

## Homeloans Limited

### Appendix 4D (Rule 4.2A)

#### Half Year report – Period ending 31 December

	2015 \$000's	2014 \$000's	Change
<b>Results for announcement made to market</b>			
Revenues from ordinary activities	29,010	27,491	5.5%
Profit from ordinary activities after tax attributable to members	2,762	2,632	4.9%
Net profit for the half-year attributable to members	2,762	2,632	4.9%
<b>Dividends</b>			
Interim dividend – 100% franked (2014: 100% franked) (cents per share)	2.0	2.0	n/a
Record date for determining entitlements to the dividend	15 <sup>th</sup> March 2016		
Payment date for dividend	31 <sup>st</sup> March 2016		

The Company's Dividend Reinvestment Plan has been suspended

#### Details of entities over which control was gained or lost during the period

N/A

#### Details of associates and joint ventures

N/A

#### Net tangible assets per security

Description	31 December 2015	31 December 2014
Net tangible assets per security	29.35 cents	27.62 cents

This report is based on the consolidated half-year financial report which has been subject to a review by our auditors, Ernst & Young.



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Robert Scott  
Chairman  
24<sup>th</sup> February 2016

**HOMELOANS LIMITED**

**A.B.N. 55 095 034 003**

**HALF-YEAR REPORT**

**FOR THE HALF-YEAR ENDED 31 DECEMBER 2015**

# Corporate Information

ABN 55 095 034 003

This half-year report covers the Group comprising Homeloans Limited and the entities that it controlled during the financial period. The Group's functional and presentation currency is AUD (\$).

A description of the consolidated operations and principal activities is included in the review of operations in the directors' report on page 3. The directors' report does not form part of the financial report.

## *Directors*

Robert Scott (Chairman)  
Robert Salmon (Non-Executive Director)  
Michael Starkey (Non-Executive Director)

## *Company Secretary*

Jennifer Murray

## *Registered Office*

Level 5,  
50 St Georges Terrace  
Perth WA 6000  
Phone: (08) 9261 7000  
Facsimile: (08) 9261 7079

## *Corporate Office*

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Sydney NSW 2000  
Phone: (02) 8267 2000  
Facsimile: (02) 8267 2045

## *National Office*

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50 St Georges Terrace  
Perth WA 6000  
Phone: (08) 9261 7000  
Facsimile: (08) 9261 7079  
Web site: [www.homeloans.com.au](http://www.homeloans.com.au)  
Customer enquiries: 13 38 39

## *Postal Address*

PO Box 7216  
Cloisters Square  
Perth WA 6850

## *Share Registry*

Computershare Investor Services Pty Ltd  
Level 2, Reserve Bank Building  
45 St Georges Terrace  
Perth WA 6000  
Telephone: (08) 9323 2000  
Facsimile: (08) 9323 2033

## *Bankers*

Westpac Banking Corporation  
Westpac Place, Kent Tower  
275 Kent Street  
Sydney NSW 2000

## *Auditors*

Ernst & Young  
11 Mounts Bay Road  
Perth WA 6000

# Directors' Report

Your directors submit their report for the half-year ended 31 December 2015.

## DIRECTORS

The names of the company's directors in office during the half-year and until the date of this report are as below. Directors were in office for this entire period unless otherwise stated.

Robert Norman Scott (Chairman)

Robert Peter Salmon (Non-Executive Director)

Michael Starkey (Non-Executive Director)

## REVIEW AND RESULTS OF OPERATIONS

Statutory net profit after tax for the half-year was \$2,762,000, up from the previous corresponding period result of \$2,632,000.

The financial result has been achieved in a period of positive general housing credit growth combined with the impacts of regulatory and prudential changes to interest only and trust loan segments.

