

### Annual Report and Financial Statements

www.widebayaust.com.au

# 2003/2004

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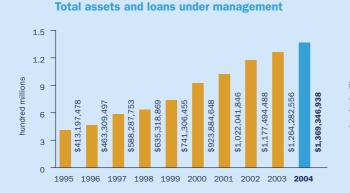
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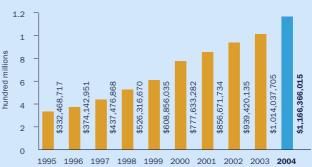
#### » 2003/2004 Achievements at a Glance

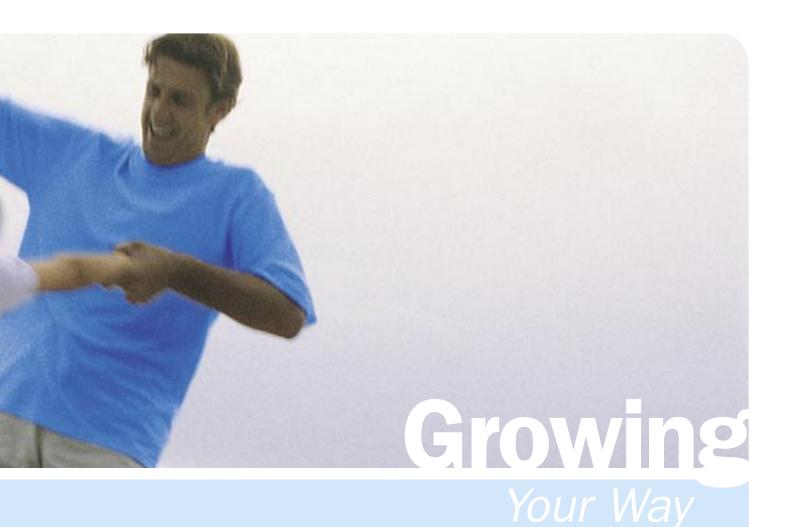
• Net profit after tax of \$9.89 million (\$9.2 million in 2003) — an increase of 7.6%

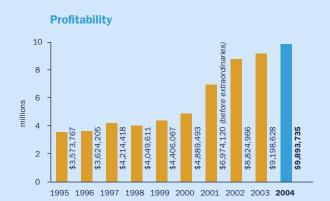
- Final fully franked dividend of 17.5 cents per ordinary share providing a total dividend of 34 cents for the year (32 cents in 2003)
- + Loan approvals of \$485.4 million (\$377 million in 2003) an increase of 28.5%
- Growth in assets and funds under management to \$1.37 billion (\$1.26 billion in 2003)
- an increase of 8.31%
  Cost to Income ratio of 62.7% (60.7% in 2003)
- Cost to Average Assets ratio of 1.78% (1.68% in 2003)
- Return on Equity ratio of 12.4% (11.4% in 2003).



Loans portfolio

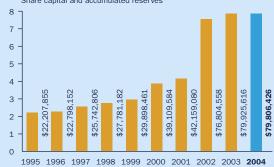






Shareholders' Equity Share capital and accumulated reserves

ten millions



# Saving Your Way »

Every day at Wide Bay Australia we work to fulfil the commitments we make to our local communities, our valued customers and shareholders and the dedicated staff who deliver our promise of banking your way.

We are committed to:

- increasing wealth for our customers and shareholders
- creating opportunities for our communities
- a progressive environment for our management and staff.

By expanding and improving our services, we build on a track record of strength, growth and profitability. We deliver sound returns for our stakeholders and take seriously our commitment to you.

We play an active part in our communities. Our reputation is built around a true community banking philosophy. As a caring corporate citizen we aim to support local activities, organisations and events wherever we can.

Our dedicated and professional staff are core to Wide Bay Australia's success as one of Australia's leading financial institutions. Just as our staff are committed to helping customers build their wealth, we are committed to sustaining and building a progressive, team-oriented and friendly environment, where our staff are supported and motivated to succeed for themselves and their Company. Our commitment to customers, communities and staff is underpinned by our values:

**Leadership** — strong leadership, expertise, innovation and progress are important to us and ensure we control our own destiny, build our reputation and add to our achievements

**Relationships** — our success is built on the relationships we share within our organisation and with our customers, shareholders, community members and business partners. We value their loyalty and are committed to service excellence

**Performance** — we take seriously our commitment to our shareholders, customers and ourselves to deliver financial strength and consistent profitability

**Growth** — by growing our business, our products and services and our skills we will be leaders in the competitive banking and financial services industry

**Ambition** — our Board and Management team share a drive to succeed as a publicly listed company, as a financial institution, as an employer and as an active member of the communities in which we operate

**Flexibility** — being flexible allows us to respond quickly to change, to capitalise on opportunities and deliver financial solutions to meet our customers' changing needs.

« every day we work to fulfil the commitments we make to deliver our promise of banking your way »

# Directors' report »



John Pressler OAM FAICD FIFS Chairman



Ron Hancock FCA FAICD FIFS Managing Director



John Fell FCA FAICD FIFS Director



Peter Sawyer FCA FAICD FIFS Director



Frances McLeod
AIFS
Executive Director

We continue to achieve excellent results year after year and I am pleased to present another report of record profits for 2003/2004. Wide Bay Australia's after tax profit was \$9,893,735 which represents a 7.6 per cent increase over the previous year.

The result was affected by our captive, Mortgage Risk Management Pty Ltd, terminating a reinsurance agreement as a result of the downgrading of the rating of the reinsurer.

In applying the accounting standard appropriate to insurance business, the captive was required to expense outstanding reinsurance premiums in total, but at the same time, an identifiable proportion of unearned gross premiums for reinsurance was not able to be brought to account in the same year. Those premiums will be brought to account in future years as income in accordance with the captive's earning pattern.

The ongoing effect will be that the revised estimate for Mortgage Risk Management's profit for 2004/2005 will be \$2.25 million as compared to \$432,000 brought to account this year. A particularly pleasing aspect of the year's activities was the strong growth in Wide Bay Australia's loan book which increased to \$1.166 billion — an increase of 15 per cent. This increase was not only as a result of the increased lending but a slowing in 'churning' of loans particularly in the southern capital areas. This increase will flow through to our trading results for the current year.

Loan approvals for the year were \$485,369,944, an increase of 28.53 per cent over 2002/2003. We are confident that we will be able to maintain this level of lending, particularly having regard to our expansion into a full branch operation at Parramatta in Sydney and other initiatives we have taken to develop our penetration in the capital cities.

We have maintained our policy of expensing all the loan origination and establishment costs at the time of writing of the loan, rather than the policy adopted by some of our competitors of spreading these costs over four years. The increased lending for the current year resulted in significantly higher loan costs than we occurred in 2002/2003.



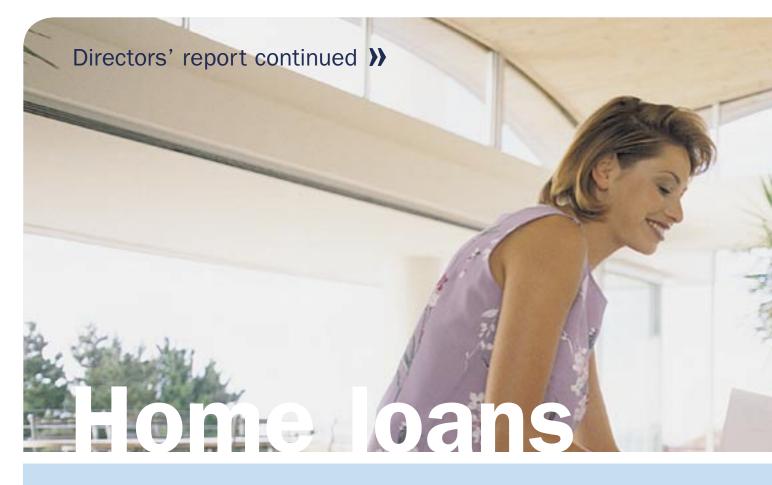
Last year I advised that our Board and Management were proceeding with the installation of a software system which will enable the full electronic processing of Ioan applications and which would achieve significant cost savings internally and enable us to bring back 'in-house' a large proportion of our mortgage documentation that was previously out-sourced. At that stage we anticipated installation by March, however this has now been extended to October. However, we are already achieving substantial economies by completing a significant proportion of our mortgage documentation 'in-house'. It will provide us with a capacity to increase our lending over the future years without any significant difficulty or costs.

We continue to fund our loans expansion through growth in our retail savings and deposits and also the use of securitisation programs with SG. We are currently scheduled for a further public securitisation program in October for approximately \$300 million. The change of name to Wide Bay Australia Ltd has received significant support from shareholders and customers with most branches now refurbished with new signage. The name we believe more truly reflects the future growth and expansion of the Society.

Our branch network continues to operate very satisfactorily. Our new branch at Parramatta in Sydney, providing full banking facilities including a Wide Bay Australia ATM, will become a pivotal point particularly for loans development in that area.

We have also recently increased our staffing levels in Caboolture to service the northern suburbs of Brisbane.

Our shares have traded steadily, although not in a great volume, with the majority of our shareholders electing to hold their portfolios. The staff share plan continues to be well supported and is a continuing factor underpinning the strength and commitment of our staff and management.



# Your Way >>

The Board has resolved to pay a fully franked final dividend of 17.5 cents per ordinary share bringing the total dividend for the year to 34 cents. The dividend will be paid on 24 September 2004.

During the year, the Financial Sector Reform Legislation (FSRA) was enacted and we have since then complied with all aspects of this legislation including receiving our Australian Financial Services Licence. This required all staff to have competencies at various levels in order to provide our financial services and advice to our customers. In that regard, our Training Department and FSRA sub-committee has operated most efficiently in meeting all of the quite demanding changes.

We continue to enjoy a harmonious relationship with our regulators, the Australian Prudential Regulation Authority (APRA). Your Board believes their involvement is essential to ensure that institutions such as Wide Bay Australia continue to adopt strong principles as laid out in the standards applicable to deposit taking institutions — ensuring comfort and protection for investors. Our computer personnel have as usual operated in a most efficient manner enabling Wide Bay Australia to maintain a position at the forefront in developing and provision of facilities available to customers. These facilities include our website, telephone and internet banking, BPAY, giroPost and more recently the introduction of BPAY View — a first for a non-bank financial institution in Australia.

We have enjoyed our relationships with our many partners including Allianz Australia Insurance Limited, Travelex Ltd and Citibank Pty Ltd. These partnerships not only contribute to our income but also enable us to provide a wider range of services to our customers.

We enjoy the privilege of having a dedicated efficient management team, many of whom have been with us for many years. Their expertise and enthusiasm we believe is perhaps one of the biggest features in ensuring our ongoing success.

To our Managing Director and to those Senior Managers, we extend our appreciation for their contribution throughout the year.



It is not only our Senior Management who play a major role but also our team generally who have a strong commitment to the success of Wide Bay Australia Ltd.

To my Board of Directors, I thank them for their co-operation and contributions throughout the year. It is a pleasure to work with a team with such experience and varied skills.

We have reviewed our projected results for 2004/2005 and, particularly with the increased contribution we expect from Mortgage Risk Management Pty Ltd, we are confident that the results will show a steady increase on this year's performance.

The Board extends our appreciation to not only our many customers but to also our shareholders for their continued support over the last 12 months.

Yours faithfully

That.

JF PRESSLER CHAIRMAN

31 August 2004 Bundaberg

# Managing Director's » report



Wide Bay Australia has enjoyed strong lending with the recent growth in the housing market. Over the past 12 months our total loan approvals were \$485.4 million. This figure represents an increase of 28.5 per cent over 2002/2003.

We continue to expect a strong performance for loans for the current year with the opening of our branch in Parramatta and other initiatives planned to increase our penetration in the capital cities. It has been noticeable though that there has been a general slowing in activity and demand for housing loans and we will no doubt see increased competition with a possible narrowing on interest rate margins.

«strong leadership, expertise, innovation and progress are important to us»

> A particularly pleasing aspect of our performance in 2003/2004 was the growth in our loan book of 15 per cent to \$1.16 billion. While this was influenced by our increased lending, we have noticed that there was a general slowing of the 'churning' of loans, particularly in southern capital cities.

The new in-house computer system, which will improve our capacity and provide overall efficiencies for processing our loans, is nearing full implementation. A large amount of mortgage documentation is now being sourced 'in-house'. We are scheduled to complete a further 'off market' securitisation program of approximately \$300 million in October 2004.

Our capital adequacy as at 30 June 2004 was 13.72 per cent and after the projected securitisation program we anticipate that our capital will be in excess of 16 per cent.

Our branch operations continue to operate satisfactorily with all branches now refurbished with new signage to Wide Bay Australia Ltd.

Ron Hancock, Managing Director Wide Bay Australia House, Bundaberg

### Managing Director's report continued >>>

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#### » Your management team





**Ian Pokarier** AIFS Operations Manager

Frances McLeod JP(CDec) AIFS Executive Director



Bill Schafer BCom ACA Chief Financial Officer and Company Secretary



Stephen Butler Loans Manager



Dale Hancock BBus AAIBF (Snr) Securitisation and Interstate Operations Manager

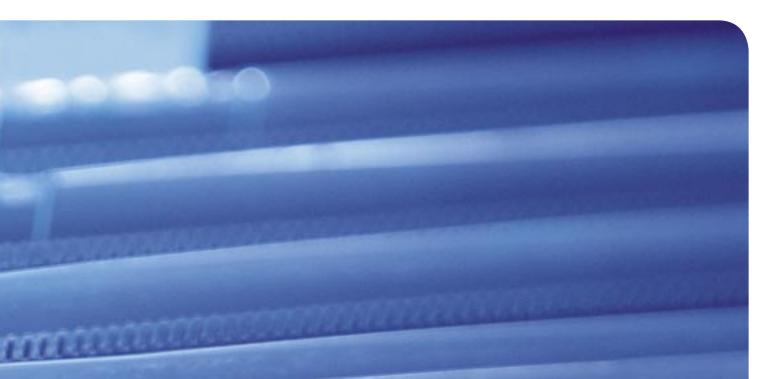
During the year we completed our compliance with the Financial Sector Reform Legislation (FSRA) — with all staff having the appropriate training and expertise to meet the requirements of that legislation.

We continue to improve and develop our range of products and services — with BPAY, telephone banking and internet banking, all receiving strong support.

Our captive Lenders Mortgage Insurer, Mortgage Risk Management Pty Ltd, has contributed solidly to our results for the year at \$423,000 — even though this figure was impacted by an application of an Accounting Standard on commutation of our re-insurance agreement because of the down grading of their credit rating. The net impact of this will be that the next three to four years will show very strong growth in results for the captive with \$2,250,000 being targeted for the ensuing 12 months. Our cost ratios continue to compare very favourably with other approved deposit taking institutions (ADI's) — particularly given that we have continued to maintain a policy of writing off all loan establishment costs at the time of originating the loan rather than capitalising over a four-year period as is done by many other ADI's.

These ratios include a Cost to Income ratio of 62.7 per cent (2002/2003 - 60.7 per cent), Cost to Average Assets ratio of 1.78 per cent (2002/2003 - 1.68 per cent) and Return on Equity of 12.4 per cent (2002/2003 - 11.4 per cent).

We continue to operate in accordance with the standards as laid down by our regulators, the Australian Prudential Regulation Authority. These standards address issues such as risk management. We have enjoyed a very good working relationship with that body.





**Ian Hatton** Branches and Business Development Manager



Ray Linderberg BBus (Comm) AIFS Marketing Manager



Gayle Job Training Manager



Bob Ashton CISA Internal Auditor



Joanne Norris Administration Manager

We enjoy the support of a management team that has been with us for many years and this has enabled us to develop a culture that is very special to Wide Bay Australia. They are a dedicated, enthusiastic and experienced group who work well together as a team.

The staff share plan available to all of our staff continues to receive strong support and enables them to participate in the results of the Society and take an active interest in our operations.

I extend my personal appreciation to not only our senior management team but to all our staff for their support and enthusiasm throughout the year.

2004/2005 is promising to be a challenging year with reduced margins and a slowing housing market however I'm sure that with our expansion over the past few months and the initiatives we have in place that we will continue to produce strong results.

