

REAL ESTATE INVESTAR GROUP LIMITED AND ITS SUBSIDIARIES  
ACN 141 276 959

ANNUAL REPORT  
FOR THE YEAR ENDED 30 JUNE 2016

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# ANNUAL REPORT FOR THE YEAR ENDED 30 JUNE 2016

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## Directors' Report

The directors present their report, together with the financial statements, on the consolidated entity (referred to hereafter as the "Group") consisting of Real Estate Investar Group Limited (referred to hereafter as the 'company' or 'parent entity') and the entities it controlled at the end of, or during, the year ended 30 June 2016.

### Director Details

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

Director	Positions Held
Simon Baker	Non-Executive Chairman Chairman since 15 November 2010
Clinton Greaves	Managing Director & Chief Executive Officer Director since 24 November 2010 Appointed Chief Executive Officer 19 December 2014
Ian Penman	Independent Non-Executive Director Director since 1 October 2013
Antony Catalano	Non-Executive Director Appointed director 15 October 2015
Joe Hanna	Independent Non-Executive Director Appointed director 15 October 2015

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

### Company Secretary

The name of the persons who held the position of company secretary at any time during, or since the end of, the year are:

Mr Lee Mitchell BA LL.M - appointed 31 July 2015  
Mr Clinton Greaves - resigned 31 July 2015 / appointed 13 August 2013

Mr Lee Mitchell is the current Company Secretary of Real Estate Investar Group Limited. He is responsible for legal services and regulatory matters. He holds a Master of Laws from the University of Melbourne. Mr Mitchell has over 20 years' experience in corporate and commercial law and is a former partner of Logie-Smith Lanyon Lawyers, practicing principally in corporate law advising on corporate and securities regulation, capital raisings, formulation and implementation of mergers and acquisitions, corporate governance and ASX compliance matters. Since May 2016, Mr Mitchell established his own practice and is the director of Convergence Legal.

### Principal Activities

The Group is a leading provider of online services and direct investment property opportunities to Australian and New Zealand property investors to help simplify their acquisition and management of residential investment property.

The Group offers property investors a comprehensive suite of free online services to grow its member base and increase its knowledge of members as they engage with these services. It then monetises this base by providing them with subscriptions for advanced tools, selling investment grade property and through the sale of additional products and services.

## Directors' Report *(continued)*

### Operating Results

The consolidated loss of the Group after providing for income tax amounted to \$1,365,347. (2015: \$2,094,189).

### Dividends

No dividend has been declared for the financial year ended 30 June 2016 (2015: nil).

### Review of operations

FY 2016 delivered strong growth highlighted by a 31.7% growth in revenue and other income. In driving this growth, the Group passed 200,000 members and increased its focus on generating commissions from the sale of investment property. In addition, the Group acquired the assets and business of The Property Factory Ltd and entered into strategic partnership agreements with Domain Group and one of its subsidiaries APM Pricerfinder.

Underlying the growth in revenues and other income to \$5,297,131 million are KPIs the Group identified in its IPO Prospectus relating to member growth, conversion of members to paying customers, and the transitioning of the business to property sales.

### Membership Growth

Members are one of the key drivers of value for the Group's business. Members are offered a free set of online tools and services to help them analyse and assess investment properties. The Group then monetises these members through paid subscriptions, direct investment property sales, and other ancillary products and services.

From the 30<sup>th</sup> June 2015 to the 30<sup>th</sup> June 2016 there was a 48.0% (2015: 33.9%) growth in members.

	<b>30 Jun 2016</b>	<b>30 Jun 2015</b>	<b>Change</b>
Members	202,423	136,815	48.0%

Member growth is being driven by digital marketing and channel partner marketing activities. The focus for management is to significantly increase the number of members and to increase the information collected about each member.

Following the completion of the core partnership agreement with Domain Group, the Real Estate Investar membership offer will be promoted widely to the Domain Group and broader Fairfax audience. This will help drive the continued growth in membership, which is expected to reach 250,000 by December 2016.

### Subscriptions

At 30 June 2016 the Group had 2,818 paying subscribers (2015: 2,773) with average revenue per subscriber (ARPS) of \$113 (2015: \$108) for the month of June 2016. As the number of members and the information about each member collected increases, the potential to convert these members into paying subscription customers is also expected to increase.

Reductions in data costs associated with the recently completed APM Pricerfinder agreement plus improvements to the online valuation estimate and property research platform, provide management with the opportunity to offer improved products and better pricing options to increase engagement and retention of subscription customers.

## Directors' Report *(continued)*

### Property Sales

The acquisition of the assets and business of The Property Factory Ltd, a licensed real estate agency, has fast tracked the movement of the Group into direct investment property sales and the associated high value commissions that can be generated from new House & Land and off-the-plan Apartment sales.

The Group completed the sale of 52 properties to members during the year and is now positioned to offer House & Land, off-the-plan Apartments, and existing property Buyers Agency services in both Australia and New Zealand.

Members are encouraged to complete their investment profiles, which enables the platform to identify key property sales opportunity triggers including buying intentions relating to timing, location, investment type and budget. Pre-evaluated investment grade properties that may not be available to non-members can then be aligned to members based on these specific requirements.

Key investments continue to be made in new product and platform development and forging long-term industry partnerships. The Group will continue to invest in enhancements to this platform in the coming year to create additional functionality for members and partners and to continue to improve the user experience.

The Group has focused on developing its products and key industry partnerships, and on growing its free member numbers and engagement with these members, in order to maximise long term revenue potential and value from subscription services, referral transactions and property sales commissions. This has resulted in the Group operating at a loss in the short term.

### Significant Changes in State of Affairs

#### Initial Public Offering (IPO)

The Group was admitted to the official list of the ASX on 10 December 2015 following an initial public offering of its shares. Under the IPO a total of 25,000,000 new shares were issued, and an amount of \$5,000,000 million was raised, by the Company.

#### Acquisition of The Property Factory Ltd

The Group acquired the assets and the business of The Property Factory Limited for NZ\$550,000, payable in cash on completion. The Property Factory Ltd, based in New Zealand, has extensive experience in investment property sales as well as access to exclusive listings in New Zealand that are relevant to the Real Estate Investar membership base. The acquisition accelerated the Group's property sales business by providing the skills and capabilities to sell investment grade properties, in many instances at wholesale prices. The property sales business is expected to generate significant revenue growth from sales commissions and associated services.

There were no other significant changes in the state of affairs of the consolidated entity during the financial year.

## Directors' Report *(continued)*

### Events after the reporting period

The final contract acquiring the assets of The Property Factory Limited was signed 30 June 2016 and announced on the 1<sup>st</sup> July 2016. The effective date of the acquisition was 1<sup>st</sup> April 2016.

The final balance due for full settlement for The Property Factory Limited acquisition was made on the 6<sup>th</sup> of July 2016.

Two further ASX announcements occurred after 30 June 2016 regarding share capital:

- 07/09/2016 Appendix 3Y Change of Director's Interest Notice being acquisition of 100,000 ordinary shares by entities controlled by Clint Greaves.
- 09/09/2016 Appendix 3B – Release of securities from escrow upon end of restriction period, total of 165,860 fully paid ordinary shares.

### Future Developments

Over the coming year, the Group expects continued strong growth in member numbers and property sales. This should result in continued strong growth in revenues. The Board believes that the Group has adequate cash reserves to fund this growth and does not envisage, at this time, a requirement for additional capital.

During the next fiscal year the Group will:

- target membership growth to 250,000 by December 2016 through increased promotion with key industry partners such as Domain Group;
- continue to increase member engagement activity to improve the conversion of members to subscribers;
- seek to increase direct property sales revenue through targeted campaigns to existing members;
- consider further acquisition opportunities to enhance the Group's leadership position in the Australian and New Zealand markets;
- build new revenue streams and referral models for complimentary property investment related products and services; and
- explore potential new offshore market opportunities.

### Environmental Issues

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

### Director Information

The following information is current as at the date of this report.

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## Directors' Report *(continued)*

<b>Simon Baker – Non-Executive Chairman</b>		
Date of appointment	15 November 2010	
Experience and expertise	<p>Simon is an experienced chairman with substantial commercial experience and knowledge within the global real estate technology sector gained through positions as chairman and as a significant investor in numerous businesses. Simon is the independent non-executive chairman of recently ASX listed Mitula Group Limited, a leading vertical search website operator.</p> <p>Simon was the former CEO and Managing Director of the ASX listed REA Group from 2001 through 2008. Simon was also director and chairman of ASX listed iProperty Group Limited from 2009 to 2012.</p> <p>Simon is an angel investor in several online classifieds and e-commerce companies around the world including Vivareal, Redbubble, ArtsHub, LaEncontre, Property Portal Watch, ListGlobally, Transmit Data and CarAdvice.</p> <p>Simon holds a Bachelor of Science with a major in Computer Science from Monash University and a Master of Business Administration from the Melbourne Business School.</p>	
Other Current Australian Listed Company Directorships	Simon is the non-executive chairman of Mitula Group Limited (ASX: MUA) (appointed 1 April 2015)	
Former Australian Listed Company Directorships in last 3 years	Nil	
Special responsibilities	<p>Chairman of the Board</p> <p>Member of the Audit Committee</p> <p>Member of the Nomination and Remuneration Committee</p>	
Relevant interests in shares and options in the share capital of the Company	Ordinary shares – Real Estate Investar Group Limited	12,115,776
	Options over ordinary shares – Real Estate Investar Group Limited	500,000
	Contractual rights to shares - Real Estate Investar Group Limited	Nil

<b>Clint Greaves – Managing Director</b>	
Date of appointment	24 November 2010
Experience and expertise	<p>Clint was appointed the Managing Director and Chief Executive Officer of Real Estate Investar Group Limited on the 19<sup>th</sup> of December 2014. Prior to this, Clint was Chief Operating Officer and Executive Director appointed 24 November 2010. He has substantial knowledge of the property investment sector having invested in real estate for over 15 years and been involved in a number of residential and commercial developments.</p> <p>Clint has 16 years senior management experience in operational and financial roles in Australia, New Zealand and the United Kingdom. He has worked in real estate related businesses for the last 12 years, the last 6 ½ of which have been with Real Estate Investar Group. Prior to this, he worked as a Management Consultant for Ernst &amp; Young.</p> <p>Clint holds a Bachelor of Commerce with a major in Marketing and International Business and a Master of Commerce with a major in Management Science and Information Systems from Auckland University.</p>

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## Directors' Report *(continued)*

Other Current Australian Listed Company Directorships	Nil	
Former Australian Listed Company Directorships in last 3 years	Nil	
Special responsibilities	Chief Executive Officer	
Relevant interests in shares and options in the share capital of the Company	Ordinary shares – Real Estate Investar Group Limited	4,980,000
	Options over ordinary shares – Real Estate Investar Group Limited	1,000,000
	Contractual rights to shares - Real Estate Investar Group Limited	Nil

### Ian Penman – Independent Non-Executive Director

Date of appointment	1 October 2013	
Experience and expertise	<p>Ian also served as Chief Executive Officer and Managing Director of Real Estate Investar Group Ltd from 1 February 2014 to 19 December 2014.</p> <p>Ian has vast senior management experience including 18 years with IBM in Australia, the US and Europe, before spending 15 years heading up Compaq Computer Corporation in Australia. More recently, Ian was the Chief Executive Officer of Volante Group Limited.</p>	
Other Current Australian Listed Company Directorships	Nil	
Former Australian Listed Company Directorships in last 3 years	Nil	
Special responsibilities	Chairman of the Audit Committee	
Relevant interests in shares and options in the share capital of the Company	Ordinary shares – Real Estate Investar Group Limited	292,500
	Options over ordinary shares – Real Estate Investar Group Limited	500,000
	Contractual rights to shares - Real Estate Investar Group Limited	Nil

### Antony Catalano – Non-Executive Director

Date of appointment	15 October 2015	
Experience and expertise	<p>Antony has extensive experience in the Australian real estate industry, and is Chief Executive Officer of Domain Group and a Director of Metro Media Publishing, positions he has held since November 2013. After a long career with Fairfax Media, The Herald and The Weekly Times, Antony founded MMP in 2009, where he served as Chief Executive Officer and Publisher. Domain Group is a Fairfax Media business and is one of Australia's leading multi-platform property industry destinations.</p> <p>Antony's media career at HWT began as a copy boy in 1985, where he spent 15 years as a journalist, winning two Melbourne Press Club awards. In 2001, he was appointed Director of Real Estate at The Age, General Manager of MPG and a member of The Age senior management team. In 2004, he was appointed Classified Director Real Estate, Motoring and General Classifieds, before being appointed Director Newspaper Sales</p>	

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## Directors' Report *(continued)*

	and Marketing and Product Development, Fairfax Victoria, in 2005.	
Other Current Australian Listed Company Directorships	Nil	
Former Australian Listed Company Directorships in last 3 years	Nil	
Special responsibilities	Member of the Nomination and Remuneration Committee	
Relevant interests in shares and options in the share capital of the Company	Ordinary shares – Real Estate Investar Group Limited	Nil
	Options over ordinary shares – Real Estate Investar Group Limited	500,000
	Contractual rights to shares - Real Estate Investar Group Limited	Nil

### Joe Hanna – Independent Non-Executive Director

Date of appointment	15 October 2015	
Experience and expertise	<p>Joe has extensive experience in online classifieds and search, and is a founder of behavioural classifieds recommendation engine Predictive Match. Joe is co-founder and current CEO of xLabs Pty Ltd, a Melbourne based technology start up.</p> <p>Between November 2010 to October 2012, Joe consulted to the Mitula Classified, SL management team to assist in establishing a presence in key South East Asian markets and in developing product and technology strategy.</p> <p>Joe spent 8 years at Fairfax Media Limited in senior roles including: Product and Technology Director – Online Employment at CIO Advantate, and Emerging Business and Technology Manager at The Age.</p> <p>Joe holds a Bachelor of Business with a major in Computing from the University of Victoria.</p>	
Other Current Australian Listed Company Directorships	Joe is a non-executive director of Mitula Group Limited (ASX: MUA). (appointed 11 March 2015)	
Former Australian Listed Company Directorships in last 3 years	Nil	
Special responsibilities	Chairman of the Nomination and Remuneration Committee Member of the Audit Committee	
Relevant interests in shares and options in the share capital of the Company	Ordinary shares – Real Estate Investar Group Limited	Nil
	Options over ordinary shares – Real Estate Investar Group Limited	500,000
	Contractual rights to shares - Real Estate Investar Group Limited	Nil

## Directors' Report *(continued)*

### Meetings of Directors

During the financial year 9 director meetings were held. Attendances by each director during the financial year were as follows:

#### Directors Meetings

Director's Name	Board Meetings		Audit Committee		Nomination and Remuneration Committee	
	A	B	A	B	A	B
Simon Baker	9	9	1	1	-	-
Clinton Greaves	9	9	1	1	-	-
Ian Penman	9	9	1	1	-	-
Antony Catalano	7	7	1	1	-	-
Joe Hanna	7	7	1	1	-	-

Where:

- > Column A is the number of meetings the Director was entitled to attend.
- > Column B is the number of meetings the Director attended.

