

21 August 2009

Mortgage Choice: Solid Performance and Many Opportunities Ahead

Mortgage Choice annual financial results, for the year to 30 June 2009

Australia's largest independently-owned mortgage broker, Mortgage Choice Limited (ASX code: MOC) today announced a sound annual profit performance despite a volatile housing finance market and the economic downturn.

The leading nationwide franchisor posted a net profit after tax for the year to 30 June 2009 on a cash basis of \$13.0 million, representing a 23.9% decrease on the FY08 cash result.

The profit results, as calculated on an AIFRS basis and disclosed in the annual financial report, were buoyed by a one-off non-cash balance sheet adjustment of \$15.6 million after tax, resulting in a net profit of \$26.8 million.

FY 09 results highlights

- Net profit after tax on a cash basis was \$13.0 million and on an AIFRS basis was \$26.8 million.
- Loan book stood at \$36.03 billion at 30 June 2009, up 8.3% on the \$33.27 billion balance in FY08, and ahead of system growth of 8.2%.
- Total revenue on a cash basis was \$140.8 million and on an AIFRS basis, including a one-off adjustment of \$58.6 million, was \$192.9 million, up 19.5% on FY08 (\$161.4 million).
- Earnings per share on an AIFRS basis stood at 22.6 cents per share compared to 16.4 cents per share in FY08.
- Generated \$10.1 billion in housing loan approvals and continues to achieve industry-high productivity levels per broker. This result was down on the \$11.0 billion in FY08.
- The Board has declared a final fully franked dividend of 5.5 cents per share taking the total dividends out of FY09 profits to 10.25 cents per share, which was down on FY08 (14 cents per share).
- Cash received for trailing commission during the financial year was \$85 million, which was up 3% on FY08.
- A total of 65.9% of residential commission revenues was paid to franchise owners compared to 64.6% in FY08.
- Net assets were \$66.4 million, compared to \$55.1 million in FY08.
- Cash flow from operating activities during the year was \$13.7 million compared to \$17.0 million for FY08.

Key messages

- A solid performance that delivers on expectations.
- A number of plans are in place to expand Mortgage Choice's consumer proposition and propel it forward into a period of strong growth.
- An iconic Australian brand that has fared well through the downturn thanks to a robust business model and brand, healthy geographic spread and industry leading productivity.
- Housing finance demand is showing a noticeable improvement while market fundamentals are positive e.g. very low interest rates, improved housing affordability.
- Mortgage broker channel usage by lenders continues to rise.

Financial performance

Mortgage Choice, a 17-year old mortgage broker with an expansive network of franchises around Australia, has endured the detrimental effect of the global financial crisis over FY09.



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As part of preparation for the year-end results, independent actuaries completed an annual review of the Mortgage Choice loan book. This found that the run-off rate had deviated notably from the assumed rate and hence the book had experienced a longer loan life than expected. The subsequent revaluing of the loan book resulted in a one-off, non-cash adjustment to Mortgage Choice's balance sheet and FY09 profit.

Total operating revenue on a cash basis for the 12 months to 30 June 2009 was \$140.8 million (\$192.1 million AIFRS). This included \$53.4 million derived from new mortgage origination. Trailing commission revenue for the year derived from the existing loan book stood at \$136.7 million, including a \$58.6 million adjustment due to the previously mentioned review. The company's loan book stood at \$36.03 billion at 30 June 2009.

The result was in line with expectations and guidance given in February 2009 and reaffirmed on 14 August 2009. The loan book performance exceeded expectations, with an independent review in March 2009 showing loan life improved significantly by reaching 4.4 years for existing loans and 5.0 years for new loans, while the monthly run off rate reduced by 4% between 2008 and 2009.

Chief Executive Officer Michael Russell said, "Mortgage Choice has delivered a sound result during a challenging year. The resilience, loyalty and team spirit of our franchise network and staff have helped the company rebound to a strong position, where we are able to take advantage of the opportunities we are actively seeking."

Business update

A well-recognised brand with a healthy geographic spread, Mortgage Choice continues to boast industry-leading productivity of approximately 8 loans per loan consultant per month. This was up on FY08 and ahead of budget, despite the effects of the financial crisis. The result was a pleasing reinforcement of the quality of its nationwide franchise network and the service they continue to provide to their local communities.

Group Office leads for the year, which are distributed to franchisees on a rotational basis, increased by 0.5% to over 38,000.

"The company's key points of difference – being Australia's largest independently-owned mortgage broker; and a broker that pays its franchisees the same rate of commission regardless of the home loan product chosen by their customer – stands us in good stead for the future as we capitalise on our potential," Mr Russell said.

"Mortgage Choice will do this through growing our franchise network, broadening our product and service offering and improving the way we promote our services to consumers while educating them about the market.

"We are very pleased to see franchisees already enthusiastically diversifying their customer service proposition to reinforce their duty of care and create new revenue streams. This said, residential mortgages will remain our core proposition."

Mortgage Choice Group and State Offices have developed a number of clear and measurable goals for FY09 and, most importantly, a strategic plan to deliver them. The plan's codename, *DREAM*, is an acronym for:

- **Diversification** – introduce new products to increase revenues, enhance customer retention and strengthen our duty of care to our customers.
- **Recruitment** – re-ignite recruitment initiatives for new franchisees while adding value for them, with greenfield sites a priority.
- **Existing franchises** – foster initiatives to escalate their organic growth.
- **Acquisitions** – identify acquisition opportunities that meet our benchmarks.
- **Manage costs** – continue diligent management of our cost base and work hard to create scalable business platforms.



Mr Russell added, "Initiatives being implemented immediately include: new policies regarding franchisees acquiring loan books externally and internally, trailing commission payments to greenfield rookies being revised upwards, updating our franchisee Cash Flow Tool to better demonstrate the potential earnings from our non-core product range and, finally, a rewards program for non-core products high achievers."

"Franchisees will find the future contains a plethora of exciting opportunities that will inspire and motivate them to grow their businesses. We will be there every step of the way to ensure both the company and our network shares in what is shaping up to be a defining year in the mortgage broking industry."