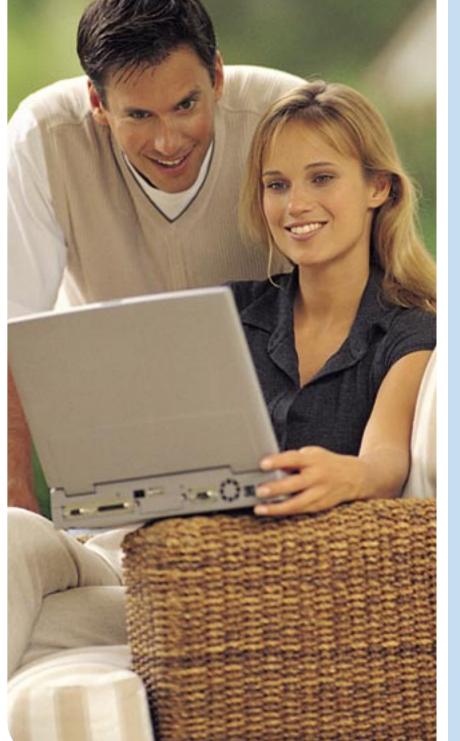
Yours faithfully

Pro-

R E HANCOCK MANAGING DIRECTOR

31 August 2004 Bundaberg

# Products and services Your Way »



#### » Our Product and Service Partners

#### Allianz (11)

Allianz Australia Insurance Limited ABN 15 000 122 850 AFSL 234708



Banklink Limited



Australian Postal Corporation ABN 28 864 970 579



ABN 69 079 137 518



ABN 74 002 405 754

Limited

Citibank Citibank Pty Limited

ABN 88 004 325 080 AFSL 238098

 Travelex
 XX

 Travelex Ltd
 ABN 36 004 179 953
 AFSL 222444

#### » Our Subsidiaries

\*

Wide Bay Australia Mini Lease Pty Ltd ABN 69 068 790 152 Telephone (07) 3368 2382 www.minilease.com.au

#### **MRM**

Mortgage Risk Management Pty Ltd ABN 99 082 740 010 Telephone (07) 4153 7702

#### » Our Joint Venture



Wide Bay Australia Financial Planning Services Pty Ltd ABN 15 088 124 172 Rep No. 270315 of AFSL 238980 Telephone 1300 138 832

#### » Product and Services

#### **Home Loans**

Owner-Occupied Home Loans Construction Home Loans Investment Loans Loans for Vacant Residential Land Refinance Loans Debt Consolidation Loans Home Equity Loans

#### Lines of Credit

Flexiloan Freedom Line

#### **Credit Cards**

Mastercard Silver Mastercard Gold

#### **Term Deposits**

#### **Deposit Accounts**

#### **Transaction Accounts:**

- TOP Account
- Pension Friendly Account
- Young Achiever's Account
- 'Mortgage Muncher' 100%
   Offset Account

#### **Savings Accounts:**

- Bonus Plus Account
- Christmas Club

#### **On-call Investment Accounts:**

- Cash Management Account
- Self-Managed Superannuation Fund Account

#### **Banking Services**

#### **Electronic Banking:**

- 'smartlink' Internet Banking
- 'smartlink' Telephone Banking
- Cashcard
- Automatic Teller Machines (ATM's)
- Electronic Funds Transfer at
- Point of Sale (EFTPOS)
- BPAY View
- EFTPOS facilities for Business

mortgage muncher

WIDE BAY AUSTRALIA LTD

#### **Cheque Payments:**

- Cheque Books
- Counter Cheques

#### **Electronic Payments/Transfers:**

- Direct Debits
- Direct Credits
- Periodical Payments
- Bpay
- Auto-Sweep

#### **Statement Services:**

- Passbooks
- Transaction Statements
- Interest Statements
- 'Banklink' Business Statements

#### giroPost

#### **Foreign Exchange Services**

Cash Passport Travellers Cheques Foreign Cash International Cheque Drafts Telegraphic Transfers International Money Transfers

#### **Insurance Services**

Home:

- Buildings
- Contents
- Personal Valuables
- Landlords

#### **Motor Vehicle:**

- Private Motor
- Business/Commercial Motor

#### **Caravan/Trailer**

#### **Boat/Pleasure Craft**

#### Travel

#### **Commercial/Rural:**

- Business
- Farms
- Office Professionals
- Tradespeople
- Construction
- Goods in Transit

#### **Personal Risk:**

- Mortgage Repayment
- Personal Accident and Illness
- Income Protection
- Total and Permanent Disability (TPD)
- Trauma
- Term Life
- Terminal Illness Benefit

#### Wide Bay Australia 'Wealthpath'

Wealth Creation Superannuation Retirement Planning Regular Savings Plans Insurance Advice Lump Sum Investments

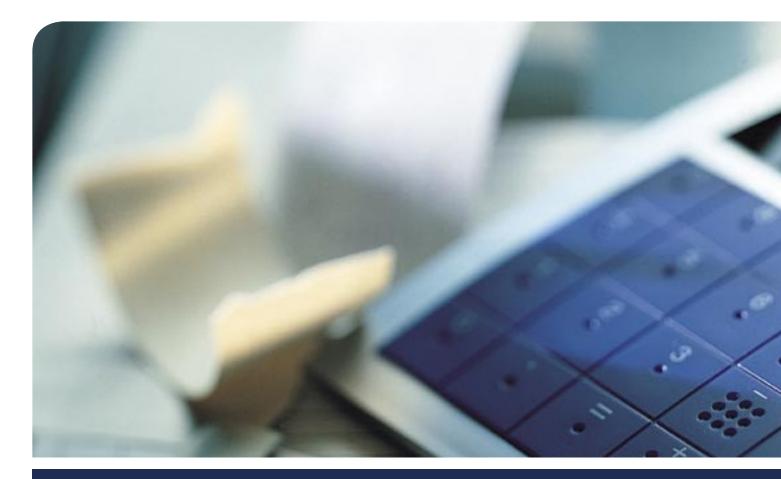
#### Wide Bay Australia

Mini Lease Leasing Rental Vendor Finance

Some products and services are offered by arrangement with third parties — full details on application.



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### Financial Statements

FOR THE YEAR ENDED 30 JUNE 2004



» Statement of Financial Performance FOR THE YEAR ENDED 30 JUNE 2004

| 1   | Notes | \$<br>2004 | Consolidated<br>\$<br>2003 | \$<br>2004 | Chief Entity<br>\$<br>2003 |
|---|-------|------------|----------------------------|------------|----------------------------|
| Interest revenue  | 2     | 81,694,747 | 70,015,017                 | 80,995,816 | 69,703,466                 |
| Borrowing costs   | 2     | 54,750,742 | 45,254,331                 | 54,420,867 | 45,185,880                 |
| Net interest revenue                                    |       | 26,944,005 | 24,760,686                 | 26,574,949 | 24,517,586                 |
| Other revenue from ordinary activities                  | 3     | 10,518,318 | 9,079,507                  | 10,149,787 | 7,394,594                  |
| Employee benefits expense                               |       | 9,255,176  | 7,997,722                  | 9,045,270  | 7,817,422                  |
| Depreciation expense                                    |       | 734,881    | 581,299                    | 720,306    | 567,206                    |
| Amortisation expense                                    |       | 295,321    | 356,948                    | 295,321    | 356,948                    |
| Occupancy expense — operating leases                    |       | 1,051,831  | 959,258                    | 1,051,831  | 959,258                    |
| Bad and doubtful debts expense                          | 10    | 51,971     | 27,347                     | (586)      | 836                        |
| Other expenses from ordinary activities                 | 3     | 12,117,400 | 10,625,614                 | 11,473,225 | 10,086,627                 |
| Profit from ordinary activities before income tax       |       | 13,955,743 | 13,292,005                 | 14,139,369 | 12,123,883                 |
| Income tax expense relating to<br>ordinary activities   | 4     | 4,120,877  | 4,145,321                  | 4,016,808  | 3,867,244                  |
| Profit from ordinary activities after income tax        |       | 9,834,866  | 9,146,684                  | 10,122,561 | 8,256,639                  |
| Outside equity interest in net profit                   |       | (58,869)   | (51,944)                   |            |                            |
| Net profit attributable to shareholders of the company  |       | 9,893,735  | 9,198,628                  | 10,122,561 | 8,256,639                  |
| Retained profits at the beginning of the financial year |       | 10,201,340 | 6,620,296                  | 8,792,239  | 6,324,633                  |
| Total available for appropriation                       |       | 20,095,075 | 15,818,924                 | 18,914,800 | 14,581,272                 |
| Transfer to/(from) statutory reserve                    | 22    | -          | (171,449)                  | -          | -                          |
| Dividends paid — Ordinary Shares                        | 5     | 6,597,103  | 3,240,928                  | 6,597,103  | 3,240,928                  |
| Dividends paid — Resetting Convertible                  |       |            |                            |            |                            |
| Preference Shares                                       | 5     | 2,533,810  | 2,548,105                  | 2,533,810  | 2,548,105                  |
| Retained profits at the end of the financial year       |       | 10,964,162 | 10,201,340                 | 9,783,887  | 8,792,239                  |
| EARNINGS PER SHARE                                      |       |            |                            |            |                            |
| Basic earnings per share (cents per share)              | 28    | 36.24      | 32.90                      |            |                            |
| Diluted earnings per share (cents per share)            | 28    | 37.93      | 35.04                      |            |                            |
|   |       |            |                            |            |                            |

» Statement of Financial Position

Consolidated Chief Entity Ś Ś 2004 2003 2004 2003 Notes ASSETS 20,235,708 23,880,790 Cash and liquid assets 6 29,992,953 33,156,005 Due from other financial institutions 7 1,905,519 1,905,519 1,905,519 1,905,519 Accrued receivables 8 12,345,541 7,506,411 9,941,108 7,455,516 185,674,835 9 Investment securities 142,407,399 140,972,319 184,647,084 Loans and advances 10 638,912,409 517,554,114 635,759,495 514,146,315 Other investments 11 141,694 3,021,476 10,400,287 8,280,287 Property, plant and equipment 12 11.299.954 11,155,350 11,259,997 11,102,142 Deferred tax assets 13 567,264 467,572 269,966 234,944 Other assets 14 4,320,599 7,357,683 3,843,956 3,198,133 **TOTAL ASSETS** 841,893,332 767,798,965 834,588,355 754,850,730 LIABILITIES Deposits and short term borrowings 15 655,031,795 594,099,484 662,009,323 595,682,713 Due to other financial institutions 16 64,266,932 64,369,778 60,000,000 60,000,000 Payables and other liabilities 17 23,887,469 13,994,406 20,811,802 13,246,098 Tax liabilities 1,595,805 1,282,393 1,551,843 983,763 18 Provisions 19 7,304,905 9,127,288 1,170,409 1,061,684 Subordinated capital notes 20 10,000,000 5,000,000 10,000,000 5,000,000 **TOTAL LIABILITIES** 762,086,906 687,873,349 755,543,377 675,974,258 **NET ASSETS** 79,806,426 79,925,616 79,044,978 78.876.472 EQUITY Parent entity interest in equity Contributed equity 21 57,345,914 58,169,056 57,345,914 58,169,056 22 11,915,177 11,915,177 11,915,177 11,915,177 Reserves Retained profits 10,964,162 9,783,887 10,201,340 8,792,239 Total parent entity interest in equity 80,225,253 80,285,573 79,044,978 78,876,472 Outside equity interest in controlled entities 23 6,555 6,555 Contributed equity Retained profits (425, 382)(366, 512)Total outside equity interest (418,827) (359, 957)**TOTAL EQUITY** 79,806,426 79,925,616 79,044,978 78,876,472

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Wide Bay Australia Ltd Annual Report and Financial Statements 2003/2004 >>

Statement of Consolidated Cash Flows FOR THE YEAR ENDED 30 JUNE 2004

| No   | \$<br>tes <b>2004</b>      | Consolidated<br>\$<br>2003 | \$<br>2004                | Chief Entity<br>\$<br>2003 |
|--|----------------------------|----------------------------|---------------------------|----------------------------|
|  |                            |                            |                           |                            |
| CASH FLOWS FROM OPERATING ACTIVITIES   |                            |                            |                           |                            |
| Interest received  | 81,351,646                 | 69,937,770                 | 80,652,715                | 69,626,219                 |
| Dividends received   | 15,858                     | -                          | 615,858                   | -                          |
| Borrowing costs  | (54,817,297)               | (43,447,016)               | (54,487,422)              | (43,378,565)               |
| Other non interest income received<br>Cash paid to suppliers and employees           | 13,183,092<br>(23,906,634) | 14,914,894<br>(24,903,342) | 8,972,733<br>(21,433,936) | 7,700,489<br>(19,657,116)  |
| Income tax paid  | (3,857,305)                | (24,903,342) (4,770,825)   | (3,483,750)               | (4,601,948)                |
| ·  | (0,001,000)                | (1,110,020)                | (0,100,100)               | (1,001,010)                |
| NET CASH FLOWS FROM OPERATING  |                            | 44 704 404                 |                           | 0 000 070                  |
| ACTIVITIES   | 24 <b>11,969,360</b>       | 11,731,481                 | 10,836,198                | 9,689,079                  |
|  |                            |                            |                           |                            |
| CASH FLOWS FROM INVESTING ACTIVITIES   |                            |                            |                           |                            |
| Net increase in investment securities  | 44,253,484                 | (633,442)                  | 44,660,813                | 394,311                    |
| Net increase in amounts due from<br>other financial institutions                     | (986,049)                  | 122,310                    | (986,049)                 | 122,310                    |
| Net increase in loans  | (21,568,200)               | 83,821,927                 | (21,823,085)              | 88,107,242                 |
| Net increase in other investments  |                            | (1,879,333)                | (5,000,000)               | (1,879,333)                |
| Purchase of non current assets   | (1,174,806)                | (285,788)                  | (1,173,482)               | (279,450)                  |
| Proceeds from sale of investments, property,   |                            |                            |                           |                            |
| plant and equipment  | 3,867,411                  | 26,383                     | 3,867,629                 | 26,383                     |
| NET CASH USED IN INVESTING ACTIVITIES  | 24,391,840                 | 81,172,057                 | 19,545,826                | 86,491,463                 |
|  |                            |                            |                           |                            |
| CASH FLOWS FROM FINANCING ACTIVITIES   |                            |                            |                           |                            |
| Net increase in deposits and other borrowings  | 58,555,933                 | 116,377,955                | 63,950,233                | 114,295,686                |
| Purchase (redemption) of subordinated  |                            |                            |                           |                            |
| capital notes  | 5,000,000                  | (9,000,000)                | (5,000,000)               | (9,000,000)                |
| Net increase in amounts due to other financial<br>institutions and other liabilities | (93,138,791)               | (185,081,650)              | (02.025.045)              | (190 451 409)              |
| Proceeds from share issue  | (810,481)                  | (185,081,050)<br>237,716   | (93,035,945)<br>(810,481) | (189,451,428)<br>237,716   |
| Dividends paid   | (9,130,913)                | (9,009,198)                | (9,130,913)               | (9,009,198)                |
|  | (0,200,020)                | (0,000,200)                | (0,200,020)               | (0,000,200)                |
|  |                            |                            |                           |                            |
| NET CASH FLOWS FROM FINANCING<br>ACTIVITIES  | (20 504 050)               | (96 475 477)               | (24.027.400)              | (02 027 224)               |
| ACTIVITIES   | (39,524,252)               | (86,475,177)               | (34,027,106)              | (92,927,224)               |
|  |                            |                            |                           |                            |
| NET INCREASE IN CASH HELD  | (3,163,052)                | 6,428,361                  | (3,645,082)               | 3,253,318                  |
| Cash at beginning of financial year  | 33,156,005                 | 26,727,644                 | 23,880,790                | 20,627,472                 |
| CASH AT END OF FINANCIAL YEAR  | 29,992,953                 | 33,156,005                 | 20,235,708                | 23,880,790                 |
|  |                            |                            |                           |                            |

For the purposes of the Statement of Cash Flows, cash includes cash on hand and deposits on call. The cash at the end of the year can be agreed directly to the Statement of Financial Position.

#### NOTE 1 STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES

This general purpose financial report has been prepared in accordance with the historical cost convention except for certain assets which are at valuation. The accounting policies adopted are consistent with those of previous years except where indicated. The accounts have been prepared in accordance with the accounting concepts, standards and disclosure requirements of the Australian accounting bodies, Urgent Issues Group Consensus Views, Accounting Standards of the Australian Accounting Standards Board and the requirements of law, so far as they are applicable to Building Societies.

#### A) ASSETS ON BALANCE SHEET AND UNDER MANAGEMENT

The accounts have been prepared excluding assets funded under the securitisation program from assets shown in the statement of financial position. The accounts should be read taking both these figures into consideration. Assets and loans under management at 30 June 2004 totalled \$1,369,346,938. (2003 — \$1,264,282,556).

#### B) DEPRECIATION

Depreciation is provided on a straight line basis on all property, plant and equipment other than freehold land. Depreciation periods for major categories are:

- Buildings 40 years
- Plant and equipment 4 to 6 years
- Leasehold improvements 4 to 6 years or the term of the lease, whichever the lesser.

#### C) EMPLOYEE ENTITLEMENTS

Contributions made to employee superannuation funds are charged as an expense when incurred.

#### D) CHANGES IN COMPARATIVE FIGURES

Where necessary comparative figures for 2003 have been adjusted to conform with financial statements disclosures adopted in 2004.

#### E) LOANS AND ADVANCES - DOUBTFUL DEBTS

All Society loans, excluding staff share loans, are protected with either one of the recognised mortgage insurers or through the Society's wholly owned subsidiary Mortgage Risk Management Pty Ltd, an approved lenders mortgage insurer, and secured by registered mortgage over residential property. With respect to the staff share loans, these loans are secured by a lien over the relevant shares and dividends.

There are no loans on which interest is not being accrued and no specific provision for doubtful debts for any type of loan. Specific provisions for doubtful debts and write-off of debts are in respect of overdrawn savings accounts, leases and relevant non-recoverable amounts.

#### F) LEASES

As lessor, Wide Bay Australia Mini Lease Pty Ltd classifies leases at their inception as either operating or finance leases based on the economic substance of the agreement so as to reflect the risks and benefits incidental to ownership.

As direct financing leases, an asset is recognised at the beginning of the lease term at an amount equal to the aggregate of the present value of the minimum lease payments and the present value of any unguaranteed residual value expected to accrue to the benefit of the lessor at the end of the lease term. Lease finance revenue is recognised progressively over the lease term to achieve a constant periodic rate of return on the carrying amount of the lease receivable at the beginning of each lease payment period.

