



Annual Report 2009

- 2 Highlights
- 4 Chairman & CEO's Report
- 6 Board of Directors
- 8 Executive Management Team
- 10 Operational Report
- 13 Financial Report
- IBC Corporate Directory



- FlexiGroup through its key brands, Flexirent, Certegy and BLiNK, is a leading provider of point of sale services that include lease, interest free, mobile broadband, cheque guarantee and travel loan.
- FlexiGroup has a proven ability to execute and deliver. Certegy was delivered early, and exceeded expectations.
  BLINK mobile broadband quickly moved from pilot to launch, driving 17,000 subscriptions.

# TRACK

- Strong volume growth through expansion.
  Acquisition of a good credit quality business, together with diversifying the range of products with interest free and mobile broadband, has driven growth.
- Certegy and BLiNK mobile broadband are an engine for future growth and customer acquisition.

### **2004**

Infrastructure investment and diversification of funding sources

### **2006**

FlexiGroup lists on the Australian Securities Exchange

### **2007**

New Flexirent Advantage product is released

### **FY2009**

Expansion through acquisition (Certegy) and product innovation (BLiNK mobile broadband)

# Highlights

Net Profit After Tax (NPAT) of \$33.5 million,<sup>1</sup> an increase of 4% over FY2008



Strong volume growth of 41% to \$417.6 million



2H2009 transaction volumes increase by 150% on 2H2008

# STRENGTHIN DIV

**NPAT (\$million)** 





FY2005

FY2006

Funding maintained through global financial crisis – funders provide \$200 million for Certegy

90 day arrears remain stable during the last 18 months due to early tightening of credit criteria Dividend of 6.0 cents per share (fully franked)

# ERSITY



FY2007 (pro forma)



FY2008



FY2009<sup>1</sup>

# Chairman & CEO's Report

e have great pleasure in presenting the FlexiGroup Annual Report for the year ended 30 June 2009. We are pleased to announce a record Net Profit After Tax ("NPAT") of \$33.5 million, an increase of 4% over FY2008 and ahead of the initial guidance for FY2009 of \$28–\$30 million.

The past year has been one of significant progress with FlexiGroup achieving several overall highlights:

- NPAT guidance of \$28m-\$30m, provided when the Certegy acquisition was announced, was exceeded as synergies from the acquisition were realised earlier than expected.
- Blink mobile broadband was a new source of income and delivered 17,000 subscribers.
- 90-day arrears have been stable during the last 18 months due to early tightening of credit criteria.
- NPAT growth outpaced receivables, driven by increased non-interest income from new product initiatives.
- Funding maintained through the global financial crisis and funders provided \$200 million in funding for Certegy.

Against the background of the world financial crisis, FlexiGroup has successfully controlled bad debts, maintained its funding sources and expanded its business through a strategy of acquisition and product diversification.

The October 2008 Certegy acquisition and subsequent integration of the business was well executed, with business synergies realised earlier than anticipated. As a result market guidance was exceeded with NPAT¹ contribution of \$0.2 million compared to original expectations of negative \$1.5 million. This is a particularly pleasing result as the Certegy operating business was acquired without the receivables portfolio or revenue base from its previous owner. In just 9 months, the receivables portfolio was built to a level where the business produced a profit.

Two of FlexiGroup's funders provided \$200m to fund the growth of the Certegy business, showing strong support of the business model, during a period of tight global liquidity.

With Certegy's interest free products offered to homeowners in sectors such as swimming pools, solar systems, water heaters, sheds and jewellery, the number of merchants that offer a FlexiGroup lease or interest free product has doubled to more than 10,000 across Australia, New Zealand and Ireland.

FlexiGroup's latest product is BLiNK, a mobile broadband product that complements the Flexirent computer lease offer, where a high proportion of transactions are for a Notebook or a Netbook. Following a pilot phase and after securing an agreement with Optus, BLiNK was launched in February in Harvey Norman, Bing Lee, The Good Guys and independent retailers. The product has been well received with over 17,000 subscribers connected to the BLiNK service by year end.

By leveraging the business model and infrastructure, FlexiGroup is well placed to take a share of the fast growing mobile broadband market (which according to market analysts is growing at +100,000 subscribers a month). Existing retailer relationships provide a readily accessible distribution channel, and the product is well received as the FlexiGroup contact centre delivers a high level of service through quick activation of the BLiNK service while the customer is in store.

Both Certegy and BLiNK mobile broadband complement FlexiGroup's existing business model and distribution channels. Combined, they should be a strong contributor to the Group's future net profit growth while successfully diversifying FlexiGroup's product offering beyond the IT & Electrical sectors.

FlexiGroup has been conservatively managed through the economic crisis. Early tightening of the credit criteria in late 2007 and the decision to curtail the personal loan product in early 2008, while resulting in some contraction of loan and lease volumes, has resulted in credit losses remaining at satisfactory levels.

The overall result of NPAT growth outpacing receivables growth was pleasing, with Certegy and BLiNK mobile broadband driving FY2009 volume growth of 41%.

Results are ahead of expectations and we believe sound growth opportunities for future years have been provided.

With good management, new products and the acquisition of a good credit quality business, we believe the Group has achieved the right balance of prudence and expansion. Results are ahead of expectations and we believe sound growth opportunities for future years have been provided.

The Directors were pleased to declare a fully franked dividend of 3.0 cents per share which had a record date of 16 September 2009 and was paid on 15 October 2009. For the year a fully franked dividend of 6.0 cents per share was paid.

We would like to take this opportunity to thank the management team and staff for their contribution to the excellent results achieved for FY2009. We appreciate the talent and hard work that was required to integrate the Certegy business, deliver a broadband product and maintain a focus on delivering to the expectations of the existing business.

We look forward to ensuring that we remain a leading provider of point-of-sale finance as well as establishing our share of the mobile broadband market through retail outlets.

Magaret Jackson Chairman

John DeLano Managing Director and CEO



# **Board of Directors**



from left to right

John DeLano Non-Independent, Executive Director, Chief Executive Officer Andrew Abercrombie Non-Independent, Non-Executive Director R John Skippen Independent, Non-Executive Director Rajeev Dhawan Independent, Non-Executive Director



# **Executive Management Team**



Pearl Laughton Chief Information Officer

**Doc Klotz** Head of Operations

Marilyn Conyer Head of Marketing

David Stevens Financial Controller and Company Secretary

**Grace Silvio** Head of Human Resources

Neil Roberts Head of National Sales and Business Development



# **Operational Report**

# FLEXIGROUP

223,625 transactions



\$418 million volume



\$540 million total receivables

### FLEXIRENT.

Leases and loans

FY2009

98,635 transactions \$224 million volume



### Mobile broadband

2H2009 (February 2009 launch)

16,854 subscriptions



### Interest free

FY2009 (acquired October 2008)

108,136 transactions \$195 million volume





# FY2009 transactions grew by 103%

Certegy & BLiNK mobile broadband accounted for 64% of transaction volume in the second half.

To represent the business going forward, FlexiGroup Limited has been adopted as the main trading name, replacing Flexirent Capital Pty Ltd.

Following the acquisition of Certegy in October 2008 and the launch of BLiNK mobile broadband in February 2009, the three key business streams are:

- Leases and loans
- Mobile Broadband
- Interest free.

FlexiGroup is about talented people delivering outstanding service. We make it easy for our retailers by authorising agreements and paying their invoices as quickly as possible.

We take pride in a 100% commitment to quick turnaround times. What other finance company achieves 60% of invoices settled on the day the application is approved?

Samantha Delaney
Flexirent Settlements Team Leade
(Australian Telecommunication
Association – 2009 National

# NPAT increased due to acquiring sound credit volume and by growing other income

Fee and other income of \$73.6 million was 54% of operating income, an increase of 29% over the prior year. A number of product initiatives contributed to this growth including:

- Interim rental
- Protect income
- End of term income (includes the asset sale)
- Certegy fees (delivered early)
- BLiNK mobile broadband income

Volume growth, combined with a number of these initiatives, contributed to underlying operating cash of \$67.3 million<sup>1</sup>, growth of 31% over the prior year.

Lease and loan losses declined in the second half of the year due to the run-off of the personal loan portfolio and with lease losses remaining flat. The products financed by the Group are for customers' day-to-day usage. The asset price is generally low and repayments are therefore affordable, which has contributed to stable lease losses and arrears.

Collections can be a tough place to work – particularly in the midst of a global financial crisis. At Flexirent we have a unique approach to recoveries. With an understanding approach we tailor solutions to the customer's financial situation and, thanks to prudent management of credit and collections policy, we are delighted to have reported a decline in lease and loan losses

### Jeff McLean Head of Colle

Head of Collections (2009 Australian Institute of Credit Management NSW Young Credit Professional of the Year)

# Volume growth for FY2010 is expected

BLiNK mobile broadband penetration of retail channels is set to increase and the Certegy receivables portfolio will continue to grow, reaching a steady state in January 2010. It is anticipated that lease volumes will remain flat while a cautious approach to credit is maintained.

It is expected that Certegy's NPAT contribution will increase while BLiNK is not predicted to contribute until FY2011 due to subscriber acquisition costs.

BLiNK plans and offers will continue to be expanded and FlexiGroup will continue to develop new products, with both finance and telco related products in the pipeline.



1 Underlying cash flow reflects the cash generated prior to cash deposited in loss reserves, self funding of loans, leases and lease periods and timing differences relating to asset payments.

# Mobile Broadband is described by industry experts as an 'explosive category'

### **Flexirent**

Lease and loan products are offered in IT, electrical and travel channels in Australia, New Zealand and Ireland.

Product innovations such as Loaner, Protect and BLiNK mobile broadband provide scope to renew and refresh the Flexirent lease products.



# Includes unique Loaner and Protect services that customers appreciate

I was impressed with how fast it was, within 24 hours of it being stolen I had a new plasma.

My claim was authorised in one phone call. I will recommend Flexirent to everyone.

**Flexirent Customer** 

Loaner and Protect provides temporary or permanent replacement of equipment if it needs repair or is damaged, lost or stolen.

When Flexirent customers choose to include BLiNK mobile broadband, they receive it at half price, providing long lasting value in their Flexirent deal.

Great value. I really like Loaner and Protect and I got the BLINK mobile broadband plan at half price because I included it in my Flexirent deal.

Flexirent and Blink Customer

### Blink

Adding BLiNK mobile broadband to our portfolio of services is a natural complement to the growing laptop/ netbook category and builds on the relationships already in place.

There are many mobile broadband providers, but only BLiNK subscribers will be sent a computer if theirs needs fixing. We call it a 'Loaner'.

Recently released BLiNK Freedom is an interest free lease that lets customers choose their laptop and mobile broadband solution for one low monthly payment.



BLiNK mobile broadband uses the latest OPTUS dual band network and broadband infrastructure.

I can't believe how easy it was to get activated – all done in one quick phone call from the store. Great value too.

Blink Customer



# The Certegy Ezi-Pay interest free product provides an easy and transparent retail finance option

### **Certegy Ezi-Pay**

The Certegy Ezi-Pay interest free product is a direct debit payment plan with no interest *ever* to the consumer.

Ezi-Pay Advantage is an integral part of the business. As a selling tool it allows us to increase our average sale price as well as create incremental sales.

The process is quick and easy, needing little time to complete at point of sale. For our customers, completing an Ezi-Pay application is non-invasive, with a simple criteria.

**Albert Bensimon** Shiels Jewellers Managing Director

It is offered by approximately 5,600 merchants across a range of diverse industries (home improvement, furniture, jewellery, medical and leisure). Approximately 750,000 consumers have used Certegy Ezi-Pay since it was established in 2000.

Finding the right fit finance provider for our product, demographic and in-home sales process was not easy, though in early stages we have been very happy with our initial sales results. With 20% of our customers using Ezi-Pay, our agents have shown us that it is a product that works for in-home sales.

**John Kuchel**Director
The Smartt Group (Solar Products

# Financial Report As at 30 June 2009

Contents	Page
Directors' Report	14
Auditor's Independence Declaration	36
Corporate Governance	37
Annual Financial Report	41
Notes to the Financial Statements	46
Directors' Declaration	88
Independent Auditor's Report	89
Shareholder Information	91

# **Directors' Report**

As at 30 June 2009

Your Directors present their report on the consolidated entity (referred to hereafter as the Group) consisting of FlexiGroup Limited and the entities it controlled at the end of, or during, the year ended 30 June 2009.

### **Directors**

The following persons were Directors of FlexiGroup Limited during the year and up to the date of this report:

Margaret Jackson John DeLano Andrew Abercrombie Rajeev Dhawan R John Skippen

### **Company Secretary**

David Stevens was appointed as Company Secretary on 27 August 2008 and continues in office at the date of this report.

Paul McMahon was the Company Secretary from the beginning of the financial year until his resignation on 27 August 2008.

### **Principal activities**

The principal activities during the year continued to be the provision of:

- lease and rental financing services for office, personal technology and related equipment
- personal and business loans

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

### **Dividends**

Dividends paid to members during the financial year were as follows:

A special ordinary dividend of 3 cents per fully paid share was paid on 9 December 2008. The total amount paid was \$6,897,232.

Interim ordinary dividend for the year ended 30 June 2009 of 3 cents (2008: 5.5 cents) per fully paid share paid on 15 April 2009. Total amount paid was \$7,122,232.

The Directors declare a final ordinary dividend of 3 cents per fully paid ordinary share on 19 August 2009. This dividend has a record date of 16 September 2009 and is expected to be paid on 15 October 2009.

### **Review of operations**

The Group's net profit after tax for the year ended 30 June 2009 was \$32.8m (2008: \$32.3m).

The Group has focussed on acquiring good credit quality business and diversifying its product range. The early tightening of credit criteria in late 2007 and the decision to curtail the personal loan product in early 2008, while resulting in some contraction of loan and lease product volumes, has resulted in credit losses remaining at satisfactory levels.

During the year the Group acquired the Certegy Australia and New Zealand businesses from Fidelity National Information Services Inc. Certegy is a leading provider of interest free finance. The Group acquired the Certegy business, however didn't acquire the receivables portfolio, therefore the receivables portfolio has been built up from a zero base. As a result, Certegy's net profit after tax and before amortisation for the period since acquisition was \$0.2m.

FlexiGroup is well placed to take a share of the fast growing mobile broadband market after securing an exclusive agreement with Optus and launching its BLiNK Mobile Broadband in Harvey Norman, Apple, Bing Lee and The Good Guys and many independent retailers.

### Significant changes in state of affairs

There were no significant changes in the Company's state of affairs in the year.

# Matters subsequent to the end of the financial year

There were no matters subsequent to the end of the financial year.

# Likely developments and expected results of operations

Information on likely developments in the operations of the consolidated entity and the expected results of operations have not been included in this report because the Directors believe it would be likely to result in unreasonable prejudice to the consolidated entity.

### **Environmental regulation**

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

### **Information on Directors**

### Margaret Jackson, AC

(Age 56)

Chairman, Independent, Non-Executive

BEc, MBA, Hon LLD (Monash), FCA

### Experience

Margaret was appointed a Director of the Company in November 2006. Margaret is also a Director of Billabong International Limited.

Margaret is also Chair of the Steering Committee for the National Long-Term Tourism Strategy, Chairman of the Asia Pacific Business Coalition on HIV/AIDS, Chairman of the Ponting Foundation, President of Australian Volunteers International and Chairman of the New Life Campaign (Salvation Army).

Before beginning her career as a full time company Director in 1992, Margaret was a Partner of KPMG Peat Marwick's Management Consulting Division.

Other current directorships
Billabong International Limited

# Former directorships in last three years

Australia and New Zealand Banking Group Limited

Qantas Airways Limited

# Special responsibilities Member of Remuneration

Committee, Nomination Committee and Audit & Risk Committee

Interests in shares and options 2,880,549 ordinary shares in FlexiGroup Limited

### John DeLano

(Age 49)

Non-Independent, Executive, Chief Executive Officer

BΑ

### Experience

John has been Chief Executive Officer of the Company since December 2006, and was appointed a Director of the Company in November 2006. John has been Chief Executive Officer of Flexirent Holdings Pty Limited since September 2003. John started his career with Avis Inc. in the United States before progressing to the position of Managing Director of Avis Australia. John was subsequently involved as Senior Vice President of Operations with Travel Services International, a NASDAQ listed Company which successfully completed a roll-up of 23 leisure travel companies.

Other current directorships
None

Former directorships in last three years None

Special responsibilities
Chief Executive Officer

Interests in shares and options 3,141,656 ordinary shares in FlexiGroup Limited

### **Andrew Abercrombie**

(Age 53)

Non-Independent, Non-Executive BEc, LLB, MBA

### Experience

Andrew became a Director of the original Flexirent business in 1991. He was appointed a Director of the Company in November 2006. Andrew is an experienced commercial and tax lawyer and was a founding partner in a legal firm operating in both Sydney and Melbourne. Following several years in property investment and tax consulting, he became involved in the Flexirent business in 1991 and until 2003 was Chief Executive Officer.

Other current directorships
None

Former directorships in last three years None

Special responsibilities
Chair of Nomination Committee
and Member of Remuneration
Committee

*Interests in share and options* 75,012,278 ordinary shares in FlexiGroup Limited

### Rajeev Dhawan

(Age 43)

Independent, Non-Executive

BCom, ACA, MBA

### Experience

Rajeev represented Colonial First State Private Equity managed funds ("CFSPE") on the Board of Flexirent Holdings Pty Limited from February 2003 to December 2004. Upon CFSPE's exit from Flexirent Holdings in December 2004, Rajeev continued in an advisory capacity to the Flexirent business. Currently a partner of Equity Partners, Rajeev has 16 years' venture capital and private equity experience and has been a Director of a number of listed and unlisted portfolio companies.

# Other current directorships Snowball Group Limited

Traffic Technologies Limited

# Former directorships in last three years

Portland Orthopaedics Limited (alternate director)

### Special responsibilities

Chair of Remuneration Committee, Member of Audit & Risk Committee and Nomination Committee

Interests in shares and options 820,706 ordinary shares in FlexiGroup Limited

### R John Skippen

(Age 61)

Independent, Non-Executive

ACA

### Experience

John was appointed a Director of the Company in November 2006. John was the Finance Director and Chief Financial Officer of Harvey Norman Holdings Limited for 12 years. John was involved in the establishment of the original agreement between Flexirent Holdings Pty Limited and Harvey Norman in 1995. John has over 30 years' experience as a chartered accountant.

# Other current directorships Briscoe Group Limited

(New Zealand)

Super Cheap Auto Group Limited

# Former directorships in last three years

Harvey Norman Holdings Limited

Rebel Sport Limited

Pertama Holding Limited (Singapore)

Courts (Singapore) Limited

Mint Wireless Ltd

### Special responsibilities

Chair of Audit & Risk Committee, Member of Remuneration Committee and Nomination Committee

### Interests in shares and options 378,533 ordinary shares in FlexiGroup Limited

### **Meetings of Directors**

Flexi	Group	Limited

	Scheduled Board meetings		Unscheduled Board meetings		Audit & Risk Committee		Nomination Committee		Remuneration Committee	
	Held	Attended	Held	Attended	Held	Attended	Held	Attended	Held	Attended
M Jackson	12	12	3	3	6	6	-	-	5	5
J DeLano	12	12	3	3	+	+	-	-	+	+
A Abercrombie	12	10	3	3	+	+	_	-	5	4
R Dhawan	12	11	3	3	6	5	_	_	5	5
R J Skippen	12	12	3	3	6	6	_	_	5	5

Not a member of the relevant committee.

### **Company Secretary**

The Company Secretary is David Stevens. David was appointed to the position of Company Secretary in August 2008. David has over 10 years' experience in financial services and professional services.

### **Remuneration Report**

The remuneration report is set out under the following main headings:

- A. Principles used to determine the nature and amount of remuneration
- B. Details of remuneration
- C. Service agreements
- D. Share-based compensation FlexiGroup Limited arrangements
- E. Additional information

The information provided in this remuneration report has been audited as required by section 308(3C) of the *Corporations Act 2001*.

# A. Principles used to determine the nature and amount of remuneration

The objective of the Group's executive reward framework is to ensure reward for performance is competitive and appropriate for the results delivered. The framework aligns executive rewards with achievement of strategic objectives and the creation of value for shareholders and conforms to market best practice for delivery of reward. The Board ensures that executive remuneration satisfies the following key criteria for good reward governance practices:

- competitiveness and reasonableness
- acceptability to shareholders
- performance linkage/alignment of executive compensation
- transparency
- capital management

In consultation with external remuneration consultants, the Group has structured an executive remuneration framework that is market competitive and complementary to the reward strategy of the organisation.

Alignment to shareholders' interests:

- has economic profit as a core component of plan design
- focuses on sustained growth in shareholder wealth as measured by growth in earnings per share and other financial and non-financial performance indicators
- attracts and retains high calibre executives

Alignment to program participants' interests:

- rewards capability and experience
- reflects competitive reward for contribution to growth in shareholder wealth
- provides a clear structure for earning rewards
- provides recognition for contribution

The framework provides a mix of fixed and variable pay, and a blend of short and long-term incentives. As executives gain seniority with the Group, the balance of this mix shifts to a higher proportion of "at risk" rewards.

### **Non-Executive Directors**

Fees and payments to Non-Executive Directors reflect the demands that are made on, and the responsibilities of, the Non-Executive Directors. Non-Executive Directors' fees and payments are reviewed annually by the Board. Non-Executive Directors do not receive share options. Non-Executive Directors may opt each year to receive a percentage of their remuneration in FlexiGroup Limited shares which would be acquired on-market. Shareholders approved this arrangement on 20 November 2006 but no Directors have as yet elected to participate in the arrangement.

### Non-Executive Directors' fees

The current base remuneration was set when the Company listed on 12 December 2006. Non-Executive Directors' fees are determined within an aggregate Directors' fee pool limit of \$1.2 million.

The following fee structure has applied since listing:

### Base fees (per annum)

M Jackson (Chairman)	\$150,000
A Abercrombie	\$120,000
Other Non-Executive Directors	\$80,000

### Additional fees (per annum)

Audit & Risk Committee – Chairman	\$10,000
Nomination Committee – Chairman	\$10,000
Remuneration Committee – Chairman	\$10,000

In addition to the above fees, Directors also receive superannuation contributions required under government legislation.

A Director is entitled to reimbursement for reasonable travelling, accommodation and other expenses in attending meetings and carrying out their duties.

Under clause 10.11 of the Company's constitution, subject to the Listing Rules and Corporations Act, the Company may pay a former Director, or the personal representatives of a Director who dies in office, a retirement benefit in recognition of past services of an amount determined by the Directors. The Company may also enter into a contract with a Director providing for payment of the retiring benefit. No such contracts have been entered into to date. Despite having this clause in the Company's constitution, the Company does not intend to pay such benefits to Directors.

### **Executive pay**

The executive pay and reward framework has four components:

- base pay and benefits
- short-term performance incentives

- long-term incentives through participation in the FlexiGroup Long Term Incentive Plan, and
- other remuneration such as superannuation

The combination of these comprises the executive's total remuneration.

### Base pay

Executives are offered a competitive salary that comprises the components of base pay and benefits. Base pay for senior executives is reviewed annually by the Remuneration Committee to ensure the executive's pay is competitive with the market. An executive's pay is also reviewed on promotion.

### **Short-term performance incentives**

Short-term performance incentives ("STIs") vary according to individual contracts; however for senior executives they are broadly based as follows:

- A component of the STI is linked to the individual performance of the executive (this is based on a number of factors, including performance against budgets, achievement of Key Performance Indicators ("KPIs") and other personal objectives).
- A component of the STI is linked to the financial performance of the business or measured against budgets determined at the beginning of each financial year.

All STI payments to senior executives are approved by the Remuneration Committee and are usually paid in late August or early September of the following financial year.

Using various profit performance targets and personal performance objectives assessed against KPIs, the Company ensures variable reward is only paid when value has been created for shareholders.

For middle and lower level management, total STIs are linked to individual performance measures and also to the financial performance of the business.

