 1 July 2013. Therefore, comparative figures are not applicable.
- n/a Not Applicable.

### Short-term incentive: targets and outcomes

At the end of the performance period, their targets were assessed by the Managing Director and considered and approved by both the Remuneration Committee and the Board. The outcome of each assessment is set out below:

Executives	TEC	STI opportunity	STI awarded	% awarded in year
	\$	\$	\$	
RBO Burns	550,000	330,000	150,000	45
G Boubouras	375,000	150,000	37,500	25
GR Rimmer	325,000	195,000	85,000	44
T Ryan	325,000	162,500	65,600	40
HH Kalman	325,000	195,000	60,500	31
RE Bessemer	260,000	104,000	50,000	48
PB Maddox	247,000	98,800	30,000	30

### Link between profit outcomes and executive remuneration

In line with the short-term incentive criteria, short-term incentives and sales related bonuses were earned by members of the executive team. Based on 2013/14 criteria, when compared to actual 2013/14 performance, approximately 40% (2013: 59%) of the maximum short-term incentive opportunity has been awarded to eligible employees. Individual awards to executives were in the range of 25% to 72% of maximum possible short-term incentives.

In relation to the long-term incentive measurement criteria, as described below, eligible participants were awarded 53.53% of their individual award for the EPS measure for the 2011/12 Series which ended 30 June 2014. A fourth year re-test of the 2010/11 Series TSR measure was conducted during the year ending 30 June 2014 and 66% earned. In addition, 100% of the 2011/12 TSR Series was earned.

### Employment agreements

The employment agreements for the Managing Director and key management personnel are ongoing, permanent full-time agreements which do not have a stipulated fixed term. The designated notice period for the Managing Director is six months. For Mr GR Rimmer it is three months, otherwise, notice periods are based on minimum statutory standards.



## Executive Performance Share Plan

LTiP awards (Awards) are offered to executives under the Equity Trustees Limited Executive Performance Share Plan 1999 (the Plan). The first issue of Awards commenced with the 2005/06 Series and has continued in each subsequent year.

The structure of the Plan approved by the Remuneration Committee forms part of the remuneration structure of eligible executives, in particular, the long-term incentive component of remuneration.

The following is an overview of the key features of the Plan as determined by the Remuneration Committee and approved by the Board:

- the Remuneration Committee will consider and approve participants under the Plan;
- the value of the Award is determined by the Remuneration Committee;
- the number of share entitlements issued to each participant for a particular Series is calculated by dividing the value of the Award by the weighted average share price of EQT shares traded during the three month period to 30 June of each year;
- the performance criteria are based on:
  - TSR for the Managing Director only; and
  - EPS for all participants;
- the criteria are selected as they are aligned to long-term growth in shareholder value;
- TSR is defined as the increase in share price over the three year measurement period, plus dividends reinvested over the three year period. This is compared to a Comparator Group based on the ASX 200 Index and a vesting scale applied;
  - the vesting scale for live TSR Awards for series 2012/13 is:
    - a TSR ranking of 50<sup>th</sup> percentile achieves 50% of the available Award; or
    - a TSR ranking of 75<sup>th</sup> percentile or above, achieves 100% of the available Award;
- EPS is based on normalised operating profit before tax, which excludes approved non-operating items such as profits/losses on the sale of investments and acquisition-related items. The EPS is compared to the base year and a vesting scale applied to calculate earned entitlements;
  - the vesting scale for live EPS Awards is:
    - growth in pre-tax operating EPS of 5% p.a. over the three year measurement period achieves 25% of the available Award; or
    - growth in pre-tax operating EPS of 15% p.a. over three year measurement period achieves 100% of the available Award;
- the term of each Award series is a three year period, with additional performance assessments during the fourth year, if applicable. In relation to Awards aligned to the TSR criterion, if the full Award is not achieved after the initial three year period, a fourth year measurement period is undertaken. There is no fourth year EPS performance assessment, regardless of the outcome after the initial three year period;
- each share entitlement converts to one ordinary share of EQT on exercise;
- no amounts are paid or payable by participants on receipt of the share entitlements;
- the share entitlements carry neither rights to dividends nor voting rights;
- the number of share entitlements on issue is adjusted for any capital reconstructions during the measurement period;
- holders of share entitlements do not have a right, by virtue of the entitlements held, to participate in any new share issue of the Company;
- the participant must be employed within the Group for the duration of the measurement period to exercise any share entitlements;
- shares are subject to forfeiture conditions during the three year measurement period;
- shares can be assigned disposal restrictions of between zero and four years which will apply to shares issued following the three year measurement period;
- dividends are received by participants once awards are vested into shares;
- the use of hedging or derivative techniques is not permitted until shares are released from the forfeiture condition. If hedging or derivative techniques are used during the period when there is still a forfeiture condition in place, then the shares are forfeited; and
- the EQT Securities Dealing Policy also makes reference to the ban on hedging or derivative techniques and applies to all EQT employees.

In accordance with the Plan, variations to the above features may apply, where approved by the Board. The grant date for the 2013/14 Series was 26 July 2013 for Executives and 25 October 2013 for the Managing Director. There were no alterations to terms or conditions of the 2013/14 Series compared to the prior year.

In relation to the 2011/12 Series, 53.53% of the EPS criterion was achieved at the conclusion of the three year measurement period ended 30 June 2014. This has resulted in 19,783 EQT shares being awarded and the forfeiture of 17,179 EPS Awards. In relation to the TSR criterion, 5,309 EQT shares were issued under the 2010/11 Series and 8,254 EQT shares were issued under the 2011/12 Series.

The following unvested share-based payment arrangements under the LTiP were in existence during the period:

Award Series	Number at 30 June 2014	Grant date	Expiry date	Exercise price	Fair value at Grant date	Total maximum future accounting value of Grant*
				\$	\$	\$
2013/14 Series	74,712	**	30/06/2016	Nil	12.52	734,972
2012/13 Series	73,216	***	30/06/2015	Nil	10.22	301,054

\* The minimum future accounting value of each Grant is nil.

\*\* The Grant date for executives was 26 July 2013 and for the Managing Director, 25 October 2013.

\*\*\* The Grant date for executives was 26 July 2012 and for the Managing Director, 26 October 2012.

The share entitlements were valued by PricewaterhouseCoopers using an adjusted form of the Black-Scholes Option Pricing Model that incorporates a Monte Carlo simulation analysis. The model has been modified to incorporate an estimate of the probability of achieving the TSR hurdle and the number of share entitlements vesting.

Inputs into the model	2013/14 Series		2012/13 Series	
	Managing Director	Other participants	Managing Director	Other participants
Grant date share price	\$18.80	\$14.72	\$14.50	\$11.80
Exercise price	Nil	Nil	Nil	Nil
Expected volatility	25%	25%	27%	27%
Share entitlement life*	3 years	3 years	3 years	3 years
Dividend yield	6.5%	6.5%	6.5%	6.5%
Risk-free interest rate	2.66%	3.0%	2.63%	2.25%

\* In accordance with the Plan, the measurement of performance criteria is at the end of the three year period ending 30 June, however if the TSR performance criterion (Managing Director only) is not fully achieved a further assessment at the end of the fourth year will apply.

The following reconciles the outstanding share entitlements granted under the Plan at the beginning and end of the financial year:

	2014	2013
	Number of share entitlements	Number of share entitlements
Balance of Awards not vested at beginning of the financial year	126,480	118,392
New Awards granted during the financial year	74,712	88,036
Awards exercised into shares during the financial year	-	-
Awards vested during the financial year	(33,350)	(8,330)
Awards forfeited during the year	(19,914)	(71,618)
Balance of Awards not vested at end of the financial year <sup>1</sup>	147,928	126,480
Vested and Exercisable Awards – Balance at end of the financial year <sup>1</sup>	75,471	42,121

<sup>1</sup> The share entitlements outstanding at the end of the financial year had an exercise price of nil. The share entitlements outstanding at the end of the financial year, excluding the share entitlements exercisable at the end of financial year, had a weighted average remaining contractual life of 549 days (2013: 576 days). For the TSR component of the Managing Director's Award, a further TSR test may be available at the end of the fourth year if the performance criteria is not achieved at the end of the three year measurement period.

The following is a summary of movements in Awards in respect of key management personnel:

2014	Balance of Awards at 1 July 2013	Awards granted as compensation	Awards exercised into shares	Awards forfeited <sup>1</sup>	Balance of Awards at 30 June 2014	Awards vested & exercisable (excluding those already exercised)	Balance of Awards not vested at 30 June 2014 <sup>2</sup>	Vested during 2014 year
	No.	No.	No.	No.	No.	No.	No.	No.
RBO Burns	46,538	19,916	-	(6,571)	59,883	(17,981)	41,902	17,981
T Ryan	17,108	7,845	-	(3,410)	21,543	(3,927)	17,616	3,927
HH Kalman	17,108	7,845	-	(3,410)	21,543	(3,927)	17,616	3,927
PB Maddox	13,515	5,962	-	(2,693)	16,784	(3,103)	13,681	3,103
RE Bessemer	10,297	6,276	-	(1,380)	15,193	(1,589)	13,604	1,589
GR Rimmer	9,771	7,845	-	-	17,616	-	17,616	-
G Boubouras	-	9,052	-	-	9,052	-	9,052	-

- 1 The value of Awards forfeited for key management personnel during the year ended 30 June 2014 was \$27,870 for the 2010/11 Series and \$120,857 for the 2011/12 Series.
- 2 The balance of Awards not vested at 30 June 2014 does not necessarily represent Awards that will be vested in the future. The balance will remain until the respective measurement periods have been completed and a final assessment is made.

2013	Balance of Awards at 1 July 2012	Awards granted as compensation	Awards exercised into shares	Awards forfeited <sup>1</sup>	Balance of Awards at 30 June 2013	Awards vested & exercisable (excluding those already exercised)	Balance of Awards not vested at 30 June 2013 <sup>2</sup>	Vested during 2013 year
	No.	No.	No.	No.	No.	No.	No.	No.
RBO Burns	32,596	21,986	-	(6,033)	48,549	(2,011)	46,538	2,011
T Ryan	26,237	9,771	-	(5,394)	30,614	(13,506)	17,108	1,798
HH Kalman	26,237	9,771	-	(5,394)	30,614	(13,506)	17,108	1,798
PB Maddox	21,975	7,719	-	(4,353)	25,341	(11,826)	13,515	1,451
RE Bessemer	2,969	7,328	-	-	10,297	-	10,297	-
GR Rimmer	-	9,771	-	-	9,771	-	9,771	-
SR Manuell	23,516	8,306	(11,097)	(20,725)	-	-	-	-
LD Wraith	10,988	-	-	(10,988)	-	-	-	-
PJ Gallagher	4,891	6,514	-	(11,405)	-	-	-	-

- 1 The value of Awards forfeited for key management personnel during the year ended 30 June 2013 was \$270,162 for the 2010/11 Series.
- 2 The balance of Awards not vested at 30 June 2013 does not necessarily represent Awards that will be vested in the future. The balance will remain until the respective measurement periods have been completed and a final assessment is made.

## Director and key management personnel equity holdings

Director and key management personnel relevant interests in fully paid ordinary shares of Equity Trustee Limited are as follows:

Consolidated	Balance at 1 July 2013	Granted as compensation	Received on exercise of options	Net other change	Balance at 30 June 2014	Balance held nominally
2014	No.	No.	No.	No.	No.	No.
<b>Directors</b>						
DF Groves	640,961	-	-	(261,163)	379,798	-
KJ Eley	34,832	-	-	54,201	89,033	-
JG Kennett	19,279	-	-	16,216	35,495	-
JA (Tony) Killen	15,982	-	-	13,063	29,045	-
AM O'Donnell	1,050	-	-	6,026	7,076	-
RBO Burns	1,000	3,017	2,011	750	6,778	-
AJM Williams	436	-	-	2,375	2,811	-
<b>Key management personnel</b>						
HH Kalman	12,674	-	1,798	10,922	25,394	-
T Ryan	17,914	-	1,798	3,481	23,193	-
PB Maddox	15,911	-	1,451	876	18,238	-
GR Rimmer	3,759	-	-	2,571	6,330	-
RE Bessemer	-	-	-	-	-	-
G Boubouras	-	-	-	-	-	-

Consolidated	Balance at 1 July 2012	Granted as compensation	Received on exercise of options	Net other change	Balance at 30 June 2013	Balance held nominally
2013	No.	No.	No.	No.	No.	No.
<b>Directors</b>						
DF Groves	617,900	-	-	23,061	640,961	-
KJ Eley	20,226	-	-	14,606	34,832	-
JG Kennett	17,857	-	-	1,422	19,279	-
JA (Tony) Killen	7,580	-	-	8,402	15,982	-
AM O'Donnell	640	-	-	410	1,050	-
RBO Burns	1,000	-	-	-	1,000	-
AJM Williams	411	-	-	25	436	-
<b>Key management personnel</b>						
T Ryan	16,875	-	-	1,039	17,914	-
PB Maddox	14,987	-	-	924	15,911	-
HH Kalman	12,618	-	-	56	12,674	-
GR Rimmer	-	-	-	3,759	3,759	-
RE Bessemer	-	-	-	-	-	-

### Non-Audit Services

The Directors are satisfied that the provision of non-audit services during the year, by the auditor (or by another person or firm on the auditor's behalf) is compatible with the general standard of independence for auditors imposed by the *Corporations Act 2001*.

Details of amounts paid or payable to the auditor for non-audit services provided during the year by the auditor are outlined in *note 11* to the financial statements.

### Auditors' Independence Declaration

The auditors' independence declaration is included on *page 20* of the financial report.

### Licensed Trustee

Equity Trustees Limited is licensed under the *Corporations Act 2001* to provide traditional trustee company services. This includes performing estate management functions, preparing a will, preparing a trust instrument, preparing a power of attorney or preparing an agency agreement, applying for probate of a will, applying for grant of letter of administration or electing to administer a deceased estate, and establishing and operating common funds. Assets and liabilities of trusts, estates and agencies for which the Company acts as trustee, executor or agent, are not included in the Company's financial statement.

On behalf of the directors



**Mr Robin BO Burns**  
**Managing Director**  
**Dated 28 August 2014**

# Board of Directors' Profiles

The qualifications and experience of the Board of Directors of Equity Trustees Limited, before, during and since the year ended 30 June 2014 is as follows:

## **JA (Tony) Killen OAM – Chairman**

BA, FAICD, FAIM

Chairman – Appointed 30 August 2007.

Non-Executive Director – Appointed September 2002.

Member of Equity Trustees' Remuneration, Human Resources & Nominations Committee since September 2004.

Tony is Chairman of listed company Templeton Global Growth Fund Ltd and Chairman of CCI Asset Management Ltd. He is also a non-executive director of Victoria Golf Club Limited and Catholic Church Insurance Ltd.

Tony is a former Group Managing Director and Chief Executive Officer of AXA Asia Pacific Holdings Ltd, having had a 36 year career with the National Mutual/AXA group. He was also Chairman of Australia's largest not-for-profit health services provider, Sisters of Charity Health Service Ltd. Tony was also a non-executive director of listed company IRESS Market Technology Ltd and Chairman of Sisters of Charity Community Care Ltd.

In 2011, Mr Killen was awarded the Medal of the Order of Australia.

## **Robin BO Burns – Managing Director**

DipAcc, FAICD

Executive Director since 1 March 2010.

Member of the newly created Board Investment Committee from 1 July 2013.

Robin was appointed Managing Director of Equity Trustees on 1 March 2010. Before joining Equity Trustees he was, from 2002, Chief Executive Officer of Equisuper Pty Ltd, the trustee company for the Equisuper multi-employer superannuation fund. Robin is a non-executive director of the Financial Services Council.

Robin previously worked for AXA Asia Pacific, where he held the positions of General Manager, Corporate Affairs and Chief Executive, Risk Insurance and for the stockbroking firm Prudential-Bache Securities (Australia), where he was Managing Director, having joined the firm as Chief Financial Officer.

Robin has 28 years of experience in the financial services industry. He gained his initial professional qualification as a chartered accountant in the UK in 1981.

## **David F Groves – Deputy Chairman**

BCom, MCom, CA, FAICD

Deputy Chairman since December 2007.

Non-Executive Director since November 2000.

Chairman of Equity Trustees' Audit & Compliance Committee since January 2003.

David is a director of Pipers Brook Vineyard Pty Ltd, BCD Resources NL and Tasman Sea Salt Pty Ltd. He is also an executive director of a number of private companies.

David is a former director of Tassal Group Limited, GrainCorp Limited, Mason Stewart Publishing, Camelot Resources NL and a former executive with Macquarie Bank Limited and its antecedent, Hill Samuel Australia.

## **Alice JM Williams – Director**

BCom, FCPA, FAICD, ASFA AIF, CFA

Non-Executive Director – Appointed September 2007.

Member of Equity Trustees' Remuneration, Human Resources & Nominations Committee since July 2011. Appointed Chairman in August 2011.

Member of the Board Investment Committee from 1 July 2013.

Member of Equity Trustees' Audit & Compliance Committee between September 2007 and February 2012.

Alice has over 25 years' senior management and Board level experience in the corporate and Government sectors specialising in investment management, corporate advisory and equity fundraising.

Other non-executive directorships include; Djerriwarrh Investments Ltd, Defence Health, Guild Group Holdings Limited, Strategic Analytics (Australia) Pty Ltd, Victorian Funds Management Corporation and Port of Melbourne Corporation and Cooper Energy Limited. Alice is a member of the Felton Bequest Committee and a council member at the Cancer Council of Victoria.

Alice was formerly a director of Avion Technology Pty Ltd, State Trustees, NM Rothschild and Sons (Australia) Limited, Director of Strategy and Planning for Ansett Australia Holdings Limited and a Vice President at JP Morgan Australia.

### **The Hon Jeffrey G Kennett AC – Director**

HonDBus (Ballarat)

Non-Executive Director – Appointed September 2008.

Member of Equity Trustees' Remuneration, Human Resources & Nominations Committee since September 2008.

Jeff was an Officer in the Royal Australian Regiment, serving at home and overseas. He was a Member of the Victorian Parliament for 23 years, and was Premier of Victoria from 1992 to 1999.

Jeff is currently Chairman of Open Windows Australia Proprietary Limited, CT Management Group Pty Ltd, Amtek Corporation Pty Ltd and beyondblue, the national depression initiative. He is also Chairman of Ledified Lighting Corporation Pty Ltd and a Director of Primary Opinion Limited.

He is currently patron of a number of community organisations and was formerly President of the Hawthorn Football Club.

In 2005, Mr Kennett was awarded the Companion of the Order of Australia.

### **Anne M O'Donnell – Director**

BA (Bkg & Fin), MBA, FAICD, SF Fin

Non-Executive Director – Appointed September 2010.

Member of Equity Trustees' Audit & Compliance Committee since December 2010.

Anne has some 34 years' experience in the finance sector. She is an experienced executive and non-executive director in the listed, not-for-profit, and mutual sectors.

Anne is a director of the Australian Institute of Company Directors, Community CPS Australia Ltd (trading as Beyond Bank Australia), Eastwoods Pty Ltd and The Winston Churchill Memorial Trust. Anne is also an external member of the UBS Global Asset Management (Australia) Ltd Compliance Committee and a member of IP Australia Audit and Evaluation Committee.

Anne is the former Managing Director of Australian Ethical Investment Ltd. Anne was formerly a director of the Financial Services Council, The Centre for Australian Ethical Research Pty Ltd, the ANZ Staff Superannuation Fund and The Grain Growers Association Ltd.

### **Kevin J Eley – Director**

CA, F FIN, FAICD

Non-Executive Director – Appointed November 2011.

Member of Equity Trustees' Audit & Compliance Committee since November 2011.

Chairman of the Board Investment Committee from 1 July 2013.

Kevin is a Chartered Accountant and a Fellow of the Financial Services Institute of Australia. He has over 30 years' experience in management, financing and investment and has worked for a major international accounting firm, two investment banks and was CEO of HGL Limited and remains as a non-executive director.

Other current non-executive directorships include: Milton Corporation Limited and PO Valley Energy Limited.

Kevin's previous public company directorships were Kresta Holdings Limited, Desane Group Holdings Limited, Solander Holdings Limited, Leutenegger Limited, Laubman and Pank Limited and Sabre Group Limited.

### **Michael J O'Brien - Director**

FIAA, CFA, MAICD

Non-Executive Director – Appointed 28 July 2014.

Member of Equity Trustees' Audit & Compliance Committee.

Mick is a Fellow of the Institute of Actuaries of Australia and holds the Chartered Financial Analyst designation.

Mick has broad wealth management experience in superannuation, investment management, insurance and advice, spanning 30 years in both retail and institutional markets. Mick was formerly CEO and director of Invesco Australia Limited, director of Alliance Capital Management Australia and Chief Investment Officer of AXA Australia and New Zealand where he was also a director of all AXA's Responsible Entities and Regulated Superannuation Entities.

# Auditor's Independence Declaration



Deloitte Touche Tohmatsu  
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The Board of Directors  
Equity Trustees Limited  
Level 2, 575 Bourke Street  
MELBOURNE VIC 3000

28 August 2014

Dear Board Members

## **Equity Trustees Limited**

In accordance with section 307C of the Corporations Act 2001, I am pleased to provide the following declaration of independence to the directors of Equity Trustees Limited.

As lead audit partner for the audit of the financial statements of Equity Trustees Limited for the financial year ended 30 June 2014, I declare that to the best of my knowledge and belief, there have been no contraventions of:

- (i) the auditor independence requirements of the Corporations Act 2001 in relation to the audit; and
- (ii) any applicable code of professional conduct in relation to the audit.

Yours sincerely

A handwritten signature in black ink that reads "Deloitte Touche Tohmatsu".

DELOITTE TOUCHE TOHMATSU

A handwritten signature in black ink, appearing to be "Neil Brown".

Neil Brown  
Partner  
Chartered Accountants

Liability limited by a scheme approved under Professional Standards Legislation.  
Member of Deloitte Touche Tohmatsu Limited



# Corporate Governance Statement

Equity Trustees Limited's (EQT or the Company) approach to corporate governance aims to achieve long-term prosperity while meeting stakeholders' expectations of sound corporate governance practices by determining and adopting the most appropriate corporate governance arrangements.

EQT holds Registrable Superannuation Entity (RSE) Licence L0003094 which enables it to act as trustee of registered superannuation funds, and as such, is regulated by the Australian Prudential Regulation Authority (APRA). EQT also holds Australian Financial Services Licence 240975 which in broad terms enables it to provide financial advice, deal in securities, act as responsible entity of registered managed investment schemes, provide traditional trustee company services and also undertake a number of other associated services. As such, it is licensed by the Australian Securities & Investments Commission (ASIC). EQT is listed on the Australian Securities Exchange (ASX). EQT's governance obligations include compliance with the APRA Superannuation Prudential Framework, ASX Listing Rules, the ASX Corporate Governance Council's Principles and Australian corporate law requirements.

The directors are responsible for the corporate governance practices of the Company. This statement sets out the main corporate governance practices that were in operation throughout the financial year, except where otherwise indicated.

