

# **ANNUAL REPORT**

Financial Year Ending 30 June 2007



# **Pelorus Property Group Limited**

ABN 45 091 209 639

Level 3, 50 Yeo Street, Neutral Bay NSW 2089 PO Box 612, Neutral Bay NSW 2089 **Phone:** (02) 9033 8611 **Fax:** (02) 9033 8600 **Web:** www.pelorus.com.au



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# DIRECTORS' REPORT FOR THE YEAR ENDED 30 JUNE 2007

Your directors present their report for the company and controlled entities for the financial year ended 30 June 2007.

# **INFORMATION ON DIRECTORS**

The names of the directors in office at any time during or since the end of the year are set out below. Unless otherwise stated, directors have been in office since the start of the financial year to the date of this financial report.

| Name           | Special Experience  | Responsibilities  |
|----------------|---|---|
| Seph Glew      | Qualified Valuer; past senior<br>management positions with a major<br>finance and property management<br>group.   | Executive Chairman.   |
| Stuart Brown   | Qualified Solicitor; substantial legal<br>experience in the areas of property<br>and infrastructure acquisitions, sale<br>and leasing, mergers and acquisitions,<br>and listing of entities on the ASX. | Chief Operating Officer and<br>Chief Financial Officer          |
| Guy Wynn       | Considerable experience in retail<br>management, leasing, development<br>and strategic planning. Past senior<br>management experience in both<br>property development and<br>management businesses.     | Managing Director.  |
| Paul Tresidder | Considerable experience in retail<br>management, leasing, development<br>and strategic planning. Past senior<br>management experience in both<br>property development and<br>management businesses.     | Non-Executive Director.   |
| Robin Tedder   | 31 years in investment and financial<br>markets; member of ASX for 12 years;<br>served on boards of companies in the<br>financial industry and various listed<br>entities.                              | Non-Executive Director.   |
| Richard Hill   | Qualified Solicitor, considerable<br>experience in the banking and finance<br>industry both in Australia and overseas.<br>Current board member for a number<br>of Australian listed companies.          | Independent Non-Executive Director.<br>(Appointed 20 July 2006) |



# **DIRECTORS INTERESTS**

As at the date of this report the directors' relevant interests in shares or options in the company are:

| Director       | Shares ('000) | Shares (%) | Options ('000) |
|----------------|---------------|------------|----------------|
| Seph Glew      | 15,670        | 14.52%     | 2,660          |
| Stuart Brown   | 6,593         | 6.10%      | 600            |
| Guy Wynn       | 7,993         | 8.31%      | 1,400          |
| Paul Tresidder | 15,648        | 14.48%     | 2,660          |
| Robin Tedder   | 8,717         | 8.07%      | 1,000          |

# **PRINCIPAL ACTIVITIES**

The company and its controlled entities' principal activities are the generation of fee income from the provision of vertically integrated property services to private and institutional commercial and retail property owners. This activity is broken into two business units being Property Services and Finance Services (including investment activities). In addition Pelorus aims to grow net tangible assets per share and recurring fee income streams by allocating its capital to:

- 1. Underwrite new transactions;
- 2. Take advantage of value opportunities;
- 3. Generate investment income; and
- 4. Seed new ventures.

### **RESULTS AND REVIEW OF OPERATIONS**

The profit of the consolidated entity for the financial year after providing for income tax amounted to \$5,890,041. The result gives rise to the following key points:

- Earnings per share were 6.5 cents which equates to a 60% increase on forecasts.
- Net profit after tax is 58% above forecast.
- Net tangible assets have grown 32% from the dated the company listed on the ASX to 32 cents per share.

The higher than forecasted profit was generated by a combination of new transactions not included in the prospectus forecast and better than anticipated fee revenue from existing activities.

The earnings before interest contribution for Pelorus's three income sectors was:

| Sector            | FY 2007<br>Actual ('000) | FY 2007<br>Forecast ('000) |
|-------------------|--------------------------|----------------------------|
| Funds Management  | \$2,127                  | \$2,080                    |
| Property Services | \$1,088                  | \$1,027                    |
| Investment Income | \$5,039                  | \$2,260                    |

Within the Investment Income sector \$3.87 million is derived from the revaluation of "financial assets for trading" acquired by the group during 2007. The fair value adjustment for these assets was included in the group's earnings as Pelorus's business plan assumes their divestment in the

2008 financial year and their acquisition had required a significant investment of executive time. These trading assets include 8% of the Alerik Unit Trust, 14% of the Pelorus Storage Fund, 24% of the Bakehouse Quarter Fund (BQF) and 75% of the Pelorus Penrith Fund No. 2. BQF is the most significant of these and is carried at a value determined by an independent valuation of the underlying properties completed in December 2006.

### Significant transactions or activities for the period included:

- 1. The Pelorus Storage Fund (ARSN 120 024 713) commenced 1 October 2006. The Pelorus Storage Fund is a \$6 million PIPES (Property Income and Participating Equity Securities) fund with an interest in three storage facilities trading as Capital Self Storage in Hume and Mitchell in ACT and Queanbeyan in NSW. The fund has a 7 year term. Pelorus has negotiated a call option to purchase the properties on the expiration of the fund as well as "first right of finance" should the owner choose to refinance the properties at termination. Pelorus allocated a portion of its balance sheet to seed this fund at commencement and has subsequently been selling down those units on a secondary basis. At the balance date Pelorus held 1,062,000 units in the fund and now holds 722,000 at the date of this report.
- 2. On 31 December 2006 the Pelorus PIPES Penrith Fund terminated. This fund was Pelorus's first PIPES fund commencing in 2001. The fund participated in the income and capital appreciation of a bulky goods retail property located at 120 Mulgoa Road Penrith, NSW. Investors in the fund received a return equating to an IRR of 12.11% over its term. For more details on the Pelorus Penrith Fund No. 2 (ARSN 124 218 211), please see Subsequent Events.
- 3. On 25 January 2007 Pelorus completed an offer of 2,360,840 units in the Bakehouse Quarter Fund (BQF, ARSN 100 648 253) by way of a bookbuild

tender. Pelorus is the responsible entity of BQF. BQF participates in the development of a 7.5-hectare urban business precinct located in North Strathfield and known as the Bakehouse Quarter (for more information on the Bakehouse Quarter visit www.bakehousequarter.com.au). The offer was managed and underwritten by Pelorus. The Fund raised \$8,546,240.80 under the offer to be applied for the ongoing redevelopment of the Bakehouse Quarter. Pelorus in its own right was successful in acquiring 1,311,840 units in the offer.

- 4. On 5 February 2007 Pelorus made an offer to members of the Alerik Unit Trust. The Alerik Unit Trust is an unlisted fund, which owns a commercial office building adjacent to the Bakehouse Quarter at North Strathfield. The offer comprised 3.5 Pelorus shares for every unit held. On 10 April 2007 Pelorus issued 839,283 shares to Alerik Unit Trust members in exchange for units in that fund which equated to approximately 8% of the trust units.
- 5. On 28 February 2007 Pelorus announced that the BQF would be delisted and that distributions would be suspended indefinitely. As a consequence,

on 24 April 2007 Pelorus launched a share and cash offer of \$3.85 or 7.5 Pelorus shares per BQF unit. The offer period closed on 4 June 2007. As a consequence of the offer Pelorus issued 13,195,439 Pelorus shares. Pelorus holds 4,906,775 BQF units equating to 24.62% of the units issued.













6. Pelorus's property services subsidiaries, Wynn Tresidder Management Pty Ltd and DDT Projects Pty Ltd, were engaged to provide property services to properties controlled by the group's funds management business as well as third party clients. Under the umbrella of property services the group is engaged in retail and commercial property management, leasing, consultancy and well as development and project management. Significant third party clients in the period included AMP Capital Investors, Canberra Airports Corporation, Arc Funds Management, Allco, Blacktown City Council and Sydney City Council.



# **DIVIDENDS PAID**

On 31 August 2006 a final fully franked dividend of \$1,500,000 was paid to shareholders on the register at 30 June 2006. An interim fully franked dividend of \$1,610,000 was paid on 16 April 2007 to shareholders on the register on 9 March 2007. A final fully franked dividend of \$2,160,298.20 is to be paid on 28 September 2007 to shareholders on the register on 4 September 2007. The company has adopted a dividend reinvestment plan (DRP) with respect to the dividend paid on 9 March 2007 and will operate for the dividend to be paid on 28 September.

# **STATE OF AFFAIRS**

Pelorus closed an offer of 48 million shares under a prospectus dated 5 June 2006. The company commenced trading on ASX on 20 July 2006 (Listing Date). On the Listing Date Richard Hill joined the board of directors.

By virtue of some of the transactions described above and the DRP, the number of issued shares has grown from 92,000,000 on the Listing Date to 107,650,320 as at the 30 June 2007.

# SUBSEQUENT EVENTS

On 1 July 2007 the Pelorus Penrith Fund No. 2 commenced. The fund has a 7-year term and an interest in the same bulky goods property as that of the Pelorus PIPES-Penrith Fund, which terminated on 1 December 2006. Pelorus allocated a portion of its balance sheet to seed this fund at commencement and has subsequently been selling down those units on a secondary basis. At the balance date Pelorus held 5,455,000 units in the fund and holds 4,475,000 at the date of this report.

Macquarie Leisure Trust Group's bowling division AMF will open Australia's largest bowling centre at the Bakehouse Quarter, North Strathfield on 28 September 2007. The centre will be Australia's largest tenpin bowling centre over approximately 3,500 sqm. It incorporates a 38 lane venue with the latest in bowling technology, glow in the dark lanes, state of the art sound system and Sliders Bowling Bar. The centre will cater for all types of functions, from birthday parties, Christmas parties, conferences, product launches & team building events, through to leisure and league bowling and tournaments.

On 20 July 2007 Pelorus made an excluded offer (WRV Offer) to sophisticated and professional shareholders on its register to participate in an unlisted syndicate (WRV Unit Trust) to develop and hold a 9,300 sqm distressed bulky goods centre at 850 Woodville Road, Villawood. The \$2.5 million offer was substantially oversubscribed.

On 11 September 2007 the WRV Unit Trust settled the purchase with a combination of the equity raised in the WRV Offer, subordinated debt from Pelorus and senior bank debt from an Australian trading bank. Wynn Tresidder has commenced leasing of the property to reposition it as a lifestyle centre. To date over 4,800 sqm is committed to two tenants of 1,040 sqm and 3,855 sqm. Pelorus will generate underwriting, leasing, consultancy, development and project management fees totalling over \$2 million in the current financial year.



# FUTURE DEVELOPMENTS AND RESULTS

Pelorus's forward business plan is to grow recurring fee income by allocating its capital to take advantage of opportunities. With the recent upheaval in debt markets the Group's view is that both equity and debt capital markets could become tighter with wider credit spreads. Such circumstances should generate opportunities to which Pelorus's vertically integrated business can add value, in particular, in the context of distressed properties. The WRV transaction described above is indicative of the group's skill set and business plan. The property was introduced to the group through the retail consultancy business unit within Wynn Tresidder's property services operations. Wynn Tresidder's mandate was to devise a strategy to remix and reposition the asset. During the course of this work, an opportunity arose for the site to be purchased and the Pelorus balance sheet was employed to underwrite the transaction.

On completion of the redevelopment (expected to be 12 to 18 months) Pelorus will make an offer of a \$6 million PIPES fund to retail investors to repay Pelorus's subordinated debt and if appropriate reduce bank debt. As such Pelorus will have "recycled" its capital enabling it to commit to future transactions.

In addition to new projects Pelorus's future developments and results will be generated from activities at the Bakehouse Quarter. The Bakehouse Quarter currently incorporates 35,000 sqm of new or converted office and retail premises that is anticipated to grow to over 100,000 sqm.

Development is underway on a multi-deck car park with planning well advanced on an additional 20,000 sqm of commercial and retail space including an all suites hotel, business centre, tavern, more restaurants and a wine bar. Pelorus generates growing funds, development and property management fees as well as leasing fees from this activity.

As a consequence of the BQF transactions described earlier Pelorus holds 4,906,775 units (24.6%) in the fund and intends to repatriate cash to its balance sheet by either transferring those units as a seed asset of a new opportunistic fund or by placing them with a syndicate of sophisticated or institutional investors.