Market outlook

"The economic outlook is encouraging, with most economists and commentators seeing a solid recovery begin over FY10 before strong growth returns in FY11 and FY12 as consumer and business sentiment, as well as employment, regain momentum," said Mr Russell.

"Positive conditions over the next financial year such as low interest rates, housing undersupply, strong population growth and low rental vacancy rates will encourage further interest in the property market.

"While housing finance figures at present show strong demand from first homebuyers as a percentage of owner occupied loans, we expect this trend to soften while upgraders, refinancers and investors increase their presence over the coming year.

"The mortgage broking market continues to be a valuable consumer proposition, with Genworth Financial Mortgage Trends Report for July 2009 showing that 41% of new home loans in Australia are sourced by mortgage brokers. The report also uncovered a further 16% of borrowers who had never used a mortgage broker but would consider doing so in future.

"As small business owners, mortgage brokers take great care in providing superior customer service, as their livelihood depends on customer retention and referral. We continue to offer an important service to an increasingly time-poor and confused society: guiding customers through a wide range of lenders and loan products to help them find clarity over loan choice.

"Not only are our marketing activities, business processes, network resources, and training programs being revamped to prepare us for the evolution of the mortgage market post-GFC, we are improving them to make the most of our diversification strategy.

"The importance being placed on the diversification of our service offering, by expanding our range of non-core products such as risk insurance, asset finance and commercial and personal loans, will deliver an increasingly effective flow of additional income to the company and its franchisees.

"Mortgage Choice, via DREAM, will consolidate and grow with vigour. Our Group and State Offices and our franchise network are powering through a period of change that will see us take advantage of the many opportunities we are facing.

"Enabling our franchisees to achieve their potential will see the company building strong value for all its stakeholders and gear us for an impressive improvement in results for FY10."

Visit www.mortgagechoice.com.au for more information about the company.

**** AIFRS**

Under AIFRS (Australian International Financial Reporting Standards) Mortgage Choice is obliged to include in its financial statements for any period an estimate of all the trailing commission that will be received and paid over the life of the loans settled during the period. This estimate is stated at "present value", reflecting the fact that cash receivable and payable in the future does not earn income in the meantime and so its value today is less than the total of all future cashflows.

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About Mortgage Choice

Mortgage Choice, Australia's largest independently-owned mortgage broker, has a national network of hundreds of franchises and loan consultants supported by Group and State Offices. It provides loan advice on, and choice of, products offered by an extensive panel of Australia's leading lending institutions.

Importantly, Mortgage Choice head office pays franchisees the same commission rate for the home loans they write, regardless of the rate paid by the lender selected by a new customer - and has been doing so for most of its 17-year history. The company has no products of its own and works in each customer's interests to source a loan that suits their individual needs.

Mortgage Choice has no balance sheet or funding risk, and consistently delivers strong profits and attractive yields. The company listed on the Australian Stock Exchange in August 2004 (ASX sign: MOC) and is a member of the Mortgage & Finance Association of Australia (MFAA).

Recent recognition: 2009, 2008, 2006 and 2005 MFAA Awards *Retail Aggregator/Originator of the Year*; 2009 and 2008 BRW *Fast Franchises* list; No.1 spot on *Top 25 Brokerages* list by Mortgage Business magazine; 2009 Australian Banking & Finance Awards *Best Financial Institution Employer*; 2009 Great Place to Work® Institute *Best Companies to Work For* list; 2009 and 2008 10 Thousand Feet *Top 10 Franchise* list; 2008 MFAA Awards *Best In Mortgage & Finance Industry*.

Visit www.mortgagechoice.com.au or call the customer service centre on 13 MORTGAGE.

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Mortgage Choice Limited

Annual Results Presentation
Year ending 30th June 2009

21st August 2009

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Michael Russell

Key messages & strategic plan

Michael Russell

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Susan Mitchell

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Michael Russell

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FY2009 Performance highlights

	FY09	FY08		
NPAT - cash	13.0m	17.1m	23.9%	↓
- AIFRS	26.8m	19.3m	38.8%	↑
Loan book	36.0b	33.7b	8.3%	↑
Approvals	10.1b	11.0b	8.2%	↓
Settlements	8.6b	9.6b	9.8%	↓
Basic EPS - cash (Cps)	10.9	14.4	24.3%	↓
- AIFRS (Cps)	22.6	16.4	37.8%	↑
DPS - ordinary (Cps)	10.25	14.0	26.8%	↓



Key messages

- ✓ Mortgage Choice profit guidance was correct: a reduced but still solid financial performance in a testing year.
- ✓ The company and its franchise network have absorbed much pain but are both emerging successfully into an exciting new era.
- ✓ The mortgage broking proposition continues to grow as evidenced with rising channel usage by lenders.
- ✓ We are confident that housing finance demand will again increase in FY10 underpinned by positive market fundamentals e.g. low interest rates and improved housing affordability.
- ✓ Mortgage Choice is an iconic Australian brand with a robust business model, healthy geographic spread, industry leading loan writer productivity and, above all, a service proposition that remains in demand by Australian property buyers.



Strategic plan

This year we have developed a number of measurable and very achievable goals and, most importantly, a detailed strategic plan to deliver them.

Our Strategic Plan for FY10 is codenamed ***DREAM***:

1. **D**iversification – introduce new products to increase revenues, enhance customer retention and strengthen our duty of care to customers.
2. **R**ecruitment – re-ignite recruitment initiatives for new franchisees, with greenfield sites a priority.
3. **E**xisting franchises – foster initiatives to increase their organic growth.
4. **A**cquisitions – identify acquisition opportunities that meet our benchmarks.
5. **M**anage costs – continue to be diligent in the management of our cost base and work hard to create scalable business platforms.