## ASX Best Practice Recommendations

The ASX Listing Rules require listed entities to include in their annual report, a statement disclosing the extent to which they have followed the best practice recommendations issued by the ASX Corporate Governance Council.

As detailed in this Corporate Governance Statement, EQT considers that for the financial year to which this report relates, its governance practices comply with all of the ASX Corporate Governance Council - Principles of Good Corporate Governance and Best Practice Recommendations (2nd Edition).

## Principle 1 – Lay Solid Foundations for Management and Oversight

The Board's Charter details the composition and role and responsibilities of the Board, and its relationship with management to accomplish the Board's primary role of promoting the long term health and prosperity of EQT.

A copy of the Board Charter is available on EQT's website.

As set out in the Board Charter, the Board has delegated specific authorities to the Managing Director and various Board and Management Committees. The Management Committees operate under approved Charters with specific authorities delegated by the Board. Under the delegated authorities, the Board has reserved a number of discretions for itself or a Board Committee. These discretions include oversight of the Company, appointing and removing the Managing Director, ratifying the appointment of senior executives, providing input to and approval of corporate strategy, reviewing and monitoring risk and compliance systems, monitoring of senior executives performance and implementation of strategy, reviewing and fixing executive remuneration, capital management, and monitoring and approval of financial reporting.

Several Committees operated across EQT during the period but the following were the key Management Committees:

The **Management Investment Committee** was formed during the period and took over the functions of the Investment Management Committee, Funds Review Committee, Asset Review Committee and some of the investment related functions of the Superannuation Compliance Committee. The objective of the Management Investment Committee is to oversee all investment related decisions made within the EQT Group on behalf of EQT Common Funds, EQT Group superannuation funds, EQT clients and beneficiaries, and in respect of EQT's and its subsidiaries own investment portfolios. This Committee also makes recommendations and reports to the Board Investment Committee regarding overall investment strategies for EQT and the Group's overall investment philosophy.

The primary functions of the **Due Diligence Committee** include monitoring due diligence across the Company, reviewing disclosure documents, considering proposed changes to compliance plans, constitutions and trust deeds for registered managed investment schemes and RSE's for which the Company acts as responsible entity or trustee, and reviewing new business proposals for appointment as trustee or responsible entity, for recommendation to the Board.

The **Trust Review Committee** formalises and monitors the decision making process for the exercise of discretions or applications of power by the Company, where it acts in its capacity as an agent, executor or trustee.

### **Executive performance evaluation and remuneration**

Each executive (including the Managing Director) has business performance objectives which are linked to company objectives. Each executive (other than the Managing Director), is assessed against these objectives by the Managing Director. The assessment of the Managing Director is conducted by the Chairman after consultation with the Board. The performance criteria for each executive are set at the beginning of the year. Performance against financial criteria is reviewed monthly with a performance review undertaken half yearly and at the end of the period.

Executive remuneration packages include both fixed and incentive arrangements. The object of the Company's executive remuneration policy is to reflect both short-term and long-term performance objectives and to align executive rewards with shareholder value. Please see the *Remuneration Report* on page 8 for further information on executives' remuneration.

There is currently a short-term share-based payment plan for employees other than Executives, known as the Employee Share Acquisition Plan (ESAP). ESAP may be activated by the Board after considering the financial performance of the Company for the preceding financial year. If activated, employees receive an annual allocation of no more than \$1,000 worth of shares in the Company at no cost. Long-term executive remuneration is based on a share plan in accordance with the Executive Performance Share Plan 1999 (the Plan). This Plan was approved at the 1999 Annual General Meeting of the Company. Executive participation is approved by the Board via the Remuneration and Human Resources Committee (now known as the Remuneration, Human Resources & Nominations Committee) each year.

Please refer to *Principle 8* for details of the Remuneration, Human Resources and Nominations Committee, and the *Directors' Report* for details of directors' remuneration

## **Principle 2 – Structure the Board to Add Value**

As at the date of the Directors' Report, the Board comprises eight directors, seven of whom are independent non-executive directors, and one executive director. Details of the skills, experience, relevant expertise and terms of office of the directors are set out in the Directors' Report. The Board carries out its responsibilities according to the following mandate:

- at least two-thirds of the Board should be made up of independent non-executive directors;
- the chairman of the Board should be an independent non-executive director;
- the directors should possess a broad range of skills, qualifications and experience;
- the Board should meet at least on a monthly basis; and
- all available information in connection with items to be discussed at a meeting of the Board shall be provided to each director prior to that meeting.

### **Skills, experience and expertise**

The Board seeks to maintain a broad range of relevant skills, experience and expertise. Amongst other things, these skills, experience and expertise include relevant financial services industry experience and, management experience and expertise. These attributes are considered on the appointment of any new director. To assist in meeting the Board's objectives, an independent external agency may be appointed to assist in identifying appropriate candidates.

The skills, experience and expertise of each director may be included in the *Directors' Report*.

### **Independent directors**

EQT recognises that independent directors are important in providing assurance to shareholders that the Board is properly fulfilling its responsibilities. The Company considers all relevant circumstances in determining whether a director is independent, including the following:

- company shares owned directly or indirectly by the director;
- employment by the Company (or its associates) of the director (or a family member) either currently, or in the past;
- business relationships between the Company (or associates) and the director, a family member or business entity associated with the director or with service providers in whom the director has an interest;
- any material contractual relationship with the Company or its associates other than as a director; and
- any other interest or relationship which could interfere with the director's ability to act in the best interests of the Company.

Following consideration of the above, the Board considers all non-executive directors to be independent.

## Relationships

At each Board meeting, directors are required to disclose any matters that may give rise to a potential or actual conflict of interest in relation to the business being considered by the Board. Any matters that are declared by a director are recorded. Depending on the interest declared, the Chairman may direct that the relevant director should temporarily leave the meeting, or remain and either participate in, or abstain from any discussion or decision on the relevant business.

The Board encourages directors to acquire shares in EQT. It believes that this assists in aligning the interests of directors with other shareholders.

Due to restrictions on shareholdings in licensed trustee companies that are contained in the Company's constitution and also within the *Corporations Act 2001*, the Board has not currently set a materiality threshold at which it may consider a director is no longer independent.

Other than remuneration paid to the Managing Director, director's fees and entitlements paid to non-executive directors, there are no material relationships between the Company and any director.

## Independent professional advice

With the prior approval of the Chairman, each director has the right to seek reasonable independent legal and other professional advice at the Company's expense concerning any aspect of EQT's operations or undertakings, in order to properly fulfil their duties and responsibilities as a director.

## Period in office

Please see the *Directors' Report* for the date of appointment of each director.

## Skills and diversity

The Board maintains a broad mix of skills that are relevant to the Company's business. In addition to its core businesses, the Board seeks to also maintain a diverse range of views and opinions as it believes diversity will be beneficial to its performance and the Company's businesses.

The Company's Diversity Policy is available from the Company's website [eqt.com.au](http://eqt.com.au). Please see page 27 for the Company's *Diversity Report* which includes the Company's progress towards achieving its diversity objectives.

## Board performance

On a triennial basis, the Board submits itself to formal review by an external governance expert. As a result of its announcement to acquire ANZ Trustees Limited, the Board deferred the scheduled review until the following financial year (i.e. 2014). The review was conducted by the Board Advisory Group Pty Ltd and was completed in August 2014. It concluded that EQT appears to have a well-functioning board and a good diversity of skills and experience.

In addition to the triennial review, the Board monitors its performance and composition on an ongoing basis as well as the performance of its committees, individual independent directors and the Managing Director. The Chairman is responsible for monitoring, and providing feedback to, individual directors. Each director is also subject to peer review by fellow directors before endorsement to stand for re-election.

The Board also keeps under review, succession planning for the ongoing development of the Board. The Board has a current succession plan to provide for orderly renewal of the Board as retirements take place in the normal course in coming years. This ensures that there continues to be an appropriate mix of skills and experience. In relation to the appointment of new directors, focus is placed on the particular skills and experience which are most appropriate to the Company's objectives. Any appointee must meet appropriate ethical and reputation standards.

## Selection and appointment of directors

The selection and appointment of new directors is undertaken by the Board with the assistance of independent consultants, if considered necessary. Potential candidates are considered on the basis of their skills and experience and how this will complement the current diversity, skills and experience of the Board.

Directors retire in rotation and in accordance with the Company's constitution and the *Corporations Act*. Retiring directors may offer themselves for re-election at the relevant Annual General Meeting.

## Principle 3 – Promote Ethical and Responsible Decision Making

### Code of conduct

EQT is committed to maintaining high standards of integrity and conducting its business in accordance with high standards of ethical behaviour. As part of this commitment, the Board has an established code of conduct and practice through its policies and procedures.

The code of conduct and practice include the following:

- high professional and ethical expectations;
- promoting disclosure of relevant and useful information to clients so as to allow them to make an informed choice; and
- promoting the delivery of trustworthy, high quality and efficient trustee and investment services.

The code of conduct and practice covers such matters as:

- acting with honesty and integrity, and in the best interests of clients;
- operating the business in a professional manner, acting at all times with the due care, skill and diligence required of a licensed trustee company;
- observing sound business practices and ensuring, amongst other things, that the Company has regard to relevant industry standards and policies, and has adequate and properly documented plans, controls and maintenance mechanisms implemented at all levels of business;
- respecting and preserving the privacy of clients and confidentiality of their affairs;
- providing clearly expressed terms and conditions to its clients;
- making full disclosure of any fee charged or commission to be received by the Company. Statements detailing account transactions are sent to clients at least every 12 months, or at any shorter intervals required by legislation; and
- having an internal dispute resolution process which provides for a fair and timely method of handling disputes, utilising appropriate external dispute resolution processes such as those prescribed under legislation (where relevant), and utilising external, impartial mediation when complaints may be otherwise unresolved.

### Dealing in Company's securities

EQT has implemented a Securities Dealing Policy (Policy) which provides guidance for directors and employees regarding the acquisition and disposal of EQT securities. Whilst directors and employees are encouraged to be long-term holders of EQT's securities, it is important that care is taken in the timing of any acquisition or disposal of securities in EQT.

In particular the Policy notes that the only appropriate

time for directors and employees (and their immediate family members and any person or entity over which they have a degree of control or influence) to acquire, dispose of, or engage in other dealings in EQT's securities is when they are not in possession of price sensitive information which is not generally available to the market.

In addition, to avoid any adverse inference being drawn as to unfair dealing, the Policy provides that directors and employees should not deal in EQT's securities during the following periods ("Prohibited Periods"), being the two months immediately before, and the next full business day after, the release of EQT's audited half-yearly or yearly results, and the two weeks immediately before, and the next full business day after, EQT's Annual General Meeting.

All dealings in shares of the Company by directors are promptly notified to the ASX.

A copy of the EQT Securities Dealing Policy has been lodged with the ASX.

### Using Company securities as collateral

Under the Policy, directors and employees of EQT are required to exercise care if borrowing monies to purchase EQT securities or offering EQT securities held by them as collateral, to ensure that their obligations under the borrowing arrangements do not, and cannot, conflict with their obligations under the Policy. In particular, unless a particular arrangement has been approved by the EQT Board, directors and employees are not permitted to enter into arrangements such as margin loans or arrangements involving EQT securities being provided as collateral to secure repayment of a loan, where the lender is granted a right to sell, or compel the sale of, the person's EQT securities at any time when the Policy may prohibit the person from dealing in the securities.

Under the Policy, EQT directors and employees are required to advise the Company Secretary of any arrangements to which they, or a connected person are a party, involving EQT securities being used as collateral to secure repayment of a loan or other financial accommodation.

If a particular arrangement has been approved by the EQT Board, and the EQT securities held as collateral to secure a loan represent 5% or more of EQT's issued share capital, then a notice is to be issued to the ASX outlining the arrangements.

### Diversity Policy

The EQT Group considers 'diversity' as human qualities that are different from our own or those of groups to which we belong. Dimensions of diversity include but are not limited to: age, ethnicity, gender, physical abilities / qualities, race, sexual orientation, educational background, geographic location, income, marital status, parental status, religious beliefs, work experience, and job classification.

Please see the *Diversity Report* at the conclusion of this Report for further information regarding gender diversity at the EQT Group.

## Principle 4 – Safeguard Integrity in Financial Reporting

### Board Audit & Compliance Committee

The Board operates an Audit & Compliance Committee which, consistent with this Principle, consists of three directors, each of whom is an independent non-executive director. The current members of the Audit and Compliance Committee are:

- David F Groves, Chairman (appointed to Committee 1 January 2002, appointed Chairman 30 January 2003);
- Anne M O'Donnell (appointed 1 December 2010); and
- Kevin J Eley (appointed 25 November 2011).

Details of the qualifications of members and the number of meetings of the Audit & Compliance Committee attended are set out in the Directors' Report.

The Audit & Compliance Committee operates under a formal charter which sets out various matters including its objectives, duties and responsibilities, and membership requirements. The Committee's charter is available from the Company's website [eqt.com.au](http://eqt.com.au). It provides a forum for the effective communication between the Board and external auditors. The Audit & Compliance Committee reviews matters including:

- the annual and half-year financial statements prior to their approval by the Board;
- the effectiveness of processes and systems of internal control;
- the appointment of external auditors;
- the efficiency and effectiveness of the internal and external audit functions, including a review of the respective audit plans; and
- compliance by EQT with compliance plans developed for registered managed investment schemes for which the Company acts as responsible entity.

The Audit & Compliance Committee generally invites the Managing Director, Chief Risk Officer, Chief Financial Officer, relevant responsible managers, and the internal and external auditors to attend its meetings. The Audit & Compliance Committee also meets with, and receives regular reports from the internal and external auditors and the Compliance Manager until 30 June 2014 and the Chief Risk Officer thereafter concerning any matters that arise in connection with the performance of their respective roles, including the adequacy of internal controls.

## Principle 5 – Make Timely and Balanced Disclosure

The Company has in place effective external disclosure procedures including a market disclosure policy which seeks to ensure that:

- there is equal and timely disclosure of the Company's activities to shareholders and the market in accordance with the Company's legal and regulatory obligations; and
- all stakeholders (including shareholders, the market and other interested parties) have an equal opportunity to receive and obtain externally available information issued by the Company.

The Company provides regular updates on its financial position and performance to the market, via the ASX. It regularly reviews the Shareholder Register and provides relevant shareholder information in its Annual Report. The Company maintains and periodically updates corporate governance information on its website.

In making information available, EQT seeks to adopt a balanced approach. This includes providing all factual information in a manner that will not mislead the reader.

The Board and the executive group of the Company are fully aware of the obligation to comply with the ASX Listing Rules.

## Principle 6 – Respect the Rights of Shareholders

### Communication to shareholders and the market

The Board is committed to effective communication with its shareholders and the market and believes that shareholders should be fully informed in a timely manner of major business events that may influence the Company and its businesses.

Shareholders have the right to attend the Company's Annual General Meeting and are encouraged to participate at these meetings.

The Company's external auditor attends the Annual General Meeting and is available to answer shareholder questions about the conduct of the audit and the preparation and content of the auditor's report.



## Principle 7 – Recognise and Manage Risk

### Risk management

The Board is responsible for the Company's risk management framework and system of internal controls. It monitors the risk management framework itself and operational and financial aspects of the Company's activities. Through the Audit & Compliance Committee, the Board considers the recommendations and advice of external and internal auditors and other external advisers on operational and financial risks that face the Company. An internal audit program is approved annually by the Audit & Compliance Committee. The program is risk based, with the Board, through the Audit & Compliance Committee receiving regular reports on the Company's internal control systems.

The Board ensures that recommendations made by the external and internal auditors and other external advisers are investigated and, where necessary, immediate action is taken to ensure that the company has an appropriate internal control environment in place to manage the key risks identified.

In addition, the Board investigates ways of enhancing existing risk management strategies, including appropriate segregation of duties, the employment and training of suitably qualified and experienced personnel and, in conjunction with the recommendations of the Audit & Compliance Committee, the scope and program of the internal audit function.

### Financial reporting

To support the Company's 2014 financial reports, the Managing Director and Chief Financial Officer have confirmed in writing to the Board that the Company's financial reports present a true and fair view, in all material respects, of the Company's financial condition and that operational results are in accordance with relevant accounting standards. In addition they confirm to the Board in writing that:

- the statements are founded on a sound system of risk management and internal compliance and control which implements the policies adopted by the Board; and
- the Company's risk management and internal compliance and control system is operating efficiently and effectively in all material respects.

### External auditors

The Audit & Compliance Committee reviews the adequacy of the external audit arrangements including the scope and quality of the audit. Where appropriate, the Audit & Compliance Committee makes a recommendation to the Board that tenders be obtained from recognised and well-regarded accounting and auditing firms to conduct future audits.

### Audit independence policy

To reflect recent legislative developments, report recommendations, and accounting and audit practices, the Board has implemented an audit independence policy regarding the use of external auditors. The Company will not use external auditors for:

- book-keeping services;
- co-sourcing the internal audit function;
- asset or liability valuation services which are material to the Company's financial statements;
- any service which requires the auditors to act as an officer of the Company and/or be in a decision making role;
- litigation services where the auditor would be required to act as an advocate of the Company or where the amounts involved are material to the financial statements; and
- any service prohibited by the Corporations Act 2001.

The Audit & Compliance Committee approves the provision of any non-audit services to the Company or its funds where fees for the services exceed \$50,000.

## Principle 8 – Remunerate Fairly and Responsibly

This Principle relates to directors' remuneration.

The Board has established the Remuneration, Human Resources & Nominations Committee that reviews the remuneration of all directors (including the Managing Director), within the limits approved by shareholders at an Annual General Meeting, and reviews the remuneration of executives on an annual basis. The Board approves all changes to director and executive remuneration. The Committee also oversees the nominations function in respect of new directors.

In determining remuneration, the Board has regard to prevailing market levels, including remuneration surveys, to attract and retain directors and executives of high calibre to facilitate the efficient and effective management of the Company's operations.

Particulars concerning directors' and executives' remuneration are set out in the *Financial Statements* and *Remuneration Report*. Currently directors are only entitled to their directors fee and superannuation allowance. However, some directors have an entitlement to other retirement allowances which are no longer made available by the Company. Full details of the directors retiring allowances are contained in the *Financial Statements* and *Remuneration Report*. Non-executive directors are not eligible for incentive based remuneration.

The independent non-executive members of the Remuneration, Human Resources & Nominations Committee are:

Alice JM Williams	Appointed 29 July 2011, appointed Chairman 12 August 2011
JA (Tony) Killen OAM	Appointed 8 September 2004
The Hon. Jeffrey G Kennett AC	Appointed 1 September 2008

Attendance at meetings, and qualifications and experience of the members of the committee are contained in the *Directors' Report*.

Non-executive directors' fees are determined by the Board within limits approved by shareholders. At the general meeting of the Company held 26 October 2012, shareholders approved an aggregate limit of fees of \$900,000.

## Diversity report

A diverse workforce is of significant social and commercial value. EQT recognises the importance of being an inclusive employer. Gender diversity has been and continues to be a priority for the EQT Group.

During 2013/14 the EQT Group continued to increase capacity across both revenue generating and operational support units. As a result, the total number of employees in the EQT Group grew by a net 17 employees for 2013/14. Of the new employees engaged during 2013/14, 52% are women and 48% men.

As at 30 June 2014, the proportion of women employed by the EQT Group at each level is:

Non-Executive Directors:	33%
Executive:	20%
Senior Management:	43%
Company Wide:	55%

The EQT Group seeks to increase the representation of women as opportunities permit, with particular emphasis at Executive Level.



# Directors' Declaration

Equity Trustees Limited  
ABN 46 004 031 298

## Directors' Declaration for the financial year ended 30 June 2014

The directors declare that:

- a) in the directors' opinion, there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable;
- b) the attached financial statements are in compliance with International Financial Reporting Standards, as stated in note 3 to the financial statements;
- c) in the directors' opinion, the attached financial statements and notes thereto are in accordance with the *Corporations Act 2001*, including compliance with accounting standards and giving a true and fair view of the financial position and performance of the Company and the Group; and
- d) the directors have received from the Managing Director and the Chief Financial Officer the declarations required by section 295A of the *Corporations Act 2001*.

Signed in accordance with a resolution of the directors made pursuant to section 295(5) of the *Corporations Act 2001*.

On behalf of the directors



**Mr Robin BO Burns**  
**Managing Director**

Melbourne, 28 August 2014

# Financial Report

# 2014



# Statement of Profit or Loss

for the Financial Year Ended 30 June 2014

	Note	Consolidated		Company	
		2014 \$	2013 \$	2014 \$	2013 \$
Revenue	6	52,584,757	46,271,766	36,025,775	31,963,935
Other revenue	6	2,349,842	1,210,028	11,404,224	4,127,842
<b>Total revenue</b>	<b>6</b>	<b>54,934,599</b>	<b>47,481,794</b>	<b>47,429,999</b>	<b>36,091,777</b>
Employee benefits expenses	8	26,863,735	23,984,849	23,809,791	18,238,950
Other employment and contracting expenses		1,576,134	1,081,422	1,392,113	767,296
Audit and tax advice expenses		507,073	345,011	448,447	282,011
Depreciation and amortisation expenses	8	1,340,544	1,126,302	1,254,111	1,022,806
Management rights amortisation	8	197,030	238,765	-	-
Insurance expenses		583,232	564,668	392,323	434,460
Legal, consulting and regulatory expenses		3,003,217	2,085,184	2,957,102	1,855,704
Marketing expenses		1,327,099	1,153,714	1,182,324	919,849
Information technology expenses		2,361,586	1,645,591	2,176,152	1,255,560
Occupancy expenses		1,736,939	1,586,965	1,391,600	984,493
Other expenses		2,031,614	1,151,961	1,770,158	645,608
<b>Total expenses</b>		<b>41,528,203</b>	<b>34,964,432</b>	<b>36,774,121</b>	<b>26,406,737</b>
<b>Profit before income tax expense</b>		<b>13,406,396</b>	<b>12,517,362</b>	<b>10,655,878</b>	<b>9,685,040</b>
Income tax expense	9	3,692,984	3,845,961	1,622,214	2,354,305
<b>Profit for the year</b>		<b>9,713,412</b>	<b>8,671,401</b>	<b>9,033,664</b>	<b>7,330,735</b>
<b>Attributable to:</b>					
Owners of the Company		9,713,412	8,671,401	9,033,664	7,330,735
		<b>9,713,412</b>	<b>8,671,401</b>	<b>9,033,664</b>	<b>7,330,735</b>
<b>Earnings per share</b>					
Basic (cents per share)	28	88.64	87.58		
Diluted (cents per share)	28	87.51	86.54		

The above statement should be read in conjunction with the accompanying notes to the financial statements.

