

**AUSTRALIAN FEDERATION OF INTERNATIONAL FORWARDERS  
(A Company Limited by Guarantee)  
A.B.N. 43 008 576 681  
AND CONTROLLED ENTITIES**

**FINANCIAL REPORT  
FOR THE YEAR ENDED  
30TH JUNE 2008**

**AUSTRALIAN FEDERATION OF INTERNATIONAL FORWARDERS**  
**(A Company Limited by Guarantee)**  
**A.B.N. 43 008 576 681**  
**AND CONTROLLED ENTITIES**

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**AUSTRALIAN FEDERATION OF INTERNATIONAL FORWARDERS**  
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**DIRECTORS' REPORT**

Your directors present their report on the company and its controlled entities for the financial year ended 30th June 2008.

**DIRECTORS**

The following persons hold office as directors of the parent entity at the date of this report:

| <b>Name</b>                  | <b>Special Duties</b> |
|------------------------------|-----------------------|
| Paul Clifford Angel          | Director, Secretary   |
| Paul Golland                 | Director              |
| Fritz Freidrich Heinzmann    | Director, Chairman    |
| Christopher Ralph Jensen     | Director              |
| Robert Michael Kasch         | Director              |
| Jacqueline Patricia McCombie | Director              |
| James Merrigan               | Director              |
| Stuart McFarlane             | Director              |
| Elton James McKay            | Director              |
| Mark James Willis            | Director              |

**PRINCIPAL ACTIVITIES**

The principal activity of the economic entity during the financial year was:

- the collection and dissemination of information on freight forwarding;

No significant change in the nature of the principal activity occurred during the financial year.

**NUMBER OF MEMBERS**

The number of members registered in the register of members at the date of this report is 161 (2007 - 164).

**FINANCIAL RESULTS**

The net result of the economic entity for the financial year was a surplus of \$27,098.89 (2007 result surplus \$1,483.85).

**REVIEW OF OPERATIONS**

A review of the operations of the company is included in the attached Report of the Chairman and the Chief Executive Officer. The results of the operations are as set out in the accounts.

**DIVIDENDS**

In accordance with the Constitution of the parent entity, no dividends can be paid and, no dividend has been paid or is recommended to be paid.

**AFTER BALANCE DATE EVENTS**

There is, at the date of this report, no matter or circumstance which has arisen since 30th June 2008 that has significantly affected or may significantly affect: -

- (a) the operations of the company;
- (b) the results of those operations; or
- (c) the state of affairs of the company,

in financial years subsequent to 30th June 2008.

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**FUTURE DEVELOPMENTS**

The directors believe, on reasonable grounds, that to include in this report particular information regarding future developments in the operations of the company and the expected results of those operations in financial years after the financial year just ended would be likely to result in unreasonable prejudice to the company. Accordingly, this information has not been included in this report.

**DIRECTORS EMOLUMENTS**

No director has any interest in any contract or proposed contract with the company and no director of the company has received or become entitled to receive a benefit (other than a benefit included in the aggregate shown in the financial statements) by reason of a contract made or proposed by the company or a related corporation with the director or with a firm of which he is a member, or with a company in which he has a substantial financial interest.

**MEETING OF DIRECTORS**

| <b>Name</b>                  | <b>Meeting<br/>Eligible to<br/>Attend</b> | <b>Meetings<br/>Attended</b> | <b>Apologies/<br/>Leave of<br/>Absence</b> |
|------------------------------|---|------------------------------|--|
| Paul Clifford Angel          | 5   | 3                            | 2  |
| Paul Golland                 | 5   | 5                            | -  |
| Fritz Freidrich Heinzmann    | 5   | 5                            | -  |
| Christopher Ralph Jensen     | 5   | 5                            | -  |
| Robert Michael Kasch         | 5   | 5                            | -  |
| Michael Lofaro               | 3   | 1                            | 2  |
| Jacqueline Patricia McCombie | 2   | 2                            | -  |
| James Merrigan               | 2   | 1                            | 1  |
| Stuart McFarlane             | 5   | 3                            | 2  |
| Elton James McKay            | 5   | 3                            | 2  |
| Mark James Willis            | 5   | 4                            | 1  |

**INDEMNIFYING OFFICERS**

The economic entity has provided for and paid premiums during the year for current directors and officers' liability insurance. The insurance is in respect of legal liability for damages and legal costs arising from claims made by reason of any omission or acts (other than dishonesty) by them, whilst acting in their individual or collective capacity as directors or officers of the economic entity.

**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 on page 5.

Signed in accordance with a resolution of the Board of Directors:

**Stuart McFARLANE**  
(Director)

**Paul Clifford ANGEL**  
(Director)

Dated this        day of

2008.

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**Auditor's Independence Declaration Under Section 307C of the Corporations Act 2001**  
**to the Directors of the Australian Federation of International Forwarders Limited**

I declare that, to the best of my knowledge and belief, during the year ended 30th June 2008 there have been:

- i) no contraventions of the auditor independence requirements as set out in the *Corporations Act 2001* in relation to the audit; and
- ii) no contraventions of any applicable code of professional conduct in relation to the audit.

**T W MOON**

Registered Company Auditor

**MoonCunningham**

6-10 Tooronga Terrace  
BEVERLY HILLS NSW 2209  
Dated this 21st day of October 2008.

