



Procurement  
Australia™

church  
resources  
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# ANNUAL REPORT 2017

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# ABOUT MAPS GROUP LIMITED

Maps Group Limited trading as Procurement Australia is a public company which negotiates and facilitates contracts for common use goods and services on behalf of its Members.

Procurement Australia offers suppliers access to Local Government, Trusts, Not for Profits, TAFE, Universities, Libraries, Water Boards and other statutory bodies, and the private sector through its ISO 9001 accredited tender and contract management processes. Procurement Australia operates from a head office located in Melbourne, and has an additional office in Sydney.

The company services over 700 members across Australia.

Our mission is to act as the member advocate/agent and fulfil their needs by creating mutual benefit for Members and suppliers, through value added and innovative procurement services.

Procurement Australia suppliers are authorised contractors who have tendered and been accepted to sell goods and services through the Procurement Australia contracts. Our suppliers incorporate a diverse group covering many market sectors and organisations, including high profile national and multinational brands.

In June 2017, MAPS Group Limited acquired Church Resources, a leading not-for-profit (NFP) organisation owned by the Australian Catholic Bishops Conference, with over 22,000 members. The acquisition delivers growth for shareholders through a strong vertical business in the NFP sector and greater market share together with higher revenue which should enhance MAPS's financial performance, and offers greater products and services for Procurement Australia members.

Prior to its acquisition by MAPS, Church Resources had successfully enabled supply solutions exclusively for NFP organisations for more than 22 years. Procurement Australia Chief Executive Officer, Joe Arena, took up the role of Chief Executive Officer for Church Resources, and the Procurement Australia Board is also the Board for Church Resources.



# SOME OF THE COMPANY WE KEEP



# THE YEAR 2016-17 IN REVIEW

2016/17 has been another year of new beginnings for Procurement Australia with many exciting and sustainable new initiatives set in place, and earlier ones coming to fruition. In a year of investment, Procurement Australia has put down roots for the future to grow new revenue streams and strengthen existing ones.

In June, MAPS Group Limited acquired Church Resources, one of Australia's largest not-for-profit aggregated buying groups with a very successful and long track record providing supply solutions exclusively for not-for-profit (NFP) organisations.

An entity of the Australian Catholic Bishops Conference, the body administering the Catholic Church in Australia, Church Resources is now owned by MAPS Group Limited. Church Resources and Procurement Australia are integrating and whilst the two brands and identity will be separate as they service different market segments, they will have one back office. Church Resources is headed by Procurement Australia Chief Executive Officer, Joe Arena, with the Procurement Australia Board as its Board.

Delivering greater market share and higher revenue for the broader MAPS Group, Church Resources' acquisition enhances MAPS' future financial performance and represents a great business and professional opportunity for both organisations.

*"Keeping Church Resources brand and identity separate, is key to its excellent business offer and Procurement Australia members who also benefit from its impressive range of products and services."*

Joe Arena, Chief Executive Officer  
Procurement Australia and Church Resources





## WORKING COLLABORATIVELY BRINGS GREAT BENEFITS

This year we worked successfully on collaborative projects to deliver tailored outcomes. A \$22 million Road Resurfacing and Associated Services tender for the Eastern Metropolitan Regional Procurement Excellence Network (RPEN) of seven major councils was finalised, demonstrating our capacity to work with a group, go to market and meet the requirements of each participant.

This high value contract roused significant interest and proves we can deliver added benefit for members wanting to work collaboratively on contracts with other participants. This is achievable because of our well-tested Tender Reference Group (TRG) process guidelines which are ISO 9001 accredited.

*'Valued added professional services offered individually or to groups ensure members benefit from needs appropriate services.'*

Joe Arena, Chief Executive Officer

Our ground breaking InsureRight service continued to deliver significant savings and extended coverage at no extra cost to members in Victoria, Western Australia and New South Wales.

Our Melbourne CBD Head Office has helped position Procurement Australia as the key national procurement organisation in Australia. Taking the whole of Level 18 at 461 Bourke Street, Melbourne was a forward looking step – it has added immense value to our free membership offer while also allowing Procurement Australia to diversify its revenue streams.

Together with the bonus of being in Melbourne's CBD, these new offices provide members with a thoroughly modern and up-to-date mixed business space with great facilities at no or little cost. Over the year, members have taken advantage of the Members' Lounge, booked the Hot Desks, and used the Flexible Business Spaces, either as offices or event spaces.

This year we also established flexible business spaces in our new Chatswood office in Sydney.

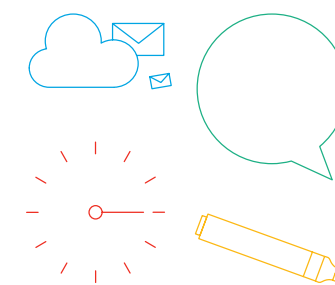
*'We are building awareness, creating important conversations, changing perceptions, and developing stronger and better relationships with stakeholders.'*

Joe Arena, Chief Executive Officer

Key to this positioning and development work was the welcoming of private sector members with the change to our Memorandum and Articles of Association (MAA) in late 2015. The importance of this cannot be understated as it set new ground rules for us to reach out, build and strengthen new and existing relationships.

*'I'd like to thank you again for the fantastic work completed around the tender process. It's been a thorough, efficient, well managed and comprehensive process, and we have some great options available to us. This has been an extremely valuable exercise, driving great value for us an organisation, and we really appreciate your efforts throughout.'*

**Darren Caspersz**  
IT Procurement Manager  
World Vision Australia



FLEXIBLE  
BUSINESS  
SPACES





# PARTNERSHIPS WORK BOTH WAYS – SAVING COSTS & BUILDING REVENUE

Procurement Australia tenders and resultant contracts continue to deliver significant value to members. In the Energy Category our fixed energy rates determined in our 2015 tender allow for cost avoidance for participating members of tens of millions of dollars across 2016/17 and 2017/18 financial years for electricity, gas and public lighting requirements. Participating members in our energy contract have avoided and continue to avoid major energy price increases that generally have occurred over the past 2 years.

A major category of spend for Council Member is in Library requisites and requirements. Our tender and resultant contract for these requirements has delivered additional savings to the previous contract and additional categories under contract to reflect member requirements.

The appetite for collaborative procurement within Local Government Authorities (LGA's), while still in early days, is continuously rising. Since the commencement of the collaborative initiatives, the first project has come to a completion.

The Eastern RPEN Roads project was delivered in full and on time and remains under watchful eye of the LGAs.

Existing and new initiatives in the collaborative space are:

Facilities Management: Gippsland RPEN ex Wellington Shire  
Estimated Spend: \$4m  
Current status: Implementation of awarded supplier

Road Resurfacing: Eastern RPEN  
Estimated Spend \$18m  
Current Status: Contract commenced

Energy Efficiency: LED Lights – 2 participants  
Kingston City Council/Mornington Peninsula Shire  
Estimated Spend \$4.3m  
Current Status: Contract commenced

# MEMBER NUMBERS GROW IN VICTORIA

During the year, Procurement Australia private sector membership grew in Victoria with great Australian companies Linfox, Sigma, Toll Holdings and Wilson Parking joining the Procurement Australia fold, taking advantage of the competitive energy pricing we offer. Summary of new Victoria members are: Port of Melbourne, University of Tasmania, Beyond Bank, Discovery Parks, and Melbourne Cricket Ground.

NSW new members come from a range of sectors and in 2016/17 we welcomed: HC Building & Construction, NSW Rural Fire Service, Sydney International Container Terminal, HVTC (Hunter Valley Training Company), Illawarra Retirement Trust, Sydney Multicultural Community Services, Aldi Stores, The Flagstaff Group, St Luke's Grammar School, and Australian Foundation for Disability.

*‘Procurement Australia has been able to bring a range of benefits to our network of parks. They have been a part of our conference for two years now and have delivered savings to parks across Australia in categories like energy provision, stationery, paint products and even small machinery. Their willingness to find the best solution for each individual park has been welcomed by our members and we look forward to our partnership with them continuing to deliver great results.’*

Campbell Davis  
General Manager Marketing & Sales,  
BIG4 Holiday Parks Australia Pty Ltd

# BIG4 HOLIDAY PARKS

Having taken the position of Strategic Procurement Partner with BIG4 Holiday Parks in 2016, our relationship has grown with Procurement Australia participating in BIG4's annual conference in Brisbane in 2017. Our relationship is long term and mutually beneficial.

Through advising BIG4 on procurement best practices and ways to save money, we have successfully ensured that BIG4 members have ongoing access to quality products and services. Especially, BIG4 is enjoying the sustainable cost savings and efficiencies being achieved through the use of Procurement Australia contracts.

*‘OfficeMax is proud of our significant and deepening relationship with Procurement Australia. Examples of our growing collaboration include our trade presence at Procurement Australia's 2017 conference and our joint presence at the recent Queensland BIG 4 conference. OfficeMax generated 29 new business leads from these two collaborations alone. Continuing to generate and convert business growth opportunities through shared initiatives such as these will bring additional value to Procurement Australia and additional value to OfficeMax, whilst delivering better procurement outcomes for our growing customer base.’*

Paul Munkley  
Director Sales & Marketing, OfficeMax



# BIG4 CONFERENCE

*‘Dulux was proud to support Procurement Australia and BIG4 members with product, painting and maintenance advice. Via our partnership, BIG4 members can access competitive Procurement Australia rates for top quality products which help protect the life of property. The BIG4 conference and partnership is a great example of the value-added services a partnership with Procurement Australia can deliver to members.’*

Dulux Australia

# CONTRACTS

Procurement Australia’s new strategy for the all important Energy Category is paying off.

Having reviewed the energy market and in response to member feedback and requirements to mitigate risk from rapidly increasing prices and supply uncertainty issues, Procurement Australia now offers members and clients greater flexibility with two new energy products and a strategic new business intelligence approach to energy, one of our major aggregated procurement categories.

Procurement Australia is expanding its suite of energy products to include the following products which are available for use at individual member discretion:

- 1.Fixed price for a fixed duration contract
- 2.The progressive procurement model
- 3.Power purchase agreement

Products 1 and 2 are available for member use now with the power purchase agreement under development and at EOI stage with membership.

Part of this strategy incorporates the business intelligence services of specialist energy consulting firm, SavvyPlus Consulting – now enabling three contract options together with an energy management model and a team of energy specialists to ensure clients have the business intelligence to ensure they can manage their energy use and requirements in real time and thus remain competitive.

Previously, Procurement Australia only offered a single energy procurement solution with in-house category management and no add-on business intelligence services. Business intelligence includes data feeds from metering agents, budgeting & forecasting, accrual management, annual network tariff reviews, invoice verification services, meter data readings, consumption & spend reporting, and power factor management.

This new energy strategy has enabled the business to acquire new private sector customers such as Linfox, Wilson Parking, Belgravia Leisure, Pfizer, Citywide, Vacupak, Mexicala Victoria, Bendigo Truss, Deakin University, Genesis Melton, Mortlock and YMCA.

Procurement Australia’s acquisition of Church Resources in June 2017 has ensured that the energy sector is now a growth area for both businesses.

## New Contracts 2016/17

The following new contracts commenced in 2016/17 emanating from public tenders and included greenfield categories as new products for members:

2005/0630 Commercial Furniture, Ergonomic Assessments, Office Design, Project Management & Business Relocation Services

2006/0329 Road Surfacing and Associated Services - Eastern RPEN Councils

1906/0836 Library Collections, Furniture, Equipment & Associated, Library Management Systems, RFID Systems, Digital Discovery & Evaluation Tools

1911/0631 Debt Collection & Legal Services

2008/0837 Defined Facilities Management Maintenance Services & Products – Cleaning & Property

1909/0629 Courier Services

1905/1018 Reinforced Concrete Pipes, Grates, Covers & Associated Products

2012/0328 Road Surfacing & Associated Services

2004/1026 Hardware, Plumbing & Compressed Gases

1912/0618 Recruitment, Training & Associated Services, E Learning & Training, Psychometric Testing & Skills Assessments, Unbundled Recruitment Services, Employee Satisfaction & Organisational Survey Services, Performance Appraisal Management Services

# WODONGA TAFE SAVES 40% ON CLEANING SERVICES

Following a public Request for Tender managed by Procurement Australia, Wodonga TAFE is now saving 40% on its Cleaning Services. The tender’s specifications were set with a five-month timeline for end-to-end procurement and Procurement Australia’s ISO 9001-certified tender process provided Wodonga TAFE a level of assurance knowing that the whole process would be consistent and transparent.