The key drivers of the results are:

- Net fees and commission income are up \$953,000 or 13% on the previous corresponding period reflecting growth in settlements and as a result of margin improvements whilst net interest income was down \$229,000 or 6% reflecting the decrease on margin being achieved on new business written in the securitised loan portfolio in the period.
- Homeloans has significantly grown its own branded loan book, with settlements growth of 23.1% on the previous corresponding period and up 22.1% on the previous half.
- Due to improvements in housing credit, total lending volumes increased 11.3% versus the first half of the 2015 financial year and were up 7.1% on the six months to 30 June 2015 reflecting an increase in residential lending activity heading into the 2016 calendar year.
- Total operating expenses increased by 6.8% compared with the previous corresponding period from \$7,629,000 to \$8,148,000 with increases in marketing, staff costs and the impact of a full half year of costs in relation to the Barnes acquisition.

The strength of the Group's diversified funding strategy has allowed it to maintain strong settlement flows as various market participants reduce their exposures to particular market segments. Homeloans remains well placed to capitalize on this market dislocation in the second half of FY2016 with good settlement momentum expected to continue.

On 22<sup>nd</sup> January 2016, 898,111 rights were issued by Homeloans Limited under the Employee LTI Rights Plan.

## Rounding

The amounts contained in this report and in the financial report have been rounded to the nearest \$1,000 (where rounding is applicable) under the option available to the company under ASIC Class Order 98/0100. The company is an entity to which the Class order applies.

**Auditor's Independence Declaration**

We have obtained an independence declaration from our auditors, Ernst & Young, shown at page 20, which forms part of the directors' report.

Signed in accordance with a resolution of the directors.

A handwritten signature in black ink, appearing to read 'R.N. Scott', with a stylized flourish at the end.

R.N. Scott

Chairman

Perth 24<sup>th</sup> February 2016

# Consolidated Statement of Financial Position

AS AT 31 DECEMBER 2015	Notes	CONSOLIDATED	
		As at 31 DECEMBER 2015 \$'000	As at 30 JUNE 2015 \$'000
<b>ASSETS</b>			
Cash and cash equivalents		13,165	12,316
Receivables		4,545	5,227
Loans and advances to customers	7	202,076	200,438
Other financial assets		66,332	63,829
Plant and equipment		640	635
Goodwill		13,242	13,242
<b>TOTAL ASSETS</b>		<b>300,000</b>	<b>295,687</b>
<b>LIABILITIES</b>			
Payables		6,049	4,803
Interest-bearing liabilities	8	209,952	209,151
Other financial liabilities		28,727	27,782
Derivative financial liability	9	32	32
Lease incentives		100	100
Deferred income tax liabilities		10,126	9,693
Provisions		766	735
<b>TOTAL LIABILITIES</b>		<b>255,752</b>	<b>252,296</b>
<b>NET ASSETS</b>		<b>44,248</b>	<b>43,391</b>
<b>EQUITY</b>			
Issued capital	5	39,396	39,184
Reserves		1,232	1,232
Retained earnings		3,620	2,975
<b>TOTAL EQUITY</b>		<b>44,248</b>	<b>43,391</b>

## Consolidated Statement of Comprehensive Income

FOR THE HALF-YEAR ENDED 31 DECEMBER 2015

Notes

CONSOLIDATED

Half-year ended 31 DECEMBER 2015	Half-year ended 31 DECEMBER 2014
\$'000	\$'000

Interest Income	3	8,472	9,292
Interest Expense	3	(4,727)	(5,318)
<b>Net Interest Income</b>		<b>3,745</b>	<b>3,974</b>
Fee and Commission income	3	20,431	18,076
Fee and Commission expense	3	(12,134)	(10,732)
Other operating income	3	107	123
Impairment loss	3	(16)	(24)
General administrative expenses	3	(2,981)	(2,708)
Employee benefits	3	(5,117)	(4,882)
Other operating expenses	3	(50)	(39)
<b>Profit before income tax expense</b>		<b>3,985</b>	<b>3,788</b>
<b>Income tax expense</b>		<b>(1,223)</b>	<b>(1,156)</b>
<b>Net profit after tax for the period</b>		<b>2,762</b>	<b>2,632</b>
<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD</b>		<b>2,762</b>	<b>2,632</b>
<b>ATTRIBUTABLE TO THE MEMBERS OF HOMELOANS LIMITED</b>		<b>2,762</b>	<b>2,632</b>
<b>Earnings per share</b>			
Basic earnings per share (cents per share)		2.62	2.50
Diluted earnings per share (cents per share)		2.60	2.49