### Shares

Real Estate Investar Group Limited raised \$5,256,630 in financing for the year ended 30 June 2016 with \$5,000,000 raised from an Initial Public Offering (IPO). This has delivered a significantly strengthened financial position with net assets increasing to \$3,748,419.

In addition to the capital raised by the IPO, the ASX listing event also triggered the conversion of convertible notes of \$950,000 and debt of \$1,250,000 to be converted to equity, further strengthening the financial position.

Movements in ordinary share capital for the year are:

- 66,360 shares were issued at 10 c / share pre IPO
- 2,000,000 shares were issued to South Mapleton Pty Ltd at 16 c / share as per the share subscription agreement
- Share consolidation 1 for 2 on listing reduced the existing issued share total by 40,304,466 shares
- 25,000,000 shares were issued from the IPO at 20 c / share
- 10,576,125 shares were issued to Australian Property Monitors Pty Ltd settling debt to the value of \$1,250,000 on listing
- 6,613,980 shares were issued to settle \$950,000 in convertible notes on listing.

Bringing the total ordinary shares issued in Real Estate Investar Group to 84,494,604.

## Directors' Report *(continued)*

### Shares under option

#### Shares under option

The following shares were unissued in the current financial year. Unissued ordinary shares of Real Estate Investor Group Limited under option at the date of this report are:

Grant Date	Expiry Date	Exercise Price	No of Options Issued
10 Dec 2015	31 Dec 2020	\$0.20	3,000,000
28 Apr 2016	27 Apr 2021	\$0.20	1,450,000
			<u>4,450,000</u>

All unissued shares are ordinary shares of the Company.

#### Shares issued on the exercise of share subscription agreement

The following shares were issued during the year ended 30 June 2016 upon the exercise of a share subscription agreement for South Mapleton Pty Ltd. Refer to note 8 in the remuneration report for further information.

Date Exercised	Exercise Price of Shares	Number of Shares Issued
13 Nov 2015	16 cents	2,000,000

Refer to the remuneration report for further details of the options outstanding for and exercised by the Key Management Personnel.

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# Directors' Report *(continued)*

## Remuneration Report (audited)

### Introduction

This Remuneration Report for the financial year ended 30 June 2016 outlines the Group's remuneration structure in accordance with the requirements of the *Corporations Act 2001 (Cth) (the Act)* and its Regulations.

This report provides remuneration information in relation to the Group's Key Management Personnel (KMP) including the Managing Director (who is also the Chief Executive Officer (CEO)), and the Non-Executive Directors (NEDs).

KMP are those persons having authority and responsibility for planning, directing and controlling the activities of the Group, directly or indirectly, including any director (whether executive or otherwise) of the Group. This Remuneration Report has been audited as required by section 308(3C) of the Act.

The remuneration report is presented under the following sections:

1. Key Management Personnel
2. Principles of Remuneration and Strategy
3. Non-Executive Director Remuneration Arrangements
4. Executive Remuneration Arrangements
5. Service Agreements
6. Remuneration of Key Management Personnel
7. Shareholdings of Key Management Personnel
8. Loans to Key Management Personnel
9. Option Holdings of Key Management Personnel

### 1. Key Management Personnel

For the purposes of this report, KMP include all Directors of the Board, executive and non-executive, who have the authority and responsibility for planning, directing and controlling the activities of the Group as outlined below for the financial year ended 30 June 2016.

#### Key Management Personnel

##### Executive Director

Clint Greaves	Chief Executive Officer & Managing Director
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##### Non-Executive Directors

Simon Baker	Chairman & Non-Executive Director
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Ian Penman	Independent Non-Executive Director
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Antony Catalano	Non-Executive Director	Appointed 15th October 2015
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Joe Hanna	Independent Non-Executive Director	Appointed 15th October 2015
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## Directors' Report *(continued)*

### Remuneration Report *(continued)*

#### 2. Principles of Remuneration and Strategy

##### 2.1 Nomination and Remuneration Committee

The Board established the Nomination and Remuneration Committee under the Company's constitution which operates in accordance with its charter as approved by the board.

The committee oversees the level and composition of remuneration of the non-executive directors (NED's) and executives.

The Nomination and Remuneration Committee objectives are to assist the board in ensuring the Company:

- (a) has a board of an effective composition, size and commitment to adequately discharge its responsibilities and duties;
- (b) has coherent remuneration policies and practices to attract and retain non-executive directors who will create value for shareholders; and
- (c) observes those remuneration policies and practices.

In performing its responsibilities in relation to remuneration, the Nomination and Remuneration Committee must give appropriate consideration to the Company's position as an externally managed investment company where containment of costs is an important consideration.

The responsibilities of the Nomination and Remuneration Committee include:

- (a) review the remuneration of non-executive directors for serving on the Board and any committee (both individually and in total);
- (b) recommend to the Board the remuneration, retirement and termination policies for non-executive directors having regard to market trends and shareholder interests; and
- (c) review any insurance premiums or indemnities for the benefit of directors.

The Remuneration and Nomination Committee meets periodically during the year. Executives are not present at meetings of the Committee except by invitation.

The Remuneration and Nomination Committee is made up of members of the board each of which are NEDs, for the year ended 30 June 2016:

- Joe Hanna acted as Chair of the Committee; and
- Simon Baker and Antony Catalano served as members of the Committee.

##### 2.2 Remuneration Strategy

Real Estate Investar Group's remuneration strategy is designed to attract and retain high quality directors and executives and to motivate high quality senior executives by identifying and rewarding high performers and recognising the contribution of each employee to the continued growth and success of the Group.

To this end, key objectives of the Group's reward framework are to ensure that remuneration practices:

- are aligned to the Group's business strategy,
- offer competitive remuneration benchmarked against the external market, and
- provide strong linkage between individual and Group performance and rewards and align the interests of executives with shareholders.

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## Directors' Report *(continued)*

### Remuneration Report *(continued)*

Where relevant, the remuneration framework will incorporate at risk components through STI and LTI arrangements tailored to the particular executive by reference to both financial and other metrics which generate value for shareholders. In 2016 no executives were provided with an at risk component that was linked to Group performance.

#### 3 . Non-Executive Director Remuneration Arrangements

In accordance with best practice corporate governance, the structure of NED and executive remuneration is separate and distinct.

The remuneration of NEDs consists of director fees and committee fees (where applicable). Under the current policy NEDs are not entitled to receive performance related remuneration. Remuneration levels are to be reviewed by the Board annually.

NEDs are paid up to a maximum of the aggregate Director's fees as outlined in the Constitution and to be approved by shareholders at the inaugural annual general meeting. The annual current limit is \$500,000, to be divided among them as agreed by the Board.

The total fees paid to Directors during the first year did not exceed the approved limit.

The following table sets out the current approved fee structure:

Role	Per Annum \$
Board Chair	55,000
Chair - Nomination & Remuneration Committee	5,000
Chair - Audit Committee	5,000
Board Member	35,000

The remuneration of NEDs for the year is detailed in the table 'Remuneration of Key Management Personnel' in section 6.

#### 4. Executive Remuneration Arrangements

The Group aims to reward executives with a level and mix of remuneration that is commensurate with their position and responsibilities within the Group and is aligned with market practice.

##### Elements of Remuneration

In 2016, the executive remuneration framework consisted of the following components:

- Fixed remuneration; and
- Variable remuneration for eligible staff comprising of short term incentives only.

## Directors' Report *(continued)*

### Remuneration Report *(continued)*

#### Fixed Remuneration

Executive contracts do not include any guaranteed base pay increases. Fixed remuneration levels are set so as to provide a base level of remuneration which is both appropriate to the position and is competitive in the market.

Fixed remuneration is reviewed at least annually by the Remuneration and Nomination Committee and the process consists of a review of the Group's performance, relevant comparative remuneration in the market and, where appropriate, external advice on policies and practices. Employees receive their fixed remuneration in cash. The Board's policy is to ensure that fixed remuneration is market competitive having regard to industry peers and companies of similar financial size.

#### Variable Remuneration – Short Term Incentive (STI)

The Group does not currently operate a formal STI program other than in respect of executives.

For eligible executive staff, the Group awards STI payments each financial year currently comprising of a cash bonus only, the quantum of which is determined by the achievement of a pre-defined set of Group and individual KPIs.

The following financial and non-financial components constitute the three key KPI's of the executive STI:

- Targeted group revenue amount;
- Targeted group EBITDA amount; and
- Operational performance.

Key Performance Indicators (**KPIs**) are individually tailored by the Board, based on recommendations and input from the Remuneration & Nomination Committee in advance for each executive each year, and reflect an assessment of how that executive can fulfil his or her particular responsibilities in a way that best contributes to Group's performance and shareholder wealth in that year with close alignment to the role and responsibility within the organisation and in conjunction with the strategic objectives of the Group.

The Remuneration and Nomination Committee is yet to determine the specific weightings of these components at the current time for Financial Year 17.

The Remuneration and Nominations Committee reviews annually the ongoing appropriateness of the STI policy including individual KPIs, weighting of KPIs, performance hurdles, and assessment of performance and reward outcomes.

On an annual basis, after consideration of performance against KPIs, the Board, in line with their responsibilities, determine the amount, if any, of the short-term incentive to be paid to each executive, seeking recommendations from the CEO as appropriate.

No payments or accruals have been made or provided for, for the year ended 30 June 2016.

The Group may refine its STI plan and extend to the non-executive employees in the coming year. Any such changes would take effect only from date of the agreement, and hence not relate to any period prior to 30 June 2016.

## Directors' Report *(continued)*

### Remuneration Report *(continued)*

#### Variable Remuneration – Long Term Incentive (LTI)

The Group does not currently have a Long Term Incentive plan but may seek to introduce one in the coming year.

#### Employee Share Option Plan (ESOP)

REI Group has established the ESOP to assist in the motivation, retention and reward of executives and employees. The ESOP is designed to align the interests of employees with the interests of Shareholders by providing an opportunity for eligible employees (including any person who is a full-time or permanent part-time employee or officer) to receive an equity interest in the Group through the granting of Options.

The Real Estate Investar Group Limited Employee Share Option Plan (ESOP) was approved on 13 November 2015 and gives all staff the opportunity to participate in the plan. The company granted 1.45 million share options to employees under the ESOP to eligible employees.

### 5. Service Agreements

Service agreements are entered into by the Group with key management personnel, describing the components and amounts of remuneration applicable on their initial appointment, including terms and performance criteria for performance-related cash bonuses and entitlements to options under the Real Estate Group Limited Employee Share Option Plan.

Performance related entitlements are yet to be set. These agreements do not fix the amount of remuneration increases from year to year. Remuneration levels are reviewed generally each year by the Nomination and Remuneration Committee to align with changes in job responsibilities and market salary expectations.

#### Chief Executive Officer

The services of the CEO, Clint Greaves are provided by way of a formalised employment agreement along with other terms of employment. An overview of these remuneration arrangements are included in the table below.

Name	Base Salary	Super - annuation <sup>1</sup>	Term of Agreement	Notice Period	Restraint Period	
	\$	\$	\$		Mths	Region
Clint Greaves	225,000	9.5%	Ongoing	12 weeks by either party	12	Australia
					9	New Zealand
					6	Asia

<sup>1.</sup> Paid up to the maximum super contributions base

## Directors' Report *(continued)*

### Remuneration Report *(continued)*

#### 6. Remuneration of Key Management Personnel

Details of the nature and amount of each element of the remuneration of each KMP of the Company and the Group is set out in the table below:

FY 2016	Short Term Employee Benefits		Post Employment Benefit	Share Based Payments	Total	Performance Based Percentage of Remuneration
	Cash Salary & Fees \$	Non Monetary Benefits \$	Super-annuation \$	Options \$		
<b>Executive Director</b>						
Clint Greaves - CEO & Managing Director	203,365	21,635	19,308	29,166	273,474	0.00%
<b>Non-Executive Directors</b>						
Simon Baker - Non-Executive Chair	51,250	-	-	14,583	65,833	0.00%
Ian Penman - Independent Non-Executive	56,241	-	-	14,583	70,824	0.00%
Antony Catalano - Non-Executive <sup>1</sup>	26,250	-	-	14,583	40,833	0.00%
Joe Hanna - Independent Non-Executive <sup>2</sup>	28,333	-	-	14,583	42,916	0.00%

<sup>1.</sup> *Antony Catalano – Appointed 15 October 2015*

<sup>2.</sup> *Joe Hanna – Appointed 15 October 2015*

FY 2015	Short Term Employee Benefits		Post Employment Benefit	Share Based Payments	Total	Performance Based Percentage of Remuneration
	Cash Salary & Fees \$	Non Monetary Benefits \$	Super-annuation \$	Shares \$		
<b>Executive Director</b>						
Clint Greaves - CEO & Managing Director <sup>3</sup>	203,365	21,635	18,662	-	243,662	0.00%
<b>Non-Executive Directors</b>						
Simon Baker - Non-Executive Chair	40,000	-	-	-	40,000	0.00%
Ian Penman - Independent Non-Executive <sup>4</sup>	312,620	18,282	19,792	32,865	383,559	0.00%

<sup>3.</sup> *Clint Greaves – Chief Operating Officer to November 2014, appointed Managing Director & CEO December 2014*

<sup>4.</sup> *Ian Penman – Resigned as Managing Director & CEO and appointed Non-executive director December 2014*

#### Cash Bonuses

No bonuses were paid or included in remuneration of Key Management Personnel during the financial year ended 30 June 2016.