# Statement of Profit or Loss and Other Comprehensive Income

for the Financial Year Ended 30 June 2014

	Note	Consolidated		Company	
		2014 \$	2013 \$	2014 \$	2013 \$
<b>Profit for the year</b>		<b>9,713,412</b>	<b>8,671,401</b>	<b>9,033,664</b>	<b>7,330,735</b>
<b>Other comprehensive income</b>					
<b>Items that may be reclassified subsequently to profit or loss</b>					
Realised (gain)/loss on sale of available-for-sale investments		(196,977)	(692,563)	(196,977)	(692,563)
Increase/(decrease) from revaluation of available-for-sale investments		277,071	417,151	277,071	417,151
Income tax relating to items that may be reclassified subsequently		(24,099)	80,214	(24,099)	80,214
<b>Total comprehensive income for the year</b>		<b>9,769,407</b>	<b>8,476,203</b>	<b>9,089,659</b>	<b>7,135,537</b>
<b>Attributable to:</b>					
Owners of the Company		9,769,407	8,476,203	9,089,659	7,135,537
		<b>9,769,407</b>	<b>8,476,203</b>	<b>9,089,659</b>	<b>7,135,537</b>

The above statement should be read in conjunction with the accompanying notes to the financial statements.

# Statement of Financial Position

as at 30 June 2014

	Note	Consolidated		Company	
		2014 \$	2013 \$	2014 \$	2013 \$
<b>Current assets</b>					
Cash and cash equivalents	37	170,237,019	9,891,934	169,498,122	8,884,807
Trade and other receivables	12	6,636,276	5,575,576	7,268,515	6,165,676
Other	13	3,128,106	2,441,146	2,671,223	2,161,141
Other financial assets	15	3,150,000	-	3,000,000	-
<b>Total current assets</b>		<b>183,151,401</b>	<b>17,908,656</b>	<b>182,437,860</b>	<b>17,211,624</b>
<b>Non-current assets</b>					
Trade and other receivables	14	108,186	108,186	108,186	108,186
Other financial assets	15	5,508,589	5,450,883	37,143,226	37,612,456
Furniture, equipment and leasehold	16	1,501,880	1,446,219	1,443,504	1,359,397
Intangible assets	17	35,126,825	34,183,899	5,841,585	5,042,613
Deferred tax assets	9	3,959,616	1,764,129	3,704,761	1,468,550
Goodwill	18	9,507,853	9,507,853	-	-
<b>Total non-current assets</b>		<b>55,712,949</b>	<b>52,461,169</b>	<b>48,241,262</b>	<b>45,591,202</b>
<b>Total assets</b>		<b>238,864,350</b>	<b>70,369,825</b>	<b>230,679,122</b>	<b>62,802,826</b>
<b>Current liabilities</b>					
Trade and other payables	19	1,157,824	791,865	933,130	531,554
Provisions	20	4,958,472	3,768,854	4,562,012	3,423,248
Other current liabilities	21	135,318	60,691	119,243	55,470
Current tax payable	9	702,117	1,205,708	702,117	1,190,544
<b>Total current liabilities</b>		<b>6,953,731</b>	<b>5,827,118</b>	<b>6,316,502</b>	<b>5,200,816</b>
<b>Non-current liabilities</b>					
Provisions	22	1,399,132	1,470,496	1,054,401	1,053,319
Other non-current liabilities	23	290,544	384,056	390,554	484,066
Deferred tax liabilities – investment revaluation	9	122,254	98,155	122,254	98,155
<b>Total non-current liabilities</b>		<b>1,811,930</b>	<b>1,952,707</b>	<b>1,567,209</b>	<b>1,635,540</b>
<b>Total liabilities</b>		<b>8,765,661</b>	<b>7,779,825</b>	<b>7,883,711</b>	<b>6,836,356</b>
<b>Net assets</b>		<b>230,098,689</b>	<b>62,590,000</b>	<b>222,795,411</b>	<b>55,966,470</b>
<b>Equity</b>					
Issued capital	25	216,116,476	49,601,432	216,116,476	49,601,432
Investment revaluation reserve	27	285,263	229,268	285,263	229,268
Other reserves	26	1,348,909	1,147,222	1,348,909	1,147,222
Retained earnings		12,348,041	11,612,078	5,044,763	4,988,548
<b>Equity attributable to owners of the Company</b>		<b>230,098,689</b>	<b>62,590,000</b>	<b>222,795,411</b>	<b>55,966,470</b>
<b>Total equity</b>		<b>230,098,689</b>	<b>62,590,000</b>	<b>222,795,411</b>	<b>55,966,470</b>

The above statement should be read in conjunction with the accompanying notes to the financial statements.

# Statement of Changes in Equity

for the Financial Year Ended 30 June 2014

Consolidated	Reserves					
	Fully paid ordinary shares \$	Investment revaluation \$	Retained earnings \$	Equity settled employee benefits \$	Non-controlling interests \$	Total equity \$
<b>Balance at 1 July 2012</b>	<b>47,481,389</b>	<b>424,466</b>	<b>10,728,240</b>	<b>846,017</b>	<b>(3,710)</b>	<b>59,476,402</b>
Profit for the period	-	-	8,671,401	-	-	8,671,401
Increase from revaluation of available-for-sale investments	-	417,151	-	-	-	417,151
Related income tax	-	(125,510)	-	-	-	(125,510)
Gain on sale of available-for-sale investments	-	(692,563)	-	-	-	(692,563)
Related income tax	-	205,724	-	-	-	205,724
<b>Total comprehensive income for the period</b>	<b>-</b>	<b>(195,198)</b>	<b>8,671,401</b>	<b>-</b>	<b>-</b>	<b>8,476,203</b>
Acquisition of non-controlling interest	-	-	(3,735)	-	3,710	(25)
Shares issued under dividend reinvestment plan	1,913,406	-	-	-	-	1,913,406
Shares issued under share placement	176,256	-	-	(176,256)	-	-
Shares issued – salary sacrifice	39,865	-	-	-	-	39,865
Share issue costs	(13,549)	-	-	-	-	(13,549)
Related income tax	4,065	-	-	-	-	4,065
Provision for executive share entitlements	-	-	-	307,205	-	307,205
Provision for employee share acquisition plan	-	-	-	170,256	-	170,256
Payment of dividends	-	-	(7,783,828)	-	-	(7,783,828)
<b>Balance at 30 June 2013</b>	<b>49,601,432</b>	<b>229,268</b>	<b>11,612,078</b>	<b>1,147,222</b>	<b>-</b>	<b>62,590,000</b>
Profit for the period	-	-	9,713,412	-	-	9,713,412
Increase from revaluation of available-for-sale investments	-	277,071	-	-	-	277,071
Related income tax	-	(82,757)	-	-	-	(82,757)
Gain on sale of available-for-sale investments	-	(196,977)	-	-	-	(196,977)
Related income tax	-	58,658	-	-	-	58,658
<b>Total comprehensive income for the period</b>	<b>-</b>	<b>55,995</b>	<b>9,713,412</b>	<b>-</b>	<b>-</b>	<b>9,769,407</b>
Shares issued under employee salary sacrifice share plan	44,369	-	-	-	-	44,369
Shares issued under dividend reinvestment plan	2,334,221	-	-	-	-	2,334,221
Shares issued under employee share acquisition plan	169,936	-	-	(169,936)	-	-
Shares issued under executive share scheme	161,680	-	-	(161,680)	-	-
Shares issued under share placement	2,979,707	-	-	-	-	2,979,707
Shares issued for ANZ Trustees acquisition	159,991,607	-	-	-	-	159,991,607
Shares issued for The Trust Company shares	6,072,620	-	-	-	-	6,072,620
Share issue costs	(7,484,420)	-	-	-	-	(7,484,420)
Related income tax	2,245,324	-	-	-	-	2,245,324
Provision for executive share entitlements	-	-	-	356,367	-	356,367
Provision for employee share acquisition plan	-	-	-	176,936	-	176,936
Payment of dividends	-	-	(8,977,449)	-	-	(8,977,449)
<b>Balance at 30 June 2014</b>	<b>216,116,476</b>	<b>285,263</b>	<b>12,348,041</b>	<b>1,348,909</b>	<b>-</b>	<b>230,098,689</b>

The above statement should be read in conjunction with the accompanying notes to the financial statements.



Company	Reserves					
	Fully paid ordinary shares \$	Investment revaluation \$	Retained earnings \$	Equity settled employee benefits \$	Non-controlling interests \$	Total equity \$
<b>Balance at 1 July 2012</b>	<b>47,481,389</b>	<b>424,466</b>	<b>5,441,641</b>	<b>846,017</b>	<b>-</b>	<b>54,193,513</b>
Profit for the period	-	-	7,330,735	-	-	7,330,735
Increase from revaluation of available-for-sale investments	-	417,152	-	-	-	417,152
Related income tax	-	(125,510)	-	-	-	(125,510)
Gain on sale of available-for-sale investments	-	(692,563)	-	-	-	(692,563)
Related income tax	-	205,724	-	-	-	205,724
<b>Total comprehensive income for the period</b>	<b>-</b>	<b>(195,198)</b>	<b>7,330,735</b>	<b>-</b>	<b>-</b>	<b>7,135,537</b>
Shares issued under dividend reinvestment plan	1,913,406	-	-	-	-	1,913,406
Shares issued under share placement	176,256	-	-	(176,256)	-	-
Shares issued – salary sacrifice	39,865	-	-	-	-	39,865
Share issue costs	(13,549)	-	-	-	-	(13,549)
Related income tax	4,065	-	-	-	-	4,065
Provision for executive share entitlements	-	-	-	307,205	-	307,205
Provision for employee share acquisition plan	-	-	-	170,256	-	170,256
Payment of dividends	-	-	(7,783,828)	-	-	(7,783,828)
<b>Balance at 30 June 2013</b>	<b>49,601,432</b>	<b>229,268</b>	<b>4,988,548</b>	<b>1,147,222</b>	<b>-</b>	<b>55,966,470</b>
Profit for the period	-	-	9,033,664	-	-	9,033,664
Increase from revaluation of available-for-sale investments	-	277,071	-	-	-	277,071
Related income tax	-	(82,757)	-	-	-	(82,757)
Gain on sale of available-for-sale investments	-	(196,977)	-	-	-	(196,977)
Related income tax	-	58,658	-	-	-	58,658
<b>Total comprehensive income for the period</b>	<b>-</b>	<b>55,995</b>	<b>9,033,664</b>	<b>-</b>	<b>-</b>	<b>9,089,659</b>
Shares issued under employee salary sacrifice share plan	44,369	-	-	-	-	44,369
Shares issued under dividend reinvestment plan	2,334,221	-	-	-	-	2,334,221
Shares issued under employee share acquisition plan	169,936	-	-	(169,936)	-	-
Shares issued under executive share scheme	161,680	-	-	(161,680)	-	-
Shares issued under share placement	2,979,707	-	-	-	-	2,979,707
Shares issued for ANZ Trustees acquisition	159,991,607	-	-	-	-	159,991,607
Shares issued for The Trust Company shares	6,072,620	-	-	-	-	6,072,620
Share issue costs	(7,484,420)	-	-	-	-	(7,484,420)
Related income tax	2,245,324	-	-	-	-	2,245,324
Provision for executive share entitlements	-	-	-	356,367	-	356,367
Provision for employee share acquisition plan	-	-	-	176,936	-	176,936
Payment of dividends	-	-	(8,977,449)	-	-	(8,977,449)
<b>Balance at 30 June 2014</b>	<b>216,116,476</b>	<b>285,263</b>	<b>5,044,763</b>	<b>1,348,909</b>	<b>-</b>	<b>222,795,411</b>

The above statement should be read in conjunction with the accompanying notes to the financial statements.

# Statement of Cash Flows

for the Financial Year Ended 30 June 2014

	Note	Consolidated		Company	
		2014 \$	2013 \$	2014 \$	2013 \$
<b>Cash flows from operating activities</b>					
Receipts from customers		61,289,215	54,695,142	44,155,545	39,296,686
Payments to suppliers and employees		(48,168,861)	(40,754,267)	(39,846,026)	(30,403,248)
Income tax paid		(4,139,798)	(3,324,370)	(4,139,798)	(3,324,370)
<b>Net cash provided by operating activities</b>	37(b)	<b>8,980,556</b>	<b>10,616,505</b>	<b>169,721</b>	<b>5,569,068</b>
<b>Cash flows from investing activities</b>					
Payment for investment securities		(4,150,000)	(3,000,000)	(4,000,000)	(3,000,000)
Proceeds on sale of investment securities		7,938,376	773,977	7,938,376	773,977
Interest received		521,258	422,780	500,640	400,596
Dividends received		164,794	32,134	164,794	32,134
Proceeds from repayment of related party loans		-	-	8,949,683	3,477,924
Payment for furniture, equipment and leasehold		(633,891)	(943,709)	(633,891)	(943,709)
Payment for intangible assets		(1,503,308)	(1,950,882)	(1,503,308)	(1,950,882)
Payment for shares in a subsidiary		-	(75,000)	-	-
<b>Net cash provided by/(used in) investing activities</b>		<b>2,337,229</b>	<b>(4,740,700)</b>	<b>11,416,294</b>	<b>(1,209,960)</b>
<b>Cash flows from financing activities</b>					
Proceeds from issues of equity securities		163,153,729	-	163,153,729	-
Dividend received from related party		-	-	-	1,000,000
Payment for share issue cost		(7,484,420)	(13,549)	(7,484,420)	(13,549)
Dividend paid to members of the parent entity (net of shares issued under dividend reinvestment plan)		(6,642,009)	(5,868,978)	(6,642,009)	(5,868,978)
<b>Net cash provided by financing activities</b>		<b>149,027,300</b>	<b>(5,882,527)</b>	<b>149,027,300</b>	<b>(4,882,527)</b>
<b>Net (decrease)/increase in cash held</b>		<b>160,345,085</b>	<b>(6,722)</b>	<b>160,613,315</b>	<b>(523,419)</b>
<b>Cash and cash equivalents at beginning of financial year</b>		<b>9,891,934</b>	<b>9,898,656</b>	<b>8,884,807</b>	<b>9,408,226</b>
<b>Cash and cash equivalents at end of financial year</b>	37(a)	<b>170,237,019</b>	<b>9,891,934</b>	<b>169,498,122</b>	<b>8,884,807</b>

The above statement should be read in conjunction with the accompanying notes to the financial statements.

# Notes to the Financial Statements

for the Financial Year Ended 30 June 2014

## 1. General Information

Equity Trustees Limited (the Company) is a public company listed on the Australian Securities Exchange (trading under the symbol "EQT"), incorporated in Australia and operating solely in Australia.

Equity Trustees Limited's registered office and its principal place of business is Level 2, 575 Bourke St, Melbourne, Victoria 3000, Australia. Equity Trustees Limited and its subsidiaries (refer note 32) are referred to as 'the Group' in the following notes. The principal activities of the Group are described in note 35.

## 2. Application of New and Revised Accounting Standards

### 2.1 New and revised AASBs affecting amounts reported and/or disclosures in the financial statements

In the current year, the Group has applied a number of new and revised AASBs issued by the Australian Accounting Standards Board (AASB) that are mandatorily effective for an accounting period that begins on or after 1 January 2013.

AASB 2011-4 'Amendments to Australian Accounting Standards to Remove Individual Key Management Personnel Disclosure Requirements'	This standard removes the individual key management personnel disclosure requirements in AASB 124 'Related Party Disclosures'. The Group only discloses the key management personnel compensation in total and for each of the categories required in AASB 124, the disclosure presentation is unchanged from the previous year.
AASB 2012-2 'Amendments to Australian Accounting Standards – Disclosures – Offsetting Financial Assets and Financial Liabilities'	<p>The Group has applied the amendments to AASB 7 'Disclosures – Offsetting Financial Assets and Financial Liabilities' for the first time in the current year. The amendments to AASB 7 require entities to disclose information about rights of offset and related arrangements (such as collateral posting requirements) for financial instruments under an enforceable master netting agreement or similar arrangement.</p> <p>The amendments have been applied retrospectively. As the Group does not have any offsetting arrangements in place, the application of the amendments does not have any material impact on the consolidated financial statements.</p>
AASB 2012-5 'Amendments to Australian Accounting Standards arising from Annual Improvements 2009-2011 Cycle'	The Annual Improvements to AASBs 2009-2011 have made a number of amendments to AASBs. The amendments that are relevant to the Group are the amendments to AASB 101 regarding when a statement of financial position as at the beginning of the preceding period (third statement of financial position) and the related notes are required to be presented. The amendments specify that a third statement of financial position is required when a) an entity applies an accounting policy retrospectively, or makes a retrospective restatement or reclassification of items in its financial statements, and b) the retrospective application, restatement or reclassification has a material effect on the information in the third statement of financial position. The amendments specify that related notes are not required to accompany the third statement of financial position. The adoption of this amending standard does not have any material impact on the consolidated financial statements.
AASB 2012-9 'Amendment to AASB 1048 arising from the Withdrawal of Australian Interpretation 1039'	This standard makes amendment to AASB 1048 'Interpretation of Standards' following the withdrawal of Australian Interpretation 1039 'Substantive Enactment of Major Tax Bills in Australia'. The adoption of this amending standard does not have any material impact on the consolidated financial statements.
AASB CF 2013-1 'Amendments to the Australian Conceptual Framework' and AASB 2013-9 'Amendments to Australian Accounting Standards – Conceptual Framework, Materiality and Financial Instruments' (Part A Conceptual Framework)	<p>This amendment has incorporated IASB's Chapters 1 and 3 Conceptual Framework for Financial Reporting as an Appendix to the Australian Framework for the Preparation and Presentation of Financial Statements. The amendment also included not-for-profit specific paragraphs to help clarify the concepts from the perspective of not-for-profit entities in the private and public sectors.</p> <p>As a result the Australian Conceptual Framework now supersedes the objective and the qualitative characteristics of financial statements, as well as the guidance previously available in Statement of Accounting Concepts SAC 2 'Objective of General Purpose Financial Reporting'. The adoption of this amending standard does not have any material impact on the consolidated financial statements.</p>

## 2. Application of New and Revised Accounting Standards (cont.)

### New and revised Standards on consolidation, joint arrangements, associates and disclosures

In August 2011, a package of five standards on consolidation, joint arrangements, associates and disclosures was issued comprising AASB 10 'Consolidated Financial Statements', AASB 11 'Joint Arrangements', AASB 12 'Disclosure of Interests in Other Entities', AASB 127 (as revised in 2011) 'Separate Financial Statements' and AASB 128 (as revised in 2011) 'Investments in Associates and Joint Ventures'. Subsequent to the issue of these standards, amendments to AASB 10, AASB 11 and AASB 12 were issued to clarify certain transitional guidance on the first-time application of the standards.

In the current year, the Group has applied for the first time AASB 10, AASB 12 and AASB 128 (as revised in 2011) together with the amendments to AASB 10 and AASB 12 regarding the transitional guidance. AASB 11, AASB 127 (as revised in 2011) are not applicable to the Group as AASB 11 deals with joint ventures (the Group has none) and AASB 127 deals only with separate financial statements.

The impact of the application of these standards is set out below.

AASB 10 'Consolidated Financial Statements' and AASB 2011-7 'Amendments to Australian Accounting Standards arising from the consolidation and Joint Arrangements standards'	<p>AASB 10 replaces the parts of AASB 127 'Consolidated and Separate Financial Statements' that deal with consolidated financial statements and Interpretation 112 'Consolidation – Special Purpose Entities'. AASB 10 changes the definition of control such that an investor controls an investee when a) it has power over an investee, b) it is exposed, or has rights, to variable returns from its involvement with the investee, and c) has the ability to use its power to affect its returns. All three of these criteria must be met for an investor to have control over an investee. Previously, control was defined as the power to govern the financial and operating policies of an entity so as to obtain benefits from its activities. Additional guidance has been included in AASB 10 to explain when an investor has control over an investee. Some guidance included in AASB 10 that deals with whether or not an investor that owns less than 50 per cent of the voting rights in an investee has control over the investee is relevant to the Group.</p> <p>The Directors of the Group have made an assessment at the date of the initial application of AASB 10 as to whether or not the Group has control over certain managed investment schemes that the Group invests in and for which it acts as the responsible entity. The Directors have determined that the Group does not have control.</p>
AASB 12 'Disclosure of Interests in Other Entities' and AASB 2011-7 'Amendments to Australian Accounting Standards arising from the consolidation and Joint Arrangements standards'	<p>AASB 12 is a new disclosure standard and is applicable to entities that have interests in subsidiaries, joint arrangements, associates and/or unconsolidated structured entities. In general, the application of AASB 12 has resulted in more extensive disclosures in the consolidated financial statements.</p>
AASB 13 'Fair Value Measurement' and AASB 2011-8 'Amendments to Australian Accounting Standards arising from AASB 13'	<p>The Group has applied AASB 13 for the first time in the current year. AASB 13 establishes a single source of guidance for fair value measurements and disclosures about fair value measurements. The fair value measurement requirements of AASB 13 apply to both financial instrument items and non-financial instrument items for which other AASBs require or permit fair value measurements and disclosures about fair value measurements, except for share based payment transactions that are within the scope of AASB 2 'Share-based Payment', leasing transactions that are within the scope of AASB 117 'Leases', and measurements that have some similarities to fair value but are not fair value (e.g. net realisable value for the purposes of measuring inventories or value in use for impairment assessment purposes).</p> <p>AASB 13 defines fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction in the principal (or most advantageous) market at the measurement date under current market conditions. Fair value under AASB 13 is an exit price regardless of whether that price is directly observable or estimated using another valuation technique. Also, AASB 13 includes extensive disclosure requirements.</p>

AASB 13 'Fair Value Measurement' and AASB 2011-8 'Amendments to Australian Accounting Standards arising from AASB 13' (cont'd)	AASB 13 requires prospective application from 1 July 2013. In addition, specific transitional provisions were given to entities such that they need not apply the disclosure requirements set out in the Standard in comparative information provided for periods before the initial application of the Standard. In accordance with these transitional provisions, the Group has not made any new disclosures required by AASB 13 for the 2013 comparative period. Other than the additional disclosures, the application of AASB 13 does not have any material impact on the amounts recognised in the consolidated financial statements.
AASB 2012-10 'Amendments to Australian Accounting Standards – Transition Guidance and Other Amendments'	This standard amends AASB 10 and various Australian Accounting Standards to revise the transition guidance on the initial application of those Standards. This standard also clarifies the circumstances in which adjustments to an entity's previous accounting for its involvement with other entities are required and the timing of such adjustments. The adoption of this amending standard does not have any material impact on the consolidated financial statements.
AASB 119 'Employee Benefits' (2011) and AASB 2011-10 'Amendments to Australian Accounting Standards arising from AASB 119 (2011)'	In the current year, the Group has applied AASB 119 (as revised in 2011) 'Employee Benefits' and the related consequential amendments for the first time. AASB 119 (as revised in 2011) changes the accounting for defined benefit plans and termination benefits. The most significant change relates to the accounting for changes in defined benefit obligations and plan assets. The Group does not have defined benefit plans. The adoption of this amending standard does not have any material impact on the consolidated financial statements.

## 2.2 Standards and Interpretations in issue not yet adopted

At the date of authorisation of the financial statements, the Standards and Interpretations listed below were in issue but not yet effective.