Due to the immaterial nature of total leases receivable, the asset has been included in loans and advances of the group.

#### G) RECOVERABLE AMOUNT

The carrying amounts of all assets are reviewed at least annually to determine whether they are in excess of their recoverable amount. If the carrying amounts of the assets exceed the recoverable amount, the asset is written down to the lower value. Expected net cash flows have not been discounted in determining recoverable amounts.

#### H) REVENUE RECOGNITION

Interest revenue is recognised on a proportional basis taking into account the interest rate applicable to financial assets. Dividend income is taken into profit when received. Fees and commissions are recognised as revenue or expenses on an accrual basis.

#### Premium Revenue — Mortgage Risk Management Pty Ltd

Premiums have been brought to account as income from the date of attachment of risk. Direct Premiums comprise amounts charged to the policy holder, excluding stamp duties collected on behalf of the statutory authorities. The earned portion of premiums received and receivable is recognised as revenue.

#### Change in accounting policy

During the year Mortgage Risk Management Pty Ltd changed its earning pattern which takes to account the high loan termination rate of recent years. The change was based on independent actuarial advice. The change in earning pattern has resulted in additional net premium income of \$855,109 which has been brought forward from previous years.

#### I) INCOME TAX

Tax-effect accounting is applied using the liability method whereby income tax is regarded as an expense and is calculated on the accounting profit after allowing for permanent differences. The timing differences that occur on items between accounting treatment and taxation treatment are reflected as a future income tax benefit or a provision for deferred income tax calculated at the prevailing income tax rates.

The income tax expense has been calculated at 30% (2003 - 30%), and the future tax benefit and deferred tax balances have been calculated at 30% (2003 - 30%). Future income tax benefits are not brought to account unless realisation of the asset is assured beyond any reasonable doubt. Future income tax benefits in relation to tax losses are not brought to account unless there is virtual certainty of realisation of the benefit.

The amount of benefits brought to account or which may be realised in the future is based on the assumption that no adverse change will occur in income tax legislation, and the anticipation that the Society will derive sufficient future assessable income to enable the benefit to be realised and comply with the conditions of deductibility imposed by the law.

#### J) PRINCIPLES OF CONSOLIDATION

The consolidated financial statements are those of the consolidated entity, comprising Wide Bay Australia Ltd (the parent entity) and all entities controlled by Wide Bay Australia Ltd during the year and at balance date.

The financial statements of subsidiaries are prepared for the same reporting period as the parent entity, using consistent accounting policies.

All intercompany balances and transactions, including unrealised profits arising from intra-group transactions, have been eliminated in full.

#### **K) SECURITISED LOANS**

The Society has since June 1997 funded its loan activities by an increasing use of securitisation of the Society's mortgages. For the purposes of capital adequacy, the on-balance sheet programs are not considered at arm's length and are taken to account within the Society's risk weighted assets and appropriate capital held. These loans have been precluded from the assets of the Chief Entity and the consolidated group, having been sold into the securitisation programs but at the same time managed by the Society. The accounts should be read in conjunction with the amount of loans under management (see note 10).

On 16 August 2002 and 3 December 2003 the Society completed off-balance sheet securitisation programs. These loans are precluded from both the loans and loans under management disclosed in the notes to the accounts. For the purposes of capital adequacy, these loans are excluded from risk weighted assets of the Society.

The costs associated with each securitisation program are amortised over the life of the program.

#### L) GOODS AND SERVICES TAX (GST)

Revenues, expenses and assets are recognised net of the amount of GST, except where the amount of GST is not recoverable from the Australian Tax Office. In these circumstances the GST is recognised as part of the cost of acquisition of the asset or as part of the expense. Receivables and payables are stated with the amount of GST included.

#### M) INTERNATIONAL FINANCIAL REPORTING STANDARDS (IFRS)

For reporting periods beginning on or after 1 January 2005, the consolidated entity must comply with International Financial Reporting Standards (IFRS) as issued by the Australian Accounting Standards Board.

This financial report has been prepared in accordance with Australian Accounting Standards and other financial reporting requirements (Australian GAAP). The differences between Australian GAAP and IFRS identified to date as potentially having a significant effect on the consolidated entity's performance and financial position are summarised below. This summary should not be taken as an exhaustive list of all the differences. No attempt has been made to identify all disclosure, presentation or classification differences that would affect the manner in which transactions or events are presented.

The consolidated entity has not quantified the effects of the differences discussed below. Accordingly, there can be no assurances that the consolidated financial performance and financial position as disclosed in the financial report would not be significantly different if determined in accordance with IFRS.

Regulatory bodies that promulgate Australian GAAP and IFRS have significant ongoing projects that could affect the differences between Australian GAAP and IFRS described below and the impact of these differences relative to the consolidated entity's financial reports in the future. The transition to IFRS reporting is being managed by regular dialogue between management, the accounting department and audit staff.

The key potential implications of the conversion to IFRS on the consolidated entity are as follows:

- Income tax will be calculated based on the 'balance sheet' approach, which will result in more deferred tax assets and liabilities and, as tax effects follow the underlying transaction, some tax effects will be recognised in equity
- Revaluation increments and decrements relating to revalued properties, plant and equipment and intangible assets will be recognised on an individual asset basis, not a class of assets basis
- Impairments of assets will be determined on a discounted basis, with strict tests for determining whether goodwill and cashgenerating operations have been impaired
- Changes in accounting policies will be recognised by restating comparatives rather than making current year adjustments with note disclosure of prior year effects.

| \$      |          | %             |
|---------|----------|---------------|
| Average | \$       | Average       |
| Balance | Interest | Interest Rate |
|         |          |               |

#### NOTE 2 INTEREST REVENUE AND INTEREST EXPENSE

The following tables show the average balance for each of the major categories of interest bearing assets and liabilities, the amount of interest revenue or expense and the average interest rate. Month-end averages are used as they are representative of the entity's operations during the period.

| INTEREST REVENUE 2004                      |               |            |      |
|--|---------------|------------|------|
| Deposits with other financial institutions | 20,203,753    | 1,013,051  | 5.01 |
| Investment securities                      | 105,952,130   | 5,799,055  | 5.47 |
| Loans and advances                         | 1,098,006,598 | 74,515,004 | 6.79 |
| Other                                      | 8,254,541     | 367,637    | 4.45 |
|  | 1,232,417,022 | 81,694,747 | 6.63 |
|  |               |            |      |
| BORROWING COSTS 2004                       |               |            |      |
| Deposits from other financial institutions | 581,602,977   | 30,289,104 | 5.21 |
| Customer deposits                          | 648,012,173   | 24,065,591 | 3.71 |
| Subordinated notes                         | 5,833,333     | 396,047    | 6.79 |
|  | 1,235,448,483 | 54,750,742 | 4.43 |
| NET INTEREST REVENUE 2004                  |               | 26,944,005 |      |
|  |               |            |      |
| INTEREST REVENUE 2003                      |               |            |      |
| Deposits with other financial institutions | 21,105,581    | 1,229,067  | 5.82 |
| Investment securities                      | 72,368,208    | 3,396,883  | 4.69 |
| Loans and advances                         | 978,121,494   | 64,908,764 | 6.64 |
| Other                                      | 8,695,453     | 480,303    | 5.52 |
|  | 1,080,290,736 | 70,015,017 | 6.48 |
|  |               |            |      |
| BORROWING COSTS 2003                       |               |            |      |
| Deposits from other financial institutions | 571,261,972   | 25,165,180 | 4.41 |
| Customer deposits                          | 548,337,206   | 19,160,473 | 3.49 |
| Subordinated notes                         | 12,083,333    | 928,678    | 7.69 |
|  | 1,131,682,511 | 45,254,331 | 4.00 |
| NET INTEREST REVENUE 2003                  |               | 24,760,686 |      |
|  |               | 24,100,000 |      |

|      | Consolidated |      | Chief Entity |
|------|--------------|------|--------------|
| \$   | \$           | \$   | \$           |
| 2004 | 2003         | 2004 | 2003         |

#### NOTE 3 PROFIT FROM ORDINARY ACTIVITIES

Profit from ordinary activities before income tax includes the following revenues and expenses whose disclosure is relevant in explaining the financial performance of the consolidated group.

| Profit relating to investment activities (also refer note | 11).          |             |           |   |
|---|---------------|-------------|-----------|---|
| Revenue from sale of non-current investments              | 3,791,410     | -           | 3,791,410 | - |
| Expense from sale of non-current investments              | 2,880,000     | -           | 2,880,000 | - |
| Gain on sale of non-current investments                   | 911,410       | -           | 911,410   | - |
| Profit relating to mortgage insurance activities (also r  | efer note 1H) |             |           |   |
| Premium Revenue   | 3,141,358     | 2,111,464   | -         | - |
| Premium earned on termination of                          |               |             |           |   |
| Reinsurance agreement                                     | 2,359,013     | -           | -         | - |
| Reinsurance expense                                       | (1,054,649)   | (1,010,496) | -         | - |
| Write back of unearned reinsurance expense                |               |             |           |   |
| due to termination of reinsurance agreement               | (4,195,866)   | -           | -         | - |
| Net earned premium revenue                                | 249,856       | 1,100,968   | -         | - |
|   |               |             |           |   |

Included in the profit from ordinary activities are the following revenue items:

Other revenue from ordinary activities

| Dividends            |            |           |            |           |
|----------------------|------------|-----------|------------|-----------|
| Controlled entities  | -          | -         | 600,000    | _         |
| Other corporations   | 15,858     | -         | 15,858     | _         |
| Fees and commissions | 7,859,497  | 6,672,398 | 7,859,497  | 6,672,398 |
| Other revenue        | 1,481,697  | 1,306,141 | 763,022    | 722,196   |
|                      | 10,518,318 | 9,079,507 | 10,149,787 | 7,394,594 |

The profit from ordinary activities before income tax is arrived at after charging the following items:

| Other expenses from operating activities |            |            |            |            |
|--|------------|------------|------------|------------|
| Fees and commissions                     | 3,965,240  | 4,343,101  | 3,965,240  | 4,343,101  |
| Provisions for employee entitlements     | 134,002    | 114,214    | 134,002    | 114,214    |
| General and administration expenses      | 7,869,142  | 6,081,859  | 7,373,983  | 5,629,312  |
| Underwriting expenses                    | 149,016    | 86,440     | -          | -          |
|  | 12,117,400 | 10,625,614 | 11,473,225 | 10,086,627 |

| <br> | <br> | <br> | ••• |  |
|------|------|------|-----|--|
|      |      |      |     |  |
|      |      |      |     |  |
|      |      |      |     |  |
|      |      |      |     |  |

|  | \$<br>2004      | Consolidated<br>\$<br>2003 | \$<br>2004  | Chief Entity<br>\$<br>2003 |
|--|-----------------|----------------------------|-------------|----------------------------|
|  |                 |                            |             |                            |
| NOTE 4 INCOME TAX  |                 |                            |             |                            |
| The prima facie tax on profit from ordinary activities diff          | fers from the i | ncome tax provided         | as follows: |                            |
| Prima facie tax on profit from ordinary                              |                 |                            |             |                            |
| activities at 30% (2003 — 30%)                                       | 4,186,723       | 3,987,602                  | 4,241,811   | 3,637,165                  |
| Tax effect of permanent differences                                  |                 |                            |             |                            |
| Depreciation of buildings  | 10,976          | 25,513                     | 10,976      | 25,513                     |
| Capital gain on sale of assets                                       | 91,797          | 38,244                     | 91,797      | 38,244                     |
| Other items — net  | (23,249)        | 193,175                    | (182,406)   | 265,535                    |
| Capital raising expenses   | (99,213)        | (99,213)                   | (99,213)    | (99,213)                   |
| Overprovision for taxation in prior year                             | (46,157)        | -                          | (46,157)    | -                          |
| Income tax expense attributable to profit                            |                 |                            |             |                            |
| from ordinary activities   | 4,120,877       | 4,145,321                  | 4,016,808   | 3,867,244                  |
|  |                 |                            |             |                            |
| NOTE 5 DIVIDENDS PAID  |                 |                            |             |                            |
| Dividends paid during the year                                       |                 |                            |             |                            |
| Interim for current year   |                 |                            |             |                            |
| Fully franked dividend on ordinary shares                            | 3,356,176       | 3,240,928                  | 3,356,176   | 3,240,928                  |
| Final for previous year<br>Fully franked dividend on ordinary shares | 3,240,927       |                            | 3,240,927   |                            |
|  | 3,240,927       | _                          | 3,240,927   | -                          |
|  | 6,597,103       | 3,240,928                  | 6,597,103   | 3,240,928                  |
|  |                 |                            |             |                            |
| Dividends paid during the year                                       |                 |                            |             |                            |
| Fully franked dividends on non-cumulative perpetual                  | 2,533,810       | 2,548,105                  | 2,533,810   | 2,548,105                  |
| resetting convertible preference shares                              |                 |                            |             |                            |
|  | 0 522 010       | 2 548 105                  | 0 522 910   | 2 549 105                  |
|  | 2,533,810       | 2,548,105                  | 2,533,810   | 2,548,105                  |

In accordance with Accounting Standards, dividends are only provided for as declared or paid. Subsequent to the reporting date, the Board declared a dividend of 17.5 cents per ordinary share (\$3.560 million), for the six months to 30 June 2004, payable on 24 September 2004. The final dividend for the six months to 30 June 2003 (\$3.241 million) was paid on 19 September 2003, and was disclosed in the 2002/2003 financial accounts in accordance with Accounting Standards. The tax rate at which the dividends have been franked is 30% (2003 — 30%).

The amount of franking credits available for the subsequent financial year are:

| Balance as at the end of the financial year        | 3,294,283   | 3,108,195   | 3,294,283   | 3,108,195   |
|--|-------------|-------------|-------------|-------------|
| Credits that will arise from the payment of income |             |             |             |             |
| tax payable per the financial statements           | 768,956     | 232,221     | 768,956     | 232,221     |
| Debits that will arise from the payment            |             |             |             |             |
| of the proposed dividend                           | (1,525,535) | (1,389,000) | (1,525,535) | (1,389,000) |
|  | 2,537,704   | 1,951,416   | 2,537,704   | 1,951,416   |

» Notes to and Forming Part of the Accounts FOR THE YEAR ENDED 30 JUNE 2004

|   | \$<br>2004               | Consolidated<br>\$<br>2003 | \$<br>2004               | Chief Entity<br>\$<br>2003 |
|---|--------------------------|----------------------------|--------------------------|----------------------------|
| Dividends — cents per share   |                          |                            |                          |                            |
| Dividend proposed   |                          |                            |                          |                            |
| Fully franked dividend on ordinary shares   | 17.5                     | 16.0                       | 17.5                     | 16.0                       |
| Interim dividend paid during the year   |                          |                            |                          |                            |
| Fully franked dividende on ordinary shares  | <b>16.5</b>              | 16.0                       | 16.5                     | 16.0                       |
| Fully franked dividends on non-cumulative perp<br>resetting convertible preference shares | 753.0                    | 728.0                      | 753.0                    | 728.0                      |
| Final dividend paid for the previous year   | 100.0                    | 120.0                      | 100.0                    | 120.0                      |
| Fully franked dividend on ordinary shares   | 16.0                     | 16.0                       | 16.0                     | 16.0                       |
| NOTE 6 CASH AND LIQUID ASSETS   |                          |                            |                          |                            |
| Cash on hand and at banks   | 11,292,953               | 20,156,005                 | 11,235,708               | 10,880,790                 |
| Deposits on call  | 18,700,000               | 13,000,000                 | 9,000,000                | 13,000,000                 |
|   | 29,992,953               | 33,156,005                 | 20,235,708               | 23,880,790                 |
|   |                          |                            |                          |                            |
| NOTE 7 DUE FROM OTHER FINANCIAL INSTITUT  | TIONS                    |                            |                          |                            |
| Deposits with SSP's   | 1,780,934                | 1,780,934                  | 1,780,934                | 1,780,934                  |
| Subordinated loans  | 124,585                  | 124,585                    | 124,585                  | 124,585                    |
|   | 1,905,519                | 1,905,519                  | 1,905,519                | 1,905,519                  |
| Maturity analysis   |                          |                            |                          |                            |
| No maturity specified   | 1,905,519                | 1,905,519                  | 1,905,519                | 1,905,519                  |
| NOTE 8 ACCRUED RECEIVABLES  |                          |                            |                          |                            |
| Interest receivable   | 974,035                  | 617,400                    | 928,616                  | 568,075                    |
| Other   | 11,371,506               | 6,889,011                  | 9,012,492                | 6,887,441                  |
|   | 12,345,541               | 7,506,411                  | 9,941,108                | 7,455,516                  |
|   |                          |                            |                          |                            |
| NOTE 9 INVESTMENT SECURITIES  |                          | 07.000.440                 |                          | 07.000.4.45                |
| Bills of exchange and promissory notes  | 70,969,556               | 87,020,140<br>15,326,557   | 70,969,556               | 87,020,140<br>15,326,557   |
| Certificates of deposit<br>Notes — Securitisation programme                               | 18,732,781<br>52,705,062 | 15,326,557<br>83,328,138   | 18,732,781<br>51,269,982 | 15,326,557<br>82,300,387   |
|   | 142,407,399              | 185,674,835                | 140,972,319              | 184,647,084                |
| Meturity analysis   | 2.12, 101,000            | 100,014,000                | 110,012,010              | 101,041,004                |
| Maturity analysis<br>Up to 3 months   | 89,702,337               | 102,346,697                | 89,702,337               | 102,346,697                |
| Later than 5 years  | 52,705,062               | 83,328,138                 | 51,269,982               | 82,300,387                 |
|   |                          |                            |                          |                            |
|   | 142,407,399              | 185,674,835                | 140,972,319              | 184,647,084                |