## Directors' Report *(continued)*

### Remuneration Report *(continued)*

#### 7. Shareholdings of Key Management Personnel

Details of equity instruments (other than options and rights) in Real Estate Investar Group Ltd held directly, indirectly or beneficially by key management personnel are as follows:

Name	Balance 1 July 2015	Granted as Compensation	Received on Exercise of Options or Rights	Other Changes <sup>1</sup>	Balance at 30 June 2016	Balance Held Nominally
Simon Baker	18,019,872	-	2,431,514	(8,335,610)	12,115,776	12,115,776
Clint Greaves	5,670,000	-	2,000,000	(2,690,000)	4,980,000	4,980,000
Ian Penman	585,000	-	-	(292,500)	292,500	292,500
Antony Catalano	-	-	-	-	-	-
Joe Hanna	-	-	-	-	-	-
	24,274,872	0	4,431,514	(11,318,110)	17,388,276	17,388,276

<sup>1.</sup> *Other changes included a 1 for 2 share consolidation as part of the IPO and the purchase of additional shares.*

Shareholdings of key management personnel include close family members and entities over which the key management person or their close family members have direct or indirect control, joint control or significant influence.

#### 8. Loans to Key Management Personnel

The Aggregate loan to key management personnel and their related party is as follows:

Name	Balance 1 July 2015	Interest Paid and Payable on Loan	Interest Not Charged	Write-downs and Allowance for Doubtful Debts	Balance 30 June 2016	Highest Indebtedness During the Year
Clint Greaves	-	11,575	-	-	331,575	331,575

On 13 November 2015 Real Estate Investar Group Ltd issued 2,000,000 Shares to South Mapleton Pty Ltd for an aggregate subscription price of \$320,000 (\$0.16 per Share). South Mapleton Pty Ltd is the corporate trustee for the South Mapleton Trust of which Annette Greaves (the wife of Clint Greaves) is the sole director and shareholder. Clint Greaves is the settlor of the South Mapleton Trust.

The subscription price was funded by way of a loan provided by REI to South Mapleton Pty Ltd. The loan to South Mapleton Pty Ltd carries an interest rate of 5.65% and is repayable in full on or before 31 March 2018.

## Directors' Report *(continued)*

### Remuneration Report *(continued)*

Interest revenue of \$11,575 was recognised on loans granted to key management personnel.

The aggregate amount of the non-current asset at the end of the reporting period relating to loans to related parties of key management personnel of the group is \$331,575.

No write-downs have been made during the financial year against these loans and no allowances are considered necessary at the end of the reporting period.

#### 9. Option Holdings of Key Management Personnel

As a one off allocation, the Group granted 3 million share options to the Directors upon the ASX listing on 10 December 2015. These options do not vest until 31 December 2017.

All options refer to options over ordinary shares of the Group, which are exercisable on a one to one basis. All options remain subject to vesting criteria and do not carry any dividend or voting rights.

Name	Grant Date	Options Granted	Exercisable Date	Expiry Date	Value per Option at Grant Date	Total Value of Option at Grant Date	Exercise Price per Option
Simon Baker	10-Dec-15	500,000	31-Dec-17	31-Dec-20	\$0.10	\$50,000	\$0.20
Clint Greaves	10-Dec-15	1,000,000	31-Dec-17	31-Dec-20	\$0.10	\$100,000	\$0.20
Ian Penman	10-Dec-15	500,000	31-Dec-17	31-Dec-20	\$0.10	\$50,000	\$0.20
Antony Catalano	10-Dec-15	500,000	31-Dec-17	31-Dec-20	\$0.10	\$50,000	\$0.20
Joe Hanna	10-Dec-15	500,000	31-Dec-17	31-Dec-20	\$0.10	\$50,000	\$0.20

Details of options over ordinary shares of Real Estate Investar Group Limited, held directly or beneficially by key management personnel are as follows:

Name	Balance 1 July 2015	Granted as compensation during the year	Exercised during the year	Other Changes <sup>1</sup>	Total vested at end of year	Balance 30 June 2016
Simon Baker	-	500,000			-	500,000
Clint Greaves	4,000,000	1,000,000	(2,000,000)	(2,000,000)	-	1,000,000
Ian Penman	-	500,000			-	500,000
Antony Catalano	-	500,000	-	-	-	500,000
Joe Hanna	-	500,000	-	-	-	500,000
	4,000,000	3,000,000	(2,000,000)	(2,000,000)	-	3,000,000

<sup>1</sup> Other changes included a 1 for 2 share consolidation as part of the IPO

**END OF REMUNERATION REPORT (audited)**

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## Directors' Report *(continued)*

### Indemnification of Officers and Auditors

During the financial year, Real Estate Investar Group Limited paid a premium in respect of a contract insuring directors, secretaries and executive officers of the company and its controlled entities against a liability incurred as director, secretary or executive officer to the extent permitted by the *Corporations Act 2001*. The contract of insurance prohibits disclosure of the nature of the liability and the amount of the premium.

The company has not otherwise, during or since the end of the financial year, except to the extent permitted by law, indemnified or agreed to indemnify an officer or auditor of the company or any of its controlled entities against a liability incurred as such an officer or auditor.

### Non-Audit Services

During the financial year, the following fees for non-audit services were paid or payable to the auditor, BDO Audit Pty Ltd, or their related practices (hereafter also referred to as BDO).

Details	Consolidated	
	2016 \$	2015 \$
Tax compliance services	5,800	970
IPO related services	58,408	6,000
Total remuneration of BDO for non-audit services	64,208	6,970

The directors are satisfied that the provision of non-audit services, during the year, by the auditor (or by another person or firm on behalf of the auditor), is compatible with the general standard of independence for auditors imposed by the *Corporations Act 2001*.

On the advice of the Audit Committee, the directors are satisfied that the provision of non-audit services by the auditor, as set out above, did not compromise the auditor independence requirements of the *Corporations Act 2001* for the following reasons:

- all non-audit services have been reviewed by the audit committee to ensure that they do not impact the integrity and objectivity of the auditor; and
- none of the non-audit services undermine the general principles relating to auditor independence as set out in APES 110 *Code of Ethics for Professional Accountants*.

### Auditor's Independence Declaration

There were no former partners or directors of BDO, the Company's auditor, who are or were at any time during the financial year an officer of the Company. A copy of the auditor's independence declaration as required under section 307C of the *Corporations Act 2001* is set out on page 22 and forms part of this Directors' Report.

## Directors' Report *(continued)*

### Proceedings on Behalf of Company

No person has applied to the Court under section 237 of the *Corporations Act 2001* for leave to bring proceedings on behalf of the company, or to intervene in any proceedings to which the company is a party, for the purpose of taking responsibility on behalf of the company for all or part of those proceedings.

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

Signed in accordance with a resolution of the directors dated 29th September 2016.

A handwritten signature in blue ink, appearing to read 'S. Baker', is positioned above the printed name and title.

Simon Baker  
Chairman

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REAL ESTATE INVESTAR GROUP LIMITED AND ITS SUBSIDIARIES

ACN 141 276 959

AUDITOR'S INDEPENDENCE DECLARATION



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Brisbane QLD 4000  
GPO Box 457 Brisbane QLD 4001  
Australia

**DECLARATION OF INDEPENDENCE BY A J WHYTE TO THE DIRECTORS OF REAL ESTATE INVESTAR GROUP LIMITED**

As lead auditor of Real Estate Investar Group Limited for the year ended 30 June 2016, I declare that, to the best of my knowledge and belief, there have been:

1. No contraventions of the auditor independence requirements of the *Corporations Act 2001* in relation to the audit; and
2. No contraventions of any applicable code of professional conduct in relation to the audit.

This declaration is in respect of Real Estate Investar Group Limited and the entities it controlled during the period.

A handwritten signature in black ink, appearing to be 'A J Whyte', written over a circular scribble.

**A J Whyte**  
Director

**BDO Audit Pty Ltd**

Brisbane, 29 September 2016

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## Consolidated Statement of Profit or Loss and Other Comprehensive Income

For the year ended 30 June 2016

	Note	2016 \$	2015 \$
<b>Revenue</b>			
Revenue	3	4,903,614	4,022,805
Other income	3	393,517	-
		<u>5,297,131</u>	<u>4,022,805</u>
<b>Expenses</b>			
Commissions		(1,228,575)	(446,559)
Costs of Website and Data		(1,582,604)	(1,690,744)
Employee benefits expense	25	(2,114,343)	(2,008,050)
Depreciation and amortisation		(416,409)	(294,999)
Occupancy		(139,935)	(126,895)
Marketing		(359,044)	(345,206)
IT and Legal		(171,489)	(79,215)
Other Expenses		(546,004)	(99,476)
		<u>(6,558,403)</u>	<u>(5,091,144)</u>
Finance Costs		(64,646)	(38,000)
Finance Income		30,447	994
<b>Net finance Costs</b>		<u>(34,199)</u>	<u>(37,006)</u>
<b>Loss before income tax expense from continuing operations</b>		<u><b>(1,295,471)</b></u>	<u><b>(1,105,346)</b></u>
Income tax expense	4	(69,876)	(988,843)
<b>Loss after income tax expense for the year</b>		<u><b>(1,365,347)</b></u>	<u><b>(2,094,189)</b></u>
<b>Other comprehensive income</b>			
Items that will be reclassified to profit or loss:			
Foreign currency translation differences		11,187	2,285
<b>Total comprehensive loss for the year</b>		<u><b>(1,354,160)</b></u>	<u><b>(2,091,904)</b></u>
		<b>Cents</b>	<b>Cents</b>
<b>Earnings per share</b>			
Basic and diluted loss per share (cents per share)	5	<u><b>(2.09)</b></u>	<u><b>(2.62)</b></u>

*The above consolidated statement of profit or loss and other comprehensive income should be read in conjunction with the accompanying notes*

# Consolidated Statement of Financial Position

As at 30 June 2016

	Note	2016 \$	2015 \$
<b>Assets</b>			
<b>Current assets</b>			
Cash and cash equivalents	8	2,271,908	128,813
Trade and other receivables	9	1,075,828	240,419
Accrued income	9	977,362	454,525
<b>Total current assets</b>		<b>4,325,097</b>	<b>823,757</b>
<b>Non-current assets</b>			
Trade and other receivables	9	346,275	17,470
Accrued Income	9	596,313	-
Deferred tax asset	12	100,727	119,014
Property, plant and equipment	10	88,681	45,179
Intangible assets	11	1,595,856	1,655,937
<b>Total non-current assets</b>		<b>2,727,852</b>	<b>1,837,600</b>
<b>Total assets</b>		<b>7,052,949</b>	<b>2,661,357</b>
<b>Current liabilities</b>			
Trade and other payables	13	2,865,987	3,841,324
Current tax liabilities	4	69,876	-
Borrowings	14	240,730	706,300
Provision for employee entitlements	25	14,674	-
<b>Total current liabilities</b>		<b>3,191,266</b>	<b>4,547,624</b>
<b>Non-current liabilities</b>			
Borrowings	14	-	5,775
Deferred tax liability	15	100,727	119,014
Provision for employee entitlements	25	12,537	15,054
<b>Total non-current liabilities</b>		<b>113,264</b>	<b>139,843</b>
<b>Total Liabilities</b>		<b>3,304,530</b>	<b>4,687,467</b>
<b>Net assets</b>		<b>3,748,419</b>	<b>(2,026,110)</b>
<b>Equity</b>			
Contributed equity	16	11,285,121	4,165,796
Retained loss		(7,637,374)	(6,272,027)
Reserves	19	100,672	80,121
<b>Total Equity</b>		<b>3,748,419</b>	<b>(2,026,110)</b>

The above consolidated statement of financial position should be read in conjunction with the accompanying notes

## Consolidated Statement of Changes in Equity

For the year ended 30 June 2016

	Note	Contributed Equity	Retained Profits / (Loss)	Share Based Payment Reserve	Foreign Currency Translation Reserve	Total Equity
		\$	\$			\$
Balance at 1 July 2014		4,002,196	(4,177,839)	83,010	(5,174)	(97,806)
Loss after income tax expense for the year		-	(2,094,189)	-	-	(2,094,189)
<i>Other comprehensive income for the year</i>						
Exchange difference on translation of foreign operations		-	-	-	2,285	2,285
Total comprehensive loss for the year		-	(2,094,189)	-	2,285	(2,091,904)
<i>Transaction with owners in their capacity as owners:</i>						
Shares issued, net of transaction costs		163,600	-	-	-	163,600
<b>Balance at 30 June 2015</b>		<b>4,165,796</b>	<b>(6,272,027)</b>	<b>83,010</b>	<b>(2,889)</b>	<b>(2,026,110)</b>
Balance at 1 July 2015		4,165,796	(6,272,027)	83,010	(2,889)	(2,026,110)
Loss after income tax expense for the year		-	(1,365,347)	-	-	(1,365,347)
<i>Other comprehensive income for the year</i>						
Exchange difference on translation of foreign operations		-	-	-	11,187	11,187
Total comprehensive loss for the year		-	(1,365,347)	-	11,187	(1,354,160)
<i>Transaction with owners in their capacity as owners:</i>						
Options Issued	17	-	-	9,364	-	9,364
Shares issued, net of transaction costs	16	7,119,325	-	-	-	7,119,325
<b>Balance at 30 June 2016</b>		<b>11,285,121</b>	<b>(7,637,374)</b>	<b>92,374</b>	<b>8,298</b>	<b>3,748,419</b>

