

# TRAVELLERS CHOICE

# ANNUAL REPORT

2017





**Our purpose** To be a leading Australian travel company that represents independent travel agents and provides financial rewards based on support and shareholding. **Our vision** To deliver growth in returns and services which guarantee the ongoing success of the business. **Our values** We focus on the customer, we work as a team, we are driven by results.

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# CHAIRMAN'S STATEMENT

**It is important that organisations celebrate milestones – such as significant anniversaries – because doing so provides an opportunity for achievements to be recognised (internally and externally) and to engender among all stakeholders a sense of pride, belonging and purpose. Marking such occasions also provides a moment to pause and consider what the future holds.**

Not all organisations, however, get the message or the tone right. Highlighting past successes can sometimes – by comparison – expose current strategies as lacking in vision or ambition. Alternatively, allowing talk of future goals to overshadow or diminish earlier accomplishments can drain a milestone of its historical context and cultural benefits.

I'm pleased to say that in our 40<sup>th</sup> year Travellers Choice had no difficulty finding the right balance, and with good reason.

Having grown over the past 40 years from a modest cooperative in Western Australia to an award-winning, nationally distributed travel group – still wholly-owned by its members – we have plenty of reasons to be proud and many notable achievements to reflect upon. At the same time, we have in recent times worked hard to create a strong platform for ongoing success.

Helping our members stand apart from competitors by delivering an outstanding customer experience is one area in which we have focused significant energy, and over the past year we continued to expand these activities.

The launch of TC Connect, our private Facebook group for members, created a secure forum in which our agents are now sharing ideas and seeking advice on a broad range of topics – from local marketing initiatives to recommended products and services. In late 2016 we also unveiled a revamped extranet solution, TC Hub, featuring a Preferred Supplier Directory. By allowing a side-by-side comparison of the key elements of our preferred suppliers' offerings, the directory is allowing members to more easily and efficiently find the

most appropriate product for their customers.

As always, the Travellers Choice Board and management team continued to explore new ways to improve the customer experience we offer to members.

This year the Board instigated a new 'segmentation model' that enabled us to consider our members across a range of customer persona groups. As we gain a deeper insight into the needs of each group we are able to customise support services to meet their specific needs.

Among the new services developed this year was a Business Toolkit, containing a selection of customised templates to help members compile key planning documents such as a formal business plan and a cash-flow forecast. Additional templates are being progressively added in response to member feedback.

Marketing support is of course a key benefit of Travellers Choice membership, with a broad range of activities helping drive quality traffic to members. Digital marketing is a vital component and this year we forged a partnership with marketing agency Titan Digital that is helping further refine our approach in areas such as search engine optimisation, social media management and digital brand strategy.

We have also worked closely with members this year to ensure the Company delivered genuine value to our preferred partners and obtained maximum value from preferred agreements. The rewards from our collective efforts once again flowed directly to members as the Company's sole shareholders.

All of these initiatives contributed in 2016/17 to Travellers Choice maintaining its proud record of returning a profit in every year of its 40-year history.

Our pre-tax operating profit for 2016/17 of \$1.90 million represented a 5% decrease on the previous financial year, primarily reflecting a softening of



airfare prices. The Board declared an unfranked dividend of 5.0 per cent on issued capital (being 25 cents per share), with the majority of the remaining profits – excluding a contribution from the sale of the Company’s shareholding in the Worldwide Independent Travel Network (WIN) – distributed to member shareholders through trading rebates based on sales support for airline and wholesale partners.



**As always the Travellers Choice Board and management team continued to explore new ways to improve the customer experience we offer to members.**

*Trish Ridsdale - Chairman*



Travellers Choice was one of four equal partners in WIN until June 2017 when we took up an offer to sell our stake to fellow shareholder, Advantage Travel Partnership (ATP). The Board has chosen to retain income from the sale in order to invest in development projects that will deliver a long-term return for the Company and its members.

The Australian economy looks set for continued growth in 2017/18, and while market competition will remain intense we anticipate a steady rise in airfares amid sustained demand for international travel. Based on these expectations, the Board is forecasting profit growth for 2017/18.

On behalf of the Board and members I would like to thank all of the staff in our corporate office

and across the States for their professionalism, commitment and loyalty over the 2016/17 year. I would also like to acknowledge the leadership provided by our senior management team of Managing Director Christian Hunter, General Manager Marketing Robyn Mitchell, General Manager Sales Nicola Strudwick and General Manager Finance & Administration Justin Michael.

Having once again engaged with members from across our network during the year, I know that the efforts of all Travellers Choice employees are genuinely respected and appreciated.

Thanks also to my fellow Directors – Mark Brady, Phil Dalley, Trinity Hastwell and Sue Holmes – who have once again fulfilled their duties with dedication and energy throughout the year.

Our thanks also to Jacqui Wilson-Smith who has continued as a Board Advisor throughout the year, contributing significantly to our thinking and decision making.

Finally, thank you, our shareholders, for the faith you bestow in your Board, management and staff, and the support and encouragement you continue to offer.

Trish Ridsdale  
*Chairman*

# MANAGING DIRECTOR'S REPORT

## 2016/17 IN REVIEW

Travellers Choice has enjoyed an elevated profile within the travel industry in 2016/17 as we used the backdrop of our 40<sup>th</sup> Anniversary to engage with our valued partners and the trade media.

The primary purpose of these activities was to explain to suppliers and the broader retail travel sector – and in particular potential new member shareholders – where our Company is heading and why we are so confident in our future.

With the Company continuing to evolve our sophisticated member services, attract high-calibre travel agents and forge astute commercial partnerships, we have good reason to feel optimistic. Nevertheless we faced a number of challenges during the financial year.

While broader economic factors were generally favourable – Australia's economy continued to expand, interest rates remained low and the Australian dollar held steady against key currencies – record low wage increases restrained growth in household income.

Within the travel industry, the cruise sector once again set new benchmarks for passenger numbers and market penetration, while low fares helped drive demand for international flights. However, reduced yields hindered the ability of retail groups to reach key targets in preferred agreements, and supplier-driven promotions offering free or discounted flights siphoned off sales.

With outbound travel forecast to grow, opportunities will abound, but as members will readily attest, competition for travel sales continues to intensify.

As always, Travellers Choice remained focused on finding new and improved ways to help members meet these challenges.

## MARKETING SERVICES

In 2016/17 Travellers Choice continued to evaluate and trial new methods of extracting additional value for members and suppliers from our national marketing campaigns.

For instance, in cases where the Travellers Choice website and national sales number appear as the call to action, suppliers are increasingly working with the Company to implement additional activities on behalf of members who provide them with strong sales support. As well as print advertisements featuring a member's contact details, these activities now include cost-effective and highly-targeted Facebook posts. During the past financial year, individual members benefited from such activities on more than 350 occasions.

In order to further develop our Digital Marketing Strategy we entered into a partnership with Titan Digital in late 2016. Titan is one of just a handful of Google Premium Partners in Australia, which means Google audits its search engine optimisation and digital marketing campaigns to ensure its clients receive maximum return on their investment. By drawing on the company's knowledge and experience we are now expanding the volume and quality of traffic we drive to members.

There is of course no substitute for hands-on experience, and over the past year the Company's marketing team has worked closely with preferred suppliers to expand our program of exclusive member educationals. In 2016/17 more than 150 agents took part in around 20 educational journeys – almost triple the number who travelled in the previous year.

## TRAVELLERS CHOICE CRUISE CLUB

Australia's cruise market continues to grow at an extraordinary rate. In 2016 a record 1.28 million Australians took a cruise holiday – a 21 per cent increase on the previous year. Over the past five years cruise passenger numbers have doubled.

Market penetration now stands at 5.3 per cent, which equates to one in 19 Australians taking a cruise – the highest per capita ratio in the world.



Overall cruise sales for Travellers Choice Cruise Club members were up a relatively modest 1.7 per cent year-on-year. However, for the first time members' total sales exceeded \$50 million for the financial year, with sales through the Cruise Club's preferred wholesaler, The Cruise Team, growing by 46.8 per cent.

During the year Travellers Choice worked closely with The Cruise Team to develop attractive packaged cruise product, and assisted Cruise Club members to grow customer databases. Among the activities undertaken was a redesign of the highly-effective *Just Cruisin'* newsletter.

Members also continued to enhance their skills and knowledge by taking part in key events such as Cruise360 Australasia and participating in ongoing training opportunities. As a result, the number of Cruise Club consultants accredited through Cruise Lines International Association Australasia grew by 10 per cent during 2016/17.

This investment in cruise education and professional development will continue to pay dividends by ensuring members share in the cruise sector's ongoing success.

### **NEW SERVICES**

One sure way for all members to enhance the experience they offer their customers is by exchanging news, insights and advice with colleagues. This practice has always been an attractive feature of the Travellers Choice culture, so it was no surprise when members embraced TC Connect, the Company's closed-user Facebook group, upon its launch in 2016. More than 80 per cent of the group's agents and staff are now regularly engaged with the site.

In late 2016 the Company also unveiled a revamped extranet solution - TC Hub - featuring a new component, the Preferred Supplier Directory. This comprehensive database of our preferred partners is now being used by members to compare the products, commissions and incentives offered by suppliers with similar products or destinations.

Another valuable addition to our suite of support services is the Business Toolkit. Introduced this year and available through TC Hub, the Toolkit offers members a selection of customised templates to help them compile key planning

documents such as formal business plans and cash-flow forecasts. It is a project that will continue to evolve as members identify additional areas in which they would benefit from support.

### **SOLID FINANCIAL PERFORMANCE**

Members' commitment to optimising the value of preferred agreements, combined with the Company's ongoing investment in effective sales and marketing support services, helped Travellers Choice deliver a pre-tax operating profit for 2016/17 of \$1.90 million.