Wide Bay Australia Ltd Annual Report and Financial Statements 2003/2004  $\boldsymbol{)}\!\!\boldsymbol{)}$ 

» Notes to and Forming Part of the Accounts

FOR THE YEAR ENDED 30 JUNE 2004

|  | \$<br>2004  | Consolidated<br>\$<br>2003 | \$<br>2004    | Chief Entity<br>\$<br>2003 |  |  |  |
|--|---|----------------------------|---------------|----------------------------|--|--|--|
|  |   |                            |               |                            |  |  |  |
| NOTE 10 LOANS AND ADVANCES   |   |                            |               |                            |  |  |  |
| Term loans<br>Securitised loans under management   | 703,519,747   | 738,005,545                | 703,519,747   | 738,005,545                |  |  |  |
|  | 239,292,208)  | (339,769,777)              | (239,292,208) | (339,769,777)              |  |  |  |
| Loan to controlled entity  | _   | _                          | 1,368,652     | 573,330                    |  |  |  |
| Other commercial loan  | 306,281   | _                          | 306,281       | -                          |  |  |  |
| Continuing credit loans  | 169,864,069   | 115,344,849                | 169,864,069   | 115,344,849                |  |  |  |
| Leases receivable  | 4,537,704   | 4,007,640                  | -             | -                          |  |  |  |
|  | 638,935,593   | 517,588,257                | 635,766,541   | 514,153,947                |  |  |  |
| Provision for impairment   | (23,184)  | (34,143)                   | (7,046)       | (7,632)                    |  |  |  |
|  | 638,912,409   | 517,554,114                | 635,759,495   | 514,146,315                |  |  |  |
| Securitised loans under management   | 239,292,208   | 339,769,777                | 239,292,208   | 339,769,777                |  |  |  |
| Total loans  | 878,204,617   | 857,323,891                | 875,051,703   | 853,916,092                |  |  |  |
| Provision for impairment<br>Specific provision   |   |                            |               |                            |  |  |  |
| Opening balance  | (34,143)  | (6,796)                    | (7,632)       | (6,796)                    |  |  |  |
| Bad and doubtful debts provided for during the year  | ar <b>10,959</b>  | (27,347)                   | 586           | (836)                      |  |  |  |
| Total provision for impairment   | (23,184)  | (34,143)                   | (7,046)       | (7,632)                    |  |  |  |
| Charge to profit and loss for bad and doubtful debts of  | Charge to profit and loss for bad and doubtful debts comprises: |                            |               |                            |  |  |  |
| Specific provision   | (10,959)  | 27,347                     | (586)         | 836                        |  |  |  |
| Bad debts recognised directly  | 62,930  | -                          | -             | -                          |  |  |  |
|  | 51,971  | 27,347                     | (586)         | 836                        |  |  |  |
| On 16 August 2002, the Society completed its first off-balance sheet securitisation for \$235 million. An additional |   |                            |               |                            |  |  |  |

On 16 August 2002, the Society completed its first off-balance sheet securitisation for \$235 million. An additional off-balance sheet securitisation of \$258 million was completed on 3 December 2003. At 30 June 2004 the balance of the off-balance sheet loans was \$288,161,398 (2003 — \$156,713,814). Loans in the off-balance sheet securitisation are excluded from loans and loans under management and, accordingly, are not recorded in this note.

Maturity analysis Up to 3 months 320,077 227,639 236,866 212,031 From 3 to 12 months 245,068 343,954 133,084 192,926 7,653,252 From 1 to 5 years 6,702,712 3,310,745 2,861,710 Later than 5 years 630,694,012 510,279,809 632,078,800 510,879,648 638,912,409 517,554,114 635,759,495 514,146,315

Concentration of risk

The loan portfolio of the Society does not include any loan which represents 10% or more of capital.

|                                     | \$<br>2004 | Consolidated<br>\$<br>2003 | \$<br>2004 | Chief Entity<br>\$<br>2003 |
|-------------------------------------|------------|----------------------------|------------|----------------------------|
| NOTE 11 OTHER INVESTMENTS           |            |                            |            |                            |
| Unlisted shares —                   |            |                            |            |                            |
| at Directors valuation 2003         | 126,694    | 3,006,476                  | 164,246    | 3,044,246                  |
| Controlled entities — at cost       | -          | -                          | 10,221,041 | 5,221,041                  |
| Interest in joint venture — at cost | 15,000     | 15,000                     | 15,000     | 15,000                     |
|                                     | 141,694    | 3,021,476                  | 10,400,287 | 8,280,287                  |

Investment in controlled entities comprises:

| Name  | Country of incorporation | %<br>2004 | %<br>2003 | Contribution to consolidated operating profit after income tax |           | Investmen  | t carrying value |
|---|--------------------------|-----------|-----------|--|-----------|------------|------------------|
| <b>Chief entity</b><br>Wide Bay Australia Lte                 | d Australia              |           |           | 9,522,561  | 8,256,639 |            |                  |
| <b>Controlled entities</b><br>Fincom Pty Ltd<br>Mortgage Risk | Australia                | 44        | 44        | (526)  | 2,335     | -          | -                |
| Management Pty Ltd<br>Wide Bay Australia                      | Australia                | 100       | 100       | 432,288  | 996,756   | 10,220,000 | 5,220,000        |
| Mini Lease Pty Ltd  | Australia                | 51        | 51        | (60,588)   | (57,102)  | 1,041      | 1,041            |
|   |                          |           |           | 9,893,735  | 9,198,628 | 10,221,041 | 5,221,041        |

The carrying amounts of Unlisted shares were reassessed by the Directors as at 30 June 2003 with the reassessments being based on the projections of the current market values of the shares.

The shares in Cashcard Australia Ltd, which were revalued to \$2,880,000 at 30 June 2003, were sold for \$3,791,192 in April 2004. A gain on sale of \$911,192 has been recognised in the financial accounts. A tax expense of \$832,551 has been provided for, to recognise the Capital Gains Tax on the sale of the shares. Consideration for the Cashcard Australia Ltd shares have been structured over three separate payments, with the final two payments of \$174,374 and \$207,599 due to be received on 15 October 2004 and 15 April 2005, respectively.

The investment in QSI Payments Inc. was revalued to \$Nil as at 30 June 2003. These shares have been sold for \$218, being the estimated market value of the investment. The loss on sale of the shares resulted in a tax benefit of \$455,317.

Mortgage Risk Management Pty Ltd (MRM) is a wholly owned subsidiary of Wide Bay Australia Ltd and is a registered lender's mortgage insurance provider. The company acts solely for the purpose of insuring the Society's residential mortgages and has received APRA approval. The operations of MRM are subject to and under the supervision of APRA in respect of compliance and capital requirements. MRM meets the S&P model for an "A" rated lender's mortgage insurance company.

The Society controls a 51% share in Wide Bay Australia Mini Lease Pty Ltd. This company provides leasing and rental finance for businesses to acquire plant and equipment.

|      | Consolidated |      | Chief Entity |
|------|--------------|------|--------------|
| \$   | \$           | \$   | \$           |
| 2004 | 2003         | 2004 | 2003         |

#### NOTE 11 (CONTINUED)

The shall have also and have that the

The Society has entered into a joint venture with Tamsu Pty Ltd as trustee for the FT (WBC) Unit Discretionary Trust to establish a vehicle for the provision of financial planning and services. The company, Wide Bay Australia Financial Planning Services Pty Ltd, is a 50/50 structure and acts as an authorised representative of an Australian Financial Services licence holder.

#### NOTE 12 PROPERTY, PLANT AND EQUIPMENT

| Freehold land and buildings                 |            |            |            |            |
|---|------------|------------|------------|------------|
| At independent valuation — June 2003        | 8,180,000  | 8,470,000  | 8,180,000  | 8,470,000  |
| Provision for depreciation                  | 154,403    | -          | 154,403    | -          |
|   | 8,025,597  | 8,470,000  | 8,025,597  | 8,470,000  |
| Movement in carrying amount                 |            |            |            |            |
| Carrying amount at beginning of year        | 8,470,000  | 10,210,302 | 8,470,000  | 10,210,302 |
| Depreciation                                | 155,584    | 204,640    | 155,584    | 204,640    |
| Sale of property at 430 Esplanade, Torquay  | -          | 548,707    | -          | 548,707    |
| Sale of property at 214 Mary Street, Gympie | 288,819    | -          | 288,819    | -          |
| Revaluation decrement (net)                 | -          | 986,955    | -          | 986,955    |
| Carrying amount at end of year              | 8,025,597  | 8,470,000  | 8,025,597  | 8,470,000  |
| Plant and equipment                         |            |            |            |            |
| At cost                                     | 14,070,822 | 12,621,237 | 13,976,434 | 12,528,173 |
| Provision for depreciation                  | 10,796,465 | 9,935,887  | 10,742,034 | 9,896,031  |
|   | 3,274,357  | 2,685,350  | 3,234,400  | 2,632,142  |
| Movement in carrying amount                 |            |            |            |            |
| Carrying amount at beginning of year        | 2,685,350  | 2,276,543  | 2,632,142  | 2,215,580  |
| Additions                                   | 1,449,586  | 1,142,413  | 1,448,262  | 1,136,075  |
| Depreciation                                | 860,579    | 733,606    | 846,004    | 719,513    |
| Carrying amount at end of year              | 3,274,357  | 2,685,350  | 3,234,400  | 2,632,142  |
|   | 11,299,954 | 11,155,350 | 11,259,997 | 11,102,142 |
|   |            |            |            |            |

Land and buildings were all revalued as at 30 June 2003 by independent registered valuers:

G W Litherland FAPI, C L Roffey AAPI and A J Bailey AAPI of Herron Todd White Valuers,

L H Horswood of Horswood & Rickards Pty Ltd

The valuations were based on current market values. The Society's policy is to revalue freehold land and buildings every three years. In valuing freehold land and buildings, the Directors have not taken into account the potential impact of Capital Gains Tax on the grounds that the effects of any such tax would be immaterial.

|  | \$<br>2004  | Consolidated<br>\$<br>2003 | \$<br>2004  | Chief Entity<br>\$<br>2003 |
|--|-------------|----------------------------|-------------|----------------------------|
| NOTE 13 DEFERRED TAX ASSETS                            |             |                            |             |                            |
| Deferred tax assets attributable to timing differences | 567,264     | 467,572                    | 269,966     | 234,944                    |
| NOTE 14 OTHER ASSETS                                   |             |                            |             |                            |
| Prepayments  | 4,320,599   | 7,357,683                  | 3,843,956   | 3,198,133                  |
|  | 4,320,599   | 7,357,683                  | 3,843,956   | 3,198,133                  |
| NOTE 15 DEPOSITS AND SHORT TERM BORROWI                |             |                            |             |                            |
| Call deposits  | 230,698,804 | 202,944,553                | 237,676,332 | 204,527,781                |
| Term deposits  | 424,332,991 | 391,154,931                | 424,332,991 | 391,154,932                |
|  | 655,031,795 | 594,099,484                | 662,009,323 | 595,682,713                |
| Maturity analysis                                      |             |                            |             |                            |
| On call  | 230,698,804 | 202,944,553                | 237,676,332 | 204,527,781                |
| Up to 3 months   | 281,847,318 | 242,508,093                | 281,847,318 | 242,508,093                |
| From 3 to 12 months                                    | 128,679,544 | 135,071,982                | 128,679,544 | 135,071,983                |
| From 1 to 5 years                                      | 13,806,129  | 13,574,856                 | 13,806,129  | 13,574,856                 |
|  | 655,031,795 | 594,099,484                | 662,009,323 | 595,682,713                |
|  |             |                            |             |                            |

The Society's deposit portfolio does not include any deposit which represents 10% or more of total liabilities.

#### NOTE 16 DUE TO OTHER FINANCIAL INSTITUTIONS

| Secured loans                       | 64,266,932 | 64,369,778 | 60,000,000 | 60,000,000 |
|-------------------------------------|------------|------------|------------|------------|
| Maturity analysis<br>Up to 3 months | 60,000,000 | 60,000,000 | 60,000,000 | 60,000,000 |
| From 1 to 5 years                   | 4,266,932  | 4,369,778  | -          | -          |
|                                     | 64,266,932 | 64,369,778 | 60,000,000 | 60,000,000 |

The loans to the Chief Entity are secured by charges held over registered mortgage documents. The carrying amount of these mortgages is 63,699,511 (2003 — 63,473,134).

Notes to and Forming Part of the Accounts FOR THE YEAR ENDED 30 JUNE 2004

| NOTE 17 PAYABLES AND OTHER LIABILITIES   | \$<br>2004  | Consolidated<br>\$<br>2003                               | \$<br>2004                         | Chief Entity<br>\$<br>2003         |
|--|---|--|------------------------------------|------------------------------------|
| Trade creditors  | 2,489,438   | 3,599,020  | 2,489,438                          | 3,599,020                          |
| Accrued interest payable   | 5,378,492   | 5,165,134  | 5,378,492                          | 5,165,134                          |
| Other creditors  | 16,019,539  | 5,230,252  | 12,943,872                         | 4,481,944                          |
|  | 23,887,469  | 13,994,406   | 20,811,802                         | 13,246,098                         |
| Maturity analysis<br>Up to 3 months<br>From 3 to 12 months<br>From 1 to 5 years  | 22,099,654<br>1,614,585<br>173,230                        | 12,060,732<br>1,756,505<br>177,169                       | 19,023,987<br>1,614,585<br>173,230 | 11,312,424<br>1,756,505<br>177,169 |
|  | 23,887,469  | 13,994,406   | 20,811,802                         | 13,246,098                         |
| NOTE 18 TAX LIABILITIES<br>Provision for taxation<br>Deferred taxation   | 812,918<br>782,887<br>1,595,805                           | 530,852<br>751,541<br>1,282,393                          | 768,956<br>782,887<br>1,551,843    | 232,222<br>751,541<br>983,763      |
| NOTE 19 PROVISIONS<br>Employee entitlements<br>Balance at beginning of year<br>Annual leave and long service leave   | 1,028,754   | 887,105  | 1,028,754                          | 887,105                            |
| provided for during the year   | 134,420   | 141,649  | 134,420                            | 141,649                            |
| Balance at end of year   | 1,163,174   | 1,028,754  | 1,163,174                          | 1,028,754                          |
| Unearned Direct Premiums and Outstanding Claims<br>Balance at beginning of year<br>Transfers to the provision during the year<br>Payments from the provision during the year<br>Balance at end of year<br>Other provisions | 8,070,005<br>6,282,738<br>8,213,627<br>6,139,116<br>2,615 | 5,448,306<br>3,258,906<br>637,207<br>8,070,005<br>28,529 | -<br>-<br>-<br>7,235               | -<br>-<br>-<br>32,930              |
| Total provisions   | 7,304,905   | 9,127,288  | 1,170,409                          | 1,061,684                          |
|  |   |  |                                    |                                    |

|   | \$<br>2004            | Consolidated<br>\$<br>2003 | \$<br>2004            | Chief Entity<br>\$<br>2003 |
|---|-----------------------|----------------------------|-----------------------|----------------------------|
| NOTE 20 SUBORDINATED CAPITAL NOTES  |                       |                            |                       |                            |
| Inscribed debenture stock   | 10,000,000            | 5,000,000                  | 10,000,000            | 5,000,000                  |
| Maturity analysis   |                       |                            |                       |                            |
| Up to 3 months  | 10,000,000            | 5,000,000                  | 10,000,000            | 5,000,000                  |
|   | Shares<br>2004<br>No. | \$<br>2004                 | Shares<br>2003<br>No. | \$<br>2003                 |
| NOTE 21 CONTRIBUTED EQUITY  |                       |                            |                       |                            |
| Fully paid ordinary shares<br>All ordinary shares have equal voting,<br>dividend and capital repayment rights |                       |                            |                       |                            |
| Balance at beginning of year<br>Issued during the year  | 20,255,796            | 25,082,162                 | 20,126,038            | 24,380,171                 |
| Staff share plan  | 84,665                | 519,843                    | 129,758               | 701,991                    |
| Balance at end of year  | 20,340,461            | 25,602,005                 | 20,255,796            | 25,082,162                 |
| Fully Paid Non-cumulative Perpetual Resetting<br>Convertible Preference (RCP) Shares                          |                       |                            |                       |                            |
| Balance at beginning of year<br>Share buy-back  | 347,819               | 33,086,894                 | 350,000               | 33,346,443                 |
| Buy back<br>Buy-back costs  | (11,908)              | (1,328,374)<br>(14,611)    | (2,181)               | (243,651)<br>(15,898)      |
| Balance at end of year  | 335,911               | 31,743,909                 | 347,819               | 33,086,894                 |
|   |                       | 57,345,914                 |                       | 58,169,056                 |

#### Staff share plan

12 November 2003 — 84,665 ordinary shares were issued. Shares issued pursuant to the Society's staff share plan were at a price of 90% of the weighted average price of the Society's shares traded on the Australian Stock Exchange for the 10 days prior to the issue of the invitation to subscribe for the shares. The members of the Society approved a staff share plan in 1992 enabling the staff to participate to a maximum of 10% of the shares of the Society. The share plan is available to all employees under the terms and conditions as decided from time to time by the Directors, but in particular, limits the maximum loan to each participating employee to 40% of their gross annual income. The plan requires employees to provide a deposit of 10% with the balance able to be repaid over a period of five years at no interest.