Key objectives of DREAM

- ✓ Build strong value in Mortgage Choice for all stakeholders.
- ✓ Embrace the business philosophies of:
'Clients for life' & 'Share of wallet'
- ✓ Continue to look at ways to add value to our franchisees and consequently be the first choice of potential franchisees.
- ✓ Educate our franchisees on how to grow their business by encouraging more 'blue ocean' thinking.
- ✓ Enable our franchisees to position their business today to take advantage of opportunities that *will* present tomorrow.
- ✓ Remain Australia's largest independently-owned mortgage broker.



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Profit & loss statement

(\$m unless otherwise stated)	FY09	FY08	%	FY09	FY08	%
	Cash	Cash	change	AIFRS	AIFRS	change
Origination commission income	53,408	64,430	(17%)	53,408	64,430	(17%)
Trailing commission income	84,622	82,179	3%	136,696	93,607	46%
	138,030	146,608	(6%)	190,104	158,037	20%
Origination commission paid	38,073	45,564	(16%)	38,073	45,564	(16%)
Trailing commission paid	52,903	49,088	8%	85,551	56,528	51%
Net core commission	47,054	51,957	(9%)	66,479	55,945	19%
Non-core products net revenue	266	137	93%	266	137	93%
Other income	1,738	2,920	(40%)	1,738	2,920	(40%)
Gross profit	49,057	55,014	(11%)	68,483	59,003	16%
Operating expenses	30,606	30,570	0%	30,606	30,570	0%
Share based remuneration	-	-		(268)	757	(135%)
Net profit before tax	18,451	24,444	(25%)	38,145	27,675	38%
Net profit after tax	12,983	17,067	(24%)	26,849	19,344	39%
DPS cents	10.25	14.00	(27%)	10.25	14.00	(27%)
EPS cents	10.93	14.43	(24%)	22.60	16.36	38%



AIFRS break down

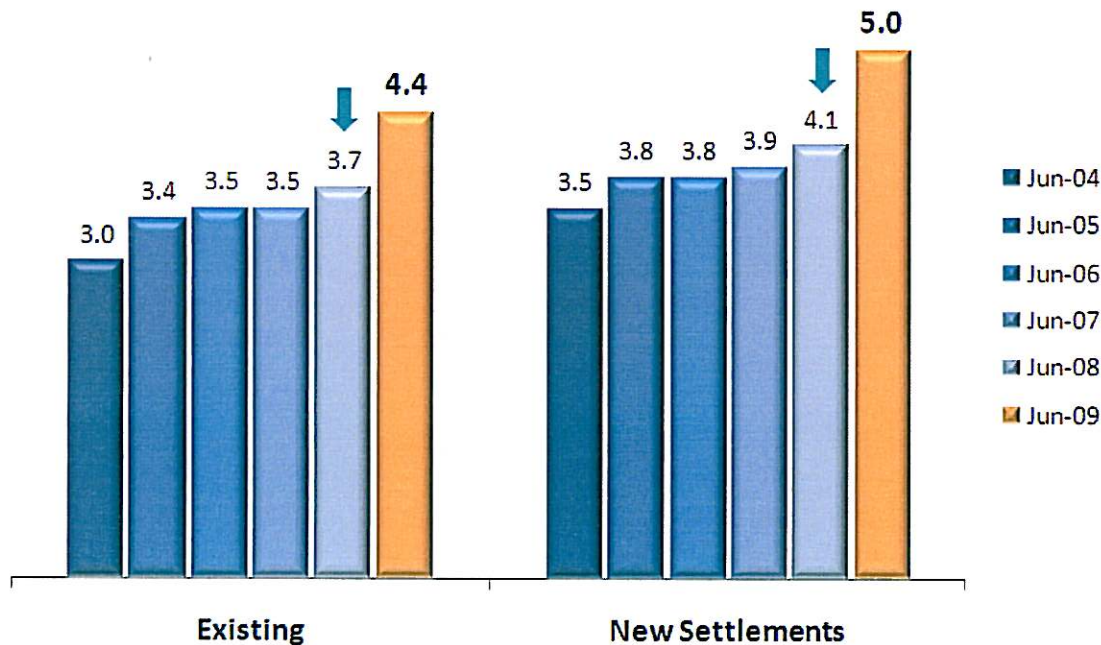
Breakdown of AIFRS Trail

	New Business	Discount unwind	Prior period underestimation	Balance sheet adjustment	Total
Income	43,657	19,397	15,050	58,592	136,696
Cost	(27,504)	(12,251)	(9,508)	(36,288)	(85,551)
Net	16,153	7,146	5,542	22,304	51,145
Tax	(4,846)	(2,144)	(1,663)	(6,691)	(15,343)
After tax	11,307	5,002	3,879	15,613	35,802



Loan life

Loan life – number of years



- Net trail commission asset after tax - \$58m
- Loan life of 3.7 and 4.1 years used in valuation assumptions
- Differentiates Mortgage Choice performance within broker channel

Source: Deloitte Actuaries & Consultants Limited
The loan life is a projection of the future at the date of calculation. Each year's loan life is based on the experience of that year, assuming this recurs in the future.











Operating performance

	2009	2008
Net Profit before tax	18,451	24,444
Tax paid	(6,257)	(7,201)
Depreciation and amortisation	1,095	1,184
PP&E purchases	(1,690)	(529)
Software purchases and development	(398)	(705)
Other balance sheet movements	776	(684)
Cash flow before dividends	11,977	16,509
Dividends paid	(15,125)	(17,148)
Net cash movement	(3,148)	(639)