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**INCOME STATEMENT**  
**YEAR ENDED 30TH JUNE 2008**

|   | Note | ECONOMIC ENTITY |              | PARENT ENTITY |              |
|---|------|-----------------|--------------|---------------|--------------|
|   |      | 2008            | 2007         | 2008          | 2007         |
|   |      | \$              | \$           | \$            | \$           |
| Revenues from ordinary activities   | 2    | 1,178,354.31    | 1,195,907.59 | 1,178,354.31  | 1,195,907.59 |
| Employee benefits expense   |      | (360,583.86)    | (322,284.61) | (360,583.86)  | (322,284.61) |
| Depreciation and amortisation expenses  | 3    | (5,805.19)      | (7,115.23)   | (5,805.19)    | (7,115.23)   |
| Other expenses from ordinary activities   |      | (784,866.37)    | (865,023.90) | (784,866.37)  | (865,023.90) |
| <b>Net Profit/(Loss) Before Income Tax Expense</b>  |      |                 |              |               |              |
| <b>Tax Expense</b>  | 3    | 27,098.89       | 1,483.85     | 27,098.89     | 1,483.85     |
| Income tax expense  | 1b   | -               | -            | -             | -            |
|   | 4    |                 |              |               |              |
| <b>Net Profit/(Loss) After Income Tax Expense</b>   |      |                 |              |               |              |
|   |      | 27,098.89       | 1,483.85     | 27,098.89     | 1,483.85     |
| Net increase (decrease) in Asset Revaluation Reserve  | 6    | (7,161.86)      | 6,022.52     | (7,161.86)    | 6,022.52     |
| <b>Total changes in equity other than those resulting from transactions with owners as owners</b> |      |                 |              |               |              |
|   |      | 19,937.03       | 7,506.37     | 19,937.03     | 7,506.37     |

The Income Statement should be read in conjunction with the notes to the financial statements.

**AUSTRALIAN FEDERATION OF INTERNATIONAL FORWARDERS**  
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**BALANCE SHEET**  
**YEAR ENDED 30TH JUNE 2008**

|                                  | Note | ECONOMIC ENTITY   |                   | PARENT ENTITY     |                   |
|----------------------------------|------|-------------------|-------------------|-------------------|-------------------|
|                                  |      | 2008<br>\$        | 2007<br>\$        | 2008<br>\$        | 2007<br>\$        |
| <b>CURRENT ASSETS</b>            |      |                   |                   |                   |                   |
| Cash assets                      | 7    | 267,364.38        | 217,871.27        | 267,364.38        | 217,871.27        |
| Receivables                      | 8    | 27,719.10         | 46,464.14         | 27,719.10         | 46,464.14         |
| Other financial assets           | 9    | 42,207.74         | 927.76            | 42,207.74         | 927.76            |
| Inventories                      | 10   | 2,677.36          | 3,550.68          | 2,677.36          | 3,550.68          |
| <b>TOTAL CURRENT ASSETS</b>      |      | <b>339,968.58</b> | <b>268,813.85</b> | <b>339,968.58</b> | <b>268,813.85</b> |
| <b>NON-CURRENT ASSETS</b>        |      |                   |                   |                   |                   |
| Other financial assets           | 9    | 27,057.87         | 32,733.55         | 27,057.87         | 32,733.55         |
| Property, plant and equipment    | 11   | 14,767.80         | 20,572.99         | 14,767.80         | 20,572.99         |
| Controlled Entities              | 12   | 24,158.31         | 24,158.31         | -                 | -                 |
| Intangibles                      | 13   | 100,000.00        | 100,000.00        | 127,558.36        | 127,558.36        |
| <b>TOTAL NON-CURRENT ASSETS</b>  |      | <b>165,983.98</b> | <b>177,464.85</b> | <b>169,384.03</b> | <b>180,864.90</b> |
| <b>TOTAL ASSETS</b>              |      | <b>505,952.56</b> | <b>446,278.70</b> | <b>509,352.61</b> | <b>449,678.75</b> |
| <b>CURRENT LIABILITIES</b>       |      |                   |                   |                   |                   |
| Payables                         | 14   | 80,461.11         | 76,581.91         | 80,461.11         | 76,581.91         |
| Other Liabilities                | 15   | 48,719.74         | 40,992.42         | 48,719.74         | 40,992.42         |
| Provisions                       | 16   | 35,524.28         | 7,393.97          | 35,524.28         | 7,393.97          |
| <b>TOTAL CURRENT LIABILITIES</b> |      | <b>164,705.13</b> | <b>124,968.30</b> | <b>164,705.13</b> | <b>124,968.30</b> |
| <b>TOTAL LIABILITIES</b>         |      | <b>164,705.13</b> | <b>124,968.30</b> | <b>164,705.13</b> | <b>124,968.30</b> |
| <b>NET ASSETS</b>                |      | <b>341,247.43</b> | <b>321,310.40</b> | <b>344,647.48</b> | <b>324,710.45</b> |
| <b>EQUITY</b>                    |      |                   |                   |                   |                   |
| Reserves                         | 6    | 23,008.15         | 30,170.01         | 23,008.15         | 30,170.01         |
| Retained profits                 | 5    | 318,239.28        | 291,140.39        | 321,639.33        | 294,540.44        |
| <b>TOTAL EQUITY</b>              |      | <b>341,247.43</b> | <b>321,310.40</b> | <b>344,647.48</b> | <b>324,710.45</b> |

The Balance Sheet should be read in conjunction with the notes to the financial statements.

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**STATEMENTS OF CHANGES IN EQUITY**  
**YEAR ENDED 30TH JUNE 2008**

**ECONOMIC ENTITY**

|   | Note | Retained<br>Profits | Asset<br>Revaluation<br>Reserve |
|---|------|---------------------|---------------------------------|
|   |      | \$                  | \$                              |
| <b>Balance at 1 July 2006</b>                                       |      | 289,656.54          | 24,147.49                       |
| Result Attributable to members of economic entity                   |      | 1,483.85            |                                 |
| Transfer to Asset Revaluation Reserve on revaluation of investments |      |                     |                                 |
| – BT Investment   | 6    |                     | 949.82                          |
| – Qantas Shares   | 6    |                     | 5,072.70                        |
| <b>Balance at 30 June 2007</b>                                      |      | 291,140.39          | 30,170.01                       |
| Result Attributable to members of economic entity                   |      | 27,098.89           |                                 |
| Revaluation increment (decrement)                                   |      |                     |                                 |
| – BT Investment   | 6    |                     | (2,218.50)                      |
| – Qantas Shares   | 6    |                     | (4,943.36)                      |
| <b>Balance at 30 June 2008</b>                                      |      | 318,239.28          | 23,008.15                       |

**PARENT ENTITY**

|   | Note | Retained<br>Profits | Asset<br>Revaluation<br>Reserve |
|---|------|---------------------|---------------------------------|
|   |      | \$                  | \$                              |
| <b>Balance at 1 July 2006</b>                                       |      | 293,056.59          | 24,147.49                       |
| Result Attributable to members of parent entity                     |      | 1,483.85            |                                 |
| Transfer to Asset Revaluation Reserve on revaluation of investments |      |                     |                                 |
| – BT Investment   | 6    |                     | 949.82                          |
| – Qantas Shares   | 6    |                     | 5,072.70                        |
| <b>Balance at 30 June 2007</b>                                      |      | 294,540.44          | 30,170.01                       |
| Result Attributable to members of parent entity                     |      | 27,098.89           |                                 |
| Revaluation increment (decrement)                                   |      |                     |                                 |
| – BT Investment   | 6    |                     | (2,218.50)                      |
| – Qantas Shares   | 6    |                     | (4,943.36)                      |
| <b>Balance at 30 June 2008</b>                                      |      | 321,639.33          | 23,008.15                       |

The Statements of Changes in Equity should be read in conjunction with the notes to the financial statements.