### **OPTIONS**

As at the date of this report the company has granted the options shown in the following table over ordinary shares. The options expire 5 years from the listing date (20 July 2006) and are exercisable at 135% of the listing price of \$0.50. The following table shows the listed parties' relevant interest in options.

| Entity/Individual  | Options ('000) |
|--|----------------|
| Seph Glew  | 2,660          |
| Stuart Brown   | 600            |
| Guy Wynn   | 1,400          |
| Paul Tresidder   | 2,660          |
| Robin Tedder   | 1,000          |
| Interests associated with Southern Cross Equities Limited* | 920            |

\* The underwriter of the initial public offer of shares in the company.

The company has adopted an Employee Share Option Plan and an Employee Share Bonus Plan. As at the date of this report no options or shares have been allotted under these schemes.



# AUDITOR'S INDEPENDENCE DECLARATION

A copy of the auditor's independence declaration as required under Section 307C of the Corporations Act 2001 is set out in the financial report.

## ENVIRONMENTAL REGULATION AND PERFORMANCE

The consolidated entities operations are not regulated by any environmental regulation under a law of the Commonwealth or of a State or a Territory.

# **INDEMNITIES OF OFFICERS**

During the financial period the company has paid premiums to insure each of the directors named in this report along with officers of that company against all liabilities for costs and expenses incurred by them in defending any legal proceedings arising out of their conduct while acting in the capacity of director or officer of the company, other than conduct involving a willful breach of duty in relation to the Responsible Entity. The amount of the premium was \$10,000.

No indemnities have been given or insurance premiums paid, during or since the end of the financial year, for any person who is or has been an auditor to the company.

Signed in accordance with a resolution of Directors.

Stuart Brown Executive Director

Dated at Sydney the 28th day of September 2007.



# **ADDITIONAL INFORMATION**

# **CORPORATE GOVERNANCE**

The directors monitor the business affairs of the company on behalf of shareholders with a specific focus on the profitability of the business activities and the efficiency of its managers. In keeping with this consideration board positions are held by a majority of members who are significant shareholders. The board is structured to ensure the efficient interaction between the board and management. Specifically the board structure is as follows:

| Executive Board Members     | Seph Glew (Chairman)           |
|-----------------------------|--------------------------------|
|                             | Stuart Brown                   |
|                             | Guy Wynn                       |
| Non-Executive Board Members | Paul Tresidder<br>Robin Tedder |
| Independent Board Member    | Richard Hill                   |

In addition the board is focused on accountability, risk management and the ethical conduct of business. In this regard the board has established the following sub-committees:

| Audit Committee                      | Robin Tedder (Chairman)<br>Richard Hill  |
|--------------------------------------|--|
| Related Party Transactions Committee | Richard Hill (Chairman)<br>Seph Glew   |
| Investment Committee                 | Seph Glew<br>Robin Tedder  |
| Remuneration Committee               | The board notes that the remuneration and recruitment<br>of key executives and staff are issues, which are<br>fundamental to the performance of the company. As<br>a consequence the board has resolved that this issue<br>will, when required, form part of the board meeting<br>agenda for consideration by all board members. |

On 1 August 2007 Simon Hayes was appointed as Company Secretary (the position formerly held by Stuart Brown).



# **MEETING ATTENDANCES**

Attendance at the company's board and sub-committees' meetings held during the financial year are detailed below:

| Director       | Board<br>Meetings | Audit<br>Committee | Related Party<br>Transactions Committee | Investment<br>Committee |
|----------------|-------------------|--------------------|---|-------------------------|
| Meetings Held  | 18                | 5                  | 9                                       | 9                       |
| Seph Glew      | 18                | -                  | 9                                       | 9                       |
| Stuart Brown   | 17                | -                  | -                                       | -                       |
| Guy Wynn       | 18                | -                  | -                                       | -                       |
| Paul Tresidder | 18                | -                  | -                                       | -                       |
| Robin Tedder   | 16                | 5                  | -                                       | 9                       |
| Richard Hill   | 15                | 5                  | 9                                       | -                       |

# GOOD CORPORATE GOVERNANCE AND BEST PRACTICE RECOMMENDATIONS

As noted in last year's audit report the board resolved to adopt a corporate governance structure that is consistent with the ASX Corporate Governance Principles and Recommendations. As at the date of this report Pelorus had achieved compliance with the recommendations as detailed below.

### Principle 1: Lay solid foundation for management and oversight

Pelorus operates with a flat management structure. Executive directors are involved in the day to day operations of the business. Decisions at Board level are based on reports received from executive directors and the consideration of issues by executive, non-executive and independent directors at meetings. These decisions are implemented by executive directors.

## Principle 2: Structure Board to add value

The Board is structured with a combination of skills and experiences outlined in the "Information on Directors" section. The Board members' skills and experience are consistent with the business operations that Pelorus undertakes including:

- Structured finance and fund management
- Property development
- Property management and leasing.

## Principle 3: Promote ethical and responsible decision making

Pelorus has a number of work groups that meet either weekly, fortnightly or monthly. Employee conduct and decision making is discussed at these meetings. In addition Pelorus imposes restrictions on its directors and employees trading Pelorus securities when they are in possession of price-sensitive information that has not been published or made available to the general public.

### Principle 4: Safeguard integrity in financial reporting

Financial reports are prepared through the collaboration of executive directors and the Chairman. The reports are distributed prior to the Board's meeting allowing consideration by non-executive and independent members.



The Audit Committee, whose members consist of independent directors, review the auditing process for halfyearly and annual reports. The committee has direct access to the auditor during the auditing period. The committee may make a recommendation to the Board.

# Principle 5: Make timely and balanced disclosures

Pelorus has procedures for disclosure to the market so that market participants have timely opportunity to access information in regards to the company. It is the responsibility of the Chief Executive Officer and the Company Secretary to manage investor relations and the coordination of market sensitive information. Information is not published without at least two directors reviewing the release. All relevant information is published on the ASX and the company's website.

# Principle 6: Respect the rights of security holders

Pelorus undertakes a number of measures to enable its shareholders to be informed of its operations including:

- Offering shareholders who qualify the opportunity to invest in property transactions Pelorus originates
- Being available during business hours to be contacted by shareholders
- Maintaining an "Investor Key Dates" section on its website and updating the website continually
- Entitling investors to receive a copy of Pelorus's annual and half-yearly reports
- Enabling access to Pelorus's external auditor at the Annual General Meeting

# Principle 7: Recognising and managing risks

Pelorus's identifies and manages risk through a framework that the executive directors manage. Risks are reported to the Board at each Board meeting and the Chairman may call a extraordinary meeting when circumstances require.

In its capacity as a responsible entity of managed investment schemes the company has convened a compliance committee to report to the Board on compliance systems with respect to its registered schemes. The committee has a majority of independent members and an independent chair. The company's compliance practices and procedures with respect to its registered schemes are subject to external audit.

### Principle 8: Encourage enhanced performance

The Board actively encourages and promotes efficiency, innovation and entrepreneurialism and meetings are held each week to discuss issues and opportunities. Board members are available to employees at any time 7 days per week to discuss work with employees. The Board determines remuneration based on the employees performance.

### Principle 9: Remunerate fairly and responsibly

The Board is responsible for determining remuneration of its members and employees. Employees are remunerated on the basis of the Board's consideration of the employee's responsibilities and performance, the company's financial position and market conditions at the time of employment and review. Further details of the Board's approach to remuneration are detailed in the Remuneration Report.

## **Principle 10: Recognise the legitimate interests of stakeholders**

As noted in Principle 3, Pelorus has a number of work groups that meet either weekly, fortnightly or monthly. Third party and stakeholder interests and their impact on Pelorus's operations are discussed at these meetings.



### **REMUNERATION REPORT**

The Board members' compensation is detailed in Section 24(a) of the Notes to the Financial Statements. Disclosures in regards to related parties are detailed in section 22(a) of the Notes to the Financial Statements.

The Board is responsible for determining the manager's and employee's remuneration. The Board determines remuneration on the following basis:

- Remuneration is aligned with delivering returns to shareholders
- Results, innovation and entrepreneurial behaviour are recognised and rewarded

The Board members have service agreements with the company. The remuneration payable under each service agreement is subject to review each year by the Board.

There are no performance conditions within the service agreements for board members or contracts for management personnel. Any performance payments are at the discretion of the board.

# **SHAREHOLDERS**

As at 21 September 2007 the company's top 20 shareholders were:

| Investor   | Shares ('000) | Share % |
|--|---------------|---------|
| 1 LYMKEESH PTY LTD                               | 11,942        | 11.06%  |
| 2 SENO MANAGEMENT PTY LTD                        | 11,356        | 10.51%  |
| 3 CASTLEBAY PTY LTD                              | 7,785         | 7.21%   |
| 4 GLENAHILTY PTY LIMITED                         | 6,721         | 6.22%   |
| 5 KOONTA PTY LTD                                 | 5,687         | 5.27%   |
| 6 RBC DEXIA INVESTOR SERVICES                    | 4,856         | 4.50%   |
| 7 FROGSTORM PTY LTD                              | 3,481         | 3.22%   |
| 8 VALVIEW PTY LTD                                | 3,013         | 2.79%   |
| 9 NATIONAL NOMINEES LIMITED                      | 2,554         | 2.36%   |
| 10 FORTIS CLEARING NOMINEES P/L                  | 2,100         | 1.94%   |
| 11 TPIC PTY LIMITED                              | 2,000         | 1.85%   |
| 12 BELL POTTER NOMINEES LTD                      | 1,660         | 1.54%   |
| 13 TRUST COMPANY SUPERANNUATION SERVICES LIMITED | 1,539         | 1.43%   |
| 14 TRUEBELL CAPITAL PTY LTD                      | 1,430         | 1.32%   |
| 15 OLD BEAR PTY LTD                              | 1,327         | 1.23%   |
| 16 TOP DOG TRADING PTY LTD                       | 1,286         | 1.19%   |
| 17 LOST ARK NOMINEES PTY LIMITED                 | 1,017         | 0.94%   |
| 18 BALPINA PTY LTD                               | 1,000         | 0.93%   |
| 19 BOND STREET CUSTODIANS LIMITED                | 859           | 0.80%   |
| 20 GURRAVEMBI INVESTMENTS PTY LTD                | 800           | 0.74%   |



# As at 21 September 2007 the substantial shareholders in the company were:

| Investor                | Shares ('000) | Share % |
|-------------------------|---------------|---------|
| LYMKEESH PTY LTD        | 11,942        | 11.06%  |
| SENO MANAGEMENT PTY LTD | 11,356        | 10.51%  |
| CASTLEBAY PTY LTD       | 7,785         | 7.21%   |
| GLENAHILTY PTY LIMITED  | 6,721         | 6.22%   |
| KOONTA PTY LTD          | 5,687         | 5.27%   |

As at 21 September 2007 the distribution of shareholders by size of holding was:

| Category                     | No. of Holders |
|------------------------------|----------------|
| 1-1,000                      | 11             |
| 1,001-5,000                  | 87             |
| 5,001-10,000                 | 135            |
| 10,001-100,000               | 305            |
| 100,001 and over             | 97             |
| Total number of shareholders | 635            |

The company has 108,014,910 ordinary shares on issue as at 21 September 2007. All shares carry one vote per share without restrictions. All shares are quoted on the Australian Stock Exchange (stock code PPI).

# **PELORUS DETAILS**

The company's details are as follows:

| Registered Office           | Level 4, 222 Clarence Street<br>Sydney NSW 2000  |
|-----------------------------|--|
| Principle Place of Business | Level 3, 50 Yeo Street<br>Neutral Bay NSW 2000   |
| Telephone<br>Fax<br>Website | 02 9033 8611<br>02 9033 8600<br>www.pelorus.com.au   |
| Registry                    | Registries Limited<br>Level 2, 28 Margaret Street<br>Sydney NSW 2000<br>www.registriesltd.com.au |



### AUDITOR'S INDEPENDENCE DECLARATION UNDER SECTION 307C **OF THE CORPORATIONS ACT 2001**

I declare that to the best of my knowledge and belief, during the year ended 30 June 2007 there have been:

(i) no contraventions of the auditor's independence requirements as set out in the Corporations Act 2001 in relation to the audit; and

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CHARTERED ACCOUNTANTS .

