



# amaysim

**amaysim Australia Limited**

ABN 65 143 613 478

**Full-year report**

***incorporating Appendix 4E***

**for the year ended 30 June 2016**



amaysim Australia Limited and its controlled entities  
(ABN: 65 143 613 478)

## Appendix 4E (rule 4.3A)

Preliminary final report for the financial year ended 30 June 2016.  
This Appendix 4E should be read in conjunction with the consolidated financial statements and accompanying notes to the accounts

### RESULTS FOR ANNOUNCEMENT TO THE MARKET

*(All comparisons to financial year ended 30 June 2015)*

\$'000

Revenue for ordinary activities	Up	19.3%	to	254,025
Net profit after tax from ordinary activities	Down	(48.7)%	to	12,306
Net profit attributable to members	Down	(48.7)%	to	12,306
Underlying profit after tax (excluding significant items)*	Up	109.1%	to	19,966

### COMMENTS

\* Underlying profit after tax for FY16 has been calculated from statutory data after excluding the impact of IPO expenses, acquisition related expenses and the income tax adjustments on these items. Underlying profit after tax for FY15 is based on the proforma FY15 results

### DIVIDEND INFORMATION

	Amount per share (cents)	Franking status
Interim 2016 dividend (per share)	3.00	Unfranked
Final 2016 dividend (per share)	5.30	Unfranked
Total 2016 dividend (per share)	8.30	

### Interim dividend dates

Ex-dividend date	15 September 2016
Record date	16 September 2016
Payment date	7 October 2016

### NET TANGIBLE ASSETS

	<b>30 June 2016</b>	30 June 2015
Net tangible asset per security	<b>(\$0.25)</b>	(\$0.14)

Additional Appendix 4E disclosure requirements can be found in the financial statements and accompanying notes.

This Appendix 4E report is based on accounts that have been audited by PricewaterhouseCoopers.



amaysim Australia Limited  
 Directors' report  
 For the year ended 30 June 2016

The directors present their report, together with the financial statements of amaysim Australia Limited (amaysim or the Company) and its subsidiaries (together referred to as the group) for the year ended 30 June 2016 (FY16). The financial statements have been reviewed and approved by the directors.

**Directors**

The directors of the group during the year and up to the date of this report are shown below. The directors were in office for this entire period:

Andrew Reitzer	Chairman
Julian Ogrin	Chief Executive Officer and Managing Director
Rolf Hansen	Independent Non-Executive Director
Thorsten Kraemer	Independent Non-Executive Director
Maria Martin	Independent Non-Executive Director
Peter O'Connell	Independent Non-Executive Director
Jodie Sangster	Independent Non-Executive Director

**Company secretary**

The company secretary of amaysim was Maik Retzlaff up to 20 August 2015. Alex Feldman was subsequently appointed as the company secretary on 20 August 2015.

Alex Feldman holds the position of company secretary and general counsel. Alex has been with amaysim since it listed in 2015 and is responsible for the legal and regulatory functions, as well as corporate development opportunities such as mergers and acquisitions and strategic partnerships. Before joining amaysim, Alex worked as a Senior Associate at King & Wood Mallesons, specialising in infrastructure, energy and technology.

**Principal activities**

The principal activity of the group during the financial year was the provision of mobile telecommunication services. There was no significant change in the nature of the activities during the financial year.

**Dividends**

Consistent with the dividend policy included in the Prospectus, the directors declared a final dividend of 5.3 cents per share on 18 August 2016, unfranked with payment on 7 October 2016.

The following table includes information relating to dividends paid or declared in respect of FY16:

Type	Cents per share	Total amount \$'000	Date of payment
In respect of the current financial year			
Interim	3.0	5,351	14 April 2016
Final	5.3	9,716	7 October 2016
Total	8.3	15,067	
In respect of the previous financial year			
	NIL		

In line with the Prospectus, it is the intention of the board to continue to target a dividend payout ratio of between 60%-80% of amaysim's underlying NPATA (net profit after tax and after adding back the tax effected amortisation expense related to acquired intangibles, IPO expenses and other acquisition, integration and transaction expenses) subject to available profits and the financial position of the business (**Dividend Policy**).

The payment of a dividend is at the discretion of the directors and will be a function of a number of factors including the general business environment, the operating results and financial condition of amaysim, future funding requirements, capital management initiatives, taxation considerations (including the level of franking credits available), any contractual, legal or regulatory restrictions on the payment of dividends by amaysim, and any other factors the directors consider relevant.

amaysim Australia Limited  
 Directors' report (continued)  
 For the year ended 30 June 2016

**Review of operations**

amaysim is a leading Australian online-led Mobile Services Provider (or MSP), with 966k subscribers at the end of June 2016. Since launching, amaysim has become one of Australia's fastest growing MSPs and is the fourth largest independent MSP in Australia by number of subscribers.

The amaysim group, including Vaya Pty Limited and its subsidiaries (Vaya) which were acquired in January 2016, had an estimated 3% market share of the Australian Mobile Services market by number of subscribers as at December 2015 (according to Telstye, Australian Mobile Services report, March 2016) and 29% of the mobile virtual network operator market in December 2015 (according to the Telstye Australian Mobile Services report, March 2016).

The mobile services industry is highly dynamic. The group's success is underpinned by agility in responding to changes and its ability to maintain product and brand relevance. As part of amaysim's successful navigation and growth in this market, the product portfolio was substantially refreshed in November 2015 and again in March 2016. Maintaining profitability while improving its products is made possible by amaysim's strong Network Services Agreement (NSA) with Optus.

Also in November 2015, amaysim launched its 'amazingly simple' brand platform on which to market its suite of plans and its award-winning, online and DIY-driven customer experience platform.

In January 2016, amaysim announced the acquisition of Vaya, an online-only mobile virtual network operator which at the time had approximately 140k subscribers. With Vaya successfully integrated into the amaysim group, this acquisition has given amaysim a strong dual brand strategy and broader relevance across a wider audience and in the sub-\$20 market.

The acquisition of Vaya also gave amaysim ownership of Vaya's Philippines operations centre, which amaysim is developing with the view of extending its customer service team across Sydney and Manila and also expanding its tech development capabilities.

In May 2016, the Vaya brand refreshed its suite of products, garnering national media attention with its "Price Beat" Guarantee which reinforced its position as a challenger brand for cost-conscious mobile subscribers, again emphasising the benefits of the amaysim dual brand strategy.

In July 2016, soon after the completion of the 2016 financial year, amaysim announced that it had entered into a binding agreement to acquire 100% of the shares in broadband service provider Australian Broadband Services Pty Ltd (AusBBS). AusBBS' technology led approach accelerates amaysim's launch into the fixed broadband market in time for the exponential growth of the NBN and other fibre networks in Australia.

**Financial performance**

The results of the group for 30 June 2016 are detailed below and include the ordinary operations of the group including Vaya which was acquired in January 2016 and has been integrated into the group, and expenses associated with listing on the ASX and the acquisition of Vaya. amaysim views the business based on one operating segment.

<i>A\$'000 (unless stated)</i>		FY16* Actual	FY15 Actual	Variance	Variance %
Net revenue	(i)	253,537	212,595	40,942	19.3%
Gross Profit	(ii)	85,448	59,477	25,971	43.7%
Gross Profit Margin %	(iii)	33.7%	28.0%		5.7%
Net Profit After Tax (NPAT)	(iv)	12,306	24,009	(11,703)	(48.7%)
ARPU \$		\$25.24	\$26.12	(\$0.88)	(3.4%)
Closing Subscribers ('000s)		966	718	248	34.5%

**Financial performance (continued)**

\* FY16 includes Vaya which was acquired on 1 January 2016

**Net Revenue** is the total revenue and other income, excluding interest income.

**Gross Profit** is the total net revenue less network related expenses.

**NPAT** is the Profit/(loss) from continuing operations.

**Average Revenue Per Subscriber (ARPU)** calculated as statutory net revenue for the financial year divided by average subscribers for the year and expressed on a monthly base.

- (i) Net revenue for the financial year of \$253,537k grew \$40,942k, compared to the prior year predominantly reflecting growth in subscriber base.
- (ii) Gross profit growth was stronger than net revenue growth reflecting the group's robust NSA (including the price review mechanism) and improved rate of online payments and activations
- (iii) Gross profit margin increased from 28.0% to 33.7% during the financial year due to the disciplined and active management of a number of operational levers to achieve profitable growth. These levers include the price review mechanisms under the NSA, retail price points, activities to improve churn and online engagement and encouraging a focus on self-care customer service. This is all part of the group's online-driven business model and platform scalability
- (iv) Statutory NPAT of \$12,306k for FY16 includes additional tax effected expenses of \$6,043k for listing on the ASX and \$1,617k for acquiring Vaya, whereas FY15 statutory NPAT included a one-off tax benefit of \$12,944k due to the recognition for the first time of tax benefits associated with prior period tax losses. To understand recurring results of the business excluding these items, refer to underlying NPAT below

**Additional financial performance information**

Given the IPO expenses and acquisition costs included in the statutory results, the directors are of the opinion that underlying financial information provides useful information about the financial performance of the group. This information should be considered as supplementary to the consolidated statement of comprehensive income that has been presented in accordance with the Australian Accounting Standards and not as a replacement for them. Because these non-IFRS financial measures are not based on Australian Accounting Standards, they do not have standard definitions, and the way amaysim has calculated these measures may differ from similarly titled measures used by other companies. Readers should therefore not place undue reliance on these non-IFRS financial measures.

<i>A\$'000 (unless stated)</i>		FY16* Underlying	FY15** Pro forma	Variance %
EBITDA	(i)	35,443	16,447	115.5%
NPAT	(i)	19,966	9,547	109.1%
NPATA	(i)	22,292	10,246	117.6%
Underlying EPS (cps)	(ii)	11.3	5.8	94.8%

\* FY16 results include Vaya which was acquired on 1 January 2016

**EBITDA** is the Profit/(loss) before income tax excluding interest income, depreciation and amortisation expense.

**NPATA** is NPAT adding back amortisation on acquired intangible assets other than software.

**Underlying EPS** is calculated as NPAT dividend by weighted average number of shares on issue.

Strong underlying results reflects growth in subscriber numbers (including the Vaya subscribers) and gross profit margin across the group.

**Reconciliation of statutory results to underlying results**

The table below reconciles the statutory financial information to underlying financial information.

**Reconciliation of statutory results to underlying results (continued)**

Financial year ended 30 June 2016		EBITDA \$'000	NPAT \$'000	NPATA \$'000
<b>Statutory results</b>		25,076	12,306	12,306
Add back/(deduct):				
IPO expenses	(i)	8,633	8,633	8,633
Acquisition expenses	(ii)	1,734	1,734	1,734
Income tax impact	(iii)	-	(2,707)	(2,707)
Amortisation of brand name & customer lists	(iv)	-	-	2,326
<b>Underlying results</b>		35,443	19,966	22,292

- (i) IPO expenses relate to expenses incurred when the company listed on the ASX
- (ii) Acquisition expenses relate to transaction expenses incurred in the process of acquiring Vaya Pty Limited and related entities
- (iii) Income tax impact is the tax effect of the underlying NPAT adjustments
- (iv) Amortisation of trademarks/brand name and customer lists is the adding back of amortisation of acquired intangibles other than software

**Review of financial position**

As a result of the groups strong operating performance, capital raising during the IPO and issue of shares as consideration for the acquisition of Vaya, the group has net assets of \$32,311k (30 June 2015: net deficiency of \$2,612k).

As at 30 June 2016, the group's current liabilities of \$69,823k (2015: \$51,621k) exceed the current assets of \$23,504k (2015: \$28,542k) by \$46,319k (2015: \$23,079k). The increase in the net deficiency of \$23,240k is primarily due to the \$5,000k paid in cash for Vaya during the period and \$18,376k of the Optus liability assumed as part of the acquisition of Vaya which has been classified as a current liability. This liability and the \$11,230k of activation fees payable have fixed repayment terms as described in note 1(g). Current liabilities also include deferred revenue of \$7,449k for which there are no future cash outflows. The group also has a history of generating positive operating cash flows, and fixed repayment terms with major creditors, and accordingly the financial statements are prepared on a going concern basis.

Other major movements in intangibles, other non current assets/liabilities are due to the growth in the underlying business and acquisition of Vaya.

**Business risks**

Like other businesses, the group is exposed to a number of risks which may affect future financial performance. In addition to the financial risk management section below, the directors have identified the group's material risks such as market competition and business interruption and are in the process of implementing a robust risk management framework. More information will be provided in the group's FY16 annual report.

**Significant changes in the state of affairs**

- (1) Listing on the Australian Securities Exchange  
 amaysim Australia Limited was admitted to the Official List of the Australian Securities Exchange (ASX) on 15 July 2015 with the ASX code: AYS.

As part of the process of listing the company, the following events were finalised:

- (a) *Share split*

Each share (and share right) prior to the listing was split into 145 shares. The share split ensured that the number of shares acquired by successful applicants under the Offer (as contained in the Prospectus), and on issue on completion, equaled the equivalent number of shares referred to in the group's Prospectus (and the number of share rights was appropriately adjusted to take account of the share split).

**Significant changes in the state of affairs (continued)**

(b) *Employee share rights plan*

In line with the successful listing, tranche 1 of the employee share rights plan were converted into ordinary shares and consistent with the share split each right was converted into 145 shares.

(c) *Capital raising*

\$207,000k was raised under the Offer with \$194,200k to be paid to existing shareholders via SaleCo and \$12,800k paid to amaysim.

(2) The acquisition of Vaya Pty Limited

On 1 January 2016 amaysim Australia Limited acquired 100% of the issued shares in Vaya Pty Limited, a mobile virtual network operator based in Brisbane, Australia. Further details of the acquisition are set out in note 13 on pages 57 to 58 of this financial report.

**Event subsequent to balance date**

*Acquisition of Australian Broadband Services Pty Ltd*

On 19 July 2016 amaysim Australia Limited entered into terms of agreement to purchase Australian Broadband Services Pty Ltd. This acquisition accelerates its strategy of entering into the broadband market in order to be ready for the upcoming 'forced churn' event presented by the rollout of the National Broadband Network (NBN). Further details of the proposed acquisition are disclosed in note 31(a).

Other than the above mentioned matters, no matter or circumstance has arisen since 30 June 2016 to the date of signing this report that has significantly affected, the group's operations, results or state of affairs, or may do so in future years

**Likely developments**

Continued demand for mobile services, the growth of the BYO-device market segment and the rollout of NBN and other fibre networks are expected to have a positive impact on amaysim's performance in financial year 2017. amaysim will continue with its strategy of capturing mobile market share, leveraging customer experience and satisfaction for retention and expanding its 'amazingly simple' brand into the home through diversification into fixed broadband.

**Environmental regulation**

The operations of the group are not subject to any particular or significant environmental regulations under a Commonwealth, State or Territory Law.

**Information on directors**

<b>Andrew Reitzer</b>	
Position	Independent Non-Executive Chairman
Experience & expertise	Andrew Reitzer has over 35 years' experience in both the retail and wholesaling industries. He is currently the Independent Chairman of SG Fleet. Andrew was the CEO of Metcash Limited from 1988 to 30 June 2013. Prior to his time as CEO of Metcash, Andrew held management roles at Metro Cash & Carry and led the establishment of Metro's operations in Israel and Russia. Andrew also served as Metro's Group Operations Director
Qualifications	Bachelor of Commerce and a Masters of Business Administration from the University of South Africa.
Special responsibilities	Remuneration and nomination committee (Chairperson)
Interest in shares and options	83,333 Shares

**Information on directors (continued)**

<b>Julian Ogrin</b>	
Position	Chief Executive Officer and Managing Director
Experience & expertise	Julian Ogrin has over 20 years' experience in the telecommunications industry. Prior to joining amaysim in 2013, Julian was the CEO of Tele2 Croatia and prior to that was the Chief Commercial Officer of Meteor Mobile Communications Ireland. Julian also has senior executive experience in the telecommunications industry, which has seen him based in Sydney, London and Hong Kong with organisations such as Allphones Retail Group Australia, SAS, Vodafone and Cable & Wireless Group.
Qualifications	Bachelor of Business from the Avondale College.
Special responsibilities	None
Interest in shares and options	1,667,210 Shares Rights; 1,950,000 Options

<b>Rolf Hansen</b>	
Position	Non-Executive Director
Experience & expertise	Rolf Hansen co-founded amaysim in May 2010 and was CEO of amaysim until February 2015. Prior to co-founding amaysim, Rolf worked as founder and CEO of Simyo GmbH, Germany's first no frills MVNO, which launched in May 2005 and was sold to E-Plus Mobilfunk GmbH. Rolf also has senior executive experience in the e-commerce and telecommunications industry with Letsbuyit.com, Deutsche Telekom/T-Mobile and Hutchison Telecom Germany.
Qualifications	Degree in Business Administration, specialising in Marketing and Finance.
Special responsibilities	Audit and risk management committee
Interest in shares and options	7,734,010 Shares

<b>Thorsten Kraemer</b>	
Position	Independent Non-Executive Director
Experience & expertise	Thorsten Kraemer joined the Board as a Director in 2010 and has over 17 years' experience in the telecommunications industry. Thorsten has been a member of the Supervisory Board of freenet AG, a German MVNO that is listed on the Frankfurt Stock Exchange, from 2007 to 2011 and again since 2012. From 2009 to 2011, Thorsten was the Chairman of freenet AG's Supervisory Board. Thorsten has held senior roles in funds management of public and private equity and is currently the Managing Director of Crocodile Capital GmbH.
Qualifications	Degree in Business Administration and Economics from the University of Cologne.
Special responsibilities	Audit and risk management committee
Interest in shares and options	1,450,000 Shares

**Information on directors (continued)**

<b>Maria Martin</b>	
Position	Independent Non-Executive Director
Experience & expertise	Maria Martin joined amaysim in 2015 and has over 30 years experience in accounting, business advisory services, risk and general management. Maria is also an Independent non-executive director of OrotonGroup Limited. Previous professional experience includes 15 years as a partner at Pricewaterhouse Coopers.
Qualifications	Bachelor of Commerce from the University of New South Wales, is a Graduate of the Australian Institute of Company Directors and a Fellow of Chartered Accountants, Australia and New Zealand.
Special responsibilities	Audit and risk management committee (Chairperson)
Interest in shares and options	16,666 Shares

<b>Peter O'Connell</b>	
Position	Non-Executive Director
Experience & expertise	Peter O'Connell co-founded amaysim and was Chairman of amaysim from incorporation until June 2015. Previous professional experience includes partner at Minter Ellison and Gilbert & Tobin, Asia Pacific Counsel for BellSouth, founding a boutique advisory business in telecommunications and technology, as well as senior executive and CEO roles for large Australian organisations. Peter has served on a number of boards for private and public companies and on government boards.
Qualifications	Peter holds a Bachelor of Arts (Hons) from the University of Sydney and a LLB Bachelor of Law from Australian National University
Special responsibilities	Remuneration and nomination committee
Interest in shares and options	7,734,010 Shares

<b>Jodie Sangster</b>	
Position	Independent Non-Executive Director
Experience & expertise	Jodie Sangster has over 17 years' experience in data driven-marketing and advertising. Jodie is the CEO of the Association for Data-Driven Marketing & Advertising (ADMA). Jodie also serves as the chair of Global DMA, an organisation that represents, supports and brings together over 30 marketing associations from around the globe. Prior to joining ADMA, Jodie held senior executive roles in sales and marketing in New York and the United Kingdom.
Qualifications	Bachelor of Laws from Kingston University and a Masters of Laws from University College London.
Special responsibilities	Remuneration and nomination committee
Interest in shares and options	16,666 Shares

amaysim Australia Limited  
 Directors' report (continued)  
 For the year ended 30 June 2016

**Meetings of directors**

The numbers of meetings of the company's board of directors and committees held during the year ended 30 June 2016, and the numbers of meetings attended by each director were:

	Board		Audit and Risk Management Committee		Remuneration and Nomination Committee	
<b>Scheduled meetings</b>	6		4		4	
<b>Unscheduled meetings</b>	8		-		-	
	A	B	A	B	A	B
Andrew Reitzer	13	14	4*	-	4	4
Julian Ogrin	14	14	4*	-	4*	-
Rolf Hansen	12	14	4	4	1*	-
Thorsten Kraemer	13	14	4	4	2*	-
Maria Martin	14	14	4	4	3*	-
Peter O'Connell	14	14	-	-	3	4
Jodie Sangster	14	14	1*	-	3	4

A = Number of meetings attended

B = Number of meetings held during the time the director held office

\* = Indicates that Director is not a member of a specific committee and attended by invitation or as an alternate committee member.