The short-term bonus payments may be adjusted up or down in line with under or over achievement against the target performance levels. This is at the discretion of the Remuneration Committee.

The STI target annual payment is reviewed annually.

### **Long-term incentives**

Long-term incentives to the Chief Executive Officer and certain senior employees are provided via the FlexiGroup Long Term Incentive Plan. Information on the plan is detailed in Section D of this report.

### **B.** Details of remuneration

### **Amounts of remuneration**

Details of the remuneration of the Directors and the Key Management Personnel (as defined in Australian Accounting Standards Board ("AASB") 124 *Related Party Disclosures*) of FlexiGroup Limited and its subsidiaries are set out in the following tables. The cash bonuses are dependent on the satisfaction of performance conditions as set out in the section headed *Short-term performance incentives* above.

The Key Management Personnel of FlexiGroup Limited are the Directors and certain executives that report directly to the Chief Executive Officer. This includes the five FlexiGroup executives who received the highest remuneration for the year ended 30 June 2009.

# The following amounts were paid to the Key Management Personnel during the 2009 year as part of their ongoing remuneration:

	2,224,960	1,346,144	174,747	4,585	874,144	4,624,580
P McMahon** Chief Financial Officer	90,110	23,437	5,161	_	(190,200)**	(71,492)
P Laughton Chief Information Officer	243,303	175,582	26,496	558	121,008	566,947
D Klotz Head of Operations	331,658	144,500	22,700	199	233,525	732,582
N Roberts Head of National Sales	327,473	131,000	20,155	514	177,866	657,008
G McLennan* Chief Financial Officer	258,028	253,125	23,223	-	70,316	604,692
J DeLano Director and Chief Executive Officer	514,388	618,500	35,612	3,314	461,629***	1,633,443
Executives of FlexiGroup	30,000		0,100			30,100
R J Skippen	90,000		8,100			98,100
A Abercrombie  R Dhawan	130,000		11,700 8,100	_	_	141,700 98,100
M Jackson (Chairman)	150,000	_	13,500	_	-	163,500
Non-Executive Directors	•	Limited				
Name	Cash salary and fees \$	Cash bonus \$	Super- annuation \$	Long service leave \$	Options, performance rights and deferred shares \$	Total \$
2009	em	Short-term ployee benefits	Post- employment benefits	Long-term benefits	Share-based payments	

<sup>\*</sup> G McLennan commenced employment on 1 October 2008.

<sup>\*\*</sup> P McMahon terminated employment on 31 August 2008. Share-based payment expenses for the years ended 30 June 2007 and 30 June 2008 of \$69,734 and \$120,466 respectively were credited due to options held by P McMahon being forfeited.

<sup>\*\*\*</sup> In addition to the above there is a share-based payments expense arising from options issued to J DeLano of \$482,935 by the former shareholders of Flexirent Holdings Pty Limited. Refer to page 24 for further details of this arrangement.

# The following amounts were paid to the Key Management Personnel during the 2008 year as part of their ongoing remuneration:

2008	emp	Short-term loyee benefits	Post- employment benefits	Long-term benefits	Share-based payments	
Name	Cash salary and fees \$	Cash bonus \$	Super- annuation \$	Long service leave \$	Options and performance rights	Total \$
Non-Executive Directors of	f FlexiGroup L	imited				
M Jackson (Chairman)	150,000	_	13,500	_	_	163,500
A Abercrombie	130,000	_	11,700	-	_	141,700
R Dhawan	90,000	_	8,100	-	_	98,100
RJ Skippen	90,000	_	8,100	_	_	98,100
Executives of FlexiGroup						
J DeLano Director and Chief Executive Officer	521,552	300,000	35,612	5,496	380,909*	1,243,569
P McMahon Chief Financial Officer	344,037	140,625	54,186	1,007	120,466*	660,321
N Roberts Head of National Sales	327,473	74,375	32,234	169	121,257	555,508
D Klotz Head of Operations	263,262	124,154	11,068	74	198,744	597,302
P Laughton Chief Information Officer	271,882	105,692	25,847	237	43,920	447,578
	2,188,206	744,846	200,347	6,983	865,296	4,005,678

<sup>\*</sup> In addition to the above there is a share-based payments expense arising from options issued to J DeLano and P McMahon of \$533,272 and \$76,182 respectively by the former shareholders of Flexirent Holdings Pty Limited. Refer to page 24 for further details of this arrangement.

As a result, the total Director and Key Management Personnel compensation for 2009 and 2008 was as follows:

	2009 \$	2008 \$
Cash salary and fees	2,224,960	2,188,206
Cash bonus	1,346,144	744,846
Post-employment benefits – superannuation	174,747	200,347
Long service leave	4,585	6,983
Share-based payments expense – options, performance rights and deferred shares	1,357,079	1,474,750
	5,107,515	4,615,132

The relative proportions of ongoing remuneration that are linked to performance and those that are fixed are as follows:

	Fixed rem	remuneration		At Risk – STI		At Risk - LTI	
Name	2009 %	2008 %	2009 %	2008 %	2009 %	<b>200</b> 8 %	
Executives of FlexiGroup							
J DeLano							
Chief Executive Officer	34	45	38	24	28	31	
G McLennan*							
Chief Financial Officer	47	N/A	42	N/A	11	N/A	
N Roberts							
Head of National Sales	53	65	20	13	27	22	
D Klotz							
Head of Operations	48	46	20	21	32	33	
P Laughton							
Chief Information Officer	48	66	31	24	21	10	
P McMahon							
Chief Financial Officer	N/A	61	N/A	21	N/A	18	

<sup>\*</sup> G McLennan commenced employment on 1 October 2008.

N/A - Not a Key Management Personnel in the respective year, or no longer an employee.

### **C.** Service agreements

Remuneration and other terms of employment for the Chief Executive Officer and the other Key Management Personnel are formalised in service agreements. Each of these agreements can provide for the provision of short-term performance incentives, eligibility for the FlexiGroup Long Term Incentive Plan ("LTIP"), other benefits including the use of a Company motor vehicle, tax advisory fees, payment of benefits forgone at a previous employer, relocation, living, tax equalisation, travel and accommodation expenses while an executive is required to live away from their normal place of residence.

All employment agreements are unlimited in term but capable of termination on up to three months' notice by either the Company or the executive. The Company can make a payment in lieu of notice.

In the event of retrenchment, the executives listed in the table on page 19 are entitled to the payment provided for in the service agreement. The employment of the executives may be terminated by the Company without notice by payment in lieu of notice.

The service agreements also contain confidentiality and restraint of trade clauses.

### D. Share-based compensation - FlexiGroup Limited arrangements

The FlexiGroup Long Term Incentive Plan ("LTIP") is part of FlexiGroup's remuneration strategy and is designed to align the interests of FlexiGroup management and shareholders and assist FlexiGroup in the attraction, motivation and retention of executives. In particular, the LTIP is designed to provide relevant executives with an incentive for future performance, with conditions for the vesting and exercise of options and performance rights under the LTIP encouraging those executives to remain with FlexiGroup and contribute to the future performance of the Group. The Company's founding shareholders approved the terms, the implementation and the operation of the LTIP on 20 November 2006.

Under the LTIP, eligible persons participating in the LTIP may be granted options and/or performance rights on terms and conditions determined by the Board from time to time. An option and a performance right are both rights to acquire a share, subject to the satisfaction of applicable vesting and/or exercise conditions. The main difference between an option and a performance right is that an exercise price as determined by the Board is required to be paid to exercise a vested option, whereas a performance right has nil exercise price unless otherwise determined by the Board. Options and performance rights granted under the plan carry no dividend or voting rights.

The Board is responsible for administering the LTIP in accordance with the LTIP Rules and the terms and conditions of specific grants of options and/or performance rights to participants in the LTIP.

The Board may determine which persons will be eligible to participate in the LTIP from time to time. Eligible persons may be invited to apply to participate in the LTIP. The Board may in its discretion accept such applications.

The terms and conditions of the options and the performance rights are summarised below.

### Details of the entions

Details of the options	
Instrument	Each option represents an entitlement to one ordinary share.
Exercise price	Determined at the time of invitation and payable by the option holder at the time of exercise.
Vesting conditions	Vesting to occur upon the satisfaction of the EPS and KPI performance conditions as summarised in this table and on page 23.
	Following the satisfaction of the performance hurdles described below, the options comprising each tranche will vest on, and become exercisable on or after, the relevant vesting date.
EPS performance target	The basic EPS ("Basic EPS") for the purpose of the options is equal to 13.0 cents per share, being the pro forma forecast earnings per share of FlexiGroup for FY2007 as calculated under AASB 133 less the share-based payments expenses (as determined under AASB 2) relating to the grants of options over shares from Eighth SRJ Pty Limited and Viewlove Pty Limited (former shareholders of Flexirent Holdings Pty Limited) to certain senior executives of the Group and adjusted for extraordinary items as determined by the Board.
	Performance testing ("testing date") against the EPS hurdle will take place on the date of announcement of the relevant annual financial results of FlexiGroup. For some but not all tranches, retesting will occur at the retesting date in respect of the next financial year-end date immediately following the relevant initial testing date. Options that do not vest on retesting will be taken to have lapsed.
	The applicable EPS hurdle for each test period is measured on an annual compounding basis to the relevant performance test date, using the Basic EPS as the base line number. The Board has the discretion to vary at any time the EPS hurdle applicable to all or part of the options.
Why the EPS performance target was chosen	EPS was chosen as a performance condition as it is aligned to earnings growth and the generation of value to shareholders.
KPI performance target	The KPI hurdles may include any combination of operational, volume and product mix, cultural, financial and other measures as determined and modified by the Board from time to time.
	In the case of FY2009, the relevant KPI hurdles were determined by the Board. The KPI hurdles will be performance tested against those measures over each relevant financial year unless otherwise determined by the Board.
	In determining whether the KPI performance hurdles have been satisfied, a report is prepared for the Remuneration Committee detailing each KPI performance hurdle and the performance of the executive against the hurdle. The Remuneration Committee approves that rating for all KPI performance hurdles.
Why the KPI performance target was chosen	KPI hurdles were included in the determination of awarding options to ensure that financial and non-financial measures are aligned and drive shareholder value.

### Vesting date

Following the satisfaction of the performance hurdles applying to an option, the option vests on, and becomes exercisable on or after, a date predetermined by the Board ("vesting date").

The vesting date is effectively the tenure condition. It means that an option holder may only exercise options that vest following the satisfaction of the applicable performance hurdles on or after the vesting date provided that they remain employed by FlexiGroup as at this date.

If an option holder ceases to be employed by FlexiGroup or any of its subsidiaries for any reason on or prior to the vesting date relating to a tranche of options, all options in the tranche will lapse immediately unless the Board makes a determination that those options have vested.

Following the vesting date or the accelerated vesting of an option, the vested option may be exercised by the executive subject to any exercise conditions and the payment of the exercise price (if any), and the executive will then be allocated or issued shares on a one-for-one basis.

Exercise period
Expiry date

Tranche

1

2

3

4

Vesting date to expiry date.

\_

31 December 2011 or 31 December 2013 depending upon the tranche.

### Summary of performance targets for options

\_

of tranche EPS hurdle - % of tranche options vesting tied to (applicable to 80% of each tranche) KPI hurdle 5% or Equal to or Equal to Equal to Equal to Equal to more than more than 5% EPS 10% EPS . 15% EPS 20% EPS prospectus prospectus forecast EPS forecast EPS growth growth growth growth % 60 100 20 20 10 33 75 100

33

50

75

100

100

20

20

Not all options have a Tranche 1. Where performance falls between target EPS thresholds (e.g. more than 5% EPS but less than 10% EPS), then pro-rata vesting will apply.

10

15

EPS is measured on an annual compounding basis to the relevant performance testing date using the Basic EPS of 13.0 cents per share detailed above as the base line number. Where performance falls between target EPS thresholds (e.g. more than 5% EPS but less than 10% EPS), then pro-rata vesting will apply.

Retesting of the EPS hurdle for any unvested Tranche 1 options will not be permitted. Tranche 1 options that do not vest on the measurement of the EPS hurdle will be taken to have lapsed under the LTIP rules.

Retesting of the EPS hurdle for any unvested Tranche 2, 3 and 4 options will occur at the testing date in respect of the next financial year-end date immediately following the relevant initial testing date, with the measurement period taken from the date of grant of the options to the relevant retesting date. Performance will be measured on a compounding basis. The options that do not vest on retesting will be taken to have lapsed under the LTIP rules.

# Options granted by former shareholders of Flexirent Holdings Pty Limited to certain executives in 2007 year

Eighth SRJ Pty Limited as Trustee of the Philadelphia Trust and Viewlove Pty Limited as Trustee of David Berkman Family Trust, both former shareholders of Flexirent Holdings Pty Limited, agreed at the time of the IPO to grant options over shares owned by them. The options are over 6,120,655 shares and 1,491,845 shares respectively and are in favour of John DeLano. These options are subject to the same terms and conditions, including achievement of performance hurdles and rights to exercise, as the options issued on 8 December 2006 to the Directors of the Company and Key Management Personnel.

A share-based payment expense relating to the options granted by the former shareholders is included in the statement of profit and loss and also in the total Key Management Personnel remuneration note on page 20.

### **Details of the performance rights**

This table sets out the details of the performance rights issued to J DeLano.

Instrument	Each performance right represents an entitlement to one ordinary share.
Exercise price	Nil.
Vesting conditions	Vesting will occur on the achievement of one of the following conditions:
	<ul> <li>EPS of the Company for a financial year ending on or before 30 June 2011 is at least 24.6 cents per share. The EPS target number may be adjusted as the Board reasonably determines. The actual EPS for a financial year will be that set out in the Company's annual audited accounts for the relevant financial year;</li> </ul>
	<ul> <li>The Company's market capitalisation before 30 June 2011 is at least \$1.2 billion for a continuous period of six months based on the existing capital structure.</li> <li>The market capitalisation target will be adjusted for any new share issues (excluding any shares issued for the exercise of these performance rights); or</li> </ul>
	<ul> <li>A change of control of the Company occurs before 30 June 2011 under a transaction that implies a market capitalisation value of the Company greater than \$1.2 billion based on the existing capital structure. The market capitalisation target will be adjusted for any new share issues (excluding any shares issued for the exercise of these performance rights).</li> </ul>
	The Board will confirm in writing to the performance rights holders when any of the above conditions have been satisfied ("Confirmation Notice").
Why vesting conditions were chosen	The vesting conditions were chosen as performance conditions as they reflect, at the date they were granted, the generation of significant shareholder value.
Vesting date	Date the Company gives a Confirmation Notice.
	If one of the vesting conditions is met, the performance rights will vest. Should the performance rights holders cease to be employed on or prior to the performance rights vesting, all of the performance rights will lapse immediately unless the Board makes a determination that those performance rights have vested.
	Any performance rights that do not vest following the measurements of performance against the hurdles described above will lapse on the expiry date if not earlier.
Exercise period	Vesting date to expiry date.
Expiry date	31 December 2012.
Disposal restriction	6 months following vesting date for 870,000 performance rights
	<ul> <li>12 months following vesting date for 870,000 performance rights</li> </ul>
	<ul> <li>18 months following vesting date for 434,820 performance rights</li> </ul>

**Details of the performance rights**This table sets out the details of the performance rights issued to Key Management Personnel.

Instrument	Each performance right represents an entitlement to one ordinary share.
Exercise price	Nil.
Vesting conditions	Performance rights will vest on, and become exercisable on or after, the Vesting Date to the extent that certain performance conditions that are based on the financial performance of FlexiGroup and the achievement of pre-determined Key Performance Indicators ("KPI hurdle") have been satisfied over the performance measurement period.
	The measure used to determine FlexiGroup's financial performance is Earnings Per Share growth targets ("EPS hurdle").
	Eighty percent (80%) of each tranche of performance rights will be subject to the EPS hurdle, while the remaining twenty percent (20%) will be subject to the KPI hurdle.
EPS performance target	The basic EPS ("Basic EPS") for the purposes of the grant of performance rights under this invitation is 13.0 cents per share. The applicable EPS hurdle for each test period is measured on an annual compounding basis to the relevant performance test date, using the Basic EPS as the base line number.
	Performance testing ("testing date") against the EPS hurdle will take place on the date of announcement of the relevant annual financial results of FlexiGroup. For some but not all tranches, retesting will occur at the retesting date in respect of the next financial year-end date immediately following the relevant initial testing date. Performance rights that do not vest on retesting will be taken to have lapsed.
	The applicable EPS hurdle for each test period is measured on an annual compounding basis to the relevant performance test date, using the basic EPS as the base line number. The Board has the discretion to vary at any time the EPS hurdle applicable to all or part of the performance rights.
Why vesting conditions were chosen	The vesting conditions were chosen as performance conditions as they reflect, at the date they were granted, the generation of significant shareholder value.
KPI performance target	The KPI hurdle may include any combination of operational, volume and product mix, cultural, financial and other measures as determined and modified by the Board from time to time. The KPI hurdle will be performance tested against these measures over each relevant financial year unless otherwise determined by the Board. The relevant KPI hurdle for each year will be determined by the Board by 30 September of the relevant financial year.
	In the case of FY2009, the relevant KPI hurdles were determined by the Board. The KPI hurdles will be performance tested against those measures over each relevant financial year unless otherwise determined by the Board.
	In determining whether the KPI performance hurdles have been satisfied, a report is prepared for the Remuneration Committee detailing each KPI performance hurdle and the performance of the executive against the hurdle. The Remuneration Committee approves that rating for all KPI performance hurdles.
Vesting date	Tranches 1, 2 and 3 – 1 September 2010 at 5.00pm (Sydney time)
	Tranche 4 – 1 September 2011 at 5.00pm (Sydney time)
Exercise period	Tranche 1 – From vesting date to expiry date
	Tranche 2 – From vesting date to expiry date
	Tranche 3 – From vesting date to expiry date
	Tranche 4 – From vesting date to expiry date
Expiry date	Tranches 1, 2 and 3 – 31 December 2012 at 5.00pm (Sydney time)
	Tranche 4 – 31 December 2013 at 5.00pm (Sydney time)
Disposal restriction	No disposal restriction imposed at the time of this grant.

### Summary of performance targets for performance rights

					- % of tranche o olicable to 80% o		% of tranche tied to KPI hurdle
Tranche	Size (percentage of initial grant) %	Vesting date	Equal to 5% EPS growth %	Equal to 10% EPS growth %	Equal to 15% EPS growth %	Equal to or more than 20% EPS growth %	%
1	25	1 Sep 2010	10	33	75	100	20
2	25	1 Sep 2010	25	75	100	_	20
3	25	1 Sep 2010	25	75	100	-	20
4	25	1 Sep 2011	25	100	_	_	20

EPS is measured on an annual compounding basis to the relevant performance testing date using the Basic EPS of 13.0 cents per share detailed above as the base line number. Where performance falls between target EPS thresholds (e.g. more than 5% EPS but less than 10% EPS), then pro-rata vesting will apply.

Retesting of the EPS hurdle for any unvested Tranche 1 performance rights will not be permitted. Tranche 1 performance rights that do not vest on the measurement of the EPS hurdle will be taken to have lapsed under the plan rules.

Retesting of the EPS hurdle for any unvested Tranche 2, 3 and 4 performance rights will occur at the testing date in respect of the next financial year-end date immediately following the relevant initial testing date, with the measurement period taken from the grant date of the performance rights to the relevant retesting date. Performance will be measured on a compounding basis. The performance rights that do not vest on retesting will be taken to have to have lapsed under the plan rules.

### **Details of retention rights**

This table sets out the details of the retention rights (a form of performance rights) issued to N Roberts, G McLennan, P Laughton and D Klotz.

Instrument	Each retention right represents an entitlement to one ordinary share.
Exercise price	Nil.
Vesting conditions	Subject to the executive remaining an employee of FlexiGroup as at the vesting date, retention rights will vest on, and become exercisable on or after, the vesting date. There are no performance hurdles applicable to the retention rights.
Why vesting conditions were chosen	The vesting conditions are designed to ensure retention of key executives.
Vesting date	1 September 2010
Exercise period	1 September 2010–31 December 2012
Expiry date	31 December 2012
Disposal restriction	No disposal restriction imposed at the time of this grant.

### **Details of the deferred shares**

This table sets out the details of the deferred shares issued to J DeLano.

Vacting conditions	Vesting condition 1
	50% of each tranche of deferred shares relates to vesting condition 2
Tranche components	50% of each tranche of deferred shares relates to vesting condition 1
Exercise price	Nil.
Instrument	Each deferred share represents an entitlement to one ordinary share.

### Vesting conditions

### Vesting condition 1

The performance hurdle set by the Board in relation to vesting condition 1 for each tranche is based on total shareholder return ("TSR") of the Company for the relevant performance period. If the TSR of the Company equals:

- 10% or higher for the performance period between 1 July 2008 to 1 July 2009 ("performance period 1"); or
- 15% or higher for the performance periods between 1 July 2009 to 30 June 2010 ("performance period 2") and 1 July 2010 to 30 June 2011 ("performance period 3"),

all of the deferred shares for the relevant tranche that are subject to vesting condition 1 will vest.

The Board believes that a suitable TSR-based performance hurdle is 15%. However, in relation to performance period 1, the Board believes a performance hurdle of 10% TSR is more appropriate due to the current market volatility and the integration required following the acquisition of the Certegy business, which is expected to be dilutive initially.

The TSR for performance periods 2 and 3 is determined by calculating the amount by which the sum of the 30 day volume weighted average price ("VWAP") for FlexiGroup's ordinary shares in the period up to and including 30 June (that is the end) of the relevant performance period and the dividends paid on an ordinary share in FlexiGroup during the performance period exceeds the 30 day VWAP for FlexiGroup's ordinary shares in the period up to and including 1 July (that is the beginning) of the performance period, expressed as a percentage (note: there was a minor typographical error in the 2008 Annual General Meeting notice of meeting between the TSR start date and end date). The TSR for performance period 1 will be the same as above except that the VWAP used for the beginning of the performance period will be the 30 day VWAP up to and including the date of the 2008 Annual General Meeting, being 27 November 2008.

### Vesting condition 2

The performance hurdle set by the Board in relation to vesting condition 2 for each tranche is based on TSR growth of the Company measured against other companies in the S&P/ASX 300 Index (not including resources companies) TSR growth for the relevant performance period.

TSR for the Company for a performance period will be measured in the same way as for vesting condition 1. The same 30 day VWAP calculations will be used to determine the TSR for a performance period of the other companies in the S&P/ASX 300 Index (not including resources companies).

The performance hurdle for vesting condition 2 will be considered satisfied in accordance with the following percentages of the tranches earned:

Nil – if the Company's TSR ranked in the 4th quartile (i.e. 76th to 100th ranking) of companies in the S&P/ASX 300 Index (excluding resources companies).

25% - if the Company's TSR equals performance of the 75th ranking company in the S&P/ASX 300 Index (excluding resources companies).

Pro rata between 25% and 50% – if the Company's TSR ranked in the 3rd quartile (i.e. 51st to 75th ranking) of companies in the S&P/ASX 300 Index (excluding resources companies).

Pro rata between 50% and 100% - if the Company's TSR ranked in the 2nd quartile (i.e. 26th to 50th ranking) of companies in the S&P/ASX 300 Index (excluding resources companies).

100% – if the Company's TSR ranked in the 1st quartile (i.e. 1st to 25th ranking) of companies in the S&P/ASX 300 Index (excluding resources companies).

Why vesting conditions were chosen	The vesting conditions were chosen as performance conditions as they reflect, at the date they were granted, the generation of significant shareholder value.
Retention date	1 September 2011 at 5.00pm (Sydney time)
Distributions/Dividends	Participants are entitled to receive distributions/dividends made in respect of the deferred shares.
Performance period	Tranche 1 – Performance period 1 (being 1 July 2008 to 30 June 2009)
	Tranche 2 – Performance period 2 (being 1 July 2009 to 30 June 2010)
	Tranche 3 – Performance period 3 (being 1 July 2010 to 30 June 2011)
Disposal restriction	Deferred shares that vest in accordance with the applicable vesting conditions will be subject to a restriction on disposal until the retention date of 1 September 2011.