While maintaining the Company's record of posting a profit every year since inception, the result represented a 5 per cent decline on 2015/16, reflecting a softening of airfare prices, which off-set an encouraging increase in the number of airline tickets processed year-on-year.

I am pleased to report that 95 per cent of profits - excluding a contribution from the sale of the Company's shareholding in WIN - have now been returned directly to member shareholders through a combination of trading rebates based upon sales support and a 25-cents-per-share, unfranked dividend.

### **WIN**

Travellers Choice has been a member of WIN since 2002 and a shareholder since 2010. By 2015 our Company was one of four independent retail groups - the others located in the United Kingdom, Germany and South Africa - with an equal share in the organisation.

In June this year we took the opportunity to sell our stake to WIN's UK shareholder, Advantage Travel Partnership (ATP). ATP accounts for the majority of WIN's sales and is eager to drive the network's strategic development, in particular through further investment in technology.

For Travellers Choice the WIN sale provided a valuable opportunity to monetise our shareholding, while remaining part of the organisation and continuing to benefit from knowledge sharing opportunities and unfettered access to WIN products and services.

The Board is now considering a variety of investment options for the funds generated through the sale of WIN shares.

# MANAGING DIRECTOR'S REPORT

(CONTINUED)

## MEMBERSHIP

The quality and range of our member support services – combined with our low fees, co-branding options and a unique ownership structure – only made the Travellers Choice value proposition more attractive during 2016/17.

Not surprisingly, the Company fielded enquiries from a variety of potential recruits and during the year we welcomed a number of successful and well-established retail travel businesses to join the national network. All will have a positive impact on the group's total transaction value, contribute to preferred sales and help enrich the Company's culture.

Recruitment remains a priority for the Company as we look to fuel growth, and General Manager Sales Nicola Strudwick is working closely with our state-based Business Development Managers to identify suitable candidates.

## MANAGEMENT AND STAFF

Despite the continued expansion and refinement of our suite of support services, the Travellers Choice corporate office remains as lean, efficient and responsive as ever.

This would not be possible were it not for the enterprise and resourcefulness our dedicated staff consistently demonstrate and it goes without saying that our senior management team – which includes General Manager Marketing Robyn Mitchell, General Manager Sales Nicola Strudwick and General Manager Finance & Administration Justin Michael – lead by example.

Just as impressive is the diligence and ingenuity shown by our experienced team of Business Development Managers, whose job it is to nurture and promote the Travellers Choice network in their respective states. As I travelled around our network over the past 12 months, I was once again pleased to see the high regard in which members hold each member of the team, which includes Andrea Moore, Melissa Robertson, Graham Smith and Kim Tomlinson.



Robyn Mitchell  
*General Manager Marketing*



Nicola Strudwick  
*General Manager Sales*



Justin Michael  
*General Manager Finance  
& Administration*



## STRATEGIES FOR THE FUTURE

If Travellers Choice is to thrive in an increasingly competitive marketplace it is essential that the Company continues to evolve and expand its marketing services. These activities allow members to maximise sales opportunities for preferred suppliers and exploit growth sectors such as cruise.

There is no doubt that our highly-focused Digital Marketing Strategy will be integral to our success, and with this in mind members will see the launch of a brand new email marketing platform, TC Mail, before the end of 2017.

If we are to adapt to meet the ever-changing demands of Australian travellers we will also need to be flexible in our thinking and ready to identify and embrace new opportunities. Our recently announced agreement with online travel agent TripADeal is an excellent example of how two seemingly unlikely partners can work together to enhance the experience they offer their respective customers.

Our arrangement with TripADeal would not have been possible if we had not in recent years invested in digital technology solutions. And were it not for the Company's encouragement and support for members who engage in the digital space, our group would not be so well-positioned to take advantage of the development.

Initiatives like this also make Travellers Choice more attractive to talented and progressive travel agents, and it is essential that we continue to recruit such businesses to our network. Not only will they contribute valuable sales, they will deliver fresh ideas and help establish new benchmarks for success.

I've spoken at length about the support our Company offers its members, but I would like to end by expressing my appreciation once again for all the warm support and friendship you continue to provide me. It is an honour to lead Travellers Choice as we look back on a distinguished 40-year history and look forward towards an exciting future.



Christian Hunter  
*Managing Director*

# DIRECTORS' REPORT

Your Directors present their report on the Company for the financial year ended 30 June 2017.

## DIRECTORS

The names of the Directors in office at any time during or since the end of the year are:

- Trish Ridsdale
- Sue Holmes
- Phil Dalley
- Trinity Hastwell
- Mark Brady
- Christian Hunter

Directors have been in office since the start of the financial year to the date of this report unless otherwise stated.

## INFORMATION ON DIRECTORS

### TRISH RIDSDALE

Trish Ridsdale has been a non-member Director on the Board of Travellers Choice since 2005 and has been the Chairman since 2007. She is also the Managing Director of Board Business, a specialist consultancy firm which specialises in executive coaching, corporate governance, risk management and strategic advisory services.

Trish is a Fellow of the Australian Institute of Company Directors and has been a director and education facilitator with the AICD since 1996.

She has held a number of board positions including Commissioner on the Board of Tourism WA, board member of the Art Gallery of WA, the Curtin Graduate Business School Advisory Board and the Brightspark Foundation. She is currently an Independent Director of the RME Group of Companies.

### SUE HOLMES

Sue Holmes worked for one of the world's leading tour operators in Australia and the UK before moving into the retail travel sector over 25 years ago. In 1997 she launched her own company, Carine Travel Bug, and the agency, located in the northern Perth suburb of Duncraig, has since consistently ranked among Travellers Choice's top performing members. More recently, Sue has expanded her business with the introduction of New Zealand specialists, N. Zed Holidays.

### TRINITY HASTWELL

Trinity Hastwell joined the travel industry in 2005 while completing her final year of a Business Management Degree at the University of South Australia, graduating in 2006 with a major in Marketing and minors in Public Relations and Tourism & Hospitality. Trinity is a Director of Hastwell Travel & Cruise, a member of Travellers Choice for close on 25 years, with locations in Frewville and McLaren Vale in South Australia.

Trinity is a graduate member of the Australian Institute of Company Directors and is currently a Committee member of Skala International Adelaide Club.

### PHIL DALLEY

Phil Dalley was elected to the board in 2014 and has three decades of travel industry experience in various roles, firstly with East West Airlines, Australian Airlines and Qantas Airways. Phil successfully runs a high profile retail and wholesale travel agency in the ACT, Travel Makers, which he established in 1998.

Phil was also the ACT chairman of AFTA for a period during the 1990s and is presently Deputy Chairman of the Travellers Choice Board and Chairman of the Audit & Risk Committee.

## MARK BRADY

Mark has more than 30 years' experience in the Australian travel industry, having joined Qantas in Sydney in 1982. He moved across to the retail travel sector in 1990, opening his first travel agency in Cairns.

A member of Travellers Choice now for eight years, today he owns three Travellers Choice member agencies: Ballina Cruise & Travel (NSW), Byron Cruise & Travel (NSW) and Tweed Coast Cruise & Travel (NSW). Mark is also a member of the Australian Institute of Company Directors.

## CHRISTIAN HUNTER

Christian has worked in the UK and Australian travel industries for more than 25 years and has been employed by Travellers Choice since 2004 in a number of managerial positions, including CEO. He joined the Board as Managing Director in November 2015.

Christian holds a Bachelor of Commerce degree from Curtin University and is a graduate member of the Australian Institute of Company Directors. He is presently a Director and Vice Chairman of the Australian Federation of Travel Agents (AFTA) and was previously Chairman of the Worldwide Independent Travel Network (WIN).

## DIRECTORS' MEETINGS

Directors' meetings attended during the year:

	Number of Meetings	
	Eligible to attend	Attended
Trish Ridsdale	6	6
Sue Holmes	6	6
Phil Dalley	6	5
Trinity Hastwell	6	6
Mark Brady	6	5
Christian Hunter	6	6

## DIRECTORS' INTERESTS

The relevant interest of each Director in the shares of the Company are:

	Ordinary Shares
Sue Holmes	915
Phil Dalley	200
Trinity Hastwell	2,000
Mark Brady	7,412
Trish Ridsdale	-
Christian Hunter	-

No Director has received or become entitled to receive, during or since the financial period, a benefit because of a contract made by the Company, or a related company with a Director, a firm of which a Director is a member or an entity in which a Director has substantial financial interest, other than the benefits as disclosed in the notes to and forming part of the accounts.

## OPERATING RESULTS

The Company produced an operating profit before providing for income tax for the financial year of \$1,905,196. After providing for income tax a profit was produced, amounting to \$1,693,913 (2016: \$2,015,397).

## REVIEW OF OPERATIONS

The financial period commenced on 01 July 2016.

No significant change in the nature of these activities occurred during the year.

The Directors have authorised the following distribution of pre-tax profits to be paid in the 2017/18 financial year:

- A distribution based on member support of preferred airlines amounting to \$798,006
- A distribution based on member support of wholesale suppliers amounting to \$679,782
- A dividend payment of 5.0% of shareholding amounting to \$22,212

## PRINCIPAL ACTIVITIES

The principal activities of the Company during the financial year were to provide business services and financial returns to member shareholders of Travellers Choice in accordance with the group's objectives.

No significant changes in the nature of these activities occurred during the financial year.

## SHARE OPTIONS

No options over issued shares or interests in the Company were granted during or since the end of the financial year and there were no options outstanding at the date of this report.