FOR THE YEAR ENDED 30 JUNE 2004

|  | \$<br>2004 | Consolidated<br>\$<br>2003 | \$<br>2004 | Chief Entity<br>\$<br>2003 |
|--|------------|----------------------------|------------|----------------------------|
|  |            |                            |            |                            |
| NOTE 21 (CONTINUED)                              |            |                            |            |                            |
| The total number of shares issued to employees   |            |                            |            |                            |
| since the inception of the staff share plan was: | 1,634,259  | 1,549,594                  | 1,634,259  | 1,549,594                  |
| The total number of shares issued to             |            |                            |            |                            |
| employees during the financial year was:         | 84,665     | 129,758                    | 84,665     | 129,758                    |
| The total market value at date of issue.         |            |                            |            |                            |
| 12 November 2003 (25 October 2002) was:          | 562,176    | 746,109                    | 562,176    | 746,109                    |
| The total amount paid or payable for the shares  |            |                            |            |                            |
| at that date was:                                | 519,843    | 701.991                    | 519,843    | 701.991                    |
|  | 010,040    | , 01,001                   | 010,040    | .01,001                    |

#### Non-cumulative Perpetual Resetting Convertible Preference shares

On 17 December 2001, the Society issued 350,000 non-cumulative perpetual resetting convertible preference shares by way of private placement to sophisticated and professional investors. The 350,000 preference shares were issued at a price of \$100, raising \$35,000,000.

On 20 December 2002, the company announced its intention to buy back a maximum number of 70,000 Resetting Convertible Preference shares. A total of 14,089 preference shares were repurchased, and the Final Share Buy-back Notice was issued on 28 October 2003, cancelling further buy-backs.

The principal terms applicable to these shares are as follows:

#### Dividends

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Dividends are non-cumulative.

A holder of RCP shares will be entitled to receive a dividend subject to:

- a) the Directors, at their discretion, declaring a dividend to be payable
- b) the aggregate amount of dividends or distributions paid in any financial year does not exceed the distributable profits (unless otherwise agreed by APRA)
- c) the Society being in compliance with APRA's prevailing prudential standards and guidelines (unless otherwise agreed by APRA) at the time of declaration of the dividend
- d) at the time of the declaration of the dividend, APRA not having announced or issued to the Society any objection to the dividend payment or not having stated that if the dividend is paid the RCP shares will cease to be treated as Tier 1 or Upper Tier 2 Capital.

#### Ranking

RCP shares rank equally amongst themselves in all respects and are subordinated in right of:

- a) return of capital (not exceeding the Issue Price) and
- b) payment of any Dividend declared but unpaid, to all creditors and depositors of the Society.

#### Voting rights

The holders of RCP shares will not be entitled to speak or to vote at general meetings of the Society except in each of the following circumstances:

- a) if at the time of the meeting, a dividend (or part of a dividend) in respect of RCP shares has been declared but not been paid in full by the relevant dividend payment date
- b) on any proposal to reduce the capital of the Society
- c) on any resolution to approve the terms of a buy-back agreement
- d) on any proposal that affects the rights or privileges attaching to the RCP shares
- e) on any proposal to wind up the Society
- f) on any proposal for the disposal of the whole of the Society's business, undertaking and assets
- g) during the winding-up of the Society
- h) in any other circumstance in relation to which, at any time, the ASX Listing Rules require the holders of the RCP shares to be entitled to vote, in which case a holder of RCP shares has the same rights as to manner of attendance as to voting in respect of each RCP share as those conferred on ordinary shareholders in respect of each ordinary share.

|   | \$<br>2004         | Consolidated<br>\$<br>2003 | \$<br>2004 | Chief Entity<br>\$<br>2003 |
|---|--------------------|----------------------------|------------|----------------------------|
| NOTE 22 RESERVES  |                    |                            |            |                            |
| Movements in reserves                                       |                    |                            |            |                            |
| Asset revaluation reserve                                   |                    |                            |            |                            |
| Balance at beginning of year                                | 1,475,883          | 2,154,920                  | 1,475,883  | 2,154,920                  |
| Decrease due to revaluation decrement                       |                    |                            |            |                            |
| of land and buildings                                       | -                  | (986,955)                  | -          | (986,955)                  |
| Increase due to revaluation increment of                    |                    |                            |            |                            |
| unlisted shares   | -                  | 307,918                    | -          | 307,918                    |
| Balance at end of year                                      | 1,475,883          | 1,475,883                  | 1,475,883  | 1,475,883                  |
| The balance of this reserve represents:                     |                    |                            |            |                            |
| a) the excess of the independent valuation over the origi   | nal cost of the la | and and buildings          |            |                            |
| b) the excess of the directors' valuation over the original | cost of unlisted   | shares.                    |            |                            |
| Statutory reserve — Building Societies Fund Act 1993        | 3                  |                            |            |                            |
| Balance at end of year                                      | 2,676,071          | 2,676,071                  | 2,676,071  | 2,676,071                  |
|   |                    |                            |            |                            |

This is a statutory reserve created on a distribution from the Queensland Building Society Fund.

General reserve

а

b

| Balance at e | end of vear |
|--------------|-------------|
|--------------|-------------|

5,833,939 5,833,939 5,833,939 5,833,939 A special reserve was established upon the Society issuing fixed share capital in 1992. The special reserve represented

accumulated members profits at that date and was transferred to the general reserve over a period of 10 years being finalised in 2001/2002.

» Statement of Financial Performance FOR THE YEAR ENDED 30 JUNE 2004

|  | \$<br>2004   | Consolidated<br>\$<br>2003  | \$<br>2004  | Chief Entity<br>\$<br>2003  |
|--|--|---|---|---|
| NOTE 22 (CONTINUED)  |  |   |   |   |
| Doubtful debts reserve   |  |   |   |   |
| Balance at end of year   | 1,929,284  | 1,929,284   | 1,929,284   | 1,929,284   |
| Under APRA Harmonised Standards the Society is a<br>The amount is generally up to 0.5% of Risk Weighte   |  | h a general reserv  | ve for doubtful del   | ots.  |
| Statutory claims equalisation reserve  |  |   |   |   |
| Balance at beginning of year   | -  | 171,449   |   |   |
| Transfer from retained profits   | -  | (171,449)   |   |   |
| Balance at end of year   | -  | -   |   |   |
| This is a statutory reserve created pursuant to the  | general insurance  | licence for Mortga  | nge Risk Managerr   | nent Pty Ltd.   |
| Total Reserves   | 11,915,177   | 11,915,177  | 11,915,177  | 11,915,177  |
| Opening balance<br>Share of operating (profit)/loss  | (359,957)<br>(58,870)  | (308,013)<br>(51,944)   |   |   |
| Reconciliation of outside equity interest in controlle<br>Opening balance  | (359,957)  | (308,013)   |   |   |
|  |  | · · /   |   |   |
| Closing balance  | (418,827)  | (359,957)   |   |   |
|  |  |   |   |   |
| NOTE 24 STATEMENT OF CASH FLOWS  |  | ()  |   |   |
| NOTE 24 STATEMENT OF CASH FLOWS<br>Reconciliation of profit from ordinary activities after   | r tax to the net casl  |   | ations:   |   |
|  | r tax to the net casl<br><b>9,834,866</b>  |   | ations:<br><b>10,122,561</b>  | 8,256,63  |
| Reconciliation of profit from ordinary activities after  |  | n flows from opera  |   | 8,256,639<br>924,154  |
| Reconciliation of profit from ordinary activities after<br>Profit from ordinary activities after income tax<br>Depreciation and amortisation<br>(Profit)/Loss on disposal of non-current assets  | 9,834,866  | n flows from opera<br>9,146,684   | 10,122,561  |   |
| Reconciliation of profit from ordinary activities after<br>Profit from ordinary activities after income tax<br>Depreciation and amortisation<br>(Profit)/Loss on disposal of non-current assets<br>(Increase)/Decrease in Assets   | 9,834,866<br>1,030,202<br>(987,629)  | n flows from opera<br>9,146,684<br>938,247<br>(26,383)  | 10,122,561<br>1,015,627<br>(987,629)  | 924,154<br>(26,383  |
| Reconciliation of profit from ordinary activities after<br>Profit from ordinary activities after income tax<br>Depreciation and amortisation<br>(Profit)/Loss on disposal of non-current assets<br>(Increase)/Decrease in Assets<br>Accrued interest on investments  | 9,834,866<br>1,030,202<br>(987,629)<br>294,999   | n flows from opera<br>9,146,684<br>938,247<br>(26,383)<br>5,829   | 10,122,561<br>1,015,627<br>(987,629)<br>294,999   | 924,15<br>(26,38<br>5,82  |
| Reconciliation of profit from ordinary activities after<br>Profit from ordinary activities after income tax<br>Depreciation and amortisation<br>(Profit)/Loss on disposal of non-current assets<br>(Increase)/Decrease in Assets<br>Accrued interest on investments<br>Prepayments   | 9,834,866<br>1,030,202<br>(987,629)<br>294,999<br>(10,322)   | n flows from opera<br>9,146,684<br>938,247<br>(26,383)<br>5,829<br>(1,262,983)  | 10,122,561<br>1,015,627<br>(987,629)<br>294,999<br>(10,322)   | 924,15<br>(26,38<br>5,82<br>(1,262,98   |
| Reconciliation of profit from ordinary activities after<br>Profit from ordinary activities after income tax<br>Depreciation and amortisation<br>(Profit)/Loss on disposal of non-current assets<br>(Increase)/Decrease in Assets<br>Accrued interest on investments<br>Prepayments<br>Inventories  | 9,834,866<br>1,030,202<br>(987,629)<br>294,999<br>(10,322)<br>(15,410)   | n flows from opera<br>9,146,684<br>938,247<br>(26,383)<br>5,829<br>(1,262,983)<br>(2,641)   | 10,122,561<br>1,015,627<br>(987,629)<br>294,999<br>(10,322)<br>(15,410)   | 924,15<br>(26,38<br>5,82<br>(1,262,98<br>(2,64  |
| Reconciliation of profit from ordinary activities after<br>Profit from ordinary activities after income tax<br>Depreciation and amortisation<br>(Profit)/Loss on disposal of non-current assets<br>(Increase)/Decrease in Assets<br>Accrued interest on investments<br>Prepayments<br>Inventories<br>Sundry debtors  | 9,834,866<br>1,030,202<br>(987,629)<br>294,999<br>(10,322)<br>(15,410)<br>4,723,852                                      | n flows from opera<br>9,146,684<br>938,247<br>(26,383)<br>5,829<br>(1,262,983)<br>(2,641)<br>5,272,437                                      | 10,122,561<br>1,015,627<br>(987,629)<br>294,999<br>(10,322)<br>(15,410)<br>7,094,783                                      | 924,15<br>(26,38<br>5,82<br>(1,262,98<br>(2,64<br>5,678,08                                  |
| Reconciliation of profit from ordinary activities after<br>Profit from ordinary activities after income tax<br>Depreciation and amortisation<br>(Profit)/Loss on disposal of non-current assets<br>(Increase)/Decrease in Assets<br>Accrued interest on investments<br>Prepayments<br>Inventories<br>Sundry debtors<br>Future income tax benefit   | 9,834,866<br>1,030,202<br>(987,629)<br>294,999<br>(10,322)<br>(15,410)   | n flows from opera<br>9,146,684<br>938,247<br>(26,383)<br>5,829<br>(1,262,983)<br>(2,641)   | 10,122,561<br>1,015,627<br>(987,629)<br>294,999<br>(10,322)<br>(15,410)   | 924,15<br>(26,38<br>5,82<br>(1,262,98<br>(2,64<br>5,678,08                                  |
| Reconciliation of profit from ordinary activities after<br>Profit from ordinary activities after income tax<br>Depreciation and amortisation<br>(Profit)/Loss on disposal of non-current assets<br>(Increase)/Decrease in Assets<br>Accrued interest on investments<br>Prepayments<br>Inventories<br>Sundry debtors  | 9,834,866<br>1,030,202<br>(987,629)<br>294,999<br>(10,322)<br>(15,410)<br>4,723,852<br>(99,692)                          | n flows from opera<br>9,146,684<br>938,247<br>(26,383)<br>5,829<br>(1,262,983)<br>(2,641)<br>5,272,437<br>381,753                           | 10,122,561<br>1,015,627<br>(987,629)<br>294,999<br>(10,322)<br>(15,410)<br>7,094,783<br>(35,022)                          | 924,15<br>(26,38<br>5,82<br>(1,262,98<br>(2,64<br>5,678,08<br>231,39                        |
| Reconciliation of profit from ordinary activities after<br>Profit from ordinary activities after income tax<br>Depreciation and amortisation<br>(Profit)/Loss on disposal of non-current assets<br>(Increase)/Decrease in Assets<br>Accrued interest on investments<br>Prepayments<br>Inventories<br>Sundry debtors<br>Future income tax benefit<br>Increase/(Decrease) in Liabilities<br>Increase in creditors and accruals                                     | 9,834,866<br>1,030,202<br>(987,629)<br>294,999<br>(10,322)<br>(15,410)<br>4,723,852<br>(99,692)<br>(3,230,429)           | n flows from opera<br>9,146,684<br>938,247<br>(26,383)<br>5,829<br>(1,262,983)<br>(2,641)<br>5,272,437<br>381,753<br>(2,464,790)            | 10,122,561<br>1,015,627<br>(987,629)<br>294,999<br>(10,322)<br>(15,410)<br>7,094,783<br>(35,022)<br>(7,341,794)           | 924,15<br>(26,38<br>5,82<br>(1,262,98<br>(2,64<br>5,678,08<br>231,39<br>(3,822,46           |
| Reconciliation of profit from ordinary activities after<br>Profit from ordinary activities after income tax<br>Depreciation and amortisation<br>(Profit)/Loss on disposal of non-current assets<br>(Increase)/Decrease in Assets<br>Accrued interest on investments<br>Prepayments<br>Inventories<br>Sundry debtors<br>Future income tax benefit<br>Increase/(Decrease) in Liabilities<br>Increase in creditors and accruals<br>Increase in deferred tax payable | 9,834,866<br>1,030,202<br>(987,629)<br>294,999<br>(10,322)<br>(15,410)<br>4,723,852<br>(99,692)<br>(3,230,429)<br>31,345 | h flows from opera<br>9,146,684<br>938,247<br>(26,383)<br>5,829<br>(1,262,983)<br>(2,641)<br>5,272,437<br>381,753<br>(2,464,790)<br>327,938 | 10,122,561<br>1,015,627<br>(987,629)<br>294,999<br>(10,322)<br>(15,410)<br>7,094,783<br>(35,022)<br>(7,341,794)<br>31,345 | 924,15<br>(26,38<br>5,82<br>(1,262,98<br>(2,64<br>5,678,08<br>231,39<br>(3,822,46<br>327,93 |
| Reconciliation of profit from ordinary activities after<br>Profit from ordinary activities after income tax<br>Depreciation and amortisation<br>(Profit)/Loss on disposal of non-current assets<br>(Increase)/Decrease in Assets<br>Accrued interest on investments<br>Prepayments<br>Inventories<br>Sundry debtors<br>Future income tax benefit<br>Increase/(Decrease) in Liabilities<br>Increase in creditors and accruals                                     | 9,834,866<br>1,030,202<br>(987,629)<br>294,999<br>(10,322)<br>(15,410)<br>4,723,852<br>(99,692)<br>(3,230,429)           | n flows from opera<br>9,146,684<br>938,247<br>(26,383)<br>5,829<br>(1,262,983)<br>(2,641)<br>5,272,437<br>381,753<br>(2,464,790)            | 10,122,561<br>1,015,627<br>(987,629)<br>294,999<br>(10,322)<br>(15,410)<br>7,094,783<br>(35,022)<br>(7,341,794)           | 924,15<br>(26,38<br>5,82<br>(1,262,98<br>(2,64<br>5,678,08                                  |

» Statement of Financial Position AS AT 30 JUNE 2004

|      | Consolidated |      | Chief Entity |
|------|--------------|------|--------------|
| \$   | \$           | \$   | \$           |
| 2004 | 2003         | 2004 | 2003         |

Cash flows arising from the following activities are presented on a net basis:

Deposits to and withdrawals from customer deposit accounts.

Advances and repayments on loans, advances and other receivables.

Sales and purchases of investment securities.

Insurance and reinsurance premiums.