*‘It is a relief to know that when you work with Procurement Australia you can enter the services procurement market in a manner that supports transparency, diligence and efficiency. The tender process managed through Procurement Australia supplemented our internal skill sets, making the process streamlined and efficient from Wodonga TAFE’s perspective.’*

Phil Paterson  
CFO, Wodonga TAFE

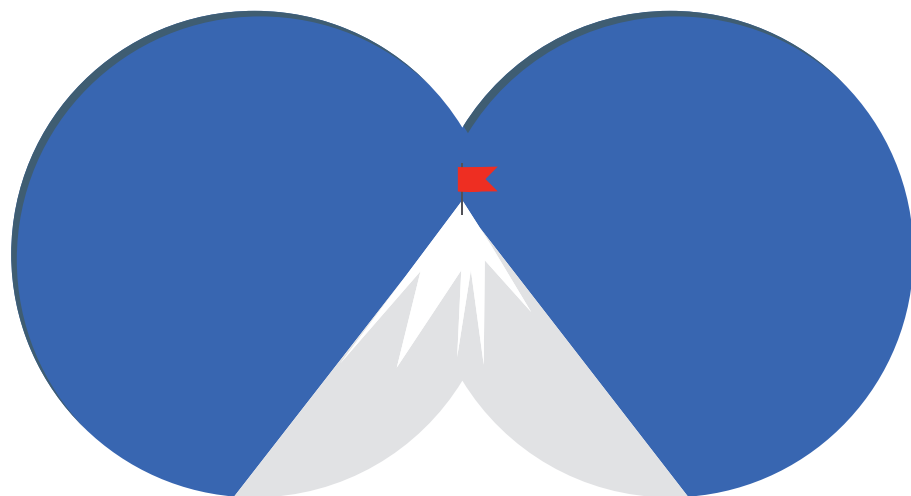
# REVENUE FROM CONSULTING SERVICES GROWS

Over 30 years in the procurement business puts us in the lead position to advance Australian businesses with successful sustainable procurement strategies.

Taking advantage of our extensive experience and position as a pre-eminent procurement organisation, we offer bespoke advice and solutions to address clients' specific needs.

We work in areas ranging from spend analysis, procurement benchmarking, and developing category opportunities to implementing logistics and procurement strategies, and bring the benefits of 50 years' collective procurement experience to deliver true value for money and measurable savings.

In 2017 our consulting services delivered in a couple of major ways during the year including, again, the Department of Defence.



## DEPARTMENT OF DEFENCE

Following our winning last year of a major contract with the Department's Acquisition and Sustainment Group Land Systems Division around a Proof of Concept (PoC) Trial in the Department's 4th Party Logistics (4PL) Smart Buyer Commodity Reform Program, 2017 saw us enter a new contract.

Over the past 12 months, the Department of Defence contract focused on:

- Construct and finalisation of the specification for the RFT and delivery of the RFT process
- Organisational Change Management Framework

The scope of work delivered the RFT process encompassing Offer Definition Improvement Activates and Best and Final Offer with Contract Negotiation and Contract Execution stages to be completed early next year. Whilst contracting is taking centre stage, activities supporting business readiness to ensure organisational change management is occurring are major deliverables of this project which will ensure the Department is ready for the new operating model.

The DoD have leveraged the Procurement Australia Flexible Business Spaces, this is of great value to our organisations profile having the largest federal department conducting all industry facing activities from our premises.

## MELBOURNE RENEWABLE ENERGY PROJECT

Last year we reported on our involvement in this ground-breaking purchasing model project seeking large volumes of energy for a group of 14 spearheaded by the City of Melbourne.

To start, we hosted an energy industry supplier briefing in Melbourne in late 2015 and then coordinated the Project's tender reference and evaluation committees considered vital to achieving industry engagement.

During this financial year, we continued to work alongside City of Melbourne who led the project for its partners: University of Melbourne, RMIT, Federation Square, City of Port Phillip, City of Yarra, Moreland City Council, Bank Australia, Zoos Victoria, Citywide, National Australia Bank, Australia Post, Melbourne Convention and Exhibition Centre and NEXTDC.

At the initial tender briefings, it was said that the Project had the possibility of driving new investment in utility scale renewable energy projects. A Power Purchasing Agreement (PPA) has now been announced.

## PROCUREMENT AUSTRALIA PARTNERSHIPS DELIVER

This year provided many examples of highly successful Procurement Australia partnership outcomes delivered to existing and new members.

Among these was more than \$500,000 saved on insurance premiums over a two-year period for an existing member, and a saving of 43% on all stationery orders for Geelong Cemeteries Trust.



# LET'S NETWORK – WOMEN IN PROCUREMENT

Procurement Australia's national professional network linking female procurement specialists around Australia was launched in 2016 and is chaired by Procurement Australia Board Director and City of Melbourne former Deputy Lord Mayor, Councillor Susan Riley.

Events during the year included presentations from Rebecca McKenzie, Chief Executive Officer, City of Glenn Eira, LGPro President, and member of the Victorian Government Ministerial Roundtable on Gender Equity, reporting on roundtable progress.

Ben Rimmer, Chief Executive Officer, City of Melbourne and a member of the Male Champions of Change discussed championing change and gender equity at the City of Melbourne.

Sharon Ardley from David Executive, HR Solutions, discussed how to manage flexible working and job sharing, and gave an update on current changes in the corporate sector.

RMIT University presented on two occasions: addressing opportunities for pathways, and further learning for procurement professionals through online courses.

The group now has a LinkedIn page and over 60 members.

The network's aim is to bring together senior procurement women from around Australia to develop professional skills and expertise, and mentor up-and-coming women through bi-monthly meetings and talks across the states.



**Ben Rimmer**  
Susan Riley introducing Chief Executive Officer, City of Melbourne presenting to the Let's Network members

*'Chairing Let's Network offers me a great insight into the incredible wealth of resources available to the industry through its senior and up-and-coming women. Acting as part mentor, part problem-solver, and part challenge-setter gives me enormous pleasure and has filled me with respect for my female colleagues in procurement. I'm very much looking forward to what we can achieve in 2017/18.'*

**Susan Riley**  
Procurement Australia Board Member,  
Councillor City of Melbourne and Chair, Let's Network

*'The Let's Network has been a fantastic initiative. It has provided an opportunity for females in procurement to network and share their experiences as well as broaden their outlook.'*

*In order to be better leaders in procurement, you need to look outwards and not be constantly caught up in the day-to-day. The Let's Network meetings have provided breadth though their topics and an opportunity to share thoughts. Well chaired by Susan Riley and excellent management by Liz van Doorn.'*

Let's Network member

# FIRST EVER WINNER PAUL JAMES EVERITT PROCUREMENT AUSTRALIA SCHOLARSHIP

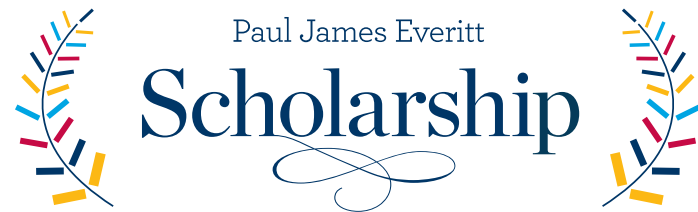
The first ever winner of the Paul James Everitt Procurement Australia Scholarship valued at \$10,000, Jaime Aitken, Coordinator Procurement, Latrobe City Council was announced at our 12th Annual One Day National Conference in August 2017.

The scholarship was motivated by Procurement Australia Board's desire to leave a lasting legacy that will invest in people working in the procurement industry and named it after Paul Everitt, a Procurement Australia employee who passed away in October 2015, to acknowledge his contribution to the industry and Procurement Australia over a number of years.

*'It was a great honour to be awarded the inaugural Paul James Everitt Scholarship for 2017 and a privilege to be presented the award by his family, in particular his children.'*

*Paul was a very knowledgeable person in his field and I was lucky enough to assist Paul on a Procurement Australia tender in 2015 from which I gained a variety of learnings and an amount of knowledge'.*

**Jaime Aitken**  
Recipient of the inaugural Paul James Everitt Scholarship



*'I wish to thank Procurement Australia for kindly inviting myself and other members of the late Paul Everitt's family to the company's Annual Convention on 25 August 2017, and particularly be part of the Inaugural Award of the Paul James Everitt Scholarship. As well, we attended two of the excellent presentations and was very much delighted to have been seated at the same table as the Scholarship recipient, thus having a perfect opportunity to meet him, and congratulate him.'*

**Jeff Everitt,**  
Father of Paul James Everitt pictured above with the Everitt family

## TRAINING

In the last year, Procurement Australia has delivered a range of diverse training sessions and seminars in Melbourne, Adelaide and Sydney, as well as in regional Victoria and New South Wales. Demand from our members for ongoing learning remains strong.



## REGIONAL NSW

Contract Law seminars have been delivered for a group of Councils south of Sydney-Wollongong, Shellharbour, Kiama Shoalhaven, and the Illawarra Pilot Joint Organisation (IPJO), and Goulburn.

Regional seminars will be conducted later in the year. Procurement Australia is committed to delivering seminars in both metro and regional areas.

## MEMBER ENGAGEMENT

During the year, Procurement Australia conducted many events for members to engage with the brand including Contract Briefings for both members and suppliers in Adelaide, Melbourne and Sydney; Let's Network - Women in Procurement educational opportunities in regional Victoria and New South Wales as well as Sydney and Melbourne.

Procurement Australia also sponsored many events including industry women's development forums in Melbourne and Adelaide, industry conferences in key verticals, and support for LGPro in Victoria and South Australia.

# CAPITAL CITIES PROCUREMENT NETWORK

The Capital Cities Procurement Network (the Network) is an initiative of Procurement Australia and the member Capital City Councils. The aim of the Network is to establish a clear understanding of the procurement capabilities of local government, identify strengths and improvement opportunities, and develop actions to build a local government procurement sector that is sustainable, efficient, effective and collaborative.

The Network has been established to enable networking, knowledge sharing, policy development and sector procurement strategy to occur between Capital City Council procurement teams, and drive change nationally.

The Network's functions include providing a forum where experience, specialist knowledge, and procurement and supply chain skills can be exchanged and discussed, and share information to resolve agenda items. In addition, it provides the opportunity to consider relevant issues and matters of concern to stakeholders. The Network aims to facilitate the development of quality procurement policy and strategy advice, and be actively involved in providing this advice to non-capital city councils.

The Network engages with government, community and other organisations on procurement issues, and identifies and corroborates existing procurement initiatives across councils while also developing strategies to improve the scale and scope of shared resource initiatives within local government at both sector and regional level.

A further activity of the Network is to investigate opportunities for collaboration between federal, state and local government, and areas where improved coordination and sharing of intellectual property and data between these governments would enhance outcomes for local government.

Network membership comprises representatives from each Capital City Council in Australia.