### **Details of the deferred shares**

This table sets out the details of the deferred shares issued to G McLennan, N Roberts, P Laughton and D Klotz.

Vesting conditions	Vesting condition 1				
	33.33% of each tranche of deferred shares relates to vesting condition 3				
	33.33% of each tranche of deferred shares relates to vesting condition 2				
Tranche components	33.33% of each tranche of deferred shares relates to vesting condition 1				
Exercise price	Nil.				
Instrument	Each deferred share represents an entitlement to one ordinary share.				

### Vesting conditions

### Vesting condition 1

The performance hurdle set by the Board in relation to vesting condition 1 for each tranche is based on the TSR of the Company for the relevant performance period. If the TSR of the Company equals:

- 10% or higher for the performance period between 1 July 2008 to 1 July 2009 ("performance period 1"); or
- 15% or higher for the performance periods between 1 July 2009 to 30 June 2010 ("performance period 2") and 1 July 2010 to 30 June 2011 ("performance period 3"),

all of the deferred shares for the relevant tranche that are subject to vesting condition 1 will vest.

The Board believes that a suitable TSR-based performance hurdle is 15%. However, in relation to performance period 1, the Board believes a performance hurdle of 10% TSR is more appropriate due to the current market volatility and the integration required following the acquisition of the Certegy business, which is expected to be dilutive initially.

The TSR for performance periods 2 and 3 is determined by calculating the amount by which the sum of the 30 day volume weighted average price ("VWAP") for FlexiGroup's ordinary shares in the period up to and including 30 June (that is the end) of the relevant performance period and the dividends paid on an ordinary share in FlexiGroup during the performance period exceeds the 30 day VWAP for FlexiGroup's ordinary shares in the period up to and including 1 July (that is the beginning) of the performance period, expressed as a percentage. The TSR for performance period 1 will be the same as above except that the VWAP used for the beginning of the performance period will be the 30 day VWAP up to and including the date of the 2008 Annual General Meeting, being 27 November 2008.

### Vesting conditions Vesting condition 2 continued The performance hurdle set by the Board in relation to vesting condition 2 for each tranche is based on TSR growth of the Company measured against other companies in the S&P/ASX 300 Index (not including resources companies) TSR growth for the relevant performance period. TSR for the Company for a performance period will be measured in the same way as for vesting condition 1. The same 30 day VWAP calculations will be used to determine the TSR for a performance period of the other companies in the S&P/ASX 300 Index (not including resources companies). The performance hurdle for vesting condition 2 will be considered satisfied in accordance with the following percentages of the tranches earned: Nil – if the Company's TSR ranked in the 4th quartile (i.e. 76th to 100th ranking) of companies in the S&P/ASX 300 Index (excluding resources companies). 25% - if the Company's TSR equals performance of the 75th ranking company in the S&P/ASX 300 Index (excluding resources companies). Pro rata between 25% and 50% - if the Company's TSR ranked in the 3rd quartile (i.e. 51st to 75th ranking) of companies in the S&P/ASX 300 Index (excluding resources companies). Pro rata between 50% and 100% – if the Company's TSR ranked in the 2nd quartile (i.e. 26th to 50th ranking) of companies in the S&P/ASX 300 Index (excluding resources companies). 100% - if the Company's TSR ranked in the 1st quartile (i.e. 1st to 25th ranking) of companies in the S&P/ASX 300 Index (excluding resources companies). Vesting condition 3 The performance hurdle in relation to vesting condition 3 is based on personal key performance indicators ("KPIs") applicable set by the Board with respect to each performance period. A KPI hurdle may include any combination of operational, volume/product mix, cultural, financial and other measures as determined by the Board and notified from time to time. The KPI hurdle will be performance tested over each relevant performance period unless otherwise determined by the Board. Why vesting conditions The vesting conditions were chosen as performance conditions as they reflect, were chosen at the date they were granted, the generation of significant shareholder value. Retention date 1 September 2011 at 5.00pm (Sydney time). Distributions/Dividends Participants are entitled to receive distributions/dividends made in respect of the deferred shares. Performance period **Tranche 1** – Performance period 1 (being 1 July 2008 to 30 June 2009) Tranche 2 – Performance period 2 (being 1 July 2009 to 30 June 2010) Tranche 3 – Performance period 3 (being 1 July 2010 to 30 June 2011) Disposal restriction Deferred shares that vest in accordance with the applicable vesting conditions will be subject to a restriction on disposal until the retention date of 1 September 2011.

The terms and conditions of each grant of options, performance rights and deferred shares affecting remuneration in the previous, this or future reporting periods are as follows:

2 1 Sep 2010 31 Dec 2011 2.00 40 3 1 Sep 2010 31 Dec 2011 2.00 40 4 1 Jun 2011 31 Dec 2012 2.00 41  19 Apr 2007 1 1 Sep 2008 31 Dec 2011 2.93 53 3 1 Sep 2010 31 Dec 2011 2.93 53 3 1 Sep 2010 31 Dec 2012 2.93 58  29 Nov 2007 1 b 31 Dec 2012 Nil 2.53  3 1 Sep 2010 31 Dec 2012 Nil 2.53  3 1 Sep 2010 31 Dec 2012 Nil 3.4  2 1 Sep 2010 31 Dec 2012 Nil 3.4  3 1 Sep 2010 31 Dec 2012 Nil 3.4  3 1 Sep 2010 31 Dec 2012 Nil 3.4  3 1 Sep 2010 31 Dec 2012 Nil 3.4  3 1 Sep 2010 31 Dec 2012 Nil 3.4  3 1 Sep 2010 31 Dec 2012 Nil 3.4  3 1 Sep 2010 31 Dec 2012 Nil 3.4  1 Oct 2008 1 1 Sep 2010 31 Dec 2012 Nil 3.5  2 1 Sep 2010 31 Dec 2012 Nil 3.5  1 Oct 2008 1 1 Sep 2010 31 Dec 2012 Nil 3.5  2 1 Sep 2010 31 Dec 2012 Nil 3.5  3 1 Sep 2011 31 Dec 2012 Nil 3.5  2 1 Sep 2010 31 Dec 2012 Nil 3.5  3 1 Sep 2011 31 Dec 2012 Nil 3.5  3 1 Sep 2011 31 Dec 2012 Nil 3.5  3 1 Sep 2011 31 Dec 2012 Nil 3.5  3 1 Sep 2011 31 Dec 2012 Nil 3.5  3 1 Sep 2011 31 Dec 2012 Nil 3.5  3 1 Sep 2010 31 Dec 2012 Nil 3.5  3 1 Sep 2010 31 Dec 2012 Nil 3.5  3 1 Sep 2011 31 Dec 2012 Nil 3.5  3 1 Sep 2010 31 Dec 2012 Nil 3.5  3 1 Sep 2011 31 Dec 2012 Nil 3.5  3 1 Sep 2011 31 Dec 2012 Nil 3.5  3 1 Sep 2011 31 Dec 2012 Nil 3.5  3 1 Sep 2011 31 Dec 2013 Nil 3.5  3 1 Sep 2011 31 Dec 2012 Nil 3.5  3 1 Sep 2011 31 Mar 2019 Nil 3.3  3 1 Sep 2011 31 Mar 2019 Nil 3.3	Grant date	Tranche number	Date vested and exercisable	Expiry date	Exercise price <sup>a</sup> \$	Value per option, performance right, deferred share at grant date cents
3 1 Sep 2010 31 Dec 2011 2.00 40 4 1 Jun 2011 31 Dec 2012 2.00 41  19 Apr 2007 1 1 Sep 2008 31 Dec 2011 2.93 51 2 1 Sep 2009 31 Dec 2011 2.93 53 3 1 Sep 2010 31 Dec 2012 2.93 58  29 Nov 2007 1 b 31 Dec 2012 Nil 2.53  3 Apr 2008 1 1 Sep 2010 31 Dec 2012 Nil 34 4 1 Sep 2010 31 Dec 2012 Nil 34 3 Apr 2008 1 1 Sep 2010 31 Dec 2012 Nil 34 3 Apr 2008 1 1 Sep 2010 31 Dec 2012 Nil 34 3 Apr 2008 1 1 Sep 2010 31 Dec 2012 Nil 34 3 Apr 2008 1 1 Sep 2010 31 Dec 2012 Nil 34 1 Oct 2008 1 1 Sep 2010 31 Dec 2012 Nil 34 1 Oct 2008 1 1 Sep 2010 31 Dec 2012 Nil 36 2 1 Sep 2010 31 Dec 2012 Nil 36 2 1 Sep 2010 31 Dec 2012 Nil 36 2 1 Sep 2010 31 Dec 2012 Nil 36 3 1 Sep 2011 31 Dec 2012 Nil 36 3 1 Sep 2011 31 Dec 2012 Nil 36 3 1 Sep 2011 31 Dec 2012 Nil 36 3 1 Sep 2011 31 Dec 2012 Nil 36 3 1 Sep 2011 31 Dec 2013 Nil 36 3 1 Sep 2011 31 Dec 2018 Nil 19 3 1 Sep 2011 23 Dec 2018 Nil 19 3 1 Mar 2009 1 1 Sep 2011 31 Mar 2019 Nil 33 3 1 Mar 2009 Nil 3 36	8 Dec 2006	1	1 Sep 2010	31 Dec 2011	2.00	40
19 Apr 2007		2	1 Sep 2010	31 Dec 2011	2.00	40
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·	31 Mar 2009	1	1 Sep 2011	31 Mar 2019	Nil	33
3 1 Sep 2011 31 Mar 2019 Nil 33		2	1 Sep 2011	31 Mar 2019	Nil	33
		3	1 Sep 2011	31 Mar 2019	Nil	33

a The exercise price must be paid by the option holder to exercise the options when the option vests.

b Vesting date is the date the Company gives a "Confirmation Notice". The performance right is exercisable on the vesting date.

The Directors of the Company and Key Management Personnel of the consolidated entity were granted the following options, performance rights and deferred shares during the reporting period.

	optio rights and granted	Number of options, performance rights and deferred shares vested during the year		
Name	2009	2008	2009	2008
	(All issues are deferred shares, retention rights and performance rights)	(All issues are performance and retention rights)		
Directors of FlexiGroup Limited				
M Jackson	-	_	_	_
J DeLano	7,500,000	2,174,820	-	_
A Abercrombie	-	_	-	_
R Dhawan	-	_	_	_
R J Skippen	-	_	_	_
Executives of FlexiGroup				
G McLennan	1,400,000	N/A	_	N/A
N Roberts	400,000	1,000,000	_	_
D Klotz	500,000	1,000,000	369,600	_
P Laughton	400,000	1,000,000	-	_
P McMahon	-	_	_	_

N/A - Not a Key Management Personnel in the respective year.

The assessed fair value at grant date of options and performance rights granted to the individuals is allocated equally over the period from grant date to vesting date, and the amount is included in the remuneration table on page 19. Fair values at grant date are independently determined using a binomial tree option pricing methodology that takes into account the exercise price, the term of the options and performance rights, the impact of dilution, the share price at grant date and expected price volatility of the underlying share, the expected dividend yield and the risk-free interest rate for the term of the options and performance rights.

The model inputs for performance rights and deferred shares granted during the year ended 30 June 2009 included:

- (a) Exercise price: various per performance rights and deferred shares granted
- (b) Grant date: various per performance rights and deferred shares granted
- (c) Expiry date: various per performance rights and deferred shares granted
- (d) Share price at grant date: various per performance rights and deferred shares granted
- (e) Expected price volatility of the Company's shares: 59%-64% (2008: 50%)
- (f) Expected dividend yield: 6.4%-14.6% (2008: 13%)
- (g) Risk-free interest rate: various ranging from 2.83%-5.09% (2008: 6.09% to 6.15%)

### Shares provided on exercise of remuneration options

No ordinary shares in the Company were issued as a result of the exercise of any remuneration options.

### **E.** Additional information

### Details of remuneration: cash bonuses and options, performance rights and deferred shares

For each cash bonus and grant of options, performance rights and deferred shares, the percentage of the available bonus or grant that was paid, or that vested, in the financial year, and the percentage that was forfeited because the person did not meet the service and performance criteria is set out below. The options, performance rights and deferred shares vest in accordance with the vesting schedules detailed on page 30. No options and/or performance rights and/or deferred shares will vest if the conditions are not satisfied, hence the minimum value of the rights yet to vest is nil. The maximum value of the rights yet to vest has been determined as the amount of the fair value at grant date of the rights that are yet to be expensed.

2009	(	Cash bonus		Options, performance rights and deferred shares					
Name	Paid %	Forfeited %	Year granted	Vested %	Forfeited %	Financial years in which options, performance rights and deferred shares may vest	Minimum total value of grant yet to vest \$	Maximum total value of gran yet to ves	
<b>Executive Directors of</b>	Flexi	roup Limit	ed						
J DeLano (Chief Executive Officer)	90	10	2009	-	_	30/6/2012	Nil	1,350,000	
			2008	_	_	30/6/2010	Nil	54,371	
			2007	_	18	30/6/2011	Nil	1,797,681	
<b>Executives of FlexiGro</b>	up								
G McLennan	90	10	2009	-	-	30/6/2011	Nil	382,860	
			2009	-	_	30/6/2012	Nil	132,000	
N Roberts	75	25	2009	_	8	30/6/2012	Nil	72,000	
			2008	_	18	30/6/2011	Nil	313,344	
			2007	_	-	30/6/2011	Nil	546,826	
D Klotz	90	10	2009	_	_	30/6/2012	Nil	90,000	
			2008	_	_	30/6/2011	Nil	313,344	
			2008	15	7	30/6/2010	Nil	666,876	
P Laughton	95	5	2009	_	_	30/6/2012	Nil	72,000	
			2008	_	8	30/6/2011	Nil	313,344	
			2007	_	18	30/6/2011	Nil	181,834	

### Share-based compensation: options, performance rights and deferred shares

Further details relating to options, performance rights and deferred shares are set out below.

2009	A	В	С	D
	Remuneration consisting of options, performance rights and deferred shares %	Value at grant date \$	Value at exercise date \$	Value at lapse date \$
Executive Directors of FlexiGroup Limited				
J DeLano (Chief Executive Officer)	28.3	1,350,000	_	_
Executives of FlexiGroup				
G McLennan	11.6	514,860	_	_
N Roberts	27.1	72,000	_	_
D Klotz	31.9	90,000	_	_
P Laughton	21.3	72,000	_	_

- A = The percentage of the value of remuneration consisting of options, performance rights and deferred shares, based on the value of options, performance rights and deferred shares expensed during the current year.
- B = The value at grant date calculated in accordance with AASB 2 *Share-based Payments* of options, performance rights and deferred shares granted during the year as part of remuneration.
- C = The value at exercise date of options, performance rights and deferred shares that were granted as part of remuneration and were exercised during the year, being the intrinsic value of the options, performance rights and deferred shares at that date.
- D = The value at lapse date of options, performance rights and deferred shares that were granted as part of remuneration and that lapsed during the year, but assuming the condition was satisfied.

# **Shares under options, performance rights and deferred shares**

As at the date of this report, there were 17,721,829 unissued ordinary shares of FlexiGroup Limited subject to options or performance rights. Of those unissued ordinary shares, 9,227,693 are subject to option with expiry dates between 31 December 2011 and 31 December 2012 and exercise prices between \$1.59 and \$2.93, with a weighted average exercise price of \$2.08. The remaining 8,494,136 unissued ordinary shares are the subject of performance rights with expiry dates between 31 December 2012 and 31 December 2014.

Options granted over 7,612,500 shares by former shareholders of Flexirent Holdings Pty Limited in favour of certain executives of the Company are not included in this calculation as the shares have already been issued.

At the date of this report, there are also 10,947,500 deferred shares which are held by the FlexiGroup Tax Deferred Employee Share Plan.

No option holder has any right under the option to participate in any other share issues of the Company or any other entity.

### **Directors' indemnification**

During the year ended 30 June 2009, the Company paid insurance premiums in respect of a Directors' and Officers' Liability insurance contract. Disclosure of the total amount of the premium and the nature of the liabilities in respect of such insurance is prohibited by the policy.

### **Indemnity of auditors**

The Company has indemnified its auditors against any liability (including legal costs) that the auditors incur in connection with any claim by a third party arising from the Company's breach of its agreement with its auditors.

### **Proceedings on behalf of the Company**

No person has applied for leave of Court to bring 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 or those proceedings. The Company was not a party to any such proceedings during the year.

No proceedings have been brought or intervened in on behalf of the Company with leave of the Court under section 237 of the *Corporations Act 2001*.

### **Non-audit services**

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

Details of the amounts paid or payable to the auditor (PricewaterhouseCoopers) for audit and non-audit services provided during the year are set out in note 35 of the financial report.

The Board of Directors has considered the position and, in accordance with advice received from the Audit & Risk Committee, is satisfied that the provision of the non-audit services is compatible with the general standard of independence for auditors imposed by the *Corporations Act 2001*. The Directors are satisfied that the provisions of non-audit services by the auditor, as set out below, did not compromise the auditor independence requirement of the *Corporations Act 2001* for the following reasons:

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

### **Declaration of interests**

Other than as disclosed in the financial report, no Director of the Company has received or become entitled to receive a benefit other than remuneration by reason of a contract made by the Company or a related corporation with a Director or with a firm of which he or she is a member, or with a Company in which he or she has a substantial financial interest except that Flexirent Capital Pty Limited has rented premises in Melbourne and Sydney owned by a company associated with Mr A Abercrombie. The lease is on standard market terms.

### **Rounding of amounts**

The Company is of a kind referred to in Class Order 98/100, issued by the Australian Securities and Investments Commission, relating to the "rounding off" of amounts in the Directors' Report. Amounts in the Directors' Report have been rounded off in accordance with that Class Order to the nearest thousand dollars, or in certain cases, to the nearest dollar.

# **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 36 and forms part of this report.

# **Auditor**

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

This Report is made in accordance with a resolution of Directors.

Margaret Jackson

Chairman

Sydney

19 August 2009

# **Auditor's Independence Declaration**



PricewaterhouseCoopers ABN 52 780 433 757

201 Sussex Street GPO BOX 2650 SYDNEY NSW 1171 DX 77 Sydney Australia Telephone +61 2 8266 0000 Facsimile +61 2 8266 9999

Darling Park Tower 2

# **Auditor's Independence Declaration**

As lead auditor for the audit of FlexiGroup Limited and its controlled entities for the year ended 30 June 2009, I declare that to the best of my knowledge and belief, there have been:

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

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

Victor Clarke
Partner

Mark

PricewaterhouseCoopers

Sydney 19 August 2009

Liability limited by a scheme approved under Professional Standards Legislation

# Corporate Governance

# **Composition of the Board**

At the date of this statement, the Board comprises four Non-Executive Directors, three of whom are independent and one Executive Director (Chief Executive Officer). The names of the Directors, including details of their qualifications and experience, are set out in the "Information on Directors" section of the 2009 FlexiGroup Limited Annual Report.

#### **Role of the Board**

The role of the Board is to provide overall strategic guidance for the Company and effective oversight of management.

The primary responsibilities of the Board include:

- overseeing the development of the Company's corporate strategy including reviewing and approving strategic plans and performance objectives of the Company
- the appointment of the Chief Executive Officer and senior executives, monitoring senior management's performance and approving senior management remuneration policies and practices
- effective communication with shareholders including reporting to shareholders and ensuring that all regulatory requirements are met
- establishing and monitoring policies governing the Company's relationship with other stakeholders and the broader community, including establishing and maintaining environmental, employment, occupation, health and safety policies
- actively promoting ethical and responsible decision-making
- reviewing and approving annual and half-yearly financial reports, monitoring financial results on an ongoing basis, overseeing the Company's accounting and financial management systems, approving and monitoring major capital expenditure, capital management, major acquisition, divestitures and restructures, and determining dividend policy
- establishing and overseeing the Company's controls and systems for identifying, assessing, monitoring and reviewing material risks

# **Independent professional advice**

Following consultation with the Chairman, Directors may seek independent professional advice at the Company's expense. Generally, this advice will be available to all Directors.

#### **Performance assessment**

The Board undertakes an annual self assessment of its collective performance, the performance of the Chairman and of its Committees. The Chairman meets privately with each Director to discuss individual and collective performance of Directors.

#### **Re-election of Directors**

At each Annual General Meeting of the Company there must be an election of Directors. The Directors who must retire from office (but are eligible to stand for re-election) at the general meeting are as follows:

- (a) each Director who has held office without re-election
  - beyond the third Annual General Meeting following the Director's appointment or last election: or
  - ii. for at least three years, whichever is the longer period
- (b) each Director who was appointed by the Directors under article 10.7 of the constitution
- (c) if none of (a) or (b) is applicable, the Director who has served in office longest without re-election. If there are two or more such Directors who have been in office an equal length of time, then in default of agreement, the Director to retire will be determined by lot

### **Conflicts of interest**

Directors are required to keep the Board advised, on an ongoing basis, of any interest that could potentially conflict with those of the Company. Where the Board believes that a significant conflict may exist, the Director concerned does not receive the relevant Board papers and is not present at the meeting while the item is considered. Additionally, Directors are required to advise the Board of any Board or executive appointments to other companies and any related party transactions including financial transactions with the Group.

Corporate Governance continued

# **Financial reporting**

The Chief Executive Officer and Chief Financial Officer have certified to the Board that the Company's financial reports are complete and present a true and fair view, in all material respects, of the financial condition and operational results of the Company and are in accordance with relevant accounting standards. The Board receives monthly reports from management on the financial and operational performance of the Group.

#### **Board committees**

The Board may delegate responsibility to committees to consider certain issues in further detail and then report back to and advise the Board.

Committees established by the Board have adopted charters setting out the authority, responsibilities, membership and operation of the committee.

There are currently three committees:

Audit & Risk Committee, Nomination Committee and Remuneration Committee.

The Board charter is available on the FlexiGroup website.

# **Audit & Risk Committee**

The role of the Committee is to assist the Board in carrying out its accounting, auditing and financial reporting responsibilities, including oversight of:

- (a) the integrity of the Company's external financial reporting and financial statements
- (b) the appointment, remuneration, independence and competence of the Company's external auditors
- (c) the performance of the external audit function and review of its audits
- (d) the effectiveness the Company's system of risk management and internal controls and
- (e) the Company's systems and procedures for compliance with applicable legal and regulatory requirements

The Audit & Risk Committee provides advice to the Board and reports on the status and management of the risks to the Company. The purpose of the Committee's risk management process is to ensure that risks are identified, assessed and appropriately managed.

The Board has adopted a policy regarding the services that the Company may obtain from its external auditor. It is the policy of the Company that its:

- external auditor firm must be independent of the Company, the Directors and senior executives.
   To ensure this, the Group will require a formal confirmation for independence from its external auditor on an annual basis, and
- external auditor may not provide services to the Company that are perceived to be materially in conflict with the role of the external auditor. Services which involve the external auditor acting in a managerial or decision-making capacity, or processing or originating transactions, are not appropriate. However, the external auditor may be permitted to provide additional services, which are not perceived to be materially in conflict with the role of the external auditor, if the Board or Audit & Risk Committee has approved those additional services or they fall within the terms of any approved policy. Such additional services may include financial audits, audits or reviews undertaken for regulatory purposes, completion audits, tax compliance, advice on accounting standards, and due diligence on certain acquisition or sale transactions.

The Committee must comprise at least three Directors, all of whom must be Non-Executive Directors and a majority of whom must be independent. The Chairman of the Committee must be an independent Non-Executive Director who is not the Chairman of the Roard

The Committee will meet as often as is required to undertake its role effectively. The Chief Executive Officer and Chief Financial Officer are expected to attend each scheduled meeting of the Committee and a standing invitation will be issued to the external auditors. The Committee Chairperson may also invite Directors who are not members of the Committee, other senior managers and external advisors to attend meetings of the committee. The Committee may request management and/or others to provide such input and advice as is required. The Committee will regularly report to the Board about committee activities, issues and related recommendations.