(ii) no contraventions of any applicable code of professional conduct in relation to the audit.

Dated at Sydney the 28<sup>th</sup> day of September 2007.

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GLI. Chris Kirkwood

Partner

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### TO THE MEMBERS OF PELORUS PROPERTY GROUP LTD ("THE COMPANY")

#### Scope

#### The financial report and directors' responsibility

The financial report comprises the balance sheet, income statement, statement of changes in equity, statement of cash flows, accompanying notes to the financial statements and the directors' declaration for Pelorus Property Group Ltd and the consolidated entity for the year ended 30 June 2007.

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CHARTERED ACCOUNTANTS

The directors of the company are responsible for preparing a financial report that gives a true and fair view of the financial position and performance of the company and the consolidated entity, and that complies with Accounting Standards in Australia, in accordance with *Corporations Act 2001*. This includes responsibility for the maintenance of adequate accounting records and internal controls that are designed to prevent and detect fraud and error, and for the accounting policies and accounting estimates inherent in the financial report.

#### Audit approach

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

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

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

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

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

We performed procedures to assess whether the substance of business transactions was accurately reflected in the financial report. These and our other procedures did not include consideration or judgement of the appropriateness or reasonableness of the business plans or strategies adopted by the directors and management of the company.

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#### Independence

We are independent of the company, and have met the independence requirements of Australian professional ethical pronouncements and the Corporations Act 2001. In addition to our audit of the financial report, we were engaged to undertake the services disclosed in the notes to the financial report. The provision of these services has not impaired our independence.

In accordance with ASIC Class Order 05/83, we declare the best of our knowledge and belief that the auditor's independence declaration, following the Director's Report, has not changed as at the date of providing our audit opinion.

#### Audit Opinion

In our opinion, the financial report of Pelorus Property Group Ltd is in accordance with:

- (a) The Corporations Act 2001, including:
  - (i) giving a true and fair view of the financial position of the company and the consolidated entity as at 30 June 2007 and of their performance for the year ended on that date; and
  - (ii) complying with Accounting Standards in Australia and the Corporations Regulations 2001; and
- (b) Other mandatory professional reporting requirements in Australia.

Dated at Sydney the 28<sup>th</sup> day of September 2007.

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Chris Kirkwood Partner



CHARTERED ACCOUNTANTS .



# PELORUS PROPERTY GROUP LTD ABN 45 091 209 639

# **DIRECTORS' DECLARATION**

In accordance with a resolution of directors of Pelorus Property Group Ltd, I state that:

In the opinion of the directors:

- 1. the financial statements and notes of the company and of the consolidated entity are in accordance with the Corporations Act 2001, including:
  - (a) giving a true and fair view of the company's and the consolidated entity's financial position as at 30 June 2007 and of their performance for the year ended on that date;
  - (b) complying with Accounting Standards and Corporations Regulations 2001; and
- 2. there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.

On behalf of the Board

Stuart Brown Director Pelorus Property Group Ltd

Dated at Sydney the 28th day of September 2007.



ABN 45 091 209 639

### **Income Statement**

For the Year Ended 30 June 2007

|   |      | Consolidated |             | Parent      |           |  |
|---|------|--------------|-------------|-------------|-----------|--|
|   |      | 2007         | 2006        | 2007        | 2006      |  |
|   | Note | \$           | \$          | \$          | \$        |  |
| Fund Management Fees                            |      | 2,804,466    | 1,984,500   | 2,804,466   | 1,984,500 |  |
| Property Management & Leasing                   |      |              |             |             |           |  |
| Fees  |      | 4,453,387    | 3,908,989   | -           | -         |  |
| Investment income                               | 3(a) | 6,054,212    | 101,175     | 5,939,832   | 528,503   |  |
| Total revenue                                   |      | 13,312,065   | 5,994,664   | 8,744,298   | 2,513,003 |  |
| Employee costs                                  | 4(a) | (2,865,967)  | (2,293,737) | (186,363)   | -         |  |
| Marketing costs                                 |      | (13,978)     | (162,602)   | (264)       | (37,658)  |  |
| Occupancy costs                                 | 4(b) | (202,455)    | (128,303)   | -           | -         |  |
| Administrative costs                            |      | (1,225,967)  | (388,251)   | (440,474)   | (352,876) |  |
| Finance costs                                   |      | (7,485)      | (7,174)     | (365)       | (379)     |  |
| Depreciation expense                            |      | (48,306)     | (135,849)   | -           | (7,485)   |  |
| Other expenses                                  |      | (693,937)    | (609,554)   | (205,648)   | (291,305) |  |
| Profit before income tax                        |      | 8,253,970    | 2,269,194   | 7,911,184   | 1,823,300 |  |
| Taxation  | 5(b) | (2,353,678)  | (592,046)   | (2,243,456) | (323,503) |  |
| Profit for the year                             |      | 5,900,292    | 1,677,148   | 5,667,728   | 1,499,797 |  |
| Minority interest                               |      | (10,251)     | -           | -           | -         |  |
| Profit attributable to members                  |      |              |             |             |           |  |
| of the parent                                   |      | 5,890,041    | 1,677,148   | 5,667,728   | 1,499,797 |  |
|   |      |              |             |             |           |  |
| Earnings Per Share:                             |      |              |             |             |           |  |
| Continuing operations:                          |      |              |             |             |           |  |
| Basic earnings per share (cents                 |      |              |             |             |           |  |
| per share)                                      |      | 0.06         | 0.04        | -           | -         |  |
| Diluted earnings per share<br>(cents per share) |      | 0.06         | 0.04        | _           | _         |  |
|   |      | 0.00         | 0.04        |             |           |  |



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### **Balance Sheet**

30 June 2007

|                               |       | Consolidated |           | Parent     |           |  |
|-------------------------------|-------|--------------|-----------|------------|-----------|--|
|                               |       | 2007         | 2006      | 2007       | 2006      |  |
|                               | Note  | \$           | \$        | \$         | \$        |  |
| ASSETS                        |       |              |           |            |           |  |
| Current assets                |       |              |           |            |           |  |
| Cash and cash equivalents     | 6     | 1,919,694    | 671,738   | 1,773,450  | 465,705   |  |
| Trade and other receivables   | 8     | 1,962,508    | 120,566   | 1,279,748  | 773,500   |  |
| Other financial assets        | 9(a)  | 25,447,830   | 1,903,764 | 25,447,830 | 1,864,838 |  |
| Other assets                  | 12    | 8,146        | 1,488,351 | -          | 1,488,351 |  |
| Total current assets          |       | 29,338,178   | 4,184,419 | 28,501,028 | 4,592,394 |  |
| Non-current assets            |       |              |           |            |           |  |
| Other financial assets        | 9(b)  | 7,436,980    | 21,251    | 9,062,835  | 1,640,755 |  |
| Property, plant and equipment | 10    | 313,486      | 182,573   | -          | -         |  |
| Deferred tax                  | 15(a) | 46,169       | 57,790    | -          | -         |  |
| Intangible assets             | 11    | 1,544,729    | 1,544,729 | -          | -         |  |
| Total non-current assets      |       | 9,341,364    | 1,806,343 | 9,062,835  | 1,640,755 |  |
| TOTAL ASSETS                  |       | 38,679,542   | 5,990,762 | 37,563,863 | 6,233,149 |  |
| LIABILITIES                   |       |              |           |            |           |  |
| Current liabilities           |       |              |           |            |           |  |
| Trade and other payables      | 13    | 738,793      | 3,487,421 | 185,172    | 4,097,624 |  |
| Current tax payable           | 15(b) | 425,290      | 577,727   | 416,324    | 577,727   |  |
| Provisions                    | 14    | 119,027      | 156,708   | -          | -         |  |
| Total current liabilities     |       | 1,283,110    | 4,221,856 | 601,496    | 4,675,351 |  |
| Non-current liabilities       |       |              |           |            |           |  |
| Deferred tax                  | 15(b) | 1,161,245    | -         | 1,161,245  | -         |  |
| Provisions                    | 14    | 34,607       | 33,757    | -          | -         |  |
| Total non-current liabilities |       | 1,195,852    | 33,757    | 1,161,245  | -         |  |
| TOTAL LIABILITIES             |       | 2,478,962    | 4,255,613 | 1,762,741  | 4,675,351 |  |
| NET ASSETS                    |       | 36,200,580   | 1,735,149 | 35,801,122 | 1,557,798 |  |
|                               |       |              |           |            |           |  |
| EQUITY                        |       |              |           |            |           |  |
| Issued capital                | 16    | 31,742,192   | 1,556,599 | 31,742,192 | 1,556,599 |  |
| Distributable reserve         |       | 4,443,237    | 178,550   | 4,058,930  | 1,199     |  |
| Parent interest               |       | 36,185,429   | 1,735,149 | 35,801,122 | 1,557,798 |  |
| Minority equity interest      |       | 15,151       | -         | -          | -         |  |
| TOTAL EQUITY                  |       | 36,200,580   | 1,735,149 | 35,801,122 | 1,557,798 |  |
|                               |       |              |           |            |           |  |



Parent

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**Statement of Changes in Equity** 

For the Year Ended 30 June 2007

| 2007                                     |    | Parent             |                      |             |  |  |  |
|--|----|--------------------|----------------------|-------------|--|--|--|
|  |    | Ordinary<br>Shares | Retained<br>Earnings | Total       |  |  |  |
|  |    | \$                 | \$                   | \$          |  |  |  |
| Balance at 1 July 2006                   |    | 1,556,599          | 1,199                | 1,557,798   |  |  |  |
| Profit attributable to members           |    | -                  | 5,667,731            | 5,667,731   |  |  |  |
| Issue of shares                          |    | 32,067,334         | -                    | 32,067,334  |  |  |  |
| Transaction costs                        |    | (1,872,074)        | -                    | (1,872,074) |  |  |  |
| Adjustment of investment in subsidiaries |    | (9,667)            | -                    | (9,667)     |  |  |  |
| Dividends paid or provided for           | 17 | -                  | (1,610,000)          | (1,610,000) |  |  |  |
| Balance at 30 June 2007                  |    | 31,742,192         | 4,058,930            | 35,801,122  |  |  |  |

# 2006

|   |    | Ordinary<br>Shares | Retained<br>Earnings | Total       |
|---|----|--------------------|----------------------|-------------|
|   |    | \$                 | \$                   | \$          |
| Balance at 1 July 2005  |    | 75,000             | 153,652              | 228,652     |
| Profit attributable to members                                    |    | -                  | 1,499,797            | 1,499,797   |
| Issue of shares   |    | 125,000            | -                    | 125,000     |
| Restatement of prior year error in acquisition<br>of subsidiaries |    | 1,356,599          | -                    | 1,356,599   |
| Dividends paid or provided for                                    | 17 | -                  | (1,652,250)          | (1,652,250) |
| Balance at 30 June 2006   |    | 1,556,599          | 1,199                | 1,557,798   |



Consolidated

ABN 45 091 209 639

**Statement of Changes in Equity** 

For the Year Ended 30 June 2007

2007

| 2007  | Consolidated       |                      |             |  |  |
|---|--------------------|----------------------|-------------|--|--|
|   | Ordinary<br>Shares | Retained<br>Earnings | Total       |  |  |
|   | \$                 | \$                   | \$          |  |  |
| Balance at 1 July 2006  | 1,556,599          | 178,550              | 1,735,149   |  |  |
| Profit attributable to members                                      | -                  | 5,890,041            | 5,890,041   |  |  |
| Issue of shares   | 32,067,334         | -                    | 32,067,334  |  |  |
| Transaction costs   | (1,872,074)        | -                    | (1,872,074) |  |  |
| Elimination of pre-acquisition retained profits<br>on consolidation | -                  | (15,354)             | (15,354)    |  |  |
| Adjustment of investment in subsidiaries                            | (9,667)            | -                    | (9,667)     |  |  |
| Dividends paid or provided for 17                                   | -                  | (1,610,000)          | (1,610,000) |  |  |
| Balance at 30 June 2007   | 31,742,192         | 4,443,237            | 36,185,429  |  |  |
| 2006  | Consolidated       |                      |             |  |  |
|   | Ordinary<br>Shares | Retained<br>Earnings | Total       |  |  |
| Note  | \$                 | \$                   | \$          |  |  |
| Balance at 1 July 2005  | 75,000             | 153,652              | 228,652     |  |  |
| Profit attributable to members                                      | -                  | 1,677,148            | 1,677,148   |  |  |
| Issue of shares   | 125,000            | -                    | 125,000     |  |  |
| Restatement of prior year error in acquisition<br>of subsidiaries   | 1,356,599          | -                    | 1,356,599   |  |  |
| Dividends paid or provided for 17                                   | -                  | (1,652,250)          | (1,652,250) |  |  |
| Balance at 30 June 2006   | 1,556,599          | 178,550              | 1,735,149   |  |  |