Summary: lender commission structure

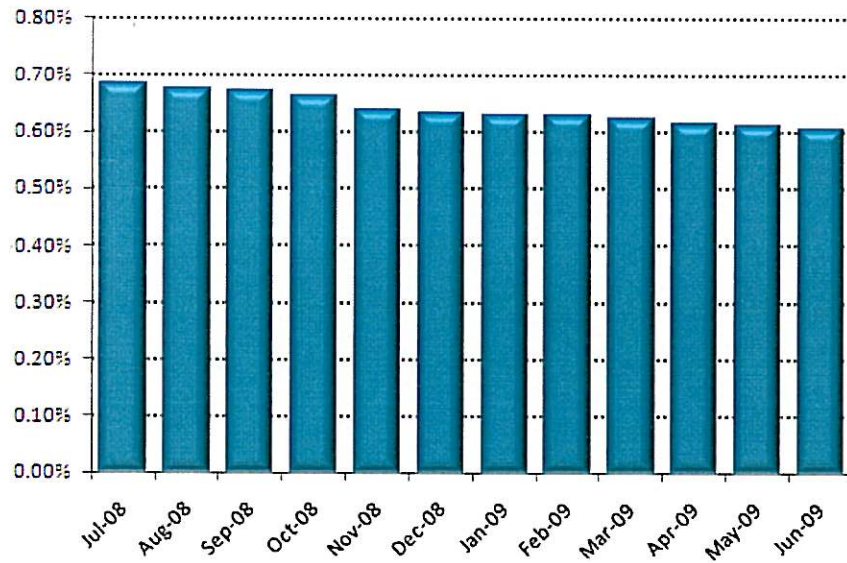
	Upfront rate bps		Trail rate p.a. bps				
	Base Rate	Max Rate	Year 1	Year 2	Year 3	Year 4	Year 5
	50	70	15	15	15	20	20
	50	65	-	20	20	20	20
	50	65	-	15	20	25	30
	50	50	15	15	15	15	15
 *	50	60	15 +	15 +	15 +	15 +	15 +
	50	50	15	15	20	22.5	25
	50	65	15	15	15	20	20
	60	60	-	20	20	25	25

* Effective 1st Oct 09
 + 5 bps if run off < 15% p.a.

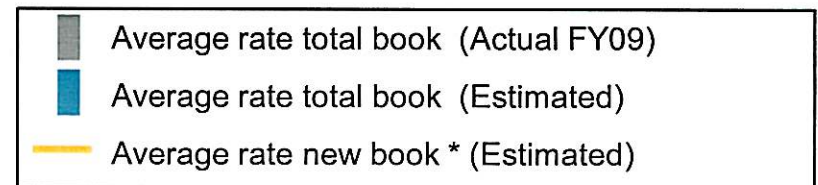
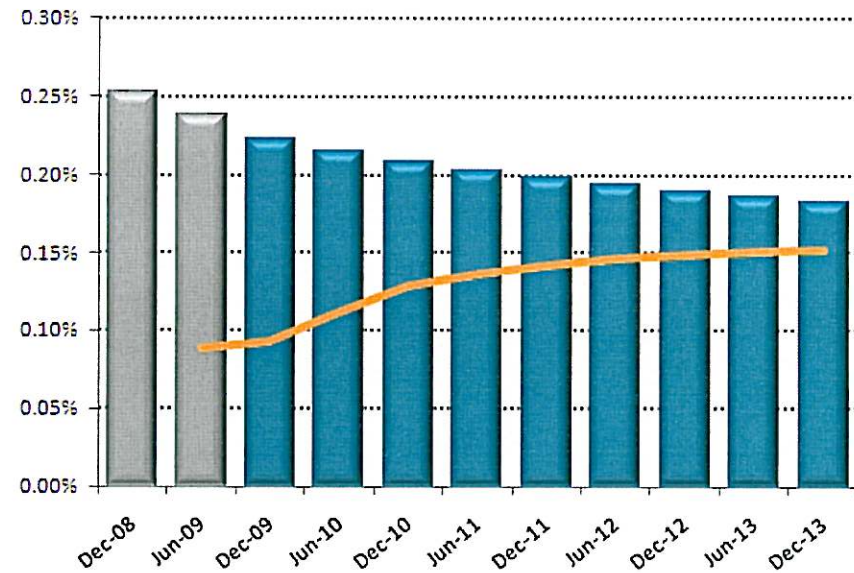


Income rates

Average Upfront Rate



Average Trail Rate



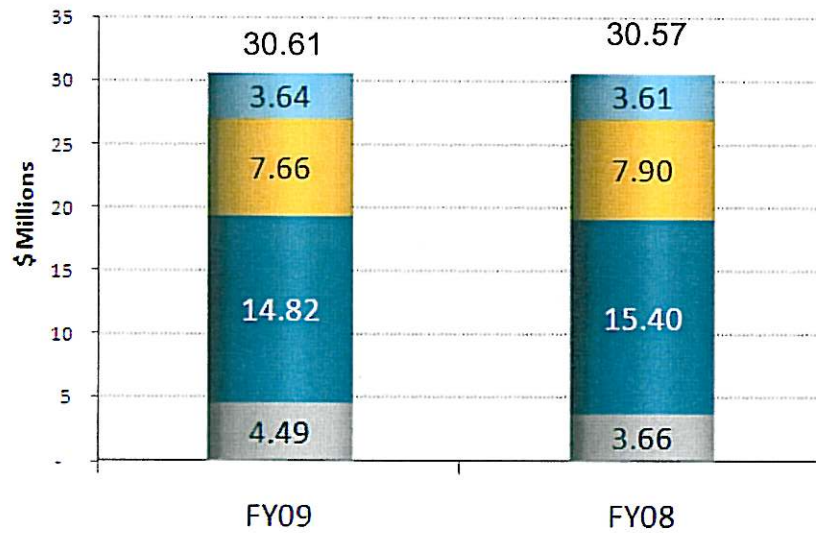
* New book based on settlements after Jan 09