Standard/Interpretation	Effective for annual reporting periods beginning on or after	Expected to be initially applied in the financial year ending
AASB 9 'Financial Instruments', and the relevant amending standards.	1 January 2017	30 June 2018
AASB 1031 'Materiality' (2013)	1 January 2014	30 June 2015
AASB 2012-3 'Amendments to Australian Accounting Standards – Offsetting Financial Assets and Financial Liabilities'	1 January 2014	30 June 2015
AASB 2013-3 'Amendments to AASB 135 – Recoverable Amount Disclosures for Non-Financial Assets'	1 January 2014	30 June 2015
AASB 2013-4 'Amendments to Australian Accounting Standards – Novation of Derivatives and Continuation of Hedge Accounting'	1 January 2014	30 June 2015
AASB 2013-5 'Amendments to Australian Accounting Standards – Investment Entities'	1 January 2014	30 June 2015
AASB 2013-9 'Amendments to Australian Accounting Standards – Conceptual Framework, Materiality and Financial Instruments'	1 January 2014	30 June 2015
INT 21 'Levies'	1 January 2014	30 June 2015

At the date of authorisation of the financial statements, the following IASB Standards and IFRIC Interpretations also in issue but not yet effective, although Australian equivalent Standards and Interpretations have not yet been issued.

Narrow-scope amendments to IAS 19 Employee Benefits entitled Defined Benefit Plans: Employee Contributions (Amendments to IAS 19)	1 July 2014	30 June 2015
Annual Improvements to IFRSs 2010-2012 Cycle	1 July 2014	30 June 2015
Annual Improvements to IFRSs 2011-2013 Cycle	1 July 2014	30 June 2015
IFRS 14 Regulatory Deferral Accounts	1 January 2016	30 June 2017
IFRS 15 Revenue from Contracts with Customers	1 January 2017	30 June 2018

## 2. Application of New and Revised Accounting Standards (cont.)

### Changes in accounting policies

A number of Australian Accounting Standards and Interpretations are in issue but are not effective for the current year end. The following existing group accounting policies will change on adoption of these pronouncements:

#### AASB 9

AASB 9 'Financial Instruments' issued in December 2009 introduces new requirements for the classification and measurement of financial assets. AASB 9 amended in December 2010 includes the requirements for the classification and measurement of financial liabilities and for derecognition. Key requirements of AASB 9 are described as follows:

AASB 9 requires all recognised financial assets that are within the scope of AASB 139 'Financial Instruments: Recognition and Measurement' to be subsequently measured at amortised cost or fair value. Under AASB 9 debt investments that are held within a business model whose objective is to collect the contractual cash flows, and that have contractual cash flows that are solely payments of principal and interest on the principal outstanding are generally measured at amortised cost. All other debt investments and equity investments are measured at their fair values. Also under AASB 9, for financial liabilities that are designated as at fair value through profit or loss, the amount of change in the fair value of the financial liability that is attributable to changes in the credit risk of that liability is recognised in other comprehensive income, unless the recognition of the effects of changes in the liability's credit risk in other comprehensive income would create or enlarge an accounting mismatch in profit or loss.

Changes in fair value attributable to a financial liability's credit risk are not subsequently reclassified to profit or loss. Previously, under AASB 139, the entire amount of the change in the fair value of the financial liability designated as at fair value through profit or loss was recognised in profit or loss. In relation to Equity Trustees, it is anticipated the main impact will be in relation to the classification and measurement of financial assets. In broad terms, the amendments require financial assets to be measured at fair value through profit and loss unless the criteria for amortised cost measurement are met or the entity qualifies and elects to recognise gains and losses on equity securities that are not held for trading directly in other comprehensive income. Currently, the Group's investments are designated as available for sale and any unrealised movements are taken to an investment revaluation reserve. Where an available for sale investment suffers a significant or prolonged impairment it must be written down through the profit and loss. However, any reversal of an unrealised impairment loss on equities is not taken to profit and loss but directly to reserves. On adoption of the Standard the non-equity investments in the portfolio will be measured

at fair value through the profit and loss (if they do not qualify for amortised cost accounting) and all realised and unrealised gains and losses will be taken to the income statement. The equity investments will either be measured at fair value through the profit and loss, or if an election is made, at fair value through the statement of other comprehensive income. In the latter case the realised and unrealised movements will be taken up through the statement of other comprehensive income and will not be reclassified to profit and loss on disposal of the equity investments.

The directors anticipate that AASB 9 will be adopted in the Group's consolidated financial statements for the annual period beginning 1 July 2017 and that the application of the new Standard will have an impact on amounts reported in respect of the Groups' financial assets. However, it is not practicable to provide a reasonable estimate of that effect until a detailed review has been completed.

#### AASB 10

The amendments to AASB 10 define an investment entity and require a reporting entity that meets the definition of an investment entity not to consolidate its subsidiaries but instead to measure its subsidiaries at fair value through profit or loss in its consolidated and separate financial statements.

To qualify as an investment entity, a reporting entity is required to:

- obtain funds from one or more investors for the purpose of providing them with professional investment management services;
- commit to its investor(s) that its business purpose is to invest funds solely for returns from capital appreciation, investment income, or both; and
- measure and evaluate performance of substantially all of its investments on a fair value basis.

Consequential amendments have been made to AASB 12 and AASB 127 to introduce new disclosure requirements for investment entities. The directors of the Company do not anticipate that the investment entities amendments will have any effect on the Group's consolidated financial statements as the Company is not an investment entity.

#### AASB 132

The amendments to AASB 132 clarify the requirements relating to the offset of financial assets and financial liabilities. Specifically, the amendments clarify the meaning of 'currently has a legally enforceable right of set-off' and 'simultaneous realisation and settlement'. The directors of the Company do not anticipate that the application of these amendments to AASB 132 will have a significant impact on the Group's consolidated financial statements as the Group does not have any financial assets and financial liabilities that qualify for offset.



Other than as noted above, the adoption of the various Australian Accounting Standards and Interpretations in issue but not yet effective will not impact the Group's accounting policies. However, the pronouncements will result in changes to information currently disclosed in the financial statements. The Group does not intend to adopt any of these pronouncements before their effective date.

## 3. Significant Accounting Policies

### 3.1 Statement of compliance

These financial statements are general purpose financial statements which have been prepared in accordance with the *Corporations Act 2001*, Accounting Standards and Interpretations, and comply with other requirements of the law. The financial statements includes the separate financial statements of the Company and the consolidated financial statements of the Group. For the purposes of preparing the consolidated financial statements, the Group is a for-profit entity. Accounting Standards include Australian Accounting Standards. Compliance with Australian Accounting Standards ensures that the financial statements and notes of the Group and the Company comply with International Financial Reporting Standards (IFRS).

The financial statements were authorised for issue by the directors on 28 August 2014.

### 3.2 Basis of preparation

The consolidated financial statements have been prepared on the basis of historical cost, except for the revaluation of certain financial instruments that are measured at fair value, as explained in the accounting policies below. Historical cost is generally based on the fair values of the consideration given in exchange for assets. All amounts are presented in Australian dollars unless otherwise noted.

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date, regardless of whether that price is directly observable or estimated using another valuation technique. In estimating the fair value of an asset or a liability, the Group takes into account the characteristics of the asset or liability if market participants would take those characteristics into account when pricing the asset or liability at the measurement date. Fair value for measurement and/or disclosure purposes in these consolidated financial statements is determined on such a basis, except for share-based payment transactions that are within the scope of AASB 2, leasing transactions that are within the scope of AASB 117, and measurements that have some similarities to fair value but are not fair value, such as net realisable value in AASB 2 or value in use in AASB 136.

In addition, for financial reporting purposes, fair value measurements are categorised into Level 1, 2 or 3 based on the degree to which the inputs to the fair value measurements are observable and the significance of the inputs to the fair value measurement in its entirety, which are described as follows:

- Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date;
- Level 2 inputs are inputs, other than quoted prices included within Level 1, that are observable for the asset or liability, either directly or indirectly; and
- Level 3 inputs are unobservable inputs for the asset or liability.

The principal accounting policies are set out below:

### 3.3 Basis of consolidation

The consolidated financial statements incorporate the financial statements of the Company and entities (including structured entities) controlled by the Company and its subsidiaries. Control is achieved when the Company:

- has power over the investee;
- is exposed, or has rights, to variable returns from its involvement with the investee; and
- has the ability to use its power to affect its returns.

The Company reassesses whether or not it controls an investee if facts and circumstances indicate that there are changes to one or more of the three elements of control listed above.

When the Company has less than a majority of the voting rights of an investee, it has power over the investee when the voting rights are sufficient to give it the practical ability to direct the relevant activities of the investee unilaterally. The Company considers all relevant facts and circumstances in assessing whether or not the Company's voting rights in an investee are sufficient to give it power, including:

- the size of the Company's holding of voting rights relative to the size and dispersion of holdings of the other vote holders;
- potential voting rights held by the Company, other vote holders or other parties;
- rights arising from other contractual arrangements; and

any additional facts and circumstances that indicate that the Company has, or does not have, the current ability to direct the relevant activities at the time that decisions need to be made, including voting patterns at previous shareholders' meetings.



### 3. Significant Accounting Policies (cont.)

Consolidation of a subsidiary begins when the Company obtains control over the subsidiary and ceases when the Company loses control of the subsidiary. Specifically, income and expenses of a subsidiary acquired or disposed of during the year are included in the consolidated statement of profit or loss and other comprehensive income from the date the Company gains control until the date when the Company ceases to control the subsidiary. Profit or loss and each component of other comprehensive income are attributed to the owners of the Company and to the non-controlling interests. Total comprehensive income of subsidiaries is attributed to the owners of the Company and to the non-controlling interests even if this results in the non-controlling interests having a deficit balance. When necessary, adjustments are made to the financial statements of subsidiaries to bring their accounting policies into line with the Group's accounting policies. All intragroup assets and liabilities, equity, income, expenses and cash flows relating to transactions between members of the Group are eliminated in full on consolidation.

Changes in the Group's ownership interests in subsidiaries that do not result in the Group losing control over the subsidiaries are accounted for as equity transactions. The carrying amounts of the Group's interests and the non-controlling interests are adjusted to reflect the changes in their relative interests in the subsidiaries. Any difference between the amount by which the non-controlling interests are adjusted and the fair value of the consideration paid or received is recognised directly in equity and attributed to owners of the Company. When the Group loses control of a subsidiary, a gain or loss is recognised in profit or loss and is calculated as the difference between (i) the aggregate of the fair value of the consideration received and the fair value of any retained interest and (ii) the previous carrying amount of the assets (including goodwill), and liabilities of the subsidiary and any non-controlling interests. All amounts previously recognised in other comprehensive income in relation to that subsidiary are accounted for as if the Group had directly disposed of the related assets or liabilities of the subsidiary (i.e. reclassified to profit or loss or transferred to another category of equity as specified/ permitted by applicable AASBs). The fair value of any investment retained in the former subsidiary at the date when control is lost is regarded as the fair value on initial recognition for subsequent accounting under AASB 139, when applicable, the cost on initial recognition of an investment in an associate or a joint venture.

#### 3.4 Business combinations

Acquisitions of businesses are accounted for using the acquisition method. The consideration transferred in a business combination is measured at fair value which is calculated as the sum of the acquisition date fair values of assets transferred by the Group, liabilities incurred

by the Group to the former owners of the acquiree and the equity instruments issued by the Group in exchange for control of the acquiree. Acquisition related costs are recognised in profit or loss as incurred.

At the acquisition date, the identifiable assets acquired and the liabilities assumed are recognised at their fair value at the acquisition date, except that:

- deferred tax assets or liabilities and liabilities or assets related to employee benefit arrangements are recognised and measured in accordance with AASB 112 'Income Taxes' and AASB 119 'Employee Benefits' respectively;
- liabilities or equity instruments related to share-based payment arrangements of the acquiree or share-based payment arrangements of the Group entered into to replace share-based payment arrangements of the acquiree are measured in accordance with AASB 2 'Share-based Payment' at the acquisition date; and
- assets (or disposal groups) that are classified as held for sale in accordance with AASB 5 'Noncurrent Assets Held for Sale and Discontinued Operations' are measured in accordance with that Standard.

Goodwill is measured as the excess of the sum of the consideration transferred, the amount of any non-controlling interests in the acquiree, and the fair value of the acquirer's previously held equity interest in the acquiree (if any) over the net of the acquisition date amounts of the identifiable assets acquired and the liabilities assumed. If, after reassessment, the net of the acquisition date amounts of the identifiable assets acquired and liabilities assumed exceeds the sum of the consideration transferred, the amount of any non-controlling interests in the acquiree and the fair value of the acquirer's previously held interest in the acquiree (if any), the excess is recognised immediately in profit or loss as a bargain purchase gain.

Non-controlling interests that are present ownership interests and entitle their holders to a proportionate share of the entity's net assets in the event of liquidation may be initially measured either at fair value or at the non-controlling interests' proportionate share of the recognised amounts of the acquiree's identifiable net assets. The choice of measurement basis is made on a transaction by transaction basis. Other types of non-controlling interests are measured at fair value or, when applicable, on the basis specified in another Standard.

Where the consideration transferred by the Group in a business combination includes assets or liabilities resulting from a contingent consideration arrangement, the contingent consideration is measured at its acquisition date fair value. Changes in the fair value of the contingent consideration that qualify as measurement period adjustments are adjusted retrospectively, with corresponding adjustments against goodwill.

Measurement period adjustments are adjustments that arise from additional information obtained during the 'measurement period' (which cannot exceed one year from the acquisition date) about facts and circumstances that existed at the acquisition date.

The subsequent accounting for changes in the fair value of contingent consideration that do not qualify as measurement period adjustments depends on how the contingent consideration is classified. Contingent consideration that is classified as equity is not remeasured at subsequent reporting dates and its subsequent settlement is accounted for within equity. Contingent consideration that is classified as an asset or liability is remeasured at subsequent reporting dates in accordance with AASB 139, or AASB 137 'Provisions, Contingent Liabilities and Contingent Assets', as appropriate, with the corresponding gain or loss being recognised in profit or loss.

Where a business combination is achieved in stages, the Group's previously held equity interest in the acquiree is remeasured to fair value at the acquisition date (i.e. the date when the Group attains control) and the resulting gain or loss, if any, is recognised in profit or loss. Amounts arising from interests in the acquiree prior to the acquisition date that have previously been recognised in other comprehensive income are reclassified to profit or loss where such treatment would be appropriate if that interest were disposed of.

If the initial accounting for a business combination is incomplete by the end of the reporting period in which the combination occurs, the Group reports provisional amounts for the items for which the accounting is incomplete. Those provisional amounts are adjusted during the measurement period (see above), or additional assets or liabilities are recognised, to reflect new information obtained about facts and circumstances that existed as of the acquisition date that, if known, would have affected the amounts recognised as of that date.

### 3.5 Goodwill

Goodwill arising on an acquisition of a business is carried at cost as established at the date of the acquisition of the business (see 3.4 above) less accumulated impairment losses, if any. For the purposes of impairment testing, goodwill is allocated to each of the Group's cash-generating units (or groups of cash-generating units) that is expected to benefit from the synergies of the combination.

A cash-generating unit to which goodwill has been allocated is tested for impairment annually, or more frequently when there is indication that the unit may be impaired. If the recoverable amount of the cash-generating unit is less than its carrying amount, the impairment loss is allocated first to reduce the carrying amount

of any goodwill allocated to the unit and then to the other assets of the unit pro-rata based on the carrying amount of each asset in the unit. Any impairment loss for goodwill is recognised directly in profit or loss in the consolidated income statement. An impairment loss recognised for goodwill is not reversed in subsequent periods. On disposal of the relevant cash-generating unit, the attributable amount of goodwill is included in the determination of the profit or loss on disposal.

### 3.6 Revenue recognition

Revenue is measured at the fair value of the consideration received or receivable on an accruals basis. Revenue is reduced for rebates and other similar allowances.

#### Fee and commission income

Fee and commission income is recognised when the related service has been performed. In relation to corpus commission a percentage of revenue is recognised on completion of each stage of the estate administration starting with the grant of probate and ending with the finalisation of the estate.

#### Dividend and interest revenue

Dividend and interest revenue are recognised when it is probable that the economic benefits will flow to the Group and the amount of revenue can be measured reliably. Dividend revenue from investments is recognised when the Group's right to receive payment has been established. Interest revenue is accrued on a time basis, by reference to the principal outstanding and at the effective interest rate applicable, which is the rate that exactly discounts estimated future cash receipts through the expected life of the financial asset to that asset's net carrying amount on initial recognition.

### 3.7 Leased assets

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

Operating lease payments are recognised as an expense on a straight-line basis over the lease term, except where another systematic basis is more representative of the time pattern in which economic benefits from the leased asset are consumed. Contingent rentals arising under operating leases are recognised as an expense in the period in which they are incurred. In the event that lease incentives are received to enter into operating leases, such incentives are recognised as a liability. The aggregate benefits of incentives are recognised as a reduction of rental expense on a straight-line basis, except where another systematic basis is more representative of the time pattern in which economic benefits from the leased asset are consumed.

### 3. Significant Accounting Policies (cont.)

#### 3.8 Employee benefits

A liability is recognised for benefits accruing to employees in respect of wages and salaries, annual leave, long service leave, and directors' retiring allowance when it is probable that settlement will be required and they are capable of being measured reliably. The directors' retiring allowance was frozen as at 31 December 2005 except for an annual inflation adjustment in line with the movement in CPI.

Liabilities recognised in respect of short-term employee benefits, are measured at their nominal values using the remuneration rate expected to apply at the time of settlement. Liabilities recognised in respect of long-term employee benefits are measured as the present value of the estimated future cash outflows to be made by the Group in respect of services provided by employees up to reporting date.

Payments to defined contribution superannuation plans are expensed when employees have rendered service entitling them to the contributions.

A liability for a termination benefit is recognised at the earlier of when the entity can no longer withdraw the offer of the termination benefit and when the entity recognises any related restructuring costs.

#### 3.9 Share-based payments

Equity-settled share-based payments to employees are measured at the fair value of the equity instrument at the grant date. The Group has two types of equity settled share-based payments: the Long-term Incentive Awards and the Employee Share Acquisition Plan.

Fair value of the Long-term Incentive Awards is measured by using an adjusted form of the Black-Scholes option pricing model that incorporates a Monte Carlo simulation analysis. The model has been modified to incorporate an estimate of the probability of achieving the performance hurdle and the number of Awards vesting. The fair value determined at the grant date of the equity-settled share-based payments is expensed on a straight-line basis over the vesting period, based on the Group's estimate of shares that will eventually vest, with a corresponding increase in equity. At the end of each reporting period, the Group revises its estimate of the number of equity instruments expected to vest. The impact of the revision of the original estimates, if any, is recognised in profit or loss such that the cumulative expense reflects the revised estimate, with a corresponding adjustment to the equity-settled employee benefits reserve.

The policy described above is applied to all equity-settled share-based payments that were granted after 7 November 2003 and vested after 1 January 2006. No amounts have been recognised in the financial statements in respect of other equity-settled share-based payments.

Shares issued under the Employee Share Acquisition Plan are valued at fair value determined at the date of issue to employees and this amount is expensed in the income statement with a corresponding entry in issued capital.

#### 3.10 Taxation

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

##### Current tax

The tax currently payable is based on taxable profit for the year. Taxable profit differs from profit as reported in the consolidated statement of profit or loss because of items of income or expense that are taxable or deductible in other years and items that are never taxable or deductible. The Group's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the end of the reporting period.

##### Deferred tax

Deferred tax is recognised on temporary differences between the carrying amounts of assets and liabilities in the consolidated financial statements and the corresponding tax bases used in the computation of taxable profit. Deferred tax liabilities are generally recognised for all taxable temporary differences. Deferred tax assets are generally recognised for all deductible temporary differences to the extent that it is probable that taxable profits will be available against which those deductible temporary differences can be utilised. Such deferred tax assets and liabilities are not recognised if the temporary difference arises from goodwill or from the initial recognition (other than in a business combination) of other assets and liabilities in a transaction that affects neither the taxable profit nor the accounting profit. In addition, deferred tax liabilities are not recognised if the temporary difference arises from the initial recognition of goodwill.

Deferred tax liabilities are recognised for taxable temporary differences associated with investments in subsidiaries and associates, and interests in joint ventures, except where the Group is able to control the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future. Deferred tax assets arising from deductible temporary differences associated with such investments and interests are only recognised to the extent that it is probable that there will be sufficient taxable profits against which to utilise the benefits of the temporary differences and they are expected to reverse in the foreseeable future.

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

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the period in which the liability is settled or the asset realised, based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period. The measurement of deferred tax liabilities and assets reflects the tax consequences that would follow from the manner in which the Group expects, at the end of the reporting period, to recover or settle the carrying amount of its assets and liabilities.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to set off current tax assets against current tax liabilities and when they relate to income taxes levied by the same taxation authority and the Group intends to settle its current tax assets and liabilities on a net basis.

## Current and deferred tax for the year

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

## Tax consolidation

The Company and all its wholly-owned Australian resident entities are part of a tax-consolidated group under Australian taxation law. Equity Trustees Limited is the head entity in the tax-consolidated group and the other members are identified in note 32. Tax expense/income, deferred tax liabilities and deferred tax assets arising from temporary differences of the members of the tax-consolidated group are recognised in the separate financial statements of the members of the tax-consolidated group using the 'separate taxpayer within group' approach by reference to the carrying amounts in the separate financial statements of each entity and the tax values applying under tax consolidation. Current tax liabilities and assets and deferred tax assets arising from unused tax losses and tax credits of the members of the tax-consolidated group are recognised by the Company (as head entity in the tax-consolidated group).

Due to the existence of a tax funding arrangement between the entities in the tax-consolidated group, amounts are recognised as payable to or receivable by each member of the tax-consolidated group in relation to the tax contribution amounts paid or payable between the parent entity and the other members of the tax-consolidated group in accordance with the arrangement.

Entities within the tax-consolidated group have entered into a tax funding arrangement and a tax sharing agreement with the head entity. The Company and each of the entities in the tax-consolidated group have agreed

to pay a tax equivalent payment to or from the head entity, based on the current tax liability or current tax asset of the entity. The tax sharing agreement entered into between members of the tax-consolidated group provides for the determination of the allocation of income tax liabilities between the entities should the head entity default on its tax payment obligations or if an entity should leave the tax-consolidated group. The effect of the tax sharing agreement is that each member's liability for the tax payable by the tax-consolidated group is limited to the amount payable to the head entity under the tax funding arrangement.

## Investment in tax-consolidated group

Under Australian tax law, the taxable profit made by a tax-consolidated group in relation to an entity leaving the Group depends on a range of factors, including the tax values and/or carrying values of assets and liabilities of the leaving entity, which vary in line with the transactions and events recognised in each entity. The taxable profit or loss ultimately made on any disposal of the investments within the tax-consolidated group will therefore depend upon when each entity leaves the tax-consolidated group and the assets and liabilities that the leaving entity holds at that time.

Because the consolidated entity has no current intention to dispose of any subsidiaries within the Group, a deferred tax liability has not been recognised in relation to investments within the tax-consolidated group. Furthermore, temporary differences that might arise on disposal of the entities in the tax-consolidated group cannot be reliably measured because of their inherent uncertainties surrounding the nature of any future disposal that might occur.