# Consolidated Statement of Cash Flows

FOR THE HALF-YEAR ENDED 31 DECEMBER 2015

Notes

	CONSOLIDATED	
	Half-year ended 31 DECEMBER 2015 \$'000	Half-year ended 31 DECEMBER 2014 \$'000
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Interest received	8,499	9,379
Interest paid	(4,221)	(6,005)
Loan fees and other income	18,897	17,349
Salaries and other expenses	(19,288)	(18,197)
Net proceeds from warehouse facility	3,975	1,681
Repayments to bondholders	(2,718)	(5,017)
Net loans (advanced to)/Repaid from borrowers	(1,632)	3,077
Income taxes received/paid	17	(1,536)
<b>NET CASH FLOWS FROM OPERATING ACTIVITIES <sup>1</sup></b>	<b>3,529</b>	<b>731</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of plant and equipment	(183)	(98)
<b>NET CASH FLOWS USED IN INVESTING ACTIVITIES</b>	<b>(183)</b>	<b>(98)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Proceeds from borrowings	-	85
Repayment of borrowings	(380)	(444)
Payment of dividends	(2,117)	(2,023)
<b>NET CASH FLOWS USED IN FINANCING ACTIVITIES</b>	<b>(2,497)</b>	<b>(2,382)</b>
<b>NET DECREASE IN CASH HELD</b>	<b>849</b>	<b>(1,749)</b>
Add: Opening cash and cash equivalents	12,316	13,798
<b>CLOSING CASH AND CASH EQUIVALENTS</b>	<b>13,165</b>	<b>12,049</b>

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<sup>1)</sup> The cash flows of the group include those arising within the RMT special purpose vehicles (SPVs) and have a significant effect on the interpretation of the Group's operating cash flows. These cash flows are not available for the use of shareholders. The RMT SPV's generated positive operating cash inflows of \$589,000 (2014: operating cash inflow of \$698,000) during the half year period.

## Consolidated Statement of Changes in Equity

### FOR THE HALF-YEAR ENDED 31 DECEMBER 2014

CONSOLIDATED	Issued Capital	Retained Earnings	Reserves	Total
	\$'000	\$'000	\$'000	\$'000
<b>At 1 July 2014</b>	<b>39,029</b>	<b>1,568</b>	<b>940</b>	<b>41,537</b>
Profit after tax for the period	-	2,632	-	2,632
Total comprehensive income	-	2,632	-	2,632
Share issued	74	-	(74)	-
Share based payments	-	-	162	162
Dividend reinvestment plan	81	-	-	81
Equity dividends	-	(2,098)	-	(2,098)
<b>At 31 December 2014</b>	<b>39,184</b>	<b>2,102</b>	<b>1,028</b>	<b>42,314</b>

### FOR THE HALF-YEAR ENDED 31 DECEMBER 2015

CONSOLIDATED	Issued Capital	Retained Earnings	Reserves	Total
	\$'000	\$'000	\$'000	\$'000
<b>At 1 July 2015</b>	<b>39,184</b>	<b>2,975</b>	<b>1,232</b>	<b>43,391</b>
Profit after tax for the period	-	2,762	-	2,762
Total comprehensive income	-	2,762	-	2,762
Share issued	212	-	(212)	-
Share based payments	-	-	212	212
Equity dividends	-	(2,117)	-	(2,117)
<b>At 31 December 2015</b>	<b>39,396</b>	<b>3,620</b>	<b>1,232</b>	<b>44,248</b>

# Notes to the Consolidated Half-Year Financial Statements

FOR THE HALF-YEAR ENDED 31 DECEMBER 2015

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## 1. CORPORATE INFORMATION

The half-year consolidated financial report of Homeloans Limited and its controlled entities ('the Group') for the half-year ended 31 December 2015 was authorised for issue in accordance with a resolution of the directors on 24<sup>th</sup> February 2016. Homeloans Limited is a company incorporated and domiciled in Australia and limited by shares, which are publicly traded on the Australian Securities Exchange.