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**STATEMENT OF CASH FLOWS**  
**YEAR ENDED 30TH JUNE 2008**

|  | Note | ECONOMIC ENTITY   |                   | PARENT ENTITY     |                   |
|--|------|-------------------|-------------------|-------------------|-------------------|
|  |      | 2008              | 2007              | 2008              | 2007              |
|  |      | \$                | \$                | \$                | \$                |
| <b>Cash Flows from Operating Activities</b>                |      |                   |                   |                   |                   |
| Receipts from Customers                                    |      | 1,182,198.10      | 1,175,455.79      | 1,182,198.10      | 1,175,455.79      |
| Interest and Dividends                                     |      | 15,959.22         | 9,466.44          | 15,959.22         | 9,466.44          |
| Payments to suppliers of                                   |      | (1,147,506.73)    | (1,166,190.31)    | (1,147,506.73)    | (1,166,190.31)    |
| <b>Net Cash Provided by (Used in) Operating Activities</b> |      | <b>50,650.59</b>  | <b>18,731.92</b>  | <b>50,650.59</b>  | <b>18,731.92</b>  |
| <b>Cash Flows from Investing Activities:</b>               |      |                   |                   |                   |                   |
| Payment for Non-Current Assets                             |      | -                 | (6,144.27)        | -                 | (6,144.27)        |
| Payment for Shares and Units                               |      | (1,032.64)        | (552.81)          | (1,032.64)        | (552.81)          |
| Sale Proceeds of Shares and Units                          |      | -                 | -                 | -                 | -                 |
| <b>Net Cash Provided by (Used in) Investing Activities</b> |      | <b>(1,032.64)</b> | <b>(6,697.08)</b> | <b>(1,032.64)</b> | <b>(6,697.08)</b> |
| <b>Cash Flows from Financing Activities:</b>               |      |                   |                   |                   |                   |
| Amounts received from borrowers                            |      | -                 | -                 | -                 | -                 |
| Amounts paid to borrowers                                  |      | -                 | -                 | -                 | -                 |
| <b>Net Cash Provided by (Used in) Financing Activities</b> |      | <b>-</b>          | <b>-</b>          | <b>-</b>          | <b>-</b>          |
| Net Increase (Decrease) in Cash Held                       |      | 49,617.95         | 12,034.84         | 49,617.95         | 12,034.84         |
| Cash at Beginning of Financial Year                        |      | 222,673.80        | 210,638.96        | 222,673.80        | 210,638.96        |
| <b>CASH AT END OF FINANCIAL YEAR</b>                       | 17   | <b>272,291.75</b> | <b>222,673.80</b> | <b>272,291.75</b> | <b>222,673.80</b> |

The Statement of Cash Flows should be read in conjunction with the notes to the financial statements.

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**NOTES TO THE FINANCIAL STATEMENTS**  
**YEAR ENDED 30TH JUNE 2008**

**1 Statement of Significant Accounting Policies**

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

The financial report covers the economic entity of Australian Federation of International Forwarders and controlled entities, and Australian Federation of International Forwarders as an individual parent entity. Australian Federation of International Forwarders is a company limited by guarantee, incorporated and domiciled in Australia.

Australian Accounting Standards set out policies that the AASB have concluded would result in a financial report containing relevant and reliable information about transactions, events and conditions to which they apply. Compliance with Australian Accounting Standards ensures that the financial statements and notes also comply with International Financial Reporting Standards.

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

**Basis of Preparation**

The accounting policies set out below have been consistently applied to all years presented.

*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.

**Accounting Policies**

**(a) Principles of Consolidation**

A controlled entity is any entity Australian Federation of International Forwarders has the power to control the financial and operating policies of so as to obtain benefits from its activities.

A list of controlled entities is contained in Note 12. All controlled entities have a June financial year end.

All inter-company balances and transactions between entities in the economic entity have been eliminated on consolidation.

**(b) Income Tax**

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

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The parent entity is exempt from Income Tax under Section 23 of the Income Tax Assessment Act 1936 (as amended). Accordingly no provision for Income Tax has been provided for the parent entity in these accounts.

**(c) Inventories**

Inventories are measured at the lower of cost and net realisable value.

**Equipment**

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

**Plant and Equipment**

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

The carrying amount of plant and equipment is reviewed annually by directors to ensure it is not in excess of the recoverable amount from these assets. The recoverable amount is assessed on the basis of expected net cash flows which will be received from the asset's employment and subsequent disposal. The expected net cash flows have not been discounted to present values in determining recoverable amounts.

**Depreciation**

The depreciable amount of all fixed assets including buildings and capitalised leased assets, but excluding freehold land, are depreciated on a straight line or diminishing value basis over their estimated useful lives to the entity commencing from the time the asset is held ready for use. Properties held for investment purposes are not subject to a depreciation charge. Leasehold improvements are depreciated over the shorter of either the unexpired period of the lease or estimated useful lives of the improvements.

The useful life for each class of depreciable asset is:

Plant and Equipment: 4 -10 years

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

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its recoverable amount.

Gains or losses on disposals are determined by comparing the proceeds with the carrying amount. These gains or losses are included in the income statement.

**(e) Financial Instruments**

**Available-for-sale financial assets**

Available-for-sale financial assets, such as shares in listed companies and managed funds, are reflected at fair value. Unrealised gains and losses arising from changes in fair value are taken directly to equity (Asset Revaluation Reserve).