## Remuneration report

### Letter from the Remuneration and Nomination Committee (Unaudited)

Dear Shareholders,

On behalf of the Board, I am pleased to present amaysim's 2016 remuneration report.

Since listing on the Australian Securities Exchange (ASX) on 15 July 2015 (listing date), the Company has experienced solid growth. Underlying EBITDA has grown by 115.5%, driven by net revenue growth of 19.3% and gross profit margin of 33.7%.

Executive KMP earned 60% of their maximum STI opportunity for FY16. Despite a pleasing financial performance and sector-leading customer net promoter score (NPS) throughout the financial year, Executive KMP did not realise the full STI opportunity due to stretch targets not being met.

Following the successful listing of the Company, a portion of the Awards granted to Executive KMP under the previous Employee Share Plan vested. In addition, the first grant under the Company's new long-term incentive plan was made. Further detail regarding executive remuneration outcomes for 2016 is set out in the "Executive KMP Remuneration Outcomes for FY16" section of this report.

To support the continued growth of amaysim, while retaining and attracting top quality executives, in 2016 the Remuneration and Nomination Committee oversaw the implementation of:

- The Company's updated short-term incentive plan, including the setting of executive Key Performance Indicators; and
- A new performance-based long-term incentive plan.

The revised executive remuneration framework ensures participants are incentivised to achieve stretch targets, ensuring variable rewards are delivered for above average performance.

Given the recent changes, the Remuneration and Nomination Committee does not believe further significant changes are required to the Executive KMP remuneration framework or Non-executive Director fees in 2017. The Committee will monitor the Company's remuneration strategy and frameworks to ensure they continue to support amaysim's growth strategy.

I look forward to the opportunity to discuss this with you at the Company's Annual General Meeting.

Yours sincerely,



Andrew Reitzer  
CHAIR - REMUNERATION AND NOMINATION COMMITTEE

## Remuneration report (continued)

### Remuneration Report (Audited)

#### Introduction

The Directors of amaysim Australia Limited (amaysim or the Company) are pleased to present the remuneration report (the Report) for the period 1 July 2015 to 30 June 2016 (FY16). The Report outlines the remuneration arrangements of the Company's Key Management Personnel (KMP) who, directly or indirectly, have authority and responsibility for planning, directing and controlling the activities of amaysim, being the Non-executive Directors, the Executive Director and other Senior Executives of the Company. In this Report, Executive Directors and other Senior Executives are collectively referred to as 'Executive KMP'.

This report forms part of the Directors' Report and has been prepared in accordance with section 300A of the Corporations Act 2001 (the Corporations Act) and the Corporation Act's regulations. The information contained in this Report has been audited as required by section 308 (3C) of the Corporations Act.

The key sections of this Report include:

- Key Management Personnel
- Remuneration governance
- Executive remuneration policy and structure
- Legacy equity plans
- Executive KMP remuneration outcomes for FY16
- Executive statutory remuneration
- Executive employment agreements
- Non-executive Director fees
- Additional required disclosures

#### Key Management Personnel

The table below outlines amaysim's KMP during FY16.

Name	Position title	Term as KMP
<b>Non-executive Directors</b>		
Andrew Reitzer	Non-executive Chair	Full year
Maria Martin	Non-executive Director	Full year
Jodie Sangster	Non-executive Director	Full year
Thorsten Kraemer	Non-executive Director	Full year
Rolf Hansen	Non-executive Director <sup>1</sup>	Full year
Peter O'Connell	Non-executive Director <sup>2</sup>	Full year
<b>Executive KMP</b>		
Julian Ogrin	Chief Executive Officer and Executive Director	Full Year
Leanne Wolski	Chief Financial Officer	Full Year
Julian Dell	Chief Operations Officer	Part year – appointed KMP 15 October 2015 <sup>3</sup>
Andrew Balint	Chief Commercial Officer	Part year – appointed KMP 15 October 2015 <sup>4</sup>

## Remuneration report (continued)

1. Rolf Hansen was an Executive Director to 14 July 2015, and became a Non-Executive Director on listing date.
2. Peter O'Connell was an Executive Director to 14 July 2015, and became a Non-Executive Director on listing date.
3. Prior to Julian Dell's appointment, he held the position of IT Executive at amaysim.
4. Prior to Andrew Balint's appointment, he held the position of Marketing Executive at amaysim.

## Remuneration Governance

### *Remuneration and Nomination Committee*

Prior to listing, the Board established the Remuneration and Nomination Committee (Committee). The role of the Committee is to review and make recommendations to the Board on matters relating to:

- Board and Executive KMP succession planning;
- Non-executive Director fees and the aggregate fee pool;
- Executive KMP remuneration arrangements including the Company's equity-based incentives;
- the Company's remuneration policy, and other relevant policies including recruitment, retention and termination policies;
- the annual assessment of Board and Executive KMP performance; and
- the assessment of the Board's skills, size and composition.

Further information regarding the Committee's role, responsibilities and membership can be found in the Committee's Charter, a copy of which can be found on the Company's website:

<https://investor.amaysim.com.au/IRM/Company/ShowPage.aspx?CategoryId=190&CPID=924&EID=1891275>

### *Remuneration Consultants*

Under the provisions of the Committee's Charter, the Committee may engage assistance and advice from external remuneration consultants. To ensure that any recommendations made by remuneration consultants are provided without undue influence being exerted by Executives, external remuneration consultants deliver their advice directly to members of the Committee. No remuneration recommendation was provided to the Committee in FY16.

During FY16, the Committee engaged Mercer Australia to provide executive remuneration and non-director fee market data. We note advisors were engaged regarding the executive remuneration framework, including the STI and LTI plans, prior to listing. No executive remuneration framework advice was required in FY16.

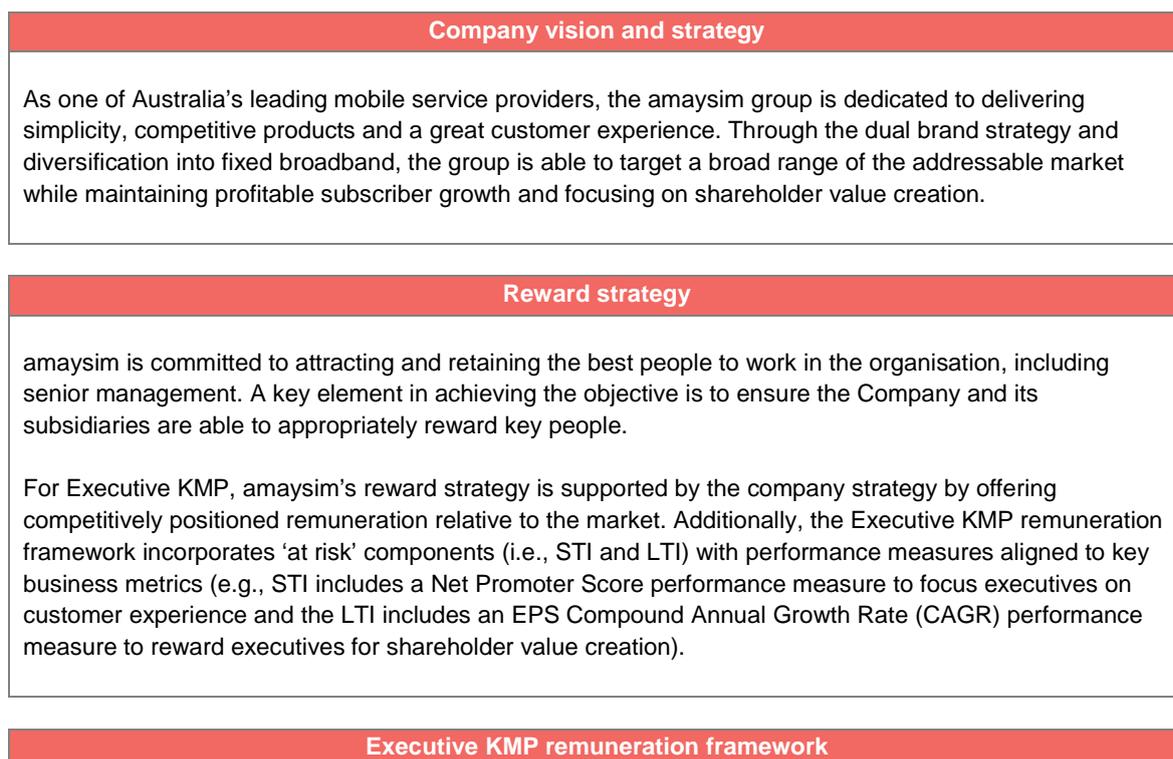
### *Hedging of Remuneration*

In accordance with provisions of the Corporations Act, all KMP and amaysim employees are prohibited from hedging unvested equity based remuneration as outlined in the Company's Remuneration Policy and Securities Trading Policy, which is available on the Company's website.

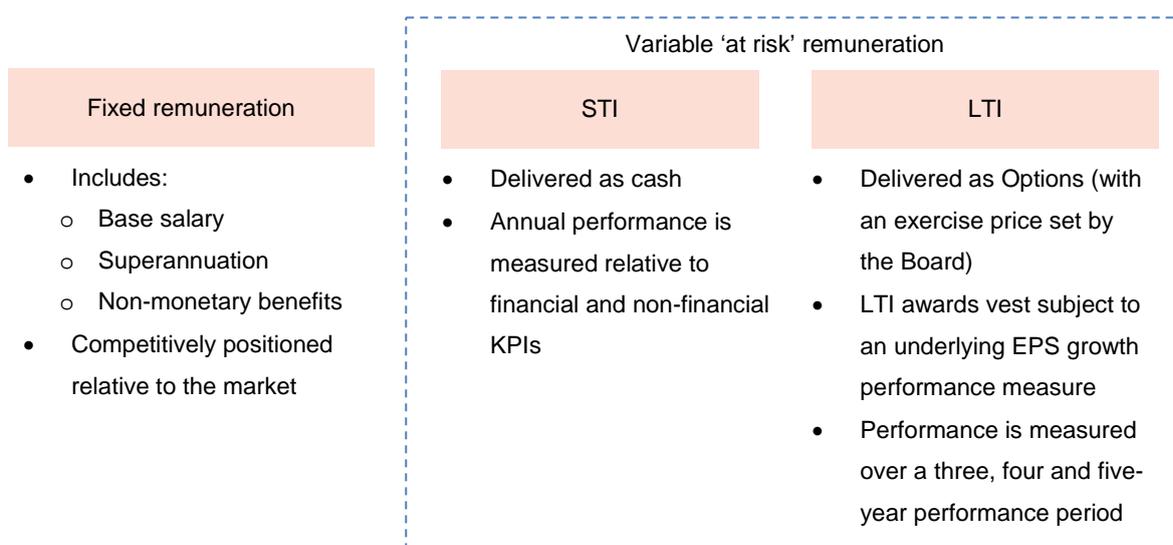
## Remuneration report (continued)

### Executive Remuneration Policy and Structure

The Company is committed to attracting and retaining the best people to work in the organisation. A key element in achieving this objective is appropriately rewarding key talent, as summarised in the diagram below.



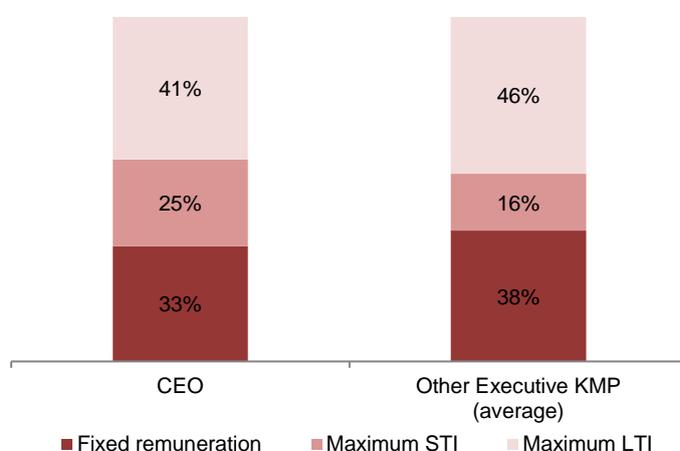
Executive KMP remuneration consists of fixed and variable remuneration as outlined in the below.



## Remuneration report (continued)

### Remuneration Mix

The chart below outlines the maximum remuneration mix (expressed as a percentage of total maximum remuneration) for the CEO and average maximum remuneration mix for other Executive KMP. As the remuneration mix chart illustrates, the majority of Executive KMP remuneration is performance based and at-risk. Fixed remuneration represents the contracted amount for FY16; STI represents the maximum opportunity for FY16; LTI represents the maximum opportunity for FY16.



### Fixed Remuneration

Fixed remuneration includes base salary, superannuation and other non-monetary benefits (e.g. car parking) and is competitively positioned relative to the market. Factors such as industry, company size and stage of development (e.g. newly listed companies) are used to determine appropriate comparator groups. Fixed remuneration for Executive KMP is reviewed at least every second year, taking into account the following factors:

- the individual's performance;
- the executive's skills and experience;
- labour market conditions; and
- the size and complexity of the role (and Company).

## Remuneration report (continued)

### STI Plan

The key features of amaysim's STI plan are outlined below.

<b>Purpose</b>	Motivate and reward Executive KMP for the achievement of annual performance targets.
<b>Eligibility</b>	Executive KMP
<b>STI Opportunity</b>	A maximum STI opportunity is set for each Executive KMP based on the executive's role and responsibilities. For FY16 the CEO's maximum STI opportunity was 75% of fixed remuneration, and 30 - 50% of fixed remuneration for other Executive KMP.
<b>Performance measure and vesting schedule</b>	<p>Executive KMP performance is assessed against key performance indicators (KPIs) to ensure they are aligned to the Company's growth strategy and financial objectives. KPIs for FY16 were based on Company financial (Underlying Earnings Per Share) and customer (Net Promoter Score, NPS) performance. Underlying Earnings Per Share (EPS) and NPS were chosen as they reflect key components of the Company's growth strategy, underlying financial performance and focus on customer satisfaction. KPIs are approved by the Board.</p> <p>Underlying EPS has been selected as it is a key financial metric of the business strategy, incorporates items Executive KMP can control, and allows the Board to measure operational management of the Company.</p> <p>NPS is measured throughout the year by an independent external firm. Four NPS surveys are conducted during the financial year, and average NPS score is calculated and used to determine performance relative to the NPS performance hurdle set at the beginning of the financial year.</p> <p>Each KPI operates independently and is expressed as a percentage of maximum STI.</p> <p>The STI award performance measures are split as follows:</p> <ul style="list-style-type: none"> <li>• EPS (80% weighting of the STI award)</li> <li>• NPS (20% weighting of the STI award)</li> </ul>
<b>Performance assessment</b>	<p>The CEO's performance relative to annual KPIs is assessed by the Chair of the Board, in conjunction with the Remuneration and Nomination Committee. The CEO's STI award (if any) is approved by the amaysim Board.</p> <p>The performance of all other Executive KMP is assessed by the CEO, for recommendation to the Remuneration and Nomination Committee and approval by the amaysim Board.</p>
<b>Termination</b>	Executives who cease employment prior to the end of the financial year are not entitled to an STI award, unless the Board, at its sole discretion, determines otherwise.

STI outcomes for FY16 are detailed in the section titled "Executive KMP Remuneration Outcomes for FY16 this report."