The Audit & Risk Committee charter is available on the FlexiGroup website.

The Committee comprises R John Skippen (Chair), Margaret Jackson and Rajeev Dhawan.

#### **Remuneration Committee**

The role of the Remuneration Committee is to review and make recommendations to the Board on remuneration packages and polices related to the Directors, the Chief Executive Officer and senior executives and to ensure that the remuneration policies and practices are consistent with the Company's strategic goals and human resource objectives and comply with relevant legal requirements.

The Committee will consist of at least three members. The Company will endeavour to ensure that a majority of the members are independent, Non-Executive Directors.

The Committee will meet as often as is required to perform its functions.

The Remuneration Committee charter is available on the FlexiGroup website.

The Committee comprises Rajeev Dhawan (Chair), Margaret Jackson, R John Skippen and Andrew Abercrombie.

#### **Nomination Committee**

The Committee assists and advises the Board on

- (a) Director selection and appointment practices
- (b) Director performance evaluation processes and criteria
- (c) Board composition
- (d) Succession planning for the Board and senior management

The Committee also ensures that the Board is of a size and composition conducive to making decisions expediently, with the benefit of a variety of perspectives and skills, and in the best interests of the Company as a whole.

The Committee will consist of at least three members. The Company will endeavour to ensure that a majority of the Committee members are independent, Non-Executive Directors.

The Nomination Committee charter is available on the FlexiGroup website.

The Committee comprises Andrew Abercrombie (Chair), Margaret Jackson, R John Skippen and Rajeev Dhawan.

#### **Code of Conduct**

The Company has adopted a Code of Conduct.
The Code of Conduct ("Code") sets out the ethical standards and rules of the Company and provides a framework for how the Company will operate its business in a manner that will protect its stakeholders.

The Code applies to all Directors, officers, employees, contractors, consultants and associates of the Company.

The Code specifically covers conflicts of interest, corporate opportunities and other benefits, confidentiality, privacy, fair dealing, discrimination, protection of and use of the Company's assets and property, compliance with laws and regulations, approach to disclosure and financial reporting, insider trading and whistleblower protection.

The Code of Conduct is available on the FlexiGroup website.

#### **Communications with Shareholders**

The Company communicates to shareholders through the Company's annual reports, Annual General Meeting, half-year and full-year results and Company website. All announcements are made available on the website.

During periods of particular sensitivity, the Company's policy is to avoid any discussion with shareholders, media, analysts or other market operators for 30 days prior to the close of the half and full-year accounting periods to the time of the half and full-year profit announcements. This policy is subordinate to the ASX requirements of continuous disclosure.

### **Continuous disclosure**

The Company Secretary has been nominated as the person responsible for communication with the Australian Securities Exchange ("ASX"). This role includes responsibility for ensuring compliance with the continuous disclosure requirements in the ASX Listing Rules and overseeing and co-ordinating information disclosure to the ASX, analysts, brokers, shareholders, the media and the public. When analysts are briefed following half-year and full-year results announcements, the material used in the presentations is released to the ASX prior to the commencement of the briefing. The Company ensures that if any price-sensitive information is inadvertently disclosed, this information is also immediately released to the market. The Company is committed to ensuring that all stakeholders and the market are provided with relevant and accurate information regarding its activities in a timely manner.

Corporate Governance continued

# **Directors and senior management dealings in Company securities**

The Company's constitution permits Directors to acquire securities in the Company. However, the Board has adopted a Share Trading Policy that prohibits Directors, senior management and staff from dealing in the Company's securities at any time whilst in possession of price-sensitive information which is not generally available to the marketplace.

The following approvals must also be obtained before a Director or designated person can deal in the Company's securities:

Person	Approval required from
Chairman	Chairman of the Audit & Risk Committee and Chief Executive Officer
Managing Director or Chief Executive Officer	Chairman
Directors (except Chairman)	Chairman
Chief Financial Officer or Company Secretary	Chief Executive Officer
Direct reports to Chief Executive Officer and other designated persons nominated by the Board	Chief Financial Officer

The share dealing policy also extends to dealing in a financial product which operates to limit the economic risk of a holding in the Company's securities. Dealing in those types of products is not permitted.

The granting of approval to deal in the Company's securities is co-ordinated by the Company Secretary who is also responsible for reporting to the Board all transactions by Directors, senior managers and designated persons.

In accordance with the provisions of the *Corporations Act 2001* and the ASX Listing Rules, the Company advises the ASX of any transaction conducted by Directors in securities in the Company.

The Share Trading Policy is made available to employees through the Company's internal compliance and governance intranet sites and is also included in the offer of employment to new employees.

The Share Trading Policy is also on the FlexiGroup website.

### **External auditors**

PricewaterhouseCoopers was appointed as the external auditor in 2005. It is PricewaterhouseCoopers' policy to rotate audit engagement partners on listed companies at least every five years. The performance of the external auditor is reviewed annually. An analysis of fees paid to the external auditor, including a breakdown of fees for the non-audit services, is provided in the notes to the full financial report. It is the policy of the external auditor to provide an annual declaration of independence to the Audit & Risk Committee. The external auditors are required to attend the Annual General Meeting and be available to answer shareholder questions about the conduct of the audit and the preparation and content of the audit report.

# Indemnification

The constitution of the Company provides an indemnity (to the maximum extent permitted by law) in favour of current and past Directors, Company Secretaries, and all other past and present executive officers when acting in their capacities in respect of:

- (a) all liabilities to another person (other than the Company or related entities) if the relevant officers have acted in good faith, and
- (b) the costs and expenses of successfully defending legal proceedings

Under Deeds of Access and Indemnity, the Company has agreed to indemnify each current Director and each Company Secretary for all liabilities that may arise as a result of the Directors or Company Secretary acting in that capacity to the full extent permitted by law. The deed stipulates that the Company will meet the full amount of any such liabilities including legal costs.

# **Annual Financial Report**

30 June 2009

This financial report covers both FlexiGroup Limited as an individual entity and the consolidated entity consisting of FlexiGroup Limited and its subsidiaries. The financial report is presented in Australian currency.

FlexiGroup Limited is a Company limited by shares, incorporated and domiciled in Australia. Its registered office and principal place of business is:

Level 8, The Forum 201 Pacific Highway St Leonards NSW 2065

A description of the nature of the entity's operations and its principal activities is included in the review of operations and activities in the Directors' Report on page 14, both of which are not part of this financial report.

The financial report was authorised for issue by the Directors on 19 August 2009. The Company has the power to amend and reissue the financial report.

Through the use of the internet, we have ensured that our corporate reporting is timely, complete, and available globally at a minimum cost to the Company. All press releases, financial reports and other information are available at Investor Information on our website: www.flexigroup.com.au.

Contents	Page
Financial Report	41
Income Statements	42
Balance Sheets	43
Statements of Changes in Equity	44
Cash Flow Statements	45
Notes to the Financial Statements	46
Directors' Declaration	88
Independent Auditor's Report to the members	89

# **Income Statements**

For the year ended 30 June 2009

	Consolidated		Pare	ent entity
Notes	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000
4	184,494	166,780	14,020	23,924
	(47,936)	(44,844)	-	_
	(36,344)	(33,837)	-	_
5	(27,155)	(21,910)	-	_
17	_	_	50,000	(294,198)
	(13,756)	(9,290)	-	-
5	(4,940)	(3,164)	-	_
	(3,537)	(2,379)	-	_
	(3,616)	(4,082)	-	-
	47,210	47,274	64,020	(270,274)
6	(14,408)	(15,018)	_	_
26(b)	32,802	32,256	64,020	(270,274)
	Cents	Cents		
ng ity				
<b>37</b>	14.4	14.8		
<b>37</b>	14.2	14.8		
	4 5 17 5 6 26(b)	Notes \$'000  4 184,494 (47,936) (36,344) 5 (27,155)  17 - (13,756) 5 (4,940) (3,537) (3,616) 47,210 6 (14,408) 26(b) 32,802  Cents  19 19 19 19 19 19 19 19 19 19 19 19 19	Notes       \$'000       2008 \$'000         4       184,494 (47,936)       166,780 (44,844)         (36,344)       (33,837)         5       (27,155)       (21,910)         17       -       -         (13,756)       (9,290)         5       (4,940)       (3,164)         (3,537)       (2,379)         (3,616)       (4,082)         47,210       47,274         6       (14,408)       (15,018)         26(b)       32,802       32,256         Cents         Cents	Notes         2009 \$'000         2008 \$'000         2009 \$'000           4         184,494         166,780         14,020           (47,936)         (44,844)         -           (36,344)         (33,837)         -           5         (27,155)         (21,910)         -           17         -         -         50,000           (13,756)         (9,290)         -           5         (4,940)         (3,164)         -           (3,537)         (2,379)         -           (3,616)         (4,082)         -           47,210         47,274         64,020           6         (14,408)         (15,018)         -           26(b)         32,802         32,256         64,020           Cents

The above income statements should be read in conjunction with the accompanying notes.

# **Balance Sheets**

As at 30 June 2009

		Consolidated		Pare	ent entity
	Notes	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000
Assets			· · ·		
Current assets					
Cash and cash equivalents	7	52,583	59,426	_	_
Receivables	8	219,946	228,512	11,201	12,551
Customer loans	9	97,036	10,324	_	_
Inventories	10	5,019	2,891	_	_
Total current assets		374,584	301,153	11,201	12,551
Non-current assets					
Receivables	11	184,559	219,408	_	_
Customer loans	12	59,406	47,453	_	_
Plant and equipment	13	4,192	3,880	_	-
Deferred tax assets	14	7,356	6,183	1,014	1,521
Goodwill	15	79,876	50,159	_	-
Other intangible assets	16	14,453	8,053	_	_
Other financial assets	17	-	_	188,045	135,000
Total non-current assets		349,842	335,136	189,059	136,521
Total assets		724,426	636,289	200,260	149,072
Liabilities					
Current liabilities					
Payables	18	31,487	25,512	-	_
Borrowings	19	276,984	209,788	-	_
Current tax liability	20	4,376	8,194	3,846	6,694
Provisions	21	1,009	667	_	_
Total current liabilities		313,856	244,161	3,846	6,694
Non-current liabilities					
Borrowings	22	265,499	268,521	_	_
Deferred tax liabilities	23	25,470	24,630	_	_
Provisions	24	522	332	_	_
Total non-current liabilities		291,491	293,483	_	_
Total liabilities		605,347	537,644	3,846	6,694
Net assets		119,079	98,645	196,414	142,378
Equity					
Contributed equity	25	35,262	34,272	444,207	440,172
Reserves	26(a)	(2,963)	(3,624)	1,303	1,303
Retained profits	26(b)	86,780	67,997	(249,096)	(299,097
Total equity		119,079	98,645	196,414	142,378

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

# Statements of Changes in Equity

For the year ended 30 June 2009

	Cons	olidated	Pare	nt entity
Notes	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000
year	98,645	83,873	142,378	431,724
	269	(567)	_	_
26(a)	269	(567)	-	_
	32,802	32,256	64,020	(270,274)
e year	33,071	31,689	64,020	(270,274)
25	990	4,850	4,035	4,850
<b>27</b>	(14,019)	(23,922)	(14,019)	(23,922)
26(a)	392	2,155	-	-
	(12,637)	(16,917)	(9,984)	(19,072)
	119,079	98,645	196,414	142,378
	26(a) 25 27	2009 \$'000 year 98,645 269 26(a) 269 32,802 9 year 33,071 25 990 27 (14,019) 26(a) 392 (12,637)	Notes         \$000         \$000           year         98,645         83,873           269         (567)           26(a)         269         (567)           32,802         32,256           33,071         31,689           25         990         4,850           27         (14,019)         (23,922)           26(a)         392         2,155           (12,637)         (16,917)	Notes         2009 \$'000         2008 \$'000         2009 \$'000           year         98,645         83,873         142,378           269         (567)         -           26(a)         269         (567)         -           32,802         32,256         64,020           4 year         33,071         31,689         64,020           25         990         4,850         4,035           27         (14,019)         (23,922)         (14,019)           26(a)         392         2,155         -           (12,637)         (16,917)         (9,984)

The above statements of changes in equity should be read in conjunction with the accompanying notes.

# **Cash Flow Statements**

For the year ended 30 June 2009

	Con	solidated	Parei	nt entity
Notes	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000
Cash flows from operating activities				
Lease rentals received	401,510	396,546	_	_
Customer loan repayments received	80,708	19,570	_	_
Bank interest received	4,726	5,525	_	_
Other portfolio income and rental asset disposal proceeds	72,569	61,144	_	_
Payment to suppliers and employees	(338,170)	(352,833)	_	_
Customer loans advanced	(178,608)	(41,246)	-	_
Borrowing costs	(47,936)	(44,844)	-	_
Net increase in borrowings	55,572	18,550	_	_
Loss reserve payments	(6,398)	(17,804)	-	_
Dividend received	_	_	14,020	23,924
Taxation paid	(12,318)	(15,847)	-	(978)
Net cash inflow provided from operating activities 30	31,655	28,761	14,020	22,946
Cash flows from investing activities				
Payments for purchase of software and plant and equipment	(6,349)	(6,350)	_	_
Proceeds from disposals of plant and equipment	_	45	_	_
Loans to related parties	_	_	_	(3,874)
Purchase of shares held in the FlexiGroup Tax Deferred Employee Share Plan	_	_	(3,045)	_
Payments for purchase of Certegy business	(18,389)	_	_	_
Net cash (outflow) from investing activities	(24,738)	(6,305)	(3,045)	(3,874)
Cash flows from financing activities		<u> </u>		
Dividends paid	(14,019)	(19,072)	(14,019)	(19,072)
Share capital raised	_	_	3,044	_
Net cash (outflow) from financing activities	(14,019)	(19,072)	(10,975)	(19,072)
Net increase/(decrease) in cash and cash equivalents	(7,102)	3,384	_	_
Cash and cash equivalents at the beginning of the financial year	59,426	56,677	_	_
Effects of exchange rate changes on cash and cash equivalents	259	(635)	_	_
Cash and cash equivalents at end of year 7	52,583	59,426	-	_
Financing arrangements 22				

The above cash flow statements should be read in conjunction with the accompanying notes.

# Notes to the Financial Statements

Со	ntents	Page
1	Summary of significant accounting policies	47
2	Critical accounting estimates	56
3	Segment information	56
4	Revenue	57
5	Expenses	57
6	Income tax expense	58
7	Cash and cash equivalents	59
8	Current assets – Receivables	59
9	Current assets – Customer loans	59
10	Current assets – Inventories	60
11	Non-current assets – Receivables	60
12	Non-current assets – Customer loans	60
13	Non-current assets – Plant and equipment	61
14	Non-current assets – Deferred tax assets	62
15	Non-current assets – Goodwill	62
16	Non-current assets – Intangible assets	63
17	Non-current assets – Other financial assets	63
18	Current liabilities – Payables	64
19	Current liabilities – Borrowings	64
20	Current liabilities – Current tax liabilities	64
21	Current liabilities – Provisions	64
22	Non-current liabilities – Borrowings	65
23	Non-current liabilities – Deferred tax liabilities	66
24	Non-current liabilities – Provisions	66
25	Contributed equity	67
26	Reserves and retained profits	68
27	Dividends	69
28	Key Management Personnel disclosures	70
29	Capital and leasing commitments	72
30	Reconciliation of profit after income tax to net cash inflow from operating activities	73
31	Events occurring after balance date	73
32	Subsidiaries	74
33	Business combinations	74
34	Related party transactions	75
35	Remuneration of auditors	76
36	Contingencies	76
37	Earnings per share	77
38	Share-based payments	77
39	Financial risk management	81
40	Deed of Cross Guarantee	86

# 1. Summary of significant accounting policies

The principal accounting policies adopted in the preparation of the financial report are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated. The financial report includes separate financial statements for FlexiGroup Limited as an individual entity and the consolidated entity consisting of FlexiGroup Limited and its subsidiaries.

The following is a summary of the material accounting policies adopted by the consolidated entity in the preparation of the financial report. The accounting policies have been consistently applied, unless otherwise stated.

#### a. Basis of preparation

This general purpose financial report has been prepared in accordance with Australian equivalents to International Financial Reporting Standards (AIFRS), other authoritative pronouncements of the Australian Accounting Standards Board, Urgent Issues Group (UIG) interpretations and the *Corporations Act 2001*.

# Compliance with IFRS

The financial report of FlexiGroup Limited also complies with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB).

# Historical cost convention

These financial statements have been prepared under the historical cost convention, as modified by the revaluation of available-for-sale financial assets, financial assets and liabilities (including derivative instruments) at fair value through profit or loss, certain classes of property, plant and equipment and investment property.

#### Critical accounting estimates

The preparation of financial statements in conformity with AIFRS requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the Group's accounting policies. The areas involving a higher degree of judgement of complexity, or areas where assumptions and estimates are significant to the financial statements, are disclosed in note 2.

### b. Principles of consolidation

#### Subsidiaries

The consolidated financial statements incorporate the assets and liabilities of all subsidiaries of FlexiGroup Limited ("Company" or "parent entity") as at 30 June 2009 and the results of all the subsidiaries for the year then ended. FlexiGroup Limited and its subsidiaries together are referred to in this financial report as the Group or the consolidated entity.

Subsidiaries are all those entities (including special purpose entities) over which the Group has the power

to govern the financial and operational policies, generally accompanying a shareholding of more than one-half of the voting rights. The existence and effect of potential voting rights that are currently exercisable or convertible are considered when assessing whether the Group controls another entity.

Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are de-consolidated from the date that control ceases.

The purchase method of accounting is used to account for the acquisition of subsidiaries by the Group (refer to note 1(h).

Intercompany transactions, balances and unrealised gains on transactions between Group companies are eliminated. Unrealised losses are also eliminated unless the transaction provides evidence of the impairment of the asset transferred. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group.

Investments in subsidiaries are accounted for at cost in the individual financial statements of FlexiGroup Limited.

#### c. Segment reporting

The Group operates predominantly in one business segment (financial services) and one geographical segment (Australasia).

### d. Foreign currency translation

#### i. Functional and presentation currency

Items included in the financial statements of each of the Group's entities are measured using the currency of the primary economic environment in which the entity operates ("the functional currency"). The consolidated financial statements are presented in Australian dollars, which is FlexiGroup Limited's functional and presentation currency.

#### ii. Transactions and balances

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the income statement, except when they are deferred in equity as qualifying cash flow hedges and qualifying net investment hedges or are attributable to part of the net investments in foreign operations.

Translation differences on non-monetary financial assets and liabilities are reported as part of the fair value gain or loss. Translation differences on non-monetary financial assets and liabilities such as equities held at fair value through profit or loss are recognised in profit or loss as part of the fair value gain or loss. Translation differences on non-monetary financial assets such as equities classified as available-for-sale financial assets are included in the fair value reserve in equity.

Notes to the Financial Statements continued

# 1. Summary of significant accounting policies (continued)

#### iii. Group companies

The results and financial position of all the Group entities (none of which has the currency of a hyperinflationary economy) that have a functional currency different from the presentation currency are translated into the presentation currency as follows:

- assets and liabilities for each balance sheet presented are translated at the closing rate at the date of the balance sheet
- income and expenses for each income statement are translated at average exchange rates (unless this is not a reasonable approximation of the cumulative effect of the rates prevailing on the transaction dates, in which case income and expenses are translated at the dates of the transactions) and
- all resulting exchange differences are recognised as a separate component of equity

On consolidation, exchange differences arising from the translation of any net investment in foreign entities, and of borrowings and other financial instruments designated as hedges of such investments, are taken to shareholders' equity. When a foreign operation is sold or any borrowings forming part of the net investment are repaid, a proportionate share of such exchange differences are recognised in the income statement as part of the gain or loss on sale where applicable.

Goodwill and fair value adjustments arising on the acquisition of a foreign entity are treated as assets and liabilities of the foreign entities and translated at the closing rate.

# e. Revenue recognition

Revenue is measured at the fair value of the consideration received or receivable. Amounts disclosed as revenue are net of returns, trade allowances and amounts collected on behalf of third parties.

Revenue is recognised for the major business activities as follows:

# i. Lease finance interest revenue

Lease finance interest revenue is recognised by applying discount rates implicit in the leases to lease balances receivable at the beginning of each payment period.

Secondary lease income, including rental income on extended rental assets, is recognised when it is due on an accruals basis. Proceeds from the sale of rental assets are recognised upon disposal of the relevant assets.

# ii. Interest income on customer loans

Interest income on loans is recognised in the income statement using the effective interest method.

The effective interest method is a method of calculating the amortised cost of a financial asset and of allocation of the interest income over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial instrument or, when appropriate, a shorter period to the net carrying amount of the financial asset or financial liability. When calculating the effective interest rate, the Group estimates cash flows considering all contractual terms of the financial instrument but does not consider future credit losses.

#### iii. Equipment protection plan revenue

The Group operates an equipment protection and debt waiver plan entitled Protect Plan. Protect Plan revenue is recognised in the month it is due on an accruals basis. A provision for outstanding expected claims is recognised in the balance sheet for the cost of Protect Plan claims which have been incurred at year end, but have not yet been notified to the Group, or which have been notified to the Group but not yet paid.

#### iv. Mobile broadband revenue

Revenue relating to the sale of modems is recognised when the Group entity has delivered the goods to the dealer. Delivery does not occur until the products have been shipped to the specified location, the risks of obsolescence and loss have transferred to the dealer and the dealer has accepted the products. Revenue relating to the broadband contracts is recognised on an accruals basis over the life of the contract.

#### v. Cheque guarantee revenue

Revenue is recognised when the service associated with the guarantee has been provided on an accruals basis. All monthly fees are recognised in revenue in the month to which they relate.

vi. Interest income – bank accounts/loss reserves Interest income on bank and loss reserve balances is recognised on an accruals basis.

#### f. Government grants

Grants from the government are recognised at their fair value where there is reasonable assurance that the grant will be received and the group will comply with all the attached conditions.

Government grants relating to costs are deferred and recognised in the income statement over the period necessary to match them with the costs that they are intended to compensate.

Government grants relating to the purchase of property, plant and equipment are included in current and non-current liabilities as deferred income and are credited to the income statement on a straight-line basis over the expected lives of the related assets.

### g. Income tax

The income tax expense or revenue for the period is the tax payable on the current period's taxable income based on the national income tax rate for each jurisdiction adjusted by changes in deferred tax assets and liabilities attributable to temporary differences and to unused tax losses.

Deferred tax assets and liabilities are recognised for temporary differences at the tax rates expected to apply when the assets are recovered or liabilities are settled, based on those tax rates which are enacted or substantively enacted for each jurisdiction. The relevant tax rates are applied to the cumulative amounts of deductible and taxable temporary differences to measure the deferred tax asset or liability. An exception is made for certain temporary differences arising from the initial recognition of an asset or a liability. No deferred tax asset or liability is recognised in relation to these temporary differences if they arose in a transaction, other than a business combination, that at the time of the transaction did not affect either accounting or taxable profit or loss.

Deferred tax assets are recognised for deductible temporary differences and unused tax losses only if it is probable that future taxable amounts will be available to utilise those temporary differences and losses.

Deferred tax liabilities and assets are not recognised for temporary differences between the carrying amount and tax bases of investments in controlled entities where the parent entity is able to control the timing of the reversal of the temporary differences and it is probable that the differences will not reverse in the foreseeable future.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets and liabilities and when the deferred tax balances relate to the same taxation authority. Current tax assets and tax liabilities are offset where the entity has a legally enforceable right to offset and intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously.

Current and deferred tax balances attributable to amounts recognised directly in equity are also recognised directly in equity.

# Tax consolidation legislation

FlexiGroup Limited and its wholly-owned Australian controlled entities have implemented the tax consolidation legislation.

The head entity, FlexiGroup Limited, and the controlled entities in the tax consolidated group account for their own current and deferred tax accounts. These tax amounts are measured as if each entity in the tax consolidation was a stand-alone taxpayer in its own right.