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**YEAR ENDED 30TH JUNE 2008**

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

Impairment testing is performed annually for goodwill and intangible assets with indefinite lives.

**(g) Intangibles**

Goodwill

Goodwill and goodwill on consolidation are 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 acquisition of subsidiaries is included in intangible assets. Goodwill is tested annually for impairment and carried at cost less accumulated impairment losses. Gains and losses on the disposal of an entity include the carrying amount of goodwill relating to the entity sold.

The investment in Airfreight Academy of Australia is shown at cost.

The expected net cash flows from investments have not been discounted to their present value in determining the recoverable amounts.

**(h) Foreign Currency Transactions**

The functional currency of each group entity is measured using the currency of the primary economic environment in which that entity operates. The consolidated financial statements are presented in Australian dollars, which is the parent entity's functional and presentation currency.

Foreign currency transactions are translated into functional currency using the exchange rates prevailing at the date of the transaction.

Exchange differences arising on the translation of monetary items are recognised in the income statement.

**(i) Employee Entitlements**

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 have been measured at the amounts expected to be paid when the liability is settled, plus related on-costs. Employee benefits payable later than one year have been measured at the present value of the estimated future cash outflows to be made for those benefits.

**(j) 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.

**(k) Cash**

For the purposes of the statement of cash flows, cash includes cash on hand and in at call deposits with banks or financial institutions, investments in money market instruments maturing within less than three months and net of bank overdrafts.

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**YEAR ENDED 30TH JUNE 2008**

**(l) Revenue**

Revenue is measured at the fair value of the consideration received or receivable.

Revenue from the sale of goods is recognised at the point of delivery as this corresponds to the transfer of significant risks and rewards of ownership of the goods and cessation of all involvement in those goods.

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.

Revenue from the rendering of a service is recognised upon the delivery of the service to the customers.

**(m) 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 statement of financial position are shown inclusive of GST.

**(n) Comparative Figures**

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

**(o) Critical Accounting Estimates and judgements**

The directors evaluate estimates and judgements incorporated into the financial report based on historical knowledge and best available current information. Estimates assume a reasonable expectation of future events and are based on current trends and economic data, obtained both externally and within the group.

*Key Estimates – Impairment*

The group assesses impairment at each reporting date by evaluating conditions specific to the group that may lead to impairment of assets. Where an impairment trigger exists, the recoverable amount of the asset is determined.

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**NOTES TO THE FINANCIAL STATEMENTS**  
**YEAR ENDED 30TH JUNE 2007**

|  | ECONOMIC ENTITY |                     | PARENT ENTITY       |                     |                     |
|--|-----------------|---------------------|---------------------|---------------------|---------------------|
|  | Note            | 2008<br>\$          | 2007<br>\$          | 2008<br>\$          | 2007<br>\$          |
| <b>2 Revenue</b>   |                 |                     |                     |                     |                     |
| <b>Operating activities</b>  |                 |                     |                     |                     |                     |
| Dividends  |                 | 637.28              | 495.35              | 637.28              | 495.35              |
| Interest Received  |                 | 15,321.94           | 8,971.09            | 15,321.94           | 8,971.09            |
| Rendering of Services  |                 | 345,853.50          | 363,842.84          | 345,853.50          | 363,842.84          |
| Other Revenue  |                 | 64,361.86           | 61,120.51           | 64,361.86           | 61,120.51           |
| Sale of Publications   |                 | 548,230.36          | 564,643.83          | 548,230.36          | 564,643.83          |
| Subscriptions Received   |                 | 203,949.37          | 196,833.97          | 203,949.37          | 196,833.97          |
|  |                 | <u>1,178,354.31</u> | <u>1,195,907.59</u> | <u>1,178,354.31</u> | <u>1,195,907.59</u> |
| <b>Dividends from:</b>   |                 |                     |                     |                     |                     |
| Qantas Ltd   |                 | 637.28              | 495.35              | 637.28              | 495.35              |
| <b>Interest from:</b>  |                 |                     |                     |                     |                     |
| Financial Institutions   |                 | 15,321.94           | 8,971.09            | 15,321.94           | 8,971.09            |
| <b>3 Profit from Ordinary Activities</b>   |                 |                     |                     |                     |                     |
| Profit from ordinary activities before income tax expense has been determined after: |                 |                     |                     |                     |                     |
| Expenses:  |                 |                     |                     |                     |                     |
| Depreciation   |                 | 5,805.19            | 7,115.23            | 5,805.19            | 7,115.23            |
| Remuneration of auditor  |                 |                     |                     |                     |                     |
| Audit Fees   |                 | 16,350.00           | 14,600.00           | 16,350.00           | 14,600.00           |
| Bad Debts  |                 | 690.00              | -                   | 690.00              | -                   |
|  |                 | <u>690.00</u>       | <u>-</u>            | <u>690.00</u>       | <u>-</u>            |

**4 Income Tax Expense**

As stated at Note 1b, the parent entity is exempt from Income Tax under Section 23 of the Income Tax Assessment Act 1936 (as amended). Accordingly, no provision for Income Tax has been provided for the parent entity in these accounts.

The subsidiary, Australian Freight Exchange Ltd, is subject to Income Tax. Australian Freight Exchange Ltd did not trade during the 2008 financial year. Accordingly, no provision for Income Tax has been provided for.