### **INDEMNIFICATION & INSURANCE OF OFFICERS & AUDITORS**

A deed of indemnity has been executed by all Directors and Officers. Directors & Officers Liability insurance premiums have also been paid, totalling \$4,543 inclusive of GST, Stamp Duty and all fees.

### **ENVIRONMENTAL REGULATION**

The Company's operations are not regulated by any significant environmental regulation under a law of the Commonwealth or of a State or Territory.

### **EVENTS SUBSEQUENT TO REPORTING DATE**

Since the end of the financial year and the date of this report there has not arisen any item, transaction or event of a material and unusual nature likely, in the opinion of the Directors, to affect significantly the operations of the Company, in the future financial year.

### **DIVIDENDS & TRADING REBATES**

Dividends of \$22,094 and two trading rebates of \$1,127,406 and \$850,500 were paid in 2016/17.

### **LIKELY DEVELOPMENTS**

In the coming year, Travellers Choice will continue to work towards increasing group revenues in line with its strategic plans. This will be achieved through business strategies focused on retaining key agents, recruitment of new travel agent members and marketing activities in conjunction with key preferred suppliers. The Company will continue its niche positioning within the retail travel sector as the leading travel group for independent travel agents in Australia.

### **PROCEEDINGS ON BEHALF OF COMPANY**

No persons have applied for leave of Court to proceedings on behalf of the Company or intervene in any proceedings to which the company is a party for the purpose of taking responsibility on behalf of the Company for all or any part of those proceedings.

The Company was not a party to any such proceedings during the year.

### **AUDITOR'S INDEPENDENCE DECLARATION**

A copy of the auditor's independence declaration as required under section 307C of the Corporations Act 2001 is set out on page 11.

Signed in accordance with a resolution of the Board of Directors:

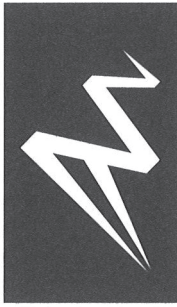


Director \_\_\_\_\_

Name: Trish Ridsdale

Dated this 20<sup>th</sup> day of September 2017

# AUDITOR'S INDEPENDENCE DECLARATION



## Anderson Munro & Wyllie

CHARTERED ACCOUNTANTS

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*Liability limited by a scheme approved under Professional Standards Legislation*

### AUDITOR'S INDEPENDENCE DECLARATION UNDER SECTION 307C OF THE *CORPORATIONS ACT 2001* TO THE DIRECTORS OF TRAVELLERS CHOICE LIMITED

I declare that, to the best of my knowledge and belief, in relation to the audit for the financial year ended 30 June 2017 there have been:

- No contraventions of the auditor independence requirements as set out in the Corporations Act 2001 in relation to the audit; and
- No contraventions of any applicable code of professional conduct in relation to the audit.

*Anderson Munro & Wyllie*

**ANDERSON MUNRO & WYLLIE**

Chartered Accountants (Auditor registration number 314299)

**MARTIN SHONE**

*Principal*

Perth, WA

Dated this 20<sup>th</sup> day of September 2017

# STATEMENT OF COMPREHENSIVE INCOME

**FOR THE YEAR ENDED 30 JUNE 2017**

	NOTE	2017	2016
		\$	\$
Revenue	2	6,177,937	6,388,081
Cost of sales	3	(904,278)	(1,075,627)
Gross profit		5,273,659	5,307,454
Other revenues from ordinary operations		2,393,215	2,211,652
Annual conference		(318,396)	(429,150)
Marketing costs		(1,665,314)	(1,521,916)
Member overrides		(584,292)	(465,573)
Rent	3	(163,957)	(201,375)
Salaries & wages		(1,703,446)	(1,730,874)
Ticketing fee		(581,049)	(528,243)
Other expenses from ordinary activities		(745,224)	(539,286)
<b>Profit before income tax</b>		1,905,196	2,102,689
Income tax expense	4	(211,283)	(87,292)
<b>Profit for the year</b>		<b>1,693,913</b>	<b>2,015,397</b>
Profit attributable to members of the Company		1,693,913	2,015,397
Other comprehensive income		-	-
Total comprehensive income attributable to members of the Company		1,693,913	2,015,397

The accompanying notes form part of these financial statements.

# STATEMENT OF FINANCIAL POSITION

**AS AT 30 JUNE 2017**

	NOTE	2017	2016
		\$	\$
<b>ASSETS</b>			
CURRENT ASSETS			
Cash and cash equivalents	7	1,147,608	1,710,182
Trade and other receivables	8	420,244	178,401
Other assets	9	2,484,727	1,579,995
<b>TOTAL CURRENT ASSETS</b>		<b>4,052,579</b>	<b>3,468,578</b>
NON-CURRENT ASSETS			
Property, plant and equipment	10	169,270	109,225
Investments		-	141,610
Deferred tax assets	12	159,439	70,662
<b>TOTAL NON-CURRENT ASSETS</b>		<b>328,709</b>	<b>321,497</b>
<b>TOTAL ASSETS</b>		<b>4,381,288</b>	<b>3,790,075</b>
<b>LIABILITIES</b>			
CURRENT LIABILITIES			
Trade and other payables	11	1,119,487	631,856
Interest bearing liabilities		12,995	-
Current tax liabilities	12	-	(12,988)
Deferred tax liabilities	12	715,901	415,841
Provisions	13	189,162	174,497
<b>TOTAL CURRENT LIABILITIES</b>		<b>2,037,545</b>	<b>1,209,206</b>
NON-CURRENT LIABILITIES			
Provisions		34,523	-
<b>TOTAL NON-CURRENT LIABILITIES</b>		<b>34,523</b>	<b>-</b>
<b>TOTAL LIABILITIES</b>		<b>2,072,068</b>	<b>1,209,206</b>
<b>NET ASSETS</b>		<b>2,309,220</b>	<b>2,580,869</b>
<b>EQUITY</b>			
Issued capital	14	444,255	441,880
Retained earnings		1,864,965	2,138,989
<b>TOTAL EQUITY</b>		<b>2,309,220</b>	<b>2,580,869</b>

The accompanying notes form part of these financial statements.

# STATEMENT OF CHANGES IN EQUITY

**FOR THE YEAR ENDED 30 JUNE 2017**

	NOTE	ISSUED CAPITAL ORDINARY	RETAINED EARNINGS	TOTAL
		\$	\$	\$
<b>Balance at 01 July 2015</b>		441,880	1,882,718	2,324,598
Share movements during the year		–	–	–
Net profit for the year		–	2,015,397	2,015,397
<b>Subtotal</b>		–	2,015,397	2,015,397
Dividends paid or provided for		–	(1,759,126)	(1,759,126)
<b>Balance at 30 June 2016</b>		<b>441,880</b>	<b>2,138,989</b>	<b>2,580,869</b>
Share movements during the year		2,375	–	2,375
Net profit for the year		–	1,693,913	1,693,913
<b>Subtotal</b>		444,255	–	4,504,377
Dividends paid or provided for		–	(1,967,937)	(1,967,937)
<b>Balance at 30 June 2017</b>		<b>444,255</b>	<b>1,864,965</b>	<b>2,309,220</b>

The accompanying notes form part of these financial statements.



# STATEMENT OF CASH FLOWS

**FOR THE YEAR ENDED 30 JUNE 2017**

	NOTE	2017	2016
		\$	\$
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Receipts from customers		7,149,285	8,297,028
Payments to suppliers and employees		(6,207,948)	(6,578,457)
Interest received		14,668	15,712
Income tax paid		12,988	(102,434)
Net cash provided by operating activities	18	968,993	1,631,849
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Purchase of investments		–	(65,409)
Purchase of property, plant and equipment		(134,249)	(93,736)
Proceeds from disposal of property, plant and equipment		18,182	–
Refund from overpayment of investments		17,186	–
Proceeds from sale of investments		532,979	–
Net cash generated from/ (used in) investing activities		434,098	(159,145)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Payments on share buy backs		–	(4,465)
Proceeds from issue of shares		2,272	–
Dividends and rebates paid		(1,967,937)	(1,759,126)
Net cash used in financing activities		(1,965,665)	(1,763,591)
Net decrease in cash held		(56,574)	(290,887)
Cash at beginning of financial year		1,710,182	2,001,069
<b>Cash at end of financial year</b>	<b>7</b>	<b>1,147,608</b>	<b>1,710,182</b>

The accompanying notes form part of these financial statements.

# NOTES TO THE FINANCIAL STATEMENTS

## FOR THE YEAR ENDED 30 JUNE 2017

The financial statements cover Travellers Choice Ltd as an individual entity. Travellers Choice Ltd is a company limited by shares, incorporated and domiciled in Australia.

The financial statements were authorised for issue on 28 August 2017 by the Directors of Travellers Choice Ltd.

## NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

### Basis of Preparation

The financial statements are general purpose financial statements that have been prepared with the *Corporations Act 2001* and Australian Accounting Standards and Interpretations of the Australian Accounting Standards Board.

Australian Accounting Standards set out accounting policies that the AASB has concluded would result in financial statements containing relevant and reliable information about transactions, events and conditions. Compliance with Australian Accounting Standards ensures that the financial statements and notes also comply with International Financial Reporting Standards. Material accounting policies adopted in the preparation of the financial statements are presented below and have been consistently applied unless otherwise stated.

The financial statements, except for cash flow information, have been prepared on an accrual basis and are based on historical costs, modified, where applicable, by the measurement at fair value of selected non-current assets, financial assets and financial liabilities. The amounts presented in the financial statements have been rounded to the nearest dollar unless stated otherwise.

#### a. Income Tax

The income tax expense (revenue) for the year comprises current income tax expense (income) and deferred tax expense (income).