## Remuneration report (continued)

### LTI Plan

amaysim's LTI plan was introduced in conjunction with the Company's listing on the ASX as disclosed in the Company's prospectus. The key features of the LTI plan are outlined below:

<b>Purpose</b>	The purpose of the LTI plan is to: <ul style="list-style-type: none"> <li>• Attract and retain executive talent;</li> <li>• Align the interests of Executive KMP with shareholders; and</li> <li>• Incentivise Executive KMP to deliver sustainable long term growth and create value for shareholders</li> </ul>
<b>Eligibility</b>	All Executive KMP are eligible to participate in the LTI plan.
<b>Form of grant</b>	The LTI offer in FY16 was made in the form of Options to acquire fully paid ordinary shares in the Company, with an exercise price of \$1.80 (equal to the offer price set out in the prospectus).  The Company may determine to settle the award in cash upon the exercise of the Options. Unvested LTI awards carry no rights to dividends nor voting rights.
<b>Grant date</b>	LTI awards were granted to Julian Ogrin and Leanne Wolski on 15 July 2015 and to Andrew Balint and Julian Dell on 30 October 2015.
<b>LTI opportunity</b>	For FY16, the LTI opportunity is determined based on the responsibilities and contribution of the individual to amaysim's long-term success.
<b>Allocation</b>	The number of instruments granted was determined by dividing the Executive KMP's LTI opportunity (expressed as a percentage of fixed remuneration) by the fair value per instrument, calculated using a Binomial valuation.
<b>Performance &amp; vesting period</b>	The LTI award is split into three tranches with performance measured over a three, four and five year performance period, as follows: <ul style="list-style-type: none"> <li>• Tranche 1 (50% of LTI award): performance is measured from the date of grant to 30 June 2018</li> <li>• Tranche 2 (25% of LTI award): performance is measured from the date of grant to 30 June 2019</li> <li>• Tranche 3 (25% of LTI award): performance is measured from the date of grant to 30 June 2020</li> </ul>

**Remuneration report (continued)**

<p><b>Performance measures &amp; vesting schedule</b></p>	<p>Vesting of LTI awards is subject to the achievement of underlying EPS compound annual growth rate (EPS CAGR) targets over three, four and five year performance periods, and continued employment with amaysim.</p> <p>The EPS CAGR target is calculated by dividing the underlying profit (or loss) after tax for the financial year (as defined in the <i>Additional Financial Performance Information</i> in the Directors Report), by the weighted adjusted average number of ordinary shares outstanding. Underlying EPS has been selected as it is key financial metric of the business strategy, measures business performance over which Executive KMP can control and aligns Executive KMP interests with long-term shareholder value creation.</p> <p>The EPS CAGR target for each performance period is determined by the Board at the start of the performance period. The Board believes EPS is an appropriate long-term performance measure as it reflects sustainable long-term growth and shareholder returns over the performance periods.</p> <p>The percentage of each tranche of the LTI award that will vest is outlined in the table below.</p> <table border="1" data-bbox="488 1014 1388 1429"> <thead> <tr> <th>EPS CAGR over the performance period</th> <th>Vesting %</th> </tr> </thead> <tbody> <tr> <td>Less than 80% of target EPS CAGR</td> <td>Nil</td> </tr> <tr> <td>Equal to 80% of target EPS CAGR</td> <td>50%</td> </tr> <tr> <td>Between 80% and 100% of target EPS CAGR</td> <td>Straight line vesting between 50% and 75%</td> </tr> <tr> <td>Equal to 100% of target EPS CAGR</td> <td>75%</td> </tr> <tr> <td>Between 100% and 125% of target EPS CAGR</td> <td>Straight line vesting between 75% and 100%</td> </tr> <tr> <td>Equal to or greater than 125% of target EPS CAGR</td> <td>100%</td> </tr> </tbody> </table> <p>If the EPS performance condition is not met, the relevant tranche of the LTI award will lapse and will not be re-tested at a later date.</p>	EPS CAGR over the performance period	Vesting %	Less than 80% of target EPS CAGR	Nil	Equal to 80% of target EPS CAGR	50%	Between 80% and 100% of target EPS CAGR	Straight line vesting between 50% and 75%	Equal to 100% of target EPS CAGR	75%	Between 100% and 125% of target EPS CAGR	Straight line vesting between 75% and 100%	Equal to or greater than 125% of target EPS CAGR	100%
EPS CAGR over the performance period	Vesting %														
Less than 80% of target EPS CAGR	Nil														
Equal to 80% of target EPS CAGR	50%														
Between 80% and 100% of target EPS CAGR	Straight line vesting between 50% and 75%														
Equal to 100% of target EPS CAGR	75%														
Between 100% and 125% of target EPS CAGR	Straight line vesting between 75% and 100%														
Equal to or greater than 125% of target EPS CAGR	100%														
<p><b>Termination &amp; forfeiture</b></p>	<p>In the event of resignation or dismissal (for cause) all unvested LTI awards will lapse on cessation of employment, unless the Board in its absolute discretion determines otherwise.</p> <p>In all other instances a pro-rata portion based on time served of the unvested LTI award will remain on foot. The performance and vesting conditions (except for the continuous employment condition) will continue to apply to the pro-rated unvested Options.</p> <p>Any unvested LTI awards will lapse if in the opinion of the Directors, a participant has acted fraudulently or dishonestly.</p>														
<p><b>Change of control</b></p>	<p>The Board may, in its absolute discretion, determine that all, a part of, or no unvested LTI awards will vest.</p>														

## Remuneration report (continued)

### Executive KMP Remuneration Outcomes for FY16

This section provides a summary of the key financial results for amaysim, and also how these results have been reflected in Executive KMP remuneration for FY16.

#### *amaysim's Financial Performance*

The table below sets out amaysim's financial performance during FY16:

Financial measure <sup>1</sup>	FY16 (\$'000 unless stated)
Net Revenue	\$253,537
Underlying EBITDA	\$35,443
Underlying NPAT	\$19,966
Underlying NPAT Growth	109.1%
Underlying EPS	11.3c
Underlying EPS Growth	94.8%
Dividends paid during FY16	\$5,351
Share price at listing (15 July 2015)	\$1.80
Share price at 30 June 2016	\$1.67

1. Refer to Financial Performance and Additional Financial Performance Information for definition of financial measures

We note as the Company listed on 15 July 2015, financial performance is not included for prior year periods.

#### **STI Outcomes**

KPIs are set at the commencement of each financial year, and are objective and measurable. The performance of each Executive KMP against their FY16 KPIs is set out below:

Executive KMP	FY16 KPIs	Maximum STI as a % of fixed remuneration	Awarded STI as a % of maximum STI	Forfeited STI as a % of maximum STI	Actual STI
Julian Ogrin	Underlying EPS (80%) NPS (20%)	75%	60%	40%	\$292,500
Leanne Wolski	Underlying EPS (80%) NPS (20%)	50%	60%	40%	\$120,000
Julian Dell <sup>1</sup>	Underlying EPS (80%) NPS (20%)	30%	60%	40%	\$38,170
Andrew Balint <sup>1</sup>	Underlying EPS (80%) NPS (20%)	50%	60%	40%	\$79,521

1. STI outcomes for Julian Dell and Andrew Balint is for the period they were Executive KMP (from 15 October 2015).

## Remuneration report (continued)

### LTI Outcomes

The first tranche of Share Rights awarded under the legacy ESP vested on listing. The number of Share Rights which vested is set out in the table titled "Legacy Equity Plans". No awards under the new LTI plan vested, lapsed or were forfeited in FY16 as this was the first year of operation.

### Executive KMP Statutory Remuneration

The following table shows the accounting expense of remuneration received by Executive KMP during FY16. The information presented below has been prepared in accordance with Australian Accounting Standards.

Executive KMP	Short-term employee benefits			Post-employment benefits	Other long-term benefits	Share-based payments		Total remuneration
	Salary & fees <sup>1</sup>	Cash bonus	Non-monetary benefits <sup>2</sup>	Superannuation	Accrued Long Service Leave	Rights	Options	
	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)	
<b>Julian Ogrin</b> Chief Executive Officer and Executive Director	630,731	292,500	30,932	19,308	7,129	263,290	219,152	1,463,042
<b>Leanne Wolski</b> Chief Financial Officer	405,181	120,000	5,380	19,308	11,277	11,892	98,337	671,375
<b>Julian Dell</b> <sup>3</sup> Chief Operations Officer	193,080	38,170	24,429	8,188	3,355	8,116	84,718	361,056
<b>Andrew Balint</b> <sup>3</sup> Chief Commercial Officer	270,202	79,521	3,250	9,853	4,207	8,214	105,898	481,145
<b>Total</b>	<b>1,499,194</b>	<b>530,191</b>	<b>63,991</b>	<b>56,657</b>	<b>25,968</b>	<b>291,512</b>	<b>508,105</b>	<b>2,975,618</b>

No termination benefits were paid during FY16.

- Salary & fees include annual leave accrual.
- Non cash benefits outlined in the table above include packaged items and other non-cash benefits, including fringe benefits.
- Remuneration for Julian Dell and Andrew Balint is for the period they were Executive KMP (i.e from 15 October 2015)

## Remuneration report (continued)

### Executive Employment Agreements

Each Executive KMP has an ongoing (i.e. no fixed term) employment agreement with the Company which sets out each Executive KMP's remuneration, termination, confidentiality, restraint period and terms. The key terms of employment for Executive KMP are summarised below.

Term	CEO	Other Executive KMP
Length of agreement	Ongoing, no fixed term	Ongoing, no fixed term
Notice period (by Executive KMP)	12 months	6 months
Notice period (by the Company)	12 months	6 months
Termination payments	12 months' fixed remuneration in lieu of notice. Treatment of STI and unvested LTI awards on termination is outlined in the "Remuneration framework and structure" section above.	6 months' fixed remuneration in lieu of notice. Treatment of STI and unvested LTI awards on termination is outlined in the "Remuneration framework and structure" section above.

### Non-Executive Director Fees

#### Fee Policy and Structure

Non-executive Directors receive fees for their services to the Company, which reflect the demands and responsibilities of the role. Non-executive Director fees are reviewed regularly by the Committee to ensure they are appropriate and in line with the market.

Non-executive Director fees consist of base fees and fees for chairing on Board Committees (inclusive of statutory superannuation contributions). The Chair of amaysim receives an overall fee that is inclusive of base fees, Board Committee fees and statutory superannuation contributions.

Non-executive Directors do not receive incentive or performance-based remuneration, nor are they entitled to retirement or termination benefits. Non-executive Directors may be reimbursed for expenses reasonably incurred in performing their duties as a Director.

The table below summarises the Board and Committee fees (inclusive of superannuation contributions) for FY16.

Board and Committee fees	FY16
Non-Executive Chairman	\$200,000
Non-Executive Director	\$100,000
Audit & Risk Management Committee Chair	\$22,500

The current maximum aggregate Non-executive Director fee pool is \$1,400,000. The Board will not seek an increase to the aggregate Non-executive Director fee pool at the 2016 Annual General Meeting.

## Remuneration report (continued)

### Non-Executive Director Fees

The following table shows the fees received by Non-executive Directors in FY16. The information presented below has been prepared in accordance with Australian Accounting Standards.

Non-executive Director	Short-term benefits		Post-employment benefits	Total (\$)
	Board & Committee fees (\$)	Non-monetary benefits (\$)	Superannuation (\$)	
<b>Andrew Reitzer</b> Non-executive Chair	182,648	-	17,352	200,000
<b>Maria Martin</b> Non-executive Director	111,872	-	10,628	122,500
<b>Jodie Sangster</b> Non-executive Director	91,324	-	8,676	100,000
<b>Thorsten Kramer</b> Non-executive Director	100,000	-	-	100,000
<b>Rolf Hansen</b> <sup>1</sup> Non-executive Director	91,324	1,867	8,676	101,867
<b>Peter O'Connell</b> <sup>2</sup> Non-executive Director	91,324	7,752	8,676	107,752
<b>Total</b>	<b>668,492</b>	<b>9,619</b>	<b>54,008</b>	<b>732,119</b>

1. Rolf Hansen was an Executive Director to 14 July 2015, and became a Non-Executive Director on amaysim's listing date.
2. Peter O'Connell was an Executive Director to 14 July 2015, and became a Non-Executive Director on amaysim's listing date.

## Remuneration report (continued)

### LTI Awards

The table below sets out the number of Options granted to Executive KMP during FY16. Details of the performance conditions are set out in the LTI section above in this Report.

Executive KMP	Tranche	Grant date	Fair value per Option at grant date	Number of Options granted	Fair value at grant date	Exercise price per Option	Vesting / first exercise date	Expiry date
Julian Ogrin	1	15 July 2015	\$0.40	975,000	\$390,000	\$1.80	30 June 2018	30 June 2020
	2	15 July 2015	\$0.42	487,500	\$204,750	\$1.80	30 June 2019	30 June 2021
	3	15 July 2015	\$0.43	487,500	\$209,625	\$1.80	30 June 2020	30 June 2022
<b>Total</b>				<b>1,950,000</b>	<b>\$804,375</b>			
Leanne Wolski	1	15 July 2015	\$0.40	437,500	\$175,000	\$1.80	30 June 2018	30 June 2020
	2	15 July 2015	\$0.42	218,750	\$91,875	\$1.80	30 June 2019	30 June 2021
	3	15 July 2015	\$0.43	218,750	\$94,063	\$1.80	30 June 2020	30 June 2022
<b>Total</b>				<b>875,000</b>	<b>\$360,938</b>			
Andrew Balint	1	30 October 2015	\$0.83	309,128	\$256,577	\$1.80	30 June 2018	30 June 2020
	2	30 October 2015	\$0.83	154,730	\$128,426	\$1.80	30 June 2019	30 June 2021
	3	30 October 2015	\$0.83	154,730	\$128,426	\$1.80	30 June 2020	30 June 2022
<b>Total</b>				<b>618,589</b>	<b>\$513,429</b>			
Julian Dell	1	30 October 2015	\$0.83	247,035	\$205,039	\$1.80	30 June 2018	30 June 2020
	2	30 October 2015	\$0.83	123,518	\$102,520	\$1.80	30 June 2019	30 June 2021
	3	30 October 2015	\$0.83	123,518	\$102,520	\$1.80	30 June 2020	30 June 2022
<b>Total</b>				<b>494,071</b>	<b>\$410,079</b>			

## Remuneration report (continued)

### Legacy Equity Plans

Prior to amaysim's listing, Executive KMP participated in the Employee Share Plan (ESP). Details of the ESP were disclosed in the Company's prospectus. The ESP has been replaced by the LTI plan described in the "LTI Plan" section above and no further grants will be made under the ESP.

The section below *Additional Required Disclosures* sets out the number of Share Rights that vested during FY16, and the number of Share Rights held by Executive KMP at 30 June 2016. No Share Rights lapsed during FY16.

<b>Eligibility</b>	All Executive KMP are eligible to participate in the ESP plan.			
<b>Form of grant</b>	The ESP offer was made prior to the Company's listing, in the form of Rights to acquire fully paid ordinary shares in the Company. The Company may determine to settle the award in cash upon the exercise of the Share Rights. Unvested ESP awards carry no rights to dividends nor voting rights.			
<b>Grant date</b>	The dates that the ESP awards were granted to Executive KMP are outlined in the table below.			
<b>ESP opportunity</b>	The ESP opportunity is determined based on the responsibilities and contribution of the individual to amaysim's long-term success. The minimum value of the grant is nil if the service conditions are not met. The maximum value is based on the estimated fair value calculated at the time of the grant and amortised in accordance with the accounting standard requirements, as set out in the table below.			
	<b>Executive KMP</b>	<b>Date of grant</b>	<b>Minimum value of Rights yet to vest</b>	<b>Maximum value of Rights yet to vest</b>
	Julian Ogrin	11/06/2013	-	872,363
	Leanne Wolski	13/06/2012	-	50,959
	Julian Dell	13/06/2012	-	49,209
	Andrew Balint	13/06/2012	-	49,799
	<b>Total</b>		-	<b>1,022,330</b>
<b>Allocation</b>	The number of instruments granted was determined by dividing the Executive KMP's ESP opportunity (expressed as a percentage of fixed remuneration) by the privately held share price at the date of grant.			
<b>Service conditions &amp; vesting period</b>	<p>The Legacy award is split into three tranches as follows:</p> <ul style="list-style-type: none"> <li>Tranche 1 (33% of ESP award): measured from the date of grant to the date of listing (15 July 2015)</li> <li>Tranche 2 (33% of ESP award): measured from the date of grant to one year following the IPO</li> <li>Tranche 3 (33% of ESP award): measured from the date of grant to two years following the IPO</li> </ul> <p>Vesting of ESP awards is subject to a service condition (continuing employment with the Company).</p>			

### Remuneration report (continued)

<b>Termination &amp; forfeiture</b>	Any unvested Rights will automatically lapse when a participant ceases to be employed by amaysim (except under certain qualifying conditions (i.e. death, disability, retirement or redundancy), in which case unvested Rights will automatically vest into Shares).
<b>Change of control</b>	The Board may, in its absolute discretion, determine that all, a part of, or no unvested LTI awards will vest.

### Additional Required Disclosures

#### Shareholdings of Key Management Personnel

KMP	Balance at 1 July 2015	Shares exchanged for AYS shares as part of IPO	Acquired	Granted as remuneration	On vesting of Share Rights	Disposed	Net change	Balance at 30 June 2016
<b>Non-executive Directors</b>								
Andrew Reitzer	-	-	83,333	-	-	-	83,333	83,333
Maria Martin	-	-	16,666	-	-	-	16,666	16,666
Jodie Sangster	-	-	16,666	-	-	-	16,666	16,666
Thorsten Kramer	-	1,450,000	-	-	-	-	1,450,000	1,450,000
Peter O'Connell	-	7,734,010	-	-	-	-	7,734,010	7,734,010
Rolf Hansen	-	7,734,010	-	-	-	-	7,734,010	7,734,010
<b>Total</b>	-	<b>16,918,020</b>	<b>116,665</b>	-	-	-	<b>17,034,685</b>	<b>17,034,685</b>
<b>Executive KMP</b>								
Julian Ogrin	-	-	-	-	833,605	(833,605)	-	-
Leanne Wolski	-	-	138,888	-	116,821	-	255,709	255,709
Julian Dell	-	-	-	-	112,810	(100,000)	12,810	12,810
Andrew Balint	-	-	-	-	114,164	-	114,164	114,164
<b>Total</b>	-	-	<b>138,888</b>	-	<b>1,177,400</b>	<b>933,605</b>	<b>382,683</b>	<b>382,683</b>

#### Share Rights Holdings of Key Management Personnel

No Non-executive Director holds any Share Rights.

Executive KMP	Balance at 1 July 2015	Granted as remuneration	Rights vested	Rights forfeited / lapsed	Balance at 30 June 2016
Julian Ogrin	2,500,815	-	(833,605)	-	1,667,210
Leanne Wolski	350,465	-	(116,821)	-	233,644
Julian Dell	338,430	-	(112,810)	-	225,620
Andrew Balint	342,490	-	(114,164)	-	228,326
<b>Total</b>	<b>3,532,200</b>	-	<b>(1,177,400)</b>	-	<b>2,354,800</b>

## Remuneration report (continued)

### *Option Holdings of Key Management Personnel*

No Non-executive Director holds any Options.

Executive KMP	Balance at 1 July 2015	Granted as remuneration	Options exercised	Options forfeited / expired	Balance at 30 June 2016
Julian Ogrin	-	1,950,000	-	-	1,950,000
Leanne Wolski	-	875,000	-	-	875,000
Andrew Balint	-	618,589	-	-	618,589
Julian Dell	-	494,071	-	-	494,071
<b>Total</b>	<b>-</b>	<b>3,937,660</b>	<b>-</b>	<b>-</b>	<b>3,937,660</b>

### *Loans and other transactions with KMP*

There were no loans or other transactions with KMP or their related parties during 2016.