*The above consolidated statement of changes in equity should be read in conjunction with the accompanying notes*

## Consolidated Statement of Cash Flows

For the year ended 30 June 2016

	Note	2016 \$	2015 \$
<b>Cash flows from operating activities</b>			
Receipts from customers		3,498,648	3,657,153
Payments to suppliers and employees		(5,659,074)	(3,909,059)
Interest paid		(15,660)	(13,000)
Interest received		18,872	1,902
<b>Net cash flow used in operating activities</b>	24	<b>(2,157,215)</b>	<b>(263,004)</b>
<b>Cash flows from investing activities</b>			
Payment for website development		(585,168)	(1,045,633)
Receipt of research and development claim		433,403	495,943
Payment for property, plant and equipment		(53,130)	(1,810)
Payment for acquisition of business	6	(143,409)	-
<b>Net cash flow used in investing activities</b>		<b>(348,304)</b>	<b>(551,500)</b>
<b>Cash flows from financing activities</b>			
Repayment of borrowings		(150,123)	(6,300)
Proceeds from issue of shares		5,006,630	175,077
Payments for equity raising costs		(457,894)	(11,557)
Proceeds from issue of convertible notes		250,000	700,000
<b>Net cash flow from financing activities</b>		<b>4,648,613</b>	<b>857,220</b>
Net increase in cash and cash equivalents		2,143,094	42,716
Cash and cash equivalents at the beginning of the financial period		128,813	86,097
<b>Cash and cash equivalents at the end of the financial period</b>	8	<b>2,271,907</b>	<b>128,813</b>

*The above consolidated statement of cash flows should be read in conjunction with the accompanying notes*

# Notes to the Consolidated Financial Statements

## Note 1. Statement of Significant Accounting Policies

The principal accounting policies adopted in the preparation of the consolidated financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

### A. General Information

The financial report covers Real Estate Investar Group Limited ("the parent entity") and the entities it controlled. (the "**Consolidated Group**", the "**Group**" or "**Consolidated Entity**"). The financial report is presented in Australian dollars, which is Real Estate Investar Group Limited's functional and presentation currency.

The financial report consists of the consolidated financial statements, notes to the consolidated financial statements and the directors' declaration.

Real Estate Investar Group Limited is a listed public company limited by shares, incorporated and domiciled in Australia.

The address of the registered office is:

Level 6  
330 Collins St  
Melbourne, Victoria 3000

The address of the principal place of business is:

40 Commercial Drive  
Ashmore Qld 4214

The financial report was authorised for issue, in accordance with a resolution of directors, on 29th September 2016. The directors have the power to amend and reissue the financial report.

### B. Basis of Preparation

These general purpose financial statements have been prepared in accordance with Australian Accounting Standards and Interpretations issued by the Australian Accounting Standards Board ('AASB') as appropriate for for-profit oriented entities and the *Corporations Act 2001*. These financial statements comply with International Financial Reporting Standards as issued by the International Accounting Standards Board ('IASB').

#### *Historical cost convention*

The financial statements have been prepared under the historical cost convention.

#### *Going Concern*

The consolidated financial statements have been prepared on a going concern basis, which assumes continuity of normal business activities and the realisation of assets and liabilities in the ordinary course of business.

The consolidated group has incurred a loss after tax of \$1,365,347 (2015: \$2,094,189) and had net cash outflows of \$2,157,215 (2015: \$263,004) from operations. At 30 June 2016, current assets exceeded current liabilities by \$1,133,831. Included in current liabilities is income in advance of \$738,077 and included in current assets is prepayments of \$166,216. Excluding these items, current assets exceeds current liabilities by \$1,705,692.

The Board is of the view that the going concern basis is appropriate for the following reasons:

- The Group achieved the IPO milestone resulting in a strengthened financial position.
- The business has put in place staffing to execute the initial growth strategy outlined in the IPO and continues to recruit expertise to drive property sale transaction revenue.
- Successfully acquired the business of The Property Factory Ltd in New Zealand that delivers significant intellectual property that will continue to enable the consolidated group to accelerate the growth of transactional services (property sales) in both NZ and Australia and to utilise this intellectual property to replicate similar sales models in our larger Australian market.
- Successfully expanded the Domain partnerships on content and promotion of the Group to the Domain audience along with the broader Fairfax network.

### C. New, revised or amending Australian Accounting Standards and Interpretations adopted

The consolidated entity has adopted all of the new, revised or amending Australian Accounting Standards and Interpretations issued by the Australian Accounting Standards Board ('AASB') that are mandatory for the current reporting period. These did not have a material impact on the financial report.

# Notes to the Consolidated Financial Statements

## (continued)

### Note 1. Statement of Significant Accounting Policies (continued)

#### D. Basis of consolidation

These consolidated financial statements present the results of the consolidated entity only. Supplementary information about the parent entity is disclosed in note 21.

Subsidiaries are entities over which the group has control. The group has control over an entity when the group is exposed to, or has rights to, variable returns from its involvement with the entity, and has the ability to use its power to affect those returns. Subsidiaries are fully consolidated from the date on which control is transferred to the consolidated entity. They are de-consolidated from the date that control ceases.

All intercompany balances and transactions, including unrealised profits arising from intragroup transactions have been eliminated. Unrealised losses are also eliminated unless the transaction provides evidence of the impairment of the asset transferred.

#### E. Business Combination

The Group applies the acquisition method in accounting for business combinations. The consideration transferred by the Group to obtain control of a subsidiary is calculated as the sum of the acquisition-date fair values of assets transferred, liabilities incurred and the equity interests issued by the Group, which includes the fair value of any asset or liability arising from a contingent consideration arrangement. Acquisition costs are expensed as incurred.

The Group recognises identifiable assets acquired and liabilities assumed in a business combination regardless of whether they have been previously recognised in the acquiree's financial statements prior to the acquisition. Assets acquired and liabilities assumed are generally measured at their acquisition-date fair values.

Goodwill is stated after separate recognition of identifiable intangible assets. It is calculated as the excess of the sum of (a) fair value of consideration transferred, (b) the recognised amount of any non-controlling interest in the acquire, and (c) acquisition-date fair value of any existing equity interest in the acquiree, over the acquisition-date fair values of identifiable net assets. If the fair values of identifiable net assets exceed the sum calculated above, the excess amount (i.e. gain on a bargain purchase) is recognised in profit or loss immediately.

#### F. Operating Segments

Operating segments are presented using the 'management approach', where the information presented is on the same basis as the internal reports provided to the Chief Operating Decision Makers ('CODM'). The CODM is responsible for the allocation of resources to operating segments and assessing their performance.

#### G. Revenue

##### *Subscription revenue*

Revenue is recognised at the fair value of the consideration received or receivable, and is recognised on a deferred basis over the period which the services are provided to the customer.

##### *Property transaction revenue*

Property commission fees are recognised when the agreement to sell the property, or any part of it, becomes unconditional and binding on the purchaser. 50% of the commissions are payable on the contracts becoming unconditional and 50% on the settlement of the contract. Based on historical data, management estimate all unconditional contracts to have a high probability of settlement (see note 1X), thus recognise 100% of the commissions once the contracts are unconditional based on no further services needing to be performed.

##### *Interest revenue*

Interest revenue is recognised on a time proportion basis using the effective interest method.

# Notes to the Consolidated Financial Statements

## (continued)

### Note 1. Statement of Significant Accounting Policies (continued)

#### H. Income Tax

The income tax expense for the period is the tax payable on the current period's taxable income based on the national income tax rate for each jurisdiction adjusted by changes in deferred tax assets and liabilities attributable to temporary differences between the tax base of assets and liabilities and their carrying amounts in the financial statements, and to unused tax losses.

Deferred tax assets and liabilities are recognised for all temporary differences, between carrying amounts of assets and liabilities for financial reporting purposes and their respective tax bases, at the tax rates expected to apply when the assets are recovered or liabilities settled, based on those tax rates which are enacted or substantively enacted for each jurisdiction. Exceptions are made for certain temporary differences arising on initial recognition of an asset or a liability if they arose in a transaction, other than a business combination, that at the time of the transaction did not affect either accounting profit or taxable profit.

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

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

Current and deferred tax balances relating to amounts recognised directly in other comprehensive income and equity are also recognised directly in other comprehensive income and equity, respectively.

#### I. Impairment non-financial assets

Non-financial assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount.

Recoverable amount is the higher of an asset's fair value less costs to sell and value-in-use. The value-in-use is the present value of the estimated future cash flows relating to the asset using a pre-tax discount rate specific to the asset or cash-generating unit to which the asset belongs. Assets that do not have independent cash flows are grouped together to form a cash-generating unit.

#### J. Cash and cash equivalents

Cash and cash equivalents includes cash on hand, deposits held at call with financial institutions, other short-term, highly liquid investments with original maturities of three months or less that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value.

For the statement of cash flows presentation purposes, cash and cash equivalents also includes bank overdrafts, which are shown within borrowings in current liabilities on the statement of financial position.

#### K. Trade and other receivables

Trade and other receivables are recognised at amortised cost, less any provision for impairment.

#### L. Accrued income

Revenue is measured at the fair value of the consideration received or receivable. The Group recognises accrued income when the amount of revenue can be reliably measured, it is probable that future economic benefits will flow to the entity and specific criteria have been met. The Group bases its estimates on historical results, taking into consideration the type of customer, the type of transaction and the specifics of each arrangement.

There are 2 main sources of accrued income

- Subscriptions revenue : recognised on a deferred basis over the period that the service is delivered.
- Property commission fees: recognised when the agreement to sell the property, or any part of it, becomes unconditional and binding on the purchaser.

# Notes to the Consolidated Financial Statements (continued)

## Note 1. Statement of Significant Accounting Policies (continued)

### M. Property, Plant and Equipment

Plant and equipment is stated at historical cost, including costs directly attributable to bringing the asset to the location and condition necessary for it to be capable of operating in the manner intended by management, less depreciation and any impairments.

Depreciation on assets is calculated on a straight-line basis over the estimated useful life, as follows:

- Office equipment: 3-6 years
- Leasehold Improvements: 3 years

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

Gains and losses on disposals are calculated as the difference between the net disposal proceeds and the asset's carrying amount and are included in profit or loss in the year that the item is derecognised.

### N. Intangible Assets

#### *Website*

Costs incurred in acquiring and developing the website that will contribute to future financial period benefits through revenue recognition and/or cost reduction are capitalised to intangible assets. These intangible assets have finite lives and are subject to amortisation on a straight line basis over 5 years.

Costs incurred on development, relating to the design and testing of new or improved services, are recognised as intangible assets when it is probable that the project will, after considering its commercial and technical feasibility, be completed and generate future economic benefits and its costs can be measured reliably.

The expenditure capitalised comprises all directly attributable costs, including cost of materials, services, direct labour and an appropriate proportion of overheads. Other development expenditure that does not meet this criteria is expensed as incurred. Development costs previously recognised as an expense are not recognised as an asset in a subsequent period. Capitalised development costs are recorded as an intangible asset and are amortised from the point at which the asset is ready for use.

#### *Acquired intangible assets*

Intangible assets (customer lists) acquired in a business combination that qualify for separate recognition are recognised as intangible assets at their fair values (see 'Business Combination').

All intangible assets are subsequently accounted for under the cost model, whereby capitalised costs are amortised on a straight-line basis over their estimated useful lives as these assets are considered finite. Residual values and useful lives are reviewed at each reporting date. In addition, they are subject to impairment testing as described in 'Impairment' above.

The following useful lives are applied:

- Website: 5 years
- Customer lists: 4 years

### O. Trade and Other Payables

Trade and other payables represent liabilities for goods and services provided to the Group prior to the year end and which are unpaid. These amounts are unsecured and typically have 30 day payment terms.

### P. Borrowings

Convertible notes can be settled, at the option of the noteholder, by making a cash payment to the noteholder or by the issue of shares. The liability and embedded derivative components of the convertible note are initially measured at fair value and are subsequently measured at fair value through profit or loss at the end of each reporting period.

# Notes to the Consolidated Financial Statements

## (continued)

### Note 1. Statement of Significant Accounting Policies (continued)

#### Q. Employee Benefits

##### *Short-term employee benefit obligations*

Liabilities for wages and salaries, including non-monetary benefits, and annual leave expected to be settled within 12 months of the end of the reporting period are recognised in other liabilities in respect of employees' services rendered up to the end of the reporting period and are measured at amounts expected to be paid when the liabilities are settled. Liabilities for non-accumulating sick leave are recognised when leave is taken and measured at the actual rates paid or payable.

##### *Other long-term employee benefit obligations*

Liabilities for long service leave and annual leave are not expected to be settled wholly within 12 months after the end of the reporting period. They are recognised as part of the provision for employee benefits and measured as the present value of expected future payments to be made in respect of services provided by employees to the end of the reporting period using the projected unit credit method. Consideration is given to expected future salaries and wages levels, experience of employee departures and periods of service. Expected future payments are discounted using corporate bond rates at the end of the reporting period with terms to maturity and currency that match, as closely as possible, the estimated future cash outflows.