(Profit)/Loss on disposal of fixed assets

# NOTE 25 EXPENDITURE COMMITMENTS

Capital expenditure commitment

Capital expenditure contracted for

| Capital experiulture contracted for |           |           |           |           |
|-------------------------------------|-----------|-----------|-----------|-----------|
| within one year                     | 785,607   | 63,975    | 785,607   | 63,975    |
| Lease expenditure commitments       |           |           |           |           |
| Non cancellable operating leases    |           |           |           |           |
| Up to 1 year                        | 830,592   | 801,277   | 830,592   | 801,277   |
| From 1 to 2 years                   | 723,398   | 603,918   | 723,398   | 603,918   |
| From 2 to 5 years                   | 1,034,200 | 709,002   | 1,034,200 | 709,002   |
| Later than 5 years                  | 94,894    | -         | 94,894    | -         |
| Total lease expenditure             | 2,683,084 | 2,114,197 | 2,683,084 | 2,114,197 |
|                                     |           |           |           |           |

The Board has also resolved to install an in-house electronic system for processing of loans. Installation of the loans system is in progress, with an anticipated completion date in October 2004. The capital expenditure commitment includes \$555,190 approximate costs for completion of the loans system.

# NOTE 26 EMPLOYEE ENTITLEMENTS AND SUPERANNUATION COMMITMENTS

| E | mployee entitlements                           |           |           |           |           |  |
|---|--|-----------|-----------|-----------|-----------|--|
|   | The aggregate employment entitlement liability |           |           |           |           |  |
|   | is comprised of:                               |           |           |           |           |  |
|   | Provisions — (note 19)                         | 1,163,174 | 1,028,754 | 1,163,174 | 1,028,754 |  |

Wide Bay Australia Ltd Annual Report and Financial Statements 2003/2004 🕻

Notes to and Forming Part of the Accounts FOR THE YEAR ENDED 30 JUNE 2004

|   | \$<br>2004    | Consolidated<br>\$<br>2003 | \$<br>2004  | Chief Entity<br>\$<br>2003 |
|---|---------------|----------------------------|-------------|----------------------------|
|   |               |                            |             |                            |
| NOTE 27 CONTINGENT LIABILITIES AND CREDI                            | T COMMITMENTS |                            |             |                            |
| Approved but undrawn loans  | 72,760,551    | 78,990,319                 | 72,739,389  | 78,854,078                 |
| Approved but undrawn credit limits                                  | 39,806,028    | 25,832,809                 | 39,806,028  | 25,832,809                 |
|   | 112,566,579   | 104,823,128                | 112,545,417 | 104,686,887                |
| NOTE 28 EARNINGS PER SHARE  |               |                            |             |                            |
| Basic earnings per share (cents per share)                          | 36.24         | 32.90                      |             |                            |
| Diluted earnings per share (cents per share)                        | 37.93         | 35.04                      |             |                            |
|   |               |                            |             |                            |
|   |               | Basic                      |             | Diluted                    |
|   | \$<br>2004    | \$<br>2003                 | ş<br>2004   | \$<br>2003                 |
|   |               |                            |             |                            |
| Information relating to the calculation of the                      |               |                            |             |                            |
| earnings per share is as follows:                                   |               |                            |             |                            |
| Calculation of numerator<br>Net profit attributable to shareholders | 9,893,735     | 9,198,628                  | 9,893,735   | 9,198,628                  |
| Less dividends paid on preference shares                            | 2,533,810     | 2,548,105                  |             |                            |
|   |               | , ,                        | 0 000 705   | 0.400.000                  |
| Numerator   | 7,359,925     | 6,650,523                  | 9,893,735   | 9,198,628                  |
| Weighted average number of shares                                   |               |                            |             |                            |
| Ordinary shares   | 20,309,463    | 20,214,558                 | 20,309,463  | 20,214,558                 |
| Potential ordinary shares   | -             | -                          | 5,771,570   | 6,033,554                  |
| Total weighted average ordinary shares                              | 20,309,463    | 20,214,558                 | 26,081,033  | 26,248,112                 |
|   |               |                            |             |                            |

### NOTE 29 REMUNERATION DISCLOSURES

Directors fees are approved by the shareholders in aggregate and the individual allocation is approved by the Board. The fees are based on industry standards, the performance of the Company, size and profitability. The remuneration of the Managing Director is determined by the non-executive directors and is based on his performance and responsibilities.

Other executives officers and executive directors remuneration is determined by the Remuneration Committee and ratified by the Board.

**Remuneration Disclosures** 

Wide Bay Australia Ltd Year ended 30 June 2004

|                |   | Primary<br>Salary<br>and Fees | Non<br>Monetary | Post<br>Employment<br>Superannuation | Retirement<br>Benefits | Total     |
|----------------|---|-------------------------------|-----------------|--------------------------------------|------------------------|-----------|
| Specified Dire | ectors  |                               |                 |                                      |                        |           |
| Pressler, J F  | Chairman (non-exec)                                       | 60,861                        | -               | 8,465                                | _                      | 69,326    |
| Hancock, R E   | Managing Director   | 644,682                       | 8,722           | 89,149                               | -                      | 742,553   |
| Sawyer, P J    | Director (non-exec)                                       | 38,861                        | -               | 8,465                                | -                      | 47,326    |
| Fell, J H      | Director (non-exec)                                       | 38,861                        | -               | 8,465                                | -                      | 47,326    |
| McBride, K G   | Director (non-exec)<br>Retired 14 Oct 2003                | -                             | -               | 5,242                                | 58,247                 | 63,489    |
| McLeod, F M    | Director (appointed 14 Oct 2003)<br>and Executive Manager | 108,165                       | 1,433           | 9,735                                | -                      | 119,333   |
| Total remune   | ration — Specified Directors                              |                               |                 |                                      |                        |           |
| 2003/2004      |   | 891,430                       | 10,155          | 129,521                              | 58,247                 | 1,089,353 |
| 2002/2003      |   | 736,393                       | -               | 127,466                              | -                      | 863,859   |
| Specified Exe  | cutives   |                               |                 |                                      |                        |           |
| Pokarier, I R  | Operations Manager  | 153,998                       | 3,001           | 91,002                               | -                      | 248,001   |
| Schafer, W R   | Chief Financial Officer                                   | 114,679                       | 1,531           | 10,321                               | -                      | 126,531   |
| Butler, S V    | Loans Manager   | 95,413                        | 123             | 8,587                                | -                      | 104,123   |
| Ashton, A R    | Internal Auditor  | 93,119                        | 1,243           | 8,381                                | -                      | 102,743   |
| Hancock, D A   | Manager — Securitisation                                  |                               |                 |                                      |                        |           |
|                | and Interstate Operations                                 | 86,239                        | 735             | 7,761                                | -                      | 94,735    |
| Total Remune   | ration — Specified Executives                             |                               |                 |                                      |                        |           |
| 2003/2004      |   | 543,448                       | 6,633           | 126,052                              | _                      | 676,133   |
| 2002/2003      |   | 523,047                       | -               | 119,792                              | -                      | 642,839   |
|                |   |                               |                 |                                      |                        |           |

|      | Consolidated |      | Chief Entity |
|------|--------------|------|--------------|
| \$   | \$           | \$   | \$           |
| 2004 | 2003         | 2004 | 2003         |

#### NOTE 30 RELATED PARTY DISCLOSURES

#### Directors

The Directors of Wide Bay Australia Ltd who served during the year were Messrs. J H Fell, R E Hancock, J F Pressler, P J Sawyer, K G McBride and F M McLeod. K G McBride retired as at 14 October 2003 and F M McLeod was appointed Director as at 14 October 2003.

Each of the Directors, relatives of Directors and related business entities which hold share capital and/or deposits with the Society do so on the same conditions as those applying to all other members of the Society.

#### Transactions with other related parties

The following persons and entities related to Directors have provided services to the Society.

In each case the transactions have occurred within a normal supplier-customer relationship on terms and conditions no more favourable than those available to other suppliers.

Until November 2002, Ulton, of which P J Sawyer is a partner, occupied premises owned by the Society and paid rental at a commercial rate in respect of the office accommodation.

|--|

J H Fell provided secretarial and administrative services for the operation of the Society's agencies at Gympie at a fee determined by the board aggregating:

| - | 282,332 | - | 282,333 |
|---|---------|---|---------|
|---|---------|---|---------|

The agency agreement terminated at 31 January 2003.

L R Hancock, a related party by virtue of being a brother of R E Hancock, is a partner of McCullough Robertson Hancock, Solicitors. The Society paid fees to McCullough Robertson Hancock during the year, predominantly for the preparation of mortgage documentation in addition to general professional advice aggregating:

| 1.027.652 | 1.107.743 | 1.024.849 | 1.107.743 |
|-----------|-----------|-----------|-----------|
| T.021.032 | 1.107.743 | T.024.043 | 1.101.143 |

The following table outlines the aggregate of loans to Specified Directors and the aggregate of loans to Specified Executives. Details are provided on an individual basis for each Specified Director and Specified Executive whose indebtedness exceeded \$100,000 at any time during this reporting period.

Loans have been made in accordance with the normal terms and conditions offered by the Society and charged at the Benchmark Interest Rate for the Fringe Benefits Tax year as set by the Australian Taxation Office. This Benchmark Interest Rate would approximate an arms length interest rate offered by the Society.

Loans are also made in accordance with the Staff Share Plan approved by shareholders. The loans are repayable over five years at 0%, with the loan being secured by a lien over the relevant shares.

#### Loans Disclosure

Wide Bay Australia Ltd Year ended 30 June 2004

|   | Balance<br>01 Jul 2003 | Interest*<br>Charged | Balance<br>30 Jun 2004   | Number in<br>Group<br>30 Jun 2004 |
|---|------------------------|----------------------|--------------------------|-----------------------------------|
| Specified Directors<br>Specified Executives         | (455,229)<br>(695,073) | 13,611<br>56,504     | (302,558)<br>(1,020,981) | 2<br>5                            |
| Total: Specified Directors and Specified Executives | (1,150,302)            | 70,115               | (1,323,539)              | 7                                 |

Individuals with loans above \$100,000 in reporting period

|                      | Balance<br>01 Jul 2003 | Interest*<br>Charged | Balance<br>30 Jun 2004 | Highest<br>in Period |
|----------------------|------------------------|----------------------|------------------------|----------------------|
| Specified Directors  |                        |                      |                        |                      |
| Hancock, R E         | (256,558)              | 582                  | (206,275)              | (305,211)            |
| McLeod, F M          | (198,671)              | 13,029               | (96,283)               | (418,099)            |
| Specified Executives |                        |                      |                        |                      |
| Pokarier, I R        | (218,614)              | 8,878                | (208,649)              | (237,336)            |
| Schafer, W R         | (3,046)                | 12,153               | (241,774)              | (251,247)            |
| Butler, S V          | (194,613)              | 18,206               | (232,187)              | (346,511)            |
| Hancock, D A         | (270,335)              | 17,268               | (319,560)              | (319,560)            |

\* Actual interest charged is affected by the use of the Society's offset account.

# **Equity Holdings and Transactions**

The following table is in respect of ordinary shares held directly, indirectly or beneficially by each Specified Director and Specified Executive.

| Wide Bay Australia Ltd Year ended 30 June 2004               | Balance<br>01 Jul 2003 | Net<br>Change<br>Other | Balance<br>30 Jun 2004 |
|--|------------------------|------------------------|------------------------|
| Number of Shares held:<br>Specified Directors and Executives |                        |                        |                        |
| Specified Directors  |                        |                        |                        |
| Pressler, J F  | -                      | -                      | -                      |
| Hancock, R E   | 1,605,956              | 17,801                 | 1,623,757              |
| Fell, J H  | 455,075                | -                      | 455,075                |
| Sawyer, P J  | 433,001                | -                      | 433,001                |
| McLeod, F M  | 84,031                 | 2,925                  | 86,956                 |
| McBride, K G   | 300,888                | -                      | 300,888                |
| Specified Executives   |                        |                        |                        |
| Ashton, A R  | 2,000                  | 2,537                  | 4,537                  |
| Butler, S V  | 2,947                  | (2,697)                | 250                    |
| Hancock, D A   | 17,402                 | 1,500                  | 18,902                 |
| Pokarier, I R  | 234,773                | 6,125                  | 240,898                |
| Schafer, W R   | 800                    | 4,125                  | 4,925                  |
| Total  | 3,136,873              | 32,316                 | 3,169,189              |

While Mr J F Pressler does not hold shares individually or in a related body corporate he is a director of Hestearn Pty Ltd, which holds 303,743 shares. Mr Pressler does not have a controlling interest in Hestearn Pty Ltd.

|      | Consolidated |      | Chief Entity |
|------|--------------|------|--------------|
| \$   | \$           | \$   | \$           |
| 2004 | 2003         | 2004 | 2003         |

# NOTE 31 REMUNERATION OF AUDITORS

Amounts received or due and receivable by the auditors of the Society for:

| an audit or review of the financial statements of the |        |        |        |        |
|---|--------|--------|--------|--------|
| Entity and any other entity in the economic entity    | 78,510 | 64,436 | 78,510 | 64,436 |
| Other services  | 10,885 | 4,012  | 7,635  | 1,012  |
|   | 89,395 | 68,448 | 86,145 | 65,448 |

# NOTE 32 BUSINESS AND GEOGRAPHICAL SEGMENT INFORMATION

The Society operates predominantly in one industry. The principal activities of the Society are confined to the raising of funds and the provision of finance for housing. The Society operates within the States of Queensland, New South Wales, Victoria and South Australia.

# NOTE 33 CONCENTRATION OF ASSETS AND LIABILITIES

The Directors are satisfied that there is no undue concentration of risk by way of geographical area customer group or industry group.

## NOTE 34 CHANGE OF NAME

Wide Bay Capricorn Building Society Ltd changed its name to Wide Bay Australia Ltd on 5 December 2003.

### NOTE 35 FINANCIAL INSTRUMENTS

Terms, conditions and accounting policies

The economic entity's accounting policies, including the terms and conditions of each class of financial asset, financial liability and equity instrument, both recognised and unrecognised at the balance date, are as follows:

| Recognised<br>Financial                  | Notes<br>to |   |   |
|--|-------------|---|---|
| Instruments                              | Accounts    | Accounting Policies   | Terms and Conditions  |
| Financial assets                         |             |   |   |
| Short term deposits                      | 6<br>7      | Short term deposits are stated at the lower<br>of cost and net realisable values. Interest is<br>recognised when earned.  | Short term deposits have an effective interest rate of $5.25\%$ (2003 — $4.76\%$ )  |
| Accrued receivables                      | 8           | Amounts receivable are recorded at their recoverable amount.  |   |
| Bills of exchange ar<br>promissory notes | id 9        | Bills of exchange and promissory notes are stated at the lower of cost and net realisable value.  | Bills of exchange and promissory<br>notes have an effective interest rate of<br>5.40% (2003 — 4.68%)  |
| Certificates of depo                     | sit 9       | Certificates of deposit are carried at cost.<br>Interest revenue is recognised when earned.   | Certificates of deposit have an effective interest rate of 4.60% (2003 — 4.76%)   |
| Notes                                    | 9           | Notes are carried at the principal amount.  | These notes are an overcover<br>required as part of the securitisation of<br>loans. They have an effective interest<br>rate of 6.30% (2003 — 5.34%)   |
| Loans and advances                       | s 10        | Loan interest is calculated on the closing<br>daily outstanding balance and is charged in<br>arrears to the customer's account on a<br>monthly basis. Loans and advances are<br>recorded at their recoverable amount. | All home loans and home equity loans<br>are protected with either one of the<br>recognised mortgage insurers or<br>through the Society's wholly owned<br>subsidiary Mortgage Risk Management<br>Pty Ltd, an approved lenders mortgage<br>insurer, and are secured by first mortgage<br>over residential property. |
|  |             |   | Loans made for the purchase of staff<br>shares are secured by the shares<br>themselves.   |
|  |             |   | The loan to subsidiary is secured by a fixed and floating charge over all property, assets and rights of the subsidiary.  |
|  |             |   | Certain of the Society's loans have   |

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been securitised and continue to be managed by the Society. Further details

are disclosed in note 10.