The nature of the operations and principal activities of the Group are described in Note 12.

## 2. BASIS OF PREPARATION AND SIGNIFICANT ACCOUNTING POLICIES

The half-year consolidated financial report does not include all notes of the type normally included within the annual financial report and therefore cannot be expected to provide as full an understanding of the financial performance, financial position and financing and investing activities of the Group as the full financial report.

The half-year consolidated financial report should be read in conjunction with the Annual Financial Report of Homeloans Limited as at 30 June 2015.

It is also recommended that the half-year consolidated financial report be considered together with any public announcements made by Homeloans Limited and its controlled entities during the half-year ended 31 December 2015 in accordance with the continuous disclosure obligations arising under the Corporations Act 2001.

### (a) Basis of preparation

The half-year consolidated financial report is a general purpose condensed financial report, which has been prepared in accordance with the requirements of the Corporations Act 2001 and AASB 134 *Interim Financial Reporting*.

The half-year consolidated financial report has been prepared on a historical cost basis, except for derivative financial instruments that have been measured at fair value.

For the purpose of preparing the half-year consolidated financial report, the half-year has been treated as a discrete reporting period.

### (b) Significant accounting policies

The accounting policies and methods of computation are the same as those adopted in the most recent annual financial statements. During the financial period, the Group has reviewed and adopted all of the new and revised standards and interpretations issued by the Australian Accounting Standard Board that are relevant to its operations and effective for the annual reporting period beginning on 1 July 2015.

The adoption of these standards has not resulted in any material changes to the Group's accounting policies and have no material financial impact to the Group.

The Group has not elected to early adopt any new standards or amendments.

## Notes to the Consolidated Half-Year Financial Statements

### (c) Significant accounting judgments

#### *Consolidation of SPVs*

The Group manages and services trusts that hold residential mortgage-backed assets and securitised financial liabilities and retain the right to the residual income of these trusts. The Group has concluded that the RMT SPVs meet the criteria of being controlled entities under AASB 10 *Consolidated Financial Statements* because the Group holds the beneficial interest to the residual income stream and has the power to appoint the SPV manager to direct relevant activities of the SPVs as stipulated in the Trust Deed. Accordingly it has been judged that the value of the securitised loans and corresponding liabilities be recorded in the Statement of Financial Position using the effective interest method with the related interest earned and interest paid recognised through the consolidated Statement of Comprehensive Income.

#### *Recognition of future trailing commission receivable*

The recognition of the future trailing commission receivable on the Statement of Financial Position is an area of judgment due to the different recognition criteria existing within the accounting standards. This position will continue to be monitored in future accounting periods having regard to developments in the relevant accounting standards. In this respect, the Directors believe the accounting treatment adopted by the Group in recognising a financial asset is in accordance with the accounting standards and is consistent with the treatment adopted in the prior year and by similar industry participants. The unrealised profit before tax recognised in respect of the future trailing commission assets for the period ended 31 December 2015 was \$2,503,000 (2014: \$2,282,000).

### (d) Basis of consolidation

The half-year consolidated financial statements comprise the financial statements of Homeloans Limited and its subsidiaries as at 31 December 2015 ('the Group').