ABN 45 091 209 639

### **Statement of Cash Flows**

For the Year Ended 30 June 2007

|   |      | Consolidated |             | Parent       |             |  |
|---|------|--------------|-------------|--------------|-------------|--|
|   |      | 2007         | 2006        | 2007         | 2006        |  |
|   | Note | \$           | \$          | \$           | \$          |  |
| Cash from operating activities:                         |      |              |             |              |             |  |
| Receipts from customers                                 |      | 5,791,724    | 6,482,839   | 1,916,035    | 2,182,950   |  |
| Payments to suppliers and<br>employees                  |      | (4,816,403)  | (4,125,269) | (1,387,557)  | (826,098)   |  |
| Dividends received                                      |      | 48,650       | -           | 48,650       | -           |  |
| Interest received                                       |      | 1,475,094    | 78,503      | 1,365,686    | 78,503      |  |
| Interest paid   |      | (7,485)      | (7,174)     | (365)        | (379)       |  |
| Income taxes paid                                       |      | (1,334,857)  | (76,854)    | (1,314,742)  | (50,696)    |  |
| Net cash provided by (used in)<br>_operating activities | 7(a) | 1,156,723    | 2,352,045   | 627,707      | 1,384,280   |  |
| Cash flows from investing<br>activities:                |      |              |             |              |             |  |
| Proceeds from sale of<br>investment                     |      | -            | 139,612     | -            | 23,080      |  |
| Acquisition of subsidiary, net of<br>cash acquired      |      | -            | 46,766      | -            | 46,766      |  |
| Acquisition of property, plant and<br>equipment         |      | (179,219)    | (58,266)    | -            | -           |  |
| Acquisition of other investments                        |      | (25,864,327) | (44,949)    | (25,934,168) | (44,949)    |  |
| Loans to employees                                      |      | (375,813)    | -           | (346,390)    | -           |  |
| Loans to related parties -<br>payments made             |      | (2,350,000)  | (1,785,000) | (1,900,000)  | (1,785,000) |  |
| Loans to related parties -<br>proceeds from repayments  |      | 1,785,000    | -           | 1,785,000    | -           |  |
| Net cash provided by (used in)<br>investing activities  |      | (26,984,359) | (1,701,837) | (26,395,558) | (1,760,103) |  |
| Cash flows from financing<br>activities:                |      |              |             |              |             |  |
| Proceeds from the issue of<br>share capital             |      | 30,185,592   | -           | 30,185,593   | -           |  |
| Proceeds - loans from<br>subsidiaries                   |      | -            | -           | -            | 820,000     |  |
| Dividends paid by parent entity                         |      | (3,110,000)  | (152,250)   | (3,110,000)  | (152,250)   |  |
| Net cash provided by (used in)<br>_financing activities |      | 27,075,592   | (152,250)   | 27,075,593   | 667,750     |  |
| Net increase (decreases) in cash held                   |      | 1,247,956    | 497,958     | 1,307,742    | 291,927     |  |
| Cash at beginning of financial                          |      |              |             |              |             |  |
| year  |      | 671,738      | 173,780     | 465,705      | 173,778     |  |
| Cash at end of financial year                           | 6(b) | 1,919,694    | 671,738     | 1,773,447    | 465,705     |  |



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Notes to the Financial Statements

For the Year Ended 30 June 2007

#### **1** Statement of Significant Accounting Policies

#### **General information**

#### Introduction

The financial report is a general purpose financial report that has been prepared in accordance with Australian Accounting Standards and other authoritative pronouncements of the Australian Accounting Standards Board and the *Corporations Act 2001*.

The financial report covers the economic entity of Pelorus Property Group Ltd and Controlled Entities, and Pelorus Property Group Ltd as an individual parent entity. Pelorus Property Group Ltd is a listed public company, incorporated and domiciled in Australia.

The financial report for Pelorus Property Group Ltd and controlled entities for the year ended 30 June 2007 was authorised for issue in accordance with the resolution of the directors on XX September 2007.

The financial report of Pelorus Property Group Ltd and Controlled Entities, and Pelorus Property Group Ltd as an individual parent entity comply with all Australian equivalents to International Financial Reporting Standards (AIFRS) in their entirety.

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

#### **Basis of Preparation**

#### **Reporting Basis and Conventions**

The financial report has been prepared on an accruals basis and is based on historical costs modified by the revaluation of selected non-current assets, financial assets and financial liabilities for which the fair value basis of accounting has been applied.

#### **Comparative Figures**

When required by Accounting Standards, comparative figures have been adjusted to conform to changes in presentation for the current financial year.

#### **Principals of Consolidation**

#### **Controlled entities**

A list of controlled entities is contained in Note 21 to the financial statements. All controlled entities have a June financial year-end and use consistent accounting policies.



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Notes to the Financial Statements

#### For the Year Ended 30 June 2007

#### 1 Statement of Significant Accounting Policies continued

#### Principals of Consolidation continued

#### Inter-company balances

All inter-company balances and transactions between entities in the Group, including any unrealised profits or losses, have been eliminated on consolidation. Accounting policies of subsidiaries have been changed where necessary to ensure consistencies with those policies applied by the parent entity.

Where controlled entities have entered or left the economic entity during the year, its operating results have been included from the date control was obtained or until the date control ceased.

#### **Principals of Consolidation**

A controlled entity is an entity Pelorus Property Group Ltd and Controlled Entities has the power to control the financial and operating policies of so as to obtain benefits from its activities.

#### **Minority interests**

Minority equity interests in the equity and results of the entities that are controlled are shown as a separate item in the consolidated financial report.

#### Property, Plant and Equipment

#### **General Information**

Each class of property, plant and equipment is carried at cost or fair value less, where applicable, any accumulated depreciation and impairment losses.

#### Plant and equipment

Plant and equipment are measured on the cost basis less depreciation and impairment losses.

#### Depreciation

The depreciable amount of all fixed assets is depreciated on a diminishing value basis over their useful lives to the Group commencing from the time the asset is held ready for use.

#### **Depreciation rates**

| The estimated useful lives used for each class of depreciable assets are: |                   |  |  |  |  |
|---|-------------------|--|--|--|--|
| Furniture, Fixtures and Fittings  | over 2 to 5 years |  |  |  |  |
| Office Equipment  | over 2 to 5 years |  |  |  |  |

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



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Notes to the Financial Statements

#### For the Year Ended 30 June 2007

#### 1 Statement of Significant Accounting Policies continued

#### Property, Plant and Equipment continued

#### Disposal

An item of property, plant and equipment is derecognised upon disposal or when no further economic benefits are expected from its use or disposal.

Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in profit and loss in the year the asset is derecognised.

#### **Impairment of Assets**

At each reporting date, the Group reviews the carrying values of its tangible and intangible assets to determine whether there is any indication that those assets have been impaired.

For an asset that does not generate largely independent cash inflows, the recoverable amount is determined for the cash-generating unit to which the asset belongs.

If such an indication exists, the recoverable amount of the asset, being the higher of the asset's fair value less costs to sell and value in use, is compared to the asset's carrying value. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset.

Any excess of the asset's carrying value over its recoverable amount is expensed to the income statement.

#### **Financial Instruments**

#### Recognition

Financial instruments are initially measured at cost on trade date, which includes transaction costs, when the related contractual rights or obligations exist. Subsequent to initial recognition, the Group re-evaluates this designation at each reporting period.

#### Held-for trading financial assets

A financial asset is classified in this category if acquired principally for the purpose of selling in the short term or if so designated by management and within the requirements of AASB 139: Recognition and Measurement of Financial Instruments. Realised and unrealised gains and losses arising from changes in the fair value of these assets are included in the income statement in the period in which they arise.



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Notes to the Financial Statements

For the Year Ended 30 June 2007

#### 1 Statement of Significant Accounting Policies continued

#### **Financial Instruments continued**

#### Loans and receivables

Loans and receivables including loan notes and loans to key management personnel are nonderivative financial assets with fixed or determinable payments that are not quoted in an active market and are stated at amortised cost using the effective interest rate method. Gains and losses are recognised in profit and loss when the loans and receivables are derecognised or impaired, as well as through the amortisation process.

#### Available-for-sale financial assets

Available-for-sale financial assets include any financial assets not included in the above categories. Available-for-sale financial assets are reflected at fair value. Unrealised gains and losses arising from changes in fair value are taken directly to equity until the financial assets are derecognised or determined to be impaired, at which time the cumulative gain or loss previously reported in equity is recognised in profit and loss.

#### **Financial liabilities**

Non-derivative financial liabilities are recognised at amortised cost, comprising original debt less principal payments and amortisation.

#### Fair value

Fair value is determined based on current bid prices for all quoted investments. Valuation techniques are applied to determine fair value for all unlisted securities and including recent arm's length transactions and reference to similar instruments.

#### Impairment

At each reporting date, the Group assess whether there is objective evidence that a financial instrument has been impaired. In the case of available-for-sale financial instruments, a prolonged decline in the value of the instrument is considered to determine whether an impairment has arisen. Impairment losses are recognised in the income statement.

#### Intangibles

#### Goodwill

Goodwill on consolidation is initially recorded at the amount by which the purchase price for a business or for an ownership interest in a controlled entity exceeds the fair value attributed to its net assets at date of acquisition. Goodwill on acquisitions of subsidiaries is included in intangible assets. Goodwill is tested annually for impairment and carried at cost less accumulated impairment losses.



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**Notes to the Financial Statements** 

For the Year Ended 30 June 2007

#### 1 Statement of Significant Accounting Policies continued

#### Intangibles continued

#### **Goodwill continued**

For the purpose of impairment testing, goodwill acquired in a business combination is, from the acquisition date, allocated to each of the Group's cash generating units that are expected to benefit from the synergies of the combination, irrespective of whether other assets or liabilities of the Group are assigned to those units. Each unit to which the goodwill is so allocated:

- represents the lowest level within the Group at which the goodwill is monitored for internal management purposes; and

- is not larger than a segment based on either the Group's primary or secondary reporting format determined in accordance with AASB 114 *Segment Reporting*.

Impairment is determined by assessing the recoverable amount of the cash-generating unit to which the goodwill relates. When the recoverable amount of the cash-generating unit is less than the carrying amount, an impairment loss is recognised. When goodwill forms part of a cash-generating unit and that unit is disposed of, the goodwill associated with the unit disposed of is included in the carrying amount of the unit when determining the gain or loss on disposal of the unit. Impairment losses recognised for goodwill are not subsequently reversed.

As at 30 June 2007, there is no indication that impairment exists.

#### Cash and Cash Equivalents

Cash and cash equivalents include cash on hand, deposits held at call with banks, other shortterm highly liquid investments with original maturities of three months or less, and bank overdrafts.

#### Trade and other receivables

Trade receivables are recognised and carried at original invoice amount less a provision for any uncollectible debts. An estimate for doubtful debts is made when collection of the full amount is no longer probable. Bad debts are written off as incurred.

#### Trade and other payables

Liabilities for trade creditors are carried at cost which is the fair value of the consideration to be paid in the future for goods or services received, whether or not billed to the company at balance date. The amounts are unsecured and are usually paid within 30 days of recognition.