Regardless of when settlement is expected to occur, liabilities for long service leave are presented as current liabilities in the consolidated statement of financial position if the Group does not have an unconditional right to defer settlement for at least 12 months after the end of the reporting period.

#### R. Share Based Payments

The Group provides benefits to employees of the Group in the form of share-based payment transactions, whereby employees render services in exchange for shares or options over shares ("equity-settled transactions"). The following plan is currently in place to provide these benefits:

- The Real Estate Investar Group Limited Employee Share Option Plan (ESOP) provides benefits to senior executives, and employees.

The fair value of options granted under the Real Estate Investar Limited Employee Share Option Plan are recognised as an employee benefit expense with a corresponding increase in equity (share option reserve). The fair value is measured at grant date and recognised over the period during which the employees become unconditionally entitled to the options. Fair value is determined by an independent valuator using a Black-Scholes option pricing model. In determining fair value, no account is taken of any performance conditions other than those related to the share price of the Group ("market conditions").

The cumulative expense recognised between grant date and vesting date is adjusted to reflect the directors best estimate of the number of options that will ultimately vest because of internal conditions of the options, such as the employees having to remain with the company until vesting date, or such that employees are required to meet internal sales targets. No expense is recognised for options that do not ultimately vest because internal conditions were not met. An expense is still recognised for options that do not ultimately vest because a market condition was not met.

Where the terms of options are modified, the expense continues to be recognised from grant date to vesting date as if the terms had never been changed. In addition, at the date of the modification, a further expense is recognised for any increase in fair value of the transaction as a result of the change.

Where options are cancelled, they are treated as if vesting occurred on cancellation and any unrecognised expenses are taken immediately to profit or loss. However, if new options are substituted for the cancelled options and designated as a replacement on grant date, the combined impact of the cancellation and replacement options are treated as if they were a modification.

#### S. Contributed Equity

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of ordinary shares and share options are recognised as a deduction from equity, net of any tax effects.

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

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

Receivables and payables are stated inclusive of the amount of GST receivable or payable. The net amount of GST recoverable from, or payable to, the tax authority is included in other receivables or other payables in the consolidated statement of financial position.

# Notes to the Consolidated Financial Statements

## (continued)

### Note 1. Statement of Significant Accounting Policies (continued)

#### T. Goods and Services Tax (GST) (continued)

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

Commitments and contingencies are disclosed net of the amount of GST recoverable from, or payable to, the tax authority.

#### U. Foreign currency translation

The financial report is presented in Australian dollars, which is Real Estate Investar Group Limited's functional and presentational currency.

##### *Foreign currency transactions*

Foreign currency transactions are translated into Australian dollars using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at financial year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in profit or loss.

##### *Foreign operations*

The assets and liabilities of foreign operations are translated into Australian dollars using the exchange rates at the reporting date. The revenues and expenses of foreign operations are translated into Australian dollars using the average exchange rates, which approximate the rate at the date of the transaction, for the period.

All resulting foreign exchange differences are recognised in other comprehensive income through the foreign currency reserve in equity. The foreign currency reserve is recognised in profit or loss when the foreign operation or net investment is disposed of.

#### V. Earnings per share

##### *Basic earnings per share*

Basic earnings per share is calculated by dividing the profit attributable to owners of the Company by the weighted average number of ordinary shares outstanding during the financial year. The weighted average number of issued shares outstanding during the financial year does not include shares issued as part of the Employee Share Option Plan that are treated as in-substance options.

##### *Diluted earnings per share*

Earnings used to calculate diluted earnings per share are calculated by adjusting the basic earnings by the after-tax effect of dividends and interest associated with dilutive potential ordinary shares. The weighted average number of shares used is adjusted for the weighted average number of ordinary shares that would be issued on the conversion of all the dilutive potential ordinary shares into ordinary shares. The calculation of diluted earnings per share does not assume the conversion of potential ordinary shares that have an antidilutive effect on earnings per share.

#### W. Fair Value measurement

Fair values may be used for financial and non-financial asset and liability measurement as well as sundry disclosures. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. It is based on the presumption that the transaction takes place either in the principal market for the asset or liability or, in the absence of a principal market, in the most advantageous market. The principal or most advantageous market must be accessible to, or by, the Group.

Fair value is measured using the assumptions that market participants would use when pricing the asset or liability, assuming that market participants act in their best economic interest.

In measuring fair value, the group uses valuation techniques that maximise the use of observable inputs and minimise the use of unobservable inputs.

Assets and liabilities measured at fair value are classified, into three levels, using a fair value hierarchy that reflects the significance of the inputs used in making the measurements. Classifications are reviewed each reporting date and transfers between levels are determined based on a reassessment of the lowest level input that is significant to the fair value measurement.

# Notes to the Consolidated Financial Statements

## (continued)

### Note 1. Statement of Significant Accounting Policies (continued)

#### X. Use of estimates and judgements

The preparation of the financial statements in conformity with Australian Accounting Standards requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amount of assets, liabilities, income and expenses. Actual results may differ from these estimates.

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

The estimates and judgements that have significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are discussed below.

#### *Revenue Recognition - Property Sale Commissions*

There is judgment involved in determining the probability of settlement of the unconditional property sales. Since the Group uses standard terms for its property sales, and its property sales are focused on two geographical locations (Auckland and Christchurch), management considers its property sales portfolio to be homogenous populations and estimates the probability of settlement of the unconditional property sales based upon historical data for all property sales, which is considered reliable evidence supporting this judgment. The Group maintains data which demonstrates that unconditional property sales have a high probability of settlement and does not change significantly period by period, thus the Group believes that historical data is a relatively accurate proxy for future trends and circumstances.

#### *Recognition of Deferred Tax Assets*

Deferred tax assets of \$1,630,482 (2015: \$1,019,349), comprising of tax losses of \$1,278,804 (2015: \$790,941) and temporary differences of \$351,678 (2015: \$228,408), have not been recognised as an asset on the basis that it is not expected that sufficient taxable income will be generated within the next twelve months to utilise the losses or to offset the temporary differences.

At the point where it is more certain that sufficient taxable income will be generated to utilise the losses and to offset the temporary differences, the deferred tax asset will be recognised as an asset.

#### *Impairment review*

The consolidated entity assesses impairment of non-financial assets other than goodwill and other indefinite life intangible assets at each reporting date by evaluation conditions specific to the consolidated Group and to the particular asset that may lead to impairment. If an impairment trigger exists, the recoverable amount of the asset is determined. This involves fair value less costs of disposal or value in use calculations, which incorporate a number of key estimates and assumptions.

#### Y. Change of accounting policy

During the year there have been no changes of accounting policy.

#### Z. Comparatives

Where necessary, comparative figures have been adjusted to conform to changes in presentation in the current financial period.

# Notes to the Consolidated Financial Statements (continued)

## Note 1. Statement of Significant Accounting Policies (continued)

### AA. New Accounting Standards issued by not yet effective:

A number of new standards and amendments to standards have been published that are not mandatory for the 30 June 2016 reporting period and have not been early adopted by the Group. The Group's assessment of the impact is set out below.

New or amended standards	Summary of the requirements	Possible impact on
AASB 9 Financial Instruments	<p>The AASB has issued the complete AASB 9. The new standard includes revised guidance on the classification and measurement of financial assets, including a new expected credit loss model for calculating impairment, and supplements the new general hedge accounting requirements previously published. This supersedes AASB 9 (issued in December 2009-as amended) and AASB 9 (issued in December 2010).</p> <p>AASB 9 is effective for annual reporting periods beginning on or after 1 January 2018, with early adoption permitted.</p>	<p>The Group is assessing the potential impact on its consolidated financial statements resulting from the application of AASB 9.</p>
AASB 15 Revenue from Contracts with Customers	<p>The standard contains a single model that applies to contracts with customers and two approaches to recognising revenue: at a point in time or over time. The model features a contract-based five-step analysis of transactions to determine whether, how much and when revenue is recognised.</p> <p>AASB 15 applies to the Group for the year ended 30 June 2019.</p>	<p>The Group is assessing the potential impact on its consolidated financial statements resulting from the application of AASB 15.</p>
AASB 16 Leases	<p>AASB 16 eliminates the operating and finance lease classifications for lessees currently accounted for under AASB 117 Leases. It instead requires an entity to bring most leases onto its statement of financial position in a similar way to how existing finance leases are treated under AASB 117. An entity will be required to recognise a lease liability and a right of use asset in its statement of financial position for most leases.</p> <p>There are some optional exemptions for leases with a period of 12 months or less and for low value leases.</p> <p>Lessor accounting remains largely unchanged from AASB 117.</p> <p>AASB 16 applies to the Group for the year ended 30 June 2019.</p>	<p>The Group is assessing the potential impact on its consolidated financial statements resulting from the application of AASB 16.</p>

## Notes to the Consolidated Financial Statements

(continued)

### Note 2. Segment Reporting

The consolidated entity has identified its operating segments based on the internal reports that are reviewed and used by the board of directors (chief operating decision makers) in assessing performance and determining the allocation of resources. Operating segments are determined on the basis of financial information reported to the Board.

Accordingly, management currently identifies the consolidated entity as having the following operating segments:

Reportable Segments	Operation
Subscriptions	Online subscription services offering tools, resources and news services to property investors to assist in the identification, analysis, acquisition, tracking and accounting of residential investment property.
Transaction Services	Casual non-subscription services provided to members via a paid marketing referral model with accredited partners, including real estate transaction services, finance and mortgage brokerage, insurance brokerage, accounting and SMSF services, financial and estate planning, depreciation reports, and courses and education.
Property	Facilitating sales of newly built and off-the-plan properties from developers or project marketers to investors.

	Reportable Segments						Total	
	Subscriptions		Transaction Services		Property			
	2016 \$	2015 \$	2016 \$	2015 \$	2016 \$	2015 \$	2016 \$	2015 \$
Segment Revenue - from external customers	3,286,297	3,447,245	410,363	451,541	1,600,471	124,019	5,297,131	4,022,805
<b>Gross Profit</b>	<b>1,052,227</b>	<b>1,370,028</b>	<b>393,688</b>	<b>391,455</b>	<b>1,040,036</b>	<b>124,019</b>	<b>2,485,951</b>	<b>1,885,502</b>
<i>Other segment information</i>								
Interest income	30,447	994	-	-	-	-	30,447	994
Interest expense	(64,646)	(38,000)	-	-	-	-	(64,646)	(38,000)
Depreciation and amortisation	(413,314)	(294,999)	-	-	(3,095)	-	(416,409)	(294,999)
Impairment	-	-	-	-	-	-	-	-
<b>Assets</b>								
Segment assets	2,470,636	2,284,827	230,929	128,703	1,978,749	-	4,680,314	2,413,530
<i>Unallocated Assets:</i>								
Cash and cash equivalents							2,271,908	128,813
Deferred tax asset							100,727	119,014
<b>Total Assets</b>							<b>7,052,949</b>	<b>2,661,357</b>
Additions to non-current assets (other than financial assets and deferred tax)	350,882	672,805	-	-	49,077	-	399,959	672,805

## Notes to the Consolidated Financial Statements

(continued)

Note 2. Segment Reporting (continued)

	Reportable Segments						Total	
	Subscriptions		Transaction Services		Property		Total	
	2016	2015	2016	2015	2016	2015	2016	2015
	\$	\$	\$	\$	\$	\$	\$	\$
<b>Liabilities</b>								
Segment liabilities	1,878,216	3,856,378	-	-	1,014,980	-	2,893,197	3,856,378
<i>Unallocated Liabilities:</i>								
Current tax liabilities							69,876	-
Deferred tax liability							100,727	119,014
Borrowings							240,730	712,075
Total Liabilities							<b>3,304,530</b>	<b>4,687,467</b>

The reconciliation of Gross Profit to loss before income tax is as follows:

	Consolidated Entity	
	2016	2015
	\$	\$
<b>Gross Profit</b>	2,485,951	1,885,502
Operating Expenses	(3,330,814)	(2,658,843)
Depreciation	(35,205)	(16,812)
Amortisation	(381,204)	(278,187)
Interest income	30,447	994
Interest expense	(64,646)	(38,000)
<b>Loss before income tax</b>	<b>(1,295,471)</b>	<b>(1,105,346)</b>

Geographic location

	Revenues from external customers		Non-current assets <sup>1</sup>	
	2016	2015	2016	2015
	\$	\$	\$	\$
Australia	3,627,257	3,895,882	1,638,668	1,701,116
New Zealand	1,669,874	126,923	45,870	-
Total	<b>5,297,131</b>	<b>4,022,805</b>	<b>1,684,538</b>	<b>1,701,116</b>

<sup>1</sup> These non-current assets exclude financial instruments and deferred tax assets.

Major customers

During 2016, no single customer accounted for greater than 10% of the Group's revenue.