## VISION FOR THE CAPITAL CITIES PROCUREMENT NETWORK

*‘Our goal is to establish and embed a collaborative and outcome driven body of leading procurement professionals working together to develop high level strategic business and political insights to drive change nationally as one voice.’*

*‘Any organisation, private, public or not for profit, has a social, environmental and economic responsibility for the future, and any effort to ingrain this responsibility at a governance and measurable level is worthwhile.’*



# CEO FORUM SERIES



An enlightening and well attended series of working lunch CEO Forums at 461 Bourke Street, Melbourne, featuring senior business and political leaders with something to say about leadership was very well received. Generally, speakers canvass topics dealing with business, leadership, procurement and success. We were delighted to kick off the series with The Hon. John Brumby who spoke about workplace leadership.

# CEO ADVISORY PANEL

During the year, we established a professional CEO Advisory Panel to link CEOs from Councils across metro and regional Victoria. The role of the Panel is to facilitate a high level approach to contemporary issues and challenges local communities face.

Panel participants share a myriad of invaluable learnings, lending both strategic business and political insight to drive change and identify opportunities. The Panel also has a remit to influence and develop Procurement Australia's strategic decisions, lift and strengthen conversations with members, industry peers, government and suppliers, and position us where we need to be to make the most worthwhile impact.

*‘Our goal is to establish and embed a collaborative and robust body of leading CEOs and Councils who can work together to develop high level strategic business and political insights to drive change as one voice.’*

**Joe Arena**  
Chief Executive Officer

# PROMOTING SUSTAINABILITY

## Pledge to reduce greenhouse gas emissions – TAKE2

During the year, Procurement Australia joined the Victorian Government's Climate Change Pledge program. TAKE2, delivered by Sustainability Victoria, is a voluntary program that helps reduce greenhouse gas emissions and keep the global temperature rise to under two degrees.

The program enables all Victorians, including businesses, community groups, local governments, schools and individual to be part of Victoria's action on climate change. By the end of 2017, TAKE2 had over 800 organisations participating, including more than 500 businesses. Procurement Australia is a proud Member of the TAKE2 program. We have outlined our commitment to play our part and take action on climate change for Victoria, our country, and our planet. Further, we have outlined a number of specific sustainability commitments via the TAKE2 website [www.take2.vic.gov.au](http://www.take2.vic.gov.au).

*‘Congratulations to Procurement Australia on signing up as a Member of the TAKE2 Climate Change Pledge program. By becoming a part of TAKE2, Procurement Australia is demonstrating its leadership in taking action on climate change. Procurement Australia is one of the largest aggregators that facilitates the supply of goods and services to the government, NGOs and the private sector, with 700 member organisations across Australia. They have the potential to significantly influence better environmental outcomes across supply chains within Victoria and beyond. Sustainability Victoria and Procurement Australia have worked together for a number of years and I am excited to now be working together on TAKE2 and realising the huge opportunities from sustainable procurement.’*

*TAKE2 is a great opportunity for all Victorians to get involved and build on the work already being done to deliver innovative projects that reduce the harmful impacts of climate change. I would encourage Procurement Australia's member organisations with operations in Victoria, as well as individuals, to join TAKE2 and work together to ensure a better environment, now and for our future.’*

Stan Krpan, Chief Executive Officer, Sustainability Victoria



## ISO 9001 certification for its Quality Management System

Procurement Australia's ISO 9001 certification for its Quality Management System (QMS) was successfully extended during the year following SAI Global's audit of MAPS Group Limited in October 2017.

Conducted to determine Procurement Australia's ongoing compliance with ISO 9001 and its QMS, and its effectiveness in achieving continual improvement, the audit considered Procurement Australia's policies, objectives, and continual improvement processes, and was carried out within SAI Global's processes which reflect international audit standards driven by ISO/IEC 17021, ISO 19011 and other criteria.

The audit revealed that Procurement Australia's QMS was integrated into the business processes of the organisation, adapted when there had been changes, and was providing value to the business, and that the QMS is effective in ensuring organisational objectives can reasonably be achieved.

Several notable achievements in the area of continual improvement were identified in SAI Global's report:

- The acquisition of another similar organisation, Church Resources, with additional sites resulting in the business doubling in size.
- The move towards to obtaining accreditation with the Chartered Institute of Procurement & Supply (CIPS).
- Development of a 2020 Strategic Plan.
- Strong growth associated with consulting services provided in procurement.

## ISO 20400 International Sustainable Procurement Standard

Further action on the sustainability front during the year saw Procurement Australia join Social Traders, Transurban and Sustainability Victoria to launch the new international Sustainable Procurement Standard ISO 20400, the first international standard on sustainable procurement. Working with Sustainability Victoria, Procurement Australia is taking the industry lead and acting as a role model for all Australian organisations to take up the 'sustainable procurement' challenge by seeking accreditation under the standard.

ISO 20400 provides a global best practice framework for sustainable procurement and is vitally important considering procurement's economic, social and environmental impacts and the challenge of procuring sustainably. The standard aims to assist companies help them reduce their environmental impact, tackle human rights issues and manage supplier relations.

*‘Quality assurance and sustainability a must for success.’*

**Joe Arena**  
Chief Executive Officer

## SPONSORSHIP



Procurement Australia is continuing its support of the LGPSA Women's Development Forum in Adelaide and the LGPro Women's Development Forum in Melbourne. Additionally, Procurement Australia continues to raise donations for the McGrath Foundation at these events

Continuing to support women in government, Procurement Australia was the inaugural Platinum Sponsor for the Top 50 Public Sector Women (Victoria).

Key verticals and contracts were again supported nationally by Procurement Australia as event partners at leading industry conferences.

Procurement Australia also conducted a Contracts and Marketing annual briefing in Hobart, Launceston and Adelaide, outlining contract opportunities with specific regional suppliers.

## INDIGENOUS & GOVERNMENT ENGAGEMENT PROCUREMENT AUSTRALIA ABORIGINAL PROCUREMENT POLICY

Procurement Australia is committed to developing beneficial and reciprocal partnerships with Aboriginal businesses across the country. We want to increase supplier opportunities for Aboriginal people through Procurement Australia and enrich our industry through inclusion, understanding and appreciation of Aboriginal cultures.

Our Aboriginal Procurement Policy underpins how we will approach and partner with governments and contractors. It will ensure that we engage in ways that are always inclusive, respectful and culturally appropriate.

## CITY OF MELBOURNE ABORIGINAL PROCUREMENT POLICY



**Oliver Moritz**  
Acting Manager Procurement and Category Management,  
City of Melbourne

Together with the City of Melbourne, Procurement Australia has continued to promote the inaugural City of Melbourne Aboriginal Procurement Policy to members through briefing sessions with metro and regional organisations.

## VICTORIAN INDIGENOUS ECONOMIC DEVELOPMENT BOARD

Procurement Australia was an active participant at the launch of the Aboriginal Victorian Economic Development Board's 'Clearing a path to Aboriginal business procurement', a workshop organised by the Department of Premier and Cabinet and the Victorian Aboriginal Economic Development Board.

The workshop was facilitated by PwC's Indigenous Consulting, and the results - Advancing the Aboriginal Business Sector - will be presented to the Premier of Victoria and the Department of Premier and Cabinet.

## INDIGENOUS BUSINESS COUNCIL



Procurement Australia has continued to engage with the federally-funded Indigenous Business Council (IBC) by supporting training seminars at Procurement Australia's offices, of which there have been four. IBC is now also a Procurement Australia member.

# CITY OF NEDLANDS WINS BIG IN ALL AREAS ON INSURANCE TENDER

Savings of up to 30% achieved together with enhanced coverage and greater broker advocacy and transparency.

City of Nedlands has negotiated better, more appropriate coverage, better premiums and lower excesses, greater transparency and brokerage advocacy through its latest open market insurance tender process managed by Procurement Australia's insurance advisory arm, InsureRight.

Last reviewing its insurance needs in 2014, the City of Nedlands this time opted for a flat fee for service from InsureRight to manage an open tender process that took around three months from start to finish.

## Quicker turnaround

While previously having worked with the LGIS for their insurance needs, and more recently moving to an internally managed open tender process, the City has managed this year to save up to 30% in costs and achieve a quicker turnaround time for the tender using Procurement Australia's service than had they managed it themselves.

## Specialist expertise, local government experience, independent advice

Lorraine Driscoll, the City's Director Corporate & Strategy said: *'We considered a couple of companies offering a similar service, however we selected Procurement Australia due to their experience in local government, the calibre of their team and their ability to work within our timeframes.'*

Ms Driscoll pinpointed the specialist nature of InsureRight's services, its independent advice, the significant insurance and risk management experience of its team, and the simple, streamlined process employed as the key benefits of the City working with Procurement Australia rather than undertaking the tender process itself.

She said: *'We have benefited enormously through partnering with experienced risk and insurance specialists who use an engaging customer service model.'*

## Cost savings and policy enhancements

Achieving cost savings of approximately 30% for the 2016/17 year for what is essentially a 'like for like' policy comparison, City of Nedlands's benefited from some key coverage enhancements. Under the broker service offering, the City will soon also undertake a Workplace Risk Profiling exercise to identify opportunities to reduce the cost of workplace injuries.

## High quality competitive bids; new brokers

The tender process attracted very high quality, competitive bids and the top two respondents were interviewed to determine the successful bidder. An outcome of the process has seen Nedlands engage a new broker, Marsh Pty Ltd.

## On time and under budget

According to the City, apart from bringing the tender in on time and under budget, the InsureRight key team of Peter Sellwood and Ken Armstrong proved to be not only very experienced and knowledgeable but also helpful and supportive during the quite short tender process, the deadlines of which were all met.

Commenting on the outcome and running of the tender, City of Nedlands' Chief Executive Officer, Greg Trevaskis, said: *'I was really happy to engage Procurement Australia as I felt assured by their experience and ability to provide non-biased advice.'*

*I feel confident that we have achieved the most appropriate and competitive policy mix and that our new broker, Marsh, has the capability to ensure that our insurance coverage continues to meet our requirements.'*

## Procurement Australia - InsureRight

Commenting on this strong outcome, Joe Arena, Procurement Australia's Chief Executive Officer, said: *'We're thrilled to see our specialised insurance advisory service InsureRight launched just a year ago, deliver greatly improved benefits and achieve significant savings for members.'*

*InsureRight grew out of the understanding that members wanted both cost savings and better risk management and insurance strategies but were possibly not able to achieve the best outcomes in such a specialised field.*

*Knowing that for many it would be easy to take a conventional insurance-only route – missing out on best practice insurance and risk management strategies – we jumped at the chance to help through InsureRight.'*

# ONE OF VICTORIA'S LARGEST COUNCILS ACHIEVES COST SAVINGS IN EXCESS OF 40% WITH INCUMBENT BROKER

Procurement Australia's risk management and insurance division InsureRight was approached by one of Victoria's oldest and largest local government councils with 100,000 residents and over 50,000 residential dwellings.

Council required the services and support of an independent expert as part of an internal corporate governance review to help ensure their insurance and risk management protocols were not only appropriate but also represented best practice.

## Needs

Given budgetary constraints, the council was eager to save money on their annual premium spend which exceeded \$1.6M.

More importantly, council sought to explore both the adequacy and cost effectiveness of their existing risk management and insurance arrangements, and test the long-standing relationship with their incumbent intermediary.

## Solutions

The Procurement Australia team managed a bespoke Request for Proposal (RFP) tender process for the provision of insurance broking and risk management services that was tailored to meet the unique and diverse needs of the council.

The RFP process focused on a wide range of key servicing criteria prioritised by council and was successful in eliciting detailed proposals from a select panel of suitably qualified brokers, including five of the largest brokers nationally and globally.

## Results

Following Procurement Australia's detailed appraisal of each response, which included broker presentations from the council's preferred applicants, council opted to reappoint their incumbent broker.

Ultimately, the competitive tension generated as a result of the RFP process not only helped council secure cost savings of more than 40% combined with improved coverage conditions, but Procurement Australia's team was also able to work with council and the broker to ensure a more transparent relationship between the two, thereby eliminating any potential or perceived issues in terms of broker advocacy or support.

