



# FOCUS

## A Message from the Chief Executive Officer

### Our "WHY"



Wow - just when we thought we had seen it all – we have a Royal Commission to reveal what is truly going on – right now!

The revelations of the Royal Commission are a testament of WHY we do what we do.

It's for you, your children, parents, siblings, families and friends.

WHY do we do what we do? - **to PROTECT YOUR FINANCIAL WELLBEING.**

We've been doing it for over 113 years and we'll continue doing it for another 113 years.

Thanks to those of you who have been in touch to show your appreciation for what we do and WHY we do it.

We aren't motivated by \$\$\$\$. It's not about sales or profit; it's about **PROTECTING YOUR FINANCIAL WELLBEING.**

It's the power of the co-operative model – being owned by our membership means we can focus on providing you, our members, with access to the range of services you and your family need right throughout your lives. All at not for profit prices.

So please spread the word, tell your family and friends about WHY we exist, so that we can **PROTECT THEIR FINANCIAL WELLBEING** too.

Your sincerely

*Craig Walden*



## ANNUAL GENERAL MEETING

FRIDAY 26<sup>th</sup> OCTOBER 2018 at 1.00pm

Rendezvous Hotel Melbourne 328 Flinders Street, Melbourne



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## APS Benefits Group

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# APS Benefits Group



The mortgage broking industry is evolving and growing. Since the Global Financial Crisis (GFC) in 2008, increased regulatory scrutiny and digital disruption have continued to drive the growth of mortgage broking. **Tony Calder** from APS Benefits Group has organised property finance for over 300 members and clients.

As a member of the MFAA (Mortgage & Finance Association of Australia), the APS Benefits Group has access to the recent report compiled by Deloitte Access Economics who consulted the Mortgage Broking Industry Group (MBIG).

Report highlights include;

- Mortgage brokers strengthen the entire Australian mortgage lending industry by fostering competition and therefore supporting all Australian home buyers and investors.
- The mortgage broker channel has contributed to a fall in lenders' net interest margins of more than three percentage points over the past 30 years.
- More than 90 per cent of customers are happy with their mortgage broker's performance.
- Mortgage brokers arrange more than half of all home loans each year, and this number continues to grow.
- Mortgage brokers, on average, have 13.8 years of industry experience. **Tony Calder** from the APS Benefits Group has 25 years of industry experience.
- Mortgage brokers drive competition by improving access to lenders that are not major banks or their affiliates. The share for these lenders increased from 21.4% in 2013 to 27.9% in just 4 years.
- The average mortgage broker has access to 34 lenders and uses an average of 10 lenders on their panel, bringing more choice to Australian home buyers.
- Three in ten mortgages arranged by mortgage brokers are for customers in rural or regional areas, improving access to home lending for rural and regional Australians.
- The mortgage broking industry contributes \$2.9 billion to the Australian economy each year, supporting more than 27,100 (full-time equivalent) jobs.

These findings clearly demonstrate the value and service mortgage brokers such as **Tony Calder** from the APS Benefits Group are delivering to you, our members and clients.

The value of the mortgage broking channel has never been more evident today. Speak with **Tony Calder** from the APS Benefits Group on **1300 131 809**.

## THE VALUE OF MORTGAGE BROKING



## ■ APS FINANCIAL PLANNING ... *thankyou*

Over recent weeks the Royal Commission and media have been very active in their attacks on banking, superannuation and financial planning. We are in an incredibly fortunate position with APS Benefits Group in that we don't have the sales culture of the big banks. Below are comments from one of our financial planning clients regarding the recent media comments:

***"Also, just wanted to say how good it is to have our money and advice from a service with your reputation. It is worth its weight in gold. As I sit each night and watch the wrap-up on the Banking and Financial Royal Commission I thank our lucky stars we are with you. With all the rubbish swirling through that system it is good to know that there are services like the APS Financial Planning. There must be a lot of worried people out there now, and so they should."***

**Isn't it pleasing to know our efforts can make such a positive impact to our clients' financial well-being.**





## Lodge your 2018 Tax return by 31<sup>st</sup> October

Don't wait until the last day – get it out of the way today.

Lodge your 2018 Tax return by 31<sup>st</sup> October.

Individuals must lodge their tax return with the Australian Taxation Office (ATO) by 31<sup>st</sup> October, 2018 unless they are registered with a Tax Agent.

That means if you haven't yet lodged a 2018 tax return, you shouldn't wait any longer!

Give **Richard Ferraro** from the APS tax team a call on **03 9322 2026**.