*This concludes the remuneration report, which has been audited.*

amaysim Australia Limited  
Directors' report *(continued)*  
For the year ended 30 June 2016

**Unissued shares**

*(a) Long term incentive plan (LTIP)*

At the date of this report, amaysim had 4,358,267 LTIP rights that could convert to 4,358,267 ordinary shares in amaysim Australia Limited.

For further details of the long term incentive plan refer to note 28(a) of this financial report.

*(b) Employee share plan rights (ESPR)*

At the date of this report, amaysim had 30,011 employee share rights outstanding that could convert to 4,351,743 ordinary shares in amaysim Australia Limited.

For further details of the employee share plan rights refer to note 28(b) of this financial report.

**Issued shares**

During the financial year and up to the date of this report, 16,151 employee share plan rights converted to 2,341,895 ordinary shares in amaysim Australia Limited.

**Indemnification and insurance of officers**

The group indemnifies, to the extent permitted by law, all officers of the group, (including the directors), for any liability (including the costs and expenses of defending actions for an actual or alleged liability) incurred in their capacity as an officer of the group.

This indemnity is not extended to current or former employees of the group against liability incurred in their capacity as an employee unless approved by the board of amaysim Australia Limited. During or since the end of the financial year, no such indemnities have been provided.

During the financial year, the group agreed to insure all the officers of the group against certain liabilities as permitted by the Corporations Act. The insurance policy prohibits disclosure of the nature of the cover, the amount of the premium, the limit of liability and other terms.

During the financial year amaysim paid premiums in respect of a contract insuring all the directors against costs incurred in defending proceedings for conduct involving: a wilful breach of duty or a contravention of Sections 182 or 183 of the *Corporations Act 2001* as permitted by Section 199B of the *Corporations Act 2001*.

**Proceedings on behalf of the Group**

No application has been made under section 237 of the *Corporations Act 2001* in respect of the group and no proceedings have been brought or intervened in on behalf of the group under that section.

**Corporate governance**

amaysim Australia Limited and the board are committed to achieving and demonstrating the highest standards of corporate governance. amaysim Australia Limited has reviewed its corporate governance practices against the Corporate Governance Principles and Recommendations (3rd edition) published by the ASX Corporate Governance Council. amaysim's current corporate governance statement, which applies post listing 15 July 2015 is available on the group's website and will be updated later this year with the annual report.

**Remuneration report - audited**

Information on amaysim's remuneration framework and the outcomes for FY16 for the amaysim Australia Limited Board, the CEO and key management personnel, is included in the remuneration report on pages 9 to 24 of this financial report.

amaysim Australia Limited  
 Directors' report (continued)  
 For the year ended 30 June 2016

**Non-audit services**

The company may decide to employ the groups auditors on assignments additional to their statutory audit duties where the auditor's expertise and experience with the company and/or the group are important.

During the year the following fees were paid or payable for non-audit services provided by the auditor of the parent entity and its related practices:

	<b>consolidated entity</b>	
	<b>Year ended 30 June</b>	
	<b>2016</b>	<b>2015</b>
	<b>\$</b>	<b>\$</b>
<b>Other assurance services</b>		
<b>Total remuneration for other assurance services</b>	-	-
<b>Taxation services</b>		
<b>Total remuneration for taxation services</b>	-	-
<b>Other services</b>		
PricewaterhouseCoopers firm:		
Tax advice and due diligence services	<b>400,600</b>	-
Investigating accountant's report	-	653,553
<b>Total remuneration for other services</b>	<b>400,600</b>	<b>653,553</b>
<b>Total remuneration for non-audit services</b>	<b>400,600</b>	<b>653,553</b>

**Directors' declaration on satisfaction with independence of auditor**

The board of directors has considered the position and, in accordance with advice received from the audit and risk management committee, is satisfied that the provision of the non-audit services is compatible with the general standard of independence for auditors imposed by the *Corporations Act 2001*. The directors are satisfied that the provision of non-audit services by the auditor, as set out below, did not compromise the auditor independence requirements of the *Corporations Act 2001* for the following reasons:

- all non-audit services have been reviewed by the audit committee to ensure they do not impact the impartiality and objectivity of the auditor
- none of the services undermine the general principles relating to auditor independence as set out in APES 110 *Code of Ethics for Professional Accountants*.

Fees paid to the external auditor, including a breakdown of fees for non-audit services, are reported in note 29 to the financial statements.

As noted in the corporate governance statement published on amaysim's website, a component of the audit and risk management committee's role is the appointment of the external auditor and overseeing the independence of the external auditor. PricewaterhouseCoopers was appointed as external auditor by the shareholders in for the year ended 30 June 2011. Mr Sumanth Prakash was appointed as the company's lead audit engagement partner for the year ended 30 June 2012. The Corporations Act requires the rotation of the lead audit partner of a company at least every five years. This means that, in the ordinary course, Mr Prakash would have been rotated and been replaced with another audit engagement partner at the conclusion of the 2016 reporting season. However, in February 2016, the audit and risk management committee and board considered the impact of the rotation of Mr Prakash at the conclusion of the 2016 reporting season. The audit and risk management committee and board resolved that it believed that compliance with the rotation requirements for the 2017 year would impose an unreasonable burden on amaysim. In providing this approval the audit and risk management committee and board were satisfied that the extension:

**Directors' declaration on satisfaction with independence of auditor (continued)**

- was consistent with maintaining the quality of the audit provided to amaysim; and
- would not give rise to a conflict of interest situation (as defined in the Corporations Act) and, thereby, impair Mr Prakash's independence.

In particular, in relation to audit quality, the board noted that, amongst other things:

- amaysim had undergone substantial change over the past five years and the company will undergo further significant transformation and increased complexity in the next two to five years.
- As such, the board and audit and risk management committee considered that while amaysim continued its transformation activities, it was important that the detailed knowledge and understanding that Mr Prakash had built up in relation to amaysim and its industry over the past five years is retained to ensure the quality of the audit of amaysim for shareholders over the coming years.

The audit and risk management committee was satisfied that the approval would not give rise to a conflict of interest situation because:

- Management and the audit and risk management committee were not aware of any such conflicts in relation to PricewaterhouseCoopers or Mr Prakash and did not believe that the extension of his term would give rise to any such conflicts; and
- amaysim has in place a detailed governance framework to ensure that such conflicts do not arise.

Accordingly, amaysim sought and obtained a declaration from the Australian Securities and Investments Commission under *section 342A of the Corporations Act* to extend the term of Mr Prakash for an additional year.

This allowed Mr Prakash to remain as lead auditor for the financial year ending 30 June 2017.

As required by the *Corporations Act 2001* the external auditor is required to provide an annual declaration of their independence to the Directors, which is included on page 8.

**Auditor**

PricewaterhouseCoopers continues in office in accordance with section 327 of the *Corporations Act 2001*.

amaysim Australia Limited  
Directors' report *(continued)*  
For the year ended 30 June 2016

**Rounding of amounts**

The amounts contained in this report and in the financial report have been rounded under the option available to the group under *ASIC Corporations (Rounding in Financial/Directors' Reports) Instrument 2016/191*. The group is an entity to which the Class Order applies, and in accordance with the Class Order, amounts in the directors' report and the financial report have been rounded to the nearest thousand dollars (where rounding is appropriate), or in certain cases, to the nearest dollar.

This report is signed in accordance with a resolution of directors:



Andrew Reitzer  
Director  
Sydney



Julian Ogrin  
Director  
Sydney

19 August 2016



## **Auditor's Independence Declaration**

As lead auditor for the audit of amaysim Australia Limited for the year ended 30 June 2016, I declare that to the best of my knowledge and belief, there have been:

1. no contraventions of the auditor independence requirements of the *Corporations Act 2001* in relation to the audit; and
2. no contraventions of any applicable code of professional conduct in relation to the audit.

This declaration is in respect of amaysim Australia Limited and the entities it controlled during the period.

A handwritten signature in black ink, appearing to read 'S Prakash', with a horizontal line underneath the name.

S Prakash  
Partner  
PricewaterhouseCoopers

Sydney  
19 August 2016

amaysim Australia Limited ABN 65 143 613 478  
Full-year report  
For the year ended 30 June 2016

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amaysim Australia Limited  
Consolidated statement of comprehensive income  
For the year ended 30 June 2016

	Notes	2016 \$'000	2015 \$'000
<b>Revenue</b>			
Service revenue		241,890	205,678
Other revenue		11,647	6,917
Interest income		488	332
<b>Total revenue</b>	3	<b>254,025</b>	<b>212,927</b>
<b>Expenses</b>			
Network related expenses		(168,089)	(153,118)
Employee expenses		(22,020)	(18,435)
Marketing expenses		(12,466)	(13,117)
Depreciation and amortisation expenses	4	(5,319)	(2,955)
Finance expenses	4	(1,755)	(123)
IPO expenses		(8,633)	(3,050)
Acquisition expenses	13	(1,734)	-
Other expenses		(15,519)	(10,838)
<b>Total expenses</b>		<b>(235,535)</b>	<b>(201,636)</b>
<b>Profit before income tax</b>		<b>18,490</b>	<b>11,291</b>
Income tax (expense)/benefit	5	(6,184)	12,718
<b>Profit after tax</b>		<b>12,306</b>	<b>24,009</b>
<b>Profit attributable to members of amaysim Australia Ltd</b>		<b>12,306</b>	<b>24,009</b>
Other comprehensive income for the year net of tax		-	-
<b>Total comprehensive income for the year attributable to members of amaysim Australia Ltd</b>		<b>12,306</b>	<b>24,009</b>
<b>Earnings per share</b>			
		<b>Cents</b>	<b>Cents</b>
Basic earnings per share	7	<b>6.9</b>	14.5
Diluted earnings per share	7	<b>6.6</b>	13.9

The above consolidated statement of comprehensive income should be read in conjunction with the accompanying notes.

amaysim Australia Limited  
Consolidated balance sheet  
As at 30 June 2016

	Notes	2016 \$'000	2015 \$'000
<b>CURRENT ASSETS</b>			
Cash and cash equivalents	8	13,388	15,021
Trade and other receivables	9	9,080	12,572
Other current assets	10	1,036	949
<b>Total current assets</b>	1(a)(iv)	<b>23,504</b>	28,542
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment	11	1,018	609
Intangible assets	12	76,711	7,955
Deferred tax assets	14	1,399	12,752
Other non-current assets	15	13,903	3,124
<b>Total non-current assets</b>		<b>93,031</b>	24,440
<b>TOTAL ASSETS</b>		<b>116,535</b>	52,982
<b>CURRENT LIABILITIES</b>			
Trade and other payables	16	55,752	39,562
Customer deposits		3,324	-
Deferred revenue		7,449	10,125
Provisions	17	2,591	1,934
Current tax liabilities		707	-
<b>Total current liabilities</b>	1(a)(iv)	<b>69,823</b>	51,621
<b>NON-CURRENT LIABILITIES</b>			
Other liabilities	18	13,642	3,593
Provisions	17	759	380
<b>Total non-current liabilities</b>		<b>14,401</b>	3,973
<b>TOTAL LIABILITIES</b>		<b>84,224</b>	55,594
<b>NET ASSETS/(LIABILITIES)</b>		<b>32,311</b>	(2,612)
<b>EQUITY</b>			
Contributed equity	20(a)	62,538	35,521
Equity compensation reserve	20(b)	2,780	1,829
Retained profits	20(c)	30,964	24,009
Accumulated losses (prior years)		(63,971)	(63,971)
<b>TOTAL EQUITY</b>		<b>32,311</b>	(2,612)

The above consolidated balance sheet should be read in conjunction with the accompanying notes.

amaysim Australia Limited  
Consolidated statement of change in equity  
For the year ended 30 June 2016

		Attributable to owners of amaysim Australia Limited			
Notes	Contributed equity \$'000	Equity compensation reserve \$'000	Retained earnings / (Accumulated losses) \$'000	Total \$'000	
	32,017	-	(63,971)	(31,954)	<b>Balance at 1 July 2014</b>
	-	-	24,009	24,009	Profit after tax for the year
	-	-	<b>24,009</b>	<b>24,009</b>	<b>Total comprehensive income for the year</b>
<b>Transactions with owners in their capacity as owners:</b>					
Value of conversion rights on convertible notes	3,504	-	-	3,504	20(a)
Share based payments	-	1,829	-	1,829	20(b)
	3,504	1,829	-	5,333	
	<b>35,521</b>	<b>1,829</b>	<b>(39,962)</b>	<b>(2,612)</b>	<b>Balance at 30 June 2015</b>
	35,521	1,829	(39,962)	(2,612)	<b>Balance at 1 July 2015</b>
	-	-	12,306	12,306	Profit after tax for the year
	-	-	<b>12,306</b>	<b>12,306</b>	<b>Total comprehensive income for the year</b>
<b>Transactions with owners in their capacity as owners:</b>					
Contributions of equity, net of transaction costs and tax	12,561	-	-	12,561	20(a)
Issue of ordinary shares as consideration for a business combination	14,456	-	-	14,456	13
Dividends paid	-	-	(5,351)	(5,351)	6
Share based payments	-	951	-	951	20(b)
	27,017	951	(5,351)	22,617	
	<b>62,538</b>	<b>2,780</b>	<b>(33,007)</b>	<b>32,311</b>	<b>Balance at 30 June 2016</b>

The above consolidated statement of change in equity should be read in conjunction with the accompanying notes.

amaysim Australia Limited  
Consolidated statement of cash flows  
For the year ended 30 June 2016

	2016	2015
Notes	\$'000	\$'000
<b>Cash flows from operating activities</b>		
Receipts from customers (incl. of GST)	279,309	227,188
Payments to suppliers and employees (incl. of GST)	(245,226)	(209,266)
Repayment of Optus liability acquired on Vaya acquisition	(17,782)	-
Finance expenses	(44)	(123)
Interest received	487	332
<b>Net cash inflows from operating activities</b>	<b>16,744</b>	<b>18,131</b>
	21(b)	
<b>Cash flows from investing activities</b>		
Payments for acquisition of subsidiary after overdraft acquired	(5,008)	-
Payments for property, plant and equipment	(663)	(310)
Proceeds from sale of property, plant and equipment	-	170
Payments for intangible assets	(4,091)	(8,275)
Increase in security deposits and bank guarantees	(5,674)	-
<b>Net cash (outflows) from investing activities</b>	<b>(15,436)</b>	<b>(8,415)</b>
	13(b)	
<b>Cash flows from financing activities</b>		
Proceeds from IPO	12,880	-
Dividends paid	(5,351)	-
Payments for IPO expenses	(10,470)	(1,635)
(Repayment) from redemption of convertible notes	-	(151)
Repayment of leases	-	(312)
<b>Net cash (outflows) from financing activities</b>	<b>(2,941)</b>	<b>(2,098)</b>
<b>Net (decrease)/ increase in cash and cash equivalents</b>	<b>(1,633)</b>	<b>7,618</b>
Cash and cash equivalents at the beginning of the financial year	15,021	7,403
<b>Cash and cash equivalents at end of year</b>	<b>13,388</b>	<b>15,021</b>

The above consolidated statement of cash flows should be read in conjunction with the accompanying notes.

amaysim Australia Limited  
Notes to the consolidated financial statements  
For the year ended 30 June 2016

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## 1 Summary of significant accounting policies

### (a) Basis of preparation

These general purpose financial statements have been prepared in accordance with Australian Accounting Standards and interpretations issued by the Australian Accounting Standards Board and the *Corporations Act 2001*. amaysim Australia Limited (formerly amaysim Australia Pty Ltd) is a company limited by shares, incorporated and domiciled in Australia.

On 29 May 2015 amaysim Australia Pty Limited was converted to a public company, amaysim Australia Limited. amaysim Australia Limited was admitted to the ASX effective 15 July 2015 pursuant to a prospectus dated 23 June 2015 and subsequent initial public offering (IPO). The IPO was undertaken using the existing group structure and no corporate reorganisation took place. As such the financial statements are a continuation of amaysim Australia Pty Ltd and no fair value adjustments were required to be reflected in these financial statements.

The financial statements were authorised for issue by the directors on 19 August 2016. The directors have the power to amend and reissue the financial statements.

#### (i) Compliance with IFRS

The consolidated financial statements of the amaysim Australia Limited group comply with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB).

#### (ii) Historical cost convention

The financial report is prepared in accordance with the historical cost convention. Unless otherwise stated, the accounting policies adopted are consistent with those of the previous year.

#### (iii) New and amended standards adopted by the group

Certain new accounting standards and interpretations have been published that are not mandatory for 30 June 2016 reporting periods and have not been early adopted by the group. The group's assessment of the impact of these new standards and interpretations is that they either do not apply to the group or if they do apply will not materially impact the financial reports as outlined below:

Title of the standard	Nature of the change	Impact	Mandatory application date
AASB 9 Financial Instruments	AASB 9 addresses the classification, measurement and derecognition of financial assets and financial liabilities, introduces new rules for hedge accounting and a new impairment model for financial assets.	While the group has yet to undertake a detailed assessment of the classification and measurement of financial assets and liabilities, the adoption of the standard is not expected to be material.	Mandatory for financial years commencing on or after 1 January 2018. Expected date of adoption by the group: 1 July 2018.
AASB 15 Revenue from Contracts with Customers	The AASB has issued a new standard for the recognition of revenue. This will replace AASB 118 which covers revenue arising from the sale of goods and the rendering of services and AASB 111 which covers construction contracts. The new standard is based on the principle that revenue is recognised when control of a good or service transfers to a customer. The standard	Management is currently assessing the effects of applying the new standard on the group's financial statements and has identified the following areas that are likely to impact the revenue recognition: i. Variable consideration arising from: - Promotions and goodwill credit to customers	Mandatory for financial years commencing on or after 1 January 2018. Expected date of adoption by the group: 1 July 2018.