In addition to its own current and deferred tax amounts, FlexiGroup Limited also recognises the current tax liabilities (assets) and the deferred tax assets arising from unused tax losses and unused tax credits assumed from controlled entities in the tax consolidation group.

Assets or liabilities arising under tax funding agreements with the tax consolidated entities are recognised as amounts receivable from or payable to other entities in the Group. Details about the tax funding agreement are disclosed in note 6. Any difference between the amounts assumed and amounts receivable or payable under the tax funding agreement are recognised as a contribution to (or distribution from) wholly-owned tax consolidation entities.

#### h. Business combinations

The purchase method of accounting is used to account for all business combinations, including business combinations involving entities or businesses under common control, regardless of whether equity instruments or other assets are acquired. Cost is measured as the fair value of the assets given, equity instruments issued or liabilities incurred or assumed at the date of exchange plus costs directly attributable to the acquisition. Where equity instruments are issued in an acquisition, the fair value of the instruments is their published market price as at the date of exchange unless, in rare circumstances, it can be demonstrated that the published price at the date of exchange is an unreliable indicator of fair value and that other evidence and valuation methods provide a more reliable measure of fair value. Transaction costs arising on the issue of equity instruments are recognised directly in equity.

Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date, irrespective of the extent of any minority interest. The excess of the cost of acquisition over the fair value of the Group's share of the identifiable net assets acquired is recorded as goodwill (refer to note 1(r)). If the cost of acquisition is less than the Group's share of the fair value of the identifiable net assets of the subsidiary acquired, the difference is recognised directly in the income statement, but only after a reassessment of the identification and measurement of the net assets acquired.

Where settlement of any part of cash consideration is deferred, the amounts payable in the future are discounted to their present value as at the date of exchange. The discount rate used is the entity's incremental borrowing rate, being the rate at which a similar borrowing could be obtained from an independent financier under comparable terms and conditions.

Notes to the Financial Statements continued

# 1. Summary of significant accounting policies (continued)

### i. Lease receivables - Group is lessor

The Group has classified its leases as finance leases for accounting purposes. Under a finance lease, substantially all the risks and benefits incidental to the ownership of the leased asset are transferred by the lessor to the lessees. The Group recognises at the beginning of the lease term an asset at an amount equal to the aggregate of the present value (discounted at the interest rate implicit in the lease) of the minimum lease payments and an estimate of the value of any unguaranteed residual value expected to accrue to the benefit of the Group at the end of the lease term.

#### i. Unearned interest

Unearned interest on leases and other receivables is brought to account over the life of the lease contract based on the interest rate implicit in the lease.

#### ii. Initial direct transaction costs

Initial direct costs (leases) or transaction costs (loans) incurred in the origination of leases and loans are included as part of receivables in the balance sheet and are amortised in the calculation of lease income and interest income.

#### i. Loan receivables

Loan receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They arise when the Group provides loans to customers via products such as personal loans and Certegy Ezi-Pay.

### k. Allowance for losses

The collectibility of lease and loan receivables is assessed on an ongoing basis. A provision is made for losses based on historical roll rates of arrears and the current delinquency position of the portfolio.

#### I. Trade receivables

Trade receivables are recognised initially at fair value and subsequently measured at amortised cost, using the effective interest rate method, less provision for impairment. Trade receivables are generally due for settlement within 30 days.

Collectibility of trade receivables is reviewed on an ongoing basis. Debts which are known to be uncollectible are written off by reducing the carrying amount directly. An allowance account (provision for impairment of trade receivables) is used when there is objective evidence that the Group will not be able to collect all amounts due according to the original terms of the receivables. Significant financial difficulties of the debtor, probability that the debtor will enter bankruptcy or financial reorganisation, and default or delinquency

in payments (more than 60 days overdue) are considered indicators that the trade receivable is impaired. The amount of the impairment allowance is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the original effective interest rate. Cash flows relating to short-term receivables are not discounted if the effect of discounting is immaterial.

The amount of the impairment loss is recognised in the income statement. When a trade receivable for which an impairment allowance had been recognised becomes uncollectible in a subsequent period, it is written off against the allowance account.

### m. Leases - used by the Group

Leases of property, plant and equipment where the Group has substantially all the risks and rewards of ownership are classified as finance leases. Finance leases are capitalised at the lease's inception at the lower of the fair value of the leased property or the present value of the minimum lease payments. The corresponding rental obligations, net of finance charges, are included in other long-term payables. Each lease payment is allocated between the liability and finance cost. The finance cost is charged to the income statement over the lease period so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period. The property, plant and equipment acquired under finance leases are depreciated over the shorter of the asset's useful life and the lease term.

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases (note 29). Payments made under operating leases (net of any incentives received from the lessor) are charged to the income statement on a straight-line basis over the period of the lease.

In the event of the Group sub-leasing any of its operating leases, the lease income is recognised on a straight-line basis over the lease term.

# n. Cash and cash equivalents

For cash flow statement presentation purposes, cash and cash equivalents includes cash on hand, deposits held at call with financial institutions, other short-term, highly liquid investments with original maturities of three months or less that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value, and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities on the balance sheet.

#### o. Investments

The Group classifies its investments in the following categories: financial assets at fair value through profit or loss, loans and receivables, held-to-maturity investments, and available-for-sale financial assets. The classification depends on the purpose for which the investments were acquired. Management determines the classification of its investments at initial recognition and, in the case of assets classified as held-to-maturity, re-evaluates this designation at each report date.

Financial assets at fair value through profit or loss
 Financial assets at fair value through profit or loss are financial assets held for trading which are acquired

principally for the purpose of selling in the short term with the intention of making a profit. Derivatives are also categorised as held for trading unless they are designated as hedges.

The Group had no assets in this category at 30 June 2009.

#### 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. They arise when the Group provides money, goods or services directly to a debtor with no intention of selling the receivables. They are included in current assets, except for those with maturities greater than 12 months after the balance sheet date (notes 8, 9, 11 and 12).

### iii. Held-to-maturity investments

Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and fixed maturities that the Group's management has the positive intention and ability to hold to maturity.

The Group had no assets in this category at 30 June 2009.

#### iv. Available-for-sale financial assets

Available-for-sale financial assets are non-derivatives that are either designated in this category or not classified in any of the other categories. They are included in non-current assets unless management intends to dispose of the investment within 12 months of the balance sheet date.

The Group had no assets in this category at 30 June 2009.

Regular purchases and sales of investments are recognised on trade-date (the date on which the Group commits to purchase or sell the asset). Investments are initially recognised at fair value plus transaction costs for all financial assets not carried at fair value through profit or loss. Financial assets carried at fair value through profit or loss are initially recognised at fair value and transaction costs are expensed in the income statement. Financial assets are derecognised when the rights to receive cash flows from the financial assets have expired or have been transferred and the Group has transferred substantially all the risks and rewards of ownership.

Available-for-sale financial assets and financial assets at fair value through profit and loss are subsequently carried at fair value. Loans and receivables and held-to-maturity investments are carried at amortised cost using the effective interest method. Gains or losses arising from changes in the fair value of the "financial assets at fair value through profit or loss" category, including interest and dividend income, are presented in the income statement within other income or other expenses in the period in which they arise.

Changes in fair value of monetary securities denominated in a foreign currency and classified as available-for-sale are analysed between translation differences resulting from changes in amortised cost of the security and other changes in the carrying amount of the security. The translation differences are recognised in profit or loss and other changes in carrying amount are recognised in equity. Changes in the fair value of other monetary and non-monetary securities classified as available-for-sale are recognised in equity. When securities classified as available-for-sale are sold or impaired, the accumulated fair value adjustments recognised in equity are included in the income statement as gains and losses from investment securities.

The fair values of quoted investments are based on current bid prices. If the market for a financial asset is not active (and for unlisted securities), the Group establishes fair value by using valuation techniques. These include the use of recent arm's length transactions, reference to other instruments that are substantially the same, discounted cash flow analysis, and option pricing models making maximum use of market inputs and relying as little as possible on entity-specific inputs.

The Group assesses at each balance date whether there is objective evidence that a financial asset or group of financial assets is impaired. In the case of equity securities classified as available-for-sale, a significant or prolonged decline in the fair value of a security below its cost is considered in determining whether the security is impaired. If any such evidence exists for available-for-sale financial assets, the cumulative loss (measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that financial asset previously recognised in profit and loss) is removed from equity and recognised in the income statement. Impairment losses recognised in the income statement on equity instruments classified as available-for-sale are not reversed through the income statement.

### p. Inventories

#### i. Rental equipment

Rental equipment is carried at the lower of cost and net realisable value and comprises returned rental equipment and items remaining on rental after the end of the contractual rental period. Notes to the Financial Statements continued

# 1. Summary of significant accounting policies (continued)

### ii. Mobile broadband stock

Mobile broadband stock is stated at the lower of cost and net realisable value.

#### q. Plant and equipment

Plant and equipment is stated at historical cost less depreciation. Historical cost includes expenditure that is directly attributable to the acquisition of the items. Cost may also include transfers from equity of any gains/losses on qualifying cash flow hedges of foreign currency purchases of plant and equipment.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All repairs and maintenance are charged to the income statement during the reporting period in which they are incurred.

Depreciation is calculated using the diminishing value method to allocate their cost or revalue amounts, net of their residual values, over their estimated useful lives, as follows:

Depreciable assets	Depreciation rate
Plant and equipment	20-40

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at each balance sheet date.

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

Gains and losses on disposals are determined by comparing proceeds with the carrying amount of the asset disposed. These are included in the income statement.

#### r. Intangibles

#### i. Goodwill

Goodwill represents the excess of the cost of an acquisition over the fair value of the Group's share of the net identifiable assets of the acquired subsidiary at the date of acquisition. Goodwill on acquisitions of subsidiaries is included in intangible assets. Goodwill is not amortised. Instead, goodwill is tested for impairment annually or more frequently if events or changes in circumstances indicate that it might be impaired, and is carried at cost less accumulated impairment losses. Gains and losses on the disposal of an entity include the carrying amount of goodwill relating to the entity sold.

#### ii. Software

Costs incurred on software development projects (relating to the design and testing of new or improved software products) are recognised as intangible assets when it is probable that the project will be a success considering its commercial and technical feasibility and its costs can be measured reliably. The expenditure capitalised comprises all directly attributable costs, including direct labour. Other development expenditures that do not meet these criteria are recognised as an expense as incurred. Capitalised development costs are recorded as an intangible asset and amortised from the point at which the asset is ready for use over its useful life, which is assessed at 2.5 to 5 years.

#### iii. Contractual payments for access rights

Payments to dealers or dealer groups that result in the group acquiring a preference to supply services are capitalised as intangible assets, and amortisation commences from the start of the supply service period. The carrying value is tested for impairment annually or more frequently if events or changes in circumstances indicate it might be impaired.

#### iv. Merchant relationships

Merchant relationships acquired as part of a business combination are recognised separately from goodwill. The assets are measured at fair value at the date of acquisition less accumulated amortisation and impairment losses. Amortisation is calculated based on the timing of the projected cash flows of the relationships, generally 5 years.

# v. Credit software

Credit software assets acquired as part of a business combination represent software to assist in the assessment of the credit-worthiness of customers. The assets are measured at fair value at the date of acquisition less accumulated amortisation and impairment losses. Amortisation is calculated based on the expected useful life of the software, generally 4 years.

# s. Impairment of assets

Goodwill and intangible assets that have an indefinite useful life are not subject to amortisation and are tested annually for impairment, or more frequently if events or changes in circumstances indicate that they might be impaired. Other assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purpose of assessing impairment, assets are grouped at the lowest levels for which there are

separately identifiable cash inflows which are largely independent of the cash inflows from other assets or groups of assets (cash generating units). Non-financial assets other than goodwill that suffered an impairment are reviewed for possible reversal of the impairment at each reporting date.

#### t. Trade and other payables

These amounts represent liabilities for goods and services provided to the Group prior to the financial year which are unpaid. The amounts are unsecured and are usually paid within 30 days of recognition.

#### u. Borrowings

Borrowings are initially recognised at fair value, net of transaction costs incurred. Borrowings are subsequently measured at amortised cost. Any difference between the proceeds (net of transaction costs) and the redemption amount is recognised in the income statement over the period of the borrowings using the effective interest method. Fees paid on the establishment of loan facilities, which are not an incremental cost relating to the actual draw-down of the facility, are recognised as prepayments and amortised on a straight-line basis over the term of the facility.

Borrowings are removed from the balance sheet when the obligation specified in the contract is discharged, cancelled or expired. The difference between the carrying amount of a financial liability that has been extinguished or transferred to another party and the consideration paid, including any non-cash assets transferred or liabilities assumed, is recognised in other income or other expenses.

Borrowings are classified as current liabilities unless the Group has an unconditional right to defer settlement of the liability for at least 12 months after the balance sheet date

# v. Borrowing costs

Borrowing costs are expensed.

#### w. Provisions

Provisions for legal claims and service warranties are recognised when the Group has a present legal or constructive obligation as a result of past events if it is probable that an outflow of resources will be required to settle the obligation, and the amount has been reliably estimated. Provisions are not recognised for future operating losses.

Where there are a number of similar obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. A provision is recognised even if the likelihood of an outflow with respect to any one item included in the same class of obligations may be small.

Provisions are measured at the present value of management's best estimate of the expenditure required to settle the present obligation at the balance sheet date. The discount rate used to determine the present value reflects current market assessments of the value of money and the risks specific to the liability. The increase in the provision due to the passage of time is recognised as interest expense.

#### x. Employee benefits

i. Wages and salaries, annual leave and sick leave Liabilities for wages and salaries, including non-monetary benefits, annual leave and accumulating vesting sick leave expected to be settled within 12 months of the reporting date are recognised in other payables in respect of employees' services up to the reporting date and are measured at the amounts expected to be paid when the liabilities are settled.

#### ii. Long service leave

The liability for long service leave is recognised in the provision for employee benefits and measured as the present value of expected future payments to be made in respect of services provided by employees up to the reporting date using the projected unit credit method. Consideration is given to expected future wage and salary levels, experience of employee departures and periods of service. Expected future payments are discounted using market yields at the reporting date on national government bonds with terms to maturity and currency that match as closely as possible the estimated future cash outflows.

# iii. Profit-sharing and bonus plans

The Group recognises a provision where contractually obliged or where there is a past practice that has created a constructive obligation.

# iv. Share-based payments

Share-based compensation benefits are provided to certain employees. Information relating to these schemes is set out in note 38.

The fair value of such instruments is recognised as an expense with a corresponding increase in equity. The fair value is measured at grant date and recognised over the period during which the relevant party becomes unconditionally entitled to the instruments.

Fair values at grant date are independently determined using a binomial tree option pricing methodology that takes into account the exercise price, the term of the options, the impact of dilution, the share price at grant date and expected price volatility of the underlying share, the expected dividend yield and the risk-free interest rate for the term of the options.

Notes to the Financial Statements continued

# 1. Summary of significant accounting policies (continued)

The fair value of the instruments granted is adjusted to reflect market vesting conditions, but excludes the impact of any non-market vesting conditions (for example, profitability and sales growth targets). Non-market vesting conditions are included in assumptions about the number and value of instruments that are expected to become exercisable. The share-based payment expense recognised each period takes into account the most recent estimate.

Upon the exercise of instruments, the balance of the share-based payments reserve relating to those instruments is transferred to share capital and the proceeds received (if any), net of any directly attributable transaction costs, are credited to share capital.

#### y. Contributed equity

Ordinary shares are classified as equity.

Incremental costs directly attributable to the issue of new shares or options are shown in equity as a deduction, net of tax, from the proceeds.

If the entity reacquires its own equity instruments, e.g. as the result of a share buy-back, those instruments are deducted from equity and the associated shares are cancelled. No gain or loss is recognised in the profit or loss and the consideration paid including any directly attributable incremental costs (net of income taxes) is recognised directly in equity.

## z. Dividends

Provision is made for the amount of any dividend declared, being appropriately authorised and no longer at the discretion of the entity, on or before the end of the financial year but not distributed at balance date.

# aa. Earnings per share

# i. Basic earnings per share

Basic earnings per share is calculated by dividing the profit attributable to equity holders of the Company, excluding any costs of servicing equity other than ordinary shares, by the weighted average number of ordinary shares outstanding during the financial year, adjusted for bonus elements in ordinary shares issued during the year.

#### ii. Diluted earnings per share

Diluted earnings per share adjusts the figures used in the determination of basic earnings per share to take into account the after income tax effect of interest and other financing costs associated with dilutive potential ordinary shares and the weighted average number of shares assumed to have been used for no consideration in relation to dilutive potential ordinary shares.

#### ab. Goods and Services Tax (GST)

Revenues, expenses and assets are recognised net of the amount of associated GST, unless the GST incurred is not recoverable from taxation authorities. In this case it is recognised as part of the cost of acquisition of the asset or as part of the expense.

In the balance sheets receivables and payables are stated inclusive of the amount of GST receivable or payable, with the exception of lease receivables, which are shown net of GST on the rentals not yet due. The net amount of GST recoverable from, or payable to, the taxation authority is included with other receivables or payables in the balance sheet.

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

#### ac. Rounding of amounts

The Company is of a kind referred to in Class Order 98/100, issued by the Australian Securities and Investments Commission, relating to the "rounding off" of amounts in the financial report. Amounts in the financial report have been rounded off in accordance with that Class Order to the nearest thousand dollars.

# ad. New accounting standards and UIG interpretations

Certain new accounting standards and UIG interpretations have been published that are not mandatory for 30 June 2009 reporting periods. The Group and the parent entity's assessment of the impact of these new standards and interpretations is set out below.

# AASB 8 Operating Segments and AASB 2007-3 Amendments to Australian Accounting Standards arising from AASB 8 (effective 1 January 2009)

AASB 8 and AASB 2007-3 are effective for annual reporting periods commencing on or after 1 January 2009. AASB 8 will result in a significant change in the approach to segment reporting, as it requires adoption of a "management approach" to reporting on the financial performance. The information being reported will be based on what the key decision-makers use internally for evaluating segment performance and deciding how to allocate resources to operating segments. Application of AASB 8 may result in different segments, segment results and different types of information being reported in the segment note of the financial report. However, it will not affect any of the amounts recognised in the financial statements. The Group will apply the revised standard from 1 July 2009.

## Revised AASB 101 Presentation of Financial Statements and AASB 2007-8 Amendments to Australian Accounting Standards arising from AASB 101 (effective 1 January 2009)

The revised AASB 101 that was issued in September 2007 is applicable for annual reporting periods beginning on or after 1 January 2009. It requires the presentation of a statement of comprehensive income and makes changes to the statement of changes in equity but will not affect any of the amounts recognised in the financial statements. If an entity has made a prior period adjustment or a reclassification of items in the financial statements, it will also need to disclose a third balance sheet (statement of financial position), this one being as at the beginning of the comparative period. The Group will apply the revised standard from 1 July 2009.

# AASB 2008-1 Amendments to Australian Accounting Standard – Share-based Payments: Vesting Conditions and Cancellations (effective 1 January 2009)

AASB 2008-1 was issued in February 2008 and will become applicable for annual reporting periods beginning on or after 1 January 2009. The revised standard clarifies that vesting conditions are service conditions and performance conditions only and that other features of a share-based payment are not vesting conditions. It also specifies that all cancellations, whether by the entity or by other parties, should receive the same accounting treatment. The Group will apply the revised standard from 1 July 2009, but it is not expected to affect the accounting for the Group's share-based payments.

# Revised AASB 3 Business Combinations, AASB 127 Consolidated and Separate Financial Statements and AASB 2008-3 Amendments to Australian Accounting Standards arising from AASB 3 and AASB 127 (effective 1 July 2009)

The revised AASB 3 continues to apply the acquisition method to business combinations, but with some significant changes. For example, all payments to purchase a business are to be recorded at fair value at the acquisition date, with contingent payments classified as debt subsequently remeasured through the income statement. There is a choice on an acquisition-by-acquisition basis to measure the non-controlling interest in the acquiree either at fair value or at the non-controlling interest's proportionate share of the acquiree's net assets. All acquisition related costs must be expensed. This is different to the Group's current policy which is set out in note 1(h) above.

The revised AASB 127 requires the effects of all transactions with non-controlling interests to be recorded in equity if there is no change in control and these transactions will no longer result in goodwill or gains and losses, see note 1(b). The standard also specifies the accounting when control is lost. Any remaining interest in the entity is remeasured to fair value, and a gain or loss is recognised in profit or loss. Under the

Group's current accounting policy, the retained interest in the carrying amount of the former subsidiary's assets and liabilities becomes the cost of investment. If the investment is accounted for as an available-for-sale financial asset, it is subsequently revalued to fair value; however, any revaluation gain or loss is recognised in the available-for-sale investments revaluation reserve.

The Group will apply the revised standards prospectively to all business combinations and transactions with non-controlling interests from 1 July 2009.

# Revised AASB 123 Borrowing Costs and AASB 2007-6 Amendments to Australian Accounting Standards arising from AASB 123 (effective 1 January 2009)

The revised AASB 123 has removed the option to expense all borrowing costs and when adopted will require the capitalisation of all borrowing costs directly attributable to the acquisition, construction or production of a qualifying asset. The Group will apply this standard from 1 July 2009, however, there will be no impact on the financial report of the Group, as the Group does already capitalise borrowing costs relating to qualifying assets.

# AASB 2008-6 Further Amendments to Australian Accounting Standards arising from the Annual Improvements Project (effective 1 July 2009)

The amendments to AASB 5 Discontinued Operations and AASB 1 First-Time Adoption of Australian Equivalents to International Financial Reporting Standards are part of the IASB's annual improvements project published in May 2008. They clarify that all of a subsidiary's assets and liabilities are classified as held-for-sale if a partial disposal sale plan results in loss of control. Relevant disclosures should be made for this subsidiary if the definition of a discontinued operation is met. The Group will apply the amendments prospectively to all partial disposals of subsidiaries from 1 July 2009.

# AASB 2008-7 Amendments to Australian Accounting Standards Cost of an Investment in a Subsidiary, Jointly Controlled Entity or Associate (effective 1 July 2009)

In July 2008, the AASB approved amendments to AASB 1 First-Time Adoption of International Financial Reporting Standards and AABS 127 Consolidated and Separate Financial Statements. The Group will apply the revised rules prospectively from 1 July 2009. After that date, all dividends received from investments in subsidiaries, jointly controlled entities or associates will be recognised as revenue, even if they are paid out of pre-acquisition profits, but the investments may need to be tested for impairment as a result of the dividend payment. Under the entity's current policy, these dividends are deducted from the cost of the investment. Furthermore, when a new intermediate parent entity is created in internal reorganisations, it will measure its investment in subsidiaries at the carrying amounts of the net assets of the subsidiary rather than the subsidiary's fair value.

# 1. Summary of significant accounting policies (continued)

# AASB 2008-8 Amendment to IAS 39 Amendment to Australian Accounting Standards Eligible Hedged Items (effective 1 July 2009)

AASB 2008-8 amends AASB 139 Financial Instruments: Recognition and Measurement and must be applied retrospectively in accordance with AASB 108 Accounting Policies, Changes in Accounting Estimates and Errors. The amendment makes two significant changes. It prohibits designating inflation as a hedgeable component of a fixed rate debt. It also prohibits including time value in the one-sided hedged risk when designating options as hedges. The Group will apply the amended standard from 1 July 2009. It is not expected to have a material impact on the Group's financial statements.

# AASB Interpretation 16 Hedges of a Net Investment in a Foreign Operation (effective 1 October 2008)

AASB-I 16 clarifies which foreign currency risks qualify as hedged risk in the hedge of a net investment in a foreign operation and that hedging instruments may be held by any entity or entities within the group. It also provides guidance on how an entity should determine the amounts to be reclassified from equity to profit or loss for both the hedging instrument and the hedged item. The Group will apply the interpretation prospectively from 1 July 2009, however, it is not expected to impact the Group as it currently has no such hedges.

