

Results for announcement to the market		
Name of issuer	Geneva Finance Limited	
Reporting Period	12 months to 31 March 2022	
Previous Reporting Period	12 months to 31 March 2021	
Currency	NZD	
	Amount (000s)	Percentage change
Revenue from continuing operations	\$42,719	23%
Total Revenue	\$42,719	23%
Net profit/(loss) from continuing operations	\$5,944	-10%
Total net profit/(loss)	\$5,944	-10%
Final Dividend		
Amount per Quoted Equity Security	Not Applicable	
Imputed amount per Quoted Equity Security	Not Applicable	
Record Date	Not Applicable	
Dividend Payment Date	Not Applicable	
	Current period	Prior comparable period
Net tangible assets per Quoted Equity Security	\$0.45	\$0.37
A brief explanation of any of the figures above necessary to enable the figures to be understood	Refer to attached commentary	
Authority for this announcement		
Name of person authorised to make this announcement	Albert Boy	
Contact person for this announcement	Albert Boy	
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Date of release through MAP	30 May 2022	

GENEVA FINANCE LIMITED

CONSOLIDATED INCOME STATEMENT

FOR THE YEAR ENDED 31 MARCH 2022

	Group	
	Un Audited 2022 \$000's	Audited 2021 \$000's
Interest income	15,646	15,279
Interest expense	(4,033)	(3,975)
Net interest income	<u>11,613</u>	<u>11,304</u>
Net premium revenue	23,033	14,709
Net claims expense	(11,387)	(6,590)
Net premium revenue	<u>11,646</u>	<u>8,119</u>
Other revenue	4,040	4,834
Operating revenue (net of interest expense and claim expense)	<u>27,299</u>	<u>24,257</u>
Operating expenses	(19,491)	(16,666)
Operating profit	<u>7,808</u>	<u>7,591</u>
Impaired asset expense	430	(825)
Net profit before taxation	<u>8,238</u>	<u>6,766</u>
Taxation (expense) / benefit	(2,294)	(146)
Net profit after taxation	<u>5,944</u>	<u>6,620</u>
Profit attributable to:		
Owners of the parent	5,511	6,185
Non-controlling interest	433	435
	<u>5,944</u>	<u>6,620</u>
Profit per share		
Basic profit per share (cents)	7.55	8.48

GENEVA FINANCE LIMITED

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

FOR THE YEAR ENDED 31 MARCH 2022

	Group	
	Un Audited 2022 \$000's	Audited 2021 \$000's
Net profit after taxation	<u>5,944</u>	<u>6,620</u>
Other comprehensive income:		
Items that may be subsequently reclassified to profit or loss		
Movement in financial assets at fair value through other comprehensive income	(523)	(914)
Exchange differences on translation of foreign operations - Owners of the Parent	74	(530)
Cash flow hedge, net of tax	750	303
Other comprehensive income, net of tax	<u>301</u>	<u>(1,141)</u>
Total comprehensive income	<u>6,245</u>	<u>5,479</u>
Total comprehensive income attributable to:		
Owners of the parent	5,812	5,044
Non-controlling interest	433	435
	<u>6,245</u>	<u>5,479</u>

GENEVA FINANCE LIMITED**CONSOLIDATED STATEMENT OF FINANCIAL POSITION****AS AT 31 MARCH 2022**

	Group	
	Un Audited	Audited
	2022	2021
	\$'000's	\$'000's
Assets		
Cash and cash equivalents	38,834	27,802
Trade and other receivables, and prepayments	11,676	9,139
Taxation receivable	8	8
Finance receivables	93,203	92,152
Deferred insurance contract acquisition costs	5,847	5,226
Deferred taxation	3,021	4,910
Financial assets at fair value through comprehensive income	33	203
Plant and equipment	542	857
Intangible assets	1,985	2,202
Total assets	155,149	142,499
Liabilities		
Accounts payable and accruals	4,995	5,295
Outstanding claims liability	2,962	1,657
Employee entitlements	720	563
Unearned premium liability	25,580	19,008
Derivative financial instruments	(502)	248
Bank facilities	69,111	66,985
Other borrowings	14,242	13,942
Leased liabilities	281	581
Total liabilities	117,389	108,279
Equity		
Share capital	52,779	52,779
Shares held by Geneva	(342)	(342)
Reserves	(2,016)	(2,317)
Retained earnings	(14,717)	(17,523)
Non-controlling interest	2,056	1,623
Total equity	37,760	34,220
Total equity and liabilities	155,149	142,499
Net tangible assets per share	0.45	0.37