Current income tax expense charged to the profit or loss is the tax payable on taxable income calculated using applicable income tax rates enacted, or substantially enacted, as at reporting date. Current tax liabilities (assets) are therefore measured at the amounts expected to be paid to (recovered from) the relevant taxation authority.

Deferred income tax expense reflects movements in deferred tax asset and deferred tax liability balances during the year as well as unused tax losses.

Current and deferred income tax expense (income) is charged or credited directly to equity instead of the profit or loss when the tax relates to items that are credited or charged directly to equity.

Deferred tax assets and liabilities are ascertained based on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements. Deferred tax assets also result where amounts have been fully expensed but future tax deductions are available. No deferred income tax will be recognised from the initial recognition of an asset or liability, excluding a business combination, where there is no effect on accounting or taxable profit or loss.

Deferred tax assets and liabilities are calculated at the tax rates that are expected to apply to the period when the asset is realised or the liability is settled, based on tax rates enacted or substantively enacted at reporting date. Their measurement also reflects the manner in which management expects to recover or settle the carrying amount of the related asset or liability.

Deferred tax assets relating to temporary differences and unused tax losses are recognised only to the extent that it is probable that future taxable profit will be available against which the benefits of the deferred tax asset can be utilised.

Where temporary differences exist in relation to investments in subsidiaries, branches, associates, and joint ventures, deferred tax assets and liabilities are not recognised where the timing of the reversal of the temporary difference can be controlled and it is not probable that the reversal will occur in the foreseeable future.

Current tax assets and liabilities are offset where a legally enforceable right of set-off exists and it is intended that net settlement or simultaneous realisation and settlement of the respective asset and liability will occur. Deferred tax assets and liabilities are offset where a legally enforceable right of set-off exists, the deferred tax assets and liabilities relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities where it is intended that net settlement or simultaneous realisation and settlement of the respective asset and liability will occur in future periods in which significant amounts of deferred tax assets or liabilities are expected to be recovered or settled.

#### **b. Fair Value of Assets and Liabilities**

The Company measures some of its assets and liabilities at fair value on either a recurring or non-recurring basis, depending on the requirements of the applicable Accounting Standard.

Fair value is the price the Company would receive to sell an asset or would have to pay to transfer a liability in an orderly (i.e. unforced) transaction between independent, knowledgeable and willing market participants at the measurement date.

As fair value is a market-based measure, the closest equivalent observable market pricing information is used to determine fair value. Adjustments to market values may be made having regard to the characteristics of the specific asset or liability. The fair values of assets and liabilities that are not traded in an active market are determined using one or more valuation techniques. These valuation techniques maximise, to the extent possible, the use of observable market data.

To the extent possible, market information is extracted from either the principal market for the asset or liability (i.e. the market with the greatest volume and level of activity for the asset or liability) or, in the absence of such a market, the most advantageous market available to the entity at the end of the reporting period (i.e. the market that maximises the receipts from the sale of the asset or minimises the payments made to transfer the liability, after taking into account transaction costs and transport costs).

For non-financial assets, the fair value measurement also takes into account a market participant's ability to use the asset in its highest and best use or to sell it to another market participant that would use the asset in its highest and best use.

The fair value of liabilities and the entity's own equity instruments (excluding those related to share-based payment arrangements) may be valued, where there is no observable market price in relation to the transfer of such financial instrument, by reference to observable market information where such instruments are held as assets. Where this information is not available, other valuation techniques are adopted and, where significant, are detailed in the respective note to the financial statements.

#### **c. Property, Plant and Equipment**

Each class of property, plant and equipment is carried at cost or fair value as indicated less, where applicable, any accumulated depreciation and impairment losses.

##### **Plant and equipment**

Plant and equipment are measured on the cost basis less depreciation and impairment losses.

The carrying amount of plant and equipment is reviewed annually by directors to ensure it is not in excess of the recoverable amount from these assets. The recoverable amount is assessed on the basis of the expected net cash flows that will be received from the asset's employment and subsequent disposal. The expected net cash flows have been discounted to their present values in determining recoverable amounts.

The cost of fixed assets constructed within the consolidated group includes the cost of materials, direct labour, borrowing costs and an appropriate proportion of fixed and variable overheads.

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 entity and the cost of the item can be measured reliably. All other repairs and maintenance are charged to the statement of comprehensive income during the financial period in which they are incurred.

### **Depreciation**

The depreciable amount of all fixed assets including building and capitalised lease assets, but excluding freehold land, is depreciated on a straight line basis over the asset's useful life to the Company commencing from the time the asset is held ready for use. Leasehold improvements are depreciated over the shorter of either the unexpired period of the lease or the estimated useful lives of the improvements.

The depreciation rates used for each class of depreciable assets are:

<b>Class of Fixed Asset</b>	<b>Depreciation Rate</b>
Furniture & office equipment	40% prime cost
Website development	25% prime cost
Vehicles	25% diminishing value

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

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

Gains and losses on disposals are determined by comparing proceeds with the carrying amount. These gains or losses are included in the statement of comprehensive income. When revalued assets are sold, amounts included in the revaluation surplus relating to that asset are transferred to retained earnings.

### **d. Leases**

Leases of fixed assets, where substantially all the risks and benefits incidental to the ownership of the asset (but not the legal ownership), that are transferred to entities in the company are classified as finance leases.

Finance leases are capitalised by recording an asset and a liability at the lower of the amounts equal to the fair value of the leased property or the present value of the minimum lease payments, including any guaranteed residual values. Lease payments are allocated between the reduction of the lease liability and the lease interest expense for the period.

Leased assets are depreciated on a straight-line basis over their estimated useful lives where it is likely that the company will obtain ownership of the asset or over the term of the lease.

Lease payments for operating leases, where substantially all the risks and benefits remain with the lessor, are charged as expenses in the periods in which they are incurred.

Lease incentives under operating leases are recognised as a liability and amortised on a straight-line basis over the life of the lease term.

### **e. Financial Instruments**

#### **Initial recognition and measurement**

Financial assets and financial liabilities are recognised when the entity becomes a party to the contractual provisions to the instrument. For financial assets, this is equivalent to the date that the company commits itself to either purchase or sell the asset (i.e. trade date accounting is adopted).

Financial instruments are initially measured at fair value plus transactions costs except where the instrument is classified 'at fair value through profit or loss in which case transaction costs are expensed to profit or loss immediately.

#### **Classification and subsequent measurement**

Financial instruments are subsequently measured at either, fair value, amortised cost using the effective interest rate method or cost. Fair value represents the amount for which an asset could be exchanged

or a liability settled, between knowledgeable, willing parties. Where available, quoted prices in an active market are used to determine fair value. In other circumstances, valuation techniques are adopted.

*Amortised cost* is calculated as: (i) the amount at which the financial asset or financial liability is measured at initial recognition, (ii) less principal repayments, (iii) plus or minus the cumulative amortisation of the difference, if any, between the amount initially recognised and the maturity amount calculated using the effective interest method; and (iv) less any reduction for impairment.

*The effective interest method* is used to allocate interest income or interest expense over the relevant period and is equivalent to the rate that exactly discounts estimated future cash payments or receipts (including fees, transaction costs and other premiums or discounts) through the expected life (or when this cannot be reliably predicted, the contractual term) of the financial instrument to the net carrying amount of the financial asset or financial liability. Revisions to expected future net cash flows will necessitate an adjustment to the carrying value with a consequential recognition of an income or expense in profit or loss.

The Company does not designate any interests in subsidiaries, associates or joint venture entities as being subject to the requirements of Accounting Standards specifically applicable to financial instruments.

**(i) Financial assets at fair value through profit or loss**

Financial assets are classified at 'fair value through profit or loss' when they are either held for trading for the purpose of short-term profit taking, derivatives not held for hedging purposes, or when they are designated as such to avoid an accounting mismatch or to enable performance evaluation where a group of financial assets is managed by key management personnel on a fair value basis in accordance with a documented risk management or investment strategy. Such assets are subsequently measured at fair value with changes in carrying value being included in profit or loss.

**(ii) Loans and receivables**

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market and are subsequently measured at amortised cost.

Loans and receivables are included in current assets, except for those which are not expected to mature within 12 months after the end of the reporting period, which will be classified as non-current assets.

**(iii) Held-to-maturity investments**

Held-to-maturity investments are non-derivative financial assets that have fixed maturities and fixed or determinable payments, and it is the Company's intention to hold these investments to maturity. They are subsequently measured at amortised cost.

Held-to-maturity investments are included in non-current assets, except for those which are expected to mature within 12 months after the end of the reporting period, which will be classified as current assets.

If during the period, the Company sold or reclassified more than an insignificant amount of the held-to-maturity investments before maturity, the entire category of held-to-maturity investments would be tainted and would be reclassified as available-for-sale.

**(iv) Available-for-sale financial assets**

Available-for-sale financial assets are non-derivative financial assets that are either not capable of being classified into other categories of financial assets due to their nature, or they are designated as such by management. They comprise investments in the equity of other entities where there is neither a fixed maturity nor fixed or determinable payments.

Available-for-sale financial assets are included in non-current assets, except for those which are expected to mature within 12 months after the end of the reporting period, which will be classified as current assets.

**(v) Financial liabilities**

Non-derivative financial liabilities (excluding financial guarantees) are subsequently measured at amortised cost.

### **Impairment**

At the end of each reporting period, the Company assesses whether there is objective evidence that a financial asset has been impaired. A financial asset (or a group of financial assets) is deemed to be impaired if, and only if, there is objective evidence of impairment as a result of one or more events (a "loss event") having occurred, which has an impact on the estimated future cash flows of the financial asset(s).