**aps** Tax, Accounting & Business Services Pty Ltd  
[www.apstax.com.au](http://www.apstax.com.au)



### APS Wills & Estates newest staff member

**APS Wills & Estates** is proud to introduce its newest staff member, **Tammy Kolarik**. Tammy brings with her over 15 years of experience in Probate, Estate Administration and Wills. Tammy has worked in law firms across Melbourne throughout her career and brings with her a wealth of experience. Tammy prides herself on her compassion with clients during difficult times. In her personal time, Tammy enjoys spending time with her 9yo daughter, watching her favourite tennis player Rafael Nadal and travelling.

## ■ APS Benevolent Foundation

*Helping Families*



The APS Benevolent Foundation is a supporting partner of the Cerebral Palsy Education Centre (CPEC).

Cerebral Palsy (CP) is the most common physical disability in Australia and the most expensive to manage. One child every 15 hours is born with, or will develop CP. The CPEC is the **ONLY** centre of its kind in Australia and provides unique and intensive 'everyday life' programs for babies and children with CP to give them the best possible start in life.

Children who attend CPEC are taught strategies which enable them to be engaged in all aspects of their lives and to give everything a go.

The APS Benevolent Foundation is a proud supporting partner of CPEC.

### The APS Benevolent Foundation – helping families.

Support the APS Benevolent Foundation by donating online or call us on **1300 131 809** today.

[www.apsbenefitsgroup.com.au/benevolent-foundation](http://www.apsbenefitsgroup.com.au/benevolent-foundation)



# WHAT WE DO



**aps**  
benevolent  
foundation



**KIDS**  
ARE OUR  
FUTURE

**WE WILL BE THERE  
WHEN YOU NEED US**



**Financial  
Planning**



**Life & Risk  
Insurance**



**Short Term  
Loans**



**Savings &  
Investments**



**aps**  
benefits**GROUP**  
Protecting your financial wellbeing  
[www.apsbenefitsgroup.com.au](http://www.apsbenefitsgroup.com.au)

**1300 131 809**



**Wills,  
Estates &  
Legals**



**Funeral  
Cover**



**Home  
Finance**



**Tax &  
Accounting**

Disclosure Information: Membership of the APS Benefits Group automatically entitles you to a funeral benefit issued by the APS Benefits Group. You should consider the Combined Product Disclosure Statement & Financial Services Guide (available from the APS Benefits Group or our web site on [www.apsbenefitsgroup.com.au](http://www.apsbenefitsgroup.com.au)) before making a decision to become a member of the APS Benefits Group or buy any products offered by the APS Benefits Group. Financial services provided by the APS Benefits Group are provided under its AFSL No. 244115. Financial planning services are provided by APS Financial Planning Pty Ltd. APS Financial Planning Pty Ltd and its advisers are authorised representatives of Fortnum Private Wealth Pty Ltd - Financial Planning Services Australia. ABN 54 139 889 535. AFSL 357306. APS Savings Disclaimer: This is not a bank product. It is an unlisted APS Note. No independent assessment has been made about the risk to investors losing any of their principal investment. Applications for APS Notes can only be made on the Investment Application Form which accompanies the prospectus issued by APS Savings Ltd. Please read the prospectus carefully before deciding whether to make an investment. APS Will & Estates: Liability limited by a scheme approved under Professional Standards Legislation.





# WHO WE ARE

• We are Personal • We are Financial • Helping Families •



## APS Insurance (General Insurance Broking)



**Danielle Rowe** heads up our insurance broking team. She has access to products that include home/contents, motor vehicle, boat/caravan, landlord, public liability, business & professional indemnity insurance. Have you checked to see if your current insurer is giving you the best deal? Call Danielle Rowe now on **1300 131 809**.

## APS Wills & Estates



**Phil Lambourne** from APS Wills & Estates has over 25 years experience as a lawyer. Phil can help you with wills, powers of attorney, probate and estate administration. Is your will up-to-date? Have you reviewed your will recently? It affects more than just you!

## APS Financial Planning



**Timothy Foster and Paul Hatzigeorgiadis** provide access to advice and information on the important financial decisions we all face, whether it be



superannuation, investments, pre and post retirement planning, income protection, disability, trauma and life insurance, gearing, managed funds or savings plans\*.

## APS Tax & Accounting



**Richard Ferraro and Stephen Fry** make up our tax, accounting and business services division. Whether it is setting up a business, managing your



superannuation fund or just obtaining quality service, Richard and Stephen can help.