**AUSTRALIAN FEDERATION OF INTERNATIONAL FORWARDERS**  
**(A Company Limited by Guarantee)**  
**A.B.N. 43 008 576 681**  
**AND CONTROLLED ENTITIES**

**NOTES TO THE FINANCIAL STATEMENTS**  
**YEAR ENDED 30TH JUNE 2008**

| Note  | ECONOMIC ENTITY   |                   | PARENT ENTITY     |                   |
|---|-------------------|-------------------|-------------------|-------------------|
|   | 2008<br>\$        | 2007<br>\$        | 2008<br>\$        | 2007<br>\$        |
| <b>5 Retained Profits</b>   |                   |                   |                   |                   |
| Retained surplus (accumulated deficit) at the beginning of the financial year | 291,140.39        | 289,656.54        | 294,540.44        | 293,056.59        |
| Net result attributable to members of the company                             | 27,098.89         | 1,483.85          | 27,098.89         | 1,483.85          |
| Retained surplus (accumulated deficit) at the end of the financial year       | <u>318,239.28</u> | <u>291,140.39</u> | <u>321,639.33</u> | <u>294,540.44</u> |
| <b>6 Reserves</b>   |                   |                   |                   |                   |
| Asset revaluation reserve   | <u>23,008.15</u>  | <u>30,170.01</u>  | <u>23,008.15</u>  | <u>30,170.01</u>  |
| Asset revaluation reserve Movements during the year:                          |                   |                   |                   |                   |
| Opening Balance   | 30,170.01         | 24,147.49         | 30,170.01         | 24,147.49         |
| Movement in Net Market Value – BT Investment                                  | (2,218.50)        | 949.82            | (2,218.50)        | 949.82            |
| Movement in Net Market Value – Qantas Ltd                                     | (4,943.36)        | 5,072.70          | (4,943.36)        | 5,072.70          |
| Closing Balance   | <u>23,008.15</u>  | <u>30,170.01</u>  | <u>23,008.15</u>  | <u>30,170.01</u>  |
| <b>7 Cash Assets</b>  |                   |                   |                   |                   |
| Cash on Hand  | 500.00            | 500.00            | 500.00            | 500.00            |
| CBA - Cheque Account  | 77,205.14         | 216,276.27        | 77,205.14         | 216,276.27        |
| - Online Saver  | 189,659.24        | -                 | 189,659.24        | -                 |
| Cash Drawer Account   | -                 | 868.40            | -                 | 868.40            |
| American Express Card   | -                 | 226.60            | -                 | 226.60            |
|   | <u>267,364.38</u> | <u>217,871.27</u> | <u>267,364.38</u> | <u>217,871.27</u> |

**AUSTRALIAN FEDERATION OF INTERNATIONAL FORWARDERS**  
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**NOTES TO THE FINANCIAL STATEMENTS**  
**YEAR ENDED 30TH JUNE 2008**

| Note  | ECONOMIC ENTITY   |                   | PARENT ENTITY     |                   |
|---|-------------------|-------------------|-------------------|-------------------|
|   | 2008              | 2007              | 2008              | 2007              |
|   | \$                | \$                | \$                | \$                |
| <b>8 Receivables</b>                              |                   |                   |                   |                   |
| CURRENT   |                   |                   |                   |                   |
| Trade Debtors                                     | 27,719.10         | 46,464.14         | 27,719.10         | 46,464.14         |
|   | <u>27,719.10</u>  | <u>46,464.14</u>  | <u>27,719.10</u>  | <u>46,464.14</u>  |
| <b>9 Other Financial Assets</b>                   |                   |                   |                   |                   |
| CURRENT   |                   |                   |                   |                   |
| GST Receivable                                    | 3,882.79          | 927.76            | 3,882.79          | 927.76            |
| Prepayments                                       | 38,324.95         | -                 | 38,324.95         | -                 |
|   | <u>42,207.74</u>  | <u>927.76</u>     | <u>42,207.74</u>  | <u>927.76</u>     |
| NON-CURRENT                                       |                   |                   |                   |                   |
| Shares in Listed Companies                        | 5,870.24          | 10,813.60         | 5,870.24          | 10,813.60         |
| CBA Term Deposits                                 | 4,927.37          | 4,802.53          | 4,927.37          | 4,802.53          |
| BT Investment Trust – at Current Market Valuation | 15,931.56         | 17,117.42         | 15,931.56         | 17,117.42         |
| Prepayments                                       | 328.70            | -                 | 328.70            | -                 |
|   | <u>27,057.87</u>  | <u>32,733.55</u>  | <u>27,057.87</u>  | <u>32,733.55</u>  |
| <b>10 Inventories</b>                             |                   |                   |                   |                   |
| Books held for resale                             | 2,677.36          | 3,550.68          | 2,677.36          | 3,550.68          |
|   | <u>2,677.36</u>   | <u>3,550.68</u>   | <u>2,677.36</u>   | <u>3,550.68</u>   |
| <b>11 Property, Plant and Equipment</b>           |                   |                   |                   |                   |
| Plant & Equipment                                 | 62,574.26         | 62,574.26         | 62,574.26         | 62,574.26         |
| Less: Accumulated Depreciation                    | 47,806.46         | 42,001.27         | 47,806.46         | 42,001.27         |
|   | <u>14,767.80</u>  | <u>20,572.99</u>  | <u>14,767.80</u>  | <u>20,572.99</u>  |
| <b>12 Controlled Entities</b>                     |                   |                   |                   |                   |
| Australian Freight Exchange Ltd                   | 24,158.31         | 24,158.31         | -                 | -                 |
| <b>13 Intangible Assets</b>                       |                   |                   |                   |                   |
| Australian Freight Exchange Ltd                   | -                 | -                 | 27,558.36         | 27,558.36         |
| Air Freight Academy of Aust.                      | 100,000.00        | 100,000.00        | 100,000.00        | 100,000.00        |
|   | <u>100,000.00</u> | <u>100,000.00</u> | <u>127,558.36</u> | <u>127,558.36</u> |
| <b>14 Payables</b>                                |                   |                   |                   |                   |
| CURRENT   |                   |                   |                   |                   |
| Trade Creditors                                   | 48,978.58         | 51,489.90         | 48,978.58         | 51,489.90         |
| Other Creditors                                   | 31,482.53         | 25,092.01         | 31,482.53         | 25,092.01         |
|   | <u>80,461.11</u>  | <u>76,581.91</u>  | <u>80,461.11</u>  | <u>76,581.91</u>  |

**AUSTRALIAN FEDERATION OF INTERNATIONAL FORWARDERS**  
**(A Company Limited by Guarantee)**  
**A.B.N. 43 008 576 681**  
**AND CONTROLLED ENTITIES**