# INSURANCE COST & COVERAGE EFFICIENCIES BIG NEWS

During the year, Procurement Australia's InsureRight activities generated average annual insurance cost savings of 31% for six WA councils, including the City of Perth. Additionally, a third of councils reviewed achieved annual cost savings of more than \$400,000, and gained substantially enhanced coverage.

Meanwhile in Victoria, 23 councils, including the City of Melbourne were reviewed with two councils achieving annual cost savings of more than \$500,000. Total annual Victorian cost savings exceeded \$5.4m with average annual cost savings of 30.5% per council. As in WA, all councils achieved significantly enhanced coverage.

*'Procurement Australia delivers measurable savings to all members.'*

Joe Arena  
Chief Executive Officer



# 12TH ANNUAL PROCUREMENT AUSTRALIA CONFERENCE

Tomorrow is Today, Procurement Australia's 12th Annual Conference, was our third one-day national event. With even more support than ever, Tomorrow is Today continued our forward looking approach reflected in earlier conferences.

This year, a record number of 296 delegates registered and the sponsorship packages offered in 2017 were sold out, a very pleasing and happy outcome which only encourages us more to continue to make our conferences an annual highlight for members and suppliers.

As the major public expression of our commitment to investing and nurturing the procurement industry, we worked hard to provide a day featuring high quality content focused on procurement's first principles – efficiency, sustainability and long term economic benefit.

The conference also publicly acknowledged this year's Excellence Awards' winners and with great excitement, announced the inaugural recipient of the Paul James Everitt Scholarship and the Jacinta Bartlett Award for Excellence in Procurement, and offered our Social Procurement Award for a third year.

Futuristic in outlook, the conference was particularly mindful of current shifts in procurement towards renewables, social procurement, diversity and collaboration. It aimed to remind us to consider the future in all our business decisions, focusing on how the procurement industry, its practitioners and their processes can do just that.

In 2017, the conference worked on the basis that we are all more aware of the constancy of change and challenge in our worlds because of the measure of uncertainty we face in the category of energy, and not just from a business perspective.

As the leading energy aggregator in Australia with the aim of delivering members the best available options at the best price, together with leading management tools, delegates were urged to sharpen their understanding of and learn about all things energy at Tomorrow is Today's energy presentation.

The team at Procurement Australia produced an event that consisted of five discrete parts:

- Sponsor/supplier engagement
- Delegates
- Delivery of the Awards
- Paul James Everitt Scholarship
- After-conference networking event

Five Procurement Australia awards were offered:

- Jacinta Bartlett Award for Individual Excellence in Procurement
- Collaboration and Innovation Award
- Sustainability Procurement Award
- Social Procurement Award
- Supplier of the Year Award

*'Uniqco was a proud sponsor of the 2017 Procurement Australia Annual Conference. In addition to great delegate conversations, we enjoyed the Conference program.'*

**Grant Andrews**  
Managing Director, Uniqco

**TOMORROW  
IS TODAY**



**Robyn Mansfield**  
Manager Built & Active space Yarra Ranges Shire Council

*'The 12th Procurement Australian Annual Conference was a fantastic event with sponsors from many different industries. Located on the Upper Level of The Melbourne Exhibition and Convention Centre, sponsors we were given a spacious layout next to presentation rooms which enabled us to network with not only delegates but also fellow sponsors. It also gave us the opportunity to meet the team at Procurement Australia who showed genuine interest in our business. The Procurement Australia Conference is always a "must do" on our annual calendar.'*

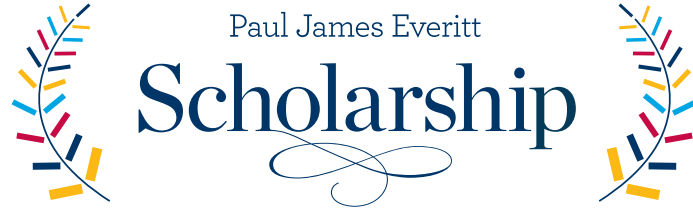
**Ashley Carter**  
General Manager Recoveries & Reconstruction (Aust.) Pty Ltd

*'It was fantastic to attend the Conference with seasoned campaigner, Locky Hughes. Being new to this market myself, it was important for our future success to have the opportunity to meet delegates and Procurement Australia staff who we engage with for print and workflow solutions. It's a great way to build relationships that would normally take a lot longer to develop. Konica Minolta is already providing solutions to local government and we look forward to supporting the market's ongoing understanding of "Why Konica Minolta" as we evolve.'*

**Rene de Prinse**  
Account Manager, Konica Minolta



# WINNERS PROCUREMENT AUSTRALIA'S EXCELLENCE AWARDS AND THE PAUL JAMES EVERITT INAUGURAL SCHOLARSHIP



The winner of the Paul James Everitt Scholarship Jaime Aitken (centre) with Joe Arena (left) and Ken McNamara (right).

## 1. The Jacinta Bartlett Award for Individual Excellence in Procurement

This award was won by Tim Lawson, Manager Procurement and Contracts with Manningham City Council. With an MBA (Procurement), Tim is also Chairperson of the Eastern Metropolitan Procurement Network in Victoria and has local government experience in Victoria and NSW. Sponsored by CIPS, offering a four-day CIPS open training program valued at \$5000.

## 2. The Collaboration & Innovation Award

was awarded to two projects in 2017. First, a Collaborative Tender for Facility Management undertaken by Yarra Ranges, City of Greater Dandenong and Cardinia Shire Council to standardise specifications and contract documents for a collaborative tender opportunity allowing the market to price in bundle efficiencies to reduce costs and improve service.

The second winner was City of Whittlesea, Moreland City Council and City of Darebin for their EAWF Project which started as a large, cross-departmental project for the City of Whittlesea, but became a shared services project involving all three councils. The result was a state of the art animal shelter and creation of an innovative tender process to select the service provider. This award was sponsored by Bunnings.

## 3. Sustainability Procurement Award

This was also given to two projects in 2017. The Energy Performance Contracts project which combined effort from City of Boroondara, Knox City Council, Maroondah City Council and Yarra Ranges Council to collaborate on a tender to establish Energy Performance Contracts maximising and guaranteeing emission savings on strategic properties in their catchments.

Second to be awarded was Lake Macquarie City Council for its Solar PV Procurement Initiatives project which involved a tender to install at least 50 kW of renewable energy generation capacity and 600 kW of renewable energy generation capacity on council facilities. Thanks to AGL Energy for its sponsorship.

## 4. Social Procurement Award

City of Melbourne was awarded the Social Procurement Award sponsored by Charterhouse for the introduction of the Aboriginal Procurement Policy in 2016.

## 5. Supplier of the Year Award

Voted by Procurement Australia members, the Supplier of the Year Award was awarded to Dulux, and sponsored by Procurement Australia.

## 6. The inaugural Paul James Everitt Scholarship 2017

It was an honour to name the inaugural winner of this ground breaking scholarship, Jaime Aitken, Coordinator Procurement, Latrobe City Council. With over 10 years' procurement, contract and fleet management experience in local and state government, Jaime is an exceptional leader with highly developed interpersonal, negotiation and communication skills.

Working at Latrobe City for more than six years, Jaime manages a multi-skilled procurement team overseeing the procurement, contract and fleet functions. He is a motivator, able to influence others positively to achieve organisational and personal goals, and highly proactive within Victoria's Gippsland Regional Procurement Network Group, facilitating and driving change to achieve procurement excellence.

Also a member of LG Pro's Procurement Special Interest Group, Jaime was named a winner of Procurement Australia's Innovation and Collaboration in Procurement Excellence Award in 2016.





# THANK YOU

A special thank you to all the sponsors who helped make Tomorrow is Today such an outstanding success. All sponsorships offered were taken up – it seems sponsorship of Procurement Australia’s One Day Conference has become a valued achievement with sponsors taking up all opportunities, including Masseuse and Coffee Cart sponsorship, two of today’s vital services!



## Our 2017 Sponsors included

AGL  
All Access Australasia  
Blue Connections  
Bunnings Group Limited  
CampusGuard  
Charterhouse Recruitment Pty Ltd  
CIPS Australasia  
Dulux  
Equifax  
Fleet Card  
FleetPartners  
Fuji Xerox Australia  
IA Design  
IntraSpace  
Konica Minolta  
Learning with Technologies

Light Source Solutions\_GE  
ODC Design  
OfficeMax Australia  
ORIX Australia Corporation Limited  
Pickles Auctions  
Recoveries & Reconstruction  
Reece Group  
Rod Cattrall and Associates  
Summit Fleet Leasing and Management  
Tenderlink  
TOSHIBA (Australia) Pty Limited  
Tyres4U  
Uniqco International Vehicle Management  
Verser Technology Lifecycles  
Viatek

For the first time, Church Resources was represented at the Conference and Procurement Australia was pleased to welcome back our industry partner, CIPS Australasia, who again generously supported the Jacinta Bartlett Award for Excellence in Procurement.

### Indigenous Business

Procurement Australia was pleased to welcome the award-winning Winya Indigenous Furniture which was supplier at the Conference.

### Conference speakers

A diversity of topics was covered at the Conference where 12 speakers presented, including keynote speakers, Morris Miselowski and Bernard Salt. Topics canvassed were:

- Gender Equity in Government
- Indigenous Procurement
- Renewable Energy
- Sustainability Victoria ISO 20400
- The Future of Libraries
- What your communities will look like in the future
- Workforces of the Future



1. Keynote Speaker, Bernard Salt, The Demographic Group  
2. Keynote Speaker, Morris Miselowski, Futurist  
3. Karen Milward, Co-chair Victoria's First Aboriginal Economic Board.



# PROCUREMENT AUSTRALIA MEMBERS LOUNGE GOES TO THE MELBOURNE CONVENTION & EXHIBITION CENTRE

A Procurement Australia Members Lounge was set up at the conference so that delegates could meet, work and take calls during the breaks.



## MEMBER ACQUISITION

As the conference also had a focus on gender diversity, delegates were encouraged to join Let's Network - Women in Procurement.

## CONFERENCE WEBSITE & PORTAL

For the first time, Procurement Australia employed a website landing page for members and sponsors <https://procurementaustralia.dryfta.com/en/> which captured all registration details, held the program schedule, speaker information and all conference documents, provided exhibitor information, presented a conference 'social media' wall and photo gallery, online nomination forms for the Procurement Australia Awards and, finally, conference tickets.

This fully digital approach to managing all this information proved efficient, user friendly and highly accessible.

## MCEC PLATINUM LANDING PAGE PACKAGE

A site specific page was set up for the event, facilitating the Wi-Fi, chat functions, and rolling banner ads for all Procurement Australia's services.

*'Dulux has been associated with Procurement Australia for over 10 years. During the early days of our relationship, we had a very select group of products that the members were interested in. Over time, we learned that the members needed a greater selection of products and as such we expanded our offer to include the full range from the entire paints business.'*

*'Today we supply over 200 Procurement Australia members across NSW, VIC, SA and TAS. We provide them with our professional services such as site specifications and our quality product offering.'*

*'Being recognised as Supplier of the Year was a wonderful surprise and has further solidified our relationship with Procurement Australia. Dulux Australia is proud to be associated with Procurement Australia and its members. We look forward to continuing our relationship into the future, along with supplying the highest quality products and services that members expect to see from Dulux Australia.'*

Dulux Australia



Rolling banner ads for the conference landing page

# CHURCH RESOURCES YEAR IN REVIEW

According to the Australian Charities and Not-for-profits Commission there are approximately 54,000 registered charities in Australia and over 700K not-for-profits. Church Resources is one of Australia's largest aggregated buying groups and solely exists to service the needs of not-for-profit organisations. In addition, Church Resources is also committed to supporting employees and volunteers working in this sector and launched Your Salary Benefits in 2017 as a way of saying "thank you!" to the millions of employees and volunteers dedicated to helping others in our community

In 2017 Church Resources (CR) has grown its membership base to over 22,000 Australian not-for-profit organisations.