## 1 Summary of significant accounting policies (continued)

### (a) Basis of preparation (continued)

	permits either a full retrospective or a modified retrospective approach for the adoption.	- Breakage, or likelihood of unexercised rights (e.g. expired credit) will need to be considered whilst determining the transaction price. ii. Commissions paid to retailers will be considered as acquisition costs, or "costs to obtain a contract". These should be capitalised and depreciated over the customers' life. At this stage, the group is not able to estimate the effect of the new rules on the group's financial statements. The group will make more detailed assessments of the impact over the next twelve months.	
AASB 16 Leases	AASB 16 was issued in February 2016. It will result in almost all leases being recognised on the balance sheet, as the distinction between operating and finance lease is removed. Under the new standard, an asset (the right to use the leased item) and a financial liability to pay rentals are recognised. The only exceptions are short-term and low-value leases.	The standard will affect primarily the accounting for the group's operating leases. As at the reporting date, the group has operating lease commitments of \$8,260k. However, the group has not yet determined to what extent these commitments will result in the recognition of an asset and a liability for future payments and how this will affect the group's profit and classification of cash flows.	Mandatory for financial years commencing on or after 1 January 2018. Expected date of adoption by the group: 1 July 2019.

#### (iv) Working capital deficiency

As at 30 June 2016, the group's current liabilities of \$69,823k (2015: \$51,621k) exceed the current assets of \$23,504k (2015: \$28,542k). Current assets reduced by \$5,000k paid in cash for the Vaya acquisition. Current liabilities include deferred revenue of \$7,449k for which there are no future cash outflows. Additionally, included in current liabilities is \$18,376k of Optus liability acquired on Vaya acquisition and \$11,230k of Optus activation fee which are both on fixed repayment terms as described in 1(g) and customer deposits for \$3,224k (based on average of \$20 per customer) which is only payable after a customer disconnects and when the customer requests a refund. Also the group has a history of generating positive operating cash flows, and fixed repayment terms with major creditors, and accordingly the financial statements are prepared on a going concern basis.

## **1 Summary of significant accounting policies (continued)**

### **(b) Principles of consolidation**

#### *(i) Subsidiaries*

The consolidated financial statements incorporate the assets and liabilities of all subsidiaries of amaysim Australia Limited ('company' or 'parent entity') as at 30 June 2016 and the results of all subsidiaries for the year then ended. amaysim Australia Limited and its subsidiaries together are referred to in this financial report as the group or the consolidated entity.

Subsidiaries are all entities over which the group has the power to govern the financial and operating policies so as to obtain benefits from their activities.

The acquisition method of accounting is used to account for the acquisition of subsidiaries by the parent entity. Subsidiaries are fully consolidated from the date on which control is transferred to the group.

All transactions and balances between the parent entity and subsidiaries are eliminated. Accounting policies of subsidiaries are consistent with the policies adopted by the group.

### **(c) Significant accounting judgements, estimates and assumptions**

The group may make judgements, estimates and assumptions that affect the reported amounts in the consolidated financial statements. Assumptions made at each balance date are based on best estimates at that date.

Estimates and judgements are continually evaluated and based on historical experience and other factors, including expectations of future events. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amount of the assets and liabilities are discussed below:

#### *(i) Income taxes*

The group is subject to income taxes in Australia. Significant judgement is required in determining the income tax expense and unbooked tax losses. There are certain transactions and calculations undertaken during the ordinary course of business for which the ultimate tax determination is uncertain. The group estimates its tax based on the group's understanding of the tax law, including the assumption that it will both generate sufficient future taxable profits and continue to satisfy the Continuity of Ownership and/or Same Business tests in future periods'. Where the final tax outcome of these matters is different from the amounts that were initially recorded, such differences could impact the availability of booked tax assets in future periods in which any determination is made. The group has recognised a net deferred tax asset \$1,519k relating to tax losses and temporary differences at 30 June 2016.

Assumptions about the generation of future taxable profits depend on the group's estimates of future cash flows, which in turn depend on estimates of future sales volumes, operating costs, capital expenditure, dividends to shareholders and other capital management transactions.

#### *(ii) Employee share rights*

The group have issued share rights to certain employees. The cost of the plan recognised in the group's financial statement is an estimation of the fair value of the share rights at grant date. This requires judgement in respect of the valuation methodology adopted and the valuation assumptions embedded within the methodology. Further details of the valuation methodology and assumptions are set out in note 28.

#### *(iii) Accounting for IPO expenses*

During the year, the group incurred costs in preparation for listing on the Australian Securities Exchange. The Directors' have determined consistent with AASB 132 that costs related to existing shareholders will be expensed in the consolidated statement of comprehensive income; costs related to the issuance of new shares will be recognised as an increase in equity in the consolidated balance sheet.

## 1 Summary of significant accounting policies (continued)

### (c) Significant accounting judgements, estimates and assumptions (continued)

The costs related to the IPO can not be easily allocated to either the existing or new shares. Total costs have been apportioned between expenses and equity based on the percentage of new shares issued in the IPO out of the total number of shares in amaysim. As outlined in the prospectus 95.91% of the share register was made of up existing shares (169m shares), and 4.09% of the share register was made up of new shares (7.2m shares).

Joint lead manager and financial adviser fees incurred during the year end and were accounted for on the same basis.

#### (iv) Intangible assets - goodwill

Judgements and estimates relating to the impairment testing of goodwill are set out in note 12 to this report.

### (d) Revenue recognition

The group recognises revenue when the amount of revenue can be reliably measured, it is probable that future economic benefits will flow to the entity and specific criteria have been met for each of the group's activities as described below. The group bases its estimates on historical results, taking into consideration the type of customer, the type of transaction and the specifics of each arrangement.

#### (i) Service revenue

Service revenue is comprised of service revenue net of promotion costs relating to subscriber acquisition and retention. Service revenues are recognised based on customer usage. When a customer uses the amaysim sim card to make voice, sms and/or other services this will trigger revenue being recognised for customers on the As You Go product. Revenue from the Unlimited plan and data bolt-on are recognised on a straight line basis over the period after the plan is bought. Revenue from the Flexi plan is recognised based on customer usage and expiry of Flexi credits.

#### (ii) Other revenue

Other revenue is comprised of expired credits, incentives and asset sales and is recognised when it is earned and becomes receivable.

#### (iii) Interest revenue

Interest revenue is recognised when interest becomes receivable. All interest revenue within the consolidated financial statements are from cash held at bank and term deposits.

### (e) Expenses

All expenses including rates and taxes, and other outgoings are recognised in the consolidated statement of comprehensive income on an accruals basis.

### (f) Cash and cash equivalents

For the purpose of presentation in the consolidated statement of cash flows, cash and cash equivalents includes cash on hand, deposits held at call with a bank or financial institution with original maturities of three months or less. Cash and cash equivalents also include highly liquid investments which are readily convertible to cash on hand at the groups' option and which the group uses in its day to day management of the group's cash requirements.

### (g) Payables

Payables are recognised for amounts to be paid in the future for goods and services received, whether or not billed to the group. Payables are measured at their fair value. Trade payables are generally paid within 30 days of being recorded as payables.

amaysim contracts directly with its subscribers, providing in house created mobile voice and data plans under the amaysim brand name which use the Optus 3G and 4G networks under an exclusive wholesale network supply agreement with Optus.

## 1 Summary of significant accounting policies (continued)

### (g) Payables (continued)

#### (i) Network related expenses

Network related expenses includes, wholesale voice and data costs payable to Optus and M2 and other payment fees. Expenses and payables are recognised as incurred in accordance with the network supply agreement, or other supplier agreements.

#### (ii) Optus activation fee liability

Activation fees are recognised on terms in accordance with the Optus agreement and are due one month and 21 days following the respective month. The receipt of activation fees is recognised as a liability in the month the fee becomes receivable. This liability then reduces as access fees become payable to Optus over the lesser of 24 months from customer start date or on customer disconnection.

#### (iii) Optus liability acquired on Vaya acquisition

As part of the Vaya transaction, amaysim has acknowledged and agreed the gross cash amount owing to Optus Networks Pty Ltd and Optus Mobile Pty Ltd at acquisition date. This amount is a fixed amount owing by Vaya for unpaid invoices and clawback commissions and is assumed indirectly by amaysim through the Vaya acquisition to the extent that amaysim serves as guarantor. This amount is required to be repaid over 24 months and the liability is to be discounted at 9.50% which represents the fair value cost of debt. This rate has been determined by examining qualitative and quantitative factors which would influence amaysim's cost of debt should it be able to source funding for the Vaya acquisition from debt markets.

### (h) Property, plant and equipment

All property, plant and equipment is recognised at historical cost less depreciation. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the group and the cost of the item can be measured reliably. The carrying amount of any component accounted for as a separate asset is derecognised when replaced. All other repairs and maintenance are charged to profit or loss during the reporting period in which they are incurred.

Depreciation on assets is calculated using the straight-line method to allocate their cost over their estimated useful lives or, in the case of leasehold improvements and certain leased plant and equipment, the shorter of lease terms or as follows:

Leasehold improvements	5 years
Office equipment	4 years
EDP equipment	3 years
Telecommunication equipment	3-4 years
Furniture, fittings and equipment	8 years
Leased plant and equipment	4 years

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at the end of each reporting period.

Gains and losses on disposals are determined by comparing proceeds with carrying amount. These are included in profit or loss.

### (i) Intangible assets

amaysim has four types of intangible assets as follows:

#### (i) Goodwill

Goodwill on acquisitions of subsidiaries is included in intangible assets. Goodwill is not amortised but it is tested for impairment annually, or more frequently if events or changes in circumstances indicate that it might be impaired, and is carried at cost less accumulated impairment losses.

## 1 Summary of significant accounting policies (continued)

### (i) Intangible assets (continued)

#### (ii) Trademarks/brands

Separately acquired trademarks/brands are shown at historical cost. Trademarks/brands acquired in a business combination are recognised at fair value at the acquisition date. They have a finite useful life of 7 years and are subsequently carried at cost less accumulated amortisation and impairment losses.

#### (iii) Customer lists

Customer lists on acquisition of subsidiaries are included in intangible assets. Customer lists are amortised over their useful life, deemed to be 5 years.

#### (iv) Software development

Costs incurred in developing products or systems and costs incurred in acquiring software and licenses that will contribute to financial benefits in future years through revenue generation and/or cost reduction are capitalised to software and systems. Costs capitalised include external direct costs of materials and service and direct payroll and payroll related costs of employees' time spent on the project. Amortisation is calculated on a straight-line basis over years generally ranging from 2.5 to 3 years.

IT development costs include only those costs directly attributable to the development phase and are only recognised following completion of technical feasibility and where the group has an intention and ability to use the asset.

### (j) Business combinations

The acquisition method of accounting is used to account for all business combinations, regardless of whether equity instruments or other assets are acquired. The consideration transferred for the acquisition of a subsidiary comprises the

- fair values of the assets transferred
- liabilities incurred to the former owners of the acquired business
- equity interests issued by the group, and
- fair value of any asset or liability resulting from a contingent consideration arrangement.

Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are, with limited exceptions, measured initially at their fair values at the acquisition date.

Acquisition-related costs are expensed as incurred.

The excess of the

- consideration transferred,
- amount of any non-controlling interest in the acquired entity, and
- acquisition-date fair value of any previous equity interest in the acquired entity

over the fair value of the net identifiable assets acquired is recorded as goodwill. If those amounts are less than the fair value of the net identifiable assets of the subsidiary acquired, the difference is recognised directly in profit or loss as a bargain purchase.

Business combinations are initially accounted for on a provisional basis. The acquirer retrospectively adjusts the provisional accounts recognised and also recognises assets and liabilities during the measurement period, based on new information obtained about the facts and circumstances that existed at the acquisition date.

The measurement period ends on either of:

- (i) 12 months from the date of acquisition or
- (ii) when the acquirer receives all the information to determine fair value.

## 1 Summary of significant accounting policies (continued)

### (k) Impairment of non financial assets

Goodwill and other intangible assets that have an indefinite useful life are not subject to amortisation and are tested at least annually for impairment, or more frequently if events or changes in circumstances indicate that they might be impaired. Other non-financial assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount.

Recoverable amount is the higher of an asset's fair value less costs of disposal and value in use. The value in use is the present value of the estimated future cash flows relating to the asset using a pre tax discount rate specific to the asset or cash generating unit to which the asset belongs. Assets that do not have independent cash flows are grouped together to form a cash generating unit.

### (l) Employee benefits

#### (i) Short-term obligations

Liabilities for salaries and wages, including non-monetary benefits and annual leave that are expected to be settled wholly within 12 months after the end of the period in which the employees render the related service are recognised in respect of employees' services up to the end of the reporting period and are measured at the amounts expected to be paid when the liabilities are settled.

The liability for annual leave is recognised in current provisions.

#### (ii) Other long-term employee benefit obligations

The liabilities for long service leave are not expected to be settled within 12 months after the end of the period in which the employees render the related service. They are therefore measured as the present value of expected future payments to be made in respect of services provided by employees up to the end of the reporting period. Consideration is given to expected future wage and salary levels, experience of employee departures and periods of service. Expected future payments are discounted using market yields at the end of the reporting period of corporate bonds with terms and currencies that match, as closely as possible, the estimated future cash outflows.

#### (iii) Retirement benefit obligations

All employees of amaysim are entitled to benefits of the 9.50% statutory superannuation guarantee, except where an employees salary exceeds the maximum superannuation contribution threshold. All entitlements are settled monthly with the employees nominated superannuation fund. Contributions to superannuation funds are recognised as an expense as they become payable.

#### (iv) Share-based payments

Share-based compensation benefits are provided to employees via the employee share rights. Information relating to these plans are set out in note 28.

The fair value of options granted under the employee share right plan is recognised as an employee benefits expense with a corresponding increase in equity through the equity compensation reserve. The total amount to be expensed is determined by reference to the fair value of the rights granted adjusted for the number of rights or options expected to vest. The share based payment expense is then expensed on a straight line basis over the performance period.

### (m) Leases

#### (i) Operating leases

Leases in which a significant portion of the risks and rewards of ownership are not transferred to the group as lessee are classified as operating leases. Payments made under operating leases (net of any incentives received from the lessor) are charged to the consolidated statement of comprehensive income on a straight-line basis over the period of the lease.

## 1 Summary of significant accounting policies (continued)

### (m) Leases (continued)

The operating leases consist of the building leases for the 4 levels amaysim currently holds with Bridgelane Holdings. Currently the lease for 3 of the levels are for 5 years and 7 months ending 31 October 2020 with the remaining level lease covering 2 years and 7 months ending 31 October 2017.

#### (ii) Lease incentives

Lease incentives are capitalised upon receipt and recognised in the consolidated statement of comprehensive income over the life of the lease.

### (n) Provision for make good

The group is required to restore the leased premises to their original condition at the end of the respective lease terms. A provision has been recognised for the present value of the estimated expenditure required to remove and restore leasehold improvements. The provision has been estimated based on cost per square metre and number of square metres occupied.

### (o) Contributed equity

Ordinary shares are classified as equity.

### (p) Income tax

#### (i) Accounting policy

Tax expense comprises current and deferred tax and is recognised in the statement of profit or loss or the statement of comprehensive income according to the accounting treatment of the related transaction.

Current tax is the expected tax payable or receivable on the taxable income or loss for the year and any adjustment to tax in respect of previous years.

Deferred tax expense represents the tax expense in respect of the future tax consequences of recovering or settling the carrying amount of an asset or liability.

Both are calculated using tax rates for each jurisdiction, enacted or substantially enacted at the reporting date, and for deferred tax those that are expected to apply when the asset is realised or the liability is settled.

Deferred tax is recognised in respect of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Deferred tax is not recognised for:

- initial recognition of assets or liabilities, other than in a business combination, that affect neither accounting nor taxable profit;
- recognition of goodwill; and
- investments in subsidiaries to the extent that they will not reverse in the foreseeable future.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets and liabilities and they relate to the same taxable entity and the same taxation authority.

#### (ii) Tax consolidation

amaysim Australia Limited and its wholly owned Australian resident entities are part of a tax consolidated group and are therefore taxed as a single entity. amaysim Australia Limited is the head entity of the tax consolidated group. amaysim Australia Limited intends on entering into a tax sharing agreement between it and the entities in the tax consolidated group. The tax sharing agreement will detail how the income tax liabilities would be allocated between the entities should amaysim Australia Limited default on its tax obligations.

## 1 Summary of significant accounting policies (continued)

### (p) Income tax (continued)

Current tax expense/income, deferred tax liabilities and deferred tax assets of the members of the tax consolidated group are recognised in the separate financial statements of the members using the “group allocation method”, by reference to the carrying amounts in the separate financial statements of each entity and the tax values applying under tax consolidation. Income tax payable and receivable as calculated under the “group allocation method” are recognised as amounts receivable from or payable to other entities in the group, and are due and payable as requested by the head entity.

#### (iii) Recoverability of deferred tax assets

The amaysim tax consolidated group has \$1,519k of deferred tax assets relating to tax losses which have been recognised as it is considered probable that there would be taxable income against which they could be utilised and that the same business test will be satisfied. Refer Note1(c)(i) accounting estimates for further information.

### (q) Dividends

A liability is recognised for the amount of any dividends determined on or before the end of the financial year but not paid at the balance sheet date. Typically interim and final dividend in respect of the financial period are determined after period end and are therefore not included as a provision at period end.

### (r) Earnings per share

#### (i) Basic earnings per share

Basic earnings per share is calculated by dividing:

- the profit attributable to owners of the company, excluding any costs of servicing equity other than ordinary shares
- by the weighted average number of ordinary shares outstanding during the financial year.

#### (ii) Diluted earnings per share

Diluted earnings per share adjusts the figures used in the determination of basic earnings per share to take into account:

- the after income tax effect of interest and other financing costs associated with dilutive potential ordinary shares, and
- the weighted average number of additional ordinary shares that would have been outstanding assuming the conversion of all dilutive potential ordinary shares.

### (s) Goods and Services Tax (GST)

All revenues, expenses and assets are recognised net of any GST paid, except where they relate to products and services which are input taxed for GST purposes or the GST incurred is not recoverable from the relevant tax authorities. In such circumstances, the GST paid is recognised as part of the cost of acquisition of the assets or as part of the particular expense.

Receivables and payables are stated inclusive of the amount of GST receivable or payable. The net amount of GST recoverable from, or payable to, the taxation authority is included with other receivables or payables in the consolidated balance sheet.

Cash flows are presented on a gross basis. The GST components of cash flows arising from investing or financing activities which are recoverable from, or payable to the taxation authority, are presented as operating cash flows.

### (t) Parent entity financial information

The financial information for the parent entity, amaysim Australia Limited, disclosed in note 30 has been prepared on the same basis as the consolidated financial statements, except as set out below:

## 1 Summary of significant accounting policies (continued)

### (t) Parent entity financial information (continued)

Investments in subsidiaries, associates and joint venture entities are accounted for at cost in the consolidated financial statements of amaysim Australia Limited.