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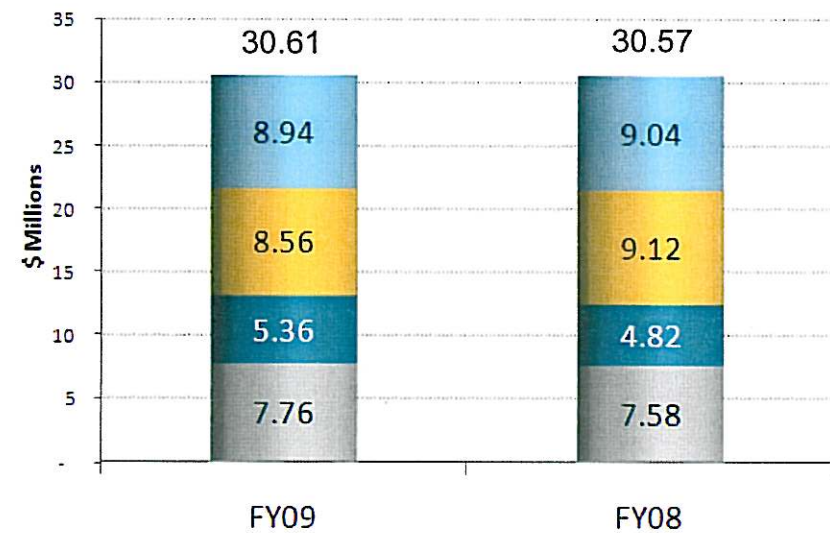


Expenses

Expenses by Category



Expenses by Purpose



* Includes allocation of overheads



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SWOT

Strengths

- Largest independently-owned broker
- “Paid the same” proposition
- Strong brand
- Excellent franchise support
- Industry recognition
- Happy customers

Opportunities

- **D**iversification
- **R**ecruitment
- **E**xisting franchise organic growth
- **A**cquisitions: franchisor and franchisee
- **M**anage costs for scale

Weaknesses

- Poor recruitment in recent years
- Slow to identify diversification potential

Threats

- Further banking consolidation
- Further commission cuts
- Brand damage



Mortgage Choice state of the nation

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National



\$36.0bn Loanbook



350(577) Franchises (Brokers)



165 Retail sites



\$10.1bn FY09 Approvals

WA



\$3.5bn (10% of total)



47(73)



23



\$1.1bn (11% of total)

SA / NT

15



\$3.2bn (9% of total)



22(44)



9



\$1.0bn (10% of total)

QLD



\$8.2bn (23% of total)



81(131)



46



\$2.7bn (27% of total)



\$14.8bn (41% of total)



131(205)



57



\$3.3bn (33% of total)



\$6.3bn (18% of total)



69(124)



30



\$1.9bn (19% of total)

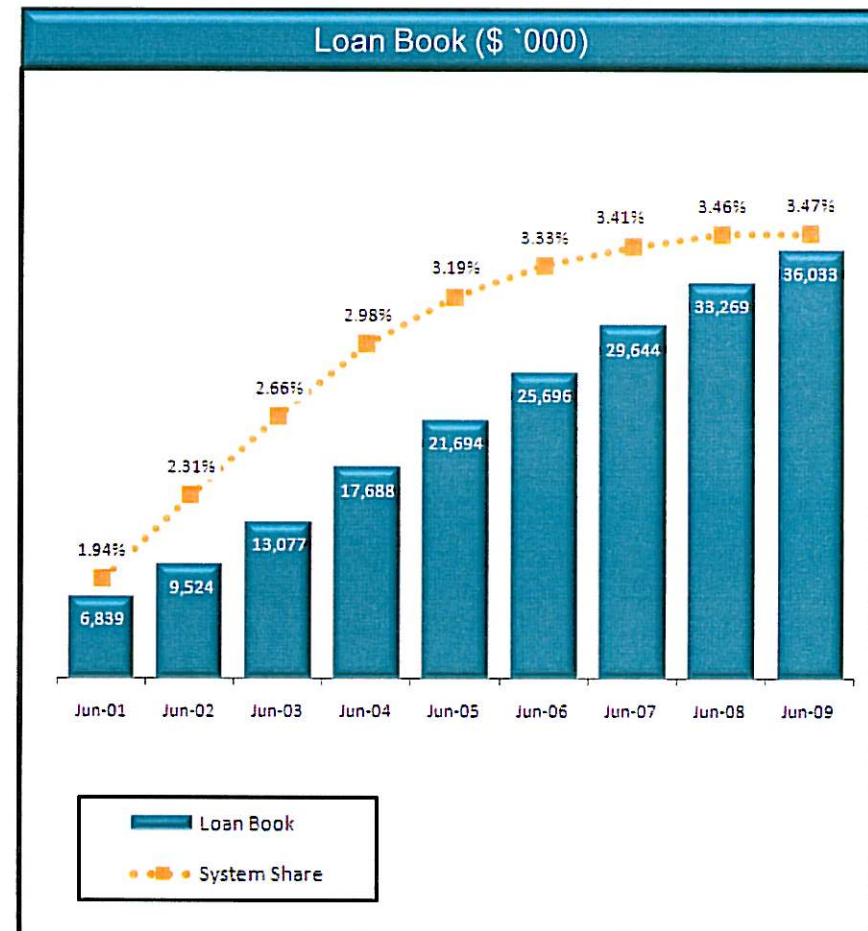
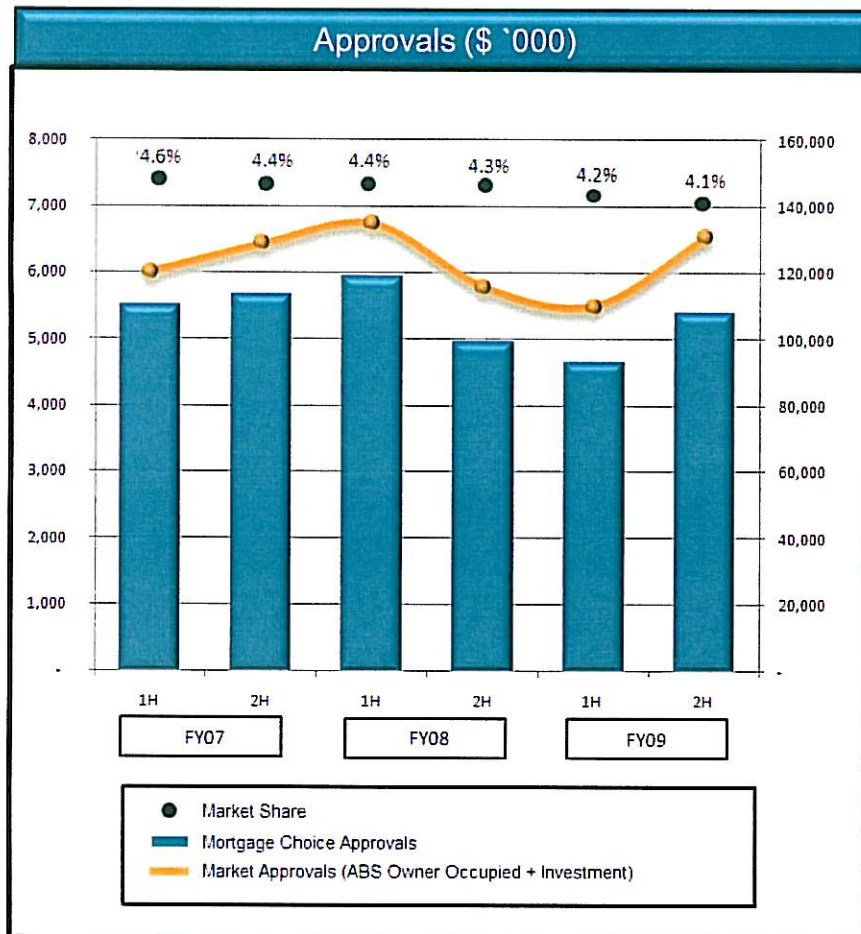
NSW / ACT