In addition to strong membership growth, particularly in the Education sector, CR continued to support Members in their procurement processes resulting in value beyond just cost savings.

In the last financial year, CR Members achieved significant cost savings, enabling greater financial flexibility for the benefit of their mission. Through CR's direct sales model, Members saved over \$1.4 million and \$2.2 million when procuring Technology/ICT products and Voice/Data/ICT products respectively.

CR Members who have an account with world-leading travel management company, FCM, saved just over \$2.2 million in corporate travel expenses between July 2016 and June 2017.

In February 2017, **Your Salary Benefits (YSB)**, previously known as MySalaryPlus, was launched to benefit employees and volunteers working in the not-for-profit sector. The YSB membership base had grown to nearly 10,000 people by the close of 2017. In 2018 we look forward to continued growth in both membership uptake and strategic partnerships for the benefit of the not-for-profit community.

Church Resources successfully relaunched its weekly **Foodservice Update** newsletter mid-2017 and continues to roll out its informative **CR Kitchen** video series and webinars with Dr Karen Abbey (B Sc. Hon Human Nutrition | Grad Dip Nut & Diet | Masters Health Science Management | PhD Foodservices | Cert IV Assessor Trainer | Cert III Commercial Catering | HACCC Certified) featuring CR's Foodservice partners.

**NFP News** continues to be a popular weekly publishing service bringing its readers a mix of news, opinion pieces and feature articles of interest to people in the not-for-profit sector.

Your\$alary  
Benefits

NFP  
news



CR Foodservice Ambassador, Dr Karen Abbey, offers our Members a range of services from menu planning as well onsite audits and reviews of dining rooms and kitchen operations.



As part of the Excellence in Foodservice Community Program (EFCP), Dr. Karen Abbey runs a monthly cooking demonstration known as CR Kitchen.



# CHAIR REVIEW

First, thank you to our staff, executive management team and shareholders, and to my fellow Board members for shepherding Procurement Australia through another highly successful year.

For the third time in four years, 2016/17 has delivered a record profit. Shareholders will also again be receiving a dividend this year.



First, thank you to our staff, executive management team and shareholders, and to my fellow Board members for shepherding Procurement Australia through another highly successful year.

For the third time in four years, 2016/17 has delivered a record profit. Shareholders will also be receiving a dividend this year.

As Chairman, I am very happy to be able to bring these results to market and to publicly recognise the effort that goes into achieving them. Thank you for allowing me to do so.

Operating from our head office in Melbourne's CBD at 461 Bourke Street during 2016/17 has played a role in this year's results.

Positioning ourselves in this precinct has ensured we've walked the walk and not just talked the talk, and consolidated our standing as Australia's leading national procurement organisation.

Each year has its highlights.

2015 recognised our 30 years in business and the change to our Memorandum of Articles of Association to allow us to welcome members from the private sector.

2016 witnessed our move into Melbourne's CBD and the establishment of some key new business areas including consulting services such as InsureRight, along with a successful private sector membership drive that has taken us into new business fields.

And 2017 has seen us again grow our business substantially, this time through our acquisition of Church Resources, Australia's leader in offering procurement solutions to the dynamic and extensive not-for-profit sector.

In addition, this year has proved our decision of a few years ago to promote an exciting, fast-paced one day conference as the way ahead for delivering quality information in an exciting future focused format. And this year's 12th Annual Procurement Australia Conference Tomorrow is Today was just that.

There were other milestones through each of these years, but these ones stand out and signify to me that the effort made and the initiatives taken over the past four years to listen to what our members want and need, and to deliver them successfully, is paying off.

## Church Resources

As one of Australia's largest not-for-profit aggregated buying groups, Church Resources is a quality peer organisation and its acquisition offers us a great opportunity, delivering growth to shareholders and new products and services to members while giving us a very strong vertical in the not-for-profit sector.

Over its 20 years, Church Resources successfully delivered supply solutions exclusively for not-for-profit organisations to a point where its critical mass was suitable for sale to a specialist operator able to support its expansion. Established more than 30 years ago, Procurement Australia was just that organisation, and a natural partner for Church Resources.

With both brands operating in different verticals, we are committed to seeing members of both organisations continue to benefit from the many advantages they currently enjoy, including consistent savings and outstanding service on a range of procurement solutions, and more.

## Conference and Scholarship

We are delighted at how our members, and importantly our suppliers and sponsors, have recognised our Annual Conference as one of Australia's premier procurement industry events. This year, sponsorship was oversubscribed and a record number of delegates registered.

The Board is thrilled to have seen the successful realisation of the inaugural Procurement Australia Paul James Everitt Scholarship which was awarded to Jaime Aitkin at this year's Conference in Melbourne in August.

As Procurement Australia's legacy for the future, the scholarship is an effort to give back to the industry and its people who have for so

long supported us. It was therefore a great day to have announced Jaime as the winner of the inaugural Paul James Everitt Scholarship – congratulations.

The scholarship is a symbol of Procurement Australia's commitment to enhance the procurement function by supporting professional development and providing learning opportunities through a variety of initiatives aimed at recognising and supporting the development of procurement talent in the public and private sectors.

We place great emphasis on our industry leadership role encouraging an increasingly professional, high standard industry that will ensure a more sustainable future for everyone, and we are passionate about achieving great outcomes for procurement professionals, the community and our members.

## Board

Your Board functioned very well during 2017, and became the Board for Church Resources too. Directors are pleased to see the results of the company unfold as they have in 2017.

On behalf of the Board, I extend thanks and appreciation to Procurement Australia's Executives, Management and Staff, and all those associated with us.

## Ken McNamara

Chair - Board of Management



# CEO REVIEW

2016/17 has been another pioneering year for Procurement Australia. Since becoming Chief Executive Officer in 2013, I've seen Procurement Australia change shape, refine its operations through improved technology, and broaden and drive its member offerings to a much more satisfying level.



This year we continued to progress as Australia's key national procurement organisation by developing avenues for new revenue streams by either diversifying internally, establishing strategic external collaborative opportunities, or through outright acquisitions. There is still work to be done, though, to become the organisation we can really be.

The last 12 months have seen Procurement Australia deliver on its past investments and undertake more, in particular the acquisition of Church Resources, a leader in procurement solutions for the not-for-profit sector. The acquisition delivers for both shareholders and members, and is a strong vertical for us in the not-for-profit business area.

Remaining a separate brand and identity under the MAPS Group umbrella with a shared back office with Procurement Australia. Church Resources brings to the group a membership of 22,000 plus which has been built over the last 20 years. The membership includes key NFPs in the fields of Education, Health, Aged Care, Welfare and Churches in NSW and around Australia. Church Resources is considered the leading one stop shop procurement services and solutions organisations in the sector.

Church Resources and Procurement Australia have the same objective – to enable members to save time, minimise costs and gain efficiencies in their supply chains, and so is an excellent fit with us and offers products and services ranging from communications, technology, asset, property and fleet management to whitegoods, appliances and furniture, community housing, food service, supplies and consumables.

In addition, Church Resources has a specifically developed Your Salary Benefits rewards program for employees and volunteers in the NFP sector, a significant number of people considering that an estimated 1.2 million Australians – around 10% of the nation's workforce – work in the NFP sector (Australian Charities Report 2015).

It is with great pleasure that we welcome the Church Resources team to the MAPS Group fold and I thank them for working to make the transition successful and for welcoming me as their Chief Executive, and the Procurement Australia Board as their Board.

This acquisition and our existing and more recent strategies including last year's move into the Melbourne CBD to L18, 461 Bourke Street are paying off well as we set another new record in terms of profit – the third time in four years.

This year our net profit was \$815,835 and we are delivering another modest dividend to our shareholders, whom we thank for their continued support and encouragement to set new goals to be achieved.

The year has been punctuated by enormous changes to and clouds hovering over the supply and costs of energy all around Australia. While we didn't go to market this year, we have been very active with members ensuring they understand what is happening in the market and what is available to them through energy briefings and communications.

We are delighted to have been a crucial part of the City of Melbourne's Renewable Energy Project which began with us hosting supplier briefings in late 2015. We also coordinated the Project's tender reference and evaluation committees and continue to work alongside City of Melbourne to bring this project to fruition.

As we regularly run supplier tender briefings for the hundreds of aggregated purchasing contracts we award each year, we know just how vital these are to achieving successful industry engagement on a tender's scope, objectives and requirements.

Last year I claimed Procurement Australia as not simply an aggregator of buying power but also an experienced and easy to work with provider of procurement Consulting Services. 2016/17 has proven this claim right with continued take up of our services by members and new clients.

Innovating through technology is an important strategy we've adopted in recent years to provide a better customer experience. Our growing membership is testament to this, and is evidenced by member feedback. We successfully showcased our ability to be technologically savvy at our 12th Annual Conference in August, taking a fully digital approach to managing all registrations and information, making it very user friendly and highly accessible, something we hope all our electronic communications and contact points are.



It is very satisfying to report that a record number attended our Tomorrow is Today Conference where we were delighted to announce the inaugural winner of the Paul James Everitt Scholarship which was motivated by our Board's desire to leave a lasting legacy to invest in people working in procurement.

In regard to the conference, our fast-paced one-day approach continues to be very successful with sponsorships oversubscribed, satisfying us that we are on the right track with our vision for a thought-provoking event that also provides an excellent opportunity for networking and exposing ourselves and our members to some of the most significant current day issues the procurement sector, and Australia faces. Thank you to our speakers, sponsors, suppliers and the team at Procurement Australia who manages to execute the event seamlessly and effectively.

As we progress, we realise the privilege we have by being one of the longest-standing procurement organisations in Australia – more than 30 years in Victoria and over 25 in NSW. During the year, our traditional business – aggregating contracts and running tenders – continued apace and our ISO 9001 accreditation remains vital to our success, endorsing our process and framework as best in the business.

Our free membership is a great opportunity for all kinds of businesses all over Australia and the Members' Lounge and Flexible Business Spaces we established at 461 Bourke Street, Melbourne, last year are proving to be thoroughly appreciated by our members, and others. This year we established Flexible Business Spaces in Chatswood in the Church Resources offices and they too have been well taken up.

Our engagement with our members and significant stakeholders is our driving motivation. We are owned by our members and it is vital we are hands on with understanding their needs and working with them to deliver a vision for the future. For this very important reason we are passionate about our member-focused initiatives such as the Let's Network Women in Procurement national group, Capital Cities Procurement Network and the CEO Advisory Panel. Our CEO Leadership Forum series in Melbourne have been taken up well and will be continued in 2018.

Two key developments since I arrived – the inclusion of private companies in our membership and the establishment of our InsureRight service – are having a great impact on the way we operate. First, we have been able to continue to build very successful relationships and partnerships with new members from the private sector, and make significant and valuable differences to our members' insurance costs and the benefits and coverage they receive. Well done as this work enhances our offering by ensuring Procurement Australia provides not only contract and tender processes but overall procurement process review, contexts in which we excel.

Another achievement of which I am extremely proud this year is the development of an Aboriginal Procurement Policy, our effort to ensure procurement in Australia is inclusive procurement that delivers economic opportunity and financial benefits to Australia's First Peoples. Thank you for supporting this major development.

And thank you to my executives, staff and Board Members who have worked with me during the year. You have done well and I dedicate this report to you.

**Joe Arena**  
Chief Executive Officer

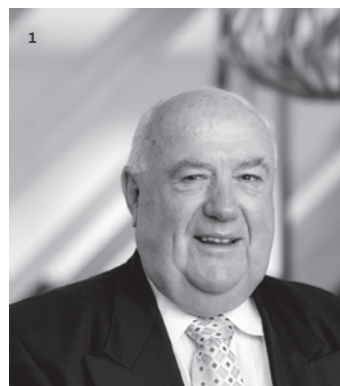


The Procurement Australia Membership Lounge situated in the heart of Melbourne CBD.