## Notes to the Consolidated Financial Statements (continued)

### Note 3. Revenue and Other Income

Revenue and other income	Note	2016 \$	2015 \$
<i>Revenue</i>			
Subscriptions		3,286,297	3,447,245
Transaction services		410,363	451,541
Property and other income		1,206,954	124,019
<b>Total revenue</b>		<b>4,903,614</b>	<b>4,022,805</b>
<i>Other income</i>			
Gain on acquisition of business	6	393,517	-
		<b>5,297,131</b>	<b>4,022,805</b>

### Note 4. Income Tax

Income tax	2016 \$	2015 \$
<i>Current tax expense</i>		
Current tax expense	412,504	285,023
<b>Total current income tax expense</b>	<b>412,504</b>	<b>285,023</b>
<i>Deferred tax expense</i>		
Origination and reversal of temporary differences	91,812	(65,699)
Derecognition of deferred tax asset	(574,192)	(1,019,249)
Underprovision of tax in prior years	-	(188,918)
Deferred tax expense	(482,380)	(1,273,866)
<b>Total income tax expense in profit or loss</b>	<b>(69,876)</b>	<b>(988,843)</b>
<i>Reconciliation of the effective tax rate</i>		
Loss from continuing operations before income tax expense	(1,295,471)	(1,105,346)
Tax at the Australian tax rate of 30% (2015: 30%)	388,641	331,604
Non-deductible expenses:		
- Expenses included in the R & D rebate	-	(49,654)
- Amortisation of website costs included in the R & D rebate	-	(82,989)
- Other	(4,355)	(1,981)
Non-assessable income R & D rebate	-	22,344
Derecognition of deferred tax asset	(574,192)	(1,019,249)
Gain on Acquisition	118,056	-
Under Provision Prior Year	-	(188,918)
Effect of tax rates in foreign jurisdictions	1,974	-
<b>Income tax expense at effective tax rate of 30% (2015: 30%)</b>	<b>(69,876)</b>	<b>(988,843)</b>

## Notes to the Consolidated Financial Statements (continued)

### Note 4. Income Tax (continued)

Income tax	2016	2015
	\$	\$
<i>Unrecognised deferred tax assets</i>		
Deferred tax assets have not been recognised in the consolidated statement of financial position for the following items:		
Unused tax losses	4,262,680	2,636,138
Deductible temporary differences	<u>1,172,260</u>	<u>761,358</u>
	<u>5,434,940</u>	<u>3,397,496</u>
Potential benefit at 30%	1,630,482	1,019,349

The deferred tax asset has been derecognised until the Group can demonstrate generation of sufficient taxable income to utilise the losses or to offset the temporary differences. At the point where it is more certain that sufficient taxable income will be generated to utilise the losses and to offset the temporary differences, the deferred tax asset will be recognised as an asset. There is no expiry date on the future deductibility of the unused tax losses.

### Note 5. Earnings Per Share

Both the calculation of the basic and the diluted earnings per share has been based on the loss attributable to ordinary shareholders and weighted-average number of ordinary shares.

Earnings per share	2016	2015
	\$	\$
Profit/(Loss) attributable to ordinary shareholders	(1,365,347)	(2,094,189)
Weighted average number of ordinary shares used in basic and diluted earnings per share	<u>65,253,974</u>	<u>39,905,124</u> <sup>1</sup>
<b>Earnings per share</b>	<b>(Cents)</b>	<b>(Cents)</b>
	<u><b>(2.09)</b></u>	<u><b>(5.25)</b></u>

<sup>1</sup> The weighted average number of ordinary shares has been updated to reflect the consolidation on the 9th Nov 2015 on the basis of 1 to 2 shares.

### Note 6. Acquisition of a Business

On 1 April 2016, the Group acquired the business of The Property Factory Ltd for NZ\$550,000.

At reporting date \$143,409 (NZ\$150,000) of the total consideration had been paid for the acquisition of the business of The Property Factory Ltd. The remaining NZ\$400,000 was paid on 6th July 2016.

For the 3-months to 30 June 2016, The Property Factory Ltd contributed revenue of \$1,109,524 and profit of \$433,598 to the Group's results. If the acquisition had occurred on 1 July 2015, management estimates that the consolidated revenue would have been \$1,850,000 higher and consolidated loss for the year would have been \$640,000 less. In determining these amounts, management has assumed that the fair values at the date of acquisition would be the same if the acquisition had occurred on 1 July 2015.

## Notes to the Consolidated Financial Statements (continued)

### Note 6. Acquisition of a Business (continued)

#### A. Consideration transferred

The following table summarises the fair value of the consideration transferred/payable at acquisition date, 1st April 2016.

	AUD	NZD
	\$	\$
<b>Cash</b>	<b>495,130</b>	<b>550,000</b>

#### B. Acquisition-related costs

The Group incurred acquisition-related costs of \$7,747 on travel, legal fees and due diligence costs. These costs have been included in 'other expenses'.

#### C. Identifiable assets acquired and liabilities assumed

The following table summarises the recognised amounts of assets acquired and liabilities assumed at the date of acquisition.

	AUD	NZD
	\$	\$
Trade receivables	822,784	913,965
Other assets	13,504	15,000
Plant and equipment	21,513	23,897
Intangible assets	23,431	26,028
<b>Total identifiable net assets acquired</b>	<b>881,232</b>	<b>978,890</b>

#### Measurement of fair values

Management have measured the assets acquired at fair value.

The trade receivables comprise gross contractual amounts of NZ\$913,965, which are expected to be fully collectible as at the date of acquisition.

The fair values of the acquired intangible assets have been measured provisionally. If new information obtained within one year of the date of acquisition about facts and circumstances that existed at the date of acquisition identifies adjustments to the above amounts, then the accounting for the acquisition will be revised.

#### D. Gain on purchase

The gain arising from the acquisition has been recognised as follows:

	AUD	NZD
	\$	\$
Consideration transferred/Payable	495,130	550,000
Fair value of identifiable net assets	881,232	978,890
<b>Gain on acquisition</b>	<b>386,102</b>	<b>428,890</b>

The favourable terms of the business and asset sale agreement which has led to the gain on acquisition, is mainly attributable to the Director of The Property Factory Ltd gaining employment with Real Estate Investar as a condition of the contract.

## Notes to the Consolidated Financial Statements

(continued)

### Note 7. Remuneration of Auditors

During the financial year the following fees were paid or payable for services provided by BDO Audit Pty Ltd and its related practices.

Remuneration of auditors	2016	2015
	\$	\$
<i>Audit services</i>		
Audit or review of the financial statements	73,281	29,371
<i>Other services - BDO Audit Pty Ltd</i>		
Tax compliance	5,800	970
IPO related services	58,408	6,000
	<b>137,489</b>	<b>36,341</b>

### Note 8. Cash and Cash Equivalents

Cash and cash equivalents	2016	2015
	\$	\$
Cash at bank and in hand	215,258	125,042
Call deposits	2,056,650	3,771
	<b>2,271,908</b>	<b>128,813</b>

Cash at bank and in hand are non-interest bearing. Deposits at call bear floating interest rates between 1.45% and 0.95% (2015: 2.40% and 1.45%).

## Notes to the Consolidated Financial Statements

(continued)

### Note 9. Trade and Other Receivables

	2016	2015
	\$	\$
Trade and other receivables		
<i>Current</i>		
<i>Trade and other receivables</i>		
Trade receivables	939,612	126,183
Provision for doubtful debts	(30,000)	-
	<u>909,612</u>	<u>126,183</u>
Prepayments	166,216	114,236
	<u><b>1,075,828</b></u>	<u><b>240,419</b></u>
<i>Accrued income</i>		
Research and development claim	288,842	449,121
Subscriptions	15,613	2,883
Transaction services	22,743	2,521
Property transactions	650,164	-
	<u><b>977,362</b></u>	<u><b>454,525</b></u>
<i>Non Current</i>		
Other debtors	14,700	17,470
Loan - South Mapleton Pty Ltd	331,575	-
	<u><b>346,275</b></u>	<u><b>17,470</b></u>
Accrued income - property sales commissions	596,313	-

The South Mapleton Pty Ltd loan is repayable in full on or before 31 March 2018 and is identified and reported as a related party transaction. Refer to Note 26 for further details.

	2016	2015
	\$	\$
Doubtful debts		
<i>Movement in Provision for Doubtful Debts</i>		
Opening balance	-	-
Provisions for doubtful receivables	30,000	-
Closing balance	<u><b>30,000</b></u>	<u>-</u>

Trade receivables that are past due have been impaired.

Trade receivables that are neither past due nor impaired relate mainly to property developers in New Zealand that have a history of completing property developments.

## Notes to the Consolidated Financial Statements

(continued)

### Note 10. Property, Plant and Equipment

	2016	2015
	\$	\$
Property, plant and equipment		
Office Equipment	174,862	139,577
Less: Accumulated depreciation	(87,592)	(99,689)
	<u>87,270</u>	<u>39,888</u>
Leasehold Improvements	6,780	5,502
Less: Accumulated depreciation	(5,369)	(211)
	<u>1,411</u>	<u>5,291</u>
<b>Total Property, plant and equipment</b>	<b><u>88,681</u></b>	<b><u>45,179</u></b>

#### Movements in property, plant and equipment:

2016	Office Equipment	Leasehold Improvement	Total
	\$	\$	\$
Carrying amount at beginning of financial year	39,888	5,291	45,179
Additions	54,622	1,278	55,900
Acquisitions through business combinations	22,848	-	22,848
Disposals	-	0	-
Depreciation expense	(30,047)	(5,158)	(35,205)
Foreign exchange translation difference	(41)	-	(41)
<b>Carrying amount at end of financial year</b>	<b><u>87,270</u></b>	<b><u>1,411</u></b>	<b><u>88,681</u></b>

2015	Office Equipment	Leasehold Improvement	Total
	\$	\$	\$
Carrying amount at beginning of financial year	54,767	5,414	60,181
Additions	1,810	-	1,810
Acquisitions through business combinations	-	-	-
Disposals	-	-	-
Depreciation expense	(16,689)	(123)	(16,812)
<b>Carrying amount at end of financial year</b>	<b><u>39,888</u></b>	<b><u>5,291</u></b>	<b><u>45,179</u></b>

### Note 11. Intangible Assets

	2016	2015
	\$	\$
Intangible assets		
Website at cost	2,383,191	2,086,865
Less: Accumulated amortisation	(810,021)	(430,928)
	<u>1,573,170</u>	<u>1,655,937</u>
Contracts Database	24,884	-
Less: Accumulated amortisation	(2,198)	-
	<u>22,686</u>	-
<b>Total intangible assets</b>	<b><u>1,595,856</u></b>	<b><u>1,655,937</u></b>

## Notes to the Consolidated Financial Statements

(continued)

### Note 11. Intangible Assets (continued)

*Movements in intangible assets:*

2016	Website Platform \$	Trademarks \$	Contracts database \$	Total \$
Carrying amount at beginning of period	1,655,937	-	-	1,655,937
Additions	585,169	-	-	585,169
Acquisitions through business combinations	-	-	24,884	24,884
R & D Rebate	(288,842)	-	-	(288,842)
Amortisation expense	(379,094)	-	(2,109)	(381,203)
Foreign exchange translation difference	-	-	(89)	(89)
<b>Carrying amount at end of period</b>	<b>1,573,170</b>	<b>-</b>	<b>22,686</b>	<b>1,595,856</b>

2015	Website at cost \$	Trademarks \$	Contracts database \$	Total \$
Carrying amount at beginning of period	1,263,129	-	-	1,263,129
Additions	1,045,635	-	-	1,045,635
Acquisitions through business combinations	-	-	-	-
R & D Rebate	(374,640)	-	-	(374,640)
Amortisation expense	(278,187)	-	-	(278,187)
<b>Carrying amount at end of period</b>	<b>1,655,937</b>	<b>-</b>	<b>-</b>	<b>1,655,937</b>

## Notes to the Consolidated Financial Statements

(continued)

### Note 12. Deferred Tax Assets

Deferred tax assets	2016 \$	2015 \$
<b>Deferred tax assets comprise temporary differences attributable to:</b>		
Income in advance	221,423	290,913
Tax Loss	1,278,804	790,941
Provision for Doubtful Debts	9,000	-
Provision for Superannuation	14,912	17,200
Accrued Leave entitlements	41,942	33,607
IPO Costs	45,933	-
Capital Raising Costs	109,895	-
Other	9,300	5,702
	<b>1,731,209</b>	<b>1,138,363</b>
Deferred tax assets not recognised	(1,630,482)	(1,019,349)
Deferred tax assets recognised	<b>100,727</b>	<b>119,014</b>

2016	1 Jul 15 \$	Recognised directly in equity \$	Recognised in business combination \$	Recognised in Profit & Loss \$	30 Jun 16 \$
Other	119,014	-	-	(18,287)	100,727
	<b>119,014</b>	-	-	<b>(18,287)</b>	<b>100,727</b>

2015	1 Jul 14 \$	Recognised directly in equity \$	Recognised in business combination \$	Recognised in Profit & Loss \$	30 Jun 15 \$
Other	1,117,533	-	-	(998,519)	119,014
	<b>1,117,533</b>	-	-	<b>(998,519)</b>	<b>119,014</b>

## Notes to the Consolidated Financial Statements

(continued)

### Note 13. Trade and Other Payables

	2016	2015
	\$	\$
Trade and other payables		
<i>Current</i>		
Trade creditors	775,009	2,106,330
Accruals	841,663	331,346
Income in advance	738,077	969,709
GST and other statutory liabilities	122,287	182,022
Other payables	6,527	45,626
Balance due for The Property Factory acquisition	382,424	-
ATO	-	99,962
Prepaid Service fees	-	106,329
	<b>2,865,987</b>	<b>3,841,324</b>

On the 10th of December 2015, the amount of \$1,484,955 payable to Australian Property Monitors Pty Ltd was settled by issue of shares of \$1,250,000 in Real Estate Investar Group Limited and \$234,955 was settled by the issue of convertible notes as per the Equity Participation Agreement. Refer to note 14 for further information.

Trade creditors are unsecured and are normally settled within 30 to 60 days.

### Note 14. Borrowings

	2016	2015
	\$	\$
Borrowings		
<i>Current</i>		
Finance Lease	5,775	6,300
Convertible notes	234,955	700,000
	<b>240,730</b>	<b>706,300</b>
<i>Non Current</i>		
Finance Lease	-	5,775
	<b>240,730</b>	<b>712,075</b>

On the 10th of December 2015, the amount of \$950,000 convertible notes were converted and shares issued. \$700,000 were for notes prior to financial year and \$250,000 was for convertible notes issued and converted in the period.

Real Estate Investar Group Limited issued \$234,955 of convertible notes as part of the settlement of a payable to Australian Property Monitors Pty Ltd under the Equity Participation Agreement. This facility is on an unsecured basis and has interest payable at 5% per annum.