VIC / TAS



Approvals, market share, loan book

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Broker channel

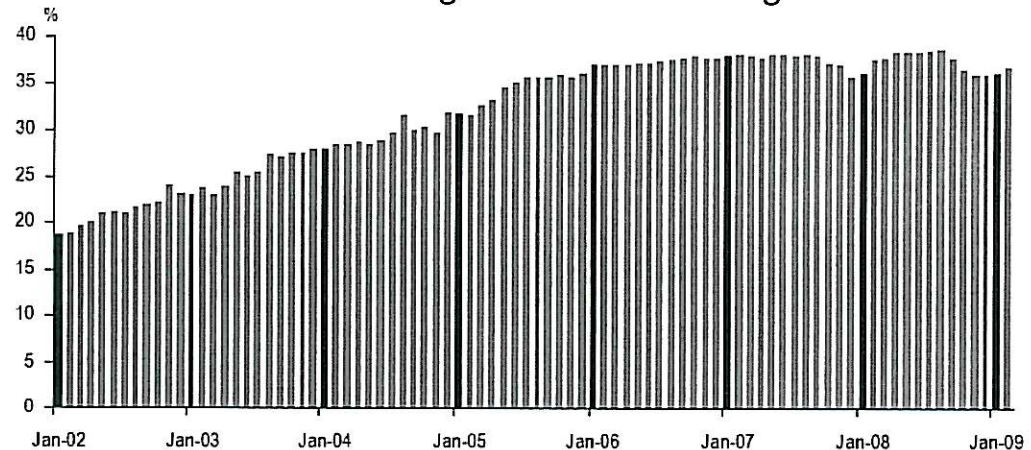
- ✓ Mortgage broking consumer proposition is alive and well, with consumers 'voting with their feet'.
- ✓ 41% of all new Australian housing loans are now sourced via brokers.

(Genworth Mortgage Trends report Jul 09)

- ✓ Mortgage broker channel usage by lenders continues to rise.

Banks' data source as per latest results presentation.

Broker Originated Loans as a Proportion of Total Housing Loans Outstanding



43% (compared to 46%)



43% (compared to 38%)



19% (compared to 23%)

CommonwealthBank



40% (compared to 39%)



50% (compared to 44%)