## APS Savings



APS Savings Ltd is a wholly owned subsidiary of the APS Benefits Group and offers a Fixed Term Investment product. Ask **Sam Athans** or **Tony**



**Calder** about the interest rate on offer and you will be pleasantly surprised. The term can be 6 months, 12 months or 24 months.

## APS Funeral Cover (Adult & Child Cover Available)

Gain immediate funeral cover up to \$20,000 for adults and \$7,000 for dependent children (aged 2 to 25 next birthday). Do you have cover in the greatest time of need?

## APS Mortgage Broking



**Tony Calder** treats every mortgage as if it were his own. He has access to 20 mortgage lenders and has over 40 years experience in banking. Let us do the leg work for you.

## APS Personal Loans

The APS Benefits Group personal loans team can assist members to obtain an unsecured loan, or they can apply online at [www.apsbenefitsgroup.com.au](http://www.apsbenefitsgroup.com.au). Either way, loans can be approved within 24 hours.

## APS Benevolent Foundation

The Foundation is a registered charity and a deductible gift recipient. Donations above \$2 are tax deductible. The Foundation will enable the Group to expand our level of benevolence.

Join us on  
**facebook**

Further to this, the APS Benefits Group is owned by its members, so any profits are channelled back to members.

Help spread the word by introducing new members and the APS Benefits Group will send you, your nominated charity or your staff social club \$50 for each new member.



	As at 30/06/2018	As at 30/06/2017
Number of members/clients	30,212	29,837
Net gain/(loss)	375	593
Deaths	(215)	(242)
Resignations	(116)	(121)
Terminations	(774)	(591)
New members/clients	1,480	1,547
<b>FINANCIAL PERFORMANCE FOR THE YEAR ENDED 30 JUNE 2018</b>	<b>\$</b>	<b>\$</b>
Revenue from operations	16,595,248	15,892,824
Gain on sale of property plant and equipment	-	808,286
Employee benefits expense	(2,663,556)	(2,481,418)
Depreciation and amortization expense	(49,373)	(64,205)
Benefits paid to members	(2,338,421)	(2,565,468)
Changes in mortuary fund liabilities	(2,918,000)	(5,361,000)
Occupancy expense	(252,771)	(259,350)
Postage and telephone expense	(200,100)	(174,226)
Bad debts expense	(1,420,105)	(1,348,923)
External services expense	(983,185)	(725,413)
Board and AGM expenses	(221,114)	(201,739)
Interest expense on debenture notes issued	(1,714,003)	(1,248,733)
Marketing expense	(180,913)	(219,610)
Other expenses	(799,540)	(703,365)
Surplus before tax	2,854,157	1,347,660
Income tax expense	(1,645,820)	(2,417,964)
Other comprehensive income	-	-
Net gain on revaluation of property	-	-
Total comprehensive income/(loss)	1,208,337	(1,070,304)
<b>FINANCIAL POSITION AS AT 30 JUNE 2018</b>	<b>\$</b>	<b>\$</b>
<b>CURRENT ASSETS</b>		
Cash and Cash Equivalents	13,691,255	2,613,623
Trade and other receivables	28,225,512	27,658,865
Other financial assets	4,521,340	4,250,228
Other	76,198	65,142
Total current assets	46,514,305	34,587,858
<b>NON-CURRENT ASSETS</b>		
Trade and other receivables	99,548,018	95,928,111
Property, plant and equipment	379,769	324,384
Intangible assets	62,072	62,072
Deferred tax asset	884,499	990,287
Total non-current assets	100,874,358	97,304,854
Total assets	147,388,663	131,892,712
<b>CURRENT LIABILITIES</b>		
Trade and other payables	41,208,736	29,181,762
Current tax liabilities	203,410	323,594
Provisions	730,934	685,437
Mortuary fund	2,336,500	2,268,500
Total current liabilities	44,479,580	32,459,293
<b>NON-CURRENT LIABILITIES</b>		
Debenture Notes Issued	6,934,156	7,522,263
Deferred tax liabilities	99,653	108,508
Provisions	45,865	31,576
Mortuary fund	89,750,500	86,900,500
Total non-current liabilities	96,830,174	94,562,847
Total liabilities	141,309,754	127,022,140
<b>Net Assets/Reserves</b>	<b>6,078,909</b>	<b>4,870,572</b>

William Szuch F.I.A.A. has prepared the 2018 actuarial report. The actuary's valuation basis values liability in respect of each member, as the present value of future death benefits of basic cover and declared bonuses, and any bonus recommended at the review date less the present value of future premiums, after an allowance for future expenses. The actuary's valuation of the mortuary liabilities at 30 June 2018 is \$92,087,000 (2017: \$89,169,000).