» Notes to and Forming Part of the Accounts FOR THE YEAR ENDED 30 JUNE 2004

# NOTE 35 (CONTINUED)

| Recognised<br>Financial<br>Instruments   | Notes<br>to<br>Accounts | Accounting Policies   | Terms and Conditions  |
|--|-------------------------|---|---|
| Financial liabilities                    |                         |   |   |
| Deposits                                 | 15                      | Deposits are recorded at the principal amount.  | Details of maturity of the deposits<br>are set out in note 15. Interest is<br>calculated on the daily balance.  |
| Due to other financ institutions         | ial 16                  | The borrowings are carried at the principal amount. Interest is charged as an expense as it accrues.  | The borrowings of the Chief Entity<br>are secured by charges held over<br>registered mortgage documents.  |
| Trade creditors, oth creditors and accru |                         | Liabilities are recognised for amounts to be<br>paid in the future for goods and services<br>received, whether or not billed to the<br>economic entity. | Trade creditors are normally settled on 30 day terms.   |
| Dividends payable                        | 19                      | Dividends payable are recognised when declared by the company.  | Details of the final dividend declared<br>by the company for the financial year<br>ended 30 June 2004 are disclosed<br>in note 5.                         |
| Subordinated capital notes               | 20                      | The subordinated capital notes are inscribed debenture stock.   | These notes are issued for an initial period of five years and thereafter can be redeemed on an annual basis until the final redemption date of 10 years. |

| _      |
|--------|
| ris    |
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| terest |
| Έ      |
|        |

The economic entity's exposure to interest rate risks and the effective interest rates of financial assets and financial liabilities, both recognised and unrecognised at the balance date, are as follows:

|   |             |                        |             | Fixed intere   | Fixed interest rate maturing in: | .in:              |            |                      | amount      | Total carrying<br>amount per statement | Weighted<br>average effective | Weighted<br>effective |
|---|-------------|------------------------|-------------|----------------|----------------------------------|-------------------|------------|----------------------|-------------|--|-------------------------------|-----------------------|
| Financial instruments                             | Floatir     | Floating interest rate |             | 1 year or less | Fro                              | From 1 to 5 years | Non int    | Non interest bearing | of fina     | of financial position                  | inter                         | interest rate         |
|   | ŝ           | \$                     | ŝ           | \$             | ŝ                                | \$                | ŝ          | \$                   | ŝ           | \$                                     | %                             | %                     |
|   | 2004        | 2003                   | 2004        | 2003           | 2004                             | 2003              | 2004       | 2003                 | 2004        | 2003                                   | 2004                          | 2003                  |
| Einancial accate                                  |             |                        |             |                |                                  |                   |            |                      |             |  |                               |                       |
| Cash and liquid assets                            | 27,835,646  | 31,133,372             | I           | I              | I                                | I                 | 2,157,307  | 2,022,633            | 29,992,953  | 33,156,005                             | 5.33                          | 4.86                  |
| Receivables due from other financial institutions | 1,810,519   | 1,810,519              | I           | I              | I                                | I                 | 95,000     | 95,000               | 1,905,519   | 1,905,519                              | 3.59                          | 2.54                  |
| Receivables                                       | I           | I                      | I           | I              | I                                | I                 | 12,322,019 | 7,497,258            | 12,322,019  | 7,497,258                              | I                             | I                     |
| Investment securities                             | 11,469,981  | 10,483,933             | 89,702,338  | 102,346,697    | 41,235,080                       | 72,844,205        | I          | I                    | 142,407,399 | 185,674,835                            | 5.67                          | 5.01                  |
| Loans and advances                                | 381,924,380 | 351,704,142            | 75,484,371  | 61,019,919     | 180,631,344                      | 103,956,035       | I          | I                    | 638,040,095 | 516,680,096                            | 6.68                          | 6.56                  |
| Other investments                                 | I           | I                      | I           | I              | I                                | I                 | 214,464    | 3,044,246            | 214,464     | 3,044,246                              | I                             | I                     |
| Other   | I           | I                      | I           | I              | I                                | I                 | 3,843,956  | 3,198,131            | 3,843,956   | 3,198,131                              | I                             | I                     |
| Total financial assets                            | 423,040,526 | 395,131,966            | 165,186,709 | 163,366,616    | 221,866,424                      | 176,800,240       | 18,632,746 | 15,857,268           | 828,726,405 | 751,156,090                            |                               |                       |
| Financial liabilities                             |             |                        |             |                |                                  |                   |            |                      |             |  |                               |                       |
| Deposits  | 228,551,753 | 198,078,930            | 412,874,962 | 388,383,812    | 13,605,080                       | 7,636,742         | I          | I                    | 655,031,795 | 594,099,484                            | 3.71                          | 3.50                  |
| Payables due to other financial institutions      | I           | I                      | 60,000,000  | 60,000,000     | 4,266,932                        | 4,369,778         | I          | I                    | 64,266,932  | 64,369,778                             | 6.04                          | 5.53                  |
| Accounts payable<br>and other liabilities         | I           | I                      | I           | I              | I                                | I                 | 23,887,475 | 13,994,407           | 23,887,475  | 13,994,407                             | I                             | I                     |
| Provisions  | I           | I                      | I           | I              | I                                | I                 | 7,304,905  | 9,127,288            | 7,304,905   | 9,127,288                              | I                             | I                     |
| Subordinated capital notes                        | I           | I                      | 10,000,000  | 5,000,000      | I                                | I                 | I          | I                    | 10,000,000  | 5,000,000                              | 6.79                          | 8.19                  |
| Total financial<br>liabilities                    | 228,551,753 | 198,078,930            | 482,874,962 | 453,383,812    | 17,872,012                       | 12,006,520        | 31,192,380 | 23,121,695           | 760,491,107 | 686,590,957                            |                               |                       |

# » Notes to and Forming Part of the Accounts FOR THE YEAR ENDED 30 JUNE 2004

### NOTE 35 (CONTINUED)

#### Net fair values

The aggregate net fair values of financial assets and financial liabilities, both recognised and unrecognised, at the balance date are as follows:

|   |             | ying amount per<br>inancial position<br>\$ | Aggrega<br>\$ | te net fair value<br>\$ |
|---|-------------|--|---------------|-------------------------|
|   | 2004        | 2003                                       | 2004          | 2003                    |
|   |             |  |               |                         |
| Financial assets                                  |             |  |               |                         |
| Cash and liquid assets                            | 29,992,953  | 33,156,005                                 | 29,992,953    | 33,156,005              |
| Receivables due from other financial institutions | 1,905,519   | 1,905,519                                  | 1,905,519     | 1,905,519               |
| Receivables                                       | 12,322,019  | 7,497,258                                  | 12,322,019    | 7,497,258               |
| Investment securities                             | 142,407,399 | 185,674,835                                | 143,305,061   | 186,328,138             |
| Loans and advances                                | 638,040,095 | 516,680,096                                | 641,709,999   | 518,858,097             |
| Other investments                                 | 214,464     | 3,044,246                                  | 214,464       | 3,044,246               |
| Other   | 3,843,956   | 3,198,131                                  | 3,843,956     | 3,198,131               |
| Total financial assets                            | 828,726,405 | 751,156,090                                | 833,293,971   | 753,987,394             |
| Financial liabilities                             |             |  |               |                         |
| Deposits  | 655,031,795 | 594,099,484                                | 653,228,419   | 592,499,856             |
| Payables due to other financial institutions      | 64,266,932  | 64,369,778                                 | 63,961,927    | 64,062,844              |
| Accounts payable and other liabilities            | 23,887,475  | 13,994,407                                 | 23,887,475    | 13,994,407              |
| Provisions  | 7,304,905   | 9,127,288                                  | 7,304,905     | 9,127,288               |
| Subordinated capital notes                        | 10,000,000  | 5,000,000                                  | 10,000,000    | 5,000,000               |
| Total financial liabilities                       | 760,491,107 | 686,590,957                                | 758,382,726   | 684,684,395             |

The following methods and assumptions are used to determine the net fair values of financial assets and liabilities:

#### **Cash and liquid assets**

The carrying amount approximates fair value because these assets are receivable on demand or have a short term to maturity.

# Receivables due from other financial institutions

The fair values of receivables are estimated using discounted cash flow analysis, based on current lending rates for similar types of investments.

#### Receivables

The carrying amount approximates fair value as they are short term in nature.

# **Investment securities**

For the financial instruments traded in organised financial markets, fair value is the current quoted market price adjusted for any realisation costs.

# Loans and advances

The fair values of loans receivable are estimated using discounted cash flow analysis, based on current lending rates for similar types of loans.

### **Other investments**

The carrying amount for other investments is considered to be the reasonable estimate of net fair value.

# Other

The carrying amount for these prepaid fees and expenses is considered to be the reasonable estimate of net fair value.

#### **Deposits**

The fair values of deposits are estimated using discounted cash flow analysis, based on current lending rates for similar types of deposits.

### Payables due to other financial institutions

The fair values of these liabilities are estimated using discounted cash flow analysis, based on current borrowing rates for similar types of borrowing arrangements.

### Accounts payable and other liabilities

This includes interest payable and trade payables for which the carrying amount is considered to be a reasonable estimate of net fair value. For the liabilities which are long term the fair value is estimated using discounted cash flow analysis, based on current rates for similar types of liability.

# Provisions

The carrying amount approximates fair value.

### **Subordinated capital notes**

The carrying amount approximates fair value.

### **Credit risk exposure**

The economic entity's maximum exposure to credit risk at balance date in relation to each class of recognised financial asset is the carrying amount of those assets as indicated in the balance sheet. The maximum credit risk exposure does not take into account the value of any security held or the value of any mortgage or other insurance to cover the risk exposure.

#### **Concentration of credit risk**

The Society minimises concentrations of credit risk in relation to loans receivable by undertaking transactions with a large number of customers within the states of Queensland, New South Wales, Victoria and South Australia. The majority of customers are concentrated in Australia. Credit risk in loans receivable is managed by protecting all home loans and home equity loans with either one of the recognised mortgage insurers or through the Society's wholly owned subsidiary Mortgage Risk Management Pty Ltd, an approved lenders mortgage insurer, and by securing the loans by first mortgages over residential property.

# » Directors' Declaration FOR THE YEAR ENDED 30 JUNE 2004

In the opinion of the Directors of Wide Bay Australia Ltd:

- (a) The financial statements and notes of the Society and of the consolidated entity have been prepared in accordance with accounting standards applicable under the *Corporations Act 2001* for the year ended 30 June 2004; and
- (b) The financial statements and notes for the year ended 30 June 2004 present a true and fair view of the financial position and performance of the Society and consolidated entity; and
- (c) As at the date of this statement there are reasonable grounds to believe that the Society will be able to pay its debts as and when they become due and payable.

Signed on behalf of the Board of Directors of Wide Bay Australia Ltd in accordance with a Resolution of the Board.

28.

R E Hancock Director 31 August 2004 Bundaberg

P J Sawyer Director

#### SCOPE

# THE FINANCIAL REPORT AND DIRECTORS' RESPONSIBILITY

The financial report comprises the statement of financial position, statement of financial performance, statement of cash flows, accompanying notes to the financial statements and the Directors' declaration for Wide Bay Australia Ltd (the company) and Wide Bay Australia Ltd (the consolidated entity), for the year ended 30 June 2004. The consolidated entity comprises both the company and the entities it controlled during that year.

The directors of the company are responsible for the preparation and true and fair presentation of the financial report in accordance with the *Corporations Act 2001*. This includes responsibility for the maintenance of adequate accounting records and internal controls that are designed to prevent and detect fraud and error, and for the accounting policies and accounting estimates inherent in the financial report.

#### **AUDIT APPROACH**

We conducted an independent audit in order to express an opinion to the members of the company. Our audit was conducted in accordance with Australian Auditing Standards in order to provide reasonable assurance as to whether the financial report is free of material misstatement. The nature of an audit is influenced by factors such as the use of professional judgment, selective testing, the inherent limitations of internal control, and the availability of persuasive rather than conclusive evidence. Therefore, an audit cannot guarantee that all material misstatements have been detected.

We performed procedures to assess whether in all material respects the financial report presents fairly, in accordance with the *Corporations Act 2001*, including compliance with Accounting Standards and other mandatory financial reporting requirements in Australia, a view which is consistent with our understanding of the company's and the consolidated entity's financial position, and of their performance as represented by the results of their operations and cash flows.

We formed our audit opinion on the basis of these procedures, which included:

- examining, on a test basis, information to provide evidence supporting the amounts and disclosures in the financial report
- assessing the appropriateness of the accounting policies and disclosures used and the reasonableness of significant accounting estimates made by the directors.

While we considered the effectiveness of management's internal controls over financial reporting when determining the nature and extent of our procedures, our audit was not designed to provide assurance on internal controls.

### INDEPENDENCE

In conducting our audit, we followed applicable independence requirements of Australian professional ethical pronouncements and the *Corporations Act 2001*.

#### AUDIT OPINION

In our opinion, the financial report of Wide Bay Australia Ltd is in accordance with:

(a) the Corporations Act 2001, including:

 (i) giving a true and fair view of the company's and consolidated entity's financial position as at 30 June 2004 and of their performance for the year ended on that date; and

(ii) complying with Accounting Standards in Australia and the *Corporations Regulations 2001*; and(b) other mandatory professional reporting requirements in Australia.

ettes MKI

BENTLEYS MRI Brisbane Partnership Chartered Accountants 31 August 2004 Brisbane

R J Forbes — Partner

#### **REVIEW OF OPERATIONS**

The consolidated net profit after income tax for the year was \$9,893,735. This compares with a figure of \$9,198,628 from last year. The Society's captive LMI Mortgage Risk Management Pty Ltd contributed an after tax surplus for the year of \$432,288. Total assets of the Society and funds under management now total \$1,369,346,938 representing an increase of 8.31 per cent. Loans for the year totalled \$485,369,944.

There have been no changes in the principal activities of the Society during the financial year, which is the provision of banking facilities and financial services, including the raising of funds on deposits and the provision of housing finance over mortgages secured by residential property and insured with a registered lender's mortgage insurer.

During the year the Society insured all new mortgage loans approved, apart from vendor finance being carried in respect of the sale of Gympie Office premises, with the Society's wholly owned subsidiary, Mortgage Risk Management Pty Ltd, a registered lender's mortgage insurer.

The Society continued to raise a portion of its funding for loans through the expansion of a securitisation program.

Wide Bay Australia Ltd is a company limited by shares and incorporated in Australia.

The number of full time equivalent employees at 30 June 2004 was 169.

### MATTERS SUBSEQUENT TO THE END OF THE FINANCIAL YEAR AND FUTURE DEVELOPMENTS

There has been no matter or circumstance since the end of the year that will significantly affect the results of operations in future years or the state of affairs of the Society.

The Board expects the operations for the ensuing year to be consistent with the current activities and, with the growth of the Society's assets and loan book, also expect an increase in trading results.

With the Society's securitisation program now moving to off balance sheet, the Board and Management will continue to review the future capital management plan and requirements.

### DIVIDENDS

#### **Ordinary Shares**

Dividends paid or declared by the Society, since the end of the last financial year, are as follows:

An interim fully franked dividend of 16.5 cents per ordinary share was paid on 11 March 2004 (14 March 2003 — 16 cents).

A final fully franked dividend of 17.5 cents per ordinary share has been declared by the Directors and will be paid on 24 September 2004 (19 September 2003 — 16 cents).

#### **Resetting Convertible Preference Shares**

An amount of \$2,533,810 fully franked was paid in respect of RCP Shares for the year.

#### DIRECTORS

The Directors of the Society in office during this period:

# MR JOHN H FELL FCA, FAICD, FIFS

Mr Fell was a director and secretary of the Gympie and North Coast Building Society from 1976 until merger with the Society in 1981. He is Chairman of Mortgage Risk Management Pty Ltd and was a practicing Chartered Accountant for many years. He is a member of the Institute of Chartered Accountants.

#### MR RONALD E HANCOCK FCA, FAICD, FIFS

Mr Hancock is the Managing Director. He was a foundation director and manager of the Burnett Permanent Building Society formed in 1966, which in 1979 amalgamated with the Maryborough Permanent Building Society to form Wide Bay Capricorn Building Society.

Mr Hancock was a practising Chartered Accountant for 32 years and is a member of the Institute of Chartered Accountants and a director of Cashcard Australia Ltd, Fincom Pty Ltd, Wide Bay Australia Financial Planning Services Pty Ltd and Mortgage Risk Management Pty Ltd. He is Chairman of Wide Bay Australia Mini Lease Pty Ltd.

### MR JOHN F PRESSLER OAM, FAICD, FIFS

Mr Pressler is Chairman. He was appointed to the Board in 1988. He is a prominent figure in Emerald's agricultural and horticultural industries and is a Chairman of Lindsay Australia Ltd. He is a director of Mortgage Risk Management Pty Ltd.

### MR PETER J SAWYER FCA, FAICD, FIFS

Mr Sawyer has been a director since 1987. He is a partner of the firm Ulton, Chartered Accountants of Bundaberg and Maryborough. He is involved in a wide range of business activities.

Mr Sawyer is the Chairman of the Audit Committee.

### MRS FRANCES M McLEOD AIFS

Mrs McLeod was appointed to the Board on 14 October 2003. She is currently Wide Bay Australia's Executive Manager and has a wide range of experience based on her involvement with the Society for over 29 years. She is a director of Mortgage Risk Management Pty Ltd and Wide Bay Australia Financial Planning Services Pty Ltd.

Mr Kerry McBride retired from the Board on 14 October 2003.

All Directors are members of the Audit Committee.

During the financial year, 12 meetings of the Directors and three meetings of the Audit Committee were held, in respect of which each Director attended the following number:

|  | Board Meeting | Audit Committee |
|--|---------------|-----------------|
| J F Pressler                           | 12            | 3               |
| R E Hancock                            | 12            | 3               |
| J H Fell                               | 12            | 3               |
| P J Sawyer                             | 11            | 3               |
| K G McBride (retired 14 October 2003)  | 1             | 0               |
| F M McLeod (appointed 14 October 2003) | 8             | 2               |

#### **DIRECTORS' SHAREHOLDINGS**

The Directors currently hold shares of the company in their own name or a related body corporate as follows:

|             | Ordinary Shares |
|-------------|-----------------|
| R E Hancock | 1,623,757       |
| J H Fell    | 455,075         |
| P J Sawyer  | 433,001         |
| F M McLeod  | 86,956          |

While Mr J F Pressler does not hold shares individually or in a related body corporate he is a director of Hestearn Pty Ltd, which holds 303,743 shares. Mr Pressler does not have a controlling interest in Hestearn Pty Ltd.

#### RELATED PARTY DISCLOSURE

No Directors have during or since the end of the financial year received or become entitled to receive a benefit by reason of a contract made by the Society.

### DIRECTORS' AND EXECUTIVES' REMUNERATION

The fees payable for non-executive Directors are determined with reference to Industry Standards, the size of the Society, performance and profitability. The Directors' fees are approved by the shareholders at the Annual General Meeting.