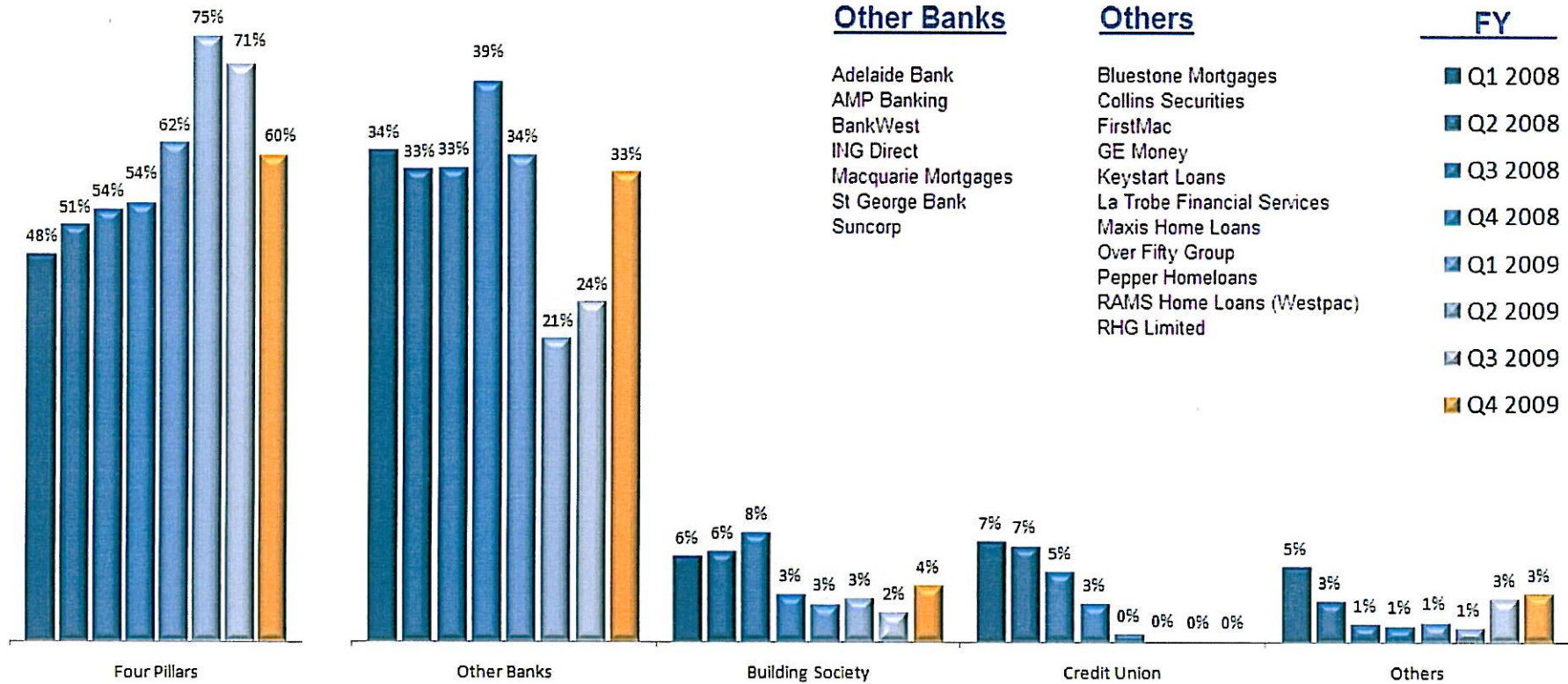
Lender and broker relationship

- ✓ Lenders' credit policies are expected to remain tight due to issues surrounding cost of funds, the likelihood of interest rate increases and rising unemployment.
- ✓ Lender commissions:
 - Floor remains at 50 bps upfront / 15 bps trail
 - Average rates across our lender panel are 'above the floor'
 - Additional commission continues to be offered for:
 - Activity that reduces processing costs/submission quality, electronic lodgement and conversion
 - Loan book size, growth and run off
 - Portfolio arrears
- ✓ Substantial reduction in industry broker numbers are expected in FY10 and FY11 as a consequence of:
 - National licensing in 2010
 - Compulsory electronic lodgement
 - Lenders imposing minimum settlement volumes upon individual brokers

Mortgage Choice is expected to be positively impacted given our franchisees are fully prepared for licensing, lodge loans electronically and are full time professionals.



Settlements by lender



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Mortgage Choice benefits to lenders

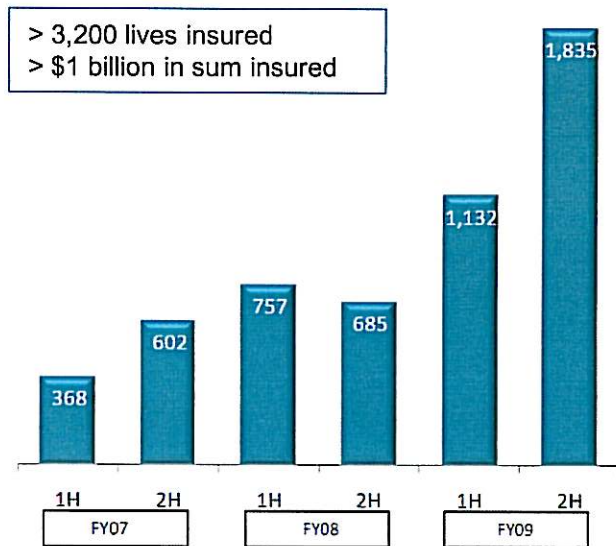
- ✓ By outsourcing an element of their origination business to brokers, lenders attract new customers on a variable cost basis.
- ✓ Partnering with us means large loan volumes from customers all around the country, thanks to our healthy geographic spread.
- ✓ Mortgage Choice has one of the most productive broker networks in the industry, boosting:
 - An industry-leading professional development program, including the highest quality, best-attended professional development conferences.
 - Depth of business model including marketing, public relations, IT, lending support along with dedicated state based field support teams.
 - A strong compliance area – one of our key priorities as a keen consumer advocate.
 - Electronic loan submissions fully entrenched in the business, using easily maintained, industry standard communications.



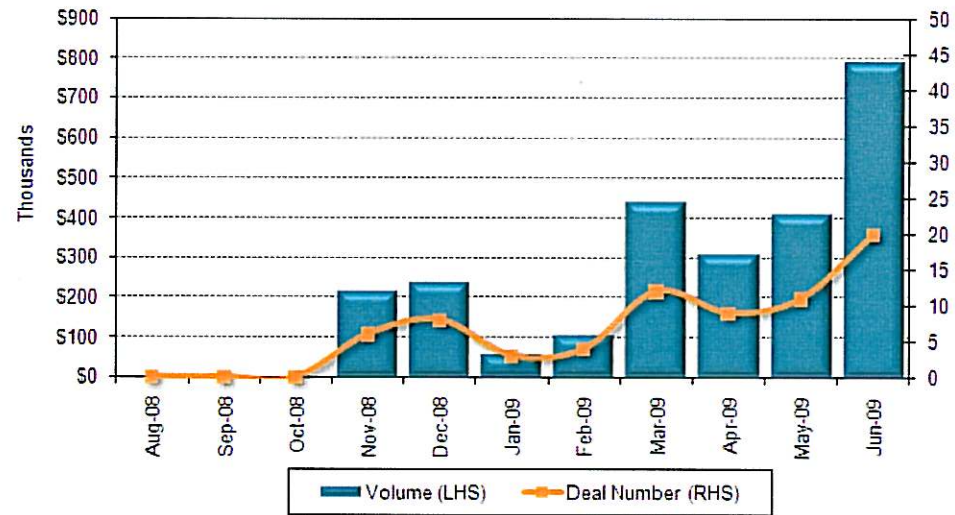
Diversification

- ✓ Life insurance
- ✓ General insurance
- ✓ Personal loans
- ✓ Asset finance
- ✓ Commercial loans