**NOTES TO THE FINANCIAL STATEMENTS**  
**YEAR ENDED 30TH JUNE 2008**

|                             | Note  | ECONOMIC ENTITY  |                  | PARENT ENTITY    |                  |
|-----------------------------|-------|------------------|------------------|------------------|------------------|
|                             |       | 2008             | 2007             | 2008             | 2007             |
|                             |       | \$               | \$               | \$               | \$               |
| <b>15 Other Liabilities</b> |       |                  |                  |                  |                  |
| CURRENT                     |       |                  |                  |                  |                  |
| Income in Advance           |       | 14,303.18        | 26,497.23        | 14,303.18        | 26,497.23        |
| Subscriptions in Advance    |       | 2,391.82         | 818.18           | 2,391.82         | 818.18           |
| Charity Function in Advance |       | 17,090.91        | -                | 17,090.91        | -                |
| Accrued Annual Leave        | 15(a) | 14,933.83        | 13,677.01        | 14,933.83        | 13,677.01        |
|                             |       | <u>48,719.74</u> | <u>40,992.42</u> | <u>48,719.74</u> | <u>40,992.42</u> |

**15(a) Accrued Annual Leave**

In the 2008 Financial Year the Accrued Annual Leave is recognised inclusive of the estimated additional costs incurred when an employee uses their Annual Leave Entitlement. If the prior year liability was calculated on the same basis, it would have increased from \$17,060.91 to \$17,417.69.

**16 Provisions**

CURRENT

|                                  |       |                  |                 |                  |                 |
|----------------------------------|-------|------------------|-----------------|------------------|-----------------|
| Provision for Long Service Leave | 16(a) | 10,805.57        | 7,393.97        | 10,805.57        | 7,393.97        |
| Provision for Carer's Leave      | 16(b) | 24,718.71        | -               | 24,718.71        | -               |
|                                  |       | <u>35,524.28</u> | <u>7,393.97</u> | <u>35,524.28</u> | <u>7,393.97</u> |

**16(a) Provision For Long Service Leave**

In the 2008 Financial Year the Provision for Long Service Leave is recognised inclusive of the estimated additional costs incurred when an employee uses their Long Service Leave Entitlement. If the prior year was calculated on the same basis, it would have increased from \$7,393.97 to \$8,122.29

**16(b) Provision For Carer's Leave**

In the 2008 Financial Year it was considered prudent to recognise the full cost of employee entitlements. This change in policy has resulted in the recognition of the Provision for Carer's Leave. If the prior year was recognised, the amount would have been \$17,141.78.

**AUSTRALIAN FEDERATION OF INTERNATIONAL FORWARDERS**  
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**NOTES TO THE FINANCIAL STATEMENTS**  
**YEAR ENDED 30TH JUNE 2008**

| Note  | ECONOMIC ENTITY   |                   | PARENT ENTITY     |                   |
|---|-------------------|-------------------|-------------------|-------------------|
|   | 2008              | 2007              | 2008              | 2007              |
|   | \$                | \$                | \$                | \$                |
| <b>17 Cash Flow Information</b>   |                   |                   |                   |                   |
| <b>Reconciliation of Cash</b>   |                   |                   |                   |                   |
| Cash at the end of financial year as shown in the statement of cash flows is reconciled to the related items in the balance sheet as follows: |                   |                   |                   |                   |
| Cash on Hand  | 500.00            | 500.00            | 500.00            | 500.00            |
| Cash at Bank  | 271,791.75        | 222,173.80        | 271,791.75        | 222,173.80        |
|   | <u>272,291.75</u> | <u>222,673.80</u> | <u>272,291.75</u> | <u>222,673.80</u> |
| <b>Reconciliation of Net Cash provided by Operating Activities to Benefits Accrued as a Result of Operations</b>                              |                   |                   |                   |                   |
| Operating profit (loss) after income tax  | 27,098.89         | 1,483.85          | 27,098.89         | 1,483.85          |
| Non-cash flows in operating profit  |                   |                   |                   |                   |
| Depreciation  | 5,805.19          | 7,115.23          | 5,805.19          | 7,115.23          |
| Loss on Disposal of Non Current Assets  | -                 | 598.60            | -                 | 598.60            |
| Changes in assets and liabilities, net of the effects of purchase & disposals   |                   |                   |                   |                   |
| Decrease (Increase) in Inventories  | 873.32            | 33,648.52         | 873.32            | 33,648.52         |
| Increase (Decrease) in Accounts Payable   | 3,879.20          | (13,509.56)       | 3,879.20          | (13,509.56)       |
| Decrease (Increase) in Accounts Receivable  | 18,745.04         | (3,716.44)        | 18,745.04         | (3,716.44)        |
| Decrease (Increase) in Prepayments  | (38,653.65)       | 909.09            | (38,653.65)       | 909.09            |
| Decrease (Increase) in Other Debtors  | (2,955.03)        | 4,510.50          | (2,955.03)        | 4,510.50          |
| Increase (Decrease) in Income in Advance  | 21,404.33         | 786.10            | 21,404.33         | 786.10            |
| Increase (Decrease) in Provisions   | 14,453.30         | (13,093.97)       | 14,453.30         | (13,093.97)       |
| <b>Cash flows from operations</b>   | <u>50,650.59</u>  | <u>18,731.92</u>  | <u>50,650.59</u>  | <u>18,731.92</u>  |
| <b>18 Contingent Liabilities</b>  |                   |                   |                   |                   |
| Westfield Ltd - Security Deposit Guarantee  | 4,250.00          | 4,250.00          | 4,250.00          | 4,250.00          |

There are no other known contingent liabilities which may affect the operations of the entity in the forthcoming year.

**19 Remuneration and Retirement Benefits**

Directors' Remuneration:

Income paid or payable to all directors of the company by the company and any related parties

-

**AUSTRALIAN FEDERATION OF INTERNATIONAL FORWARDERS**  
**(A Company Limited by Guarantee)**  
**A.B.N. 43 008 576 681**  
**AND CONTROLLED ENTITIES**

**NOTES TO THE FINANCIAL STATEMENTS**  
**YEAR ENDED 30TH JUNE 2008**

The names of the directors who have held office during the financial year are:

|                              |                          |
|------------------------------|--------------------------|
| Paul Clifford Angel          | Re-elected November 2007 |
| Paul Golland                 | Re-elected November 2007 |
| Fritz Freidrich Heinzmann    | Re-elected November 2007 |
| Christopher Ralph Jensen     | Re-elected November 2007 |
| Robert Michael Kasch         | Re-elected November 2007 |
| Stuart McFarlane             | Re-elected November 2007 |
| Elton James McKay            | Re-elected November 2007 |
| Mark James Willis            | Re-elected November 2007 |
| Jacqueline Patricia McCombie | Elected November 2007    |
| James Merrigan               | Elected November 2007    |
| Michael Lofaro               | Resigned November 2007   |

## **20 Segment Reporting**

### **Geographical Segments**

The economic entity's business segments are located in Australia.