ABN 45 091 209 639

Notes to the Financial Statements

For the Year Ended 30 June 2007

#### 1 Statement of Significant Accounting Policies continued

#### Employee Benefits

Provision is made for the company's liability for employee benefits arising from services rendered by employees to balance date. Employee benefits that are expected to be settled within one year and later than one year have been measured at their nominal amounts based on current remuneration rates plus related on-costs. Employee benefits payable later than one year have not been discounted to the present value of the estimated future cash outflows to be made for those benefits.

#### Provisions

Provisions are recognised when the group has a legal or constructive obligation, as a result of past events, for which it is probable that an outflow of economic benefits will result and that outflow can be reliably measured.

Where the Group expects some or all of a provision to be reimburse, for example under an insurance contract, the reimbursement is recognised as a separate asset but only when the reimbursement is virtually certain. The expense relating to any provision is presented in the income statement net of any reimbursement.

#### Revenue

Income from management fees in relation to PIPES managed investment schemes is recognised when it becomes legally due and payable to the company.

Revenue from property management contracts is recognised monthly in arrears.

Interest revenue is recognised on a proportional basis taking into account the interest rates applicable to the financial assets.

Dividend revenue is recognised when the right to receive a dividend has been established.

All revenue is stated net of the amount of goods and services tax (GST).

#### Income Tax

#### **Current Income Tax expense**

The charge for current income tax expense is based on the profit for the year adjusted for any non-assessable or disallowed items. It is calculated using the tax rates that have been enacted or are substantially enacted by the balance sheet date.

#### Accounting for deferred tax

Deferred tax is accounted for using the balance sheet liability method in respect of temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements. No deferred income tax will be recognised from the initial recognition of an asset or liability, excluding a business combination, where there is no effect on accounting or taxable profit or loss.



ABN 45 091 209 639

Notes to the Financial Statements

For the Year Ended 30 June 2007

#### 1 Statement of Significant Accounting Policies continued

#### Income Tax continued

#### **Deferred tax calculation**

Deferred tax is calculated at the tax rates that are expected to apply to the period when the asset is realised or liability is settled. Deferred tax is credited in the income statement except where it relates to items that may be credited directly to equity, in which case the deferred tax is adjusted directly against equity.

#### Deferred income tax assets

Deferred income tax assets are recognised to the extent that it is probable that future tax profits will be available against which deductible temporary differences can be utilised.

The carrying amount of deferred income tax assets is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred income tax asset to be utilised.

#### Benefit brought to account

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

#### **Tax consolidations**

Pelorus Property Group Ltd has elected to form a tax consolidated group with its wholly owned entities for income tax purposes under the tax consolidation regime with effect from 1 July 2005. The Group intends to enter into a tax sharing agreement whereby each entity in the group will contribute to the income tax payable in proportion to their contribution to the taxable profit of the tax consolidated group.

#### Goods and Services Tax (GST)

Revenues, expenses and assets are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable from the Australian Taxation Office. In these circumstances the GST is recognised as part of the cost of acquisition of the asset or as part of an item of the expense. Receivables and payables in the balance sheet are shown inclusive of GST.

Cash flows are presented in the cash flow statement on a gross basis, except for the GST component of investing and financing activities, which are disclosed as operating cash flows.



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Notes to the Financial Statements

#### For the Year Ended 30 June 2007

### 2 Segment Reporting

The Group's primary reporting format is business segments. There is only one geographical segment being Australia.

The operating businesses are organised and managed separately according to the nature of the products and services provided, with each segment representing a strategic business unit that offers different products and serves different markets.

The funds management segment engages in property structured finance and funds management.

The property services segment engages in integrated property services including property management, leasing and general property consultancy.

The investment segment engages in short term investing activities.

Transfer prices between business segments are set at an arms length basis in a manner similar to transactions with third parties.



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Notes to the Financial Statements

For the Year Ended 30 June 2007

### 2 Segment Reporting continued

|   | Funds Man | Funds Management |              | Property Services Investm |            | ent       | Consolid             | Consolidated         |  |
|---|-----------|------------------|--------------|---------------------------|------------|-----------|----------------------|----------------------|--|
|   | 2007      | 2006 2007 2006   |              | 2006                      | 2007       | 2006      | 2007                 | 2006                 |  |
|   | \$        | \$               | \$           | \$                        | \$         | \$        | \$                   | \$                   |  |
| REVENUE   |           |                  |              |                           |            |           |                      |                      |  |
| Revenue from<br>external<br>customers:                        |           |                  |              |                           |            |           |                      |                      |  |
| Income  | 2,804,466 | 1,984,500        | 4,453,387    | 3,908,990                 | 6,054,212  | 101,175   | 13,312,065           | 5,994,665            |  |
| Total revenue   | 2,804,466 | 1,984,500        | 4,453,387    | 3,908,990                 | 6,054,212  | 101,175   | 13,312,065           | 5,994,665            |  |
| RESULT  |           |                  |              |                           |            |           |                      |                      |  |
| Segment results   | 2,127,198 | 1,374,770        | 1,087,928    | 894,424                   | 5,038,844  | -         | 8,253,970            | 2,269,194            |  |
| Unallocated<br>expenses:                                      |           |                  |              |                           |            |           |                      |                      |  |
| Income tax expense  | -         | -                | -            | -                         | -          | -         | (2,353,678)          | (592,046)            |  |
| Net profit for the year                                       | -         | -                | -            | -                         | -          | -         | 5,900,292            | 1,677,148            |  |
| ASSETS<br>Segment assets                                      | 2,440,602 | 2,218,665        | 1,188,120    | 1,363,764                 | 35,004,650 | 2,350,543 | 38,633,372           | 5,932,972            |  |
| Unallocated assets  | -         | -                | -            | -                         | -          | -         | 46,170               | 57,790               |  |
| Total assets  | 2,440,602 | 2,218,665        | 1,188,120    | 1,363,764                 | 35,004,650 | 2,350,543 | 38,679,542           | 5,990,762            |  |
| LIABILITIES<br>Segment liabilities<br>Unallocated liabilities | 239,606   | 2,516,569<br>-   | 652,820<br>- | 1,161,317<br>-            | -          | -         | 892,426<br>1,586,536 | 3,677,886<br>577,727 |  |
| Total liabilities   | 239,606   | 2,516,569        | 652,820      | 1,161,317                 | -          | -         | 2,478,962            | 4,255,613            |  |



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Notes to the Financial Statements

For the Year Ended 30 June 2007

### 2 Segment Reporting continued

|                     | Funds Ma | inagement | Property Services |         | Investment |      | Consolidated |         |
|---------------------|----------|-----------|-------------------|---------|------------|------|--------------|---------|
|                     | 2007     | 2006      | 2007              | 2006    | 2007       | 2006 | 2007         | 2006    |
|                     | \$       | \$        | \$                | \$      | \$         | \$   | \$           | \$      |
| OTHER               |          |           |                   |         |            |      |              |         |
| Capital expenditure | -        | -         | -                 | 157,900 | -          | -    | -            | 157,900 |
| Depreciation        | -        | 7,485     | 48,306            | 128,364 | -          | -    | 48,306       | 135,849 |



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Notes to the Financial Statements

### For the Year Ended 30 June 2007

### 3 Revenue

(a) Investment income

|   | Consolid  | ated    | Parent    |         |  |
|---|-----------|---------|-----------|---------|--|
|   | 2007      | 2006    | 2007      | 2006    |  |
|   | \$        | \$      | \$        | \$      |  |
| Dividends from listed shares  | 48,650    | -       | 48,650    | -       |  |
| Dividends from subsidiaries   | -         | -       | -         | 450,000 |  |
| Sundry income   | -         | 16,889  | -         | -       |  |
| Finance income from financial<br>institutions                           | 957,975   | 47,997  | 848,567   | 47,997  |  |
| Finance income from related<br>parties                                  | 517,119   | 30,506  | 517,119   | 30,506  |  |
| Gains on disposal of assets   | 659,651   | 5,783   | 654,680   | -       |  |
| Unrealised gains on revaluation of<br>held for trading financial assets | 3,870,817 | -       | 3,870,817 | -       |  |
| Total other revenue   | 6,054,212 | 101,175 | 5,939,833 | 528,503 |  |

### 4 Included in income statement under expenses by function

### (a) Employee costs

|  | Consolid  | lated     | Parent  |      |  |
|--|-----------|-----------|---------|------|--|
|  | 2007      | 2006      | 2007    | 2006 |  |
|  | \$        | \$        | \$      | \$   |  |
| Salaries and wages   | 2,340,897 | 1,736,833 | -       | -    |  |
| Directors' fees  | 180,000   | -         | 180,000 | -    |  |
| (Decrease) / increase in liability<br>for annual leave           | (51,460)  | 156,707   | -       | -    |  |
| (Decrease) / increase in liability<br>for long service leave     | (22,349)  | 33,758    | -       | -    |  |
| Contributions to defined<br>contribution superannuation<br>funds | 239,169   | 189,545   | -       | -    |  |
| Other associated personnel expenses                              | 179,710   | 122,894   | 6,363   | -    |  |
| Total employee costs   | 2,865,967 | 2,239,737 | 186,363 | -    |  |



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### For the Year Ended 30 June 2007

#### 4 Included in income statement under expenses by function continued

(b) Occupancy costs

|  | Consolid | ated           | Parent |      |
|--|----------|----------------|--------|------|
|  | 2007     | 2007 2006 2007 | 2007   | 2006 |
|  | \$       | \$             | \$     | \$   |
| Operating lease expenses on<br>office premises | 151,048  | 128,303        | -      | -    |
| Leasing fees                                   | 51,407   | -              | -      | -    |
| Total occupancy costs                          | 202,455  | 128,303        | -      | -    |

## 5 Income Tax Expense

#### (a) The components of tax expense comprise:

|  | Consolidated |          | Parent    |         |
|--|--------------|----------|-----------|---------|
|  | 2007         | 2006     | 2007      | 2006    |
|  | \$           | \$       | \$        | \$      |
| Current tax  | 1,180,994    | 649,655  | 1,082,211 | 323,323 |
| Relating to origination and<br>reversal of temporary |              |          |           |         |
| differences  | 1,172,684    | (57,609) | 1,161,245 | -       |
| Total income tax expense                             | 2,353,678    | 592,046  | 2,243,456 | 323,323 |

# (b) The prima facie tax on profit from ordinary activities before income tax is reconciled to the income tax as follows:

|   | Consolidated |         | Parent    |           |
|---|--------------|---------|-----------|-----------|
|   | 2007         | 2006    | 2007      | 2006      |
|   | \$           | \$      | \$        | \$        |
| Prima facie tax payable on<br>profit from ordinary activities<br>before income tax at 30%<br>(2006: 30%)<br>- Consolidated entity | 2,476,191    | 680,758 | 2,373,355 | 546,990   |
| Add:  |              |         |           |           |
| Tax effect of:<br>- Amounts attributable to<br>subsidiary members of the<br>tax consolidations group                              | _            | -       | -         | (134,403) |
| - Entertainment   | 7,501        | -       | -         | -         |
| - Gross up imputation credits   | 6,255        | -       | 6,255     | -         |
| - Non allowable donations   | 68           | -       | -         | -         |
| - Penalties   | -            | 217     | -         | 217       |
| Less:   |              |         |           |           |
| T   |              |         |           |           |

Tax effect of:



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Notes to the Financial Statements

For the Year Ended 30 June 2007

#### 5 Income Tax Expense continued

(b) The prima facie tax on profit from ordinary activities before income tax is reconciled to the income tax as follows: continued

|                                   | Consolidated |         | Parent    |         |
|-----------------------------------|--------------|---------|-----------|---------|
|                                   | 2007         | 2006    | 2007      | 2006    |
|                                   | \$           | \$      | \$        | \$      |
| - Costs of issuing equity         | 115,304      | 88,929  | 115,304   | 89,301  |
| - Imputation credits offset       | 20,850       | -       | 20,850    | -       |
| - Other adjustments               | 183          | -       | -         | -       |
| Income tax attributable to entity | 2,353,678    | 592,046 | 2,243,456 | 323,503 |

#### 6 Cash and Cash Equivalents

|                     | Consolidated |         | Parent    |         |
|---------------------|--------------|---------|-----------|---------|
|                     | 2007         | 2006    | 2007      | 2006    |
|                     | \$           | \$      | \$        | \$      |
| Cash on hand        | 500          | -       | -         | -       |
| Cash at bank        | 1,919,194    | 671,738 | 1,773,450 | 465,705 |
| Total cash and cash |              |         |           |         |
| equivalents         | 1,919,694    | 671,738 | 1,773,450 | 465,705 |

#### (a) Effective Interest Rate

Cash at bank earns interest at floating rates based on daily bank deposit rates.