# Notes to the Consolidated Half-Year Financial Statements

FOR THE HALF-YEAR ENDED 31 DECEMBER 2015

	CONSOLIDATED	
	Half-year ended 31 DECEMBER 2015 \$'000	Half-year ended 31 DECEMBER 2014 \$'000
<b>3. REVENUE, INCOME AND EXPENSES</b>		
<b>(a) Specific Items</b>		
Operating profits before income tax expense includes the following revenues and expenses whose disclosure is relevant in explaining the financial performance of the Group:		
<b>(i) Revenues</b>		
<i>Interest income</i>		
Interest received – other person/corporations	8,472	9,292
<i>Fee and commission income</i>		
Mortgage origination income	7,879	7,183
Loan management fees	12,552	10,893
	20,431	18,076
Other operating income	107	123
Total revenue	29,010	27,491
<b>(ii) Expenses</b>		
<i>Interest expense</i>		
Interest on financial liabilities	1,396	1,408
Interest expense of securitisation trust	3,331	3,910
	4,727	5,318
<i>Fee and commission expense</i>		
Mortgage origination expense	6,680	5,719
Loan management fee expense	5,454	5,013
	12,134	10,732
<i>General administrative expenses</i>		
Depreciation	179	188
Occupancy costs	575	602
Marketing, consultancy and IT	1,201	919
Other administration expenses	1,026	999
	2,981	2,708
Employee benefits	5,117	4,882
<i>Other operating expenses</i>		
Borrowing costs and bank fees	50	39
<b>(iii) Impairment loss</b>	16	24

# Notes to the Consolidated Half-Year Financial Statements

FOR THE HALF-YEAR ENDED 31 DECEMBER 2015

## (b) Change in accounting estimate

The Group receives trailing commissions from lenders on settled loans over the life of the loan based on the loan book balance outstanding to which the Group is entitled. The Group also makes trailing commission payments to introducers based on the loan book balance outstanding.

On initial recognition, the fair value of trailing commissions receivable and the corresponding payable to introducers is determined by using the discounted cash flow valuation technique. These calculations require the use of assumptions. The key assumptions underlying the fair value calculation of trailing commissions receivable and the corresponding payable to introducers during the period include the prepayment rate and the discount rate. These assumptions are determined by management as follows:

	Period ended 31 December 2015	Year ended 30 June 2015
Weighted average loan life	3.30 years	3.30 years
Discount rate	(1)	(1)

- 1) The discount rate applied to cash flow projections is 12% for all loans settled up to 30 June 2014 with a discount rate of 6% being used for loans settled from 1 July'14 onwards and is based on average discount rates appropriately adjusted for the counter party credit risks. The decrease in the discount rate is mainly due to a change in the valuation methodology adopted by the external actuaries engaged by the Group since the 2015 financial year.

There are a number of parameters that affect these calculations:

- Loan balance
- Prepayment rate

Each of these parameters can change over time and therefore regular revaluations are required, incorporating up to date assumptions for these parameters, to reflect the true value of the discounted assets and liabilities.

In the current period, following the periodic review of the underlying loan book, it was assessed that the actual run-off assumed in the valuation model was within the range of what was experienced in the portfolio.

A re-measurement of all the receivables and payables using the discounted cash flow valuation technique occurs periodically, usually quarterly but must be completed at each reporting date.

## (c) Fair Values

The Directors consider that the carrying amounts of financial assets and financial liabilities recognised in the consolidated financial statements approximate their fair values with the exception of those listed in the following table. The carrying amount represents the net present value of trailing commissions receivable and payable recorded at fair value at the time of recognition and carried at amortised cost.

	As at 31 December 2015		As at 30 June 2015	
	Carrying amount	Fair value	Carrying amount	Fair value
	\$'000	\$'000	\$'000	\$'000
Other financial assets	66,332	75,537	63,829	74,336
Other financial liabilities	28,727	32,716	27,782	32,436

## (d) Seasonality of Operations

There is no significant variance in mortgage origination volumes generated by the Group between the first half or the second half of the financial year.