## 3.11 Cash and cash equivalents

Cash comprises cash on hand and demand deposits. Cash equivalents are short-term, highly liquid investments that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value and have a maturity of three months or less at the date of acquisition.

## 3.12 Furniture, equipment and leasehold improvements

Furniture, equipment and leasehold improvements are stated at cost less accumulated depreciation and accumulated impairment losses. Depreciation on furniture and equipment is recognised so as to write off the cost or valuation of the assets less their residual values over their useful lives using the straight-line method. Leasehold improvements are depreciated over the period of the lease or estimated useful life, whichever is the shorter, using the straight-line method. The estimated useful lives, residual values and depreciation method are reviewed at the end of each annual reporting period, with the effect of any changes recognised on a prospective basis.

### 3. Significant Accounting Policies (cont.)

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

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

Computer hardware and equipment	2 – 8 years
Office furniture and equipment	1 – 15 years
Leasehold improvements	3 – 6 years

#### 3.13 Intangible assets

##### Intangible assets acquired separately

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

##### Internally-generated intangible assets – research and development expenditure

Expenditure on research activities is recognised as an expense in the period in which it is incurred.

An internally-generated intangible asset arising from development (or from the development phase of an internal project) is recognised if, and only if, all of the following have been demonstrated:

- the technical feasibility of completing the intangible asset so that it will be available for use or sale;
- the intention to complete the intangible asset and use or sell it;
- the ability to use or sell the intangible asset;
- how the intangible asset will generate probable future economic benefits;
- the availability of adequate technical, financial and other resources to complete the development and to use or sell the intangible asset; and
- the ability to measure reliably the expenditure attributable to the intangible asset during its development.

The amount initially recognised for internally-generated intangible assets is the sum of the expenditure incurred from the date when the intangible asset first meets the recognition criteria listed above. Where no internally-generated intangible asset can be recognised, development expenditure is recognised in profit or loss in the period in which it is incurred. Subsequent to initial recognition, internally-generated intangible assets are reported at cost less accumulated amortisation and accumulated impairment losses, on the same basis as intangible assets that are acquired separately.

##### Intangible assets acquired in a business combination

Intangible assets acquired in a business combination and recognised separately from goodwill are initially recognised at their fair value at the acquisition date (which is regarded as their cost). Subsequent to initial recognition, intangible assets acquired in a business combination are reported at cost less accumulated amortisation (if finite life intangible) and accumulated impairment losses, on the same basis as intangible assets that are acquired separately.

##### Management rights

Management rights relating to the EquitySuper Master Trust business are carried at cost as a non-current intangible asset. The asset has an indefinite useful life and is accordingly not amortised but is subject to an ongoing impairment test (refer note 3.14). Management rights relating to the Freedom of Choice, Equity Superannuation Management, Holdfast Fund Services and Aged Care businesses are recorded at cost less accumulated amortisation and accumulated impairment. Amortisation is charged on a straight-line basis over their estimated useful lives. The estimated useful life and amortisation method is reviewed at the end of each annual reporting period, with any changes in these accounting estimates being accounted for on a prospective basis.

##### Derecognition of intangible assets

An intangible asset is derecognised on disposal, or when no future economic benefits are expected from use or disposal. Gains or losses arising from derecognition of an intangible asset, measured as the difference between the net disposal proceeds and the carrying amount of the asset are recognised in profit or loss when the asset is derecognised.

##### Useful lives of finite life intangible assets

The following useful lives are used in the calculation of amortisation expense:

Software	2 – 10 years
Management rights	5 – 12 years
Makegood asset	5 years



## 3.14 Impairment of tangible and intangible assets other than goodwill

At each reporting date, the Group reviews the carrying amounts of its tangible and intangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where it is not possible to estimate the recoverable amount of an individual asset, the Group estimates the recoverable amount of the cash-generating unit to which the asset belongs. Where a reasonable and consistent basis of allocation can be identified, corporate assets are also allocated to individual cash-generating units, or otherwise they are allocated to the smallest group of cash-generating units for which a reasonable and consistent allocation basis can be identified.

Intangible assets with indefinite useful lives and intangible assets not yet available for use are tested for impairment annually and whenever there is an indication that the asset may be impaired. Recoverable amount is the higher of fair value less costs to sell and value in use. 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 for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset (or cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (or cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised immediately in profit or loss, unless the relevant asset is carried at revalued amount, in which case the impairment loss is treated as a revaluation decrease.

Where an impairment loss subsequently reverses, the carrying amount of the asset (or cash-generating unit) is increased to the revised estimate of its recoverable amount, but only to the extent that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (or cash-generating unit) in prior years. A reversal of an impairment loss is recognised immediately in profit or loss, unless the relevant asset is carried at fair value, in which case the reversal of the impairment loss is treated as a revaluation increase.

## 3.15 Provisions

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

The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at reporting date, taking into account the risks and uncertainties surrounding the obligation. Where a provision is measured using the cashflows estimated to settle the present obligation, its carrying amount is the present value of those cashflows (where the effect of the time value of money is material). When some or all of the economic benefits required to settle a provision are expected to be recovered from a third party, the receivable is recognised as an asset if it is virtually certain that reimbursement will be received and the amount of the receivable can be measured reliably.

## 3.16 Financial instruments

Financial assets and financial liabilities are recognised when a group entity becomes a party to the contractual provisions of the instrument. Financial assets and financial liabilities are initially measured at fair value. Transaction costs that are directly attributable to the acquisition or issue of financial assets and financial liabilities (other than financial assets and financial liabilities at fair value through profit or loss) are added to or deducted from the fair value of the financial assets or financial liabilities, as appropriate, on initial recognition. Transaction costs directly attributable to the acquisition of financial assets or financial liabilities at fair value through profit or loss are recognised immediately in profit or loss.

## 3.17 Financial assets

Financial assets are classified into the following specified categories: financial assets 'at fair value through profit or loss', 'held-to-maturity' investments, 'available-for-sale' financial assets and 'loans and receivables'. The classification depends on the nature and purpose of the financial assets and is determined at the time of initial recognition. The Group does not have any financial assets classified as at 'fair value through profit or loss' or 'held-to-maturity'. All regular way purchases or sales of financial assets are recognised and derecognised on a trade date basis. Regular way purchases or sales are purchases or sales of financial assets that require delivery of assets within the time frame established by regulation or convention in the marketplace.

## Effective interest method

The effective interest method is a method of calculating the amortised cost of a debt instrument and of allocating interest income over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash receipts (including all fees on points paid or received that form an integral part of the effective interest rate, transaction costs and other premiums or discounts) through the expected life of the debt instrument, or (where appropriate) a shorter period, to the net carrying amount on initial recognition. Income is recognised on an effective interest basis for debt instruments other than those financial assets classified as at fair value through profit or loss.

### 3. Significant Accounting Policies (cont.)

#### Available-for-sale financial assets

Australian listed shares, and investments in managed investment schemes held by the Group are classified as being available-for-sale and are stated at fair value. Fair value is determined in the manner described in *note 39*. Gains and losses arising from changes in fair value are recognised in other comprehensive income and accumulated in the investments revaluation reserve, with the exception of impairment losses, interest calculated using the effective interest method, and foreign exchange gains and losses on monetary assets, which are recognised in profit or loss. Where the investment is disposed of or is determined to be impaired, the cumulative gain or loss previously accumulated in the investments revaluation reserve is reclassified to profit or loss. Dividends on available-for-sale equity instruments are recognised in profit and loss when the Group's right to receive payments is established.

#### Loans and receivables

Trade receivables, loans, and other receivables that have fixed or determinable payments that are not quoted in an active market are classified as 'loans and receivables'. Loans and receivables are measured at amortised cost using the effective interest method less impairment. Interest is recognised by applying the effective interest rate, except for short-term receivables when the recognition of interest would be immaterial.

#### Impairment of financial assets

Financial assets, other than those at fair value through profit or loss, are assessed for indicators of impairment at each reporting period. Financial assets are considered to be impaired when there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial asset, the estimated future cash flows of the investment have been affected.

For equity instruments, including listed or unlisted shares, objective evidence of impairment includes information about significant changes with an adverse effect that have taken place in the technological, investment market, economic or legal environment in which the issuer operates, and indicates that the cost of the investment in the equity instrument may not be recovered. A significant or prolonged decline in the fair value of the security below its cost is considered to be objective evidence of impairment for unlisted shares classified as available-for-sale.

For all other financial assets objective evidence of impairment could include:

- significant financial difficulty of the issuer or counterparty; or
- default or delinquency in interest or principal payments; or
- it becoming probable that the borrower will enter bankruptcy or financial re-organisation; or
- the disappearance of an active market for that financial asset because of financial difficulties.

For financial assets carried at amortised cost, the amount of the impairment is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the financial asset's original effective interest rate.

For financial assets carried at cost, the amount of the impairment loss is measured as the difference between the asset's carrying amount and the present value of the estimated future cash flows discounted at the current market rate of return for a similar financial asset. Such impairment loss will not be reversed in subsequent periods.

The carrying amount of the financial asset is reduced by the impairment loss directly for all financial assets with the exception of trade receivables where the carrying amount is reduced through the use of an allowance account. When a trade receivable is uncollectible, it is written off against the allowance account. Subsequent recoveries of amounts previously written off are credited against the allowance account. Changes in the carrying amount of the allowance account are recognised in profit or loss.

When an available-for-sale financial asset is considered to be impaired, cumulative gains or losses previously recognised in other comprehensive income are reclassified to profit or loss in the period. With the exception of available-for-sale equity instruments, if, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed through profit or loss to the extent the carrying amount of the investment at the date the impairment is reversed does not exceed what the amortised cost would have been had the impairment not been recognised. In respect of available-for-sale equity instruments, impairment losses previously recognised in profit or loss are not reversed through profit or loss. Any increase in fair value subsequent to an impairment loss is recognised in other comprehensive income and accumulated in the investment revaluation reserve.

## Derecognition of financial assets

The Group derecognises a financial asset only when the contractual rights to the cash flows from the asset expire, or when it transfers the financial asset and substantially all the risks and rewards of ownership of the asset to another entity. If the Group neither transfers nor retains substantially all the risks and rewards of ownership and continues to control the transferred asset, the Group recognises its retained interest in the asset and an associated liability for amounts it may have to pay. If the Group retains substantially all the risks and rewards of ownership of a transferred financial asset, the Group continues to recognise the financial asset and also recognises a collateralised borrowing for the proceeds received.

On derecognition of a financial asset in its entirety, the difference between the asset's carrying amount and the sum of the consideration received and receivable and the cumulative gain or loss that had been recognised in other comprehensive income and accumulated in equity is recognised in profit or loss.

On derecognition of a financial asset other than in its entirety (e.g. when the Group retains an option to repurchase part of a transferred asset or retains a residual interest that does not result in the retention of substantially all the risks and rewards of ownership and the Group retains control), the Group allocates the previous carrying amount of the financial asset between the part it continues to recognise under continuing involvement, and the part it no longer recognises on the basis of the relative fair values of those parts on the date of the transfer. The difference between the carrying amount allocated to the part that is no longer recognised and the sum of the consideration received for the part no longer recognised and any cumulative gain or loss allocated to it that had been recognised in other comprehensive income is recognised in profit or loss. A cumulative gain or loss that had been recognised in other comprehensive income is allocated between the part that continues to be recognised and the part that is no longer recognised on the basis of the relative fair values of those parts.

## 3.18 Financial liabilities and equity instruments

### Classification as debt or equity

Debt and equity instruments are classified as either liabilities or as equity in accordance with the substance of the contractual arrangement.

### Equity instruments

An equity instrument is any contract that evidences a residual interest in the assets of an entity after deducting all of its liabilities. Equity instruments issued by the Group are recorded at the proceeds received, net of direct issue costs. Repurchase of the Company's own equity instruments is recognised and deducted directly in equity. No gain or loss is recognised in profit or loss on the purchase, sale, issue or cancellation of the Company's own equity instruments.

## Financial guarantee contract liabilities

A financial guarantee contract is a contract that requires the issuer to make specified payments to reimburse the holder for a loss it incurs because a specified debtor fails to make payments when due in accordance with the terms of a debt instrument.

Financial guarantee contract liabilities are measured initially at their fair values and, if not designated at fair value through the profit and loss, are subsequently at the higher of:

- the amount of the obligation under the contract, as determined under AASB 137 'Provisions, Contingent Liabilities and Contingent Assets'; and
- the amount initially recognised less, where appropriate, cumulative amortisation in accordance with AASB 118 Revenue.

## Other financial liabilities

The financial liabilities of the Group are classified as other financial liabilities. There are no financial liabilities classified as fair value through the profit and loss. Other financial liabilities are initially measured at fair value, net of transaction costs. Other financial liabilities are subsequently measured at amortised cost using the effective interest method, with interest expense recognised on an effective yield basis. The effective interest method is a method of calculating the amortised cost of a financial liability and of allocating interest expense over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash payments through the expected life of the financial liability, or, where appropriate, a shorter period, to the net carrying amount on initial recognition.

## Derecognition of financial liabilities

The Group derecognises financial liabilities when, and only when, the Group's obligations are discharged, cancelled or they expire. The difference between the carrying amount of the financial liability derecognised and the consideration paid and payable is recognised in profit or loss.

## 3.19 Goods and Services Tax

Revenues, expenses and assets are recognised net of the amount of Goods and Services Tax (GST), except:

- where the amount of GST incurred is not recoverable from the taxation authority, it is recognised as part of the cost of acquisition of an asset or as part of an item of expense; or
- for receivables and payables which are recognised inclusive of GST.

The net amount of GST recoverable from, or payable to, the taxation authority is included as part of receivables or payables. Cash flows are included in the cash flow statement on a gross basis. The GST component of cash flows arising from investing and financing activities which is recoverable from, or payable to, the taxation authority is classified as operating cash flows.



## 4. Critical Accounting Judgements and Key Sources of Estimation Uncertainty

In the application of the Group's accounting policies, which are described in note 3, the directors are required to make judgments, estimates, and assumptions about carrying values of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered relevant. Actual results may differ from these estimates.

The 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 if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

The following are the critical judgements and key sources of estimation uncertainty used in the preparation of the financial statements that have a significant impact on the amounts recognised in the consolidated financial statements.

### Employee entitlements

Judgement is applied in determining the following key assumptions used in the calculation of long service leave at balance date:

- future increases in wages and salaries;
- future increases in on-costs; and
- experience of employee departures and probability of period of service being achieved.

### Impairment of goodwill and indefinite life management rights

Determining whether goodwill or the indefinite life management rights are impaired requires an estimation of the value in use of the cash-generating units to which goodwill and the indefinite life management rights have been allocated. The value in use calculation requires the entity to estimate the future cash flows expected to arise from the cash-generating unit and an appropriate discount rate in order to calculate present value.

At 30 June 2014 the carrying amount of goodwill is \$9,507,853 and \$28,863,094 for the management rights (2013: \$9,507,853 goodwill and \$29,060,124 management rights). No impairment has been identified (30 June 2013: nil).

### Intangible assets

The useful lives of intangible assets are reviewed annually. Any reassessment of useful lives in a particular year will affect the amortisation expense (either increasing or decreasing) through to the end of the reassessed useful life for both the current and future years.

### Recoverability of internally generated intangible assets

At 30 June 2014, the directors reviewed the status of the Group's internally generated intangible assets arising from development of in-house software, which is included in the consolidated statement of financial position at 30 June 2014 \$1,283,431 (30 June 2013: \$1,293,893). The projects are progressing well, the developments are technically feasible to complete, there is adequate resourcing to complete and there is the intention and ability to use the completed software. A number of the projects as at 30 June 2014 have been successfully completed and are now being amortised.

### Useful lives of furniture, equipment and leasehold improvements

As described in note 3.12, the Group reviews the estimated useful lives of furniture and equipment and leasehold improvements at the end of each annual reporting period. During this financial year, the directors have not determined any changes should be made to the useful lives of furniture and equipment and leasehold improvements.

### Provisions

As referred to in note 3.15, the amounts included in provisions represents the directors' best estimate of the future outflow of economic benefits that will be required to settle identified outstanding issues.

## 5. Discontinued Operations

The Group did not have any discontinued operations (2013: nil).

## 6. Revenue

	Consolidated		Company	
	2014 \$	2013 \$	2014 \$	2013 \$
The following is an analysis of the Group's revenue for the year:				
Revenue from service activities	52,584,757	46,271,766	36,025,775	31,963,935
Interest revenue:				
– Bank deposits	1,137,430	276,471	1,116,812	254,285
– Investments	144,990	57,116	144,990	57,116
Dividends from non-related companies	253,736	123,878	253,736	123,878
Dividends from wholly owned companies	-	-	5,000,000	3,000,000
Gain on sale of available-for-sale investments	813,686	692,563	813,686	692,563
Service charges	-	-	4,075,000	-
Other revenue	-	60,000	-	-
	2,349,842	1,210,028	11,404,224	4,127,842
<b>Total revenue</b>	<b>54,934,599</b>	<b>47,481,794</b>	<b>47,429,999</b>	<b>36,091,777</b>
The following is an analysis of investment revenue earned on financial assets by category of asset:				
Available-for-sale financial assets	1,067,422	816,441	1,067,422	816,441
Loans and receivables (including cash and bank balances)	1,282,420	333,587	1,261,802	311,401
<b>Total investment income for financial assets not designated as at fair value through the profit and loss</b>	<b>2,349,842</b>	<b>1,150,028</b>	<b>2,329,224</b>	<b>1,127,842</b>

## 7. Finance Cost

Neither the Group nor the Company have any borrowings. The finance cost for the year is nil (2013: nil).

## 8. Profit for the Year

There is no profit or loss attributable to non controlling interests (2013: \$nil).

	Consolidated		Company	
	2014 \$	2013 \$	2014 \$	2013 \$
Profit for the year has been arrived at after crediting/(charging) the following gains and (losses):				
Gain from disposal of available-for-sale investments	813,686	692,563	813,686	692,563
Gain/(loss) on disposal of property, plant and equipment	(2,005)	(5,706)	(2,005)	-
	<b>811,681</b>	<b>686,857</b>	<b>811,681</b>	<b>692,563</b>
Profit for the year includes the following expenses:				
<b>Depreciation and amortisation:</b>				
Depreciation of non-current assets	548,146	425,077	517,075	386,867
Amortisation of non-current assets	792,398	701,225	737,036	635,939
	1,340,544	1,126,302	1,254,111	1,022,806
Amortisation of management rights	197,030	238,765	-	-
Reversal of impairment of financial instrument	-	(44,617)	-	(44,617)
	1,537,574	1,320,450	1,254,111	978,189
<b>Operating lease rental expenses:</b>				
Minimum lease payments	1,453,139	1,383,092	1,166,554	932,212
<b>Employee benefit expense:</b>				
Post employment benefits:				
– Superannuation contributions	1,746,463	1,651,951	1,567,099	1,117,682
Share-based payments:				
– Equity-settled share-based payments	577,671	517,326	577,671	517,326
Other employee benefits	24,539,601	21,815,572	21,665,021	16,603,942
	<b>26,863,735</b>	<b>23,984,849</b>	<b>23,809,791</b>	<b>18,238,950</b>

## 9. Income Taxes

	Consolidated		Company	
	2014 \$	2013 \$	2014 \$	2013 \$
<b>Income tax expense comprises:</b>				
Current income tax expense	3,966,752	3,549,767	1,852,290	1,994,742
Prior year tax adjustments recognised in the current year	(400,699)	(20,638)	(396,310)	(19,524)
Deferred tax expense relating to the origination and reversal of temporary differences	68,273	111,108	107,576	173,363
Deferred tax reclassified from equity to profit or loss	58,658	205,724	58,658	205,724
<b>Total income tax expense</b>	<b>3,692,984</b>	<b>3,845,961</b>	<b>1,622,214</b>	<b>2,354,305</b>
The income tax expense for the year can be reconciled accounting profit as follows:				
Profit before tax from continuing operations	13,406,396	12,517,362	10,655,878	9,685,040
Income tax expense calculated at 30%	4,021,919	3,755,209	3,196,763	2,905,512
Non-deductible expenses	407,257	455,457	343,825	398,956
Non-assessable income	(313,866)	(310,802)	(1,500,437)	(897,374)
Franked dividends	(21,627)	(33,265)	(21,627)	(33,265)
	4,093,683	3,866,599	2,018,524	2,373,829
Prior year tax adjustments	(400,699)	(20,638)	(396,310)	(19,524)
	<b>3,692,984</b>	<b>3,845,961</b>	<b>1,622,214</b>	<b>2,354,305</b>

The tax rate used in the above 2014 and 2013 reconciliations is the corporate tax rate of 30% payable by Australian corporate entities on taxable profits under Australian tax law. There has been no change in the corporate tax rate when compared with the previous reporting period.

	Consolidated		Company	
	2014 \$	2013 \$	2014 \$	2013 \$
<b>Income tax expense/(credit) recognised directly in equity:</b>				
<b>Current tax:</b>				
Share issue expenses deductible over 5 years	(457,223)	(9,111)	(457,223)	(9,111)
<b>Deferred tax:</b>				
Arising on transactions with equity participants:				
Share issue expenses deductible over 5 years	(1,788,101)	5,046	(1,788,101)	5,046
Total income tax recognised directly in equity	(2,245,324)	(4,065)	(2,245,324)	(4,065)
<b>Income tax expense/(credit) recognised in other comprehensive income:</b>				
<b>Deferred tax:</b>				
(Increase)/decrease revaluation of available-for-sale investments	82,757	125,510	82,757	125,510
<b>Reclassification from equity to profit and loss:</b>				
Realised gain on sale of available-for-sale investments	(58,658)	(205,724)	(58,658)	(205,724)
	24,099	(80,214)	24,099	(80,214)
<b>Current tax liabilities:</b>				
Income tax payable	702,117	1,205,708	702,117	1,190,544
<b>Deferred tax balances are presented in the statement of financial position as follows:</b>				
Deferred tax asset	3,959,616	1,764,129	3,704,761	1,468,550
Deferred tax liability – investment revaluation	122,254	98,155	122,254	98,155

	Consolidated				
	Opening balance \$	Charged to income \$	Charged to equity \$	Other \$	Closing balance \$
<b>2014</b>					
<b>Gross deferred tax assets:</b>					
Provisions	1,875,570	58,134	-	-	1,933,704
Expenditure deductible over 5 years	65,230	473,577	1,788,101	-	2,326,908
Property, plant and equipment	161,719	(199,931)	-	-	(38,212)
Intangible assets	(338,390)	75,606	-	-	(262,784)
	<b>1,764,129</b>	<b>407,386</b>	<b>1,788,101</b>	<b>-</b>	<b>3,959,616</b>
<b>Gross deferred tax liabilities:</b>					
Available-for-sale investments	<b>(98,155)</b>	<b>58,658</b>	<b>(82,757)</b>	<b>-</b>	<b>(122,254)</b>
<b>2013</b>					
<b>Gross deferred tax assets:</b>					
Provisions	1,631,456	244,114	-	-	1,875,570
Expenditure deductible over 5 years	49,499	20,777	(5,046)	-	65,230
Property, plant and equipment	147,942	13,777	-	-	161,719
Intangible assets	(205,191)	(133,199)	-	-	(338,390)
	<b>1,623,706</b>	<b>145,469</b>	<b>(5,046)</b>	<b>-</b>	<b>1,764,129</b>
<b>Gross deferred tax liabilities:</b>					
Available-for-sale investments	<b>(185,796)</b>	<b>205,724</b>	<b>(125,510)</b>	<b>7,427</b>	<b>(98,155)</b>

## 9. Income Taxes (cont.)

	Company				
	Opening balance \$	Charged to income \$	Charged to equity \$	Other \$	Closing balance \$
<b>2014</b>					
<b>Gross deferred tax assets:</b>					
Provisions	1,657,022	91,971	-	-	1,748,993
Expenditure deductible over 5 years	65,230	473,577	1,788,101	-	2,326,908
Property, plant and equipment	84,438	(192,794)	-	-	(108,356)
Intangible assets	(338,140)	75,356	-	-	(262,784)
	<b>1,468,550</b>	<b>448,110</b>	<b>1,788,101</b>	<b>-</b>	<b>3,704,761</b>
<b>Gross deferred tax liabilities:</b>					
Available-for-sale investments	<b>(98,155)</b>	<b>58,658</b>	<b>(82,757)</b>	<b>-</b>	<b>(122,254)</b>
<b>2013</b>					
<b>Gross deferred tax assets:</b>					
Provisions	1,348,982	308,040	-	-	1,657,022
Expenditure deductible over 5 years	49,499	20,777	(5,046)	-	65,230
Property, plant and equipment	69,096	15,342	-	-	84,438
Intangible assets	(201,307)	(136,833)	-	-	(338,140)
	<b>1,266,270</b>	<b>207,326</b>	<b>(5,046)</b>	<b>-</b>	<b>1,468,550</b>
<b>Gross deferred tax liabilities:</b>					
Available-for-sale investments	<b>(185,796)</b>	<b>205,724</b>	<b>(125,510)</b>	<b>7,427</b>	<b>(98,155)</b>

The Group has no unrecognised deferred tax balances.