# AASB Interpretation 17 Distribution of Non-cash Assets to Owners and AASB 2008-13 Amendments to Australian Accounting Standards arising from AASB Interpretation 17 (effective 1 July 2009)

AASB-I 17 applies to situations where an entity pays dividends by distributing non-cash assets to its shareholders. These distributions will need to be measured at fair value and the entity will need to recognise the difference between the fair value and the carrying amount of the distributed assets in the income statement on distribution. This is different to the Group's current policy which is to measure distributions of non-cash assets at their carrying amounts. The interpretation further clarifies when a liability for the dividend must be recognised and that it is also measured at fair value. The Group will apply the interpretation prospectively from 1 July 2009, however, it is not expected to have any impact on the financial statements.

#### 2. Critical accounting estimates

Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that may have a financial impact on the entity and that are believed to be reasonable under the circumstances.

#### Critical accounting estimates and assumptions

The Group makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amount of assets and liabilities within the next financial year are discussed below.

#### Estimation of unguaranteed residuals on leases

The Group estimates the value of unguaranteed lease residuals based on its prior experience for similar contracts

#### ii. Allowance for losses

The Group estimates losses incurred on its loans and lease receivables in accordance with the policy set out in note 1(k).

#### iii. Resetting of the Group's tax cost base

As a result of the creation of a new tax consolidation Group on 11 December 2006 following the acquisition of Flexirent Holdings Pty Limited by FlexiGroup Subco Pty Limited, the Group is required to reset for taxation purposes the tax cost base of each of its assets. In order to complete this task, the Group is in the process of obtaining formal valuation of each asset, as well as tax advice on the process for resetting the tax cost base. It is possible that the Group will also seek a private ruling from the Australian Taxation Office before resetting its tax cost base.

At this time it is not possible to quantify the impact of resetting the tax base, however, based on information currently available to the Directors, it is unlikely that a loss will arise, and it is possible that a one-off gain will arise for the Group. Any adjustment arising from the impact of resetting the tax cost base will be recognised when the Directors are satisfied that the adjustment is probable.

# iv. Assessment of impairment of goodwill and investment in subsidiaries

Under the accounting standards, the Group is required to perform an annual assessment as to whether there has been any impairment of its goodwill. In addition, the Group is required to perform an impairment assessment of other assets in the event it identifies an indicator of impairment. Details of the basis of performance of the assessment are set out in notes 15 and 17 respectively.

# 3. Segment information

The Group operates predominantly in one business segment (financial services) and one geographical segment (Australasia).

- Credit software

Bad debts written off

Movement in allowance for losses

Losses on loans and receivables

Total depreciation and amortisation expenses

4. Revenue				
	Cons	solidated	Pare	nt entity
	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000
From continuing operations				
Gross interest and finance lease income	136,271	135,184	_	-
Amortisation of initial direct transaction costs (note 1(i),(ii))	(25,422)	(25,287)	-	_
Interest on leases and loan receivables	110,849	109,897	-	_
Other portfolio income	67,517	49,843	_	_
Other revenue				
Interest income – Banks	4,726	5,525	_	_
Dividend income	-	-	14,020	23,924
Sundry income	1,402	1,515	-	_
	184,494	166,780	14,020	23,924
5. Expenses				
	Cons	solidated	Pare	nt entity
	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000
Profit before income tax includes the following specific expenses:				
Depreciation				
– Plant and equipment	1,427	979	-	_
Amortisation				
- Software	2,790	2,185	_	-
- Merchant relationships	573	-	-	_

150

3,164

20,525

1,385

21,910

4,940

22,990

4,165

27,155

## 6. Income tax expense

	Consolidated		Parent entity	
	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000
(a) Income tax expense				
Current tax	14,583	14,806	(507)	(507)
Deferred tax	(175)	212	507	507
	14,408	15,018	-	_
Income tax expense is attributable to:				
Profit from continuing operations	14,408	15,018	_	_
Aggregate income tax expense	14,408	15,018	-	_
Deferred income tax (revenue) expense included in income tax expense comprises:				
Decrease/(increase) in deferred tax assets (note 14)	(1,015)	(83)	507	507
(Decrease)/increase in deferred tax liabilities (note 23)	840	295	-	_
	(175)	212	507	507
(b) Numerical reconciliation of income tax expense				
to prima facie tax payable  Profit from continuing operations before income tax	47,210	47,274	64,020	(270,274)
	47,210 14,163	47,274 14,182	64,020 19,206	(270,274)
Profit from continuing operations before income tax	•	· · · · · · · · · · · · · · · · · · ·	*	
Profit from continuing operations before income tax  Tax at the Australian tax rate of 30% (2008: 30%)  Tax effect of amounts which are not deductible (taxable)	•	· · · · · · · · · · · · · · · · · · ·	*	
Profit from continuing operations before income tax  Tax at the Australian tax rate of 30% (2008: 30%)  Tax effect of amounts which are not deductible (taxable) in calculating taxable income:	14,163	14,182	*	(81,082)
Profit from continuing operations before income tax  Tax at the Australian tax rate of 30% (2008: 30%)  Tax effect of amounts which are not deductible (taxable) in calculating taxable income:  Share-based payments	14,163	14,182	19,206	
Profit from continuing operations before income tax  Tax at the Australian tax rate of 30% (2008: 30%)  Tax effect of amounts which are not deductible (taxable) in calculating taxable income:  Share-based payments  Non-taxable intergroup dividends	14,163	14,182	19,206 - (4,206)	(81,082) – (7,177)
Profit from continuing operations before income tax  Tax at the Australian tax rate of 30% (2008: 30%)  Tax effect of amounts which are not deductible (taxable) in calculating taxable income:  Share-based payments  Non-taxable intergroup dividends  Impairment of investment in subsidiaries	14,163 118 - -	14,182	19,206 - (4,206)	(81,082) - (7,177)
Profit from continuing operations before income tax  Tax at the Australian tax rate of 30% (2008: 30%)  Tax effect of amounts which are not deductible (taxable) in calculating taxable income:  Share-based payments  Non-taxable intergroup dividends  Impairment of investment in subsidiaries  Amortisation of intangibles	14,163 118 - - 172	14,182 647 - -	19,206 - (4,206)	(81,082) - (7,177)
Profit from continuing operations before income tax  Tax at the Australian tax rate of 30% (2008: 30%)  Tax effect of amounts which are not deductible (taxable) in calculating taxable income:  Share-based payments  Non-taxable intergroup dividends  Impairment of investment in subsidiaries  Amortisation of intangibles	14,163 118 - - 172 (45)	14,182 647 - - - 104	19,206 - (4,206)	(81,082) - (7,177)

# (c) Tax consolidation legislation

FlexiGroup Limited and its wholly-owned Australian controlled entities implemented the tax consolidation legislation from December 2006. The accounting policy on implementation of the legislation is set out in note 1(g).

On adoption of the tax consolidation legislation, the entities in the tax consolidated group entered into a tax sharing-agreement which, in the opinion of the Directors, limits the joint and several liability of the wholly-owned entities in the case of a default by the head entity, FlexiGroup Limited.

The entities have also entered into a tax funding agreement under which the wholly-owned entities fully compensate FlexiGroup Limited for any current tax payable assumed and are compensated by FlexiGroup Limited for any current tax receivable and deferred tax assets relating to the unused tax losses or unused tax credits that are transferred to FlexiGroup Limited under the tax consolidation legislation. The funding amounts are determined by reference to the amounts recognised in the wholly-owned entities' financial statements.

The amounts receivable/payable under the tax funding agreement are due upon receipt of the funding advice from the head entity which is issued as soon as practicable after the end of the financial year. The head entity may also require payment of interim funding amounts to assist with its obligations to pay tax instalments. The funding amounts are recognised as current inter-company receivables (note 8).

# 7. Cash and cash equivalents

	Consolidated		Parent entity	
	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000
Cash at bank and on hand	52,583	59,426	-	_
Reconciliation to cash at the end of the year				
The above figures reconcile to cash at the end of the financial year, as shown in the statement of cash flows, as follows:				
Balances as above	52,583	59,426	-	_
Balances per statement of cash flows	52,583	59,426	-	_

The weighted average interest rate on this balance is 2.96% (2008: 7.00%).

Included in cash at bank are amounts of \$15.9 million (2008: \$13.2 million) which are held as part of the Group's funding arrangements and are not available to the Group.

# 8. Current assets - Receivables

	Consolidated		Paren	t entity
	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000
Lease receivables				
Gross rental receivables	276,116	312,263	_	-
Guaranteed residuals	550	640	_	-
Unguaranteed residuals	7,547	9,290	-	-
Unearned income	(83,180)	(112,223)	_	-
Unamortised initial direct transaction costs	20,261	21,238	_	-
Net lease receivables	221,294	231,208	-	_
Allowance for losses	(5,148)	(3,627)	_	-
	216,146	227,581	_	_
Other debtors	3,800	931	_	-
Inter-company receivables	_	-	11,201	12,551
	219,946	228,512	11,201	12,551

# 9. Current assets - Customer loans

	Consc	Consolidated		entity
	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000
Loan receivables	99,403	10,719	-	_
Allowance for losses	(2,367)	(395)	-	-
	97,036	10,324	-	_

Notes to the Financial Statements continued

# 10. Current assets - Inventories

	Consolidated		P	arent entity
	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000
Returned rental equipment	46	79	_	_
Extended rental assets	3,012	2,812	-	_
Mobile broadband stock	1,961	-	-	_
	5,019	2,891	_	_

# 11. Non-current assets – Receivables

	Consolidated		Parent en	
	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000
Lease receivables				
Gross rental receivables	212,597	264,920	-	_
Guaranteed residuals	1,449	1,567	-	-
Unguaranteed residuals	4,546	11,341	-	-
Unearned income	(40,065)	(65,944)	-	-
Unamortised initial direct transaction costs	10,439	11,173	-	_
Net lease receivables	188,966	223,057	-	_
Allowance for losses	(4,407)	(3,649)	-	-
	184,559	219,408	_	_

# 12. Non-current assets - Customer loans

	Consolidated		Parent entity	
	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000
Loan receivables	61,219	49,352	-	_
Allowance for losses	(1,813)	(1,899)	-	_
	59,406	47,453	-	_

# (a) Fair values

The fair values and carrying values of non-current receivables and loans of the Group approximate the carrying amount stated above based on the implicit rates in the underlying contracts.

# (b) Credit risk

The Group's exposure to credit risk is set out in note 39.

# 13. Non-current assets – Plant and equipment

	Consolidated \$'000	Parent entity \$'000
Plant and equipment		
Year ended 30 June 2008		
Opening net book amount	3,325	_
Exchange differences	(4)	-
Additions	1,570	_
Disposals	(32)	_
Depreciation charge	(979)	_
Closing net book amount	3,880	_
At 30 June 2008		
Cost	8,752	-
Accumulated depreciation	(4,872)	_
Net book amount	3,880	-
Year ended 30 June 2009		
Opening net book amount	3,880	-
Exchange differences	(32)	_
Purchase of Certegy business (note 33)	437	-
Additions	1,659	-
Disposals	(325)	-
Depreciation charge	(1,427)	-
Closing net book amount	4,192	_
At 30 June 2009		
Cost	7,557	-
Accumulated depreciation	(3,365)	_
Net book amount	4,192	_

### 14. Non-current assets - Deferred tax assets

	Consc	olidated	Paren	entity
	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000
The balance comprises temporary differences attributable	le to:			
Amounts recognised in profit or loss				
Doubtful debts	3,769	2,583	_	_
Employee entitlements	1,781	1,418	_	_
Provisions	792	661	_	-
IPO expenses	1,014	1,521	1,014	1,521
Total deferred tax assets	7,356	6,183	1,014	1,521
Movements				
Opening balance at 1 July	6,183	6,100	1,521	2,028
Credited/(charged) to the income statement	1,015	83	(507)	(507)
Asset recognised on acquisition of Certegy business	158	_	_	_
Closing balance at 30 June	7,356	6,183	1,014	1,521
Deferred tax assets to be recovered within 12 months	5,000	2,486	507	507
Deferred tax assets to be recovered after more than 12 months	2,356	3,697	507	1,014
	7,356	6,183	1,014	1,521

# 15. Non-current assets - Goodwill

	Consolidated		Parent entity	
	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000
Goodwill				
Goodwill at 1 July	50,159	50,159	_	_
Acquisition of subsidiary (note 33)	29,717	_	-	_
Balance at 30 June	79,876	50,159	_	_

The Group is required to test the balance of goodwill annually for impairment. Impairment would arise if the recoverable amount of the goodwill were lower than its carrying amount. The recoverable amount of the goodwill for this purpose is the higher of its value in use or its fair value. Currently the Group performs this assessment based on fair value calculations. The Group refers to the share price of the company as traded on the Australian Securities Exchange to assess the fair value calculation. Based on recent trading in the Group's shares, no impairment arises. If the share price of the Company were to trade consistently below 50 cents for a period, the Company would be required to consider performing a value-in-use calculation to determine if an impairment arose.

# 16. Non-current assets – Intangible assets

	Consc	olidated	Parent entity	
	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000
Software				
Balance at 1 July	7,053	4,446	-	-
Acquisition of subsidiary	351	_	-	-
Additions	4,691	4,792	-	-
Exchange differences	(22)	_	-	-
Disposals	(307)	_	-	-
Amortisation charge	(2,790)	(2,185)	-	-
Balance at 30 June	8,976	7,053	-	_
Access rights				
Balance at 1 July (note 1(r)(iii))	1,000	1,000	-	_
Balance at 30 June	1,000	1,000	-	_
Merchant relationships				
Balance at 1 July	_	_	-	_
Purchase of Certegy business (note 33)	4,300	_	-	_
Amortisation charge	(573)	_	-	-
Balance at 30 June	3,727	-	-	_
Credit software				
Balance at 1 July	_	-	_	_
Purchase of Certegy business (note 33)	900	_	_	_
Amortisation charge	(150)	_	_	_
Balance at 30 June	750	-	-	_
	14,453	8,053	_	_

# 17. Non-current assets – Other financial assets

	Consolidated		Pare	nt entity
	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000
Investment in subsidiary (note 32)	-	-	429,198	429,198
Allowance for impairment				
Opening balance	_	_	294,198	_
Impairment charge recognised in 2008	_	_	_	294,198
Reversal of impairment charge in 2009	_	_	(50,000)	-
Closing balance	_	-	244,198	294,198
Net investment in subsidiary	_	_	185,000	135,000
Shares held in Trust under the FlexiGroup Tax				
Deferred Employee Share Plan	-	_	3,045	_
	_	_	188,045	135,000

The recoverable amount of the investment in subsidiaries was determined as the value in use of the subsidiaries to the Group which was assessed to be the higher of the fair value of the asset and its value in use. The value-in-use calculation used cash flow projections for 2010 and beyond this period extrapolated these cash flows using an estimated growth rate of 3.5%. The valuation has been performed using a discount rate of between 14.5% and 15.5%.

Notes to the Financial Statements continued

# 18. Current liabilities - Payables

	Consolidated		P	Parent entity	
	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000	
Trade and other payables	31,487	25,512	-	_	
	31,487	25,512	-	_	

# 19. Current liabilities – Borrowings

	Consolidated		Parent entity	
	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000
Secured				
Loan advances – secured	308,109	235,140	-	-
Total secured current borrowings	308,109	235,140	-	_
Loss reserve	(31,125)	(25,352)	-	_
Total current borrowings	276,984	209,788	-	_

# Assets pledged as security

The loans are secured by rentals and payments receivable in respect of the underlying lease and loan receivable contracts.

Under the terms of the funding arrangements, some of the funders retain a part of the gross amount funded as security against credit losses on the underlying leases. This amount is referred to as a loss reserve and represents a reduction in the amount borrowed.

# 20. Current liabilities - Current tax liabilities

	Cons	Consolidated		Parent entity	
	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000	
Income tax	4,376	8,194	3,846	6,694	

# 21. Current liabilities - Provisions

	Consolidated		Parent entity	
	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000
Protect plan provision				
Carrying amount at beginning of the year	667	554	-	-
Provisions made during the year	33	113	_	-
Carrying amount at end of the year	700	667	-	_
Employee benefits				
Long service leave provision	309	-	-	-
	1,009	667	_	_

For a description of the nature of the protect plan provision refer to note 1(e)(iii)).

# 22. Non-current liabilities - Borrowings

	Consolidated		Parent entity	
	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000
Secured				
Loan advances – secured	283,645	286,042	-	_
Total secured non-current borrowings	283,645	286,042	-	_
Loss reserve	(18,146)	(17,521)	-	-
Total non-current borrowings	265,499	268,521	-	_

Refer to note 19 for detail on assets pledged as security.

# **Financing arrangements**

Unrestricted access was available at balance date to the following lines of credit:

	Consolidated		Parent entity	
	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000
Total loan facilities available	754,854	689,177	-	_
Loan facilities used at balance date	(591,754)	(521,182)	-	_
Loan facilities unused at balance date	163,100	167,995	-	_

# Borrowings (current and non-current) maturity analysis: 2009

	Loan advances \$'000	Loss reserve \$'000	Net borrowings \$'000
Floating rate	105,743	-	105,743
Fixed rate			
1 year or less	241,561	(31,125)	210,436
Over 1 to 2 years	160,585	(13,670)	146,915
Over 2 to 3 years	81,175	(4,002)	77,173
Over 3 to 4 years	2,277	(401)	1,876
Over 4 to 5 years	413	(73)	340
Total	591,754	(49,271)	542,483

2008			
	Loan advances \$'000	Loss reserve \$'000	Net borrowings \$'000
Floating rate	53,277	-	53,277
Fixed rate			
1 year or less	215,543	(25,352)	190,191
Over 1 to 2 years	146,896	(12,968)	133,928
Over 2 to 3 years	100,913	(3,886)	97,027
Over 3 to 4 years	4,102	(608)	3,494
Over 4 to 5 years	451	(59)	392
Total	521,182	(42,873)	478,309

# 23. Non-current liabilities - Deferred tax liabilities

	Consolidated		Paren	Parent entity	
	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000	
The balance comprises temporary differences attributab	le to:				
Amounts recognised in profit or loss					
Difference between lease principal to be returned as assessable income and depreciation on leased assets to be claimed as a tax deduction	17.059	15,722	_	_	
	,				
Initial direct transaction costs	8,411	8,908	_		
	25,470	24,630	_	_	
Movements					
Opening balance at 1 July	24,630	24,335	-	_	
Credited/(charged) to the income statement	840	295	-	_	
Closing balance 30 June	25,470	24,630	_	_	
Deferred tax liabilities	25,470	24,630	-	_	
Deferred tax liabilities to be settled within 12 months	11,623	12,322	-	_	
Deferred tax liabilities to be settled after more than 12 months	13,847	12,308	-	_	
	25,470	24,630	_	_	
24. Non-current liabilities – Provisions					
	Cons	solidated	Paren	t entity	
	2009	2008	2009	2008	

	Consolidated		Parent entity	
	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000
Employee benefits – long service leave	522	332	_	_

# 25. Contributed equity

#### (a) Share capital

Pa			arent entity
		2009 Shares	2008 Shares
Ordinary shares – fully paid		227,947,728	224,947,728
(b) Movement in ordinary share capital	Number of shares	Consolidated entity \$'000	Parent entity \$'000
1 July 2007 – ordinary shares	216,962,403	29,422	435,322
16 May 2008 – dividend reinvestment plan issues at \$0.607425	7,985,325	4,850	4,850
30 June 2008 balance	224,947,728	34,272	440,172
13 October 2008 – issue of shares as part consideration for Certegy acquisition	3,000,000	990	990
Treasury shares (note 25e)	_	_	3,045
30 June 2009 balance	227,947,728	35,262	444,207

### (c) Ordinary shares

Ordinary shares entitle the holder to participate in dividends and the proceeds on winding up of the Company in proportion to the number of and amounts paid on the shares held.

On a show of hands every holder of ordinary shares present at a meeting in persons or by proxy is entitled to one vote, and upon a poll each share is entitled to one vote.

#### (d) Options, performance rights and deferred shares

Information relating to the FlexiGroup Employee Options, Performance Rights Plan and Deferred Share Plan, including details of options, performance rights and deferred shares issued, exercised and lapsed during the financial year and options, performance rights and deferred shares outstanding at the end of the financial year, is set out in note 38.

#### (e) Treasury shares

Treasury shares are shares in FlexiGroup Limited that are held by the FlexiGroup Tax Deferred Employee Share Plan Trust for the purposes of issuing shares under the FlexiGroup Long Term Incentive Plan (see note 38 for further information).

Date	Details	Number of shares	\$'000
Balance at 1 July 2007 and 30 June 2008	Opening balance	519,597	519
2 December 2008	Acquisition of shares by the Trust	1,440,403	331
23 December 2008	Acquisition of shares by the Trust	7,500,000	1,725
29 June 2009	Acquisition of shares by the Trust	1,487,500	989
30 June 2009	Balance	10,947,500	3,564

# (f) Capital risk management

The Group's and parent entity's objectives when managing capital are to safeguard their ability to continue as a going concern, so that they can continue to provide returns for shareholders and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital. Consistent with others in the industry, the Group and parent entity monitor capital on the basis of its gearing ratio. In order to maintain or adjust its capital structure, the Group considers its issue of new capital, return of capital to shareholders and dividend policy as well as its plans for acquisition or disposal of assets.

# 26. Reserves and retained profits

	Consolidated		Pare	ent entity
	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000
(a) Reserves				
Share-based payment reserve (note 1 x(iv))	(2,850)	(3,242)	1,303	1,303
Foreign currency translation reserve (note 1 d(ii))	(113)	(382)	_	_
	(2,963)	(3,624)	1,303	1,303
Movements				
Share-based payments reserve				
Balance at 1 July	(3,242)	(5,397)	1,303	1,303
Share-based payments expense for the year	392	2,155	-	-
Balance at 30 June	(2,850)	(3,242)	1,303	1,303
Movements				
Foreign currency translation reserve				
Balance at 1 July	(382)	185	_	-
Currency translation differences arising during the year	269	(567)	-	-
Balance at 30 June	(113)	(382)	-	_
<b>(b) Retained profits</b> Movements in retained profits were as follows:				
Balance at 1 July	67,997	59,663	(299,097)	(4,901)
Net profit/(loss) for the year	32,802	32,256	64,020	(270,274)
Dividends	(14,019)	(23,922)	(14,019)	(23,922)
Balance at 30 June	86,780	67,997	(249,096)	(299,097)

# (c) Nature and purpose of reserves

# (i) Foreign currency translation reserve

Foreign currency translation of the foreign controlled entities is taken to the foreign currency translation reserve as described in note 1(d). The reserve is recognised in profit and loss when the net investment is disposed of.

# (ii) Share-based payment reserve

The share-based payment reserve is used to recognise:

- the fair value of options and rights issued to Directors and employees but not exercised
- the fair value of shares issued to Directors and employees
- other share-based payment transactions

## 27. Dividends

### (a) Ordinary shares

			Parent entity	
			2009 \$'000	2008 \$'000
Special dividend of 3 cents (2008: \$nil) per fully paid share p	oaid on 9 Decem	ber 2008		
Fully franked based on tax paid @ $30\% - 3$ cents per share			6,897	_
Final dividend for the year ended 30 June 2007 of 5.5 cents per fully paid share paid on 24 October 2007				
Fully franked based on tax paid @ $30\% - 5.5$ cents per share	Э		_	11,961
Interim dividend for the year ended 30 June 2009 of 3 cents per fully paid share paid 15 April 2009 (2008: 16 May 2008)	s (2008: 5.5 cent	s)		
Fully franked based on tax paid @ $30\% - 3$ cents (2008: 5.5	cents) per share		7,122	11,961
			14,019	23,922
In addition to the above dividends, since the year end the D recommended the payment of a final dividend of 3 cents per ordinary share (2008: nil), fully franked based on tax paid at aggregate amount of the proposed dividend expected to be 15 October 2009 out of retained profits as at 30 June 2009 recognised as a liability at year end is	er fully paid 30%. The paid on		7,182	-
			7,182	_
(c) Franked dividends				
		solidated		nt entity
	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000
Franking credits available for subsequent financial years based on a tax rate of 30% (2008: 30%)	23,332	20,714	23,332	20,714

The above amounts represent the balance of the franking account as at the end of the financial year, adjusted for:

- (a) franking credits that will arise from the payment of the amount of the provision for income tax
- (b) franking debits that will arise from the payment of dividends recognised as liability at the reporting date and
- (c) franking credits that will arise from the receipt of dividends recognised as receivables at the reporting date

The consolidated amounts include franking credits that would be available to the parent entity if distributable profits of subsidiaries were paid as dividends.