# Notes to the Consolidated Half-Year Financial Statements

FOR THE HALF-YEAR ENDED 31 DECEMBER 2015

		CONSOLIDATED	
		Half-year ended 31 DECEMBER 2015 \$'000	Half-year ended 31 DECEMBER 2014 \$'000
<b>4. DIVIDENDS PAID OR PROPOSED ON ORDINARY SHARES</b>			
(a) Dividends declared and paid during the half-year			
Final 100% franked ordinary share dividend for financial year 30 June 2015: 2.0 cents (2014: 2.0 cents)		2,117	2,098
(b) Dividends proposed and not recognised as a liability			
Interim 100% franked ordinary share dividends for half- year ended 31 December 2015: 2.0 cents (2014: 2.0 cents)		2,113	2,099
		As at 31 DECEMBER 2015 \$'000	As at 30 JUNE 2015 \$'000
<b>5. ISSUED CAPITAL</b>			
(a) Issued and paid up capital			
Ordinary shares fully paid		39,396	39,184
		39,396	39,184
(b) Movements in shares on issue			
<i>Ordinary shares</i>			
At 1 July 2015			
Shares issued during the period			
At 31 December 2015			
(b) Movements in shares on issue			
<i>Ordinary shares</i>			
At 1 July 2014			
Shares issued during the period			
At 31 December 2014			
(c) Share rights on issue			
At 31 December 2015, there were 1,705,943 share rights on issue (30 June 2015:2,001,445 share rights). Number of share rights granted during the period was 243,306 and the number of share rights vested during the period was 295,502.			

# Notes to the Consolidated Half-Year Financial Statements

FOR THE HALF-YEAR ENDED 31 DECEMBER 2015

	CONSOLIDATED	
	As at 31 DECEMBER 2015 \$'000	As at 31 DECEMBER 2014 \$'000

## 6. RECONCILIATION OF CASH

For the purposes of the Statement of Cash Flows, cash and cash equivalents comprise the following;

Cash at bank and in hand	4,088	4,464
RMT Cash Collections Account *	5,792	4,515
Restricted Cash **	3,285	3,070
	13,165	12,049

\* RMT Cash Collections Account includes monies held in the RMT Special Purpose Vehicles on behalf of investors in those Trusts and is not available to Homeloans Limited.

\*\* Cash held in trust as collateral for the Warehouse facility with Westpac Banking Corporation.

## 7. LOANS AND ADVANCES TO CUSTOMERS

	CONSOLIDATED	
	As at 31 DECEMBER 2015 \$'000	As at 30 JUNE 2015 \$'000
Gross loans and advances	202,500	200,847
Less: Allowance for impairment loss *	(424)	(409)
	202,076	200,438

\* An allowance for impairment is maintained against the mortgage loan receivables within the RMT Special Purpose Vehicles. The allowance for impairment loss is measured as the difference between the carrying amount of the loan and the present value of expected future cash flows (excluding future credit losses that have not been incurred) discounted at the original effective interest rate.

## 8. INTEREST-BEARING LIABILITIES

Included in the interest-bearing liabilities is the RMT warehouse facility of \$185,715,000 (\$181,740,000 as at 30 June 2015).

The RMT warehouse facility is a short term pass through funding facility (typically 12 months) that is renewable annually at the funder's option.

The Group's warehouse facility has been extended for a further 12 months to 30 June 2016 and there continues to be regular discussions with the warehouse provider as to the future utilisation and maturity of the facility. Further supporting this, the Group recommenced writing new loans into the warehouse facility during the prior financial year. It should be noted that the warehouse facility is structured so that in the highly unlikely event it is not renewed or otherwise defaults, there is only limited recourse to the Group. If the warehouse facility is not renewed or otherwise defaults and the related assets are liquidated, the primary impact for the Group would be the loss of future income streams from excess spread, being the difference between the Group's mortgage rate and the cost of funds and fee income. The directors are satisfied that in the event of either of these scenarios occurring, the Group's ability to continue as a going concern will not be affected.

# Notes to the Consolidated Half-Year Financial Statements

FOR THE HALF-YEAR ENDED 31 DECEMBER 2015

## 9. DERIVATIVE FINANCIAL LIABILITY

	CONSOLIDATED	
	As at 31 DECEMBER 2015	As at 30 JUNE 2015
	\$'000	\$'000
Derivative financial liability classified as held for trading <sup>(1)</sup>	32	32

(1) The Group uses interest rate swaps for interest risk management purposes. Some of the loans and advances within the RMT SPV's have fixed interest rates. In order to protect against rising interest rates, the Group has entered into fixed interest swap contracts under which it has right to receive interest at a variable rate and to pay interest at fixed rates. The swaps are used as an effective alternative to physical assets in order to achieve a desired level of total exposure and as a means to manage interest rate risk.