### Tax consolidation

For information regarding tax consolidation, tax funding and tax sharing arrangements refer to *note 3.10*.

## 10. Key Management Personnel Remuneration

	Consolidated		Company	
	2014 \$	2013 \$	2014 \$	2013 \$
The aggregate compensation made to key management personnel of the Company and the Group is set out below:				
Short-term employee benefits	3,362,012	3,435,525	3,362,012	3,394,729
Post employment benefits (Superannuation)	207,424	235,511	207,424	233,757
Other long-term benefits	42,474	8,534	42,474	12,090
Share awards	370,791	251,028	370,791	251,028
	<b>3,982,701</b>	<b>3,930,598</b>	<b>3,982,701</b>	<b>3,891,604</b>

Full details of the remuneration of key management personnel for the year ended 30 June 2014 are outlined in the *Directors' Report*.

The share awards of key management personnel for the year ended 30 June 2014 are outlined in the *Directors' Report*.

## 11. Auditor's Remuneration

	Consolidated		Company	
	2014 \$	2013 \$	2014 \$	2013 \$
<b>Auditor – Deloitte Touche Tohmatsu</b>				
<b>Corporate entities</b>				
<i>Audit &amp; Assurance Services</i>				
Audit and review of the consolidated financial statements	219,189	237,875	183,415	201,028
Audit services in accordance with regulatory requirements	70,820	72,944	49,457	50,941
	<b>290,009</b>	<b>310,819</b>	<b>232,872</b>	<b>251,969</b>
<i>Other services</i>				
Tax compliance services in respect of Group corporate entities	10,300	60,291	10,300	60,291
Other services	27,150	36,000	27,150	36,000
<b>Total remuneration for corporate entities</b>	<b>327,459</b>	<b>407,110</b>	<b>270,322</b>	<b>348,260</b>
<b>Managed funds and superannuation funds</b>				
<i>Audit &amp; Assurance Services</i>				
Audit and review of managed and superannuation funds	1,040,436	1,019,769	867,989	889,961
Audit services in accordance with regulatory requirements	391,403	342,975	257,803	291,525
Other assurance services	-	8,000	-	8,000
	<b>1,431,839</b>	<b>1,370,744</b>	<b>1,125,792</b>	<b>1,189,486</b>
<i>Other services</i>				
Taxation compliance services and review of constitutions, disclosure documents and tax returns for the Group's managed funds	490,117	602,043	420,233	584,558
Other services	76,250	-	76,250	-
<b>Total remuneration for managed funds and superannuation funds</b>	<b>1,998,206</b>	<b>1,972,787</b>	<b>1,622,275</b>	<b>1,774,044</b>

The 'Other services' amounts paid to Deloitte Touche Tohmatsu are in accordance with the Company's auditor independence policy as outlined in the *Corporate Governance Statement*.

The above fees for managed funds and superannuation funds were paid by the individual managed funds and superannuation funds.

## 12. Current Trade and Other Receivables

	Consolidated		Company	
	2014 \$	2013 \$	2014 \$	2013 \$
Trade receivables	3,443,209	3,574,608	3,401,317	3,294,580
Allowance for doubtful debts	(12,972)	(82,383)	(12,972)	(78,183)
Other	3,206,039	2,083,351	3,880,170	2,949,279
	<b>6,636,276</b>	<b>5,575,576</b>	<b>7,268,515</b>	<b>6,165,676</b>

The trade receivables disclosed above are classified as loans and receivables and are therefore measured at amortised cost.

The terms of payment for all trade receivables is 14 days from invoice date. All accounts receivable outstanding more than 30 days are monitored and actively managed. No interest is charged on the trade receivables. An allowance has been made for estimated irrecoverable amounts relating to outstanding trade receivables as determined by a specific review of outstanding accounts. Factors considered in this review include the nature of the debtor, the relationship with the debtor, length of time the debt has been outstanding and knowledge of the reason for the delay in payment.

## 12. Current Trade and Other Receivables (cont.)

Before accepting significant new clients the credit worthiness of these clients is assessed by either executive management or the Due Diligence Committee (DDC) depending on the type of client. Other new client credit worthiness is assessed by business managers as is appropriate to the size and nature of those clients and also whether the client has funds deposited with the Company/Group from which the Company/Group is permitted to withdraw payment of its fees.

Included within the Group's trade receivable balance are debtors with a carrying amount of \$372,283 (2013: \$783,446) which are past due at the reporting date but these have not been provided for as there has not been a significant change in credit quality and the amounts are considered recoverable. The Group does not hold any collateral over these balances.

Other receivables include corpus commission, dividends and interest receivable. These receivables are with Australian Securities Exchange listed companies, Australian banks, Australian managed investment schemes and client accounts administered by the Company. These amounts are all considered recoverable.

	Consolidated		Company	
	2014 \$	2013 \$	2014 \$	2013 \$
<b>Trade receivables ageing of past due but not impaired</b>				
Under 30 days	143,546	312,035	143,546	296,792
30 – 60 days	74,337	147,020	71,810	92,320
Over 60 days	154,400	324,391	152,442	174,849
	<b>372,283</b>	<b>783,446</b>	<b>367,798</b>	<b>563,961</b>

	Consolidated		Company	
	2014 \$	2013 \$	2014 \$	2013 \$
<b>Movement in the allowance for doubtful debts</b>				
Balance at beginning of the year	(82,383)	(46,354)	(78,183)	(46,354)
Impairment losses recognised on trade receivables	(27,977)	(114,295)	(23,217)	(77,716)
Amounts written off as uncollectible	2,173	41,837	2,173	41,837
Impairment losses reversed	95,215	36,429	86,255	4,050
<b>Balance at end of year</b>	<b>(12,972)</b>	<b>(82,383)</b>	<b>(12,972)</b>	<b>(78,183)</b>

In determining the recoverability of a trade receivable, the Group considers any change in the credit quality of the trade receivable from the date credit was initially granted up to the reporting date. The concentration of credit risk is limited due to the customer base being large and unrelated. Accordingly, the directors believe that there is no further credit provision required in excess of the allowance for doubtful debts.

## 13. Other Current Assets

	Consolidated		Company	
	2014 \$	2013 \$	2014 \$	2013 \$
Prepayments	1,088,351	759,189	1,080,851	652,909
Accrued income	2,039,755	1,681,957	1,590,372	1,508,232
	<b>3,128,106</b>	<b>2,441,146</b>	<b>2,671,223</b>	<b>2,161,141</b>



## 14. Non-Current Trade and Other Receivables

	Consolidated		Company	
	2014 \$	2013 \$	2014 \$	2013 \$
Corpus commission earned but not collected	108,186	108,186	108,186	108,186

## 15. Other Non-Current Financial Assets

	Consolidated		Company	
	2014 \$	2013 \$	2014 \$	2013 \$
<b>Investment in subsidiaries at cost:</b>				
Shares in subsidiaries	-	-	4,188,735	4,188,735
<b>Available-for-sale investments carried at fair value:</b>				
Australian equities and managed investments schemes	5,508,589	5,450,883	5,508,589	5,450,883
<b>Loans and receivables carried at amortised cost:</b>				
Intercompany loans	-	-	27,445,902	27,972,838
Term deposits	3,150,000	-	3,000,000	-
<b>Total</b>	<b>8,658,589</b>	<b>5,450,883</b>	<b>40,143,226</b>	<b>37,612,456</b>

The intercompany loans are non-interest bearing.

## 16. Furniture, Equipment and Leasehold

	Consolidated			
	Computer hardware & equipment at cost \$	Leasehold improvements at cost \$	Office furniture & equipment at cost \$	Total \$
<b>Gross carrying amount</b>				
<b>Balance at 1 July 2012</b>	1,888,605	959,749	681,362	3,529,716
Additions	525,204	303,195	137,933	966,332
Disposals	(33,184)	(29,921)	(1,943)	(65,048)
<b>Balance at 1 July 2013</b>	2,380,625	1,233,023	817,352	4,431,000
Additions	571,374	16,567	27,146	615,087
Disposals	(436,033)	(10,767)	-	(446,800)
<b>Balance at 30 June 2014</b>	2,515,966	1,238,823	844,498	4,599,287
<b>Accumulated depreciation/amortisation and impairment</b>				
<b>Balance at 1 July 2012</b>	1,254,446	896,487	468,800	2,619,733
Disposals	(32,429)	(25,345)	(2,255)	(60,029)
Depreciation expense	338,508	32,443	54,126	425,077
<b>Balance at 1 July 2013</b>	1,560,525	903,585	520,671	2,984,781
Disposals	(425,941)	(9,579)	-	(435,520)
Depreciation expense	387,671	91,976	68,499	548,146
<b>Balance at 30 June 2014</b>	1,522,255	985,982	589,170	3,097,407
<b>Net book value</b>				
As at 30 June 2013	820,100	329,438	296,681	1,446,219
<b>As at 30 June 2014</b>	<b>993,711</b>	<b>252,841</b>	<b>255,328</b>	<b>1,501,880</b>

## 16. Furniture, Equipment and Leasehold (cont.)

	Company			
	Computer hardware & equipment at cost \$	Leasehold improvements at cost \$	Office furniture & equipment at cost \$	Total \$
<b>Gross carrying amount</b>				
<b>Balance at 1 July 2012</b>	1,676,746	668,450	421,214	2,766,410
Additions	522,489	303,194	121,207	946,890
Disposals	(30,537)	(28,488)	-	(59,025)
<b>Balance at 1 July 2013</b>	2,168,698	943,156	542,421	3,654,275
Additions	571,374	11,937	27,146	610,457
Disposals	(256,530)	-	-	(256,530)
<b>Balance at 30 June 2014</b>	2,483,542	955,093	569,567	4,008,202
<b>Accumulated depreciation/amortisation and impairment</b>				
<b>Balance at 1 July 2012</b>	1,073,228	614,931	275,696	1,963,855
Disposals	(30,536)	(25,308)	-	(55,844)
Depreciation expense	323,212	28,567	35,088	386,867
<b>Balance at 1 July 2013</b>	1,365,904	618,190	310,784	2,294,878
Disposals	(247,255)	-	-	(247,255)
Depreciation expense	380,320	86,663	50,092	517,075
<b>Balance at 30 June 2014</b>	1,498,969	704,853	360,876	2,564,698
<b>Net book value</b>				
As at 30 June 2013	802,794	324,966	231,637	1,359,397
<b>As at 30 June 2014</b>	<b>984,573</b>	<b>250,240</b>	<b>208,691</b>	<b>1,443,504</b>

	Consolidated		Company	
	2014 \$	2013 \$	2014 \$	2013 \$
<b>Aggregate depreciation recognised as an expense during the year:</b>				
Computer hardware & equipment	387,671	338,508	380,320	323,212
Leasehold improvements	91,976	32,443	86,663	28,567
Office furniture and equipment	68,499	54,126	50,092	35,088
	<b>548,146</b>	<b>425,077</b>	<b>517,075</b>	<b>386,867</b>

No depreciation was capitalised.

Depreciation expense is included in the line item 'depreciation and amortisation expenses' of the statement of profit or loss.

## 17. Intangible Assets

	Consolidated			
	Computer software \$	Leasehold makegood \$	Management rights \$	Total \$
<b>Gross carrying amount</b>				
<b>Balance at 1 July 2012</b>	6,005,507	124,000	30,271,561	36,401,068
Additions	1,950,882	110,000	-	2,060,882
Disposals	(10)	-	-	(10)
<b>Balance at 1 July 2013</b>	7,956,379	234,000	30,271,561	38,461,940
Additions	3,462,925	-	-	3,462,925
Disposals	(1,788,399)	-	-	(1,788,399)
<b>Balance at 30 June 2014</b>	9,630,905	234,000	30,271,561	40,136,466
<b>Accumulated amortisation and impairment</b>				
<b>Balance at 1 July 2012</b>	2,262,540	102,839	972,672	3,338,051
Amortisation expense	695,935	5,290	238,765	939,990
Disposals	-	-	-	-
<b>Balance at 1 July 2013</b>	2,958,475	108,129	1,211,437	4,278,041
Amortisation expense	755,941	36,457	197,030	989,428
Disposals	(257,828)	-	-	(257,828)
<b>Balance at 30 June 2014</b>	3,456,588	144,586	1,408,467	5,009,641
<b>Net book value</b>				
As at 30 June 2013	4,997,904	125,871	29,060,124	34,183,899
<b>As at 30 June 2014</b>	<b>6,174,317</b>	<b>89,414</b>	<b>28,863,094</b>	<b>35,126,825</b>

	Company			
	Computer software \$	Leasehold makegood \$	Management rights \$	Total \$
<b>Gross carrying amount</b>				
<b>Balance at 1 July 2012</b>	5,677,151	-	-	5,677,151
Additions	1,950,882	110,000	-	2,060,882
Disposals	-	-	-	-
<b>Balance at 1 July 2013</b>	7,628,033	110,000	-	7,738,033
Additions	3,066,758	-	-	3,066,758
Disposals	(1,612,601)	-	-	(1,612,601)
<b>Balance at 30 June 2014</b>	9,082,190	110,000	-	9,192,190
<b>Accumulated amortisation and impairment</b>				
<b>Balance at 1 July 2012</b>	2,059,481	-	-	2,059,481
Amortisation expense	635,939	-	-	635,939
Disposals	-	-	-	-
<b>Balance at 1 July 2013</b>	2,695,420	-	-	2,695,420
Amortisation expense	705,869	31,167	-	737,036
Disposals	(81,852)	-	-	(81,852)
<b>Balance at 30 June 2014</b>	3,319,437	31,167	-	3,350,604
<b>Net book value</b>				
As at 30 June 2013	4,932,613	110,000	-	5,042,613
<b>As at 30 June 2014</b>	<b>5,762,753</b>	<b>78,833</b>	<b>-</b>	<b>5,841,586</b>

Amortisation expense is included in the line item 'depreciation and amortisation expenses' of the statement of profit or loss.

## 17. Intangible Assets (cont.)

### Significant intangible assets

The Group holds the following management rights. Management rights relating to the EquitySuper Master Trust superannuation business have an indefinite life and the other management rights have finite lives.

	Consolidated		Company	
	2014 \$	2013 \$	2014 \$	2013 \$
EquitySuper Master Trust	28,187,616	28,187,616	-	-
Freedom of Choice	418,215	503,656	-	-
Equity Superannuation Management Pty Limited	46,334	86,050	-	-
Holdfast Fund Services Pty Limited	-	30,379	-	-
Aged Care	210,929	252,423	-	-
	<b>28,863,094</b>	<b>29,060,124</b>	-	-

The indefinite life management rights (EquitySuper Master Trust) have been allocated for impairment testing purposes to the Trustee & Wealth Services (TWS) cash-generating unit. The carrying amount of the indefinite life management rights allocated to the TWS cash-generating unit is \$28,187,616 (2013: \$28,187,616).

Details of the TWS cash-generating unit, the value-in-use calculation of the recoverable amount and key assumptions are contained in *note 18*.

Management has reviewed the useful life of the indefinite life management rights and has determined that these management rights continue to have an indefinite life. In undertaking this review management has considered the economic, competitor and political environment in relation to the superannuation industry, the contractual rights and contractual relationships in relation to these management rights, and ability of the management rights to continue to have value into the foreseeable future.

## 18. Goodwill

	Consolidated		Company	
	2014 \$	2013 \$	2014 \$	2013 \$
Cost	9,507,853	9,507,853	-	-
Accumulated impairment losses	-	-	-	-
	9,507,853	9,507,853	-	-
Balance at beginning of the financial year	9,507,853	9,432,878	-	-
Amounts recognised during the year	-	74,975	-	-
<b>Balance at end of the financial year</b>	<b>9,507,853</b>	<b>9,507,853</b>	-	-

There are no accumulated impairment losses (2013: nil).

During the financial year the Group assessed the recoverable amount of goodwill and determined that no impairment had occurred (2013: nil).

**Allocation of goodwill to cash-generating units**

Goodwill has been allocated for impairment testing purposes to the following cash-generating units:

- Corporate Trustee Services (CTS) (previously called Corporate Fiduciary and Financial Services)
- Trustee & Wealth Services (TWS) (previously called Private Wealth Services)

The carrying amounts of goodwill allocated to CTS and TWS are significant in comparison with the total carrying amount of goodwill. The carrying amount of goodwill was allocated to the following cash-generating units.

	Consolidated	
	2014 \$	2013 \$
CTS	3,679,743	3,679,743
TWS	5,828,110	5,828,110
	<b>9,507,853</b>	<b>9,507,853</b>

**Corporate Trustee Services (CTS)**

The recoverable amount of the CTS operating segment is determined based on a value-in-use calculation which uses cash flow projections based on management's forecast covering a five year period, together with a terminal value based on a conservative rate of growth. These cashflows are discounted at 12.44% (2013: 12.19%). Management believes that any reasonable possible change in the key assumptions on which the recoverable amount is based would not cause the aggregate carrying amount to exceed the aggregate recoverable amount of the CTS operating segment.

The key assumptions used in the value-in-use calculations are the growth rate of funds under management, basis point fee levels, and expense growth rate.

**Trustee & Wealth Services (TWS)**

The recoverable amount of the TWS cash-generating unit is determined based on a value-in-use calculation which uses cash flow projections based on management's forecast covering a five year period, together with a terminal value based on a conservative rate of growth. These cashflows are discounted at 12.44% (2013: 12.19%). Management believes that any reasonable possible change in the key assumptions on which the recoverable amount is based would not cause the aggregate carrying amount to exceed the aggregate recoverable amount of the TWS cash-generating unit.

The key assumptions used in the value-in-use calculations are the growth in rate of funds under management and growth in ongoing services revenue, growth in one-off advisory services and expense growth rate.

**19. Current Trade and Other Payables**

	Consolidated		Company	
	2014 \$	2013 \$	2014 \$	2013 \$
Trade payables	634,817	303,275	630,939	269,178
Goods and Services Tax payable	311,621	277,956	102,687	155,223
Other	211,386	210,634	199,504	107,153
	<b>1,157,824</b>	<b>791,865</b>	<b>933,130</b>	<b>531,554</b>

The Group's policy regarding trade payables is to pay all invoices by the due date. No interest charges have been incurred on trade payables.

## 20. Current Provisions

Consolidated			
	Employee benefits (note 24) \$	Other \$	Total \$
Balance at 1 July 2013	3,304,603	464,251	3,768,854
Additional provisions recognised	-	1,802,310	1,802,310
Decrease arising from payments	-	(444,776)	(444,776)
Decrease arising from re-measurement or settlement without cost	-	(19,476)	(19,476)
Other movements	(148,440)	-	(148,440)
<b>Balance at 30 June 2014</b>	<b>3,156,163</b>	<b>1,802,309</b>	<b>4,958,472</b>

Company			
	Employee benefits (note 24) \$	Other \$	Total \$
Balance at 1 July 2013	2,961,597	461,651	3,423,248
Additional provisions recognised	-	1,745,166	1,745,166
Decrease arising from payments	-	(442,176)	(442,176)
Decrease arising from re-measurement or settlement without cost	-	(19,476)	(19,476)
Other movements	(144,750)	-	(144,750)
<b>Balance at 30 June 2014</b>	<b>2,816,847</b>	<b>1,745,165</b>	<b>4,562,012</b>

Other provisions includes the directors' best estimate of amounts required to meet fringe benefit tax and other trade payment obligations that are owing.

## 21. Other Current Liabilities

	Consolidated		Company	
At amortised cost:	2014 \$	2013 \$	2014 \$	2013 \$
Corpus commission collected but not earned	-	24,738	-	24,738
Other	135,318	35,953	119,243	30,732
	135,318	60,691	119,243	55,470

## 22. Non-Current Provisions

Consolidated			
	Makegood \$	Employee benefits (note 24) \$	Total \$
Balance at 1 July 2013	236,500	1,233,996	1,470,496
Additional provision recognised	-	-	-
Other movements	-	(71,364)	(71,364)
<b>Balance at 30 June 2014</b>	<b>236,500</b>	<b>1,162,632</b>	<b>1,399,132</b>

Company			
	Makegood \$	Employee benefits (note 24) \$	Total \$
Balance at 1 July 2013	110,000	943,319	1,053,319
Additional provision recognised	-	-	-
Other movements	-	1,082	1,082
<b>Balance at 30 June 2014</b>	<b>110,000</b>	<b>944,401</b>	<b>1,054,401</b>

The makegood provision represents the present value of the directors' best estimate of the future outflow of economic benefits that will be required to settle the Group's obligations to makegood its leased premises at the end of the leases.

## 23. Other Non-Current Liabilities

Consolidated		Company	
	2014 \$	2013 \$	2014 \$
Amounts owing to controlled entity	-	-	100,010
Lease related liabilities	255,549	349,061	255,549
Corpus commission collected but not earned	34,995	34,995	34,995
	<b>290,544</b>	<b>384,056</b>	<b>390,554</b>
			<b>484,066</b>

## 24. Employee Benefits

Consolidated		Company	
The aggregate employee benefits liability recognised and included in the financial statements is as follows:	2014 \$	2013 \$	2014 \$
Provision for employee benefits:			
Current (note 20)			
– Annual leave	1,336,446	1,111,348	1,094,410
– Long service leave	97,881	68,406	73,816
– Bonus	1,518,921	2,070,629	1,445,706
– Directors' retiring allowance	202,915	54,220	202,915
	3,156,163	3,304,603	2,816,847
Non-current (note 22)			
– Long service leave	1,162,632	1,095,856	944,401
– Directors' retiring allowance	-	138,140	-
	1,162,632	1,233,996	944,401
	<b>4,318,795</b>	<b>4,538,599</b>	<b>3,761,248</b>
			<b>3,904,916</b>

The above employee benefit provisions are the directors' best estimate of the future outflow of economic benefits that will be required to settle these future payment obligations.