#### (b) Reconciliation of Cash

|   | Consolidated |         | Parent    |         |
|---|--------------|---------|-----------|---------|
|   | 2007         | 2006    | 2007      | 2006    |
|   | \$           | \$      | \$        | \$      |
| Cash at the end of the financial<br>year as shown in the cash<br>flow statement is reconciled<br>to items in the balance sheet<br>as follows: |              |         |           |         |
| Cash and cash equivalents   | 1,919,694    | 671,738 | 1,773,450 | 465,705 |
|   | 1,919,694    | 671,738 | 1,773,450 | 465,705 |



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**Notes to the Financial Statements** 

### For the Year Ended 30 June 2007

#### 7 Cash Flow Information

| (a) | Reconciliation of Cash Flow from Open<br>Net income/loss for the period  | erations with Pr<br>5,909,258 | ofit after Incor<br>1,677,148 | ne Tax<br>5,667,728 | 1,499,797   |
|-----|--|-------------------------------|-------------------------------|---------------------|-------------|
|     | Non-cash flows in profit   |                               |                               |                     |             |
|     | Depreciation   | 48,306                        | 135,849                       | -                   | 7,485       |
|     | Net (gain)/loss on disposal of<br>investments  | (659,651)                     | (5,782)                       | (654,680)           | -           |
|     | Unrealised (gains)/losses on<br>investments  | (3,870,817)                   | -                             | (3,870,817)         | -           |
|     | Correction to prior year balances  | (10,454)                      | -                             | -                   | -           |
|     | changes in assets and liabilities,<br>net of the effects of purchase<br>and disposal of subsidiaries<br>(Increase)/decrease in trade and |                               |                               |                     |             |
|     | term receivables   | (513,091)                     | (49,690)                      | 22,386              | (10,478)    |
|     | (Increase)/decrease in other<br>receivables  | (953,038)                     | (28,915)                      | (910,817)           | (731,357)   |
|     | (Increase)/decrease in other<br>assets   | -                             | (192,737)                     | -                   | (22,319)    |
|     | (Increase)/decrease in<br>prepayments  | 1,480,206                     | (1,488,351)                   | 1,488,351           | (1,488,351) |
|     | Increase/(decrease) in trade<br>payables and accruals  | (1,248,628)                   | 1,515,177                     | (2,114,286)         | 1,619,995   |
|     | Increase/(decrease) in other<br>payables   | -                             | 274,536                       | -                   | (5,302)     |
|     | Increase/(decrease) in income<br>taxes payable   | (161,403)                     | 572,600                       | (161,403)           | 572,600     |
|     | Increase/(decrease) in deferred<br>taxes balances  | 1,172,866                     | (57,790)                      | 1,161,245           | (57,790)    |
|     | Increase/(decrease) in provisions  | (36,831)                      | -                             | -                   | -           |
|     |  | 1,156,723                     | 2,352,045                     | 627,707             | 1,384,280   |



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Notes to the Financial Statements

## For the Year Ended 30 June 2007

## 8 Trade and Other Receivables

|                                   | Consolidated |         | Parent    |         |
|-----------------------------------|--------------|---------|-----------|---------|
|                                   | 2007         | 2006    | 2007      | 2006    |
|                                   | \$           | \$      | \$        | \$      |
| CURRENT                           |              |         |           |         |
| Trade receivables                 | 573,259      | 60,168  | -         | 22,386  |
| Loans to directors, managers and  |              |         |           |         |
| employees                         | 375,813      | -       | 346,390   | -       |
| Sundry debtors                    | 1,013,436    | 60,398  | 969,927   | 59,110  |
| Intercompany tax (payable) /      |              |         |           |         |
| receivable                        | -            | -       | (36,569)  | 242,004 |
| Other receivables - subsidiaries  | -            | -       | -         | 450,000 |
| Total trade and other receivables | 1,962,508    | 120,566 | 1,279,748 | 773,500 |

### 9 Financial Assets

# (a) Current financial assets

|     |   |           | Consolid                                 | lated        | Parer                  | nt                  |
|-----|---|-----------|--|--------------|------------------------|---------------------|
|     |   |           | 2007                                     | 2006         | 2007                   | 2006                |
|     |   | Note      | \$                                       | \$           | \$                     | \$                  |
|     | Held for trading investments  | 9(c)      | 23,097,830                               | 118,764      | 23,097,830             | 79,838              |
|     | Loans and receivables   | 9(d)      | 2,350,000                                | 1,785,000    | 2,350,000              | 1,785,000           |
|     | Total current financial assets  |           | 25,447,830                               | 1,903,764    | 25,447,830             | 1,864,838           |
| (b) | Non-current financial assets<br>Available for sale financial ass<br>Shares in controlled enties |           | 7,436,980<br>-                           | 21,251<br>-  | 7,436,980<br>1,625,855 | 20,000<br>1,620,755 |
|     | Total non-current financial ass   | ets       | 7,436,980                                | 21,251       | 9,062,835              | 1,640,755           |
| (c) | Held-for-trading Financial As<br>Listed securities<br>Unlisted unit trusts                      | ssets Con | n <b>prise:</b><br>656,800<br>22,441,030 | 118,764<br>- | 656,800<br>22,441,030  | 79,838<br>-         |
|     | Total held-for-trading financial  | assets    | 23,097,830                               | 118,764      | 23,097,830             | 79,838              |

Held-for trading financial assets comprise of investments in listed securities and unlisted unit trusts. The investment in unlisted unit trusts were acquired under an offer made to the unitholders of Alerick Unit Trust on 6 February 2007 and as part of the takeover bid of Bakehouse Quarter Fund which was delisted on 15 June 2007. The fair value of the listed financial assets are based on current bid prices for quoted investments and the fair value of the unlisted unit trusts are based on independent property valuations performed on the underlying properties.



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Notes to the Financial Statements

For the Year Ended 30 June 2007

### 9 Financial Assets continued

(d) Loans and receivables Comprise:

| ·                                  | Consolidated |           | Parent    |           |
|------------------------------------|--------------|-----------|-----------|-----------|
|                                    | 2007 2006    |           | 2007      | 2006      |
|                                    | \$           | \$        | \$        | \$        |
| Loans and receivables from related |              |           |           |           |
| parties                            | 2,350,000    | 1,785,000 | 2,350,000 | 1,785,000 |
| Total loans and receivables        | 2,350,000    | 1,785,000 | 2,350,000 | 1,785,000 |

Loans and receivables are recorded at amortised cost.

#### (e) Available-for-sale Financials Assets Comprise:

|                                    | Consolidated |        | Parent    |        |
|------------------------------------|--------------|--------|-----------|--------|
|                                    | 2007         | 2006   | 2007      | 2006   |
|                                    | \$           | \$     | \$        | \$     |
| Unlisted investments, at cost      |              |        |           |        |
| units in unit trusts               | 7,436,980    | 21,251 | 7,436,980 | 20,000 |
| Total available-for-sale financial |              |        |           |        |
| assets                             | 7,436,980    | 21,251 | 7,436,980 | 20,000 |

Available-for-sale financial assets comprise of investments in the units of unlisted unit trusts. The fair value of unlisted unit trusts are based on independent property valuations performed on the underlying properties.

# (f) Investments in controlled entities:

| Shares in controlled enties             | - | - | 1,625,855 | 1,620,755 |
|---|---|---|-----------|-----------|
| Total investment in controlled entities | - | - | 1,625,855 | 1,620,755 |

Investment in controlled entities are recorded at cost.



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Notes to the Financial Statements

For the Year Ended 30 June 2007

## 10 Property Plant and Equipment

|  | Consolidated |          | Parent |      |
|--|--------------|----------|--------|------|
|  | 2007         | 2006     | 2007   | 2006 |
|  | \$           | \$       | \$     | \$   |
| PLANT AND EQUIPMENT                    |              |          |        |      |
| Furniture, fixtures and fittings       |              |          |        |      |
| At cost                                | 224,905      | 81,517   | -      | -    |
| Less accumulated depreciation          | (37,578)     | (25,198) | -      | -    |
| Total furniture, fixtures and fittings | 187,327      | 56,319   | -      | -    |
| Office equipment                       |              |          |        |      |
| At cost                                | 238,067      | 202,618  | -      | -    |
| Less accumulated depreciation          | (111,908)    | (76,364) | -      | -    |
| Total office equipment                 | 126,159      | 126,254  | -      | -    |
| Total property, plant and              |              |          |        |      |
| equipment                              | 313,486      | 182,573  | -      | -    |

# (a) Movements in Carrying Amounts

Consolidated

|                             | Furniture,<br>Fixtures and<br>Fittings | Office<br>Equipment | Total    |  |
|-----------------------------|--|---------------------|----------|--|
|                             | \$                                     | \$                  | \$       |  |
| Current Year                |  |                     |          |  |
| Balance at the beginning of |  |                     |          |  |
| year                        | 56,319                                 | 126,254             | 182,573  |  |
| Additions                   | 143,389                                | 35,831              | 179,220  |  |
| Depreciation expense        | (12,381)                               | (35,926)            | (48,307) |  |
| Balance at 30 June 2007     | 187,327                                | 126,159             | 313,486  |  |
| Prior Year                  |  |                     |          |  |
| Balance at the beginning of |  |                     |          |  |
| year                        | 62,301                                 | 129,053             | 191,354  |  |
| Additions                   | 5,990                                  | 52,276              | 58,266   |  |
| Disposals                   | -                                      | (12,412)            | (12,412) |  |
| Depreciation expense        | (11,972)                               | (42,663)            | (54,635) |  |
| Carrying amount at the end  |  |                     |          |  |
| of year                     | 56,319                                 | 126,254             | 182,573  |  |



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Notes to the Financial Statements

# For the Year Ended 30 June 2007

### 11 Intangible Assets

|                           | Consolidated |                | Par            | ent            |                |             |      |
|---------------------------|--------------|----------------|----------------|----------------|----------------|-------------|------|
|                           | 2007         | 2007 2006 2007 | 2007 2006 2007 | 2007 2006 2007 | 2007 2006 2007 | 2007 2006 2 | 2006 |
|                           | \$           | \$             | \$             | \$             |                |             |      |
| Goodwill                  |              |                |                |                |                |             |      |
| Goodwill on consolidation | 1,544,729    | 1,544,729      | -              | -              |                |             |      |
| Net carrying value        | 1,544,729    | 1,544,729      | -              | -              |                |             |      |
| Total Intangibles         | 1,544,729    | 1,544,729      | -              | -              |                |             |      |

Goodwill acquired through business combinations has been allocated to the property services segment. The calculation of value in use has been based on management's budget for the 2008 financial year. Based on a discount rate of 15%, the goodwill is fully recoverable in less than 2 years.