The convertible notes have a maturity date of the 10 December 2016 or any earlier date on which the Principal Amount of the Note is required to be repaid.

## Notes to the Consolidated Financial Statements

(continued)

### Note 15. Deferred Tax Liabilities

Deferred tax liabilities	2016	2015
	\$	\$
Deferred tax liabilities comprise temporary differences attributable to:		
<i>Amounts recognised in profit or loss</i>		
Website development costs	100,727	119,014
Accrued Income	-	-
	<b>100,727</b>	<b>119,014</b>

2016	1 Jul 15	Recognised directly in equity	Recognised in business combination	Recognised in Profit & Loss	30 Jun 16
	\$	\$	\$	\$	\$
Website development costs	119,014	-	-	(18,287)	100,727
Accrued Income	-	-	-	-	-
	<b>119,014</b>	-	-	<b>(18,287)</b>	<b>100,727</b>

2015	1 Jul 14	Recognised directly in equity	Recognised in business combination	Recognised in Profit & Loss	30 Jun 15
	\$	\$	\$	\$	\$
Website development costs	119,014	-	-	-	119,014
Accrued Income	9,680	-	-	(9,680)	-
	<b>128,694</b>	-	-	<b>(9,680)</b>	<b>119,014</b>

### Note 16. Contributed Equity

Contributed equity	2016	2015
	\$	\$
Ordinary shares - fully paid	11,960,581	4,383,362
Equity raising costs	(675,460)	(217,566)
	<b>11,285,121</b>	<b>4,165,796</b>

The share capital of the consolidated group consists only of fully paid ordinary shares, the shares do not have a par value. All shares are equally eligible to receive dividends and the repayment of capital and represent one vote at the shareholders' meeting of Real Estate Investor Group.

#### Movement in ordinary share capital:

Movement in ordinary share capital:	2016 Shares	2015 Shares	2016 \$	2015 \$
Balance at 1 July	80,542,605	79,477,938	4,165,796	4,002,196
Issue of ordinary shares Jul to Sep	66,360	1,074,667	6,636	178,400
Share buyback Mar 2015	-	(10,000)	-	(3,000)
Share consolidation 1 for 2 Oct 15	(40,304,466)	-	-	-
Issue of shares on exercise of options Nov 15	2,000,000	-	320,000	-
Issue of shares IPO Dec 15	25,000,000	-	5,000,000	-
Issue of shares to APM Dec 15	10,576,125	-	1,250,000	-
Issue of shares to Convertible Note Holders Dec 15	6,613,980	-	950,000	-
Interest payable to Convertible Note Holders	-	-	50,589	-
Capital raising costs	-	-	(457,900)	(11,800)
<b>Total contributed equity at 30 June</b>	<b>84,494,604</b>	<b>80,542,605</b>	<b>11,285,121</b>	<b>4,165,796</b>

# Notes to the Consolidated Financial Statements

(continued)

## Note 17. Share Based Payments

### Director Options

The Company granted 3 million share options to the Directors upon the ASX listing on 10 December 2015. These Options do not vest until 31 December 2017.

The options have been issued on the following terms. Each holder is entitled to acquire 1 newly issued Share for each Option held. The Options have been granted for nil consideration and have an exercise price \$0.20 per Option. The Options are exercisable after 31 December 2017 and lapse on 31 December 2020.

The options do not carry any dividend or voting rights.

### Employee Share Option Plan

The Real Estate Investar Group Limited Employee Share Option Plan (ESOP) was approved on 13th November 2015 and gives all staff the opportunity to participate in the plan. Options vest 2 years after grant date if the staff member is still employed by The Real Estate Investar Group Limited.

The company granted 1,450,000 million share options to employees under the ESOP to eligible employees.

The options have been issued on the following terms. Each holder is entitled to acquire 1 newly issued Share for each Option held. The Options have been granted for nil consideration and have an exercise price \$0.20 per Option. The Options are exercisable after 27 April 2018 and lapse on 27 April 2021.

The options do not carry any dividend or voting rights.

Share based payment expense for options	2016 \$	2015 \$
Share-based payment expense recognised during the financial year:		
Options issued - employees	579	-
Options issued - directors	8,785	-
	<b>9,364</b>	-

### 30 June 2016

Grant Date	Exercise Price	Balance at beginning of year	Granted during the year	Consolidation	Exercised during the year	Exercisable at end of year	Outstanding at end of year
30 Sep 2011	\$0.16c *	4,000,000	-	(2,000,000)	(2,000,000)	-	-
10 Dec 2015	\$0.20c	-	3,000,000	-	-	-	3,000,000
28 Apr 2016	\$0.20c	-	1,450,000	-	-	-	1,450,000
		<b>4,000,000</b>	<b>4,450,000</b>	<b>(2,000,000)</b>	<b>(2,000,000)</b>	-	<b>4,450,000</b>

\* Changed from prior year due to consolidation of shares

The weighted average remaining contractual life of share options outstanding at 30 June 2016 is \$0.20.

### 30 June 2015

Grant Date	Exercise Price	Balance at beginning of year	Granted during the year	Forfeited during the year	Exercised during the year	Exercisable at end of year	Outstanding at end of year
30 Sep 2011	\$0.08c	4,000,000	-	-	-	4,000,000	4,000,000
		<b>4,000,000</b>	-	-	-	<b>4,000,000</b>	<b>4,000,000</b>

The weighted average remaining contractual life of share options outstanding at 30 June 2015 was \$0.08.

### Options exercised

Under the South Mapleton Pty Ltd subscription agreement and the South Mapleton Pty Ltd Loan Agreement 2,000,000 shares (pre share consolidation 4,000,000 shares) were exercised on 13 November 2015. Refer to Note 26 for further details.

# Notes to the Consolidated Financial Statements

*(continued)*

## Note 17. Share Based Payments (continued)

### *Fair value of options granted*

The fair value at grant date was determined using a Black-Scholes option pricing model that takes into account the share price at grant date, exercise price, expected volatility, option life, expected dividends, the risk free rate, vesting and performance criteria, the impact of dilution, the fact that the options are not tradeable. The volatility calculations were provided by an external advisor.

The inputs used for the Black-Scholes option pricing model for options granted during the year ended 30 June 2016 were as follows:

- **grant date: 10 Dec 15**
- options are granted for nil consideration, have a 3 year life and are exercisable after 2 years
- share price at grant date: \$0 .20
- exercise price: \$0 .20
- expected volatility: 70%
- expected dividend yield: 0%
- risk free rate: 2%
  
- **grant date: 28 Apr 16**
- options are granted for nil consideration, have a 3 year life and are exercisable after 2 years
- share price at grant date: \$0 .06
- exercise price: \$0 .20
- expected volatility: 50%
- expected dividend yield: 0%
- risk free rate: 2%

## Note 18. Capital Risk Management

The Board's policy is to maintain a strong base so to maintain investor, creditor and market confidence and to sustain future development of the business. The Group does not establish a return on capital. Capital management requires the maintenance of strong cash balance to support on going website development and growth of the business.

## Note 19. Reserves

### *Nature and purpose of reserves*

The share based payment reserve is used to recognise the value of equity settled share-based payments provided to employees, including key management personnel, as part of their remuneration.

The foreign currency translation reserve arises as a result of translating financial statement items from the functional currency into the presentational currency using the exchange rate at the balance sheet date, which differs from the rate in effect rate at the last measurement date.

# Notes to the Consolidated Financial Statements

(continued)

## Note 20. Subsidiaries

### Parent entity and subsidiaries

The parent entity of the group is Real Estate Investar Group Limited. The group's subsidiaries are as follows:

Subsidiary Name	Place of incorporation	Ownership interest held by the group	
		2016 %	2015 %
Real Estate Investar Australia Pty Ltd	Australia	100	100
Real Estate Investar Accounting Services Pty Ltd	Australia	100	100
Property Investor Mortgages Pty Ltd <sup>1</sup>	Australia	100	50
Winning Home Loans Pty Ltd <sup>2</sup>	Australia	-	100
Property Investor Developments Pty Ltd	Australia	100	100
Company Number 355 Pty Ltd	Australia	100	100
Real Estate Investar Holdings Pty Ltd	Australia	100	100
Real Estate Investar Ltd	New Zealand	100	100
0953117 B.C. Ltd	Canada	100	100

<sup>1</sup> The group exercised its contractual option to buy back the 50% interest in Property Investor Mortgages Pty Ltd. On the 26 February 2016 the group entered into a Deed of Termination agreement and brought back the 50% interest. The effect of this buy back is not material to the financial report.

<sup>2</sup> Winning Home Loans Pty Ltd was deregistered on the 30 June 2016 as this entity had not traded and was not required based on future growth plans. The effect of the deregistration of the company is not material to the financial report.

## Note 21. Parent Entity Information

The following information relates to the parent entity, Real Estate Investar Group Ltd. The information presented has been prepared using accounting policies that are consistent with those presented in Note 1.

Real Estate Investar Group Ltd - Statement of Financial Position	2016	2015
	\$	\$
<b>Financial position</b>		
Current assets	2,487,653	72,914
Non-current assets	6,903,967	3,188,012
<b>Total assets</b>	<b>9,391,620</b>	<b>3,260,926</b>
Current liabilities	404,906	172,652
Non-current liabilities	-	700,000
<b>Total liabilities</b>	<b>404,906</b>	<b>872,652</b>
<b>Net assets</b>	<b>8,986,714</b>	<b>2,388,274</b>
<b>Shareholders' equity</b>		
Issued capital	11,285,121	4,165,790
Accumulated loss	(2,390,781)	(1,860,526)
Reserves	92,374	83,010
<b>Total equity</b>	<b>8,986,714</b>	<b>2,388,274</b>
<b>Comprehensive Income/(Loss) for the year</b>	<b>2016</b>	<b>2015</b>
	\$	\$
Profit/(loss) for the year	(530,255)	(135,183)
<b>Total comprehensive income/(loss) for the year</b>	<b>(530,255)</b>	<b>(135,183)</b>

# Notes to the Consolidated Financial Statements

(continued)

## Note 21. Parent Entity Information (continued)

### *Guarantees entered into by the parent entity in relation to the debts of its subsidiaries*

The parent entity had no guarantees in relation to the debts of its subsidiaries as at 30 June 2016 and 30 June 2015.

### *Contingent liabilities*

The parent entity had no contingent liabilities as at 30 June 2016 and 30 June 2015.

### *Capital commitments.*

The parent entity had no capital commitments as at 30 June 2016 and 30 June 2015.

## Note 22. Financial Instruments

### *Financial risk management objectives*

The consolidated entity's directors monitor and manage the financial risks relating to the operation of the Group. These risks include credit risk and liquidity risk. The Group's overall risk management program focuses on managing these risks and implementing and monitoring of controls around the cash management function.

The Board of directors has overall responsibility for the establishment and oversight of the risk management framework which is summarised below:

### *Credit risk*

The maximum exposure to credit risk, excluding the value of any collateral or other security, at reporting date to recognised financial assets is the carrying amount of those assets, net of any provision for doubtful debts, as disclosed in the consolidated statement of financial position and notes to the consolidated financial statements. The Group's cash at bank is deposited with Westpac Bank and ASB.

Included in trade receivables and accrued income is \$746,305 and \$1,246,476 respectively that is sales commissions due from property developers undertaking property developments in New Zealand. The majority of these balances are spread across five developers. The consolidated entity manages its credit risk in relation to sales commission by:

- Performing reference checks on developers to assess past credit history.
- On a monthly basis management assesses past due amounts to determine factors impacting on their recoverability.
- Selecting a diversity of property developments to limit significant credit risk exposure to a single developer.

Other than this the Group does not have any material credit risk exposure to any single debtor or group of debtors under financial instruments entered into by the Group.

### *Liquidity risk*

Vigilant liquidity risk management requires the consolidated entity to maintain sufficient liquid assets (mainly cash and cash equivalents) and available borrowing facilities to be able to pay debts as and when they become due and payable.

The consolidated entity manages liquidity risk by maintaining adequate cash reserves and available borrowing facilities by continuously monitoring actual and forecast cash flows and matching the maturity profiles of financial assets and liabilities.

The following are the contractual maturities of financial liabilities:

Maturity analysis 2016	Carrying Value	Contractual Cash Flow	< 6 Months	6-12 Months	1-3 Years	> 3 Years
	\$	\$	\$	\$	\$	\$
Trade payables	775,009	775,009	763,676	11,333	-	-
Other payables	6,527	6,527	6,527	-	-	-
Convertible notes	234,955	234,955	234,955	-	-	-
Finance leases	5,775	5,775	3,150	2,625	-	-
	<b>1,022,266</b>	<b>1,022,266</b>	<b>1,008,308</b>	<b>13,958</b>	-	-

## Notes to the Consolidated Financial Statements

(continued)

### Note 22. Financial Instruments (continued)

Maturity analysis 2015	Carrying Value \$	Contractual Cash Flow \$	< 6 Months \$	6-12 Months \$	1-3 Years \$	> 3 Years \$
Trade payables	2,106,330	2,106,330	766,561	412,693	927,076	-
Other payables	45,626	45,626	45,626	-	-	-
Convertible notes	700,000	700,000	-	700,000	-	-
Borrowings	12,075	12,075	3,150	3,150	5,775	-
	<b>2,864,031</b>	<b>2,864,031</b>	<b>815,337</b>	<b>1,115,843</b>	<b>932,851</b>	-

Cash flows in the maturity analysis are not expected to occur significantly earlier, or at significantly different amounts.

The convertible notes were issued as part of the settlement of a payable to Australian Property Monitors Pty Ltd under the Equity Participation Agreement. This facility is on an unsecured basis, has interest payable at 5% per annum and has a maturity date of 10 December 2016 or any earlier date on which the Principal Amount of the Note is required to be repaid. The group has sufficient funds on hand to make this repayment when it becomes due.