# THE BOARD

Procurement Australia's well-experienced Board resources provide the organisation with strong, ongoing support and guidance. The innumerable years of local government management experience and knowledge brought by Board Members to Procurement Australia are always highly valued.



## 1. Ken McNamara – Chair

CE, Dip CE, DipAppScTp, BAppScPlan, FIE (Aust), FIMM, FAICD / Appointed: 21st December 1992 / Appointed Chair: 1996 to 2007 and 21st February 2014 to present day / Chair of the Board, Chair of Finance & Governance Committee

A founding Director of Procurement Australia, Ken is a civil engineer, town planner and company director. With extensive experience as a Chief Executive, City Engineer and Consultant in Local Government, Ken is a Sessional member of the Victorian Civil and Administrative Tribunal and a member of Planning Panels Victoria. He has served as a Government appointed independent chair of a number of major infrastructure projects including the Geelong Bypass, Sugarloaf Pipeline, Peninsula Link, Barwon Heads Bridge Echuca-Moama Bridge Projects, and the Western Highway – Anthony's Cutting Project. Ken has direct expertise in governance, tendering and contract management together with an expansive understanding of procurement procedures across a range of public sectors.

## 2. Lydia Wilson

BA, BSW, GAICD, FAIM / Appointed: 26 February 2010 - Member, Strategy Committee

Lydia has more than 28 years' experience at Senior Executive level in Local Government, including 13 years as Chief Executive Officer, most recently with the City of Manningham and previously with the City of Yarra and the Shire of Macedon Ranges. Lydia is the Managing Director of Lydia Wilson Consulting, a boutique consultancy practice specialising in executive leadership and management services including executive recruitment; coaching and performance reviews; Councillor support and development; and corporate governance. She has extensive Directorship experience having served on many Boards and Advisory Committees over the past 20 years, most notable being Sustainability Victoria (Chair and Deputy Chair), the Lord Mayor's Charitable Foundation, Destination Melbourne, Regional Development Australia (Chair), the National Health Ethics Committee and the National Women's Consultative Committee (Deputy Convenor). Lydia is the current Chairperson of the Banyule Employment Matters Advisory Committee, providing independent advice to the Council on all contractual matters relating to the CEO's employment. She is also the ministerially appointed independent Chair of the Integrated Water Management Forum for the Maribymong Catchment.

## 3. Stephen J Griffin

Chief Executive Officer, State Emergency Service, Victoria / B.App Sc, DipEd, Grad Dip L.G, M.B Man / Appointed: 23 May 2014 - Member, Finance & Governance Committee

Stephen started his local government career at the City of Melbourne in 1986 after a short career in secondary school teaching in Geelong. Stephen's career at City of Melbourne included management positions in recreation, home and community care and general management.

Stephen then moved to Werribee - Wyndham City Council prior to local government amalgamation. Stephen managed the areas of Recreation, Enterprise Support and was Director of Corporate Services in a period where the population in the municipality grew by 8% per annum and was one of the fastest growing municipalities in Australia. Whilst at Wyndham, Stephen completed his Masters of Business Management. He took up the role of General Manager – Corporate Services at the City of Greater Geelong in 2007.

In 2009 Stephen was appointed Chief Executive Officer of the City of Greater Geelong and then in 2014 became the Chief Executive Officer of the Victoria State Emergency Service.

Stephen brings to the Board extensive experience in local government management, as well as broad management expertise developed over a number of years.





#### 4. Susan Riley

Councillor, City of Melbourne MAICD /  
Appointed: 18 September 2009  
- Member, Strategy Committee

Susan has extensive experience in local government having served three terms as Deputy Lord Mayor of Melbourne. In 2001 Susan was the first female Deputy Lord Mayor of Melbourne, and was elected as a Councillor in 2017. In 2015, Susan was recognised for her service to local government and received a Councillor Service Award through the Municipal Association of Victoria.

In addition to experience in local government, Susan has enjoyed a distinguished career spanning more than 25 years in the publishing and media industry. She is a Director of a city-based publishing company supporting local business, community networks and information exchange. Susan is a member of the Australian Intercultural Society Advisory Board and a member of the RMIT University School of Fashion and Textiles Advisory Group.

Susan is passionate about Melbourne and is a strong advocate for small business, women in business and community development. Following her election as a Councillor, her passion and contribution in these areas saw Susan given portfolio responsibilities of Chair Small Business, Retail and Hospitality and Deputy Chair Prosperous City.

#### 5. Brendan McGrath

Chief Executive Officer, Rural City of Wangaratta / B AppSc, PG Dip Business Management / Appointed: 25 September 2015 - Member, Strategy Committee

Brendan McGrath brings the Procurement Australia Board 20 years' Victorian local government and private sector management experience. With post graduate Business Management qualifications and in CEO roles since 2008, initially with Indigo Shire and now with Rural City of Wangaratta, Brendan's strengths lie in human and financial resources management and policy, strategy and business development. His B AppSc and early local government management experience in community and recreation areas give Brendan a strong understanding of people and the community within which they live, essential for local government. Currently Board Director LGPro, Brendan is also a member of North East Victoria Regional Tourism Board.

#### 6. Glenn Patterson

Chief Executive Officer, Yarra Ranges Council / Bachelor of Business (RMIT), Masters of Business (RMIT), Graduate Australian Institute of Company Directors Course / Appointed: 25 May 2015 - Chair, Strategy Committee.

With 29 years' local government senior management experience, Glenn Patterson has been CEO of Yarra Ranges Council since 2008, having previously headed Baw Baw Council. A Board Member of Yarra Ranges Tourism and the Eastern Metropolitan Regional Development Association, Glenn has Business and MBA qualifications and has also been CEO of a Melbourne-based property development group and owned and operated his own property-related business on the Mornington Peninsula.

#### 7. Vijaya Vaidyanath

Chief Executive Officer, Yarra City Council MBA, MA (Economics) / Appointed: 23 May 2014 - Member, Finance & Governance Committee

Vijaya Vaidyanath is the CEO of the City of Yarra in Melbourne. Prior to this role, Vijaya spent over a decade as CEO at Waitakere City Council, a very large metro City in New Zealand and as the CEO of Rodney District Council in New Zealand. She also worked for 15 years as a senior Executive in the Reserve Bank in India with brief stints in the USA before migrating to New Zealand. Vijaya was the former Board Member of Bank of Baroda New Zealand and Massey University and Advisory Member of various Government Boards in New Zealand. She is a member on various Local Government Advisory Groups and a fellow of IPAA Victoria.

Vijaya's qualifications include: Senior Executive Fellow, John F Kennedy School of Government, Harvard University; an MBA from JM Katz Graduate School of Business, Pittsburgh, USA; an MA (Economics) and a BA (Economics) from the University of Bangalore.

Vijaya is renowned for her innovation, integrity, inspiring leadership style and unique ability to deliver results, together with her interest in social justice and value based leadership.

# EXEC TEAM

Procurement Australia's Executive Team provides the focus and drive for the organisation's continued ability to achieve its goals and objectives outlined by the strategic plan.



**1. Joe Arena**  
Chief Executive Officer  
MBA, BBus, GAICD, ASA, MCIPS

A qualified and highly experienced leader, Joe has an accounting background with vast financial operations experience in the areas of procurement, taxation, banking, investments, management and financial accounting, and fleet management. Prior to joining Procurement Australia, Joe was Director, Financial Operations with La Trobe University, an organisation with an operating budget of more than \$650m spread over five campuses. A specialist in fostering collaborative client relationships, Joe drives the development and implementation of Procurement Australia's strategic plan, ensuring the business has the right people, structure and systems in place to meet and exceed its business objectives and client expectations.



**2. Brendan Hoare**  
Director, Strategic Sourcing  
BBus

With a procurement career spanning more than 16 years, Brendan came to Procurement Australia in 2011 having held previous positions of Director, Strategic Procurement with University of Melbourne. And, prior to that, Procurement Director at Victoria's largest public health service, Monash Health (previously Southern Health). With solid financial management expertise involving diverse procurement portfolios, Brendan is responsible for Procurement Australia's strategic procurement, tender and contract functions and commercial and contractual outcomes, pursuing greenfield categories and identifying expansion opportunities.



**3. Liz van Doorn**  
Director Strategy, Marketing  
& Communication  
Graduate, National Art School

Liz develops and drives the organisation's strategic marketing, communications and branding activities and leads the implementation of the Strategic Plan. With well-recognised, award winning marketing communications skills, Liz has long term economic and social strategy planning experience at Local and State government levels as well as financial and segment management, public sector and stakeholder relations skills. She is a specialist who has worked across retail development, urban regeneration, place marketing as well as in the travel, health, energy, hospitality and technology sectors. Liz has specialised in local economic strategies studying with the Centre for Local Economic Strategies in Manchester UK.

In addition to her previous work as a senior lecturer at RMIT University School of Applied Communications, Liz has held senior executive positions in advertising and marketing organisations in Sydney and Melbourne. Liz is also an Advisory Board Member for Deakin University – School of Communication and Creative Arts.



**4. Ivana Horner**  
Director Sales

With financial and business management qualifications, Ivana Horner has proven sales, client service and business process expertise following a successful eight year career with OfficeMax Australia, one of Australia's largest suppliers of stationery and office products. While there, Ivana rose from the position of Account Manager, Commercial to Head of Client Relations and was ultimately responsible for revenue and profitability growth. With an ability to deal with all levels of government and not for profits, as well as experience managing a sales team, setting budgets and evolving client relationships by focusing on process improvements, Ivana's skills together with her capacity to create collaborative client and colleague relationships bring great impact to Procurement Australia's member-focused outcomes.

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**5. Devraj Kanakappan,**  
Director of Finance  
BAcc, CA, CPA

An experienced senior finance manager, Devraj is a well-qualified finance executive with extensive commercial experience gained from working in the manufacturing, import, wholesale, retail, and construction industries in Australia and overseas, in Oman and India. In his most recent position as Financial Controller with Australia's national furniture and particle board manufacturer and importer, the DIM Group based in Melbourne, Devraj was responsible for the company's annual budgets and forecasts, statutory accounts and monthly financial management reporting together with managing the company's cash flow, FX and treasury functions. His well-honed skills enable him to contribute constructively to strategic business planning, contract governance and administration.

**6. Mark Hopcroft**  
General Manager, Brand & Product  
Development, Church Resources

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Mark joined Church Resources in 2011, overseeing product, market and business development to ensure added value to both members and partners. Mark has extensive Manufacturing and Distribution (FMCG) sector business experience gained from his years as executive director of and shareholder in a notable Australian manufacturer and distributor of household name brands such as Armor All, Selleys and Polyglaze, 3M Healthcare and Scotchguard, and the food based products of Pepsico Restaurants (Pizza Hut and KFC). Mark first began working in the NFP sector in 2005 assisting disability enterprises move from basic workshop status to becoming profitable, self-sustaining businesses. This followed his initial successful career at senior and executive management level in the Banking & Finance (structured finance and business acquisition) sector.

**7. Georgia Argyropoulos**  
Executive Officer - CEO Office;  
Company Secretary  
BA (Econ)

Georgia Argyropolous is a skilled executive with extensive experience in the banking and logistics industries. Georgia began her career with the Commonwealth Bank where she spent more than 14 years working first in retail banking and communications before moving into project management in a variety of fields including performance monitoring and reporting, and business process analysis and re-engineering. Before joining Procurement Australia in 2014 as Executive Officer, CEO Office, Georgia worked in the logistics industry. At Procurement Australia Georgia is responsible not only for Board and Committee matters but also for key cross-functional business projects, their performance monitoring and reporting, and risk management. Most recently Georgia has been instrumental in implementing Procurement Australia's new interactive Contracts Look-Up portal, its new CRM Salesforce information system, and managing the company's relocation and fitout of its new Melbourne CBD head office.