GENEVA FINANCE LIMITED

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

FOR THE YEAR ENDED 31 MARCH 2022

	Equity attributable to the equity holders of the parent					Non Controlling Interest	Total equity \$000's
	Share Capital \$000's	Treasury Stock \$000's	Reserves \$000's	Retained earnings \$000's	Attributable to owners of the parent		
Balance at 31 March 2020	52,779	-	(1,176)	(21,725)	29,878	1,471	31,349
Net profit for the period	-	-	-	6,185	6,185	435	6,620
Other comprehensive income							
Increase in financial assets at FVTOCI	-	-	(914)	-	(914)	-	(914)
Exchange differences on translation of foreign operations	-	-	(530)	-	(530)	-	(530)
Change in cash flow hedge reserve, net of tax	-	-	303	-	303	-	303
Total other comprehensive income	-	-	(1,141)	-	(1,141)	-	(1,141)
Total comprehensive income	-	-	(1,141)	6,185	5,044	435	5,479
Transaction with owners							
Shares held by Geneva	-	(342)	-	-	(342)	-	(342)
Dividends paid	-	-	-	(1,983)	(1,983)	(283)	(2,266)
Total transactions with owners	-	(342)	-	(1,983)	(2,325)	(283)	(2,608)
Balance at 31 March 2021	52,779	(342)	(2,317)	(17,523)	32,597	1,623	34,220
Net profit for the period	-	-	-	5,511	5,511	433	5,944
Other comprehensive income							
Decrease in financial assets at FVTOCI	-	-	(523)	-	(523)	-	(523)
Exchange differences on translation of foreign operations	-	-	74	-	74	-	74
Change in cash flow hedge reserve, net of tax	-	-	750	-	750	-	750
Total other comprehensive income	-	-	301	-	301	-	301
Total comprehensive income	-	-	301	5,511	5,812	433	6,245
Transaction with owners							
Shares held by Geneva	-	-	-	-	-	-	-
Dividends paid	-	-	-	(2,705)	(2,705)	-	(2,705)
Total transactions with owners	-	-	-	(2,705)	(2,705)	-	(2,705)
Balance at 31 March 2022	52,779	(342)	(2,016)	(14,717)	35,704	2,056	37,760

GENEVA FINANCE LIMITED

CONSOLIDATED STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED 31 MARCH 2022

	Group	
	Un Audited	Audited
	2022	2021
	\$000's	\$000's
Cash flow from operating activities:		
Cash was provided from:		
Interest received	14,439	14,175
Dividends Received	112	-
Receipts from insurance policy sales, collections activities and other	34,138	25,185
Covid-19 wages subsidy	-	351
	48,689	39,711
Cash was applied to:		
Net movement in finance receivables	596	(7,487)
Interest paid	(4,034)	(3,975)
Payments to suppliers and employees	(33,586)	(28,130)
	(37,024)	(39,592)
Net cash outflow from operating activities	11,665	119
Cash flows from investing activities:		
Cash was provided from:		
AMPL Investment Proceeds	171	3,499
Sale of plant and equipment	-	7
	171	3,506
Cash was applied to:		
Purchase of plant and equipment	(65)	-
Purchase of intangible assets	(162)	(209)
Purchase of third-party debt ledger	-	-
	(227)	(209)
Net cash outflow from investing activities	(56)	3,297
Cash flows from financing activities:		
Cash was provided from:		
Net movement of term facilities: Westpac	2,127	6,387
Net movement of other borrowings	300	258
	2,427	6,645
Cash was applied to:		
Share buyback	-	(342)
Principle elements of lease payments	(299)	(276)
Dividends paid to company shareholders	(2,705)	(1,983)
Dividends paid to NCI	-	(283)
	(3,004)	(2,884)
Net cash inflow from financing activities	(577)	3,761
Net increase in cash and cash equivalents held	11,032	7,177
<i>Add: Opening cash and cash equivalents balance at the beginning of the year</i>	27,802	20,625
Cash and cash equivalents at the end of the year	38,834	27,802
Represented by:		
Cash at bank	38,834	27,802
Cash and cash equivalents at the end of the year	38,834	27,802

Segment analysis

a) By operating segment

The Group's reportable operating segments are as follows:

- Corporate: The operations of this segment include the raising of debt and the advancing loans to other operating segments within the Group.
- New Business: The operations of this segment include the lending of money to individuals, companies and other entities and have a wholesale funding arrangement with Westpac New Zealand Limited (Westpac) under which it securitised loan receivables.
- Insurance: The operations of this segment include the issuing of temporary insurance contracts covering death, disablement and redundancy risks and short term motor vehicle contracts covering comprehensive, third party, mechanical breakdown risk and guaranteed asset protection.
- Old Business: The operations of this segment include the collection and management of money lent to individuals, companies and other entities originally originated by the Group and external debt collection.
- Invoice Factoring: This segments was purchased on 1 April 2018. The operations of this segments include providing debtor finance to companies and collection and management of trade receivables factored.
- Overseas: This segment was acquired on 1 April 2018. The operation of this segments include lending, collection and management of money to individuals, companies and other entities originally originated in Tonga.