#### Market risk

##### Foreign currency risk

The consolidated entity undertakes certain transactions denominated in foreign currency and is exposed to foreign currency risk through foreign exchange rate fluctuations.

Foreign exchange risk arises from future commercial transactions and recognised financial assets and financial liabilities denominated in a currency that is not the entity's functional currency. The risk is measured using sensitivity analysis and cash flow forecasting.

Management has put in place a policy requiring group entities to manage their foreign exchange risk against their functional currency. The group companies are required to bring significant foreign currency transactions to the attention of the central finance function for evaluation as to the use of hedging using forward foreign currency contracts.

##### Foreign Currency Sensitivity Analysis

Exposures to currency exchange rates arise from the Group's overseas sales and purchases, which are primarily denominated in NZ dollars (NZD). The amounts shown are those translated into \$AUD at the closing rate and shows the impact of the Australian dollar strengthening or weakening 10 % against the New Zealand dollar. Foreign currency denominated financial assets and liabilities which expose the Group to currency risk are disclosed below. The amounts shown are those translated into \$AUD at the closing rate and shows the impact of the Australian dollar strengthening or weakening 10 % against the New Zealand dollar.

Assets below are currently in NZD denominations and have been translated to AUD	AUD \$	Strengthening AUD + 10%	Weakening AUD - 10%
		Profit or loss \$	Profit or loss \$
<b>30 June 2016</b>			
Financial assets	2,136,992	1,942,720	2,374,435
Financial liabilities	1,676,830	1,524,391	1,863,144
Total Exposure	<b>460,162</b>	<b>418,329</b>	<b>511,291</b>
<b>30 June 2015</b>			
Financial assets	1,343	1,221	1,492
Financial liabilities	234,844	213,495	260,938
Total Exposure	<b>(233,502)</b>	<b>(212,274)</b>	<b>(259,446)</b>

Exposures to foreign exchange rates vary during the year depending on the volume of overseas transactions. Nonetheless, the analysis above is considered to be representative of the Group's exposure to currency risk.

# Notes to the Consolidated Financial Statements

(continued)

## Note 22. Financial Instruments (continued)

### Price risk

The consolidated entity is not exposed to any significant price risk.

### Interest rate risk

It is the group's policy to eliminate interest rate risk over the cash flows on its long-term debt finance through the use of fixed rate instruments.

The group currently has convertible notes with fixed rate interest (refer to note 14). The group holds its surplus cash in bank deposits with floating interest rates. The group analyses its interest rate exposure on an ongoing basis.

Currently there are no assets or liabilities that are materially exposed to variations in interest rate changes.

## Note 23. Fair Value Measurement

There are various methods used in estimating the fair value of a financial instrument. The methods comprise:

- Level 1 - Quoted prices (unadjusted) in active markets for identical assets or liabilities
- Level 2 - Inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly
- Level 3 - Inputs for the assets or liability that are not based on observable market data (unobservable inputs).

Due to their short-term nature the net fair values of financial assets and liabilities approximate their carrying value as disclosed in the consolidated statement of financial position. No financial assets or liabilities are readily traded on organised markets in standardised form.

## Note 24. Reconciliation of Cash Flows From Operating Activities With Operating Results

Reconciliation of Cashflows from Operating Activities	2016	2015
	\$	\$
Loss for the period	(1,365,347)	(2,094,189)
Non cash flows in operating result:		
Depreciation	416,409	294,999
Share based payments expense	9,364	-
Gain on acquisition of business	(393,517)	-
Movements in operating assets and liabilities:		
(Increase)/decrease in trade and other receivables	(1,173,334)	(75,383)
(Increase)/decrease in prepayments	(49,214)	119,524
(Increase)/decrease in deferred tax balances	-	988,842
(Increase)/decrease in R & D tax rebate receivable	-	(74,481)
Increase/(decrease) in trade and other payables	630,056	792,564
Increase/(decrease) in income in advance	(231,632)	(214,880)
Net cash inflow/(outflow) from operating activities	<b>(2,157,215)</b>	<b>(263,004)</b>

# Notes to the Consolidated Financial Statements

(continued)

## Note 25. Employee Remuneration

### Employee benefits expense

Expenses recognised for employee benefits are analysed below

	2016	2015
	\$	\$
Employee benefits expense		
Short-term employee benefits	2,266,335	2,328,172
Post employment benefits	173,510	194,671
Other long term benefits	12,157	1,890
Termination benefits	37,462	30,709
Equity-settled share-based payments	9,364	48,165
Capitalised salaries & oncosts to website	(384,485)	(595,557)
<b>Total remuneration</b>	<b>2,114,343</b>	<b>2,008,050</b>

Short term employee benefits include payroll on costs and employment related expenses.

Superannuation expense for the year ended 30 June 2016 amounted to \$173,510 (2015: \$194,671).

### Share based employee remuneration

Refer to Note 17.

### Employee Liabilities

Liabilities recognised for employee benefits are analysed below:

	2016	2015
	\$	\$
Employee liabilities		
<b>Current</b>		
Short-term employee benefits	290,008	251,864
Post employment benefits	45,204	48,062
Other long term benefits	14,674	-
Termination benefits	-	-
Equity-settled share-based payments	-	-
<b>Total current employee benefits (included in Trade and Other Payables)</b>	<b>349,886</b>	<b>299,926</b>
<b>Non Current</b>		
Other long term benefits	12,537	15,054
<b>Total non current employee benefits</b>	<b>12,537</b>	<b>15,054</b>

The current portion of these liabilities represents the Group's obligations to its current and former employees that are expected to be settled during the next 12 months and its accrued annual leave liabilities and current accrued long service leave.

## Note 26. Related Parties

### Parent entity

Real Estate Investar Group Limited is the parent entity of the Group.

### Subsidiaries

Interests in subsidiaries are disclosed in Note 20.

### Key management personnel compensation

Key management personnel are identified as being the directors and CEO of the Group.

	2016	2015
	\$	\$
KMP Compensation		
Short-term employee benefits	387,074	595,902
Post employment benefits	19,308	38,454
Other long term benefits	-	-
Termination benefits	-	-
Equity-settled share-based payments	8,784	32,865
<b>Total remuneration</b>	<b>415,166</b>	<b>667,221</b>

# Notes to the Consolidated Financial Statements

(continued)

## Note 26. Related Parties (continued)

### Key management personnel transactions

The following balances are outstanding at the end of the reporting period in relation to transactions with related parties:

	2016	2015
	\$	\$
<b>KMP Transactions</b>		
Current payables	11,000	250,510
Director fees and director consultancy fees payable	70,708	143,000
Interest payable	-	8,132
Property sales commission fees receivable	(266,852)	-
Borrowings from a director	-	200,000
	<b>(185,144)</b>	<b>601,642</b>

Current payables due to directors are for consultancy, licensing and director fees owing and are paid on normal commercial terms. All are non-interest bearing and unsecured.

Borrowings from a director were settled by way of share issue during the year.

Property sales commission fees are due from a director related entity for NZ property sales that are paid on normal commercial

The following balances are for amounts recognised during the reporting period as a result of transactions with related parties, excluding employee benefits which are disclosed above:

	2016	2015
	\$	\$
<b>Transactions recognised the year</b>		
Transmit data licencing fees	132,000	170,000
Property sales commissions receivable	(266,852)	-
International Portal Conference Fees	3,837	1,187
	<b>(131,015)</b>	<b>171,187</b>

The group uses the services of Transmit Data Pty Ltd, a company controlled by a director. Contract terms are based on standard business terms.

The Group entered into an agreement to provide Real Estate Agency services to South Quest Trustee Ltd, a company controlled by a director, of which \$247,731 was earned in sales commissions. The contract terms are based on standard terms for Real Estate Agency services.

Property sales commission of \$19,121 was received on a property sale to 5 Foot 6 Ltd, a company controlled by a director. This sale was at the market rate and the commission earned was based on the standard terms for Real Estate Agency services entered into in the Vendor contract.

The group attended a Property Portal conference that is promoted by Property Portal Watch Pty Ltd, a company controlled by a director.

### Loans to directors

	2016	2015
	\$	\$
<b>KMP Loan</b>		
South Mapleton Pty Ltd Loan Agreement		
Principal component of loan	320,000	-
Accrued Interest	11,575	-
Balance outstanding at the end of the year	<b>331,575</b>	-

On 30 September 2011 Real Estate Investar Group Ltd entered into a subscription agreement with South Mapleton Pty Ltd, a company owned and controlled by Mr Clint Greaves. The subscription agreement provided South Mapleton Pty Ltd the option to subscribe for 4,000,000 shares at a price of \$0.08 each on the 30 September 2016.

Following Real Estate Investar Group Ltd's 1:2 share consolidation in October 2015, the subscription agreement was varied to 2,000,000 shares at a price of \$0.16 each to reflect the share consolidation. The subscription agreement was again varied, updating the subscription date to the earlier date of 13 November 2015 and on that date Real Estate Investar Group Ltd issued 2,000,000 shares to South Mapleton Pty Ltd for an aggregate subscription price of \$320,000. The subscription price was funded by way of a loan provided by Real Estate Investar Group Ltd to South Mapleton Pty Ltd.

The loan to South Mapleton Pty Ltd carries an interest rate of 5.65% which if unpaid at the end of each quarter is capitalised. This loan is on based on usual and customary commercial terms. The loan is repayable in full on or before 31 March 2018.

## Notes to the Consolidated Financial Statements

*(continued)*

### Note 27. Contingent assets and liabilities

There were no contingent assets and liabilities as at 30 June 2016. (2015: Nil)

### Note 28. Commitments

The Group leases premises under non-cancellable operating leases expiring within 1 year and office equipment under a non-cancellable operating lease for 5 years. The leases have terms which allow for annual renewal and have annual CPI escalation clauses.

The commitments below do not include any commitments for any renewal options on leases. Lease conditions do not impose any restrictions on the ability of Real Estate Investar Group Limited and its subsidiaries from borrowing further funds or paying dividends.

Commitments	2016 \$	2015 \$
- due within one year	67,780	76,251
- due after one year and within five years	4,896	-
- due after five years	-	-
	<b>72,676</b>	<b>76,251</b>

### Note 29. Post reporting date events

There have been no events subsequent to balance date that require disclosure in the financial report.

**REAL ESTATE INVESTAR GROUP LIMITED AND ITS SUBSIDIARIES  
ACN 141 276 959**

**DIRECTORS' DECLARATION  
FOR THE YEAR ENDED 30 JUNE 2016**

The directors of the Company declare that:

- 1 The financial statements, comprising the consolidated statement of profit or loss and other comprehensive income, consolidated statement of financial position, consolidated statement of cash flows, consolidated statement of changes in equity and accompanying notes are in accordance with the *Corporations Act 2001* and:
  - (a) comply with Australian Accounting Standards; and
  - (b) give a true and fair view of the consolidated entity's financial position as at 30 June 2016 and of its performance for the year ended on that date.
- 2 The consolidated entity has included in the notes to the financial statements an explicit and unreserved statement of compliance with International Financial Reporting Standards;
- 3 In the directors' opinion there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.
- 4 The directors have been given the declarations required by section 295A of the *Corporations Act 2001* from the Chief Executive Officer and the Chief Financial Officer.

This declaration is made in accordance with a resolution of the Board of Directors and is signed for and on behalf of the directors by:



.....  
Director: Simon Baker

Date: 29th September 2016

## INDEPENDENT AUDITOR'S REPORT

To the members of Real Estate Investar Group Limited

### Report on the Financial Report

We have audited the accompanying financial report of Real Estate Investar Group Limited, which comprises the consolidated statement of financial position as at 30 June 2016, the consolidated statement of profit or loss and other comprehensive income, the consolidated statement of changes in equity and the consolidated statement of cash flows for the year then ended, notes comprising a summary of significant accounting policies and other explanatory information, and the directors' declaration of the consolidated entity comprising the company and the entities it controlled at the year's end or from time to time during the financial year.

### Directors' Responsibility for the Financial Report

The directors of the company are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards and the *Corporations Act 2001* and for such internal control as the directors determine is necessary to enable the preparation of the financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error. In Note 1, the directors also state, in accordance with Accounting Standard AASB 101 *Presentation of Financial Statements*, that the financial statements comply with *International Financial Reporting Standards*.

### Auditor's Responsibility

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

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

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

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## Independence

In conducting our audit, we have complied with the independence requirements of the *Corporations Act 2001*. We confirm that the independence declaration required by the *Corporations Act 2001*, which has been given to the directors of Real Estate Investar Group Limited, would be in the same terms if given to the directors as at the time of this auditor's report.

## Opinion

In our opinion:

- (a) the financial report of Real Estate Investar Group Limited is in accordance with the *Corporations Act 2001*, including:
  - (i) giving a true and fair view of the consolidated entity's financial position as at 30 June 2016 and of its performance for the year ended on that date; and
  - (ii) complying with Australian Accounting Standards and the *Corporations Regulations 2001*; and
- (b) the financial report also complies with *International Financial Reporting Standards* as disclosed in Note 1.

## Report on the Remuneration Report

We have audited the Remuneration Report included in pages 12 to 19 of the directors' report for the year ended 30 June 2016. The directors of the company are responsible for the preparation and presentation of the Remuneration Report in accordance with section 300A of the *Corporations Act 2001*. Our responsibility is to express an opinion on the Remuneration Report, based on our audit conducted in accordance with Australian Auditing Standards.

## Opinion

In our opinion, the Remuneration Report of Real Estate Investar Group Limited for the year ended 30 June 2016 complies with section 300A of the *Corporations Act 2001*.

**BDO Audit Pty Ltd**

BDO



**A J Whyte**  
Director

Brisbane, 29 September 2016