### (u) Rounding of amounts

The amounts contained in this report and in the financial report have been rounded under the option available to the group under *ASIC Corporations (Rounding in Financial/Directors' Reports) Instrument 2016/191*. The group is an entity to which the Class Order applies, and in accordance with the Class Order, amounts in the Directors' Report and the Financial Report have been rounded to the nearest thousand dollars (where rounding is appropriate), or in certain cases, to the nearest dollar.

## 2 Operating segments

### Description of segments

Operating segments have been identified based on separate financial information that is regularly reviewed by the Chief Operating Decision Maker (CODM). The term CODM refers to the role performed by the Chief Executive Officer, in assessing performance and determining the allocation of resources.

The CODM considers the business as having only one operating segment and assesses the performance of the operating segment based on a measure of EBITDA. Additionally, service revenue is a key performance measure used by the CODM used in assessing performance and determining the allocation of resources.

As there is only the one deemed operating segment the revenue and profit information is consistent with the consolidated statement of comprehensive income.

## 3 Revenue

The group derives the following types of revenue:

	<b>consolidated entity</b>	
	<b>Year ended 30 June</b>	
	<b>2016</b>	<b>2015</b>
	<b>\$'000</b>	<b>\$'000</b>
<i>Service revenue</i>		
Service revenue	<b>241,890</b>	205,678
	<b>241,890</b>	205,678
<i>Other revenue</i>		
Other revenue	<b>11,647</b>	6,917
	<b>11,647</b>	6,917
<i>Interest income</i>		
Interest income	<b>488</b>	332
	<b>488</b>	332
<b>Total revenue</b>	<b>254,025</b>	212,927

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Notes to the consolidated financial statements *(continued)*  
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#### 4 Expense items

		<b>consolidated entity</b>	
		<b>Year ended 30 June</b>	
	Notes	<b>2016</b>	2015
		<b>\$'000</b>	\$'000
<i>Depreciation</i>			
Property, plant and equipment		<b>410</b>	524
	11	<b>410</b>	524
<i>Amortisation</i>			
Intangible assets		<b>4,909</b>	2,431
	12	<b>4,909</b>	2,431
<i>Finance costs</i>			
Interest charges		<b>44</b>	123
Unwinding of discount on Optus liability acquired on acquisition		<b>1,711</b>	-
		<b>1,755</b>	123
<i>Operating lease expense</i>			
Lease - office equipment		<b>29</b>	26
Lease - office complex		<b>1,828</b>	943
		<b>1,857</b>	969
Superannuation expenses		<b>1,267</b>	1,134

#### 5 Income tax

This note provides an analysis of the group's income tax expense, shows what amounts are recognised directly in equity and how the tax expense is affected by non-assessable and non-deductible items.

## 5 Income tax (continued)

### (a) Income tax expense

	consolidated entity	
	Year ended 30 June	
	2016	2015
	\$'000	\$'000
<i>Current tax</i>		
Current tax	739	3,799
Deferred tax	5,445	(16,517)
<b>Total income tax expense (benefit)</b>	<b>6,184</b>	<b>(12,718)</b>
<i>Deferred income tax</i>		
Decrease (increase) in deferred tax assets	6,478	(13,392)
(Decrease) increase in deferred tax liabilities	(1,033)	674
<b>Total deferred tax expense/(benefit)</b>	<b>5,445</b>	<b>(12,718)</b>

### (b) Numerical reconciliation of income tax expense to prima facie tax payable

	consolidated entity	
	Year ended 30 June	
	2016	2015
	\$'000	\$'000
Profit from continuing operations before income tax expense	18,490	11,291
Tax at 30% (2015 - 30%)	5,547	3,387
Tax effect of amounts which are not deductible (assessable) in calculating taxable income:		
Amortisation of intangibles	217	210
Research and development expenditure	(268)	(390)
Vaya acquisition expenses	403	-
Share-based payments	285	548
Entertainment	39	44
Sundry items	(39)	-
Subtotal	6,184	3,799
Prior year losses previously not recognised now brought into account	-	(12,944)
Recognition of research and development tax credit	-	(1,915)
Previously unrecognised tax losses used to reduce deferred tax expense	-	(1,658)
<b>Income tax expense</b>	<b>6,184</b>	<b>(12,718)</b>

## 5 Income tax (continued)

### (c) Amounts recognised directly in equity

	<b>consolidated entity</b>	
	<b>Year ended 30 June</b>	
	2016	2015
	\$'000	\$'000
Aggregate current and deferred tax arising in the reporting period and not recognised in net profit or loss or other comprehensive income but directly debited or credited to equity:		
Net deferred tax - (credited) directly to equity	(101)	-

## 6 Dividends

	<b>consolidated entity</b>	
	<b>As at 30 June</b>	
	2016	2015
	\$'000	\$'000
<b>Dividends paid during the reporting period</b>		
Interim dividend for the year ended 30 June 2016 of 3.0 cents per share	5,351	-
Total dividends paid	5,351	-
<b>Dividends not recognised at the end of the reporting period</b>		
Final dividend for the year ended 30 June 2016 of 5.3 cents per share	9,716	-
Total dividends not recognised	9,716	-

## 7 Earnings per share

	<b>consolidated entity</b>	
	<b>Year ended 30 June</b>	
	2016	2015
	Cents	Cents
Basic earnings per share	6.9	14.5
Diluted earnings per share	6.6	13.9

### (a) Reconciliation of earnings used in calculating earnings per share

	<b>consolidated entity</b>	
	<b>Year ended 30 June</b>	
	2016	2015
	\$'000	\$'000
<i>Basic earnings per share</i>		
Net profit after tax	12,306	24,009
<i>Diluted earnings per share</i>		
Net profit after tax used in calculating basic earnings per share	12,306	24,009
Add: interest savings on convertible notes	-	116
	12,306	24,125

## 7 Earnings per share (continued)

### (b) Weighted average number of shares used as the denominator

	consolidated entity	
	2016	2015
	Number	Number
Weighted average number of ordinary shares used as the denominator in calculating basic earnings per share	177,365,057	165,565,785
Adjustments for calculation of diluted earnings per share:		
Employee share rights	4,580,454	7,025,830
Long term incentive plan rights	3,048,362	-
Potential shares on acquisition of Vaya	1,556,718	-
Convertible notes	-	895,085
Weighted average number of ordinary and potential ordinary shares used as the denominator in calculating diluted earnings per share	186,550,591	173,486,700

The weighted average number of shares outstanding for the comparative period have been adjusted to reflect the share split that occurred when amaysim Australia Limited listed on the Australian Stock Exchange in July 2015.

### (c) Information concerning the classification of securities

#### (i) Employee share rights

Employee share rights granted to employees under the amaysim incentive plan are considered to be potential ordinary shares and have been included in the determination of diluted earnings per share to the extent to which they are dilutive. Details relating to the employee share rights are set out in Note 28.

#### (ii) Long term incentive plan rights (LTIP)

All LTIP rights granted are considered to be potential ordinary shares and have been included in the determination of diluted earnings per share to the extent to which they are dilutive.

#### (iii) Potential shares on acquisition of Vaya

The number of shares to be delivered under tranche three for the consideration paid on the acquisition of Vaya are considered to be potential ordinary shares and have been included in the determination of diluted earnings per share to the extent to which they are dilutive.

There have been no other transactions involving ordinary shares or potential ordinary shares between the reporting date and the date of completion of these financial statements.

## 8 Cash and cash equivalents

	consolidated entity	
	As at 30 June 2016	2015
	\$'000	\$'000
<b>Current assets</b>		
Cash and cash equivalents	13,388	15,021
<b>Total cash and cash equivalents</b>	<b>13,388</b>	<b>15,021</b>

## 9 Trade and other receivables

	consolidated entity As at 30 June	
	2016	2015
	\$'000	\$'000
<b>Trade and other receivables</b>		
Trade receivables and accrued revenue	10,091	12,778
Provision for doubtful debts	(1,011)	(206)
<b>Total trade and other receivables</b>	<u>9,080</u>	<u>12,572</u>

At 30 June, the aging analysis of trade receivables is as follows:

Trade and other receivable	12 months to		12 months to	
	June 16	June 15	June 16	June 15
	\$'000	\$'000	\$'000	\$'000
	Gross	Gross	Provision	Provision
Balance at end of the reporting period	10,091	12,778	(1,011)	(206)
Current	8,829	12,301	(249)	(123)
31 - 60 days	411	62	(41)	(6)
61 - 90 days	453	44	(363)	(35)
91 days and over	398	371	(358)	(42)

Trade receivables that are past due but not considered impaired amounted to \$606k (2015: \$477k)

Each operating entity has been in direct contact with the relevant debtor and is currently in contact with respective customer to recover the amount in full.

Trade and Other Receivable provision	12 months to	
	June 16	June 15
	\$'000	\$'000
Balance at end of the reporting period	(206)	(107)
Charge for the year	(840)	(455)
Acquired	(196)	-
Amounts written off	231	356
Balance at reporting date	<u>(1,011)</u>	<u>(206)</u>

(i) *Fair value of trade and other receivables*

Due to the short-term nature of these receivables, their carrying value is assumed to approximate their fair value.

The maximum exposure to credit risk is the fair value of receivables. Collateral is not held as security, nor is it the Group's policy to transfer (on-sell) receivables to special purpose entities.

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Notes to the consolidated financial statements *(continued)*  
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## 10 Other current assets

	consolidated entity	
	As at 30 June	
	2016	2015
	\$'000	\$'000
<b>Other current assets</b>		
Prepayments	989	869
Interest accrued	47	-
Other	-	80
<b>Total other current assets</b>	<b>1,036</b>	<b>949</b>

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Notes to the consolidated financial statements *(continued)*  
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**11 Property, plant and equipment**

consolidated entity	Leasehold improvements \$'000	Office equipment \$'000	EDP equipment \$'000	Telecommunication equipment \$'000	Furniture & fittings \$'000	Leased assets - MV \$'000	Total \$'000
<b>At 30 June 2016</b>							
Cost	1,504	380	1,166	280	280	-	3,610
Accumulated depreciation	(1,409)	(70)	(851)	(207)	(55)	-	(2,592)
Net book amount	95	310	315	73	225	-	1,018
<b>At 1 July 2015</b>							
Cost or fair value	1,405	63	930	257	139	-	2,794
Accumulated depreciation	(1,265)	(30)	(703)	(158)	(29)	-	(2,185)
Net book amount	140	33	227	99	110	-	609
<b>Year ended 30 June 2016</b>							
Opening net book amount	140	33	227	99	110	-	609
Acquisition of subsidiary	22	122	-	-	19	131	294
Additions	77	205	236	23	122	-	663
Disposals	-	(10)	-	-	-	(128)	(138)
Depreciation charge	(144)	(40)	(148)	(49)	(26)	(3)	(410)
Closing net book amount	95	310	315	73	225	-	1,018

amaysim Australia Limited  
Notes to the consolidated financial statements (continued)  
For the year ended 30 June 2016

## 11 Property, plant and equipment (continued)

consolidated entity	Leasehold improvements \$'000	Office equipment \$'000	EDP equipment \$'000	Telecommunication equipment \$'000	Furniture & fittings \$'000	Leased assets - MV \$'000	Total \$'000
<b>At 1 July 2014</b>							
Cost or fair value	1,405	54	792	145	87	349	2,832
Accumulated depreciation	(984)	(19)	(579)	(99)	(13)	(316)	(2,010)
Closing net book amount	421	35	213	46	74	33	822
<b>Year ended 30 June 2015</b>							
Opening net book amount	421	36	211	47	74	33	822
Additions	-	9	139	111	52	-	311
Depreciation charge	(281)	(12)	(123)	(59)	(16)	(33)	(524)
Closing net book amount	140	33	227	99	110	-	609
<b>At 30 June 2015</b>							
Cost or fair value	1,405	63	930	257	139	-	2,794
Accumulated depreciation	(1,265)	(30)	(703)	(158)	(29)	-	(2,185)
Net book amount	140	33	227	99	110	-	609

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**12 Intangible assets**

<b>consolidated entity</b>	<b>Goodwill \$'000</b>	<b>Trademarks \$'000</b>	<b>Software development \$'000</b>	<b>Customer contracts \$'000</b>	<b>Total \$'000</b>
<b>Year ended 30 June 2016</b>					
Opening net book amount	-	4,375	3,580	-	7,955
Acquisition of subsidiary	53,373	855	-	15,415	69,643
Additions	-	-	4,090	-	4,090
Disposal	-	-	(68)	-	(68)
Amortisation charge	-	(785)	(2,582)	(1,542)	(4,909)
Closing net book amount	<u>53,373</u>	<u>4,445</u>	<u>5,020</u>	<u>13,873</u>	<u>76,711</u>
<b>At 30 June 2016</b>					
Cost	53,373	5,929	12,163	15,415	86,880
Accumulated amortisation	-	(1,484)	(7,143)	(1,542)	(10,169)
Net book amount	<u>53,373</u>	<u>4,445</u>	<u>5,020</u>	<u>13,873</u>	<u>76,711</u>
<b>At 30 June 2015</b>					
Cost	-	5,074	8,190	-	13,264
Accumulation amortisation and impairment	-	(699)	(4,610)	-	(5,309)
Net book amount	<u>-</u>	<u>4,375</u>	<u>3,580</u>	<u>-</u>	<u>7,955</u>

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Notes to the consolidated financial statements (continued)  
For the year ended 30 June 2016

## 12 Intangible assets (continued)

consolidated entity	Goodwill \$'000	Trademarks \$'000	Software development \$'000	Customer contracts \$'000	Total \$'000
<b>Year ended 30 June 2015</b>					
Opening net book amount	-	-	2,111	-	2,111
Additions	-	5,074	3,201	-	8,275
Amortisation charge	-	(699)	(1,732)	-	(2,431)
Closing net book amount	-	4,375	3,580	-	7,955
<b>At 30 June 2015</b>					
Cost	-	5,074	8,190	-	13,264
Accumulation amortisation and impairment	-	(699)	(4,610)	-	(5,309)
Net book amount	-	4,375	3,580	-	7,955
<b>At 1 July 2014</b>					
Cost	-	-	4,990	-	4,990
Accumulation amortisation and impairment	-	-	(2,879)	-	(2,879)
Net book amount	-	-	2,111	-	2,111

## 12 Intangible assets (continued)

### (i) Impairment tests for goodwill

Goodwill is monitored by management at a cash generating unit level which equals the operating segment level. amaysim only has one operating segment being mobile services. A segment-level summary of the goodwill allocation is presented below:

	<b>consolidated entity</b>	
	<b>As at 30 June</b>	
	<b>2016</b>	<b>2015</b>
	<b>\$'000</b>	<b>\$'000</b>
Goodwill	53,373	-

### (ii) Significant estimates: key assumptions used for value-in-use calculations

The group tests whether goodwill has suffered any impairment on an annual basis. Goodwill is monitored at the CGU level which equals the segment level. The recoverable amount of the group cash generating units (CGU) that form the operating segment is determined based on value-in-use calculations which require the use of assumptions. The calculations use cash flow projections based on financial budgets approved by management covering a five-year period.

Cash flows beyond the five-year period are extrapolated using the estimated growth rates stated below. These growth rates are consistent with forecasts included in industry reports specific to the industry in which each CGU operates.

*Discount rates* - Discount rates represent the current market assessment of the risks specific to the CGU, taking into consideration the time value of money and individual risks of the underlying assets that have not been incorporated in the cash flow estimates. The discount rate calculation is based on the specific circumstances of the group and its operating segment and is derived from its weighted average cost of capital (WACC). The WACC takes into account debt and equity. The cost of equity is derived from the expected return on investment by the group's investors. The cost of debt is based on the interest-bearing borrowings the group is obliged to service. Segment-specific risk is incorporated by applying individual beta factors. The beta factors are evaluated annually based on publicly available market data. Adjustments to the discount rate are made to factor in the specific amount and timing of the future cash flows in order to reflect a pre-tax discount rate. The pre tax discount rate used is 17% (post-tax discount rate is 12%).

*Growth rate estimates* - These rates have been calculated using a number of different assumptions around sales volume and net revenue over the five-year period; based on past performance and management's expectations of market development regarding the product mix and promotions that will be offered.

After the 5 year period the terminal growth rate of 2.5% has been used.

### (iii) Significant estimate: Impact of possible changes in key assumptions

There are no reasonably possible changes in key assumptions that would result in an impairment.

### 13 Business combinations

#### (a) Summary of acquisition

On 1 January 2016, amaysim Australia Limited acquired 100% of the issued share capital of Vaya Pty Ltd including all of its subsidiaries (Vaya group), a provider of low price mobile phone plans utilising the Optus 4G Plus Network. The acquisition has increased the group's presence in Queensland and Vaya's 'price fighter' brand complements amaysim's 'Customer Champion' brand position.

The acquisition accounting for this business combination is provisional at 30 June 2016, pending finalisation of the purchase consideration and fair value of net assets acquired. Under the acquisition agreement, the final number of shares to be issued as consideration on or about 31 December 2016 may be adjusted for measurement period adjustments identified within a year of acquisition date.

##### (i) Purchase consideration

Details of the purchase consideration, on a provisional basis is as follows:

	<b>\$'000</b>
Purchase consideration (refer to (b) below):	
Cash paid to sellers	4,811
Cash paid to sellers' representatives	189
Ordinary shares issued	9,434
Ordinary shares to be issued (31 December 2016)	5,022
Total provisional purchase consideration for the Vaya group	<u>19,456</u>

The fair value of the 4,101,672 shares issued during the period, and maximum of 2,183,406 shares to be issued at 31 December 2016 as part of the consideration for the Vaya group, is based on the published share price on 1 January 2016 of \$2.30 per share.

The actual final number of shares to be issued at 31 December 2016 is subject to finalisation of measurement period adjustments that may arise before then.

##### (ii) Assets acquired/liabilities assumed

The provisional value of assets and liabilities recognised as a result of the acquisition are as follows:

	<b>Fair value \$'000</b>
Cash	(8)
Trade and other receivables	141
Accrued revenue	583
Interest accrued	46
Security deposits	5,105
Non-current assets	547
Customer relationships/databases	15,415
Brand name	855
Deferred tax asset	120
Trade and other payables	(563)
Customer deposits	(3,566)
Employee entitlements provision	(117)
Optus liability	(45,961)
Lease liability	(414)
Deferred tax liability	(6,100)
Net identifiable assets acquired	<u>(33,917)</u>

### 13 Business combinations (continued)

#### (a) Summary of acquisition (continued)

	Fair value \$'000
Add: goodwill	53,373
	<u>19,456</u>

#### (iii) Acquired receivables

The fair value of acquired trade and other receivables is \$141k. The gross contractual amount for trade and other receivables (Face Value) is approximately \$337k, of which approximately \$196k is expected to be uncollectible. The remaining receivable is accrued interest of \$46k.