# DIRECTORS REPORT

The Directors present their report together with the financial statements of Maps Group Limited ("the Company") for the year ended 30 September 2017 and the Auditors' Report thereon.

## DIRECTORS

The Directors of the Company in office at any time during or since the financial year are:

**Mr Ken McNamara** – Chair of Board of Directors.  
C.E, DIP CE, DipAppSc Tp, BApp ScPlan, FIE (Aust), FIMM, FAICD  
Appointed: 21 December 1992 Chair from: 1996 to 2007, and  
21 February 2014 to present day.  
Chair of Finance & Governance Committee, Town Planner and  
Consultant Civil Engineer

**Ms Susan Riley** – Non-Executive Director.  
Appointed: 18 September 2009.  
Councillor – City of Melbourne.

**Ms Lydia C. Wilson** – Non-Executive Director.  
BA, BSW, GAICD, FAIM.  
Appointed: 26 February 2010.  
Practitioner at Lydia Wilson Leadership Development.  
Chair of Strategy Committee.

**Mr Stephen Griffin** – Non-Executive Director.  
BAppSc, DipEd, GradDip, LG, MB Man.  
Appointed: 23 May 2014.  
Chief Executive Officer – Victoria State Emergency Service.

**Ms Vijaya Vaidyanath** – Non-Executive Director.  
MBA, MA (Economics), F John Kennedy School of Government,  
FNZIM, MSLGM, ICMA (USA), ALGA, MAV, LGPA  
Appointed: 23 May 2014.  
Chief Executive Officer – Yarra City Council.

**Mr Glenn Patterson** – Non-Executive Director.  
Bachelor of Business (RMIT), Masters of Business (RMIT),  
Graduate Australian Institute of Company Directors Course.  
Appointed: 29 May 2015.  
Chief Executive Officer – Yarra Ranges Council.

**Mr Brendan McGrath** – Non-Executive Director.  
BAppSc, PG Dip Business Management.  
Appointed: 25 September 2015.  
Chief Executive Officer – Rural City of Wangaratta.

## COMPANY SECRETARY

**Georgia Argyropoulos**  
Appointed: 27 April 2016

Directors’ Meetings

The number of Directors' Meetings including meetings of Committees of Directors and number of meetings attended by each of the Directors of the Company during the financial year are:

Director	Directors' Meetings		Finance & Governance Committee Meetings		Strategy Committee Meetings	
	Number Eligible to Attend	Number Attended	Number Eligible to Attend	Number Attended	Number Eligible to Attend	Number Attended
Mr. Ken McNamara	7	7	4	4	1	0
Mr. Stephen Griffin	7	5	4	2	-	-
Mr. Glenn Patterson	7	7	-	-	1	1
Mr. Brendan McGrath	7	6	-	-	-	-
Ms. Susan Riley	7	7	-	-	1	1
Ms. Vijaya Viadyanath	7	5	4	3	-	-
Ms. Lydia Wilson	7	6	-	-	1	1

Number eligible to attend – reflects the number of meetings held for the time the Director held office during the year. Number attended – number of meetings attended by each member in the reporting year.

Principal Activities

The principal activities of the Company during the course of the financial year were the establishment of general supply contracts and Procurement consultancy services.

Review of Operations

Business Acquisition

The company acquired certain assets and the procurement business of Church Resources, a Sydney based organization on June 9, 2017. The purpose of the acquisition was to gain a significant footprint and market share in NSW providing greater revenue and adhering to the company’s strategic plan to gain entry into new markets through acquisition of aligned procurement outsourcing activities.

The acquisition cost was \$1,471,738; the net amount paid by the company for the acquisition was \$1,176,528, after adjusting the allowance for accumulated leave liabilities of all the Church Resources employees transferred to the company.

The goodwill recognised in the financials on this acquisition is \$1,221,664 which comprises the value of expected synergies arising from the acquisition, the customer list and supplier contracts

Financial Results

The financial results for the company include the consolidated financials for Procurement Australia for the year ended September 30, 2017 and Church Resources from June 9, 2017 until September 30, 2017

The operating profit for the year ended September 30, 2017 attributable to the members of Maps Group Limited was \$815,835 (The result for the year ended 30 September 2016 was a profit of \$370,853)

Revenues

Total revenues from ordinary activities were \$10,007,691 (\$8,030,772 year end 30th Sep 2016).

- This result was significantly driven by changes in the different revenue streams
- Increase in direct sales from procurement business of Church Resources amounting to \$949,763 (Nil in FY 2016)
  - Rebate Revenue increased to \$5,265,908 (\$4,245,789 in 2016)

Contracts

Rebate revenue accounted for 53% of total revenue in 2017 (53% in 2016)

Contract Look -Up system, a portal installed by the company last year in order to manage the contract administration and assist our members is working efficiently

Conference

For the year ending September 2017, the company held the third of the new ‘One Day’ conferences. This was a successful event with strong engagement opportunities with stakeholders, delegates, suppliers and importantly sponsors. The event was held again at the Melbourne Convention and Exhibition Centre.

Expenditure

Expenditure Increased to \$9,191,856 (\$7,659,919 in 2016). This increase was significantly driven by

- Employee costs increased to \$3,535,133 (\$2,630,036 in 2016) due to appointment of new positions and costs of employees taken over fro Church Resources
- Cost of Sales for generating revenue from trading sales amounted to \$902,185 (Nil in 2016)



Dividends

Dividends paid or declared by the Company since the end of the previous financial year were:

Declared and paid during the year:

A final unfranked ordinary dividend of 18 cents per share amounting to \$71,435 in respect of the year ended 30 September 2017 was declared (15 cents for 30th Sep 2016 totalling \$59,529). The 2016 dividend was remitted to shareholding Members on 14 December 2016.

State of Affairs

During the course of the year the Company made no issue of ordinary shares. In the opinion of the Directors there were no significant changes in the state of affairs of the Company during the financial year under review.

Environmental Regulation

The Company’s operations are not subject to any significant environmental regulations under either Commonwealth or State legislation. However, the Board believes that the Company has adequate systems in place for the management of its environmental requirements and is not aware of any breach of those environmental requirements as they apply to the Company.

Events Subsequent to Reporting Date

There has not arisen in the interval between the end of the financial year and the date of this report any other item, transaction or event of a material and unusual nature likely, in the opinion of the Directors of the Company, to affect significantly the operations of the Company, the results of those operations, or the state of affairs of the Company, in future financial years.

Auditor’s Declaration under Section 307C of the Corporations Act 2001

The lead Auditor’s Independence Declaration is set out on page 58 and forms part of the Directors’ Report for the year ended 30 September 2017.

Likely Developments

The Company will seek to resume its policy of increasing profitability through consolidation and steady growth in existing markets and products, while at the same time continuing to develop and introduce other innovative opportunities across its markets.

Directors’ Interests and Benefits

During the year ended 30 September 2017 no Director of the Company had received or become entitled to receive any benefit (other than a benefit included in the aggregate amount of remuneration received or due and receivable by Directors shown in the financial statements) because of a contract made by the Company or a related body corporate with the Director or with a firm of which the Director is a member, or with an entity in which the Director has a substantial interest.

During the year ended 30 September 2017, no Director of the Company had any personal interest in the Company. Some Directors held shares in trust for their respective employer organisations.

Indemnification and Insurance of Directors and Officers

Indemnification

Since the end of the previous financial year, the Company has not indemnified or made a relevant agreement for indemnifying against a liability, any person who is or has been an officer or auditor of the Company.

Insurance

The Company has paid premiums for Directors’ and Officers’ Liability and Corporate Reimbursement Insurance for current Directors and Officers of the Company

As disclosure is prohibited under the terms of the contract, The Directors have not included details of the nature of the liabilities covered or premiums paid in respect of Directors’ and Officers’ liability insurance.

Signed in accordance with a resolution of the Directors:



Ken McNamara (Chair of Board of Directors and Finance & Governance Committee)  
Dated at Melbourne this 14th Day of December 2017

# FINAN- CIAL REPORT



## Auditor-General's Independence Declaration

To the Directors, MAPS Group Limited

The Auditor-General's independence is established by the *Constitution Act 1975*. The Auditor-General, an independent officer of parliament, is not subject to direction by any person about the way in which his powers and responsibilities are to be exercised.

Under the *Audit Act 1994*, the Auditor-General is the auditor of each public body and for the purposes of conducting an audit has access to all documents and property, and may report to parliament matters which the Auditor-General considers appropriate.

### Independence Declaration

As auditor for MAPS Group Limited for the year ended 30 September 2017, I declare that, to the best of my knowledge and belief, there have been:

- no contraventions of auditor independence requirements of the *Corporations Act 2001* in relation to the audit.
- no contraventions of any applicable code of professional conduct in relation to the audit.

MELBOURNE  
18 December 2017

Tim Loughran  
as delegate for the Auditor-General of Victoria



## Independent Auditor's Report

To the Directors of MAPS GROUP LIMITED



Opinion	<p>I have audited the financial report of MAPS Group Limited (the company) which comprises the:</p> <ul style="list-style-type: none"> <li>• balance sheet as at 30 September 2017</li> <li>• comprehensive income statement for the year then ended</li> <li>• statement of changes in equity for the year then ended</li> <li>• statement of cash flows for the year then ended</li> <li>• notes to the financial statements, including a summary of significant accounting policies</li> <li>• directors' declaration.</li> </ul> <p>In my opinion the financial report is in accordance with the <i>Corporations Act 2001</i> including:</p> <ul style="list-style-type: none"> <li>• giving a true and fair view of the financial position of the company as at 30 September 2017 and its financial performance and cash flows for the year then ended</li> <li>• complying with Australian Accounting Standards and the <i>Corporations Regulations 2001</i>.</li> </ul>
Basis for Opinion	<p>I have conducted my audit in accordance with the <i>Audit Act 1994</i> which incorporates the Australian Auditing Standards. My responsibilities under the Act are further described in the <i>Auditor's Responsibilities for the Audit of the Financial Report</i> section of my report.</p> <p>My independence is established by the <i>Constitution Act 1975</i>. My staff and I are independent of the company in accordance with the auditor independence requirements of the <i>Corporations Act 2001</i> and the ethical requirements of the Accounting Professional and Ethical Standards Board's <i>APES 110 Code of Ethics for Professional Accountants</i> (the Code) that are relevant to my audit of the financial report in Australia. My staff and I have also fulfilled our other ethical responsibilities in accordance with the Code.</p> <p>I confirm that the independence declaration required by the <i>Corporations Act 2001</i>, which has been given to the Directors of the company, would be in the same terms if given to the Directors as at the time of this auditor's report.</p> <p>I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my opinion.</p>
Directors' responsibilities for the financial report	<p>The Directors of the company are responsible for the preparation of a financial report that gives a true and fair view in accordance with Australian Accounting Standards and the <i>Corporations Act 2001</i>, and for such internal control as the Directors determine is necessary to enable the preparation of a financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.</p> <p>In preparing the financial report, the Directors are responsible for assessing the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless it is inappropriate to do so.</p>

### Auditor's responsibilities for the audit of the financial report

As required by the *Audit Act 1994*, my responsibility is to express an opinion on the financial report based on the audit. My objectives for the audit are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes my opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this financial report.

As part of an audit in accordance with the Australian Auditing Standards, I exercise professional judgement and maintain professional scepticism throughout the audit. I also:

- identify and assess the risks of material misstatement of the financial report, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for my opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control
- evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Directors
- conclude on the appropriateness of the Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the company's ability to continue as a going concern. If I conclude that a material uncertainty exists, I am required to draw attention in my auditor's report to the related disclosures in the financial report or, if such disclosures are inadequate, to modify my opinion. My conclusions are based on the audit evidence obtained up to the date of my auditor's report. However, future events or conditions may cause the company to cease to continue as a going concern.
- evaluate the overall presentation, structure and content of the financial report, including the disclosures, and whether the financial report represents the underlying transactions and events in a manner that achieves fair presentation.