In the case of available-for-sale financial assets, a significant or prolonged decline in the market value of the instrument is considered to constitute a loss event. Impairment losses are recognised in profit or loss immediately. Also, any cumulative decline in fair value previously recognised in other comprehensive income is reclassified into profit or loss at this point.

In the case of financial assets carried at amortised cost, loss events may include: indications that the debtors or a group of debtors are experiencing significant financial difficulty, default or delinquency in interest or principal payments; indications that they will enter bankruptcy or other financial reorganisation; and changes in arrears or economic conditions that correlate with defaults.

For financial assets carried at amortised cost (including loans and receivables), a separate allowance account is used to reduce the carrying amount of financial assets impaired by credit losses. After having taken all possible measures of recovery, if the directors establish that the carrying amount cannot be recovered by any means, at that point the anticipated loss is charged to the allowance account or the carrying amount of impaired financial assets is reduced directly if no impairment amount was previously recognised in the allowance account.

When the terms of financial assets that would otherwise have been past due or impaired have been renegotiated, the company recognises the impairment for such financial assets by taking into account the original terms as if the terms have not been renegotiated so that the loss event that has occurred is duly considered.

### **Financial guarantees**

Where material, financial guarantees issued that require the issuer to make specified payments to reimburse the holder for a loss it incurs because a specified debtor fails to make payment when due are recognised as financial liabilities at fair value on initial recognition.

The fair value of financial guarantee contracts is assessed using the probability-weighted discounted cash flow approach. The probability has been based on:

- the likelihood of the guaranteed party defaulting during the next reporting period;
- the proportion of the exposure that is not expected to be recovered due to the guaranteed party defaulting; and
- the maximum loss exposure if the guaranteed party were to default.

Financial guarantees are subsequently measured at the higher of the best estimate of the obligation in accordance with AASB 137: Provisions, Contingent Liabilities and Contingent Assets and the amount initially recognised less, when appropriate, cumulative amortisation in accordance with AASB 118: Revenue. Where the entity gives guarantees in exchange for a fee, revenue is recognised under AASB 118.

### **Derecognition**

Financial assets are derecognised when the contractual rights to receipt of cash flows expire or the asset is transferred to another party whereby the entity no longer has any significant continuing involvement in the risks and benefits associated with the asset. Financial liabilities are derecognised when the related obligations are discharged, cancelled or have expired. The difference between the carrying amount of the financial liability extinguished or transferred to another party and the fair value of consideration paid, including the transfer of non-cash assets or liabilities assumed, is recognised in profit or loss.

#### **f. Impairment of Non-financial Assets**

At the end of each reporting period, the Company assesses whether there is any indication that an asset may be impaired. The assessment will include considering external sources of information and internal sources of information including dividends received from subsidiaries, associates or joint ventures deemed to be out of pre-acquisition profits. If such an indication exists, an impairment test is carried

out on the asset by comparing the recoverable amount of the asset, being the higher of the asset's fair value less costs of disposal and value in use, to the asset's carrying amount. Any excess of the asset's carrying amount over its recoverable amount is recognised immediately in profit or loss, unless the asset is carried at a revalued amount in accordance with another Standard (eg in accordance with the revaluation model in AASB 116: *Property, Plant and Equipment*). Any impairment loss of a revalued asset is treated as a revaluation decrease in accordance with that other Standard.

Where it is not possible to estimate the recoverable amount of an individual asset, the company estimates the recoverable amount of the cash-generating unit to which the asset belongs.

Impairment testing is performed annually for goodwill and intangible assets with indefinite lives.

#### **g. Employee Benefits**

##### **Short-term employee benefits**

Provision is made for the Company's obligation for short-term employee benefits. Short-term employee benefits are benefits (other than termination benefits) that are expected to be settled wholly before 12 months after the end of the annual reporting period in which the employees render the related service, including wages, salaries and sick leave. Short-term employee benefits are measured at the (undiscounted) amounts expected to be paid when the obligation is settled.

The Company's obligations for short-term employee benefits such as wages, salaries and sick leave are recognised as part of current trade and other payables in the statement of financial position. The company's obligations for employees' annual leave and long service leave entitlements are recognised as provisions in the statement of financial position.

##### **Other long-term employee benefits**

Provision is made for employees' long service leave and annual leave entitlements not expected to be settled wholly within 12 months after the end of the annual reporting period in which the employees render the related service. Other long-term employee benefits are measured at the present value of the expected future payments to be made to employees. Expected future payments incorporate anticipated future wage and salary levels, durations of service and employee departures and are discounted at rates determined by reference to market yields at the end of the reporting period on government bonds that have maturity dates that approximate the terms of the obligations. Upon the remeasurement of obligations due to changes in assumptions for other long-term employee benefits, the net change in the obligation is recognised in profit or loss as part of employee benefits expense in the periods in which the changes occur.

The Company's obligations for long-term employee benefits are presented as non-current provisions in its statement of financial position, except where the company does not have an unconditional right to defer settlement for at least 12 months after the end of the reporting period, in which case the obligations are presented as current provisions.

#### **h. Provisions**

Provisions are recognised when the Company has a legal or constructive obligation, as a result of past events, for which it is probable that an outflow of economic benefits will result and that outflow can be reliably measured. Provisions recognised represent the best estimate of the amounts required to settle the obligation at the end of the reporting period.

#### **i. Cash and Cash Equivalents**

Cash and cash equivalents includes cash on hand, deposits held at call with banks, other short-term highly liquid investments with original maturities of three months or less, and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities on the statement of financial position.

#### **j. Revenue and Other Income**

Revenue is measured at the fair value of the consideration received or receivable after taking into account any trade discounts and volume rebates allowed. Any consideration deferred is treated as the provision of finance and is discounted at a rate of interest that is generally accepted in the market for similar arrangements. The difference between the amount initially recognised and the amount ultimately received is interest revenue.

Interest revenue is recognised using the effective interest rate method, which, for floating rate financial assets is the rate inherent in the instrument. All dividends received shall be recognised as revenue when the right to receive the dividend has been established.

Revenue recognition relating to the provision of services is determined with reference to the stage of completion of the transaction at the end of the reporting period and where outcome of the contract can be estimated reliably. Stage of completion is determined with reference to the services performed to date as a percentage of total anticipated services to be performed. Where the outcome cannot be estimated reliably, revenue is recognised only to the extent that related expenditure is recoverable.

Investment property revenue is recognised on a straight-line basis over the period of the lease term so as to reflect a constant periodic rate of return on the net investment.

All revenue is stated net of the amount of goods and services tax (GST).

#### **k. Trade and Other Payables**

Trade and other payables represent the liability outstanding at the end of the reporting period for goods and services received by the Company during the reporting period, which remain unpaid. The balance is recognised as a current liability with the amounts normally paid within 30 days of recognition of the liability.

#### **l. Goods and Services Tax (GST)**

Revenues, expenses and assets are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable from the Tax Office. In these circumstances, the GST is recognised as part of the cost of acquisition of the asset or as part of an item of the expense. Receivables and payables in the statement of financial position are shown inclusive of GST.

Cash flows are presented in the statement of cash flows on a gross basis, except for the GST component of investing and financing activities, which are disclosed as operating cash flows.

#### **m. Comparative Figures**

When required by Accounting Standards, comparative figures have been adjusted to conform to changes in presentation for the current financial year.

Where the Company has retrospectively applied an accounting policy, made a retrospective restatement or reclassified items in its financial statements, an additional statement of financial position as at the beginning of the earliest comparative period will be disclosed.

#### **n. Critical Accounting Estimates and Judgments**

The Directors evaluate estimates and judgments incorporated into the financial statements based on historical knowledge and best available current information. Estimates assume a reasonable expectation of future events and are based on current trends and economic data, obtained both externally and within the Company.

##### **Key estimates**

###### *(i) Impairment*

The Company assesses impairment at the end of each reporting period by evaluation of conditions and events specific to the Company that may be indicative of impairment triggers. Recoverable amounts of relevant assets are reassessed using value-in-use calculations which incorporate various key assumptions.

##### **Key judgments**

###### *(i) Provision for impairment of receivables*

NIL.

###### *(ii) Available-for-sale investments*

NIL.

###### *(iii) Employee benefits*

For the purpose of measurement, AASB 119: Employee Benefits defines obligations for short-term employee benefits as obligations expected to be settled wholly before 12 months after the end of the annual reporting period in which the employees render the related service. As the Company expects that all its employees would use all their annual leave entitlements earned during a reporting period before 12 months after the end of the reporting period, the Directors consider that obligations



for annual leave entitlements satisfy the definition of short-term employee benefits and, therefore, can be measured at the (undiscounted) amounts expected to be paid to employees when the obligations are settled.

**o. New Accounting Standards for Application in Future Periods**

Accounting Standards issued by the AASB that are not yet mandatorily applicable to the Company, together with an assessment of the potential impact of such pronouncements on the Company when adopted in future periods, are discussed below:

- **AASB 9: *Financial Instruments*** and associated Amending Standards (applicable to annual reporting periods beginning on or after 01 January 2018).

The Standard will be applicable retrospectively (subject to the provisions on hedge accounting outlined below) and includes revised requirements for the classification and measurement of financial instruments, revised recognition and derecognition requirements for financial instruments and simplified requirements for hedge accounting.

The key changes that may affect the Company on initial application include certain simplifications to the classification of financial assets, simplifications to the accounting of embedded derivatives, upfront accounting for expected credit loss, and the irrevocable election to recognise gains and losses on investments in equity instruments that are not held for trading in other comprehensive income. AASB 9 also introduces a new model for hedge accounting that will allow greater flexibility in the ability to hedge risk, particularly with respect to hedges of non-financial items. Should the entity elect to change its hedge policies in line with the new hedge accounting requirements of the Standard, the application of such accounting would be largely prospective.