The impact on the franking account of the dividend recommended by the Directors since year end, but not recognised as a liability at year end, will be a reduction in the franking account of \$3,078,191 (2008: \$nil).

Notes to the Financial Statements continued

# 28. Key Management Personnel disclosures

### a. Directors

The following persons were Directors of FlexiGroup Limited during the financial year:

M Jackson	(Chairman – Non-Executive Director)
J DeLano	(Executive Director)
A Abercrombie	(Non-Executive Director)
R J Skippen	(Non-Executive Director)
R Dhawan	(Non-Executive Director)

# b. Other Key Management Personnel

The following persons also had authority and responsibility for planning, directing and controlling the activities of the Group during the financial year:

J DeLano	Chief Executive Officer	Flexirent Capital Pty Ltd
G McLennan	Chief Financial Officer	Flexirent Capital Pty Ltd
N Roberts	Head of National Sales	Flexirent Capital Pty Ltd
D Klotz	Head of Operations	Flexirent Capital Pty Ltd
P Laughton	Chief Information Officer	Flexirent Capital Pty Ltd

All of the above persons were also Key Management Persons during the year ended 30 June 2008, except for G McLennan who commenced employment with the Group on 1 October 2008. P McMahon (Chief Financial Officer) was a Key Management Person in the year ended 30 June 2008.

## c. Key Management Personnel Compensation

, , , , , , , , , , , , , , , , , , , ,	Consolidated		Parent entity	
	2009 \$	2008	2009 \$	2008 \$
Short-term employee benefits	3,571,104	2,933,052	-	_
Post-employment benefits	174,747	200,347	-	_
Long-term benefits	4,585	6,983	-	_
Share-based payments	1,357,079	1,474,750	-	_
	5,107,515	4,615,132	-	_

Detailed remuneration disclosures are provided in sections A–E of the Remuneration Report on pages 17–33.

## d. Equity instrument disclosures relating to Directors and Key Management Personnel

## i. Options, performance rights and deferred shares holdings

Unvested	Vested and exercisable	Balance at end of year	Other changes	Exercised	Granted as compensation	Balance at start of year	2009 Name
							J DeLano
							(Chief
21,743,460	_	21,743,460	(981,360)	_	7,500,000	15,224,820	Executive Officer)
					sonnel	gement Pers	Other Key Mana
1,400,000	_	1,400,000	_	_	1,400,000	_	G McLennan
2,677,086	_	2,677,086	(376,914)	_	400,000	2,654,000	N Roberts
2,359,600	369,600	2,729,200	(170,800)	-	500,000	2,400,000	D Klotz
1,772,336	-	1,772,336	(177,664)	_	400,000	1,550,000	P Laughton
Unvested	Vested and exercisable	Balance at end of year	Other changes	Exercised	Granted as compensation	Balance at start of year	2008 Name
							J DeLano (Chief
15,224,820	_	15,224,820	_	_	2,174,820	13,050,000	Executive Officer)
					sonnel	gement Pers	Other Key Mana
2,720,500	_	2,720,500	-	_	_	2,720,500	P McMahon
2,654,000	_	2,654,000	-	_	1,000,000	1,654,000	N Roberts
2,400,000	_	2,400,000	_	_	1,000,000	1,400,000	D Klotz
1,550,000	_	1,550,000	_	_	1,000,000	550,000	P Laughton

#### ii. Share holdings

Balance at start of year	Received during the year on the exercise of options	Other changes during the year	Balance at end of year
2,880,549	-	_	2,880,549
75,012,278	-	_	75,012,278
820,706	_	_	820,706
378,533	-	_	378,533
3,141,656	-	-	3,141,656
_	_	_	_
969,817	-	-	969,817
50,000	-	1,045,000	1,095,000
298,500	-	-	298,500
	2,880,549 75,012,278 820,706 378,533 3,141,656  - 969,817 50,000	Salance at start of year on the exercise of options	Salance at start of year   Salance at start of year of options   Salance at start of year of the year of options   Salance at start of year of y

## 28. Key Management Personnel disclosures (continued)

2008 Name	Balance at start of year	Received during the year on the exercise of options	Other changes during the year	Balance at end of year
Non-Executive Directors				
M Jackson (Chairman)	1,961,382	-	919,167	2,880,549
A Abercrombie	65,228,250	-	9,784,028	75,012,278
R Dhawan	732,564	-	88,142	820,706
RJ Skippen	147,104	-	231,429	378,533
Executive Director				
J DeLano (Chief Executive Officer)	2,880,810	-	260,846	3,141,656
Other Key Management Personnel				
P McMahon	440,544	-	39,344	479,888
N Roberts	500	_	969,317	969,817
D Klotz	_	_	50,000	50,000
P Laughton	298,500	-	-	298,500

## e. Other transactions with related parties

Flexirent Capital Pty Limited has rented premises in Melbourne and Sydney owned by entities associated with Mr A Abercrombie. The rental arrangements for the Sydney and Melbourne premises are based on market terms and conditions and are renewable on the expiry of the lease in 2009.

	Consolidated		Parent entity	
	2009 \$	2008 \$	2009 \$	2008
Rental of Sydney and Melbourne premises	148,909	189,011	-	-
29. Capital and leasing commitments				

29. Capital and leasing commitments				
	Cons	olidated	Paren	t entity
	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000
Operating lease commitments				
Non-cancellable operating leases contracted for but not capitalised in the financial statements due:				
– within one year	2,216	2,567	_	_
– later than one year but not later than five years	9,509	9,015	-	_
	11,725	11,582	-	_
Sub-lease payments				
Future minimum lease payments expected to be received in relation to non-cancellable sub-leases of operating leases	1,824	_	_	_
Capital commitments				
Leasing assets contracted for at the reporting date but not recognised as liabilities is as follows:				
– within 1 year	57,783	-	-	_

# 30. Reconciliation of profit after income tax to net cash inflow from operating activities

	Consolidated		Pare	nt entity
	2009 \$'000	2008 \$'000	2009 \$'000	2008 \$'000
Profit/(loss) for the year	32,802	32,256	64,020	(270,274)
Share-based payments	392	2,155	_	_
Depreciation and amortisation	4,940	3,164	-	-
(Reversal of impairment)/Impairment charge relating to investment in subsidiary	_	_	(50,000)	294,198
Movement in impairment provisions	4,165	1,385	-	-
Other non-cash movements	(133)	112	_	_
Net cash inflow from operating activities before change in assets and liabilities	42,166	39,072	14,020	23,924
Change in operating assets and liabilities:				
(Increase)/Decrease in other receivables	(2,869)	4,435	2,341	-
(Increase)/Decrease in net lease and loan receivables	(67,003)	(16,410)	-	-
(Increase)/Decrease in residuals	8,746	6,306	-	_
(Decrease)/Increase in funder loans	55,573	(2,649)	-	-
(Increase)/Decrease in loss reserve	(6,398)	(6,713)	-	_
(Decrease)/Increase in trade and other creditors	5,975	6,014	-	-
(Increase)/Decrease in inventories	(2,128)	75	-	_
(Decrease)/Increase in protect plan provision	33	113	-	-
(Increase)/Decrease in capitalised initial direct transaction co	osts <b>1,711</b>	(563)	-	_
(Decrease)/Increase in current tax	(3,818)	(1,131)	(2,848)	(1,485)
(Decrease)/Increase in deferred tax liabilities	840	295	-	-
(Increase)/Decrease in deferred tax assets	(1,173)	(83)	507	507
Net cash inflow from operating activities	31,655	28,761	14,020	22,946

## 31. Events occurring after balance date

There have been no significant events occurring after the balance sheet date.

Notes to the Financial Statements continued

#### 32. Subsidiaries

The consolidated financial statements incorporate the assets, liabilities and results of the following subsidiaries in accordance with the accounting policy described in note 1(b):

			ntage es held
	Country of incorporation	2009 %	2008 %
FlexiGroup SubCo Pty Limited	Australia	100	100
Flexirent Holdings Pty Limited	Australia	100	100
Flexirent Capital Pty Limited	Australia	100	100
Flexirent SPV No 1 Pty Limited	Australia	100	100
Flexirent SPV No 2 Pty Limited	Australia	100	100
Flexirent SPV No 3 Pty Limited	Australia	100	100
Flexirent SPV No 4 Pty Limited	Australia	100	100
Flexicare Claims Management Pty Limited	Australia	100	100
Flexirent SPV No 6 Pty Limited	Australia	100	100
Subfinco Pty Limited	Australia	100	100
Certegy Ezi-Pay Pty Ltd (formerly Subopco Pty Limited)	Australia	100	100
Flexirent Capital (New Zealand) Limited	New Zealand	100	100
Flexirent Ireland Group Holdings Limited	Ireland	100	100
Flexirent Ireland Limited	Ireland	100	100

#### 33. Business combinations

#### (a) Summary of acquisition

On 13 October 2008 the Group acquired the business of Certegy Australia Pty Ltd and Certegy New Zealand Limited. The acquired business contributed revenues of \$17.8m and net loss after tax of \$0.5m to the Group for the period from 13 October 2008 to 30 June 2009. It is impracticable to determine the impact on Group revenues and net profit for the year ended on 30 June 2009 had the acquisition occurred on 1 July 2008, due to the different accounting treatment adopted by the previous owner.

Details of net assets acquired and goodwill are as follows:

	\$'000
Purchase consideration	
Cash paid by FlexiGroup Limited	15,027
Debt assumed by FlexiGroup Limited – vendor note payable to Fidelity Information Services Inc – 3 year term	15,000
FlexiGroup Limited shares issued (3 million shares at 33 cents)	990
Direct costs relating to the acquisition	4,647
Total purchase consideration	35,664
Fair value of net identifiable assets acquired (refer to (b) below)	(5,947)
Goodwill*	29,717

The goodwill is attributable to the workforce, profitability, synergies and diversification benefit of the acquired business. The fair values of assets and liabilities acquired are based on discounted cash flow models. No acquisition provisions were created. There were no other acquisitions in the year ended 30 June 2009.

## (b) Assets and liabilities acquired

The assets and liabilities arising from the acquisition are as follows:

	Acquiree's carrying amount \$'000	Fair value \$'000
Plant and equipment	788	788
Deferred tax asset	158	158
Intangible assets: credit software	_	900
Intangible assets: merchant relationships	-	4,300
Other	-	328
Provision for employee entitlements	(527)	(527)
Net identifiable assets acquired	419	5,947

## 34. Related party transactions

## a. Parent entity

The parent entity of the Group is FlexiGroup Limited.

## b. Subsidiaries

Interests in subsidiaries are set out in note 32.

## Key Management Personnel compensation

Disclosures relating to Key Management Personnel are set out in note 28.

## Transactions with related parties

The following transactions occurred with related parties:

	Consolidated		Pa	rent entity
	2009 \$	2008	2009 \$	2008
Tax consolidation legalisation				
Current tax payable assumed from wholly-owned tax consolidated entities	-	_	10,211,347	12,551,009
Loans issued to subsidiaries during the year	_	_	990,000	_
	_	_	11,201,347	12,551,009

## Outstanding balances arising from provision of services

The following balances are outstanding at the reporting date in relation to transactions with related parties.

	Cons	Consolidated		solidated Pa		rent entity
	2009 \$	2008 \$	2009	2008		
Current receivables						
Subsidiaries	-	_	11,201,347	12,551,009		

Related party loans are unsecured, interest free and have no agreed repayment schedules.

Notes to the Financial Statements continued

#### 35. Remuneration of auditors

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

	Coi	nsolidated	Parent	entity
	2009 \$	2008	2009 \$	2008 \$
a. Audit and audit-related services Audit services				
PricewaterhouseCoopers Australian firm:				
- Audit and review of financial reports	353,000	470,895	_	-
Related practices of PricewaterhouseCoopers Australian firm	18,009	14,000	_	_
Audit-related services				
PricewaterhouseCoopers Australian firm:				
- Other assurance services	155,107	104,300	_	_
– Due diligence services on transactions	73,049	212,732	_	_
Total remuneration for audit and audit-related services	599,165	801,927	_	_
<ul> <li>b. Non-audit services</li> <li>Other services</li> <li>PricewaterhouseCoopers Australian firm:</li> </ul>				
Advisory services	200,750	_	-	_
Taxation services				
PricewaterhouseCoopers Australian firm:				
– Tax compliance services	42,245	75,876	_	_
- Tax advice on transactions and new operations	233,489	635,914	_	_
Related practices of PricewaterhouseCoopers Australian firm	123,962	_	_	_
Total remuneration for taxation services	399,696	711,790	-	_
Total remuneration for non-audit services	600,446	711,790	-	_
Total remuneration of PricewaterhouseCoopers	1,199,611	1,513,717	-	_

It is the Group's policy to employ PricewaterhouseCoopers on assignments additional to its statutory audit duties where PricewaterhouseCoopers' expertise and experience with the Group are important. These assignments are principally tax advice and due diligence reporting on acquisitions, or where PricewaterhouseCoopers is awarded assignments on a competitive basis.

## 36. Contingencies

## **Contingent liabilities**

There are no material contingent liabilities at the date of this report.

## 37. Earnings per share

	Consolidated	
	2009 Cents	2008 Cents
a. Basic earnings per share		
Profit from continuing operations attributable to the ordinary equity holders of the Company	14.4	14.8
Profit attributable to the ordinary equity holders of the Company	14.4	14.8
<ul> <li><b>b. Diluted earnings per share</b></li> <li>Profit from continuing operations attributable to the ordinary equity holders of the Company</li> </ul>	14.2	14.8
Profit attributable to the ordinary equity holders of the Company	14.2	14.8
	2009 \$	onsolidated 2008 \$
c. Reconciliations of earnings used in calculating earnings per share		
Basic earnings per share		
Profit from continuing operations	32,802	32,256
Profit from continuing operations attributable to the ordinary equity holders of the Company used in calculating basic earnings per share	32,802	32,256
Profit attributable to the ordinary equity shareholders of the Company used in calculating basic earnings per share	32,802	32,256
Diluted earnings per share		
Profit attributable to the ordinary equity holders of the Company used in calculating basic earnings per share	32,802	32,256
Profit attributable to the ordinary equity holders of the Company used in calculating diluted earnings per share	32,802	32,256
	_	
	2009	onsolidated 2008
	Number	Number
Weighted average number of ordinary shares used as the denominator in calculating basic earnings per share 227	,084,714	218,466,492
Adjustments for calculation of diluted earnings per share:		
	499,608	109,455
Weighted average number of ordinary shares and potential ordinary shares		

## 38. Share-based payments

## a. Long Term Incentive Plan

The establishment of the FlexiGroup Long Term Incentive Plan ("LTIP") was approved by the founding shareholders on 20 November 2006. The LTIP is designed to provide relevant employees with an incentive for future performance, with conditions for the vesting and exercise of options, performance rights and deferred shares under the LTIP encouraging those executives to remain with FlexiGroup and contribute to the future performance of the Company. Under the plan, participants are granted either an option, right or deferred shares which only vest if certain performance standards are met.

The Board may determine which persons will be eligible to participate in the LTIP from time to time. Eligible persons may be invited to apply to participate in the LTIP. The Board may in its discretion accept such applications.

# 38. Share-based payments (continued)

Summaries of options, performance rights and deferred shares granted under the plan:

## 2009

Total			33,904,320	13,630,000	_ (	(11,252,491)	30,281,829	309,000
			00 004 000	12 620 000		11 252 401	26 201 020	369,600
29/6/09	29/6/19	0.00	_	1,037,500	_	_	1,037,500	-
	31/12/14	0.00	_	200,000	_	_	200,000	_
29/4/09	31/12/13							
31/3/09	29/6/19	0.00	_	450,000	_	_	450,000	_
17/2/09	31/12/12	0.00	_	782,500	_	_	782,500	_
23/12/08	23/12/18	0.00	_	7,500,000	_	_	7,500,000	_
27/11/08	2/12/18	0.00	_	1,960,000	_	_	1,960,000	
	31/12/13	0.00	_	1,700,000	_	_	1,700,000	
1/10/08	31/12/12							
3/4/08	31/12/12 31/12/13	0.00	5,042,000	_	_	(1,405,184)	3,636,816	_
	31/12/13	0.58	500,000	_	_	(500,000)	_	
3/4/08	31/12/11 31/12/12							
16/1/08	31/12/11 31/12/12	1.59	50,000	_	_	(3,300)	46,700	_
	31/12/13	1.95	15,000	_	_	(600)	14,400	_
28/12/07	31/12/12							
29/11/07	31/12/12	0.00	2,174,820	_	_	_	2,174,820	_
2/10/07	31/12/11 31/12/12	2.49	175,000	_	_	(11,550)	163,450	
	31/12/13	2.53	517,000	_	_	(137,722)	379,278	_
31/8/07	31/12/12		.,,			(==, :==,	.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	222,222
19/4/07	31/12/11 31/12/12	2.93	1,400,000	_	_	(92,400)	1,307,600	369,600
17/4/07	31/12/11	0.00	550,000	_	_	(550,000)	_	
	31/12/11 31/12/12	2.70	2,000,000	_	_	(2,000,000)	_	_
26/2/07	31/12/12	2.00	21,480,500	_		(6,551,735)	14,928,765	_
8/12/06	31/12/11	inty 20						
Grant date  Consolidate	date d and parent en	\$ ntity – 20	Number 09	Number	Number	Number	Number	Numbe
0	Expiry	Exercise price	Balance at start of the period	Granted during the period	Exercised during the period	Forfeited during the period	Balance at end of the period	Vested and exercisable at the end of the period

#### 2008

2006								Vested and
Grant date	Expiry date	Exercise price	Balance at start of the period Number	Granted during the period Number	Exercised during the period Number	Forfeited during the period Number	Balance at end of the period Number	exercisable at the end of the period Number
Consolidate	d and parent e		08					
8/12/06	31/12/11	•						
	31/12/12	2.00	21,579,500	_	_	(99,000)	21,480,500	_
26/2/07	31/12/11							
	31/12/12	2.70	2,000,000	_	_	_	2,000,000	_
17/4/07	31/12/11	0.00	550,000	_	-	_	550,000	_
19/4/07	31/12/11							
	31/12/12	2.93	1,400,000	_	_	_	1,400,000	_
31/8/07	31/12/12							
	31/12/13	2.53	-	517,000	_	_	517,000	_
2/10/07	31/12/11							
	31/12/12	2.49	-	175,000	_	_	175,000	_
29/11/07	31/12/12	0.00	_	2,174,820	_	_	2,174,820	_
28/12/07	31/12/12							
	31/12/13	1.95	-	15,000	_	_	15,000	_
16/1/08	31/12/11							
	31/12/12	1.59	_	50,000	_	_	50,000	_
3/4/08	31/12/11							
	31/12/12							
	31/12/13	0.58	_	500,000	_	_	500,000	
3/4/08	31/12/12							
	31/12/13	0.00	_	5,042,000	_	_	5,042,000	
Total			25,529,500	8,473,820	-	(99,000)	33,904,320	
Weighted ave	erage exercise p	rice		\$0.26			\$1.61	

No options have expired.

The weighted average share price at the date of exercise of options exercised during the year ended 30 June 2009 was nil as no options were exercised during the year (2008: nil).

The weighted average remaining contractual life of share options, performance rights and deferred shares outstanding at the end of the year was 5 years (2008: 3.9 years).

#### Fair value of options, performance rights and deferred shares granted

Fair values at grant date are independently determined using a binomial tree option pricing methodology that takes into account the exercise price, the term of the options, performance rights and deferred shares, the impact of dilution, the share price at grant date and expected price volatility of the underlying share, the expected dividend yield and the risk-free interest rate for the term of the options.

The model inputs for performance rights and deferred shares granted during the year ended 30 June 2009 included:

- (a) Exercise price: various per performance rights and deferred shares granted
- (b) Grant date: various per performance rights and deferred shares granted
- (c) Expiry date: various per performance rights and deferred shares granted
- (d) Share price at grant date: various per performance rights and deferred shares granted
- (e) Expected price volatility of the Company's shares: 59%–64% (2008: 50%)
- (f) Expected dividend yield: 6.4%-14.6% (2008: 13%)
- (g) Risk-free interest rate: various ranging from 2.83% to 5.09% (2008: 6.09% to 6.15%)

Notes to the Financial Statements continued

## 38. Share-based payments (continued)

#### Shares provided on exercise of remuneration options

No ordinary shares in the Company were issued as a result of the exercise of any remuneration options.

#### b. Employee share plan

The Employee Share Acquisition (Tax Exempt) Plan ("ESAP") is a general employee share plan pursuant to which grants of shares may be offered to employees of FlexiGroup on terms and conditions as determined by the Board from time to time.

The Board is responsible for administering the ESAP in accordance with the ESAP Rules and the terms and conditions of specific grants of shares to participants in the ESAP. The ESAP Rules include the following provisions:

#### Eliaibility

The Board may determine which persons will be eligible to be offered the opportunity to participate in the ESAP from time to time. The Board may make offers to eligible persons for participation in the ESAP.

#### Terms of offer

The Board has the discretion to determine the specific terms and conditions applying to each offer, provided that:

The terms of the offer do not vary the disposal restrictions imposed on shares under the ESAP Rules under which shares acquired under the ESAP cannot be transferred, sold or otherwise disposed of until the earlier of:

- the time when the participant is no longer employed by FlexiGroup or by the Company that was the employer of the participant as at the time the shares were acquired, or
- the third anniversary of the date on which the shares were acquired, and
- the offer does not include any provisions for forfeiture of shares acquired under the ESAP in any circumstances

It is intended that the ESAP will satisfy the requirements of Division 13A of the relevant Australian tax legislation.

#### Consideration for grant

The Board may determine the price at which the shares will be offered to an employee. Shares may be granted at no cost to the employee or the Board may determine that market value or some other price is appropriate.

#### Allocation of shares

Shares allocated under the ESAP may be existing shares or newly issued shares. Allocated shares must be held in the name of the employee. Any shares that are issued under the ESAP will rank equally with those traded on the ASX at the time of issue.

A participant under the ESAP is entitled to receive distributions/dividends made in respect of, and exercise voting rights attaching to, shares held under the ESAP (whether or not the shares are subject to disposal restrictions).

#### Restrictions on shares

Shares acquired under the ESAP will be subject to the disposal restrictions described above. FlexiGroup will implement such arrangements (including a holding lock) as it determines are necessary to enforce this restriction.

Once the restriction is removed, and subject to FlexiGroup's Share Trading Policy, shares acquired under the ESAP may be dealt with freely. Details of FlexiGroup's Share Trading Policy are in the Corporate Governance Statement.

## Employee gift offer

In December 2006, at the time of listing, all eligible employees of FlexiGroup were offered 500 shares totalling \$1,000 based on the listing price of \$2. In total, 254 eligible employees took up this offer resulting in an allocation of 127,000 shares.

#### c. Expenses arising from share-based payment transactions

Total expenses arising from share-based payment transactions recognised during the period as part of employee benefit expense were as follows:

	Consolidated		Parent entity	
	2009 \$	2008	2009 \$	2008 \$
Options, performance rights and/or deferred shares issued under LTIP excluding options granted in favour of certain executives over shares owned by the former shareholders of Flexirent Holdings Pty Limited	88,320	1,545,830	_	_
Options over shares owned by the former shareholders of Flexirent Holdings Pty Limited	303,680	609,454	_	_
	392,000	2,155,284	-	_

#### 39. Financial risk management

#### **Overview**

The Group's activities expose it to a variety of financial risks: market risk (including foreign exchange risk and interest rate risk), credit risk and liquidity risk. The Group's overall risk management program focuses on the unpredictability of financial markets and seeks to minimise potential adverse effects on the financial performance of the Group. The Group has no derivative financial instruments outstanding at 30 June 2009 (2008: nil). The Group uses different methods to measure different types of risk to which it is exposed. These methods include sensitivity analysis in the case of interest rate and foreign exchange risk, and ageing/credit scorecard analysis for credit risk.