## 25. Issued Capital

	Consolidated		Company	
	2014 \$	2013 \$	2014 \$	2013 \$
19,104,667 fully paid ordinary shares (2013: 9,049,621)	216,116,476	49,601,432	216,116,476	49,601,432

Changes to the then Corporations Law abolished the authorised capital and par value concept in relation to share capital from 1 July 1998. Therefore, the Company does not have a limited amount of authorised capital and issued shares do not have a par value.

	2014		2013	
	No.	\$	No.	\$
<b>Fully paid ordinary shares</b>				
Balance at beginning of financial year	9,049,621	49,601,432	8,907,676	47,481,389
Shares issued under employee share scheme	11,180	169,936	13,770	176,256
Shares issued under executive share scheme	11,346	161,680	-	-
Shares issued under employee salary sacrifice	2,346	44,369	2,881	39,865
Shares issued under share placement	174,150	2,979,707	-	-
Shares issued for ANZ Trustees acquisition	9,411,271	159,991,607	-	-
Shares issued for The Trust Company shares	318,909	6,072,620	-	-
Shares issued under Dividend Reinvestment Plan (DRP)	125,844	2,334,221	125,294	1,913,406
Share issue costs net of tax	-	(5,239,096)	-	(9,484)
<b>Balance at end of financial year</b>	<b>19,104,667</b>	<b>216,116,476</b>	<b>9,049,621</b>	<b>49,601,432</b>

Fully paid ordinary shares carry one vote per share and carry the right to dividends.

### Share Awards

In accordance with the provisions of the Equity Trustees Limited Executive Performance Share Plan 1999 (the Plan), as at 30 June 2014, eligible executives have share entitlements over 147,928 ordinary shares (2013: 126,480), in aggregate. Further details of the Plan are contained in the *Remuneration Report* within the *Directors' Report*.

## 26. Other Reserves

	Consolidated		Company	
	2014 \$	2013 \$	2014 \$	2013 \$
Employee equity-settled benefits reserve	1,348,909	1,147,222	1,348,909	1,147,222

The movements in the above reserve account is shown in the statement of changes in equity.

### Employee equity-settled benefits reserve

The employee equity-settled benefits reserve arises on the granting of share entitlements to eligible employees under the Equity Trustees Limited Executive Performance Share Plan 1999 (the Plan) (refer *Directors' Report*) and on the provision for shares to be issued to staff under the Employee Share Acquisition Plan (ESAP). The ESAP is in place to allow eligible employees to participate in share allotments as approved by the Board on an on-going basis as deemed appropriate. There is \$184,000 provided for ESAP in 2014 (2013: \$177,000).

## 27. Investment Revaluation Reserve

The movement in the investment revaluation reserve account is shown in the *Statement of Changes in Equity*.

The investment revaluation reserve arises on the revaluation of investment financial assets that are accounted for as available-for-sale (refer note 3.17). Where a revalued asset is sold, that part of the revaluation reserve that relates to the sold asset is transferred to the income statement and where a revalued asset is impaired, the portion of the reserve which exceeds the fair value of the impaired asset is transferred to the statement of profit or loss.

## 28. Earnings Per Share

Earnings per share	Consolidated	
	2014 Cents per share	2013 Cents per share
Basic earnings per share	88.64	87.58
Diluted earnings per share	87.51	86.54

Basic earnings per share		Consolidated	
The earnings and weighted average number of ordinary shares used in the calculation of basic earnings per share are as follows:		2014 \$	2013 \$
Earnings		9,713,412	8,671,401
		2014 No.	2013 No.
Weighted average number of ordinary shares for the purposes of basic earnings per share		10,958,664	9,900,681

Diluted earnings per share		Consolidated	
The earnings and weighted average number of ordinary shares used in the calculation of diluted earnings per share are as follows:		2014 \$	2013 \$
Earnings		9,713,412	8,671,401
		2014 No.	2013 No.
Weighted average number of ordinary shares for the purposes of diluted earnings per share		11,100,294	10,020,650

The weighted average number of shares for the basic and diluted earnings per share for 2013 have been adjusted for the rights issue during the 2014 year.

There were no discontinued operations (2013: nil).

		Consolidated	
The weighted average number of ordinary shares for the purposes of diluted earnings per share reconciles to the weighted average number of ordinary shares used in the calculation of basic earnings per share as follows:		2014 No.	2013 No.
Weighted average number of ordinary shares used in the calculation of basic earnings per share		10,958,664	9,900,681
Shares deemed to be issued for no consideration in respect of employee share entitlements		141,630	119,969
Weighted average number of ordinary shares used in the calculation of diluted earnings per share		11,100,294	10,020,650

There have been no changes in accounting policies that have had an impact on earnings per share.

## 29. Dividends

	2014		2013	
	Cents per share	\$	Cents per share	\$
<b>Recognised amounts</b>				
<i>Fully paid ordinary shares</i>				
Interim dividend: Fully franked (Prior year: Fully franked)	46	4,442,641	42	3,768,743
Final dividend: Fully franked (Prior year: Fully franked)	50	4,534,808	45	4,015,085
		<b>8,977,449</b>		<b>7,783,828</b>
<b>Unrecognised amounts</b>				
<i>Fully paid ordinary shares</i>				
Final dividend: Fully franked (Prior year: Fully franked)	48	9,190,937	50	4,534,808

## 29. Dividends (cont.)

	Company	
	2014 \$	2013 \$
Franking account balance at 1 July	7,268,710	7,232,745
Tax paid	4,139,798	3,324,370
Franking credits received	62,488	47,521
Franking credits attached to interim and final dividends	(3,847,478)	(3,335,926)
<b>Franking account balance at 30 June</b>	<b>7,623,518</b>	<b>7,268,710</b>
Franking credits that will arise from income tax payable at reporting date	1,162,791	897,181
Franking credits that will arise from receipt of dividends recognised as receivables at reporting date	639	2,880
Franking credits to be attached to dividends declared but not recognised	(3,938,973)	(1,939,308)
<b>Adjusted franking account balance</b>	<b>4,847,975</b>	<b>6,229,463</b>

## 30. Commitments for Expenditure

	Consolidated		Company	
	2014 \$	2013 \$	2014 \$	2013 \$
<b>Capital expenditure commitments</b>				
<b>Intangible Assets</b>				
Not longer than 1 year	-	60,000	-	60,000
<b>Plant and equipment</b>				
Not longer than 1 year	68,500	230,000	68,500	230,000

### Operating lease commitments

The Group has operating leases relating to leases of office premises with lease terms of between 18 months and six years. Apart from the 18 month lease, the leases are subject to annual rent reviews.

The Group has a number of printer leases with expiry dates occurring in 2015 to 2016. These leases have minimum monthly lease payments and additional charges if usage exceeds a set number of monthly prints.

	Consolidated		Company	
	2014 \$	2013 \$	2014 \$	2013 \$
<b>Non-cancellable operating lease payments</b>				
Not longer than 1 year	1,964,477	1,535,187	1,568,443	1,121,721
Longer than 1 year and not longer than 5 years	1,513,943	2,842,698	1,127,901	2,054,561
	<b>3,478,420</b>	<b>4,377,885</b>	<b>2,696,344</b>	<b>3,176,282</b>

In respect of non-cancellable operating leases the following liabilities have been recognised:

	Consolidated		Company	
	2014 \$	2013 \$	2014 \$	2013 \$
<b>Lease incentives</b>				
Current	138,888	129,255	138,888	129,255
Non-current	114,209	219,806	114,209	219,806
	<b>253,097</b>	<b>349,061</b>	<b>253,097</b>	<b>349,061</b>

The Group has no onerous lease contracts.

There are no non-cancellable operating sub-leases (2013: no non-cancellable operating sub-lease).

### 31. Contingent Liabilities and Assets

Contingent liabilities exist in respect of certain trust and estate accounts that are overdrawn, however, these contingent liabilities are mitigated by the assets held by these trust and estate accounts which are considered ample to cover any contingent liability. This position is unchanged from 30 June 2014.

Apart from the above there are no other contingent liabilities (2013: Success-based fee of \$1,500,000, less retainers fees paid up until a successful transaction, payable to the Company's financial adviser, Lion Capital in relation to the proposed acquisition of The Trust Company.)

There are no contingent assets (2013: nil).

### 32. Subsidiaries

Name of entity	Principal activity	Place of incorporation and operation	Proportion of ownership interest and voting power held by the Group	
			2014	2013
<b>Parent entity</b>				
Equity Trustees Limited	Financial services	Australia		
<b>Subsidiaries</b>				
Equity Investment Management Limited	Superannuation administration	Australia	100%	100%
Equity Trustees Superannuation Limited	Superannuation trustee services	Australia	100%	100%
EQT Aged Care Services Pty Ltd	Aged care advice & placement	Australia	100%	100%
<b>Non-trading subsidiaries</b>				
Equity Nominees Limited	Non-trading	Australia	100%	100%
Equity Superannuation Management Pty Limited	Non-trading	Australia	100%	100%
Equity Superannuation Administration Pty Limited	Non-trading	Australia	100%	100%
Super.com Pty Limited	Non-trading	Australia	100%	100%
Super.com.au Pty Limited	Non-trading	Australia	100%	100%
Holdfast Fund Services Pty Limited	Non-trading	Australia	100%	100%
Apex Super Limited	Non-trading	Australia	100%	100%
Simple Wrap Pty Ltd	Non-trading	Australia	100%	100%

Equity Trustees Limited is the head entity within the tax-consolidated group.

All the above subsidiaries are members of the tax-consolidated group.

Information about the composition of the group at the end of the reporting period is as follows:

Principal activity	Place of incorporation and operation	Number of wholly-owned subsidiaries	
		2014	2013
Superannuation administration	Australia	1	1
Superannuation trustee services	Australia	1	1
Aged care advice & placement	Australia	1	1
Non-trading	Australia	8	8

#### Significant restrictions

The Company has cash and cash equivalents of \$170m of which approximately \$155m will be used to acquire Equity Trustees Wealth Services Limited (formerly ANZ Trustees Limited) from ANZ Banking Group on settlement date 4 July 2014 with a future payment of approximately \$1m on agreement of the Completion Statements (refer note 33 and note 38 for further details) (2013: no significant restrictions).

### 33. Business Combinations

#### Acquisition of businesses

Subsidiaries acquired	Principal activity	Date of acquisition	Proportion of shares acquired	Consideration transferred
<b>2014</b>				
Equity Trustees Wealth Services Limited (ETWSL) (formerly ANZ Trustees Limited)	Trustee services	4 July 2014	100%	156,008,756
<b>2013</b>				
There were no business acquisitions during the year.				

ETWSL was acquired to increase the size of the Trustee & Wealth Services business, gain synergies on the merging of the two similar businesses and to enable the Group to become a leading provider of trustee services in Australia.

Consideration		
	2014 \$	2013 \$
Cash	156,008,756	-

The consideration transferred was in cash with an initial payment of \$155,000,000 on settlement date 4 July 2014 and a final payment of \$1,008,756 on 22 August 2014 following agreement of the completion balance sheet. (2013: nil).

Acquisition-related costs incurred during the year ended 30 June 2014 of \$8,891,418 have been excluded from the consideration transferred. It is estimated further expenses of approximately \$50,000 will be incurred post 30 June 2014 in relation to the acquisition of ETWSL. For the year ended 30 June 2014 \$1,535,426 of the acquisition-related expenses has been recognised as an expense in the statement of profit or loss under legal, consulting and regulatory expenses and \$7,355,992 has been recognised in issued capital as relating to costs associated with issuing capital to finance the acquisition. (2013: nil).

Assets acquired and liabilities assumed at the date of acquisition		
	2014 \$	2013 \$
<b>Current assets</b>		
Cash and cash equivalents	10,637,962	-
Trade and other receivables	1,975,533	-
Other current assets	58,146	-
<b>Current liabilities</b>		
Trade and other payables	(58,522)	-
Employee entitlements	(923,388)	-
Provisions	(82,880)	-
<b>Non-current liabilities</b>		
Employee entitlements	(318,885)	-
	<b>11,287,966</b>	<b>-</b>

The initial accounting for the acquisition of ETWSL has only been provisionally determined at the end of this reporting period. For tax purposes, the tax values of ETWSL's assets are required to be reset based on market values of the assets. At the date of the finalisation of these financial statements, the necessary valuations and other calculations had not been finalised and the fair values of the assets and liabilities have not yet been determined.

The amount of goodwill and other intangibles arising from the acquisition cannot yet be provisionally determined as the necessary valuations and other calculations have not yet been completed. The unallocated amount of the purchase price that will be allocated upon the necessary valuations and other calculations being completed is approximately \$144.7m.

Trade receivables acquired with a fair value of \$64,722 had gross contractual amounts of \$64,722. The best estimate at acquisition date of the contractual cashflows not expected to be collected is nil. (2013:nil).

Net cash outflow arising on acquisition		
	2014 \$	2013 \$
Consideration paid in cash	156,008,756	-
Less cash and cash equivalent balances acquired	(10,637,962)	-
	<b>145,370,794</b>	-

### Impact of acquisition on the results of the Group

As the acquisition occurred on 4 July 2014 no amounts attributable to ETWSL are included in revenue or the profit for the year (refer above for the disclosure regarding acquisition costs incurred by the Group included in the profit for the year).

Had the ETWSL acquisition been effected at 1 July 2013 the revenue of the Group from continuing operations would have been approximately \$78m and profit before tax of the Group from continuing operations approximately \$24.6m.

The directors of the Group consider these 'pro-forma' numbers to represent an approximate measure of the performance of the combined group on an annualised basis and are a reasonable reference point for comparison in future periods.

In determining the 'pro-forma' revenue and profit of the Group had ETWSL been acquired at the beginning of the current year, the directors have assumed that the forecast result for ETWSL for the year ending 30 September 2014 is not materially different from a result for the year ended 30 June 2014.

## 34. Non-Controlling Interests

	Consolidated	
	2014 \$	2013 \$
Balance at beginning of the year	-	(3,710)
Acquisition of non-controlling interests	-	3,710
Share of profit/(loss) for the year	-	-
<b>Balance at end of year</b>	<b>-</b>	<b>-</b>

## 35. Segment Information

Information reported to the Group's Chief Executive Officer for the purpose of resource allocation and assessment of performance is focused on the categories of services provided to customers. The principal categories of services are Trustee & Wealth Services and Corporate Trustee Services. The Group's reportable segments under AASB 8 are as follows:

### Trustee & Wealth Services (formerly called Private Wealth Services)

The provision of personal financial and superannuation services, including in relation to personal estates and trusts, wealth management, asset management, aged care services, and portfolio services. Further details are included in the *Directors' Report*.

### Corporate Trustee Services (formerly called Corporate Fiduciary and Financial Services)

Responsible Entity trustee services for managed funds on behalf of local and international managers and sponsors. Management and coordination of distribution and marketing for Equity Trustees co-branded retail and wholesale funds.

The following is an analysis of the Group's revenue and results from continuing operations by reportable segment. There were no discontinued operations (2013: nil).

Segment revenue	Consolidated	
	2014 \$	2013 \$
Trustee & Wealth Services	31,317,124	27,769,840
Corporate Trustee Services	21,267,633	18,561,926
	52,584,757	46,331,766
Unallocated	2,349,842	1,150,028
<b>Total revenue per statement of profit or loss</b>	<b>54,934,599</b>	<b>47,481,794</b>

The revenue reported above represents revenue generated from external customers. There were no inter-segment sales (2013: nil).

No single customer accounts for 10% or more of the Group's revenue.

Segment net profit before tax	Consolidated	
	2014 \$	2013 \$
Trustee & Wealth Services	6,981,534	6,039,367
Corporate Trustee Services	6,670,809	6,443,675
	13,652,343	12,483,042
Unallocated	(245,947)	34,320
<b>Total net profit before tax per statement of profit or loss</b>	<b>13,406,396</b>	<b>12,517,362</b>

The accounting policies of the reportable segments are the same as the Group's accounting policies described in note 3. Segment profit represents the contribution earned by each segment without the allocation of acquisition related expenditure, investment portfolio income or income tax. This is the measure reported to the chief operating decision maker for the purpose of resource allocation and assessment of segment performance.

Revenue by product and service	Consolidated	
	2014 \$	2013 \$
Trustee & Wealth Services	31,317,124	27,769,840
Corporate Trustee Services	21,267,633	18,561,926
	<b>52,584,757</b>	<b>46,331,766</b>

For the purpose of monitoring performance the chief operating decision maker reviews balance sheet items for the Group as a whole. The Group's assets and liabilities are not allocated to the reportable segments for management reporting purposes.

### Geographic segment

The Group operates only in Australia which is treated as one geographic segment.



## 36. Related Party Disclosures

### Equity interests in related parties

Details of the percentage of ordinary shares held in subsidiaries are disclosed in note 32 to the financial statements.

The Company does not hold any interests in associates, joint ventures or other related parties.

### Transactions with key management personnel

#### (a) Key management personnel remuneration

Details of key management personnel remuneration are disclosed in note 10 to the financial statements and in the *Directors' Report*.

#### (b) Loans to key management personnel

The Group had nil key management personnel loans as at 30 June 2014 (2013: nil).

#### (c) Director and key management personnel equity holdings

Director and key management personnel relevant interests in fully paid ordinary shares of Equity Trustees Limited are disclosed in the *Directors' Report*.

#### (d) Entitlements to shares of Equity Trustees Limited issued under the Executive Performance Share Plan 1999.

Details of entitlements to Equity Trustees Limited shares issued under the Executive Performance Share Plan 1999, are disclosed in the *Directors' Report*.

#### (e) Vested shares awards

Details of vested share awards are disclosed in the *Directors' Report*.

#### (f) Other transactions with key management personnel

Some directors, key management personnel and their associates have investments in managed investment schemes for which the Company acts as responsible entity. These investments are made at arms length and in the ordinary course of business. Some directors, key management personnel and their associates receive wealth management, superannuation and other financial services from the Group. These services are provided at arms length and in the ordinary course of business except the directors, key management personnel and their associates are entitled to receive the normal available staff discount or other customary discount available in relation to size of business.

Ms Williams is a director of Victorian Funds Management Corporation (VFMC), Defence Health (DH) and Guild Group Holdings Limited (GGHL) which, on behalf of VFMC, DH and GGHL clients, invests in various managed investment schemes, some of which have the Company as responsible entity. In her role as director of VFMC, DH and GGHL, Ms Williams is not actively involved in investment selections or the appointment of the Company as responsible entity to managed investment schemes in which VFMC, DH or GGHL invests.

Ms O'Donnell is a director and is on the Investment, Audit and Risk Committee of the Winston Churchill Memorial Trust which invests in a managed investment scheme, which has the Company as responsible entity. The investment in the managed investment scheme was undertaken before Ms O'Donnell became involved with the Trust. The Trust is advised by an independent investment manager. Ms O'Donnell does not participate in investment decisions relating to the managed investment scheme and was not actively involved in the appointment of the Company as responsible entity to the managed investment scheme.

There were no other related party transactions between the Group or the parent entity and key management personnel or their related entities apart from the above (2013: nil).

## 36. Related Party Disclosures (cont.)

### Transactions with other related parties

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

The Company had an interest free intercompany account with each of its controlled entities. The total amounts owed to the Company by its controlled entities are disclosed in *note 15*.

During the year, the parent entity received service charge revenue from Equity Investment Management Limited and EQT Aged Care Services Limited.

The Company and its controlled entities have entered into a tax sharing arrangement, as disclosed in *note 3.10*.

During the year, controlled entities acted as trustee and administrator for the EquitySuper Master Trust (also incorporating Apex Super, Mutualsuper and Freedom of Choice sub-plans), the Public Eligible Rollover Fund and EquitySuper Pooled Superannuation Trust from which they received trustee and administration fees. These fees were contractually agreed with members.

During the year, a controlled entity received fees and commissions from the EquitySuper Master Trust for work undertaken on behalf of the EquitySuper Master Trust. Another controlled entity was the Trustee of the Trust.

During the year, a controlled entity, Equity Investment Management Limited, received administration and service charges from its subsidiary company, Equity Trustees Superannuation Limited.

All other transactions took place on normal commercial terms and conditions.

### Parent entity

The parent entity of the Group is Equity Trustees Limited.

The ultimate Australian parent entity and ultimate parent entity is Equity Trustees Limited.

### Investments in Managed Investment Schemes

Included in the investment portfolio of the Company are investments in managed investment schemes where the Company acts as responsible entity. These investments are made on normal commercial terms and conditions.

## 37. Notes to the Cash Flow Statement

### (a) Reconciliation of cash and cash equivalents

For the purpose of the cash flow statement, cash includes cash on hand and in banks and investments in money market instruments, net of outstanding bank overdrafts. Cash at the end of the financial year as shown in the cash flow statement is reconciled to the related items in the consolidated statement of financial position as follows:

	Consolidated		Company	
	2014 \$	2013 \$	2014 \$	2013 \$
Cash and cash equivalents	170,237,019	9,891,934	169,498,122	8,884,807

## (b) Reconciliation of profit for the period to net cash flows from operating activities

	Consolidated		Company	
	2014 \$	2013 \$	2014 \$	2013 \$
Profit for the period	9,713,412	8,671,401	9,033,664	7,330,735
Income tax expense recognised in profit and loss	3,692,984	3,845,961	1,622,214	2,354,305
(Profit)/loss on sale of investments	(813,686)	(692,563)	(813,686)	(692,563)
Depreciation and amortisation of non-current assets	1,340,544	1,126,302	1,254,111	1,022,806
Impairment of financial instruments (reversal)	-	(44,617)	-	(44,617)
Amortisation of management rights	197,030	238,765	-	-
(Profit)/loss on sale of plant and equipment	2,005	5,706	2,005	-
Equity-settled share-based payments	577,671	517,326	577,671	517,326
Interest income received and receivable	(1,282,420)	(333,587)	(1,261,802)	(311,401)
Dividends received and receivable	(253,736)	(123,878)	(5,253,736)	(3,123,878)
	13,173,804	13,210,816	5,160,441	7,052,713
<b>Movements in working capital</b>				
(Increase)/decrease in trade and other receivables	(1,649,470)	(927,883)	(1,407,590)	(1,201,863)
(Increase)/decrease in other assets	(158,444)	882,638	(230,714)	972,375
Increase/(decrease) in trade and other payables	(940,253)	(113,369)	401,576	261,849
Increase/(decrease) in other provisions	2,694,717	888,673	385,806	1,808,364
<b>Cash generated from operations</b>	13,120,354	13,940,875	4,309,519	8,893,438
Income taxes paid	(4,139,798)	(3,324,370)	(4,139,798)	(3,324,370)
<b>Net cash generated by operating activities</b>	<b>8,980,556</b>	<b>10,616,505</b>	<b>169,721</b>	<b>5,569,068</b>

## (c) Non-cash financing activities

Non-cash financing activities during the year were dividend reinvestments of \$2,334,221 (2013: \$1,913,406) and employee salary sacrifice share issues \$44,369 (2013: \$39,865).