Although the directors anticipate that the adoption of AASB 9 may have an impact on the company's financial instruments, including hedging activity, it is impracticable at this stage to provide a reasonable estimate of such impact.

- **AASB 15: *Revenue from Contracts with Customers*** (applicable to annual reporting periods beginning on or after 1 January 2018, as deferred by AASB 2015-8: *Amendments to Australian Accounting Standards - Effective Date of AASB 15*).

When effective, this Standard will replace the current accounting requirements applicable to revenue with a single, principles-based model. Apart from a limited number of exceptions, including leases, the new revenue model in AASB 15 will apply to all contracts with customers as well as non-monetary exchanges between entities in the same line of business to facilitate sales to customers and potential customers.

The core principle of the Standard is that an entity will recognise revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for the goods or services. To achieve this objective, AASB 15 provides the following five-step process:

- identify the contract(s) with a customer;
- identify the performance obligations in the contract(s);
- determine the transaction price;
- allocate the transaction price to the performance obligations in the contract(s); and
- recognise revenue when (or as) the performance obligations are satisfied.

The transitional provisions of this Standard permit an entity to either: restate the contracts that existed in each prior period presented per AASB 108: *Accounting Policies, Changes in Accounting Estimates and Errors* (subject to certain practical expedients in AASB 15); or recognise the cumulative effect of retrospective application to incomplete contracts on the date of initial application. There are also enhanced disclosure requirements regarding revenue.

Although the Directors anticipate that the adoption of AASB 15 may have an impact on the company's financial statements, it is impracticable at this stage to provide a reasonable estimate of such impacts.

- **AASB 16: *Leases*** (applicable to annual reporting periods beginning on or after 1 January 2019).

When effective, this Standard will replace the current accounting requirements applicable to leases in AASB 117: *Leases* and related Interpretations. AASB 16 introduces a single lessee accounting model that eliminates the requirement for leases to be classified as operating or finance leases.

The main changes introduced by the new Standard are as follows:

- recognition of a right-of-use asset and liability for all leases (excluding short-term leases with less than 12 months of tenure and leases relating to low-value assets);
- depreciation of right-of-use assets in line with AASB 116: *Property, Plant and Equipment* in profit or loss and unwinding of the liability in principal and interest components;
- inclusion of variable lease payments that depend on an index or a rate in the initial measurement of the lease liability using the index or rate at the commencement date;
- application of a practical expedient to permit a lessee to elect not to separate non-lease components and instead account for all components as a lease; and
- inclusion of additional disclosure requirements.

The transitional provisions of AASB 16 allow a lessee to either retrospectively apply the Standard to comparatives in line with AASB 108 or recognise the cumulative effect of retrospective application as an adjustment to opening equity on the date of initial application.

Although the Directors anticipate that the adoption of AASB 16 will impact the Company's financial statements, it is impracticable at this stage to provide a reasonable estimate of such impact.

# NOTES TO THE FINANCIAL STATEMENTS

**FOR THE YEAR ENDED 30 JUNE 2017**

## NOTE 2 REVENUE AND OTHER INCOME

	NOTE	2017	2016
<b>Revenue</b>		\$	\$
Sales revenue:			
- Sale of goods		6,177,937	6,383,081
Other revenue:			
- Annual fees		458,579	509,754
- Commission revenue		355,172	417,600
- Conference fees		399,415	481,026
- Interest received	2a	14,668	15,712
- Investment income (WIN)		-	54,910
- Marketing revenue		4,799	680,384
- Profit on sale of investments		408,555	-
- Other income		181,563	52,266
		2,393,215	2,211,652
<b>Total revenue</b>		8,571,152	8,594,733
a. Interest revenue from:			
- Banks		14,668	15,712
Total interest revenue on financial assets not at fair value through profit or loss		14,668	15,712

## NOTE 3 PROFIT FOR THE YEAR

Profit before income tax from continuing operations includes the following expenses:

	NOTE	2017	2016
<b>Expenses</b>		\$	\$
Cost of sales		(904,278)	(1,075,627)
Depreciation of property, plant and equipment		(56,363)	(24,912)
Bad and doubtful debts:			
- Trade receivables		-	(3,667)
Total bad and doubtful debts		-	(3,667)
Rental expense on operating leases		(163,957)	(201,375)

#### NOTE 4 INCOME TAX EXPENSE

	NOTE	2017	2016
a. The components of tax expense comprise:		\$	\$
Current tax		-	-
Deferred tax	12	211,283	(87,292)
		211,283	(87,292)
b. The prima facie tax on profit before income tax is reconciled to the income tax as follows:			
Prima facie tax payable on profit before income tax at 30% (2016: 30%)		571,559	630,807
Tax effect of:			
- Non-deductible income and expenses		741,206	360,629
- Deductible income and expenses		(1,312,765)	(991,436)
- Deferred tax asset/liability brought to account		211,283	87,292
Income tax attributable to Company		211,283	87,292
The applicable income tax rate is the Australian federal tax rate of 30% (2016: 30%) applicable to Australian resident companies.			
Weighted average effective tax rates are:		11%	4%

#### NOTE 5 KEY MANAGEMENT PERSONNEL COMPENSATION

The totals of remuneration paid to key management personnel (KMP) of the Company during the year are as follows:

	2017	2016
	\$	\$
Short-term employee benefits	271,980	260,537
Post-employment benefits	23,053	21,233
	295,033	281,770

#### Remuneration of Directors and Executives

	CASH SALARY AND FEES		SUPERANNUATION BENEFITS		TOTAL REMUNERATION	
	2017	2016	2017	2016	2017	2016
<b>Director</b>	\$	\$	\$	\$	\$	\$
Trish Ridsdale	28,265	27,500	-	-	28,265	27,500
Sue Holmes	15,262	13,500	1,450	1,283	16,712	14,783
Gary Allomes	-	7,000	-	-	-	7,000
Phil Dalley	16,512	14,000	1,569	1,330	18,081	15,330
Trinity Hastwell	16,262	13,000	1,545	1,235	17,807	14,235
Mark Brady	15,512	13,000	1,474	1,235	16,986	14,235
Christian Hunter	180,167	172,537	17,015	16,150	197,182	188,687
	271,980	260,537	23,053	21,233	295,033	281,770

## NOTE 6 AUDITORS' REMUNERATION

Remuneration of the auditor:

- Auditing or reviewing the financial report
- Auditing of other information

NOTE	2017	2016
	\$	\$
	14,723	14,600
	2,900	2,800
	<u>17,623</u>	<u>17,400</u>

## NOTE 7 CASH AND CASH EQUIVALENTS

### Cash at bank and in hand

The effective interest rate on short-term bank deposits was 2.41% (2016: 2.57%); these deposits have an average maturity of 114 days (2016: 90 days).

### Reconciliation of cash

Cash at the end of the financial year as shown in the statement of cash flows is reconciled to items in the statement of financial position as follows:

### Cash and cash equivalents

### Short-term bank deposits

NOTE	2017	2016
	\$	\$
	<u>1,147,608</u>	<u>1,710,182</u>
	288,659	360,182
	858,949	1,350,000
19	<u>1,147,608</u>	<u>1,710,182</u>

## NOTE 8 TRADE AND OTHER RECEIVABLES

### CURRENT

Travel Centre debtors	11,719	3
Other debtors	408,525	178,398
Provision for impairment	-	-
Total current trade and other receivables	<u>420,244</u>	<u>178,401</u>

NOTE	2017	2016
	\$	\$
	11,719	3
	408,525	178,398
	-	-
	<u>420,244</u>	<u>178,401</u>

### Credit risk

The Company does not have any material credit risk exposure to any single receivable or Company of receivables.

The following table details the Company's trade and other receivables exposed to credit risk (prior to collateral and other credit enhancements) with ageing analysis and impairment provided for thereon. Amounts are considered as 'past due' when the debt has not been settled within the terms and conditions agreed between the Company and the customer or counterparty to the transaction. Receivables that are past due are assessed for impairment by ascertaining solvency of the debtors and are provided for where there are specific circumstances indicating that the debt may not be fully repaid to the Company.

**NOTE 8 TRADE AND OTHER RECEIVABLES (CONTINUED)**

The balances of receivables that remain within initial trade terms (as detailed in the table) are considered to be of high credit quality.

2017	GROSS AMOUNT	PAST DUE AND IMPAIRED	PAST DUE BUT NOT IMPAIRED			
			(DAYS OVERDUE)			
			0-30	31-60	61-90	>90
	\$	\$	\$	\$	\$	\$
Trade and term receivables	408,525	–	361,344	35,502	218	11,461
Other receivables	11,719	–	11,719	–	–	–
<b>Total</b>	<b>420,244</b>	<b>–</b>	<b>373,063</b>	<b>35,502</b>	<b>218</b>	<b>11,461</b>

2016	GROSS AMOUNT	PAST DUE AND IMPAIRED	PAST DUE BUT NOT IMPAIRED			
			(DAYS OVERDUE)			
			0-30	31-60	60-90	>90
	\$	\$	\$	\$	\$	\$
Trade and term receivables	178,398	–	85,955	37,365	26,320	28,758
Other receivables	3	–	3	–	–	–
<b>Total</b>	<b>178,401</b>	<b>–</b>	<b>85,958</b>	<b>37,365</b>	<b>26,320</b>	<b>28,758</b>

The Company does not hold any financial assets whose terms have been renegotiated and would otherwise be past due or impaired.