### **Business Segments**

The economic entity operated in one business segment during the financial year, being:

- The promotion of freight forwarding in Australia

## **21 Company Details**

The registered office of the company is:

Australian Federation of International Forwarders  
Suite 403  
Level 3  
Westfield Office Tower  
152 Bunnerong Road  
Eastgardens NSW 2036

**AUSTRALIAN FEDERATION OF INTERNATIONAL FORWARDERS  
(A Company Limited by Guarantee)  
A.B.N. 43 008 576 681  
AND CONTROLLED ENTITIES**

**DIRECTORS' DECLARATION**

The directors of the company declare that:

1. The financial statements and notes are in accordance with the *Corporations Act 2001* and:
  - (a) comply with Accounting Standards and the Corporations Regulations 2001; and
  - (b) give a true and fair view of the financial position as at 30th June 2008 and of the performance for the year ended on that date of the company and the economic entity;
2. In the directors' opinion there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.

This declaration is made in accordance with a resolution of the Board of Directors.

**Director** .....  
Stuart McFarlane

**Director** .....  
Paul Clifford Angel

**Dated this ..... day of.....2008**

**INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF  
AUSTRALIAN FEDERATION OF INTERNATIONAL FORWARDERS  
(A Company Limited by Guarantee)  
A.B.N. 43 008 576 681  
AND CONTROLLED ENTITIES  
Report on the Financial Report**

I have audited the accompanying financial report of Australian Federation of International Forwarders Ltd, which comprises the balance sheet as at 30th June 2008, income statement, statement of changes in equity and cash flow statement for the year ended on that date, a summary of significant accounting policies and other explanatory notes and the directors' declaration.

**Directors' Responsibility for the Financial Report**

The directors of the company are responsible for the preparation and fair presentation of the financial report in accordance with Australian Accounting Standards (including the Australian Accounting Interpretations) and the *Corporations Act 2001*. This responsibility includes establishing and maintaining internal control relevant to the preparation and fair presentation of the financial report that is free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances. In Note 1, the directors also state, in accordance with Accounting Standard AASB 101: Presentation of Financial Statements, that compliance with the Australian equivalents to International Financial Reporting Standards (IFRS) ensures that the financial report, comprising the financial statements and notes, complies with IFRS.

**Auditors' Responsibility**

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

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

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my audit opinion.

**Independence**

In conducting my audit, I have complied with the independence requirements of the *Corporations Act 2001*. I confirm that the independence declaration required by the *Corporations Act 2001*, provided to the directors of Australian Federation of International Forwarders Ltd on 21st October 2008, would be in the same terms if provided to the directors as at the date of this auditor's report.

**INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF  
AUSTRALIAN FEDERATION OF INTERNATIONAL FORWARDERS  
(A Company Limited by Guarantee)  
A.B.N. 43 008 576 681  
AND CONTROLLED ENTITIES  
Report on the Financial Report**

**Qualified Auditor's Opinion**

At the date of this report, confirmation has not been obtained from the Australian Taxation Office that the parent company, Australian Federation of International Forwarders, is exempt from Income Tax. Previous audited financial statements have been prepared on the basis that the parent company is exempt from Income Tax.

At the date of this report, insufficient audit evidence is available to substantiate the recoverable amount of Australian Freight Exchange Ltd as required by AASB 136 - Impairment of Assets. Pursuant to AASB 136 an asset is not to be carried at an amount greater than its recoverable amount, that is, the amount to be recovered through use or sale of the asset. As there is insufficient audit evidence to the contrary, I do not believe any value can be placed on the investment in Australian Freight Exchange Ltd. The carrying value disclosed consists of the historical cost of acquiring the entity, being legal fees and paid up capital. If the impairment of Australian Freight Exchange Ltd is recognised, the affect on the Financial Report is as follows:

Economic Entity - a reduction in the Controlled Entity Asset of \$24,158.31 and recognition of an Impairment Loss of \$24,158.31, resulting in a reduction in retained profits of \$24,158.31.

Parent Entity - a reduction in Intangible Assets of \$27,558.36 and recognition of an Impairment Loss of \$27,558.36, resulting in a reduction in retained profits of \$27,558.36.

- (a) Except for the matters referred to in the previous paragraphs, in our opinion, the financial report of Australian Federation of International Forwarders is in accordance with the Corporations Act 2001, including:
- (i) giving a true and fair view of the company's and consolidated entity's financial position as at 30th June 2008 and of their performance for the year ended on that date; and
  - (ii) complying with Australian Accounting Standards (including the Australian Accounting Interpretations) and the Corporations Regulations 2001; and
- (b) The financial report also complies with International Financial Reporting Standards as disclosed in Note 1.

**T W MOON**

Registered Company Auditor

**MoonCunningham**

6-10 Tooronga Terrace

BEVERLY HILLS NSW 2209

Dated this 22nd day of October 2008.

**AUSTRALIAN FEDERATION OF INTERNATIONAL FORWARDERS  
(A Company Limited By Guarantee)  
A.B.N. 43 008 576 681  
AND CONTROLLED ENTITIES**

**COMPILATION REPORT**

The additional financial data as set out in the attached Itemised Profit and Loss Statement is presented in accordance with the books and records of the economic entity which have been subjected to the auditing procedures applied in the audit of the economic entity for the year ended 30th June 2008. It will be appreciated that our audit did not cover all details of the attached financial data.

Accordingly, we do not express an opinion on such financial data and in particular no warranty of accuracy or reliability is given. Neither the firm nor any member of the firm undertakes responsibility in any way whatsoever to any person (other than the company) in respect of such data, including any errors or omissions however caused.