The Group uses various methods in estimating the fair value of a financial instrument. The methods comprise:

Level 1 - the fair value is calculated using quoted prices in active markets.

Level 2 - the fair value is estimated using inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly (as prices) or indirectly (derived from prices).

Level 3 - the fair value is estimated using inputs for the asset or liability that are not based on observable market data.

The derivative financial liabilities are the only financial instruments carried at fair value and are classified as Level 2 in the fair value hierarchy. There were no transfers between Level 1 and Level 2 during the year.

The Group does not apply hedge accounting. All derivatives are designated as financial instruments – held for trading. Total income recognised from the movement in fair value for the period is \$nil.

## 10. CONTINGENT ASSETS AND LIABILITIES

The directors were not aware of any material changes in the contingent liabilities, contingent assets or operational risk since the annual reporting date.

## 11. SUBSEQUENT EVENTS

On 24<sup>th</sup> February 2016, the directors announced an interim 100% franked dividend of 2.0 cents per share (2014: interim 100% franked dividend of 2.0 cents per share) payable on all shares.

On 22<sup>nd</sup> January 2016, 898,111 rights were issued by Homeloans Limited under the Employee LTI Rights Plan.

No other matters or events have arisen since the end of the interim period which have 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 subsequent financial periods.

# Notes to the Consolidated Half-Year Financial Statements

FOR THE HALF-YEAR ENDED 31 DECEMBER 2015

## 12. OPERATING SEGMENTS

### Identification of reportable segments

The Group has identified its operating segments based on the internal management reports that are reviewed and used by the Board of Directors (the chief operating decision makers) in assessing performance and in determining the allocation of resources.

The operating segments are identified by the Board of Directors, in conjunction with management, based on the nature of the products and services provided, the nature in which they are organised and managed and the markets to which they serve.

### Types of products and services

#### *Origination and management*

The origination and management segment originates residential mortgages through external mortgage brokers, satellite offices and internal consultants. The funding for these mortgages is supplied by a pool of funders, with the origination and management segment continuing the ongoing management of the loans after they are processed and settled.

#### *Securitisation of mortgages*

The securitisation of mortgages segment is the Group's own funding source. Using a series of mortgage trusts, this segment packages groups of mortgages and sells the income stream via a securitised mortgage trust.

# Notes to the Consolidated Half-Year Financial Statements

## FOR THE HALF-YEAR ENDED 31 DECEMBER 2015

The following tables present revenue and profit information for reportable segments for the half years ended 31 December 2015 and 31 December 2014. For the comparative period the segment assets are shown as at the last annual reporting date being 30 June 2015.

CONSOLIDATED	Origination and Management	Securitisation of Mortgages	Total
	\$'000	\$'000	\$'000
<b>Half-year ended 31 December 2015</b>			
<b>Revenue</b>			
Interest Income	3,018	5,454	8,472
Fee and commission income	20,293	138	20,431
Other operating income	107	-	107
Total segment revenue from external	23,418	5,592	29,010
Inter-segment revenue	1,309	-	1,309
Total segment revenue	24,727	5,592	30,319
Inter-segment elimination			(1,309)
Total consolidated revenue			29,010
<b>Result</b>			
Segment results before impairment loss and finance costs	3,280	744	4,024
Impairment loss	-	(16)	(16)
Finance costs	(23)	-	(23)
Segment result before income tax	3,257	728	3,985
Income tax expense			(1,223)
Net profit for the half-year			2,762
<b>Assets</b>			
Segment assets	87,269	212,731	300,000
Total assets			300,000