	NOTE	2017	2016
		\$	\$
<b>a. Financial assets classified as loans and receivables</b>			
Trade and other receivables:			
- Total current		420,244	178,401
<b>Financial assets</b>	19	<b>420,244</b>	<b>178,401</b>
<b>b. Collateral held as security</b>			
No collateral is held over trade and other receivables.			

## NOTE 9 OTHER ASSETS

	NOTE	2017	2016
		\$	\$
<b>CURRENT</b>			
Prepayments		100,858	199,662
Accrued income		2,383,869	1,380,333
		<b>2,484,727</b>	<b>1,579,995</b>

## NOTE 10 PROPERTY, PLANT AND EQUIPMENT

	NOTE	2017	2016
		\$	\$
<b>PLANT AND EQUIPMENT</b>			
At cost		285,514	194,062
Accumulated depreciation		(116,244)	(84,837)
Total		169,270	109,225
<b>Total property, plant and equipment</b>		<b>169,270</b>	<b>109,225</b>

### a. Movements in carrying amounts

Movement in the carrying amounts for each class of property, plant and equipment between the beginning and the end of the current financial year.

	PLANT AND EQUIPMENT	TOTAL
	\$	\$
Balance at 01 July 2015	40,401	40,401
Additions	93,736	93,736
Disposals	–	–
Depreciation expense	(24,912)	(24,912)
<b>Carrying amount at 30 June 2016</b>	<b>109,225</b>	<b>109,225</b>
Additions	134,249	134,249
Disposals	(17,841)	(17,841)
Depreciation expense	(56,363)	(56,363)
<b>Carrying amount at 30 June 2017</b>	<b>169,270</b>	<b>169,270</b>

## NOTE 11 TRADE AND OTHER PAYABLES

### CURRENT

Unsecured liabilities:

Trade payables

Accrued expenses

Prepaid Income

Other creditors

### Financial liabilities at amortised cost classified as trade and other payables

Trade and other payables:

- Total current

Financial liabilities as trade and other payables

NOTE	2017	2016
	\$	\$
	238,735	48,811
	486,945	477,003
	307,779	61,043
	86,028	44,999
11a	<b>1,119,487</b>	<b>631,856</b>
	1,119,487	631,856
19	<b>1,119,487</b>	<b>631,856</b>

The average credit period on trade and other payables (excluding GST payable) is 7 to 30 days. No interest is payable on outstanding payables during this period.



## NOTE 12 TAX

### CURRENT

Income tax (refundable)/ payable

	2017	2016
	\$	\$
	-	(12,988)

	OPENING BALANCE	CHARGED TO INCOME	CHARGED DIRECTLY TO EQUITY	CLOSING BALANCE
	\$	\$	\$	\$
<b>NON-CURRENT</b>				
<b>Deferred tax liability</b>				
Accrued income	327,162	86,938	-	414,100
Property, plant and equipment	-	1,741		1,741
<b>Balance at 30 June 2016</b>	<b>327,162</b>	<b>88,679</b>	<b>-</b>	<b>415,841</b>
Accrued income	414,100	301,061	-	715,161
Property, plant and equipment	1,741	(1,001)		740
<b>Balance at 30 June 2017</b>	<b>415,841</b>	<b>300,060</b>	<b>-</b>	<b>715,901</b>
<b>Deferred tax assets</b>				
Provisions - employee benefits	51,603	746	-	52,349
Prepaid income	17,672	641	-	18,313
<b>Balance at 30 June 2016</b>	<b>69,275</b>	<b>1,387</b>	<b>-</b>	<b>70,662</b>
Provisions - employee benefits	52,349	14,756	-	67,105
Prepaid income	18,313	74,021	-	92,334
<b>Balance at 30 June 2017</b>	<b>70,662</b>	<b>88,777</b>	<b>-</b>	<b>159,439</b>

Future income tax benefit comprises the estimated future benefit at the applicable rate of 30% for Australian entities on the above items.

## NOTE 13 PROVISIONS

	SHORT-TERM EMPLOYEE BENEFITS	LONG-TERM EMPLOYEE BENEFITS	TOTAL
Opening balance at 01 July 2016	\$ 76,783	\$ 97,714	\$ 174,497
Movement	24,724	24,464	49,188
<b>Balance at 30 June 2017</b>	<b>101,507</b>	<b>122,178</b>	<b>223,685</b>

### Analysis of total provisions

	2017	2016
Current	\$ 189,162	\$ 174,497
Non-current	34,523	–
	<b>223,685</b>	<b>174,497</b>

### Provision for long-term employee benefits

A provision has not been recognised for non-current employee benefits relating to long service leave for employees. A long service leave provision is only recognised when an employee reaches a sufficient length of service which gives them a present entitlement to the benefit and is recognised as a current liability.

## NOTE 14 ISSUED CAPITAL

	2017	2016
88,851 (2016: 88,376) fully paid ordinary shares	\$ 444,255	\$ 441,880
	444,255	441,880

The Company has authorised share capital amounting to 2,005,268 ordinary shares of no par value.

### a. Ordinary shares

	2017	2016
	No.	No.
At the beginning of the reporting period	88,376	88,376
Shares issued during the year	475	–
At the end of the reporting period	<b>88,851</b>	<b>88,376</b>

Ordinary shares participate in dividends and the proceeds on winding up of the parent entity in proportion to the number of shares held.

At the shareholders meetings each ordinary share is entitled to one vote when a poll is called, otherwise each shareholder has one vote on a show of hands.

#### **b. Capital management**

Management controls the capital of the Company in order to maintain a good debt to equity ratio, provide the shareholders with adequate return and to ensure that the Company can fund its operations and continue as a going concern.

The Company's debt and capital include ordinary share capital and financial liabilities, supported by financial assets.

There are no externally imposed capital requirements.

Management effectively manages the Company's capital by assessing the Company's financial risks and adjusting its capital structure in response to changes in these risks and in the market. These responses include the management of debt levels, distributions to shareholders and share issues.

#### **NOTE 15 CAPITAL AND LEASING COMMITMENTS**

The Company, Travellers Choice Limited has the following Property Lease agreement in place at 30 June 2017 with Australasian Investments Pty Ltd.

##### **Property Lease Agreement**

Travellers Choice has entered into a commercial agreement with Australasian Investments Pty Ltd for the lease of approximately 360 square metres of office space on the ground floor of 130 Royal Street, East Perth, Western Australia, 6004.

The lease commenced 01 April 2016 for a period of four years, expiring 31 March 2020. Rent payable in the 2016/17 financial year will total \$163,957 plus outgoings. Rent will increase annually at CPI plus 1%. The lease may be extended by four years at its conclusion.

#### **NOTE 16 RELATED PARTY TRANSACTIONS**

There was no related party transaction during the year.

#### **NOTE 17 EVENTS AFTER THE REPORTING PERIOD**

There have been no matters or circumstances that have arisen subsequent to reporting date that have significantly affected, or may significantly affect the entities operations in future financial years, the results of those operations in future financial years and the entities state of affairs in future financial years.

## NOTE 18 CASHFLOW INFORMATION

	2017	2016
	\$	\$
<b>Reconciliation of cash flow from operations with profit after income tax</b>		
Profit after income tax	1,693,913	2,015,397
Non-cash flows in profit:		
- Gain on sale of investments	(408,555)	-
- Gain on disposal of property, plant & equipment	(341)	-
- Depreciation	56,363	24,912
Changes in assets and liabilities, net of the effects of purchase and disposal of subsidiaries:		
- (increase)/decrease in trade and other receivables	(241,843)	5,663
- (increase)/decrease in deferred tax asset	(88,777)	(1,387)
- decrease/(increase) in other assets	(904,732)	(368,763)
- increase/(decrease) in trade and other payables	487,734	(32,705)
- increase/(decrease) in interest bearing liabilities	12,995	-
- increase/(decrease) in income taxes payable	12,988	(102,434)
- increase/(decrease) in deferred tax liabilities	300,060	88,679
- increase/(decrease) in employee entitlements	49,188	2,487
	<b>968,993</b>	<b>1,631,849</b>

## NOTE 19 FINANCIAL RISK MANAGEMENT

The Company's financial instruments consist mainly of deposits with banks, local money market instruments, short-term investments, accounts receivable and payable, bank loans and overdrafts.

The totals for each category of financial instruments, measured in accordance with AASB 139 as detailed in the accounting policies to these financial statements, are as follows:

	NOTE	2017	2016
<b>Financial assets</b>		\$	\$
Cash and cash equivalents	7	1,147,608	1,710,182
Investments		-	141,610
Loans and receivables	8	420,244	178,401
<b>Total financial assets</b>		<b>1,567,852</b>	<b>2,030,193</b>
<b>Financial liabilities</b>			
Financial liabilities at amortised cost:			
- Trade and other payables	11	1,119,487	631,856
<b>Total financial liabilities</b>		<b>1,119,487</b>	<b>631,856</b>

## NOTE 19 FINANCIAL RISK MANAGEMENT (CONTINUED)

### Financial Risk Management Policies

The Directors' overall risk management strategy seeks to assist the Company in meeting its financial targets, whilst minimising potential adverse effects on financial performance. Risk management policies are approved and reviewed by the Board of Directors on a regular basis. These include the credit risk policies and future cash flow requirements.

The main purpose of non-derivative financial instruments is to raise finance for company operations. The Company does not have any derivative instruments at 30 June 2017.

### Specific Financial Risk Exposures and Management

The main risks the Company is exposed to through its financial instruments are credit risk, liquidity risk and market risk relating to interest rate risk.

#### a. Credit risk

Exposure to credit risk relating to financial assets arises from the potential non-performance by counterparties of contract obligations that could lead to a financial loss to the Company.