Risk management is primarily carried out by the financial analysis, treasury and credit and risk departments.

The Group has experienced no material change in its risk exposures since the previous year.

#### Interest rate risk

Interest rate risk results principally from the repricing risk or differences in the repricing characteristics of the Group's receivable portfolio and borrowings.

The majority of the Group's receivables consist of fixed rate consumer and commercial instalment lease contracts. The interest rate is fixed for the life of the contract. Lease contracts are originated with maturities ranging between one and five years and generally require the customer to make equal monthly payments over the life of the contract. Borrowings used to fund the lease asset receivables are also fixed for the term of the lease. The vast majority of leases are funded within two weeks of being settled, with the rental stream discounted at a fixed rate of interest to determine the borrowing amount. Interest relating to the loan note issued to fund the Certegy acquisition is also fixed over the life of the loan, there being no interest rate risk relating to this loan.

The remainder of the Group's receivables relate to the consumer loan portfolio (this portfolio having increased with the acquisition of Certegy) where the interest rates are fixed for the term of the loan. Borrowings to fund the consumer loan portfolio are at a mix of fixed and variable rates and are reset on a monthly basis to market rates, the profile of the debt being significantly shorter than has historically been the case for the loan portfolio. The Group is subject to some interest rate risk on this portfolio which is described below. For sensitivity measurement purposes, a +/-1% pa sensitivity in interest rates has been selected as this is considered realistic given the current level of both short-term and long-term Australian dollar interest rates.

Based on the financial instruments held at 30 June 2009, if interest rates had changed by +/–1% from the year-end rates with all other variables held constant, the annualised impact on the consolidated entity's after-tax profits and equity would have been \$27,000 higher/lower (2008: \$343,000 lower/higher).

#### Foreign exchange risk

The Group operates internationally and is exposed to foreign exchange risk arising from various currency exposures, primarily with respect to the New Zealand dollar. The Group also has an operation in Ireland, on which the foreign exchange impact is immaterial.

Foreign exchange risk arises from future commercial transactions and recognised assets and liabilities denominated in a currency that is not the entity's functional currency and net investments in foreign operations. The Group manages its exposures to the New Zealand dollar by ensuring that its assets and liabilities in New Zealand are predominantly in New Zealand dollars.

For sensitivity measurement purposes, a +/-10% sensitivity in foreign exchange rates to the Australian dollar has been selected as this is considered realistic given the current levels of exchange rates, the recent levels of volatility and market expectations for future movements in exchange rates.

Based on the financial instruments held at 30 June 2009, had the Australian dollar weakened/strengthened by 10% against the New Zealand dollar compared to year-end rates, with other variables held constant, the consolidated entity's after-tax profits for the year and equity would have been \$682,000 higher/\$557,000 lower (2008: \$151,000 higher/\$124,000 lower), as a result of exposure to exchange rate fluctuations of foreign currency operations. All foreign exchange risk is due to the translation of the New Zealand and Ireland operations on consolidation.

# 39. Financial risk management (continued)

	,	Inter	est rate risk	Foreign ex	change risk
	Ci	-1%	+1%	-10%	+10%
	Carrying amount	Profit/ Equity	Profit/ Equity	Profit/ Equity	Profit/ Equity
Consolidated entity at 30 June 2009	\$'000	\$'000	\$'000	\$'000	\$'000
Financial assets					
Cash and cash equivalents	52,583	(368)	368	314	(257)
Loans and receivables					
<ul> <li>Fixed interest rate</li> </ul>	543,982	_	-	4,077	(3,335)
Loss reserve	49,271	(345)	345	309	(253)
Financial liabilities					
Payables	31,487	-	-	(90)	74
Borrowings					
– Fixed interest rate	486,011	_	_	(3,928)	3,214
– Floating interest rate	105,743	740	(740)	_	_
Total increase/(decrease)		27	(27)	682	(557)
		Interest rate risk		Foreign e	change risk
		-1%	+1%	-10%	+10%
	Carrying amount	Profit/ Equity	Profit/ Equity	Profit/ Equity	Profit/ Equity
Consolidated entity at 30 June 2008	\$'000	\$'000	\$'000	\$'000	\$'000
Financial assets					
Cash and cash equivalents	59,426	(416)	416	491	(402)
Loans and receivables					
– Fixed interest rate	482,856	-	-	4,009	(3,280)
Loss reserve	42,873	(300)	300	298	(244)
Financial liabilities					
Payables	25,512	_	_	(99)	81
Borrowings					
– Fixed interest rate	467,905	_	-	(4,548)	3,721
<ul> <li>Floating interest rate</li> </ul>	53,277	373	(373)	_	_
Total increase/(decrease)		(343)	343	151	(124)

The Parent entity for 2009 and 2008 had no exposures to interest rate risk and foreign exchange risk.

#### **Credit risk**

Credit risk is the risk that a contracting party will not complete its obligations under a financial instrument and, as a result, cause the Group to incur a financial loss. The Group has exposure to credit risk on all financial assets included in its balance sheet. The Group's maximum exposure to credit risk on its financial assets is its carrying amount.

To manage retail credit risk, the Group has developed a comprehensive credit assessment process. Loans and receivables consist mainly of lease and loan contracts provided to consumer and commercial customers. Credit underwriting typically includes the use of either an application score-card and credit bureau report or a detailed internal risk profile review for each application, including a review of the customer against a comprehensive credit database. Internal credit review and verification processes are also used depending on the applicant.

At origination, a credit assessment system along with information from two national credit bureaux determines the creditworthiness of applications based on the statistical interpretation of a range of application information (this is replaced by the detailed risk profile review for Certegy). These credit risk assessments are supported by reviews of certain applications by dedicated credit staff who apply the Group's credit and underwriting policy within specific approval authorities. Portfolio performance and credit risk of new applications is monitored monthly by the Pricing, Risk and Credit Committee. The Group has a specialist collection function which manages all delinquent accounts.

A primary measure of delinquency used by the Company is the proportion of contracts with an outstanding payment that is 30, 60 or 90+ days past due. For the purposes of measurement of past due amounts, an account is considered delinquent if it is overdue on a contractual payment by one day. The total principal owing on the contract is defined as the past due amount.

#### Loans and receivables

The Group's lease and loan receivable balances are high volume low value lease and loan receivables advanced to individual customers and small businesses. In the vast majority of cases no externally assessed credit rating is available for these counterparties.

The table below provides information about customer loans and receivables from customers by payment due status.

	Consolidated		Pare	nt Entity
	Contracts	\$'000	Contracts	\$'000
As at 30 June 2009				
Unimpaired past due loans and receivables				
Past due under 30 days	12,819	18,978	_	_
Past due 30 days to under 60 days	4,923	8,252	_	_
Past due 60 days to under 90 days	3,073	5,735	_	_
Past due 90 days and over	7,266	4,841	_	_
Total unimpaired past due loans and receivables	28,081	37,806	_	_
Total unimpaired loans and receivables	389,136	543,982	1	11,201
Unimpaired past due as a percentage of total unimpaired loans and receivables		6.9%		-
Unimpaired past due 30 days and over as a percentage of total unimpaired loans and receivables		3.5%		_

## 39. Financial risk management (continued)

	Consolidated		Parei	nt Entity
	Contracts	\$'000	Contracts	\$'000
As at 30 June 2008				
Unimpaired past due loans and receivables				
Past due under 30 days	7,863	16,480	_	_
Past due 30 days to under 60 days	2,914	5,788	_	_
Past due 60 days to under 90 days	2,052	4,593	_	_
Past due 90 days and over	2,785	3,495	_	_
Total unimpaired past due loans and receivables	15,614	30,356	_	_
Total unimpaired loans and receivables	280,670	482,856	1	12,551
Unimpaired past due as a percentage of total unimpaired loans and receivables		6.3%		_
Unimpaired past due 30 days and over as a percentage of total unimpaired loans and receivables		2.9%		_

For impaired lease receivables, the Group has a right to recover the leased asset and for impaired loan receivables the Group, in certain instances, has access to collateral. Given the large number of small dollar accounts comprising the portfolio, it is not practical to assess the value of the collateral.

The Group does not identify any individual loan and lease receivables as significant and individually impaired. It assesses impairment on a collective basis. The Group either writes off or recognises a 100% allowance for losses for all leases and loans more than 90 days past due.

#### Liquidity risk

Prudent liquidity risk management implies maintaining sufficient cash and marketable securities and the availability of funding through an adequate amount of committed credit facilities. Surplus funds are only invested with licensed banks in the countries in which the Group operates.

To mitigate against liquidity risk the Group maintains cash reserves and committed undrawn credit facilities to meet anticipated funding requirements for new business. In addition, the Group can redraw against its committed credit limits if the principal outstanding is reduced by contractual amortisation payments. Details of unused available loan facilities are set out in note 22.

Amounts due to funders are repaid directly by rentals and repayments received from the Group's customers.

The table below analyses the Group's financial liabilities into relevant maturity groupings. The amounts disclosed below are the contractual undiscounted cash flows.

	Less than 1 year \$'000	1 to 2 years \$'000	2 to 5 years \$′000	5 years plus \$'000	Total \$'000
At 30 June 2009 – Consolidated					
Payables	31,487	-	-	-	31,487
Loans from financial institutions	343,591	199,638	106,051	-	649,280
At 30 June 2009 – Parent entity					
Payables	_	-	-	-	-
Loans from financial institutions	_	-	_	-	-
At 30 June 2008 – Consolidated					
Payables	25,512	-	_	_	25,512
Loans from financial institutions	270,500	172,076	136,661	6,783	586,020
At 30 June 2008 – Parent entity					
Payables	_	_		_	_
Loans from financial institutions	_	-	-	-	_

#### Fair value of financial assets and financial liabilities

The categories, carrying amount and fair value of financial assets and financial liabilities at the balance date are:

#### 2009

Consolidated		Parent entity	
Carrying amount \$'000	Fair value \$'000	Carrying amount \$'000	Fair value \$'000
52,583	52,583	_	_
543,982	543,982	11,201	11,201
-	-	188,045	188,045
31,487	31,487	_	_
486,011	487,333	_	_
105,473	105,473	_	_
(49,271)	(49,271)	_	
Con	aclidated	Por	ent entity
Carrying amount \$'000	Fair value \$'000	Carrying amount \$'000	Fair value \$'000
59,426	59,426	_	_
	Carrying amount \$'000  52,583 543,982  -  31,487  486,011 105,473 (49,271)  Con Carrying amount \$'000	Carrying amount value \$'000  52,583 52,583 543,982 543,982  31,487 31,487  486,011 487,333 105,473 105,473 (49,271) (49,271)  Consolidated Carrying Fair amount value \$'000	Carrying amount \$'000         Fair value \$'000         Carrying amount \$'000           52,583         52,583         -           543,982         543,982         11,201           -         -         188,045           31,487         31,487         -           486,011         487,333         -           105,473         105,473         -           (49,271)         (49,271)         -           Consolidated         Par           Carrying amount value \$'000         Carrying amount \$'000

	Consolidated		Parent entity	
	Carrying amount \$'000	Fair value \$′000	Carrying amount \$'000	Fair value \$'000
Financial assets				
Cash and cash equivalents	59,426	59,426	_	_
Loans and receivables	482,856	482,856	12,551	12,551
Investments in wholly-owned controlled entities	_	_	135,000	135,000
Financial liabilities				
Payables	25,512	25,512	_	_
Borrowings (gross)				
<ul> <li>Fixed interest rate</li> </ul>	467,905	456,929	_	_
<ul> <li>Floating interest rate</li> </ul>	53,277	53,277	-	-
Loss reserve	(42,873)	(42,873)	_	_

#### Fair value estimation

The fair value of financial assets and financial liabilities must be estimated for disclosure purposes.

The fair value of financial instruments that are not traded in an active market is determined using valuation techniques. The Group uses a variety of methods and makes assumptions that are based on market conditions existing at each balance date. Techniques, such as estimated discounted cash flows, are used to determine fair value for the financial instruments. The fair value of loan and lease receivables is estimated by discounting the future contractual cash flows at the current market interest rate that the Group charges for similar financial instruments.

The nominal values less estimated credit adjustments of trade receivables and payables are assumed to approximate their fair values. The fair value of financial liabilities for disclosure purposes is estimated by discounting the future contractual cash flows at the current market interest rate that is available to the Group for similar financial instruments.

Notes to the Financial Statements continued

#### **40. Deed of Cross Guarantee**

FlexiGroup Limited, FlexiGroup Subco Pty Limited, Flexirent Holdings Pty Limited, Flexirent Capital Pty Limited, Flexicare Claims Management Pty Limited and Certegy Ezi-Pay Pty Ltd are parties to a Deed of Cross Guarantee under which each company guarantees the debts of the others. By entering into the deed, the wholly-owned entities have been relieved from the requirement to prepare a financial report and Directors' report under Class Order 98/1418 (as amended) issued by the Australian Securities and Investments Commission.

(a) Consolidated income statement and a summary of movements in consolidated retained profits
The above Companies represent a "Closed Group" for the purposes of the Class Order, and as there are no other
parties to the Deed of Cross Guarantee that are controlled by FlexiGroup Limited, they also represent the "Extended
Closed Group".

Set out below is a consolidated income statement and a summary of movements in consolidated retained profits for the year ended 30 June 2009 of the Closed Group consisting of FlexiGroup Limited, FlexiGroup Subco Pty Limited, Flexirent Holdings Pty Limited, Flexirent Capital Pty Limited, Flexicare Claims Management Pty Limited and Certegy Ezi-Pay Pty Ltd.

	2009 \$'000	2008 \$'000
Revenue from continuing operations	71,610	59,097
Borrowing costs	(1,232)	(376)
Employee benefits expense	(33,604)	(31,473)
Impairment losses on loans and receivables/(recoveries)	435	1,070
Administration expenses	(12,605)	(7,933)
Depreciation and amortisation expenses	(4,792)	(3,035)
Communications and MIS expenses	(3,169)	(2,032)
Marketing and travel expenses	(3,276)	(3,597)
Profit before income tax	13,367	11,721
Income tax expense	(4,010)	(4,810)
Profit for the year	9,357	6,911
Summary of movements in consolidated retained profits		
Retained profits at the beginning of the financial year	33,060	50,071
Profit for the year	9,357	6,911
Dividends provided for or paid	(14,019)	(23,922)
Retained profits at the end of the financial year	28,398	33,060

## (b) Balance sheet

Set out below is a consolidated balance sheet as at 30 June 2009 of the Closed Group consisting of FlexiGroup Limited, FlexiGroup Subco Pty Limited, Flexirent Holdings Pty Limited, Flexirent Capital Pty Limited, Flexicare Claims Management Pty Limited and Certegy Ezi-Pay Pty Ltd.

	2009 \$'000	2008 \$'000
Assets		
Current assets		
Cash and cash equivalents	29,527	34,174
Receivables and customer loans	18,337	21,914
Total current assets	47,864	56,088
Non-current assets		
Receivables and customer loans	11,425	10,172
Plant and equipment	4,119	3,720
Deferred tax assets	4,320	4,299
Goodwill	79,875	50,159
Other intangible assets	14,088	7,707
Other financial assets	3,968	923
Total non-current assets	117,795	76,980
Total assets	165,659	133,068
Liabilities		
Current liabilities		
Payables	66,471	45,060
Current tax liability	3,636	8,238
Provisions	929	620
Total current liabilities	71,036	53,918
Non-current liabilities		
Borrowings	15,000	_
Deferred tax liabilities	15,268	14,750
Provisions	521	332
Total non-current liabilities	30,789	15,082
Total liabilities	101,825	69,000
Net assets	63,834	64,068
Equity		
Contributed equity	38,307	34,272
Reserves	(2,871)	(3,264)
Retained profits	28,398	33,060
Total equity	63,834	64,068

# **Directors' Declaration**

30 June 2009

In the Directors' opinion:

- (a) the financial statements and notes set out on pages 41 to 87 are in accordance with the *Corporations Act 2001*, including:
  - (i) complying with Accounting Standards, the *Corporations Regulations 2001* and other mandatory professional reporting requirements, and
  - (ii) giving a true and fair view of the Company's and consolidated entity's financial position as at 30 June 2009 and of their performance for the financial year ended on that date, and
- (b) there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable, and
- (c) at the date of this declaration, there are reasonable grounds to believe that the members of the Extended Closed Group identified in note 40 will be able to meet any obligations or liabilities to which they are, or may become, subject by virtue to the Deed of Cross Guarantee in note 40.

The Directors have been given the declarations by the Chief Executive Officer and Chief Financial Officer required by section 295A of the *Corporations Act 2001*.

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

Margaret Jackson

Chairman

Sydney

19 August 2009

# Independent Auditor's Report

# PRICEV/ATERHOUSE COPERS @

PricewaterhouseCoopers ABN 52 780 433 757

Darling Park Tower 2 201 Sussex Street GPO BOX 2650 SYDNEY NSW 1171 DX 77 Sydney Australia Telephone +61 2 8266 0000 Facsimile +61 2 8266 9999

#### Independent auditor's report to the members of FlexiGroup Limited

#### Report on the financial report

We have audited the accompanying financial report of FlexiGroup Limited (the Company), which comprises the balance sheet as at 30 June 2009, and the income statement, statement of changes in equity and cash flow statement for the period ended on that date, a summary of significant accounting policies, other explanatory notes and the directors' declaration for both FlexiGroup Limited and the FlexiGroup Limited Group (the consolidated entity). The consolidated entity comprises the Company and the entities it controlled at the period's end or from time to time during the financial period.

Directors' responsibility for the financial report

The directors of the Company are responsible for the preparation and fair presentation of the financial report in accordance with Australian Accounting Standards (including the Australian Accounting Interpretations) and the *Corporations Act 2001*. This responsibility includes establishing and maintaining internal controls relevant to the preparation and fair presentation of the financial report that is free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances. In Note 1(a), the directors also state, in accordance with Accounting Standard AASB 101 *Presentation of Financial Statements*, that compliance with the Australian equivalents to International Financial Reporting Standards ensures that the financial report, comprising the financial statements and notes, complies with International Financial Reporting Standards.

#### Auditor's responsibility

Our responsibility is to express an opinion on the financial report based on our audit. We conducted our audit in accordance with Australian Auditing Standards. These Auditing Standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial report.

Our procedures include reading the other information in the Annual Report to determine whether it contains any material inconsistencies with the financial report.

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Our audit did not involve an analysis of the prudence of business decisions made by directors or management.

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

#### Independence

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

#### Auditor's opinion

#### In our opinion:

- the financial report of FlexiGroup Limited is in accordance with the Corporations Act 2001, including:
  - giving a true and fair view of the Company's and consolidated entity's financial position as at 30 June 2009 and of their performance for the period ended on that date; and
  - (ii) complying with Australian Accounting Standards (including the Australian Accounting Interpretations) and the *Corporations Regulations 2001;* and
- (b) the consolidated financial statements and notes/parent entity financial statements and notes also complies with International Financial Reporting Standards as disclosed in Note 1(a).

#### Report on the Remuneration Report

We have audited the Remuneration Report included in pages 17 to 33 of the directors' report for the period ended 30 June 2009. The directors of the Company are responsible for the preparation and presentation of the Remuneration Report in accordance with section 300A of the *Corporations Act 2001*. Our responsibility is to express an opinion on the Remuneration Report, based on our audit conducted in accordance with Australian Auditing Standards.

#### Auditor's opinion

In our opinion, the Remuneration Report of FlexiGroup Limited for the period ended 30 June 2009 complies with section 300A of the *Corporations Act 2001*.

Price waterhouse Coopers

Victor Clarke Partner

19 August 2009

Sydney

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# **Shareholder Information**

The shareholder information set out below was applicable as at 31 July 2009.

## A. Distribution of equity securities

	Class of equity security				
	Ordinary shares		Options		
	No of holders	No of shares	No of holders	No of options	
1–1,000	466	282,138	-	_	
1,001–5,000	762	2,398,475	-	_	
5,001–10,000	558	4,624,296	-	_	
10,001–100,000	990	32,969,836	-	_	
100,001 and over	145	198,620,483	_	_	
Total	2,921	238,895,228	_	_	

There were 39 holders of less than a marketable parcel of ordinary shares.

## **B.** Equity security holders

## Twenty largest quoted equity security holders.

The names of the 20 largest holders of quoted equity securities are listed below:

	Ordinary shares	
	Number	Percentage of issued shares
Name	held	%
The Abercrombie Group Pty Ltd (formerly Eighth SRJ Pty Ltd)	71,134,417	29.78
UBS Wealth Management Australia Nominees Pty Ltd	12,859,983	5.38
Pacific Custodians Pty Ltd	10,947,500	4.58
Yoogalu Pty Ltd	10,819,300	4.53
UBS Nominees Pty Ltd	6,763,272	2.83
Mr Brendan Charles Behan and Mrs Dawn Helen Behan	6,300,000	2.64
National Nominees Limited	5,549,513	2.32
Citicorp Nominees Pty Limited (on trust for CFS Developing Companies)	5,420,664	2.27
M F Custodians Ltd	3,877,861	1.62
Suncorp Custodian Services Pty Limited	3,710,196	1.55
J P Morgan Nominees Australia Limited	3,679,293	1.54
Citicorp Nominees Pty Limited	3,085,439	1.29
Marich Nominees Pty Ltd	3,033,216	1.27
Certegy Australia Ltd	3,000,000	1.26
Afianzar Pty Ltd	2,602,381	1.09
Behan Superannuation Pty Ltd	2,550,000	1.07
RBC Dexia Investor Services	2,300,000	0.96
M Jackson	2,138,978	0.90
Basildene Pty Ltd	1,448,856	0.61
Sandhurst Trustees Ltd	1,427,517	0.60
Total	162,648,386	68.09

Shareholder information continued

## **Unquoted equity securities**

	Number on issue	Number of holders
Options and performance rights issued under the FlexiGroup Limited		
Long Term Incentive Plan to take up ordinary shares	17,721,829	40

The Company has no other unquoted equity securities.

## C. Substantial holders

Substantial holders in the Company are set out below:

	Number held	Percentage %
The Abercrombie Group Pty Ltd (formerly Eighth SRJ Pty Limited) as trustee of the Philadelphia Trust and Andrew Abercrombie	75,012,278	31.40
Total	75,012,278	31.40

## **D.** Voting rights

The voting rights attaching to equity securities are set out below:

## (a) Ordinary shares

On a show of hands every member present at a meeting in person or by proxy shall have one vote and upon a poll each share shall have one vote.

## (b) Options

No voting rights.

# **Corporate Directory**

#### **Directors**

Margaret Jackson (Chairman) John DeLano (Chief Executive Officer) Andrew Abercrombie Rajeev Dhawan R John Skippen

### **Secretary**

**David Stevens** 

## **Notice of Annual General Meeting**

The Annual General Meeting of FlexiGroup Limited will be held at Sofitel Wentworth Sydney, 61 Phillip Street, Sydney at 4.00pm on 26 November 2009

## Principal registered office in Australia

Level 8, The Forum 201 Pacific Highway St Leonards NSW 2065 Australia

## **Share Register**

#### **Link Market Services Limited**

Level 12 680 George Street Sydney NSW 2000 Australia

#### **Auditor**

## **PricewaterhouseCoopers**

Darling Park Tower 2 201 Sussex Street Sydney NSW 1171 Australia

## **Solicitors**

## Mallesons Stephen Jaques

Level 60, Governor Phillip Tower 1 Farrer Place Sydney NSW 2000 Australia

#### **Bankers**

#### **Commonwealth Banking Corporation**

## **Stock Exchange listing**

FlexiGroup Limited shares are listed on the Australian Securities Exchange

#### Website

www.flexigroup.com.au