Each Group operating segment is operated as a discrete business unit. The eliminations arise from transactions between the Group segments and are predominantly interest, commission/brokerage, marketing subsidy, debt collection and rent/lease charges.

None of the Group's operating segments place any reliance on a single major customer amounting to 10% or more of the applicable segments revenue.

Group summary revenues and results for the year 31 March 2022

\$'000	Corporate	New Business	Insurance	Old Business	Invoice Factoring	Overseas	Eliminations	Group
External revenues	-	14,177	23,293	865	1,991	1,915	-	42,241
Revenue - other segments	2,447	1,268	79	120	-	-	(3,436)	478
Total	2,447	15,445	23,372	985	1,991	1,915	(3,436)	42,719
Segment profit/(loss)	(2,957)	5,360	4,721	179	(177)	1,488	(376)	8,238
Taxation expense	(544)	-	(1,345)	-	-	(405)	-	(2,294)
Non controlling interest profit	-	-	-	-	-	(433)	-	(433)
Net profit/(loss) after taxation	(3,501)	5,360	3,376	179	(177)	650	(376)	5,511
Interest income	1,593	13,972	228	206	1,345	1,362	(3,060)	15,646
Interest expense	2,623	3,537	-	178	754	1	(3,060)	4,033
Depreciation	288	32	22	10	14	15	-	381
Amortisation	-	210	50	100	19	-	-	379
Other material non-cash items:	-	-	-	-	-	-	-	-
Impaired assets expense	904	7	-	(820)	316	67	(904)	(430)

Group summary assets and liabilities as at 31 March 2022

\$'000	Corporate	New Business	Insurance	Old Business	Invoice Factoring	Overseas	Eliminations	Group
Segment assets								
Total assets	38,613	100,656	48,277	8,241	11,841	5,595	(58,074)	155,149
Additions to non current assets	166	9	21	9	-	2	20	227
Segment liabilities								
Total liabilities	30,011	73,818	30,657	3,708	10,141	560	(31,506)	117,389

Segment analysis (continued)**a) By operating segment (continued)****Group summary revenues and results for the year 31 March 2021**

\$'000	Corporate	New Business	Insurance	Old Business	Invoice Factoring	Overseas	Eliminations	Group
External revenues	-	13,912	15,785	1,408	1,813	1,904	-	34,822
Revenue - other segments	14,550	1,306	29	158	-	-	(16,043)	-
Total	14,550	15,218	15,814	1,566	1,813	-	(16,043)	34,822
Segment profit/(loss)	9,567	4,778	3,208	339	101	1,432	(12,659)	6,766
Taxation expense	790	-	(591)	-	-	(345)	-	(146)
Non controlling interest profit	-	-	-	-	-	(435)	-	(435)
Net profit/(loss) after taxation	10,357	4,778	2,617	339	101	652	(12,659)	6,185
Interest income	1,892	13,514	173	242	1,280	1,562	(3,384)	15,279
Interest expense	2,713	3,652	-	173	820	1	(3,384)	3,975
Depreciation	287	28	22	10	6	18	-	371
Amortisation	-	180	70	101	27	-	-	378
Other material non-cash items:	-	-	-	-	-	-	-	-
Impaired assets expense	(637)	1,380	-	(709)	59	95	637	825

Group summary assets and liabilities as at 31 March 2021

\$'000	Corporate	New Business	Insurance	Old Business	Invoice Factoring	Overseas	Eliminations	Group
Segment assets								
Total assets	34,970	91,932	30,632	9,380	14,300	4,434	(43,149)	142,499
Additions to non current assets	(7)	191	16	7	-	2	-	209
Segment liabilities	-	-	-	-	-	-	-	-
Total liabilities	12,722	71,203	22,343	3,777	12,423	559	(14,748)	108,279

b) By geographical segment

The Group operated predominantly in New Zealand. Revenues are derived from New Zealand with the exception of Federal Pacific Finance Ltd (Tonga) which operates in Tonga.