Insurance policy sales



Asset finance \$ amount



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Recognition

2009 10 THOUSAND FEET

Top Franchise list – Number 1 for passion

2009, 2008, 2006, 2005 Mortgage & Finance Association of Australia Awards

Retail Aggregator / Originator of the Year

2009 Mortgage Business magazine

Top 25 Brokerages list - Number 1

2009 BRW Magazine

Fast Franchises list

TOP10 
topfranchise.com.au



BRW.
fast franchises
2009



Summary

- ✓ Reduced but solid financial performance during a testing year
- ✓ 94% dividend payout of cash profits and no debt
- ✓ Determined to expand our customer service proposition to generate additional income, improved customer retention and improved franchisee confidence
- ✓ Actively seeking opportunities and building stronger value
- ✓ Key focus: growing the franchise network and making our proposition more appealing to potential and existing franchise owners
- ✓ Actively seeking growth opportunities, including internal and external acquisitions, while building stronger value for all
- ✓ Mortgage Choice continues to possess a robust business model, strong brand, healthy geographic spread, and industry leading productivity
- ✓ Via **DREAM**, the company will consolidate and grow with vigour, and finally
- ✓ Mortgage Choice remains Australia's largest independently-owned mortgage broker and will continue to make the dream of home-ownership a reality for our customers



... the way forward

	FY10	FY09
NPAT – cash	↑	13m
Leads	↑	38k
Approvals	↑	10b
Settlements	↑	8.6b
Loan book	↑	36b
Non core revenue - gross	↑ ↑	1.1m
Expenses	= ↓	30.6m
Basic EPS – AGAAP	↑	10.9c
DPS - ordinary	↑	10.25c

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Questions



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Appendix 1: Half yearly statistics

	1HFY06	2HFY06	1HFY07	2HFY07	1HFY08	2HFY08	1HFY09	2HFY09
Upfront inc	29.96	30.10	32.06	31.65	34.81	29.63	25.60	27.81
Upfront exp	(21.22)	(21.78)	(22.91)	(22.65)	(24.92)	(20.64)	(18.69)	(19.38)
Trail inc	30.48	32.53	35.41	37.29	40.35	41.83	43.23	41.39
Trail exp	(17.16)	(19.16)	(20.77)	(22.41)	(24.92)	(25.23)	(26.07)	(26.83)
Net Upfront	8.74	8.32	9.15	9.01	9.88	8.98	6.91	8.42
Net Trail	13.32	13.36	14.64	14.88	16.49	16.60	17.16	14.56
	22.06	21.69	23.79	23.89	26.37	25.59	24.07	22.98
Other Income	1.20	1.43	1.21	2.19	1.02	2.34	0.87	0.91
	23.26	23.11	25.00	26.08	27.39	27.92	24.94	23.89
Expenses	(12.59)	(12.42)	(12.95)	(14.45)	(15.05)	(15.82)	(15.77)	(14.61)
NPBT	10.67	10.69	12.05	11.63	12.34	12.10	9.17	9.28
AGAAP PAT	7.43	7.37	8.39	8.16	8.58	8.49	6.43	6.55
AIFRS PAT	9.01	8.86	10.10	9.49	10.63	8.71	8.25	18.60
Settlements #	20.44	20.21	20.77	20.07	20.85	17.64	15.81	17.85
Settlements \$	4.45	4.56	4.80	4.72	5.20	4.36	4.10	4.52
Approvals \$	5.16	5.45	5.46	5.68	5.88	5.08	4.64	5.42
Market \$	110.834	114.790	119.884	128.735	134.599	115.547	110.540	130.626
Market Share	4.7%	4.7%	4.6%	4.4%	4.4%	4.4%	4.2%	4.1%
Avg Loan Book	22.76	23.38	26.92	27.45	30.83	32.50	33.91	35.06
Upront Payout	70.8%	72.3%	71.5%	71.5%	71.6%	69.7%	73.0%	69.7%
Trail Payout	56.3%	58.9%	58.7%	60.1%	59.1%	60.3%	60.3%	64.8%
Total Payout	63.5%	65.4%	64.7%	65.3%	64.9%	64.2%	65.0%	66.8%
AGAAP e.p.s.	6.3 c	6.3 c	7.1 c	7.0 c	7.3 c	7.1 c	5.4 c	5.5 c
AIFRS e.p.s.	7.7 c	7.5 c	8.6 c	8.0 c	9.0 c	7.4 c	7.0 c	15.6 c
Div p.s.	7.50 c	7.00 c	5.50 c	8.50 c	6.00 c	8.00 c	4.75 c	5.5 c



Appendix 2: Balance sheet (AIFRS)

As at:	Jun-09 (\$m)	Jun-08 (\$m)	Change (%)
Cash	5,334	8,482	(37%)
Receivables	12,756	12,536	2%
NPV of Trail Receivable	223,521	171,447	30%
Other Assets	5,446	5,110	7%
Total Assets	247,057	197,575	25%
Payables and Provisions	14,772	14,998	(2%)
NPV of Trail Payable	140,573	108,007	30%
Deferred Tax Liability	25,316	19,449	30%
Total Liabilities	180,661	142,454	27%
Net Assets	66,396	55,121	20%
Contributed Equity	808	437	85%
Retained Earnings	65,117	53,394	22%
Reserve for share based Payment	471	1,291	(63%)
Total Equity	66,396	55,122	20%



Appendix 3: Cash flow statement

	Consolidated	
	2009	2008
	\$'000	\$'000
Cash flows from operating activities		
Receipts from customers (inclusive of goods and services tax)	154,229	164,635
Payments to suppliers and employees (inclusive of goods and services tax)	(134,311)	(140,437)
	19,918	24,198
Income taxes paid	(6,257)	(7,201)
Net cash inflow from operating activities	13,661	16,997
Cash flows from investing activities		
Payments for plant and equipment	(1,694)	(529)
Proceeds from sale of plant and equipment	4	-
Payments for software and development costs	(398)	(705)
Interest received from cash and deposits at call	404	746
Net cash (outflow) from investing activities	(1,684)	(488)
Cash flows from operating & investing activities	11,977	16,509
Cash flows from financing activities		
Dividends paid	(15,125)	(17,148)
Net cash (outflow) from financing activities	(15,125)	(17,148)
Net increase/(decrease) in cash and cash equivalents	(3,148)	(639)
Cash and cash equivalents at the beginning of the financial year	8,482	9,121
Cash and cash equivalents at the end of year	5,334	8,482



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