## 12 Prepayments

|                   | Consolio | Consolidated |      | rent      |
|-------------------|----------|--------------|------|-----------|
|                   | 2007     | 2006         | 2007 | 2006      |
|                   | \$       | \$           | \$   | \$        |
| CURRENT           |          |              |      |           |
| Prepayments       | 8,146    | 1,488,351    | -    | 1,488,351 |
| Total prepayments | 8,146    | 1,488,351    | -    | 1,488,351 |

# 13 Trade and Other Payables

|                                | Consolidated |           | Parent  |           |
|--------------------------------|--------------|-----------|---------|-----------|
|                                | 2007         | 2006      | 2007    | 2006      |
|                                | \$           | \$        | \$      | \$        |
| CURRENT                        |              |           |         |           |
| Unsecured liabilities          |              |           |         |           |
| Trade payables                 | 641,895      | 1,707,401 | 110,761 | 1,533,860 |
| Loans from subsidiaries        | -            | -         | -       | 820,000   |
| Sundry payables and accrued    |              |           |         |           |
| expenses                       | 96,898       | 1,780,020 | 74,411  | 1,743,764 |
| Total trade and other payables | 738,793      | 3,487,421 | 185,172 | 4,097,624 |



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Notes to the Financial Statements

# For the Year Ended 30 June 2007

## 14 Provisions

|                                | Employee<br>entitlements | Total     |
|--------------------------------|--------------------------|-----------|
|                                | \$                       | \$        |
| Opening balance at 1 July 2006 |                          |           |
|                                | 190,465                  | 190,465   |
| Additional provisions          | 193,574                  | 193,574   |
| Amounts used                   | (230,405)                | (230,405) |
| Balance at 30 June 2007        | 153,634                  | 153,634   |

# (a) Analysis of Total Provisions

|                  | Consolid     | Consolidated |      | ent  |
|------------------|--------------|--------------|------|------|
|                  | 2007 2006 20 |              | 2007 | 2006 |
|                  | \$           | \$           | \$   | \$   |
| Current          | 119,027      | 156,708      | -    | -    |
| Non current      | 34,607       | 33,757       | -    | -    |
| Total provisions | 153,634      | 190,465      | -    | -    |

The number of employees for the group as at 30 June 2007 is 26 (2006:41)

# 15 Tax

### (a) Assets

|                               | Consolidated |        | Parent |      |
|-------------------------------|--------------|--------|--------|------|
|                               | 2007         | 2006   | 2007   | 2006 |
|                               | \$           | \$     | \$     | \$   |
| NON-CURRENT                   |              |        |        |      |
| Deferred tax assets comprise: |              |        |        |      |
| Employee entitlements         | 46,169       | 57,790 | -      | -    |
| Total non current tax assets  | 46,169       | 57,790 | -      | -    |



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# Notes to the Financial Statements

# For the Year Ended 30 June 2007

(b) Liabilities

|                                   | Consolidated |         | Parent    |         |
|-----------------------------------|--------------|---------|-----------|---------|
|                                   | 2007         | 2006    | 2007      | 2006    |
|                                   | \$           | \$      | \$        | \$      |
| CURRENT                           |              |         |           |         |
| Income tax                        | 425,290      | 577,727 | 416,324   | 577,727 |
| Total current tax liabilities     | 425,290      | 577,727 | 416,324   | 577,727 |
| NON-CURRENT                       |              |         |           |         |
| Deferred tax liability comprises: |              |         |           |         |
| Fair value adjustments            | 1,161,245    | -       | 1,161,245 | -       |
| Total non-current tax liabilities | 1,161,245    | -       | 1,161,245 | -       |

## 16 Issued Capital

## (a) Summary Table

|                      | Consolidated |           | Parent     |           |
|----------------------|--------------|-----------|------------|-----------|
|                      | 2007         | 2006      | 2007       | 2006      |
|                      | \$           | \$        | \$         | \$        |
| 107,650,320 (2006:   |              |           |            |           |
| 44,000,000) Ordinary | 31,742,192   | 1,556,599 | 31,742,192 | 1,556,599 |
| Total issued capital | 31,742,192   | 1,556,599 | 31,742,192 | 1,556,599 |

Fully paid ordinary shares carry one vote per share and carry the right to dividends.

## (b) Movement in shares on issue

| movement in shares on issue  | Consolidated |            | Parent      |            |
|--|--------------|------------|-------------|------------|
|  | 2007         | 2006       | 2007        | 2006       |
|  | No.          | No.        | No.         | No.        |
| At the beginning of reporting period   | 44,000,000   | 75,000     | 44,000,000  | 75,000     |
| Shares issued during the year:<br>Issued on Initial Public Offer                           | 48,000,000   | -          | 48,000,000  | -          |
| Issued for acquisition of Alerick Unit<br>Trust  | 839,293      | -          | 839,293     | -          |
| Dividend Reinvestment Plan   | 1,615,598    | -          | 1,615,598   | -          |
| Issued for acquisition of Bakehouse<br>Quarter Fund  | 13,195,429   | -          | 13,195,429  | -          |
| Issued for acquisition of Wynn<br>Tresidder Management Pty Ltd<br>and DDT Projects Pty Ltd |              | 114,000    |             | 114,000    |
| Issued to Reservoir Unit Trust   | -            | 2          | -           | ,          |
|  | -            | 11,000     | -           | 11,000     |
| Bonus issue to foundation shareholders   | -            | 43,800,000 | -           | 43,800,000 |
| At reporting date  | 107,650,320  | 44,000,000 | 107,650,320 | 44,000,000 |



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### Notes to the Financial Statements

# For the Year Ended 30 June 2007

## 16 Issued Capital continued

Ordinary shares participate in dividends and the proceeds on winding up of the parent entity in proportion to the number of shares held.

At the shareholders meetings, each ordinary share is entitled to one vote when a poll is called, otherwise each shareholder has one vote on a show of hands.

# 17 Dividends

### (a) Dividends and distributions paid table

Distributions paid

|  | Consolidated |           | Parent    |           |
|--|--------------|-----------|-----------|-----------|
|  | 2007         | 2006      | 2007      | 2006      |
|  | \$           | \$        | \$        | \$        |
| Payment of final fully franked<br>ordinary dividend of 3 cents<br>per share      | -            | 1,500,000 | -         | 1,500,000 |
| Payment of interim fully franked<br>ordinary dividend of 1.75<br>cents per share | 1,610,000    | -         | 1,610,000 | -         |
| Total distributions  | 1,610,000    | 1,500,000 | 1,610,000 | 1,500,000 |

#### b Balance of franking account

| _   | Consolidated |         | Parent  |         |
|---|--------------|---------|---------|---------|
|   | 2007         | 2006    | 2007    | 2006    |
|   | \$           | \$      | \$      | \$      |
| The amount of franking<br>credits available for the<br>subsequent financial year<br>are:  |              |         |         |         |
| <ul> <li>franking account balance as<br/>at the end of the financial<br/>year at 30% (2006: 30%)</li> </ul>                                 | 133,189      | 72,587  | 133,189 | 72,587  |
| <ul> <li>transferred to head entity on<br/>formation of the tax<br/>consolidated group</li> </ul>   | -            | 17,393  | -       | 17,393  |
| <ul> <li>franking credits that will arise<br/>from the payment of income<br/>tax payable as at the end of<br/>the financial year</li> </ul> | 416,324      | 577,727 | 416,324 | 577,727 |
| Total franking account balance  | 549,513      | 667,707 | 549,513 | 667,707 |



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## Notes to the Financial Statements

# For the Year Ended 30 June 2007

## 18 Auditors' Remuneration

## Auditor's Remuneration

|   | Consolidated |        | Parent |        |
|---|--------------|--------|--------|--------|
|   | 2007         | 2006   | 2007   | 2006   |
|   | \$           | \$     | \$     | \$     |
| <ul> <li>Remuneration of the auditor of the parent entity for:</li> <li>Auditing or reviewing the financial report</li> <li>Auditing or reviewing the financial report of the Managed Investment Schemes for whom PPGL acts as</li> </ul> | 61,684       | 40,000 | 48,384 | 40,000 |
| Responsible Entity  | 16,500       | 16,600 | 16,500 | 16,600 |
| - Taxation services   | 8,000        | 15,400 | 8,000  | 15,400 |
| - Other services  | 4,000        | 5,000  | 4,000  | 5,000  |

### **19** Capital and Leasing Commitments

## **Operating Lease Commitments**

| Non-cancellable operating leases contracted t | for but not capitalis | sed in the financ | ial statements     | 3    |     |
|---|-----------------------|-------------------|--------------------|------|-----|
|   | Consolidated          |                   | Consolidated Paren |      | ent |
|   | 2007                  | 2006              | 2007               | 2006 |     |
|   | \$                    | \$                | \$                 | \$   |     |
| Payable - minimum lease payments              |                       |                   |                    |      |     |
| - not later than 12 months                    | 151,048               | 118,808           | -                  | -    |     |
| Total operating lease commitments             | 151,048               | 118,808           | -                  | -    |     |

## **Capital Commitments**

The group has entered into a contract on 11 April 2007 to acquire a property on Woodville Road, Villawood on behalf of the new WRV Fund. The contract is due for settlement on 11 September 2007 with the balance of \$9,054,000 payable upon settlement (30 June 2006: Nil).

### 20 Events After the Balance Sheet Date

Please refer to the Directors' Report for detailed information on events subsequent to balance date.



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## Notes to the Financial Statements

# For the Year Ended 30 June 2007

#### 21 Controlled Entities

|   | Country of<br>incorporation         | Percentage<br>Owned | Percentage<br>Owned |
|---|-------------------------------------|---------------------|---------------------|
| Name  |                                     | 2007                | 2006                |
| Parent Entity:<br>Pelorus Property Group Ltd  | Australia                           |                     |                     |
| Subsidiaries of parent entity:<br>Wynn Tresidder Management Pty Limited<br>DDT Projects Pty Limited<br>Capital Storage Services Pty Ltd | Australia<br>Australia<br>Australia | 100<br>100<br>51    | 100<br>100<br>100   |

# 22 Related party transactions

## (a) Detailed table

|                                   | Consolidated |               | Parer     | nt   |
|-----------------------------------|--------------|---------------|-----------|------|
|                                   | 2007         | 2006          |           |      |
|                                   | \$           | \$            | 2007      | 2006 |
| Management fees received          |              |               |           |      |
| Kirela Pty Ltd (Bakehouse Quarter | 4 007 457    | 4 0 4 0 0 0 7 | 4 504 777 |      |
| Fund)                             | 1,907,457    | 1,213,037     | 1,581,777 | -    |
| JPS Properties Pty Ltd            | 34,189       | 16,800        | -         | -    |
| Mosman Branch Pty Ltd             | 16,200       | 5,400         | -         | -    |
| Alerik Pty Ltd                    | 191,125      | 136,010       | 146,555   | -    |
| Claremont Street Pty Ltd          | 5,700        | 4,800         | -         | -    |
| Capital Storage Services Pty Ltd  |              |               |           |      |
| (Pelorus Storage Fund)            | 18,398       | -             | -         | -    |
| Planloc Pty Ltd (Pelorus Penrith  |              |               |           |      |
| Fund)                             | 98,272       | 108,002       | 78,687    | -    |
| IPUT Nominees Pty Ltd             | -            | 969,500       | -         | -    |
| Valview Pty Ltd                   | -            | 400,000       | -         | -    |
| Total                             | 2,271,341    | 2,853,549     | 1,807,019 | -    |
| Rent paid                         |              |               |           |      |
| JPS Properties Pty Ltd            | 151,048      | 160,051       | -         | -    |
| Total                             | 151,048      | 160,051       | -         | -    |
| Consultancy fees paid             |              |               |           |      |
| Frogstorm Pty Ltd                 | 257,109      | -             | 142,829   | -    |
| Castle Bay Pty Ltd                | 257,142      | -             | 85,714    | -    |
| IPUT Nominees Pty Ltd             | -            | 57,637        | -         | -    |
| Total                             | 514,251      | 57,637        | 228,543   | -    |
| Interest received                 |              |               |           |      |
| Frogstorm Pty Ltd                 | 7,680        | -             | 7,680     | -    |
| Planloc Pty Ltd                   | 179,393      | -             | 179,393   | -    |
| Claremont Street Pty Ltd          | 103,867      | -             | 103,867   | -    |
| -                                 |              |               |           |      |



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Notes to the Financial Statements

# For the Year Ended 30 June 2007

## 22 Related party transactions continued

# (a) Detailed table continued

|                           | Consolidated |           | Parent    |           |
|---------------------------|--------------|-----------|-----------|-----------|
|                           | 2007         | 2006      | 2007      | 2006      |
|                           | \$           | \$        | \$        | \$        |
| Kirela Pty Ltd            | 67,458       | 30,506    | 67,458    | 30,506    |
| Pelorus Storage Fund      | 56,217       | -         | 56,217    | -         |
| JPS Properties Pty Ltd    | 102,504      | -         | 102,504   | -         |
| Total                     | 517,119      | 30,506    | 517,119   | 30,506    |
| Loans to related parties: |              |           |           |           |
| JPS Properties Pty Ltd    | 2,100,000    | -         | 2,100,000 | -         |
| Frogstorm Pty Ltd         | 250,000      | -         | 250,000   | -         |
| Valview Pty Ltd           | -            | 1,785,000 | -         | 1,785,000 |
| Total                     | 2,350,000    | 1,785,000 | 2,350,000 | 1,785,000 |