#### (iv) Goodwill from acquisition

The goodwill is attributable to the advancement of amaysim's growth through a dual-brand strategy, access to multiple market segments, increased scale and operational leverage together with the value of the underlying Vaya workforce. It will not be deductible for tax purposes.

#### (v) Revenue and profit contribution

As the Vaya group has been integrated with amasyim and operates as one business and as one operating segment, it is impracticable to reliably determine the Vaya group revenues and profit contributed to the consolidated amaysim group for the period since acquisition or to estimate the Vaya group revenue and profit as if it had been acquired at the beginning of the annual reporting period.

#### (b) Purchase consideration - cash outflow

	2016 \$'000	2015 \$'000
Outflow of cash to acquire subsidiary, net of cash acquired		
Cash consideration to sellers	4,811	-
Cash consideration to sellers' representatives	189	-
	<u>5,000</u>	-
Less: balances acquired		
Bank overdraft	(8)	-
Net outflow of cash - investing activities	<u>5,008</u>	-

### 14 Deferred tax balances

#### (i) Deferred tax assets

	consolidated entity As at 30 June	
	2016 \$'000	2015 \$'000
<b>The balance comprises temporary differences attributable to:</b>		
Tax losses	1,519	8,296
Capital raising expenditure	2,727	779
Employee benefits	905	603
Superannuation	108	96
	<u>5,259</u>	<u>9,774</u>

## 14 Deferred tax balances (continued)

	consolidated entity As at 30 June	
	2016 \$'000	2015 \$'000
<i>Other</i>		
Carried forward R&D non refundable offset	-	1,597
Deferred revenue	1,303	1,741
Accrued expenses	140	135
Make good provision	94	91
Doubtful debts	303	62
Other	38	26
Sub-total	<u>1,878</u>	<u>3,652</u>
Total deferred tax assets	<u>7,137</u>	<u>13,426</u>
Set-off of deferred tax liabilities pursuant to set-off provisions	<u>(5,738)</u>	<u>(674)</u>
Net deferred tax assets	<u>1,399</u>	<u>12,752</u>
Deferred tax assets expected to be recovered within 12 months	5,592	3,411
Deferred tax assets expected to be recovered after more than 12 months	<u>(4,193)</u>	<u>9,341</u>
	<u>1,399</u>	<u>12,752</u>

### (ii) Deferred tax liabilities

	consolidated entity As at 30 June	
	2016 \$'000	2015 \$'000
<b>The balance comprises temporary differences attributable to:</b>		
Property, plant and equipment	(640)	(667)
Intangible assets	(4,400)	-
Prepayments	-	(7)
Optus liability on Vaya acquisition - discount	(698)	-
	<u>(5,738)</u>	<u>(674)</u>

## 15 Other non-current assets

	consolidated entity As at 30 June	
	2016 \$'000	2015 \$'000
<b>Other non-current assets</b>		
Security deposits	1,270	527
Bank guarantees	12,633	2,597
<b>Total other non-current assets</b>	<u>13,903</u>	<u>3,124</u>

Security deposits comprise of restricted deposits held as security for merchant processing facilities and lease of premises. Bank guarantees comprise of restricted deposits held in relation to wholesale supply contracts.

## 16 Trade and other payables

	consolidated entity	
	As at 30 June	
	2016	2015
	\$'000	\$'000
<b>Trade and other payables</b>		
Trade payables	11,263	13,474
Accrued expenses	14,883	16,420
Optus activation fee liability	11,230	9,668
Optus liability acquired on Vaya acquisition	18,376	-
<b>Total trade and other payables</b>	<b>55,752</b>	<b>39,562</b>

### Terms and conditions

Terms and conditions relating to the above financial liabilities:

(i) Trade payables and accrued expenses are non-interest bearing and are normally settled on 30-60 day terms.

(ii) Optus activation fee liability is non-interest bearing and is settled in accordance with the Optus agreements as set out in Note 1(g).

(iii) Optus liability acquired on Vaya acquisition is settled monthly over 24 months from the date of acquisition of Vaya Pty Limited (1 January 2016) and the liability is discounted at 9.50% which represents the fair value cost of debt. Further information is set out in Note 1(g). The last instalment will be payable January 2018.

Details regarding interest rate, foreign exchange and liquidity risk exposure are set out in Note 22.

## 17 Provisions

Notes	consolidated entity As at 30 June					
	Current \$'000	2016 Non- current \$'000	Total \$'000	Current \$'000	2015 Non- current \$'000	Total \$'000
Employee entitlements	795	286	1,081	633	78	711
Employee bonus	1,697	-	1,697	1,301	-	1,301
Make good	-	313	313	-	302	302
Other provisions	99	160	259	-	-	-
<b>Total provisions</b>	<b>2,591</b>	<b>759</b>	<b>3,350</b>	<b>1,934</b>	<b>380</b>	<b>2,314</b>

Employee entitlements provision relates to the Group's liability for annual leave and long service leave.  
Make good provision represents the present value of the estimated costs to make good the premises leased by the group at the end of the respective lease terms.

### (i) Movements in provisions

consolidated entity 2016	Employee benefits \$'000	Employee Bonus \$'000	Make good provision \$'000	Other \$'000	Total \$'000
Carrying amount at the start of the year	711	1,301	302	-	2,314
- additional provisions recognised	1,054	1,916	11	259	3,240
- payments made	(684)	(1,520)	-	-	(2,204)
Carrying amount at end of year	1,081	1,697	313	259	3,350
consolidated entity 2015	Employee benefits \$'000	Employee bonus \$'000	Make good provision \$'000	Other \$'000	Total \$'000
Carrying amount at the start of the year	426	1,630	245	-	2,301
- additional provisions recognised	1,048	1,851	57	-	2,956
Amounts used during the year	(763)	(2,180)	-	-	(2,943)
Carrying amount at end of year	711	1,301	302	-	2,314

## 18 Other non-current liabilities

	consolidated entity As at 30 June	
	2016	2015
	\$'000	\$'000
<b>Other non-current liabilities</b>		
Optus activation fee liability	2,128	3,593
Optus liability acquired on Vaya acquisition	11,514	-
<b>Total non-current other payables</b>	<b>13,642</b>	<b>3,593</b>

### Terms and conditions

Terms and conditions relating to the above financial liabilities:

(i) Optus activation fee liability is non-interest bearing and is settled in accordance with the Optus agreements as set out in Note 1(g).

(ii) Optus liability acquired on Vaya acquisition is settled monthly over 24 months and the liability is discounted at 9.50% which represents the fair value cost of debt. Further information is set out in Note 1(g). The last instalment will be payable January 2018.

Details regarding interest rate and liquidity risk exposure are set out in Note 22.

## 19 Fair value measurements

As at 30 June 2016 the group holds no assets or liabilities that require fair value measurements, other than the Share based payments outlined in Note 28 on page 71. The fair values of all financial instruments held on the balance sheet as at 30 June 2016 equal the carrying amount.

## 20 Equity

### (a) Contributed equity

#### (i) Share capital

	2016	2015
	\$'000	\$'000
<b>Ordinary shares</b>		
Opening balance	35,521	32,017
Contributions of equity, net of transaction costs and tax	12,561	3,504
Issue of shares as consideration for business combination	9,434	-
Shares to be issued as consideration for business combination	5,022	-
Closing balance	<b>62,538</b>	35,521

#### (ii) Movements in ordinary share capital

Details	Number of shares
Opening balance	1,149,435
Exercise of employee share rights	2,341,938
Share split (145 new shares per one existing share)	165,518,640
New shares issued during IPO	7,155,657
New shares issued as consideration for Vaya Pty Limited	4,101,672
Closing balance	<b>180,267,342</b>

amaysim Australia Limited  
Notes to the consolidated financial statements *(continued)*  
For the year ended 30 June 2016

**20 Equity (continued)**

**(a) Contributed equity (continued)**

*(iii) Movements in employee share rights*

<b>Details</b>	<b>Number of rights</b>
Opening balance	48,454
Share split (145 new shares per one existing share)	6,977,376
Rights vesting	(2,341,938)
Rights forfeited	(332,149)
Closing balance	<u>4,351,743</u>

*(iv) Movement in long term incentive plan*

<b>Details</b>	<b>Number of options</b>
Opening balance	-
Rights granted 10 July 2015	2,825,000
Rights granted 30 October 2015	1,112,660
Rights granted 8 March 2016	421,607
Closing balance	<u>4,359,267</u>

*(iv) Ordinary shares*

All contributions of equity in amaysim Australia Limited is in the form of ordinary shares. Ordinary shares entitle the holder to participate in dividends and the proceeds on winding up of the group in proportion to the number of and amounts paid on the shares held.

Ordinary shares have no par value and all shares in amaysim Australia are fully paid.

Upon a poll each ordinary share is entitled to one vote. At 30 June 2016 there were 180,267,342 ordinary shares issued.

**(b) Equity compensation reserve**

	<b>consolidated entity</b>	
	<b>As at 30 June</b>	
	<b>2016</b>	<b>2015</b>
	<b>\$'000</b>	<b>\$'000</b>
<b>Movements:</b>		
Opening balance	<b>1,829</b>	-
Employee share plan expense	<b>951</b>	1,829
Closing balance	<u><b>2,780</b></u>	<u>1,829</u>

The equity compensation reserve is used to recognise the value of the equity compensation plans issued to selected employees of the group. Fair value measurement has been used to determine the equity compensation reserve amount as outlined in note 28.

## 20 Equity (continued)

### (c) Retained earnings

	consolidated entity As at 30 June	
	2016	2015
	\$'000	\$'000
Opening balance	24,009	-
Net profit for the year	12,306	24,009
Dividends paid	(5,351)	-
Closing balance	<u>30,964</u>	<u>24,009</u>

## 21 Cash flow information

### (a) Reconciliation of cash and cash equivalents

For the purposes of the statement of cash flows, cash includes cash on hand, cash at bank and cash on deposit.

	consolidated entity As at 30 June	
	2016	2015
	\$'000	\$'000
Cash and cash equivalents	<u>13,388</u>	<u>15,021</u>

### (b) Reconciliation of profit after income tax to net cash inflow from operating activities

	consolidated entity Year ended 30 June	
	2016	2015
	\$'000	\$'000
Net profit after tax	12,306	24,009
<b>Add back:</b>		
IPO expenses	8,633	-
<b>Non-cash items:</b>		
Depreciation and amortisation	5,319	2,955
Share-based payments expense	951	1,829
Net loss/(gain) on sale of non-current assets	76	(171)
<b>Change in assets and liabilities:</b>		
Decrease/(increase) in trade and other receivables	4,220	(7,082)
Movement in tax accounts	6,184	(12,752)
(Increase) in other assets	(41)	(1,742)
(Decrease)/increase in trade and other payable	(4,230)	7,912
Increase in other provisions	2,218	342
(Decrease) in customer deposits	(242)	-
(Decrease)/increase in deferred revenue	(2,676)	3,374
Optus liability acquired on Vaya acquisition	(16,071)	-
Increase/(decrease) in Optus activation fee	97	(543)
<b>Net cash inflows from operating activities</b>	<u>16,744</u>	<u>18,131</u>

## 21 Cash flow information (continued)

### (c) Non-cash investing and financing activities

	consolidated entity	
	Year ended 30 June	
	2016	2015
	\$'000	\$'000
Acquisition of business combination by means of share issue	14,456	-

As detailed in note 13, on 1 January 2016, amaysim Australia Limited acquired 100% of the issued share capital of the Vaya Group by way of a share issue.

## 22 Financial risk management

amaysim's activities expose it to a variety of financial risks: market risk including foreign currency risk, price risk and interest rate risk, credit risk and liquidity risk. It is the role of the Audit and Risk Management Committee to have general oversight of risk management systems and internal control structures inclusive of those financial risks identified here.

The group does not have any derivative financial instruments and the only financial assets and liabilities comprise cash and cash equivalents, receivables, payables, security deposits and bank guarantees.

### (a) Market risk

#### (i) Foreign currency risk

amaysim has minimal foreign exchange risks. All sales and the majority of expenses are denominated in Australian dollars. There is a small amount of operating expenses that are invoiced and paid in foreign currency (primarily USD). Ordinarily, the foreign currency invoices are paid within 30 days ensuring minimal foreign exchange exposure.

As at 30 June 2016 the group had two USD bank accounts. The balances are kept at a minimum to cover any foreign currency operating expenses the business has. The combined balance at year end was \$US61,976 and the average monthly closing balance for this account was \$US150,099, which ensured the foreign exchange risk is minimised.

#### (ii) Interest rate risk

The group's only exposure to interest rate risks are contained within the assets. This is in the form of security deposits and cash at bank. Therefore, whilst a change in interest rates will impact the group's interest income it does not have a material impact on the operations of amaysim.

### (b) Credit risk

Credit risk refers to the risk that a counterparty will default on its contractual obligations resulting in financial loss to amaysim.

amaysim's business model naturally allows its credit risk to be mitigated. As amaysim has a large customer base it allows the risk to be spread over large number of counterparties rather than large risks with a few small counterparties. Also, each customer only spends a small amount (with an average revenue per user of less than \$30 per month) the impact of individual customers not paying their bill is small.

amaysim uses methods such as obtaining agency credit information, confirming references and setting appropriate credit limits and referring overdue accounts to an external collections agency to mitigate risks. The group recognises the estimated financial impact of credit risk in the consolidated balance sheet as a provision for doubtful debt.

## 22 Financial risk management (continued)

### (c) Liquidity risk

amaysim actively monitors its liquidity risks to ensure sufficient liquid assets (mainly cash and cash equivalents) are maintained to pay debts as and when they become due and payable.

amaysim manages liquidity risk by maintaining adequate cash reserves by continuously monitoring actual and forecast cash flows and matching the maturity profiles of financial assets and liabilities.

#### (i) Financing arrangements

The group has no borrowings and no undrawn borrowing facilities at the end of the reporting period.

#### (ii) Maturities of financial liabilities

The tables below shows the group's financial liabilities into relevant maturity groupings based on their contractual maturities for all non-derivative financial liabilities.

<b>Contractual maturities of financial liabilities</b>	<b>1 year or less \$'000</b>	<b>Between 1 and 2 years \$'000</b>	<b>Between 2 and 5 years \$'000</b>	<b>Over 5 years \$'000</b>	<b>Total contractual cash flows \$'000</b>
<b>At 30 June 2016</b>					
<b>Non-derivatives</b>					
Trade and other payables	55,752	-	-	-	55,752
Other liabilities	-	13,642	-	-	13,642
<b>Total non-derivatives</b>	<b>55,752</b>	<b>13,642</b>	<b>-</b>	<b>-</b>	<b>69,394</b>

<b>Contractual maturities of financial liabilities</b>	<b>1 year or less \$'000</b>	<b>Between 1 and 2 years \$'000</b>	<b>Between 2 and 5 years \$'000</b>	<b>Over 5 years \$'000</b>	<b>Total contractual cash flows \$'000</b>
<b>At 30 June 2015</b>					
<b>Non-derivatives</b>					
Trade and other payables	39,562	-	-	-	39,562
Other liabilities	-	3,593	-	-	3,593
<b>Total non-derivatives</b>	<b>39,562</b>	<b>3,593</b>	<b>-</b>	<b>-</b>	<b>43,155</b>

## 23 Capital management

### (a) Risk management

The group's objectives when managing capital are to

- safeguard their ability to continue as a going concern, so that they can continue to provide returns for shareholders and benefits for other stakeholders, and
- maintain an optimal capital structure to reduce the cost of capital.

In order to maintain or adjust the capital structure, the group may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares or sell assets.

The group has no gearing restrictions and as such the capital management policies are designed around providing sufficient cashflow for operational activities including maintaining required security deposits and the provision of dividends based on a payout ratio of 60% to 80% of amaysim's underlying NPATA.

## 24 Interests in other entities

### (a) Interests in associates and joint ventures

The group has an interest in Octopus Ventures Inc (incorporated joint venture) and Airtasker Pty Ltd. The carrying value of these interests are individually immaterial.

Subsequent to year end, the Group has been formally approached to sell its' shares in Airtasker, and the Directors believe it is probable the shares will be sold. It is not practicable to determine an estimate of the financial effect of the sale.

## 25 Contingent liabilities

### (a) Contingent liabilities

The directors are of the opinion that provisions are not required in respect of any contingent matters, as for any of these matters it is not probable that a future sacrifice of economic benefits will be required or the amount is not capable of reliable measurement.

#### (i) Deed of cross guarantee

Pursuant to ASIC Class Order 98/1418, the wholly-owned subsidiaries as mentioned below are relieved from the *Corporation Act 2001* requirements for preparation, audit, and lodgement of financial reports and directors' report.

As a condition of the Class Order, amaysim Australia Limited and its subsidiaries (closed group) entered into a Deed of Cross Guarantee. The effect of the Deed is that amaysim Australia Limited has guaranteed to pay any deficiency in the event of the winding up of any of those subsidiaries. Those subsidiaries have also given a similar guarantee in the event that amaysim Australia Limited is wound up.

The deed was executed on 9 June 2016 and was only in operation for the current financial year.

The subsidiaries subject to the Deed at the end of the reporting period are:

amaysim Australia Limited  
amaysim Services Pty Limited  
EastPoint IP Pty Limited  
Vaya Pty Limited  
Live Connected Holdings Pty Limited  
Live Connected Incubator Pty Limited  
Live Connected Pty Limited  
Zenconnect Pty Limited  
amaysim Operations Pty Limited  
amaysim Ventures Pty Limited  
amaysim Labs Pty Limited  
amaysim SaleCo Limited

The above companies represent a 'closed group' for the purposes of the Class Order.

Key financial information relating to the closed group is summarised below for the year ended 30 June 2016.

**2016**  
**\$'000**

*Statement of Comprehensive Income*

## 25 Contingent liabilities (continued)

### (a) Contingent liabilities (continued)

	2016 \$'000
<b>Revenue from continuing operations</b>	<b>253,537</b>
Other income	488
Network related expenses	(168,489)
Marketing expenses	(12,466)
Employee benefits expense	(21,802)
Depreciation and amortisation expense	(5,319)
IPO expenses	(8,633)
Acquisition expenses	(1,734)
Finance costs	(1,755)
Other expenses	(15,380)
<b>Profit before income tax</b>	<b>18,447</b>
Income tax expense	(6,171)
<b>Profit attributable to the owners of the closed group</b>	<b>12,276</b>

### Consolidated balance sheet

Set out below is a consolidated balance sheet as at 30 June 2016 of the closed group consisting of amaysim Australia Limited and the subsidiaries subject to the Deed.