# Notes to the Consolidated Half-Year Financial Statements

FOR THE HALF-YEAR ENDED 31 DECEMBER 2015

## 12. OPERATING SEGMENTS (CONTINUED)

CONSOLIDATED	Origination and Management	Securitisation of Mortgages	Total
	\$'000	\$'000	\$'000
<b>Half-year ended 31 December 2014</b>			
<b>Revenue</b>			
Interest Income	3,189	6,103	9,292
Fee and commission income	17,915	161	18,076
Other operating income	123	-	123
Total segment revenue from external	21,227	6,264	27,491
Inter-segment revenue	1,223	-	1,223
Total segment revenue	22,450	6,264	28,714
Inter-segment elimination			(1,223)
Total consolidated revenue			27,491
<b>Result</b>			
Segment results before impairment and finance costs	2,941	913	3,854
Impairment gain	-	(24)	(24)
Finance costs	(42)	-	(42)
Segment result before income tax	2,899	889	3,788
Income tax expense			(1,156)
Net profit for the half-year			2,632
<b>As at 30 June 2015</b>			
<b>Assets</b>			
Segment assets	85,477	210,210	295,687
Total assets			295,687

## Directors' Declaration

In accordance with a resolution of the directors of Homeloans Limited, I state that:

In the opinion of the directors:

- (a) the financial statements and notes of the Group:
  - (i) give a true and fair view of the financial position as at 31 December 2015 and the performance for the half-year ended on that date of the Group; and
  - (ii) comply with Accounting Standard AASB 134 "Interim Financial Reporting" and the Corporations Regulations 2001; and
- (b) there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.

On behalf of the Board



R.N. Scott  
Chairman

Perth 24<sup>th</sup> February 2016

## Auditor's Independence Declaration to the Directors of Homeloans Limited

As lead auditor for the review of Homeloans Limited for the half-year ended 31 December 2015, I declare to the best of my knowledge and belief, there have been:

- a) no contraventions of the auditor independence requirements of the *Corporations Act 2001* in relation to the review; and
- b) no contraventions of any applicable code of professional conduct in relation to the review.

This declaration is in respect of Homeloans Limited and the entities it controlled during the financial period.



Ernst & Young



V L Hoang  
Partner  
24 February 2016

## Report on the Half-Year Financial Report

We have reviewed the accompanying half-year financial report of Homeloans Limited, which comprises the statement of financial position as at 31 December 2015, the statement of comprehensive income, statement of changes in equity and statement of cash flows for the half-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 half-year end or from time to time during the half-year.

### Directors' Responsibility for the Half-Year Financial Report

The directors of the company are responsible for the preparation of the half-year financial report that gives a true and fair view in accordance with Australian Accounting Standards and the Corporations Act 2001 and for such internal controls as the directors determine are necessary to enable the preparation of the half-year financial report that is free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express a conclusion on the half-year financial report based on our review. We conducted our review in accordance with Auditing Standard on Review Engagements ASRE 2410 Review of a Financial Report Performed by the Independent Auditor of the Entity, in order to state whether, on the basis of the procedures described, we have become aware of any matter that makes us believe that the financial report is not in accordance with the Corporations Act 2001 including: giving a true and fair view of the consolidated entity's financial position as at 31 December 2015 and its performance for the half-year ended on that date; and complying with Accounting Standard AASB 134 Interim Financial Reporting and the Corporations Regulations 2001. As the auditor of Homeloans Limited and the entities it controlled during the half-year, ASRE 2410 requires that we comply with the ethical requirements relevant to the audit of the annual financial report.

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

### Independence

In conducting our review, we have complied with the independence requirements of the Corporations Act 2001. We have given to the directors of the company a written Auditor's Independence Declaration, a copy of which is included in the Directors' Report.

## Conclusion

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

- a) giving a true and fair view of the consolidated entity's financial position as at 31 December 2015 and of its performance for the half-year ended on that date; and
- b) complying with Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Regulations 2001*.



Ernst & Young



V L Hoang  
Partner  
Perth  
24 February 2016