**T W MOON**

Registered Company Auditor

**MoonCunningham**

6-10 Tooronga Terrace

BEVERLY HILLS NSW 2209

Dated this 22nd day of October 2008.

**AUSTRALIAN FEDERATION OF INTERNATIONAL FORWARDERS**  
**(A Company Limited by Guarantee)**  
**A.B.N. 43 008 576 681**  
**AND CONTROLLED ENTITIES**

**ITEMISED INCOME STATEMENT**  
**YEAR ENDED 30TH JUNE 2007**

|   | Note | ECONOMIC ENTITY     |                     | PARENT ENTITY       |                     |
|---|------|---------------------|---------------------|---------------------|---------------------|
|   |      | 2008                | 2007                | 2008                | 2007                |
|   |      | \$                  | \$                  | \$                  | \$                  |
| <b>INCOME</b>                                   |      |                     |                     |                     |                     |
| Sale of Publications                            |      | 548,230.36          | 564,643.83          | 548,230.36          | 564,643.83          |
| AFIF Annual Conference                          |      | 2,102.95            | 3,379.41            | 2,102.95            | 3,379.41            |
| Subscriptions                                   |      | 203,949.37          | 196,833.97          | 203,949.37          | 196,833.97          |
| Training Seminars                               |      | 345,853.50          | 363,842.84          | 345,853.50          | 363,842.84          |
| Distributions Received - BT                     |      | 1,032.64            | 347.11              | 1,032.64            | 347.11              |
| Dividends Received                              |      | 637.28              | 495.35              | 637.28              | 495.35              |
| Interest Received                               |      | 14,289.30           | 8,623.98            | 14,289.30           | 8,623.98            |
| Sundry Income                                   |      | 62,258.91           | 58,339.70           | 62,258.91           | 58,339.70           |
| Profit/(Loss) on disposal of non current assets |      | -                   | (598.60)            | -                   | (598.60)            |
|   |      | <b>1,178,354.31</b> | <b>1,195,907.59</b> | <b>1,178,354.31</b> | <b>1,195,907.59</b> |

The Itemised Income Statement should be read in conjunction with the attached Compilation Report.

**AUSTRALIAN FEDERATION OF INTERNATIONAL FORWARDERS**  
**(A Company Limited by Guarantee)**  
**A.B.N. 43 008 576 681**  
**AND CONTROLLED ENTITIES**

**ITEMISED INCOME STATEMENT (CONT'D)**  
**YEAR ENDED 30TH JUNE 2008**

|  | Note | ECONOMIC ENTITY     |                     | PARENT ENTITY       |                     |
|--|------|---------------------|---------------------|---------------------|---------------------|
|  |      | 2008                | 2007                | 2008                | 2007                |
|  |      | \$                  | \$                  | \$                  | \$                  |
| <b>EXPENDITURE</b>                                       |      |                     |                     |                     |                     |
| Advertising  |      | 2,384.23            | 4,785.16            | 2,384.23            | 4,785.16            |
| Audit Fees   |      | 16,350.00           | 14,600.00           | 16,350.00           | 14,600.00           |
| Bank Charges   |      | 3,253.62            | 2,084.16            | 3,253.62            | 2,084.16            |
| Bad Debts  |      | 690.00              | -                   | 690.00              | -                   |
| Cleaning   |      | 5,076.00            | 4,813.00            | 5,076.00            | 4,813.00            |
| Computer Maintenance                                     |      | 23,918.36           | 26,944.42           | 23,918.36           | 26,944.42           |
| Conference Expenses                                      |      | 4,672.50            | 5,003.44            | 4,672.50            | 5,003.44            |
| Cost of Publications                                     |      | 296,413.88          | 362,285.77          | 296,413.88          | 362,285.77          |
| Depreciation   |      | 5,805.19            | 7,115.23            | 5,805.19            | 7,115.23            |
| Donations  |      | 2,109.10            | 636.36              | 2,109.10            | 636.36              |
| Electricity  |      | 1,600.28            | 1,470.19            | 1,600.28            | 1,470.19            |
| FAPAA Expenses   |      | 24,462.30           | 602.87              | 24,462.30           | 602.87              |
| FIATA Expenses   |      | 44,496.99           | 43,233.04           | 44,496.99           | 43,233.04           |
| Filing Fees  |      | 1,080.00            | 1,065.00            | 1,080.00            | 1,065.00            |
| Insurance  |      | 11,109.83           | 10,326.97           | 11,109.83           | 10,326.97           |
| Legal Fees   |      | 23,755.47           | 33,695.47           | 23,755.47           | 33,695.47           |
| Meeting Expenses   |      | 13,424.54           | 16,448.87           | 13,424.54           | 16,448.87           |
| Office Amenities   |      | 2,867.54            | 2,789.92            | 2,867.54            | 2,789.92            |
| Printing, Stationery & Stamps                            |      | 15,403.15           | 13,471.35           | 15,403.15           | 13,471.35           |
| Rent   |      | 44,022.79           | 39,942.50           | 44,022.79           | 39,942.50           |
| Repairs & Maintenance                                    |      | 820.00              | 140.00              | 820.00              | 140.00              |
| Staff Development  |      | -                   | 294.90              | -                   | 294.90              |
| Subscriptions  |      | 186.21              | 806.45              | 186.21              | 806.45              |
| Superannuation   |      | 27,142.74           | 26,860.92           | 27,142.74           | 26,860.92           |
| Telephone  |      | 19,520.32           | 18,272.36           | 19,520.32           | 18,272.36           |
| Travelling Expenses                                      |      | 7,783.26            | 12,066.63           | 7,783.26            | 12,066.63           |
| Training Seminar Costs                                   |      | 219,466.00          | 249,245.07          | 219,466.00          | 249,245.07          |
| Wages  |      | 333,441.12          | 295,423.69          | 333,441.12          | 295,423.69          |
|  |      | <b>1,151,255.42</b> | <b>1,194,423.74</b> | <b>1,151,255.42</b> | <b>1,194,423.74</b> |
| <b>Result from ordinary activities before income tax</b> |      | <b>27,098.89</b>    | <b>1,483.85</b>     | <b>27,098.89</b>    | <b>1,483.85</b>     |

The Itemised Income Statement should be read in conjunction with the attached Compilation Report.