## 38. Subsequent Events

The following provides a summary of the key points relating to a major acquisition by the Company:

- On 10 April 2014, Equity Trustees Limited (ASX: EQT) announced its intention to acquire 100% of the shares in ANZ Trustees Limited for \$150m. The acquisition was subject to certain conditions, approvals and adjustments and funded by a fully underwritten equity raising. It was expected that the completion date for the transaction would be early July 2014.
- On 14 April 2014, EQT announced that the placement and institutional component of the equity entitlement offer had been completed, with approximately \$83.5m raised. The entitlement component was offered to existing institutional investors at \$17.00 per share, based on a ratio of three new shares for each four shares held.
- On 24 April 2014, EQT issued 4,907,186 new EQT shares to sophisticated and professional investors at \$17.00 per share, pursuant to the share placement and entitlement offer.
- On 14 May 2014, EQT issued 4,504,085 new EQT shares to retail investors at \$17.00 per share, pursuant to the retail entitlement offer.
- On 6 June 2014, EQT announced that Ministerial Approval had been received. As such, the Sale and Purchase Agreement with the ANZ became unconditional. It was announced that the target completion date be 4 July 2014.
- On 4 July 2014, EQT completed the acquisition of ANZ Trustees Limited and changed the company name to Equity Trustees Wealth Services Limited.
- On 7 July 2014, EQT announced that the acquisition was completed for \$150m, plus an adjustment to reflect changed licencing requirements that commenced on 1 July 2014.

Apart from the above, there has not been any matter or circumstance that has arisen since the end of the financial year, that has significantly affected, or may significantly affect, the operations of the Group, the results of those operations, or the state of affairs of the Group in future financial years.

## 39. Financial Instruments

### (a) Capital risk management

The Group manages its capital to ensure that entities in the Group will be able to continue as going concerns while balancing achieving shareholder returns with prudential management of resources, achieving its long-term strategy and meeting the Net Tangible Asset (NTA) requirements imposed by regulatory authorities.

The Group's overall strategy remains unchanged from 2013. The Group has met its NTA requirements throughout the 2014 year as well as throughout the 2013 year.

The capital structure consists only of equity (refer *note 25* for details regarding equity instruments issued). The Group operates only in Australia and is subject to a requirement under its RSE licence to maintain NTA of \$5m. There are no other externally imposed capital requirements (2013: nil).

Operating cashflows are used to maintain and expand the Group's financial services activities including providing funds for acquiring suitable businesses that align with the existing financial services activities of the Group. Operating cashflows are also used to fund routine payments of tax and dividends.

The Group's current policy is to fund its activities, including business acquisitions by using accumulated surplus operating cashflow and raising funds through the issue of ordinary shares in the head company, Equity Trustees Limited. This policy is periodically reviewed in light of the Group's long-term strategy, prudential management of resources, dividend policy, market conditions, and NTA requirements and achieving shareholder returns.

### (b) Significant accounting policies

Details of the significant accounting policies and methods adopted (including the criteria for recognition, the bases of measurement and the bases for recognition of income and expenses) for each class of financial assets, financial liability and equity instrument are disclosed in *note 3*.

### (c) Categories of financial instruments

	Consolidated		Company	
	2014 \$	2013 \$	2014 \$	2013 \$
<b>Financial assets</b>				
Cash and cash equivalents	170,237,019	9,891,934	169,498,122	8,884,807
Loans and receivables – trade receivables	3,430,237	3,492,225	3,388,345	3,216,397
Loans and receivables – term deposits	3,150,000	-	3,000,000	-
Available-for-sale financial assets – mortgage fund	3,000,000	3,000,000	3,000,000	3,000,000
Available-for-sale financial assets – equities and managed investment schemes	2,508,589	2,450,883	2,508,589	2,450,883
	<b>182,325,845</b>	<b>18,835,042</b>	<b>181,395,056</b>	<b>17,552,087</b>
<b>Financial liabilities</b>				
Amortised at cost	<b>634,817</b>	<b>303,275</b>	<b>630,939</b>	<b>269,178</b>

During the 2014 financial year there were no financial assets or liabilities designated as at fair value through profit or loss for either the Group or the Company (2013: nil). No financial assets have been pledged as collateral for either liabilities or contingent liabilities (2013: nil). No assets are held as collateral (2013: nil).

## **(d) Financial risk management objectives**

The Group's and the Company's main financial instrument risk exposures relate to market risk (including price and interest rate risk), credit risk, and liquidity risk. Neither the Group nor the Company has any borrowings. The Group and the Company manage financial instrument risk through a combination of executive management monitoring key financial risks and the use of committees that manage and monitor particular activities and their related financial risks.

Both the executive management and committees report to the Board on a regular basis regarding their activities and the related financial risks. The committees include a Due Diligence Committee (DDC) and a Management Investment Committee (MIC). The DDC reviews new business proposals including the credit risk associated with the counter parties. The MIC responsibilities include reviewing and managing the Group's investment portfolio and its associated financial risks.

The liquidity position of the Group and Company are continuously monitored by executive management and the impact on liquidity of any significant transaction, such as payment of a dividend, acquisition of a new business, and purchase of capital assets is considered prior to the transaction being approved.

The Group does not enter into or trade financial instruments, including derivative financial instruments, for speculative purposes. The Group's investment policy is to hold financial instruments for the long-term to support capital and NTA requirements. The asset allocation of the portfolio is conservative and any changes to investments are approved by the Board. The Group does not use hedging to manage its financial risks.

## **(e) Market risk**

The Group's and the Company's primary exposure in relation to financial instruments is to interest rate risk and price risk. These exposures primarily arise in relation to the Group's and Company's investment portfolio. Neither the Group nor the Company has any borrowings nor do they have any exposure to foreign currency risk in relation to their financial instruments. Neither the Group nor the Company uses derivatives to manage market risks as executive management do not believe these risks warrant the use of derivatives due to their nature and relative low level of risk.

At both the Group and Company level, market risks in relation to financial instruments are managed by executive management and MIC monitoring and review which includes sensitivity analysis. There has been no change from the previous period to the Group's or the Company's exposure to market risk or the manner in which these risks are managed and measured.

## **(f) Interest rate risk management**

The Group and the Company are exposed to interest rate risk in relation to their financial instruments as they have funds invested in variable interest rate investments. Neither the Group nor the Company has any borrowings. The risk is primarily managed by maintaining prudent asset allocations within the investment portfolio, to minimise the impact of movements in interest rates on the overall portfolio whilst maintain acceptable levels of returns, and by continuously monitoring the quality and performance of the investments. These investment processes and reviews are managed by the MIC.

### **Interest rate sensitivity analysis**

A sensitivity analysis in relation to the Group's and Company's exposure to interest rate movements is set out below. Management has assessed the reasonably possible change in interest rates to be plus/minus 100 basis points for 2014 (2013: plus/minus 100 basis points) based on a review of market conditions. This assumes both long and short-term interest rates will have the same basis point movement.

The sensitivity analysis is calculated using the end of year balance of the financial instrument where this balance is representative of the balance throughout the year. If the end of year balance is not representative of the balance throughout the year, then the sensitivity analysis is calculated using the average balance (calculated on a quarterly basis) held throughout the year.

### 39. Financial Instruments (cont.)

Consolidated	Carrying amount at 30 June 2014	Interest rate risk			
		-1%		+1%	
		Profit \$	Equity \$	Profit \$	Equity \$
<b>2014</b>	<b>\$</b>				
Cash and cash equivalents	170,237,019	(519,839)	n/a	519,839	n/a
Loans and receivables – term deposits	3,150,000	(28,584)	n/a	28,584	n/a
Available-for-sale financial assets – mortgage fund	3,000,000	(30,247)	n/a	30,247	n/a
	<b>176,387,019</b>	<b>(578,670)</b>	<b>n/a</b>	<b>578,670</b>	<b>n/a</b>

Consolidated	Carrying amount at 30 June 2013	Interest rate risk			
		-1%		+1%	
		Profit \$	Equity \$	Profit \$	Equity \$
<b>2013</b>	<b>\$</b>				
Cash and cash equivalents	9,891,934	(95,928)	n/a	95,928	n/a
Available-for-sale financial assets – mortgage fund	3,000,000	(12,603)	n/a	12,603	n/a
	<b>12,891,934</b>	<b>(108,531)</b>	<b>n/a</b>	<b>108,531</b>	<b>n/a</b>

Company	Carrying amount at 30 June 2014	Interest rate risk			
		-1%		+1%	
		Profit \$	Equity \$	Profit \$	Equity \$
<b>2014</b>	<b>\$</b>				
Cash and cash equivalents	169,498,122	(511,176)	n/a	511,176	n/a
Loans and receivables – term deposits	3,000,000	(27,828)	n/a	27,828	n/a
Available-for-sale financial assets – mortgage fund	3,000,000	(30,247)	n/a	30,247	n/a
	<b>175,498,122</b>	<b>(569,251)</b>	<b>n/a</b>	<b>569,251</b>	<b>n/a</b>

Company	Carrying amount at 30 June 2013	Interest rate risk			
		-1%		+1%	
		Profit \$	Equity \$	Profit \$	Equity \$
<b>2013</b>	<b>\$</b>				
Cash and cash equivalents	8,884,807	(84,120)	n/a	84,120	n/a
Available-for-sale financial assets – mortgage fund	3,000,000	(12,603)	n/a	12,603	n/a
	<b>11,884,807</b>	<b>(96,723)</b>	<b>n/a</b>	<b>96,723</b>	<b>n/a</b>

#### (g) Other price risk

The Group and the Company are exposed to other price risk from their investment in an Australian managed investment scheme (2013: Australian managed investment scheme and Australian equities). This investment is held for long-term investment purposes and supports the NTA requirement. It is not held for trading purposes and it is not actively traded.

The risk is primarily managed by maintaining prudent asset allocations within the investment portfolio, to minimise the impact of movements in equity prices on the overall portfolio whilst maintaining acceptable levels of returns, and by continuously monitoring the quality and performance of the investments. These investment processes and reviews are managed by the MIC.

**Price sensitivity analysis**

A sensitivity analysis in relation to the Group's and Company's exposure to other price movements is set out below. This sensitivity analysis has been determined based on the exposure to the investment in an Australian managed investment scheme that invests in Australian equities. Management has assessed the reasonably possible change in the Australian managed investment scheme as plus/minus 10% (2013: Australian equities plus/minus 10%, and Australian managed investment scheme plus/minus 10%) based on a review of market conditions.

The sensitivity analysis is calculated using the end of year balance of the financial instrument as this balance is representative of the balance throughout the year (2013: calculated using the average balance (calculated on a quarterly basis) held throughout the year).

Consolidated	Carrying amount at 30 June 2014	Plus/minus impact	Other price risk			
			Minus impact		Plus impact	
			Profit \$	Equity \$	Profit \$	Equity \$
<b>2014</b>	\$	%				
<b>Available-for-sale investments:</b>						
Managed investment schemes	2,508,589	10	n/a	(250,859)	n/a	250,859

Consolidated	Carrying amount at 30 June 2013	Plus/minus impact	Other price risk			
			Minus impact		Plus impact	
			Profit \$	Equity \$	Profit \$	Equity \$
<b>2013</b>	\$	%				
<b>Available-for-sale investments:</b>						
Australian equities	201,096	10	n/a	(55,653)	n/a	55,653
Managed investment schemes	2,249,787	10	n/a	(219,709)	n/a	219,709
	<b>2,450,883</b>		<b>n/a</b>	<b>(275,362)</b>	<b>n/a</b>	<b>275,362</b>

Company	Carrying amount at 30 June 2014	Plus/minus impact	Other price risk			
			Minus impact		Plus impact	
			Profit \$	Equity \$	Profit \$	Equity \$
<b>2014</b>	\$	%				
<b>Available-for-sale investments:</b>						
Managed investment schemes	2,508,589	10	n/a	(250,859)	n/a	250,859

Company	Carrying amount at 30 June 2013	Plus/minus impact	Other price risk			
			Minus impact		Plus impact	
			Profit \$	Equity \$	Profit \$	Equity \$
<b>2013</b>	\$	%				
<b>Available-for-sale investments:</b>						
Australian equities	201,096	10	n/a	(55,653)	n/a	55,653
Managed investment schemes	2,249,787	10	n/a	(219,709)	n/a	219,709
	<b>2,450,883</b>		<b>n/a</b>	<b>(275,362)</b>	<b>n/a</b>	<b>275,362</b>



## 39. Financial Instruments (cont.)

### (h) Credit risk management

Credit risk refers to the risk that a counterparty will default on its contractual obligations resulting in financial loss to the Group. The Group and the Company have adopted a policy of only dealing with creditworthy counterparties as a means of mitigating the risk of financial loss from defaults. The main source of credit risk in relation to financial instruments is from outstanding accounts receivables and investments with banks and managed investment schemes.

Executive management and where applicable the DDC reviews significant new clients before the take on of these clients is approved. The review process includes establishing the credit worthiness of the client. Other new clients are reviewed by business managers for credit worthiness as is appropriate to the size and nature of the client. The MIC reviews and monitors the investments with banks and managed investment schemes including any credit risk issues.

Accounts receivable consists of a large number of customers. Ongoing evaluation is performed on the financial condition of outstanding accounts receivables by the applicable business managers.

Apart from the term deposits of \$164m with the ANZ Banking Group the Group does not have any significant credit risk exposure to any single counterparty or any group of counterparties having similar characteristics. Apart from the exposure to the ANZ Banking Group the credit risk on liquid funds is limited because the Group holds its liquid funds with counterparties that are banks with high credit-ratings assigned by international credit-rating agencies and in managed investment schemes which have a low risk of default. The directors consider the credit risk regarding the exposure to the ANZ Banking Group is low due to the ANZ Banking Group's credit rating and the exposure is short term pending the payment of funds to the ANZ Banking Group for the acquisition of Equity Trustees Wealth Services Limited (formerly ANZ Trustees Limited) on 4 July 2014.

As outlined in *note 36*, included in the investment portfolio of the Company and Group are investments in managed investment schemes where the Company acts as responsible entity. Although the Company has a prima facie credit exposure from these investments, this risk is not significant due to the existence of suitable controls including monitoring by the MIC of the quality and security of these investments.

The carrying amount of financial assets recorded in the financial statements, net of any allowances for losses, represents the Company's and Group's maximum exposure to credit risk without taking account of any collateral obtained.

### (i) Fair value of financial instruments

This note provides information about how the Group determines fair values of various financial assets and financial liabilities.

#### Fair value of the Group's financial assets and financial liabilities that are measured at fair value on a recurring basis

Some of the Group's financial assets are measured at fair value at the end of each reporting period.

Financial asset		Fair value as at	Fair value hierarchy	Valuation technique	Significant unobservable inputs	Relationship unobservable inputs to fair value
	2014	2013				
<b>Consolidated</b>						
Australian equities	-	201,096	Level 1	Quoted prices	n/a	n/a
Managed investment schemes	2,508,589	2,249,787	Level 2	Daily published prices	n/a	n/a
<b>Company</b>						
Australian equities	-	201,096	Level 1	Quoted prices	n/a	n/a
Managed investment schemes	2,508,589	2,249,787	Level 2	Daily published prices	n/a	n/a

The investment in managed investment scheme \$2,508,589 (2013: \$2,249,787) was transferred from level 1 to level 2 during the year. The Group has transferred the investments in managed investment schemes from level 1 to level 2 in the fair value hierarchy on the basis that although there are quoted market prices, active markets with significant trading frequency and market volume did not exist (2013: no transfers between Level 1 and 2).

## Fair value of financial assets and financial liabilities that are not measured at fair value on a recurring basis

The directors consider that the carrying amount of financial assets and financial liabilities recorded in the financial statements approximates their fair values.

### (j) Liquidity risk management

Ultimate responsibility for liquidity risk management rests with the Board of Directors, who have put in place a suitable risk management framework to manage the Group's and Company's short, medium and long-term funding and liquidity management requirements.

The Group and Company manage liquidity risk by maintaining adequate reserves and banking facilities. The liquidity position of the Group and Company are continuously monitored by executive management and the impact on liquidity of any significant transaction, such as payment of a dividend, acquisition of a new business, and purchase of capital assets is considered prior to the transaction being approved.

Neither the Group nor the Company has any derivative financial instruments.

### Liquidity and interest risk table

The following tables detail the Company's and the Group's remaining contractual maturity for its non-derivative financial liabilities. The tables have been drawn up based on the undiscounted cash flows of financial liabilities based on the earliest date on which the Company/Group can be required to pay. None of the amounts in the table are interest bearing.

	Weighted average effective interest rate %	Less than 1 month \$	1-3 months \$	3 months to 1 year \$	1-5 years \$	5+ years \$
<b>Consolidated</b>						
<b>2014</b>						
Non-interest bearing – trade creditors	Nil	634,817	-	-	-	-
Financial guarantee contracts	Nil	-	-	-	-	-
		<b>634,817</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>2013</b>						
Non-interest bearing – trade creditors	Nil	303,275	-	-	-	-
Financial guarantee contracts	Nil	-	-	-	-	-
		<b>303,275</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Company</b>						
<b>2014</b>						
Non-interest bearing – trade creditors	Nil	630,939	-	-	-	-
Financial guarantee contracts	Nil	-	-	-	-	-
		<b>630,939</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>2013</b>						
Non-interest bearing – trade creditors	Nil	269,178	-	-	-	-
Financial guarantee contracts	Nil	-	-	-	-	-
		<b>269,178</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

At the year end it was not probable that the counterparty to the financial guarantee contracts will claim under the contracts. Consequently, the amount included above is nil (2013: nil). The maximum amount payable under these guarantees is \$933,232 (2013:\$783,188).

### (k) Financing facilities

	Consolidated		Company	
	2014 \$	2013 \$	2014 \$	2013 \$
<b>Bank overdraft facility</b>				
Amount used	-	-	-	-
Amount unused	1,000,000	-	1,000,000	-
	<b>1,000,000</b>	<b>-</b>	<b>1,000,000</b>	<b>-</b>

# Independent Auditor's Report

to the Members of Equity Trustees Limited



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## Independent Auditor's Report to the Members of Equity Trustees Limited

### Report on the Financial Report

We have audited the accompanying financial report of Equity Trustees Limited, which comprises the statement of financial position as at 30 June 2014, the statement of profit or loss, the statement of comprehensive income, the statement of cash flows and the statement of changes in equity for the year ended on that date, notes comprising a summary of significant accounting policies and other explanatory information, and the directors' declaration of the consolidated entity, comprising the company and the entities it controlled at the year's end as set out on pages 28 to 79.

#### *Directors' Responsibility for the Financial Report*

The directors of the company are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards and the *Corporations Act 2001* and for such internal control as the directors determine is necessary to enable the preparation of the financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error. In Note 3, the directors also state, in accordance with Accounting Standard AASB 101 *Presentation of Financial Statements*, that the financial statements comply with International Financial Reporting Standards.

#### *Auditor's Responsibility*

Our responsibility is to express an opinion on the financial report based on our audit. We conducted our audit in accordance with Australian Auditing Standards. Those standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal control, relevant to the company's preparation of the financial report that gives a true and fair view, in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial report.

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

#### *Auditor's Independence Declaration*

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

Liability limited by a scheme approved under Professional Standards Legislation.

Member of Deloitte Touche Tohmatsu Limited

## *Opinion*

In our opinion:

- (a) the financial report of Equity Trustees Limited is in accordance with the *Corporations Act 2001*, including:
  - (i) giving a true and fair view of the company's and consolidated entity's financial position as at 30 June 2014 and of their performance for the year ended on that date; and
  - (ii) complying with Australian Accounting Standards and the *Corporations Regulations 2001*; and
- (b) the financial statements also comply with International Financial Reporting Standards as disclosed in Note 3.

## **Report on the Remuneration Report**

We have audited the Remuneration Report included in pages 8 to 16 of the directors' report for the year ended 30 June 2014. The directors of the company are responsible for the preparation and presentation of the Remuneration Report in accordance with section 300A of the *Corporations Act 2001*. Our responsibility is to express an opinion on the Remuneration Report, based on our audit conducted in accordance with Australian Auditing Standards.

## *Opinion*

In our opinion the Remuneration Report of Equity Trustees Limited for the year ended 30 June 2014, complies with section 300A of the *Corporations Act 2001*.



DELOITTE TOUCHE TOHMATSU



Neil Brown  
Partner  
Chartered Accountants

Melbourne, 28 August 2014

# Statement of Shareholdings

The Company's shares are listed on the Australian Securities Exchange.

The issued capital of the Company as at 31 August 2014 comprising 19,105,788 fully paid ordinary shares is held by 2,425 shareholders as follows:

Size of holding	Holders of ordinary shares
1 – 1,000*	1,052
1,001 – 5,000	952
5,001 – 10,000	238
10,001 – 100,000	163
100,001 and over	20
	2,425

\* Number of shareholders holding less than a marketable parcel (\$500) based on the market price of \$21.66 as at 31 August 2014 was 44.

Twenty largest shareholders as at 31 August 2014	No. of shares	%
1. J P Morgan Nominees Australia Limited	1,877,808	9.83
2. National Nominees Limited	1,864,312	9.76
3. HSBC Custody Nominees (Australia) Limited	1,573,883	8.24
4. Australian Foundation Investment Company Limited	1,456,435	7.62
5. Mirrabooka Investments Limited	550,000	2.88
6. UBS Nominees Pty Ltd	462,077	2.42
7. Milton Corporation Limited	458,541	2.40
8. RBC Investor Services Australia Nominees Pty Limited (BKCUST A/C)	409,454	2.14
9. CITICORP Nominees Pty Limited	385,187	2.02
10. Superdeck Pty Ltd (D K C & E Groves S/Fund A/C)	298,547	1.56
11. AMCIL Limited	280,000	1.47
12. BNP Paribas Noms Pty Ltd (DRP)	254,437	1.33
13. HSBC Custody Nominees (Australia) Limited (A/C 3)	209,073	1.09
14. Equity Nominees Limited (No 2 Account)	199,967	1.05
15. Mr Vernon Thomas Hauser	139,562	0.73
16. Mr Leonard Clive Keyte	126,441	0.66
17. Djerriwarrh Investments Limited	121,558	0.64
18. Medical Research Foundation for Women and Babies	115,810	0.61
19. Brispot Nominees Pty Ltd (House Head Nominee No 1 A/C)	111,862	0.59
20. Netwealth Investments Limited (Wrap Services A/C)	108,990	0.57

## Substantial shareholders

At 31 August 2014, substantial shareholder notices had been received from the following shareholders:

	Shares held
Australian Foundation Investment Company Limited	1,456,435
BT Investment Management Limited	1,083,762
Westpac Banking Corporation Limited	1,083,762