Credit risk is managed through maintaining procedures ensuring, to the extent possible, that customers and counterparties to transactions are of sound credit worthiness and includes the utilisation of systems for the approval, granting and renewal of credit limits, the regular monitoring of exposures against such limits and the monitoring of the financial stability of significant counterparties. Such monitoring is used in assessing receivables for impairment. Depending on the division within the Company, credit terms are generally 14 to 30 days from the date of invoice.

Risk is also minimised through investing surplus funds in financial institutions that maintain a high credit rating or in entities that the finance committee has otherwise cleared as being financially sound. Where the Company is unable to ascertain a satisfactory credit risk profile in relation to a customer or counterparty, the risk may be further managed through title retention clauses over goods or obtaining security by way of personal or commercial guarantees over assets of sufficient value which can be claimed against in the event of any default.

#### *Credit risk exposures*

The maximum exposure to credit risk by class of recognised financial assets at the end of the reporting period, excluding the value of any collateral or other security held, is equivalent to the carrying value and classification of those financial assets (net of any provisions) as presented in the statement of financial position.

The Company has no significant concentration of credit risk with any single counterparty or group of counterparties. Details with respect to credit risk of trade and other receivables are provided in Note 8.

Trade and other receivables that are neither past due nor impaired are considered to be of high credit quality. Aggregates of such amounts are as detailed at Note 8.

All cash and cash equivalents are held with large reputable financial institutions within Australia and therefore credit risk is considered minimal.

	2017	2016
	\$	\$
Cash and cash equivalents:	1,147,608	1,710,182
AA- rated	1,147,608	1,710,182

## b. Liquidity risk

Liquidity risk arises from the possibility that the Company might encounter difficulty in settling its debts or otherwise meeting its obligations related to financial liabilities. The Company manages this risk through the following mechanisms:

- preparing forward-looking cash flow analysis in relation to its operational, investing and financing activities;
- using derivatives that are only traded in highly liquid markets;
- monitoring undrawn credit facilities;
- obtaining funding from a variety of sources;
- maintaining a reputable credit profile;
- managing credit risk related to financial assets;
- only investing surplus cash with major financial institutions; and
- comparing the maturity profile of financial liabilities with the realisation profile of financial assets.

Cash flows realised from financial assets reflect management's expectation as to the timing of realisation. Actual timing may therefore differ from that disclosed. The timing of cash flows presented in the table to settle financial liabilities reflects the earliest contractual settlement dates and does not reflect management's expectations that banking facilities will be rolled forward.

### Financial liability and financial asset maturity analysis

	WITHIN 1 YEAR		1 TO 5 YEARS		OVER 5 YEARS		TOTAL	
	2017	2016	2017	2016	2017	2016	2017	2016
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
<b>Financial liabilities due for payment</b>								
Trade and other payables	1,119	632	-	-	-	-	1,119	632
Interest bearing liabilities	13	-	-	-	-	-	13	-
Total contractual outflows	1,132	632	-	-	-	-	1,132	632
Less bank overdrafts	-	-	-	-	-	-	-	-
<b>Total expected outflows</b>	<b>1,132</b>	<b>632</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,132</b>	<b>632</b>
<b>Financial assets – cash flows realisable</b>								
Cash and cash equivalents	1,148	1,710	-	-	-	-	1,148	1,710
Investments	-	-	-	-	-	142	-	142
Trade, term and loan receivables	420	178	-	-	-	-	420	178
Total anticipated inflows	1,568	1,888	-	-	-	142	1,568	2,030
Net (outflow)/inflow on financial instruments	436	1,256	-	-	-	142	436	1,398

### c. Market risk

#### i. Interest rate risk

Exposure to interest rate risk arises on financial assets and financial liabilities recognised at the end of the reporting period, whereby a future change in interest rates will affect future cash flows or the fair value of fixed rate financial instruments. The Company is also exposed to earnings volatility on floating rate instruments.

#### ii. Price risk

Price risk relates to the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices of securities held.

The Company is not exposed to any material commodity price risk.

#### Sensitivity analysis

The following table illustrates sensitivities to the company's exposures to changes in interest rates and equity prices. The table indicates the impact of how profit and equity values reported at the end of the reporting period would have been affected by changes in the relevant risk variable that management considers to be reasonably possible.

These sensitivities assume that the movement in a particular variable is independent of other variables.

	PROFIT	EQUITY
	\$'000	\$'000
<b>Year ended 30 June 2017</b>		
+/- 2% in interest rates	24,000	24,000
<b>Year ended 30 June 2016</b>		
+/- 2% in interest rates	34,000	34,000

There have been no changes in any of the assumptions used to prepare the above sensitivity analysis from the prior year.

### Net Fair Values

#### Fair value estimation

The fair values of financial assets and financial liabilities are presented in the following table and can be compared to their carrying values as presented in the statement of financial position. Fair values are those amounts at which an asset could be exchanged, or a liability settled, between knowledgeable, willing parties in an arm's length transaction.

Fair values derived may be based on information that is estimated or subject to judgment, where changes in assumptions may have a material impact on the amounts estimated. Areas of judgment and the assumptions have been detailed below. Where possible, valuation information used to calculate fair value is extracted from the market, with more reliable information available from markets that are actively traded. In this regard, fair values for listed securities are obtained from quoted market bid prices. Where securities are unlisted and no market quotes are available, fair value is obtained using discounted cash flow analysis and other valuation techniques commonly used by market participants.

Differences between fair values and carrying values of financial instruments with fixed interest rates are due to the change in discount rates being applied by the market since their initial recognition by the Company. Most of these instruments which are carried at amortised cost (i.e. trade receivables, loan liabilities) are to be held until maturity and therefore the net fair value figures calculated bear little relevance to the Company.

	FOOTNOTE	2017		2016	
		NET CARRYING VALUE	NET FAIR VALUE	NET CARRYING VALUE	NET FAIR VALUE
		\$	\$	\$	\$
<b>Financial assets</b>					
Cash and cash equivalents	(i)	1,147,608	1,147,608	1,710,182	1,710,182
Investments		–	–	141,610	141,610
Trade and other receivables	(i)	420,244	420,244	178,401	178,401
<b>Total financial assets</b>		<b>1,567,852</b>	<b>1,567,852</b>	<b>2,030,193</b>	<b>2,030,193</b>
<b>Financial liabilities</b>					
Trade and other payables		1,119,487	1,119,487	631,856	631,856
Interest bearing liabilities	(i)	12,995	12,995	–	–
<b>Total financial liabilities</b>		<b>1,132,482</b>	<b>1,132,482</b>	<b>631,856</b>	<b>631,856</b>

The fair values disclosed in the above table have been determined based on the following methodologies:

- (i) Cash and cash equivalents, trade and other receivables and trade and other payables are short-term instruments in nature whose carrying value is equivalent to fair value. Trade and other payables exclude amounts relating to the provision of annual leave which is not considered a financial instrument.

## NOTE 20 COMPANY DETAILS

The registered office and principal place of business of the Company is:

Travellers Choice Limited  
Ground Floor, 130 Royal Street  
East Perth WA 6004




# TRAVELLERS CHOICE LIMITED DIRECTORS' DECLARATION

The Directors of the Company declare that:

1. The attached financial statements and notes to the financial statements are in accordance with the *Corporations Act 2001*:
  - (a) comply with Australian Accounting Standards which, as stated in accounting policy Note 1 to the financial statements, constitutes compliance with International Financial Reporting Standards; and
  - (b) give a true and fair view of the financial position as at 30 June 2017 and of the performance for the year ended on that date of the Company.
2. In the Directors' opinion there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

This declaration is made in accordance with a resolution of the Board of Directors.

Director 

Dated this 20<sup>th</sup> day of September 2017

# INDEPENDENT AUDITOR'S REPORT



## Anderson Munro & Wyllie

CHARTERED ACCOUNTANTS

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## INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF TRAVELLERS CHOICE LTD ACN 121 496 900

### Opinion

We have audited the financial report of Travellers Choice Ltd ("the Company"), which comprises the statement of financial position as at 30 June 2017, the statement of comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies, and the Directors' declaration.

In our opinion:

- a. the accompanying financial report of Travellers Choice Ltd is in accordance with the *Corporations Act 2001*, including:
  - (i) giving a true and fair view of the Company's financial position as at 30 June 2017 and of its financial performance for the year then ended; and
  - (ii) complying with Australian Accounting Standards and the Corporations Regulations 2001; and
- b. the financial report also complies with International Financial Reporting Standards as disclosed in Note 1.

### Basis for Opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Report section of our report. We are independent of the company in accordance with the auditor independence requirements of the Corporations Act 2001 and the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110: Code of Ethics for Professional Accountants (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We confirm that the independence declaration required by the Corporations Act 2001, which has been given to the directors of the company, would be in the same terms if given to the directors as at the time of this auditor's report.

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

### **Responsibilities of Directors for the Financial Report**

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

In preparing the financial report, the Directors are responsible for assessing the ability of the Company to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Directors either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

### **Auditor's Responsibilities for the Audit of the Financial Report**

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

As part of an audit in accordance with the Australian Auditing Standards, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial report, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Directors.
- Conclude on the appropriateness of the Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial report or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial report, including the disclosures, and whether the financial report represents the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the company to express an opinion on the financial report. We are responsible for the direction, supervision and performance of the company audit. We remain solely responsible for our audit opinion.

We communicate with the Directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.



Anderson Munro + Wyllie

**ANDERSON MUNRO & WYLLIE**

Chartered Accountants (Auditor registration number 314299)  
Unit 8 / 210 Winton Road, Joondalup, Perth WA 6027



**MARTIN SHONE**

Principal

Dated this 20<sup>th</sup> day of September 2017



**TRAVELLERS CHOICE LIMITED**

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