	2016 \$'000
<b>Current assets</b>	
Cash and cash equivalents	13,340
Trade and other receivables	9,374
Other current assets	1,016
<b>Total current assets</b>	<b>23,730</b>
<b>Non-current assets</b>	
Property, plant and equipment	1,017
Intangible assets	76,711
Deferred tax assets	1,399
Other non-current assets	13,573
<b>Total non-current assets</b>	<b>92,700</b>
<b>Total assets</b>	<b>116,430</b>
<b>Current liabilities</b>	
Trade and other payables	55,690
Customer deposits	3,324
Deferred revenue	7,449
Provision	2,591
Current tax liabilities	694
<b>Total current liabilities</b>	<b>69,748</b>

## 25 Contingent liabilities (continued)

### (a) Contingent liabilities (continued)

#### Consolidated balance sheet (continued)

	2016 \$'000
<b>Non-current liabilities</b>	
Provisions	759
Other liabilities	13,642
<b>Total non-current liabilities</b>	<u>14,401</u>
<b>Total liabilities</b>	<u>84,149</u>
<b>Net assets</b>	<u>32,281</u>
<b>Equity</b>	
Contributed equity	62,538
Other reserves	2,780
Retained earnings	30,934
Accumulated losses (prior year)	(63,971)
<b>Total equity</b>	<u>32,281</u>

## 26 Commitments

### (a) Lease commitments:

#### *Non-cancellable operating leases*

Commitments for minimum lease payments in relation to non-cancellable operating leases are payable as follows:

	consolidated entity As at 30 June	
	2016 \$'000	2015 \$'000
Commitments for minimum lease payments in relation to non-cancellable operating leases are payable as follows:		
Within one year	1,855	1,300
Later than one year but not later than five years	6,405	4,910
Later than five years	-	412
Minimum lease payments	<u>8,260</u>	<u>6,622</u>

### (b) Capital commitments

Capital expenditure contracted for at the end of the reporting period but not recognised as liabilities is as follows:

	consolidated entity As at 30 June	
	2016 \$'000	2015 \$'000
Property, plant and equipment	<u>292</u>	-

## 26 Commitments (continued)

### (b) Capital commitments (continued)

## 27 Related party transactions

### (a) Parent entities

The ultimate parent entity is amaysim Australia Limited.

### (b) Subsidiaries

amaysim Australia Limited has the following subsidiaries:

Entity name	Country of Incorporation	Equity Interest as at 30 June	
		2016	2015
amaysim Services Pty Limited	Australia	100%	100%
Eastpoint IP Pty Limited	Australia	100%	100%
amaysim Operations Pty Limited	Australia	100%	-
amaysim Ventures Pty Limited	Australia	100%	-
amaysim Labs Pty Limited	Australia	100%	-
amaysim SaleCo Limited	Australia	100%	-
Vaya Pty Limited	Australia	100%	-
Zenconnect PTY LTD	Australia	100% ^	-
LiveConnected Holdings Pty Ltd	Australia	100% ^	-
LiveConnected Pty Ltd	Australia	100% ^	-
LiveConnected Incubator Co Pty Ltd	Australia	100% ^	-
Oz Export Support Services Corporation	Philippines	99% ^	-

^ Equity is held through Vaya Pty Limited

All subsidiaries have a 30 June financial year end, except for Oz Export Support Services Corporation which has a 31 December financial year end.

In order to comply with Philippines shareholding requirements, 1% of the shareholding in Oz Export Support Services Corporation must be held locally. amaysim Australia Limited has effective control of Oz Export Support Services Corporation (subject to certain local regulatory requirements) and it has been consolidated on this basis.

Various intercompany loans are in existence between the parent entity and some of its wholly owned subsidiaries. The loans are unsecured, interest free and have no fixed terms for repayment. The loans are a net asset to the parent entity of \$12,900k.

amaysim Australia Limited engages amaysim Services Pty Limited to provide Customer Service Centre. Oz Exports Support Services Corporation is engaged to provide Customer Services Centre and software development services.

Eastpoint IP Pty Limited is a dormant entity, which was used to acquire the amaysim trademark.

Vaya Pty Ltd and its subsidiaries were acquired by amaysim as an Australian online-only mobile services provider and has been fully integrated into amaysim.

### (c) Transactions with other related parties

Unless otherwise disclosed, transactions with other related parties are made on normal commercial terms and conditions.

The Group carries out its business over 4 floors at 17-19 Bridge St, Sydney. This building is owned by Bridgelane Holdings Pty Limited (Bridgelane). Bridgelane is owned by a minority shareholder in the Group. The leasing agreements are based on normal commercial terms and conditions and managed by an external and independent building management entity (Colliers International (NSW) Pty Ltd).

## 27 Related party transactions (continued)

### (d) Key management personnel compensation

	consolidated entity Year ended 30 June	
	2016 \$	2015 \$
Short-term employee benefits	2,792,285	2,307,431
Post-employment benefits	116,142	148,442
Long-term benefits	25,968	-
Termination benefits	-	-
Share-based payments	799,617	990,159
	<b>3,734,012</b>	<b>3,446,032</b>

## 28 Share-based payments

### (a) Long term incentive plan (LTIP)

During the financial year amaysim Australia Limited issued Long term incentive plan options (LTIP) to key executives for the purpose of executive retention and to align the remuneration of executives with long term shareholder wealth creation.

The options vest in three tranches and convert into either ordinary shares or cash payment at the option of the company, subject to achieving EPS performance hurdles and the retention conditions. As settlement is at the discretion of the company the options are treated as an equity settled share based payment. A share based payment expense is reflected in employee benefits expense in the consolidated statement of comprehensive income and an offsetting amount is recognised under Equity compensation reserve in the consolidated balance sheet.

The vesting schedule for the EPS performance condition for each tranche is set out in the table below:

Performance level	EPS over the relevant Performance Period	Vesting level
Below threshold	< 80% of Target CAGR	0%
Threshold	80% of Target CAGR	50%
Between Threshold and Target	Between 80% and 100% of Target CAGR	Straight line vesting between 50% and 75%
Target	100% of Target CAGR	75%
Between Target and Maximum	Between 100% and 125% of Target CAGR	Straight line vesting between 75% and 100%
Maximum	> 125% of Target CAGR	100%

The relevant target Compound Annual Growth Rate (CAGR) for each performance period will be determined by the board.

If the EPS performance condition for a performance period is not satisfied, the relevant tranche will lapse and there is no retesting of a tranche of rights at any later test date.

Once all vesting conditions are met the holder of each option can exercise that option at an exercise price of \$1.80 per option. Options can be settled in cash or in shares at the discretion of the board.

Set out below are the details of all options granted and unvested under the plan:

## 28 Share-based payments (continued)

### (a) Long term incentive plan (LTIP) (continued)

Grant date	Tranche No.	Performance period	Vest date	Fair value per option	No. of options
15 July 2015	1	Jul 2015 - Jun 2018	Aug 2018	\$0.40	1,412,500
15 July 2015	2	Jul 2015 - Jun 2019	Aug 2019	\$0.42	706,250
15 July 2015	3	Jul 2015 - Jun 2020	Aug 2020	\$0.43	706,250
30 Oct 2015	1	Jul 2015 - Jun 2018	Aug 2018	\$0.83	555,830
30 Oct 2015	2	Jul 2015 - Jun 2019	Aug 2019	\$0.83	277,915
30 Oct 2015	3	Jul 2015 - Jun 2020	Aug 2020	\$0.83	277,915
8 March 2016	1	Jul 2016 - Jun 2017	Aug 2017	\$0.54	143,346
8 March 2016	2	Jul 2016 - Jun 2018	Aug 2018	\$0.54	139,130
8 March 2016	3	Jul 2016 - Jun 2019	Aug 2019	\$0.54	139,131
					<b>4,358,267</b>

The long term incentive options were valued by an independent valuer using the monte-carlo simulation model based on the following assumptions:

Grant date	15 July 2015	30 Oct 2015	8 March 2016
Option consideration	Nil	Nil	Nil
Exercise price	\$1.80 per option	\$1.80 per option	\$1.80 per option
Share price	\$1.80	\$2.53	\$1.78
Volatility	34%	34%	75% in first year, 34% in remaining years
Expected dividend yield	4.4%	4.4%	4.4%
Risk-free interest rate	1.925% - 2.94%	1.74% - 2.61%	1.95% - 2.56%

### (b) Employee Share Rights Plan (ESRP)

The amaysim employee share rights plan was established in May 2012. The plan was designed to provide an incentive to employees who joined amaysim in its formative years and ensure that employees received a reward based on their contribution to the success of the group. Participation in the plan was at the group's discretion and no individual has a contractual right to participate in the plan or to receive any guaranteed benefits.

Rights vest under the plan if the following two conditions are satisfied: (1) amaysim successfully executes a liquidation event, either in the form of an IPO, trade sale, or merger; and (2) the employee meets the employment condition.

amaysim Australia Limited successfully listed on the ASX on 15 July 2015 and as a result the first vesting condition was satisfied. If the employee meets the employment condition each right will convert to 145 ordinary shares in amaysim Australia Limited.

The rights convert to ordinary shares in three tranches over a two year period (1/3 at liquidation date of 15 July 2015; 1/3 twelve months after liquidation; 1/3 twenty four months after liquidation). A share based payment expense is reflected in employee benefits expense in the consolidated statement of comprehensive income and an offsetting amount is recognised under Equity compensation reserve in the consolidated balance sheet.

Rights granted under the plan do not carry any dividend or voting rights. The exercise price of each right is NIL.

amaysim has the discretion to determine if the rights are paid out in shares or shares are sold on the ASX and the proceeds provided to employees in cash.

## 28 Share-based payments (continued)

### (b) Employee Share Rights Plan (ESRP) (continued)

The following table sets out a summary of the ESRP and the movement of rights during the financial year:

Tranche	Balance 1 July 2015	Forfeited during the year	Exercised during the year	Balance 30 June 2016
Tranche 1	16,151	-	(16,151)	-
Tranche 2	16,151	(1,090)	-	15,061
Tranche 3	16,152	(1,202)	-	14,950
Total	48,454	(2,292)	(16,151)	30,011

No ESRP rights were granted during the financial year.

On 15 July 2015, 16,151 share rights converted to 2,341,895 ordinary shares in amaysim Australia Limited at a price of \$1.80 each.

Tranche 2 rights will vest in August 2016 and tranche 3 rights will vest in August 2017.

#### **Fair value of employee share rights granted**

The weighted average fair value of rights at grant date was \$52.94 per right. The fair value at grant date was independently determined using a Monte-Carlo simulation valuation using the following assumptions:

Expected IPO date	31 July 2015
Share price target	2 times the exercise price
Volatility	80%
Risk free interest rate	Australian Government Bond Rates (between 2.24% - 3.28%)
Dividend Yield	0%

The volatility assumption is representative of the level of uncertainty expected in the movements of the group's share price over the life of the plan. amaysim being a relatively new company in a mature industry we would be expected to have a high level of volatility. The higher the volatility assumption chosen, the less sensitive the rights valuations to the assumptions chosen. The board has been guided by the sensitivity and observed volatility of other startup companies and have chosen a volatility assumption of 80%.

## 29 Remuneration of auditors

The following fees were paid or payable by the amaysim Group for and on behalf of all group entities for services provided by the auditor and its related practices during the financial year:

### (a) PricewaterhouseCoopers

#### (i) Audit and other assurance services

	consolidated entity Year ended 30 June	
	2016	2015
	\$	\$
<i>Audit and other assurance services</i>		
Audit and review of financial statements	425,400	372,400
Total remuneration for audit and other assurance services	425,400	372,400

#### (ii) Other services

## 29 Remuneration of auditors (continued)

### (a) PricewaterhouseCoopers (continued)

Tax advice and due diligence services	<b>400,600</b>	-
Investigating accountant's report	-	653,553
Total remuneration for other services	<b>400,600</b>	653,553

Total remuneration of PricewaterhouseCoopers	<b>826,000</b>	1,025,953
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### (b) Network firms of PricewaterhouseCoopers

#### (i) Audit and other assurance services

Audit and review of financial statements	<b>15,000</b>	-
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<b>Total auditors' remuneration</b>	<b>841,000</b>	1,025,953
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## 30 Parent entity financial information

### (a) Summary financial information

The individual financial statements for the parent entity show the following aggregate amounts:

	<b>2016</b>	2015
	<b>\$'000</b>	\$'000
<b>Net profit after tax for the year</b>	<b>12,508</b>	23,978

<b>Total comprehensive income</b>	<b>12,508</b>	23,978
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	<b>2016</b>	2015
	<b>\$'000</b>	\$'000

#### Balance sheet

Current assets	<b>32,740</b>	26,874
Non-current assets	<b>43,170</b>	24,850
Total assets	<b>75,909</b>	51,724

Current liabilities	<b>40,549</b>	50,367
Non-current liabilities	<b>2,784</b>	3,973
Total liabilities	<b>43,334</b>	54,340

Net Assets	<b>32,575</b>	(2,616)
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### 30 Parent entity financial information (continued)

#### (a) Summary financial information (continued)

	2016 \$'000	2015 \$'000
<i>Equity</i>		
Issued capital	62,538	35,521
Equity compensation reserve	2,780	1,829
Retained earnings	31,201	23,978
Accumulated losses (prior years)	<u>(63,944)</u>	<u>(63,944)</u>
	<u>32,575</u>	<u>(2,616)</u>

### 31 Events occurring after the reporting period

#### (a) Acquisition of Australian Broadband Services Pty Ltd

On 19 July 2016 amaysim Australia Limited entered into terms of agreement to purchase Australian Broadband Services Pty Ltd (AusBBS). This acquisition accelerates its strategy of entering into the broadband market in order to be ready for the upcoming 'forced churn' event presented by the rollout of the National Broadband Network (NBN).

The transaction remains subject to the satisfaction of customary conditions precedent and completion is expected to occur in late August 2016. The financial effects of this transaction have not been brought to account at 30 June 2016. The operating results and assets and liabilities of AusBBS will be consolidated from the date of completion. Provisional fair values of assets, liabilities and purchase consideration will be determined after completion of the acquisition.

##### (i) Purchase consideration

Under the terms of the transaction, amaysim will pay:

	\$'000
Cash on completion	1,000
amaysim shares on completion	1,500
amaysim shares one year after completion	1,500
Total purchase consideration	<u>4,000</u>

50% of the amaysim shares received by AusBBS's key personnel on completion will be escrowed for 6 months.

amaysim shares received one year after completion are subject to customary warranty claims and the successful integration of AusBBS' proprietary platform into amaysim's business.

The parties have also agreed to a maximum earn-out of \$5.45m payable in cash and amaysim shares. The earn-out is subject to minimum and maximum targets in respect of subscriber growth and profitability. It will be measured and paid at the end of the second and third years after completion.

amaysim shares to be issued at \$1.77 (30 trading day volume weighted average price to 15 July 2016). Maximum earn-out payable at the end of year two after completion is \$2.325m and maximum earn-out payable at the end of year three after completion is \$3.125m. Escrows are subject to certain other customary early release triggers.

### **31 Events occurring after the reporting period (continued)**

#### **(a) Acquisition of Australian Broadband Services Pty Ltd (continued)**

*(ii) Information not disclosed as not yet available*

At the time the financial statements were authorised for issue, the group had not yet completed the acquisition or the accounting for the acquisition. In particular the fair values of the assets, liabilities and consideration had not been determined as independent valuations had not yet been obtained. It is also not yet possible to provide detailed information about each class of any acquired receivables and any contingent liabilities of the acquired entity.

#### **(b) Dividend payable**

The directors declared a dividend of 5.3 cents per share on 18 August 2016. Further details are set out on note 6 of this report.

amaysim Australia Limited  
Directors' declaration  
For the year ended 30 June 2016

In the opinion of the directors of amaysim Australia Limited (the Company):

- (a) the financial statements and notes set out on pages 30 to 76 and the remuneration report set out in the this Report, are in accordance with the *Corporations Act 2001*, including:
  - (i) complying with Accounting Standards, the *Corporations Regulations 2001* and other mandatory professional reporting requirements, and
  - (ii) giving a true and fair view of the consolidated entity's financial position as at 30 June 2016 and of its performance for the year ended on that date, 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, and
- (c) at the date of this declaration, there are reasonable grounds to believe that the members of the extended closed group, as set out in note 25, will be able to meet any obligations or liabilities to which they are, or may become, subject by virtue of the Deed of Cross Guarantee.

Note 1(a) confirms that the financial statements also comply with International Financial Reporting Standards as issued by the International Accounting Standards Board.

The directors have been given the declarations by the chief executive officer and chief financial officer required by section 295A of the *Corporations Act 2001*.

This declaration is signed in accordance with a resolution of directors.



Andrew Reitzer  
Director  
Sydney



Julian Ogrin  
Director  
Sydney

19 August 2016



## **Independent auditor's report to the members of amaysim Australia Limited**

### ***Report on the financial report***

We have audited the accompanying financial report of amaysim Australia Limited (the company), which comprises the consolidated balance sheet as at 30 June 2016, the consolidated statement of comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the year ended on that date, a summary of significant accounting policies, other explanatory notes and the directors' declaration for amaysim Australia group (the consolidated entity). The consolidated entity comprises the company and the entities it controlled at year's end or from time to time during the financial year.

### ***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 is free from material misstatement, whether due to fraud or error. In Note 1 (a), 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 consolidated entity's preparation and fair presentation of the financial report 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 entity'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.

### ***Independence***

In conducting our audit, we have complied with the independence requirements of the *Corporations Act 2001*.



*Auditor's opinion*

In our opinion:

- (a) the financial report of amaysim Australia Limited is in accordance with the *Corporations Act 2001*, including:
  - (i) giving a true and fair view of the consolidated entity's financial position as at 30 June 2016 and of its performance for the year ended on that date; and
  - (ii) complying with Australian Accounting Standards and the *Corporations Regulations 2001*.
- (b) the financial report and notes also comply with International Financial Reporting Standards as disclosed in Note 1 (a).

***Report on the Remuneration Report***

We have audited the remuneration report included in pages 10 to 24 of the directors' report for the year ended 30 June 2016. 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.

*Auditor's opinion*

In our opinion, the remuneration report of amaysim Australia Limited for the year ended 30 June 2016 complies with section 300A of the *Corporations Act 2001*.

PricewaterhouseCoopers

S Prakash  
Partner

Sydney  
19 August 2016