The remuneration of the Managing Director is a matter for the non-executive Directors. Remuneration of senior executives is subject to the Remuneration Panel and ratified by the Board. Relevant remuneration is based on the individual's performance throughout the year, the duties and responsibilities undertaken and is set so as to reflect the remuneration commensurate with the market place, given those duties and performances.

Details of remuneration paid to specified directors and specified executives are as per note 29.

## INDEMNITIES AND INSURANCE PREMIUMS FOR OFFICERS AND AUDITORS

During the financial year the Society has paid premiums in respect of Directors' and Officers' Liability and Company Reimbursement, Directors' and Officer's Legal Expenses and Employment Practices Liability.

Total premium was \$70,724.29.

This Report is signed for and on behalf of the Board of Directors in accordance with a resolution of the Board of Directors.

200-

**R E HANCOCK** DIRECTOR 31 August 2004 Bundaberg

P J SAWYER

DIRECTOR

#### **CORPORATE GOVERNANCE PRACTICES**

The Board of Directors of Wide Bay Australia Ltd has always had a commitment to a high level of ethical standards and corporate governance.

The Board of Directors and Management are aware of and have had regard to the Australian Stock Exchange (ASX) Corporate Governance Council's Principles of Good Corporate Governance and Best Practice Recommendations.

The Company as an Authorised Deposit Taking Institution comes under the regulatory supervision of the Australian Prudential Regulation Authority (APRA) and is bound by the detailed standards that apply to Approved Deposit Taking Institutions. The Company has operated under those standards since the formation of APRA. Generally those standards are consistent with the principles of the ASX guidelines but differ in some circumstances.

In addressing the ASX guidelines the Board addressed each principle as follows:

### Principle 1

The responsibility for the operation and administration of the Society is delegated by the Board to the Chief Executive Officer and Senior Management whose performance and actions are monitored regularly by the Board. The Board in its supervisory role expects Senior Management to comply with the APRA standards and procedures and standards adopted from time to time.

The Board is conscious of its obligations and accountability to shareholders as well as other regulatory and ethical expectations. The Board accepts the responsibility for the overall performance of the Society and for the Company to act in the best interest of all parties associated with the Company.

#### Principle 2

The Board has been structured to ensure that there is a balance of experience and skills to achieve the maximum effectiveness and contribution from Directors.

The Board has a surplus of non-Executive Directors, who are classified as independent and believes the current structure is one that particularly suits the needs of the Company and one that has a proven track record. The experience of the Board includes the Chairman, Mr John Pressler, who is independent as a non-Executive Director and who has had 16 years experience. He brings to the Board a range of skills and a diversification of various business activities.

Mr John Fell has been a member of the Board since 1982. He has had strong background as a practicing Chartered Accountant with other associated business activities. He was involved in the management role of the Building Society until 1981 and also brings a range of diversified experience.

Mr Peter Sawyer is currently a practicing Chartered Accountant, having been on the Board since 1987. He holds various company appointments and also brings a wide range of skills to the Board.

Mr Ron Hancock, Managing Director is an Executive Director having been with the Company since formation in 1966. He also has a wide range of business activities and his past knowledge and experience plays a large contribution in the overall on going management and operations of the Society.

Mrs Frances McLeod has recently been appointed to the Board as an Executive Director. She currently holds the position of Executive Manager within the Company and over the past 15 years has developed a broad range of skills within most functions of the Society.

The Directors are comfortable with the current structure.

The Board has a policy of reviewing the composition of the Board and the performance of individual directors on a two-yearly basis or at such other time as the Chairman may deem necessary. This review is carried out by the independent (non-Executive) Directors.

Directors have always been able to seek independent expert advice in relation to any aspect of their role and duties.

Directors other than the Managing Director are required to seek re-election on a rotation basis of at least once every three years. Non-Executive Directors meet at least once a year, or when considered necessary, independent of the Executive Directors.

#### **Principle 3**

The Board has in place procedures in respect of conflicts of interest and declarations of same. Trading in the Company's shares and instruments is restricted to a period until full disclosure has been made to the market. The Company is committed to full disclosure on an on-going basis with respect to any issues that are considered relevant. The Board requires Management at all times to abide by all standards, procedures and regulations that are applicable to the operations of the Company.

#### **Principle 4**

It is a requirement that the Managing Director and the Chief Financial Officer, state in writing to the Board that the Company's financial reports present a true and fair view in all material respects of the Company's financial condition and that operational results are in accordance with the relevant accounting standards.

The Company has for many years had an Audit Committee. Because of the size of the Board, the Audit Committee consists of the full Board, but with Mr Peter Sawyer as the independent (non-Executive) Chairman. This Committee oversees accounting, reports and disclosure activities, in addition to reviewing the interim and annual financial statements. It also reviews the activities and efficiencies of both the internal and external Auditors and relationships with Management. It reports to the full Board and the Chairman meets with the external Auditor on a regular basis.

#### **Principle 5**

The Managing Director is responsible for the on going disclosure to the Australia Stock Exchange and members of any material issue that may be considered relevant that Shareholders should be made aware of to assist them in their assessment of the Company's operations and to form an independent opinion. All principal releases are recorded on the Company's website *www.widebayaust.com.au* 

A full review of the Company's financial results is included in the Annual Report together with a commentary from the Chairman of the Board and Managing Director.

### **Principle 6**

The Company is totally committed to keeping shareholders fully informed by, where necessary, direct communication, public communication or through the use of releases to the ASX and posting of these on the Company's website *www.widebayaust.com.au* 

The Chairman specifically encourages discussion from interested parties at General Meetings (at which the Auditor normally attends) and is available to answer any shareholder questions relating to the audit and his report.

#### Principle 7

As an Authorised Deposit Taking Institution regulated by APRA, Wide Bay Australia Ltd has to comply and adopt standards to manage various aspects of risk associated with the Company's operations. These procedures are also reviewed by APRA as part of their regular inspections. The Internal Auditor is also charged with the function of ensuring compliance with the Standards and other statutory requirements, such as the Financial Sector Reform Act. The Board requires total compliance with APRA standards at all times. » Directors' Statutory Report FOR THE YEAR ENDED 30 JUNE 2004

#### **Principle 8**

The performance of Senior Management is addressed on a regular basis with all levels of staffing encouraged to pursue their individual personal development. The Company offers financial assistance in that regard. Directors are encouraged to seek advice and assistance when required and have access to all staff at all times. The independent (non-Executive) Directors completed a performance evaluation of the Board in October 2003.

#### **Principle 9**

The Company has a Remuneration Panel consisting of the Chairman and Managing Director who review remuneration of all Senior Management on an annual basis. In carrying out these reviews the panel has regard to the performance of individual staff, the market salary levels and the experience of the relative Executives. The remuneration recommendations are ratified by the full Board.

The Managing Director's salary is reviewed by the Independent Directors and takes into account his performance contributions and experience.

The Company's shareholders approved a Staff Share Plan in 1992 that enables all staff to participate in the purchase of shares at varying levels relative to their salary. This provides additional incentives and interest of the employees in the overall performance of the Company.

Remuneration of Management and staff is normally based on a fixed structure and is not dependent on the performance of the Company.

Fees for non-Executive Directors are set and approved as a total amount at the shareholders' Annual General Meeting and allocated by the Directors as they see fit. There is no specific retiring allowance.

#### Principle 10

The Company requires continual compliance with all regulatory requirements and a high level of ethical co-operation with all aspects of the Community. The Company plays a major role in the communities of which it operates and contributes to a wide range of functional activities.

As an Approved Deposit Taking Institution the Company comes within the scope of the *Financial Services Reform Act* and many of its activities require a level of qualifications to enable employees to provide a high level of service to the Company's customers.

### **ISSUED SHARES**

Wide Bay Australia Ltd shares are listed on the Australian Stock Exchange. The securities are permanent ordinary shares and at the date of this Report there were 20,340,461 shares.

Also listed are Wide Bay Australia Ltd Resetting Convertible Preference Shares, and at the date of this Report there were 335,911 shares.

#### **VOTING RIGHTS OF SHAREHOLDERS**

A shareholder is entitled to exercise one vote in respect of each fully paid ordinary permanent share held in accordance with the provisions of the Constitution.

# » Directors' Statutory Report FOR THE YEAR ENDED 30 JUNE 2004

Under the terms of issue a holder of Resetting Convertible Preference Shares is only entitled to vote in the following circumstances:

- if at the time of the meeting, a Dividend (or part of a Dividend) in respect of RCP Shares has been declared but has not been paid in full by the relevant Dividend Payment Date
- on any proposal to reduce the capital of Wide Bay Australia
- on any resolution to approve the terms of a buy-back agreement
- on any proposal that affects the rights or privileges attaching to the RCP Shares
- on any proposal to wind up Wide Bay Australia
- · on any proposal for the disposal of the whole of Wide Bay Australia's business, undertaking and assets
- during the winding-up of Wide Bay Australia
- in any other circumstance in relation to which, at any time, the ASX Listing Rules require the holders of the RCP Shares to be entitled to vote, in which case a holder of RCP Shares has the same rights as to manner of attendance and as to voting in respect of each RCP Share as those conferred on ordinary shareholders in respect of each Ordinary Share.

#### SUBSTANTIAL SHAREHOLDERS

The Society's register of substantial shareholders recorded the following substantial shareholders interests:

# Permanent Ordinary Shares As at 25 August 2004

|                                      | No. of Shares | % of Total |
|--------------------------------------|---------------|------------|
| Hancock, R E                         | 1,623,757     | 7.98       |
| Drenwood Pty Ltd/Skipglen Pty Ltd    | 1,276,910     | 6.00       |
| (Associated entities and associates) |               |            |

#### DISTRIBUTION OF SHAREHOLDERS

#### **Permanent Ordinary Shares**

As at 25 August 2004

| 1 1 000                              | ers |
|--------------------------------------|-----|
| 1 – 1,000 8                          | 09  |
| 1,001 – 5,000                        | 36  |
| 5,001 - 10,000 3                     | 05  |
| 10,001 - 100,000 2                   | 57  |
| 100,001 - Over                       | 30  |
| Total Number of Shareholders     2,6 | 37  |

18 shareholders held less than a marketable parcel.

# **Resetting Convertible Preference Shares**

As at 25 August 2004

| Range                        | No. of Shareholders |
|------------------------------|---------------------|
| 1 - 1,000                    | 212                 |
| 1,001 - 5,000                | 16                  |
| 5,001 - 10,000               | 0                   |
| 10,001 - 100,000             | 4                   |
| 100,001 - Over               | 0                   |
| Total Number of Shareholders | 232                 |

# LIST OF TOP 20 PERMANENT SHAREHOLDERS

# **Permanent Ordinary Shares**

As at 25 August 2004

| Name                                   | No. of Shares | %     |
|--|---------------|-------|
| 1 Hancock, R E & L P                   | 785,998       | 3.86  |
| 2 Drenwood Pty Ltd                     | 517,972       | 2.55  |
| 3 Hancock, R E                         | 512,710       | 2.52  |
| 4 Skipglen Pty Ltd                     | 499,953       | 2.46  |
| 5 Sawyer, K                            | 400,000       | 1.97  |
| 6 Sawyer, P J ATF P Sawyer Family Fund | 400,000       | 1.97  |
| 7 Olsen, R C                           | 330,520       | 1.62  |
| 8 Kennedy, J W & G J                   | 308,710       | 1.52  |
| 9 Hestearn Pty Ltd                     | 303,743       | 1.49  |
| 10 McBride, K G & P A                  | 300,888       | 1.48  |
| 11 Hancock, R E                        | 299,507       | 1.47  |
| 12 Drenwood Pty Ltd                    | 258,985       | 1.27  |
| 13 Tower Trust Limited                 | 254,763       | 1.25  |
| 14 Mertan Pty Ltd                      | 250,422       | 1.23  |
| 15 D R & C A Emmerton (Warambul Super) | 207,989       | 1.02  |
| 16 Runge, B                            | 205,477       | 1.01  |
| 17 Messer, G & S (G Messer Super Fund) | 200,625       | 0.99  |
| 18 Fell, J H & C R                     | 158,405       | 0.78  |
| 19 Loeskow, W G                        | 135,495       | 0.67  |
| 20 Pressler, N W                       | 134,881       | 0.66  |
| Top 20 Permanent Shareholders          | 6,467,043     | 31.79 |
|  |               |       |

Directors' Statutory Report for the year ended 30 June 2004 »

| Name                  |                      | No. of Shares | %     |
|-----------------------|----------------------|---------------|-------|
| Resetting Convertible | Preference Shares    |               |       |
| As at 25 August 2004  |                      |               |       |
| 1 Westpac Custodia    | an Nominees          | 100,000       | 29.77 |
| 2 Tower Trust Ltd     |                      | 72,530        | 21.59 |
| 3 Executor Trustee    | Australia Ltd        | 44,790        | 13.33 |
| 4 Equity Trustees L   | td                   | 16,000        | 4.76  |
| 5 Fire & Emergency    | Services Super Fund  | 3,400         | 1.01  |
| 6 Warman Investme     | ents Pty Ltd         | 2,800         | 0.83  |
| 7 Brencorp No 11 F    | Pty Ltd              | 2,500         | 0.74  |
| 8 J Grace (Grace Fa   | mily Super Fund)     | 2,140         | 0.64  |
| 9 Dixson Trust Pty    | _td                  | 2,050         | 0.61  |
| 10 The Aged & Disat   | oled Persons Hostel  | 2,000         | 0.60  |
| 11 Clem Jones Pty L   | td                   | 2,000         | 0.60  |
| 12 T A G Hilton       |                      | 2,000         | 0.60  |
| 13 I W & G J Bailey ( | Bailey Family Super) | 1,750         | 0.52  |
| 14 EJ&SM Hanso        | n (Hanson Ret Super) | 1,600         | 0.48  |
| 15 E Darin            |                      | 1,500         | 0.45  |
| 16 Seshold Corporat   | e Services           | 1,500         | 0.45  |
| 17 I C Buxton (NSW    | Bookmakers Super)    | 1,500         | 0.45  |
| 18 Old Fletcher and   | Partners Pty Ltd     | 1,250         | 0.37  |
| 19 Mulgara Pty Ltd    |                      | 1,175         | 0.35  |
| 20 Lipno Holdings Pt  | y Ltd                | 1,125         | 0.33  |
| Top 20 RCP Sharehold  | lers                 | 263,610       | 78.48 |

#### **REGISTERED OFFICE**

The registered office and principal place of business of Wide Bay Australia Ltd is Level 5, Wide Bay Australia House, 16 – 20 Barolin Street, Bundaberg, Telephone (07) 4153 7777.

# SECRETARY

The Secretary is Mr William Ray Schafer.

# SHARE REGISTER

The registers of holders of Permanent Ordinary and Resetting Convertible Preference shares are kept at the office of Computershare Investor Services Pty Ltd, Central Plaza One, Level 27, 345 Queen Street, Brisbane, Queensland, Telephone (07) 3237 2100.

## **ON-MARKET BUY-BACK**

The Society terminated an on-market buy-back on 28 October 2003. The number of Resetting Convertible Preference Shares acquired in this financial period was 11,908.

# » Our Corporate Directory

# DIRECTORS

John F Pressler OAM FAICD FIFS (Chairman) Ronald E (Ron) Hancock FCA FAICD FIFS (Managing Director) John H Fell FCA FAICD FIFS Peter J Sawyer FCA FAICD FIFS Frances McLeod AIFS

# SECRETARY

William R (Bill) Schafer BCom ACA

# **REGISTERED OFFICE**

Level 5 Wide Bay Australia House 16 – 20 Barolin Street Bundaberg Qld 4670 Telephone (07) 4153 7777 Facsimile (07) 4153 7714 Email widebay@widebayaust.com.au Website www.widebayaust.com.au

# AUSTRALIAN STOCK EXCHANGE CODE

WBB (ordinary shares) WBBPB (non-cumulative perpetual resetting convertible preference shares)

#### **PRINCIPAL BANKER**

Westpac Banking Corporation

#### **AUDITORS**

Bentleys MRI Brisbane Partnership Chartered Accountants Level 26 AMP Place 10 Eagle Street Brisbane Qld 4000 Telephone (07) 3222 9777 Facsimile (07) 3221 9250 Email admin@bris.bentleys.com.au

# PRINCIPAL LAWYERS

McCullough Robertson Hancock Level 6 Wide Bay Australia House 16 – 20 Barolin Street Bundaberg Qld 4670 Telephone (07) 4154 5500 Facsimile (07) 4152 8819 Email info@mrh.com.au

# QUEENSLAND STOCK BROKER

Wilson HTM Ltd Level 21 Riverside Centre 123 Eagle Street Brisbane Qld 4000 Telephone (07) 3212 1333 Facsimile (07) 3212 1399 Email info@wilsonhtm.com.au

## SHARE REGISTER

Computershare Investor Services Pty Limited Level 27 Central Plaza One 345 Queen Street Brisbane Qld 4000 Telephone (07) 3237 2100 Facsimile (07) 2118 9860 Email brisbane.services@computershare.com.a



# **HEAD OFFICE**

Wide Bay Australia Ltd ABN 40 087 652 060 AFSL No. 239686 Wide Bay Australia House 16 – 20 Barolin Street Bundaberg Qld 4670 Telephone (07) 4153 7777 Facsimile (07) 4153 7714 Email widebay@widebayaust.com.au Website www.widebayaust.com.au