# (b) Identification of Related Parties

| Planloc Pty Ltd:<br>(Pelorus Penrith Fund)                  | Seph Glew, Paul Tresidder  |
|---|--|
| Kirela Pty Ltd:<br>(Bakehouse Quarter Fund)                 | Seph Glew, Paul Tresidder, Robin Tedder, Stuart Brown, Guy<br>Wynn, Richard Hill |
| JPS Properties Pty Ltd:                                     | Seph Glew, Paul Tresidder  |
| Mosman Branch Pty Ltd:                                      | Seph Glew, Paul Tresidder  |
| Alerik Pty Ltd:   | Seph Glew, Paul Tresidder, Robin Tedder, Stuart Brown, Guy                       |
|   | Wynn, Richard Hill   |
| Claremont Street Pty Ltd:                                   | Seph Glew, Paul Tresidder  |
| Frogstorm Pty Ltd:  | Stuart Brown   |
| Koonta Pty Ltd:   | Robin Tedder   |
| Valview Pty Ltd:  | Seph Glew, Paul Tresidder  |
| IPUT Nominees Pty Ltd:                                      | Seph Glew, Paul Tresidder  |
| Old Bear Pty Ltd:   | David Tresidder  |
| Castle Bay Pty Ltd:   | Guy Wynn   |
| Capital Storage Services Pty Ltd:<br>(Pelorus Storage Fund) | Seph Glew, Paul Tresidder, Robin Tedder, Stuart Brown,<br>Guy Wynn, Richard Hill |



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Notes to the Financial Statements

### For the Year Ended 30 June 2007

## 22 Related party transactions continued

#### (c) Beneficial Holdings

The direct, indirect and beneficial holding of directors and their director-related entities in the share and share options of the company as at 30 June 2007 was:

Shares: 50,936,687 (2006: 44,000,000) Ordinary shares

#### (d) Property management and leasing fees received

The consolidated entity receives property management and and leasing fees from various related parties. These fees are paid under a property management agreement and the fees charged are determined with reference to arm's length commercial rates.

#### (e) Funds management fees

Funds management fees are provided for in the fund constituent documents and fees charged are determined with reference to arm's length commercial rates.

#### (f) Rental expenses

Rent is paid to JPS Properties Pty Ltd for use of the Group's Neutral Bay head office premises. The rent paid is subject to a lease which is determined with reference to arm's length commercial rates.

#### (g) Consultancy fees

The Group has entered into consultancy arrangements for the services of Stuart Brown and Guy Wynn. The fees charged are subject to consultancy agreements and rate charged are determined with reference to arm's length commercial rates.

#### (h) Loans to related parties

#### JPS Properties Pty Ltd

\$2,100,000 was loaned to JPS Properties Pty Ltd. The loan is secured by an equitable mortgage over real property and the company has the power of attorney to increase the senior debt in order to recover the loan. Interest is charged at the rate of the Bank Bill Swap Rate plus a margin of 1.25% per annum. The loan was subsequently repaid on 12 July 2007.

#### Old Bear Pty Ltd and Frogstorm Pty Ltd

Loans were made to Old Bear Pty Ltd and Frogstorm Pty Ltd, entities associated with David Tresidder and Stuart Brown. The loans are secured by shares in Pelorus Property Group Ltd and interest is currently charged at 7.75% per annum.



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#### Notes to the Financial Statements

#### For the Year Ended 30 June 2007

## 23 Founding shareholder options

Directors related entities have relevant interests in options over shares in the company as set out below. The options have a five year term commencing on 20 July 2006 and are exercisable at any time prior to their expiry at a price of 67.5 cents per share.

|                | Options   |
|----------------|-----------|
|                | \$        |
| Seph Glew      | 2,660,000 |
| Guy Wynn       | 1,400,000 |
| Stuart Brown   | 600,000   |
| Paul Tresidder | 2,660,000 |
| Robin Tedder   | 1,000,000 |
| Total          | 8,320,000 |

#### 24 Key Management Personnel Compensation

### (a) Key Management Personnel

Names and positions held of key management personnel in office at any time during the financial year are: Key Management Person Position

| <u>Directors</u> |  |
|------------------|--|
| Seph Glew        | Executive Chairman                                   |
| Guy Wynn         | Managing Director                                    |
| Stuart Brown     | Chief Operating Officer & Chief<br>Financial Officer |
| Paul Tresidder   | Executive Director                                   |
| Robin Tedder     | Non Executive Director                               |
| Richard Hill     | Non Executive Director                               |

#### **Executives**

Non identified other than those named as directors

## (b) Key Management Personnel Compensation

30 June 2007 Total **Consulting fees Director fees** \$ \$ \$ Guy Wynn 257,142 257,142 Stuart Brown 257,109 257,109 40,000 Robin Tedder 40,000 40,000 **Richard Hill** 40,000 40,000 Paul Tresidder 40,000 60,000 60,000 Seph Glew 514,251 180,000 694,251



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Notes to the Financial Statements

## For the Year Ended 30 June 2007

### 24 Key Management Personnel Compensation continued

### (b) Key Management Personnel Compensation continued

| 30 June 2006 |                 |                | Total   |
|--------------|-----------------|----------------|---------|
|              | Consulting fees | Directors fees |         |
|              | \$              | \$             | \$      |
| Stuart Brown | 104,286         | -              | 104,286 |
| Robin Tedder | -               | 30,000         | 30,000  |
|              | 104,286         | 30,000         | 134,286 |

## (c) Relevant interests

The directors have relevant interests in shares of the company as set out in the following table.

|                          | Balance<br>1/07/2006 | Options<br>Exercised | Net Change<br>Other* | Balance<br>30/06/2007 |  |
|--------------------------|----------------------|----------------------|----------------------|-----------------------|--|
| Key Management Personnel |                      |                      |                      |                       |  |
| Seph Glew                | 14,638,000           | -                    | 1,032,167            | 15,670,167            |  |
| Guy Wynn                 | 7,704,000            | -                    | 288,590              | 7,992,590             |  |
| Stuart Brown             | 5,720,000            | -                    | 883,753              | 6,603,753             |  |
| Paul Tresidder           | 14,630,000           | -                    | 1,018,135            | 15,648,135            |  |
| Robin Tedder             | 7,920,000            | -                    | 807,703              | 8,727,703             |  |
| Total shareholding       | 50,612,000           | -                    | 4,030,348            | 54,642,348            |  |

\* Net change other refers to shares purchased or sold during the financial year.

#### 25 Financial Instruments

#### a Financial Risk Management - Financial Risks

The Group's principal financial instruments are cash, loans receivables and investments in listed securities. Additionally, the Group has various other financial instruments such as trade debtors and trade creditors, which arise directly from its operations.

The main risks the Group is exposed to through it's financial instruments are interest rate risk, price risk and credit risk.

The management reviews and agrees policies for managing each of these risks and they are summarised below.

#### b Interest rate risk

The Group has exposure to market risk for changes in interest rates which primarily relates to income received on operating cash balances and related party loans.



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Notes to the Financial Statements

For the Year Ended 30 June 2007

### 25 Financial Instruments continued

#### c Price Risk

The Group is exposed to price risk through the fluctuction of share prices for listed securities held by the Group.

## d Credit Risk

The maximum exposure to credit risk, excluding the value of any collateral or other security, at balance date to recognised financial assets, is the carrying amount, net of any provisions for impairment of those assets, as disclosed in the balance sheet and notes to the financial statements.

Credit risk for financial instruments arises from the potential failure by counter-parties to the contract to meet their obligations.

The economic entity has credit risk exposure to related parties loans receivables under financial instruments entered into by the economic entity.



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Notes to the Financial Statements

For the Year Ended 30 June 2007

### 25 Financial Instruments continued

### (e) Fair values

The fair values of the following financial instruments differ from their carrying amounts shown in the balance sheet:

|                                     |                 | Consolic   | lated           |            | Parent             |            |                    |            |
|-------------------------------------|-----------------|------------|-----------------|------------|--------------------|------------|--------------------|------------|
|                                     | 20              | 07         | 2006            |            | 2007               |            | 2006               |            |
|                                     | Carrying amount | Fair value | Carrying amount | Fair value | Carrying<br>amount | Fair value | Carrying<br>amount | Fair value |
|                                     | \$              | \$         | \$              | \$         | \$                 | \$         | \$                 | \$         |
| Financial assets                    |                 |            |                 |            |                    |            |                    |            |
| Cash                                | 1,919,694       | 1,919,694  | 671,738         | 671,738    | 1,773,450          | 1,773,450  | 465,705            | 465,705    |
| Trade receivables                   | 713,223         | 713,223    | 60,168          | 60,168     | 139,964            | 139,964    | 22,386             | 22,386     |
| Loans receivables                   | 2,539,041       | 2,539,041  | 1,785,000       | 1,785,000  | 2,539,041          | 2,539,041  | 1,785,000          | 1,758,000  |
| Held for trading financial assets   | 23,108,902      | 23,108,902 | 118,764         | 118,764    | 23,108,902         | 23,108,902 | 79,838             | 79,838     |
| Available for sale financial assets | 7,436,980       | 7,436,980  | 21,251          | 21,251     | 7,436,980          | 7,436,980  | 20,000             | 20,000     |
| Financial liabilities               |                 |            |                 |            |                    |            |                    |            |
| Trade payables                      | 636,795         | 636,795    | 1,707,401       | 1,707,401  | 105,661            | 105,661    | 1,533,860          | 1,533,860  |
| Total                               | 36,354,635      | 36,354,635 | 4,364,322       | 4,364,322  | 35,103,998         | 35,103,998 | 3,906,789          | 3,879,789  |



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Notes to the Financial Statements

For the Year Ended 30 June 2007

#### 25 Financial Instruments continued

#### f Interest Rate Risk

The economic entity's exposure to interest rate risk, which is the risk that a financial instruments value will fluctuate as a result of changes in market interest rates and the effective weighted average interest rates on classes of financial assets and financial liabilities, is as follows:

|                                | Weighted Average<br>Effective Interest<br>Rate |      | Floating Interest Rate |         | Maturing within 1 Year |           | Non-interest Bearing |           | Total     |           |
|--------------------------------|--|------|------------------------|---------|------------------------|-----------|----------------------|-----------|-----------|-----------|
|                                | 2007   | 2006 | 2007                   | 2006    | 2007                   | 2006      | 2007                 | 2006      | 2007      | 2006      |
|                                | %  | %    | \$                     | \$      | \$                     | \$        | \$                   | \$        | \$        | \$        |
| Financial Assets:              |  |      |                        |         |                        |           |                      |           |           |           |
| Cash and cash equivalents      | 5.30   | 3.00 | 1,919,694              | 671,736 | -                      | -         | -                    | -         | 1,919,694 | 671,736   |
| Trade receivables              | -  | -    | -                      | -       | -                      | -         | 713,223              | 60,168    | 713,223   | 60,168    |
| Loan receivables               | 7.75   | 7.00 | -                      | -       | 2,539,041              | 1,785,000 | -                    | -         | 2,539,041 | 1,785,000 |
| Total Financial<br>Assets      |  |      | 1,919,694              | 671,736 | 2,539,041              | 1,785,000 | 713,223              | 60,168    | 5,171,958 | 2,516,904 |
| Financial<br>Liabilities:      |  |      |                        |         |                        |           |                      |           |           |           |
| Trade and sundry<br>payables   | -  | -    | -                      | -       | -                      | -         | 636,795              | 1,707,401 | 636,795   | 1,707,401 |
| Total Financial<br>Liabilities |  |      |                        |         | -                      |           | 636,795              | 1,707,401 | 636,795   | 1,707,401 |



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Notes to the Financial Statements

For the Year Ended 30 June 2007

# 26 Company Details

# Principal place of business

The principal place of business of the company is: Pelorus Property Group Ltd and Controlled Entities Level 3, 50 Yeo Street Neutral Bay NSW 2089