I communicate with the Directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that I identify during my audit.

I also provide the Directors with a statement that I have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on my independence, and where applicable, related safeguards.

MELBOURNE  
18 December 2017

  
Tim Loughnan  
as delegate for the Auditor-General of Victoria

Statement of Comprehensive Income  
For the year ended 30th September, 2017.

	Notes	2017 \$	2016\$
REVENUE FROM ORDINARY ACTIVITIES			
Revenue from Ordinary Activities	2	10,007,691	8,030,772
EXPENSE FROM ORDINARY ACTIVITIES			
Expense from Ordinary Activities	3	9,191,856	7,659,919
PROFIT / (LOSS) FOR THE YEAR		815,835	370,853
Other Comprehensive Income			
		-	-
Total Comprehensive Income		815,835	370,853

The Statement of Comprehensive Income should be read in conjunction with the accompanying notes.

Statement of Financial Position  
For the year ended 30th September, 2017.

	Notes	2017 \$	2016 \$
ASSETS			
Current Assets			
Cash and Cash Equivalents	5	2,745,498	2,458,993
Trade and Other Receivables	6	1,966,854	1,616,523
Financial Assets	7	-	488,485
Inventories	8	2,082	-
Other Assets	9	172,294	97,985
Total Current Assets		4,886,728	4,661,986
Non-Current Assets			
Property, Plant & Equipment	10	867,959	868,076
Intangible Assets	11	1,414,372	172,296
Total Non-Current Assets		2,282,331	1,040,372
TOTAL ASSETS		7,169,059	5,702,358
LIABILITIES			
Current Liabilities			
Trade and Other Payables	13	1,398,790	958,761
Provisions	14	535,232	285,319
Total Current Liabilities		1,934,022	1,244,080
Non-Current Liabilities			
Provisions	14	78,160	45,801
Total Non-Current Liabilities		78,160	45,801
TOTAL LIABILITIES		2,012,182	1,289,881
NET ASSETS		5,156,877	4,412,477
EQUITY			
Contributed Capital	15a	403,862	403,862
Retained Earnings	15b	4,753,015	4,008,615
TOTAL EQUITY		5,156,877	4,412,477

The Statement of Financial Position should be read in conjunction with the accompanying notes.

Statement of Changes in Equity

For the year ended 30th September, 2017.

	Notes	Contributed Capital \$	Retained Earnings \$	Total \$
<b>BALANCE AT 1 OCTOBER 2015</b>		403,862	3,697,291	4,101,153
Profit / (Loss) for the year		0	370,853	370,853
Dividends paid / or provided for	12c	0	(59,529)	(59,529)
<b>BALANCE AT 30 SEPTEMBER 2016</b>		403,862	4,008,615	4,412,477
Profit / (Loss) for the year		0	815,835	815,835
Dividends paid / or provided for	12c	0	(71,435)	(71,435)
<b>BALANCE AT 30 SEPTEMBER 2017</b>		<b>403,862</b>	<b>4,753,015</b>	<b>5,156,877</b>

The Statement of Changes in Equity should be read in conjunction with the accompanying notes.

Statement of Cash Flows

For the year ended 30th September, 2017.

	Notes	2017 \$	2016 \$
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Receipts from Customers		9,585,590	7,200,584
Interest Received		71,770	87,271
Employee Salaries and Benefits		(3,548,061)	(2,533,925)
Payments to Suppliers		(5,040,044)	(4,508,805)
<b>NET CASH FLOWS FROM OPERATING ACTIVITIES</b>	<b>13a</b>	<b>1,069,255</b>	<b>245,125</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Net receipt from Term Deposit		488,485	-
Payment for acquisition in a Business combination		(1,176,528)	-
Purchase of Property, Plant & Equipment		(32,890)	(942,326)
Payments for Intangibles		(2,969)	-
Proceeds from Sale of Property, Plant & Equipment	<b>4</b>	681	3,804
Purchase of Financial Assets		-	(488,485)
<b>NET CASH FLOWS FROM INVESTING ACTIVITIES</b>		<b>(723,221)</b>	<b>(1,427,007)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Dividends Paid	<b>12c</b>	(59,529)	(83,341)
<b>NET CASH FLOWS FROM FINANCING ACTIVITIES</b>		<b>(59,529)</b>	<b>(83,341)</b>
<b>NET INCREASE (DECREASE) IN CASH HELD</b>		<b>286,505</b>	<b>(1,265,223)</b>
<b>CASH AND CASH EQUIVALENTS AT 1ST OCTOBER 2016</b>		<b>2,458,993</b>	<b>3,724,216</b>
<b>CASH AND CASH EQUIVALENTS AT 30TH SEPTEMBER 2017</b>	<b>5, 13b</b>	<b>2,745,498</b>	<b>2,458,993</b>

The Statement of Cash Flows should be read in conjunction with the accompanying notes.



NOTE 1: STATEMENT OF ACCOUNTING POLICIES.

The financial statements are for Maps Group Limited (the company), an individual entity limited by shares. The company was incorporated on 14th December 1992, and is domiciled in Australia.The purpose of the Company is to negotiate and facilitate contracts for common use goods and services on behalf of its members

The following is a summary of the material accounting policies adopted by the company in the preparation of the financial report.

(a) Basis of Preparation

These general purpose financial statements have been prepared in accordance with the Corporations Act 2001 and Australian Accounting Standards and Interpretations of the Australian Accounting Standards Board. The Company is a for-profit entity for financial reporting purposes under Australian Accounting Standards.

Australian Accounting Standards set out accounting policies that the Australian Accounting Standards Board has concluded would result in financial statements containing relevant and reliable information about transactions, events and conditions. Compliance with Australian Accounting Standards ensures that the financial statements and notes also comply with International Financial Reporting Standards (“IFRS”). Material accounting policies adopted in the preparation of the financial statements are presented below and have been consistently applied unless stated otherwise.

The financial statements, except for cash flow information, have been prepared on an accruals basis and are based on historical costs, modified, where applicable, by the measurement at fair value of selected balances. The amounts presented in the financial statements have been rounded off to the nearest dollar unless stated otherwise.

(b) Trade and Other Receivables

Trade debtors are carried at nominal amounts due and are due for settlement within 30 days from the date of recognition. Collectability of debts is reviewed on an ongoing basis. A provision for doubtful debts is raised where doubt as to collection exists.

(c) Property, Plant and Equipment

All non-financial physical assets are measured initially at cost and subsequently revalued at fair value less accumulated depreciation and impairment. Where an asset is acquired for no or nominal cost, the cost is its fair value at the date of acquisition. More details about the valuation techniques and inputs used in determining the fair value of non-financial physical assets are discussed in Note 10 Property, plant and equipment .

The fair value of plant, equipment and vehicles, is normally determined by reference to the asset’s depreciated replacement cost.

For the accounting policy on impairment of non-financial physical assets, refer to impairment of assets under Note 1(n) Impairment of assets .

The depreciable amount of all fixed assets including building and capitalised lease assets, but excluding freehold land, is depreciated on a straight line basis over their useful lives commencing from the time the asset is held ready for use. A summary of the depreciation method and depreciation rates for each class of attached is as follows:

<i>Class of Asset</i>	<i>Depreciation Rate</i>	<i>Method</i>
Plant & Equipment	20-33%	S/L
Intangible Assets	20-33%	S/L

Rates used are consistent with prior year.

d) Trade and Other Payables

These amounts represent liabilities for goods and services provided prior to the end of the financial year and which are unpaid. The normal credit terms are net 30 days.

(e) 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 (ATO).

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

Cash flows are presented on a gross basis. The GST components of cash flows arising from investing or financing activities, which are recoverable from or payable to the ATO, are presented as operating cash flows included in receipts from customers or payments to suppliers.

(f) Income Tax

The Australian Taxation Office provided the Company with Income Tax exemption on 29 December 1995 stating that 'the Company is exempt from income tax under paragraph 23(d) of the Income Tax Assessment Act (1936) on the grounds that it is a'public authority'. This exemption is effective for the years ending on or after 30 September 1996. Under this exemption, the Company will not be required to lodge a return for income tax purposes.

(g) Cash and Cash Equivalents

For the purposes of the statement of cash flows, cash and cash equivalents includes cash on hand, deposits held at call with financial institutions, other short-term, highly liquid investments that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value, and bank overdrafts.

(h) Leases

Leases of fixed assets where substantially all the risks and benefits incidental to the ownership of the asset are transferred to the company (but not the legalownership) are classified as finance leases. Finance leases are capitalised, recording as asset value of the minimum lease payments, including any guaranteed residual values. Leased assets are amortised over their estimated useful lives where it is likely that the entity will obtain ownership of the asset or over the term of the lease. Lease payments are allocated between the reduction of the lease liability and the interest expense for the period.

Lease payments for operating leases, where substantially all the risks and benefits remain with the lessor, are charged as expenses in the periods in which they are incurred.

(i) 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 have been measured at the amounts expected to be paid when the liability is settled, plus related on-costs, including super and payroll tax. 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, including related on - costs.

Those cash flows are discounted using market yields on National Government Bonds with terms to maturity that match the expected timing of cash flows.

Contributions are made by the Company to employee superannuation funds and are charged as expenses when incurred.

(j) Revenue Recognition

Revenue is recognised in accordance with AASB 118. Income is recognised as revenue to the extent it is earned. Sales to the company members not reported by suppliers at balance date are used as a base for the accrual of rebate revenue.

(k) Comparative Information

Where necessary the previous year's figures have been reclassified to facilitate comparisons.

(l) 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 these instruments are measured as set out below

**Financial assets at fair value through profit and loss**

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.

**Loans and receivables**

Loans and receivables are non-derivative 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.

**Held-to-maturity investments**

These investments have fixed maturities, and it is the group's intention to hold these investments to maturity. Any held-to-maturity investments held by the group are stated at amortised cost using the effective interest rate method.

**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 equities.

**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 the fair value for all unlisted securities, including recent arm's length transactions, reference to similar instruments.

**Impairment**

At each reporting date, the group assess whether there is objective evidence that a financial instrument has been impaired.

**(m) Business Combinations**

Business combinations occur where an acquirer obtains control over one or more businesses. A business combination is accounted for by applying the acquisition method, unless it is a combination involving entities or businesses under common control. The business combination will be accounted for from the date that control is obtained, whereby the fair value of the identifiable assets acquired and liabilities (including contingent liabilities) assumed is recognised (subject to certain limited exceptions).

When measuring the consideration transferred in the business combination, any asset or liability resulting from a contingent consideration arrangement is also included. Subsequent to initial recognition, contingent consideration classified as equity is not remeasured and its subsequent settlement is accounted for within equity. Contingent consideration classified as an asset or

liability is remeasured each reporting period to fair value, recognising any change to fair value in profit or loss, unless the change in value can be identified as existing at acquisition date.

All transaction costs incurred in relation to the business combination, other than those associated with the issue of a financial instrument, are recognised as expenses in profit or loss when incurred.

The acquisition of a business may result in the recognition of goodwill or a gain from a bargain purchase.

**Goodwill**

Goodwill is carried at cost less accumulated impairment losses.

The amount of goodwill recognised on acquisition of each subsidiary in which the Company holds a less than 100% interest will depend on the method adopted in measuring the non-controlling interest. The Company can elect in most circumstances to measure the non-controlling interest in the acquiree either at fair value ("full goodwill method") or at the non-controlling interest's proportionate share of the subsidiary's identifiable net assets ("proportionate interest method"). In such circumstances, the Company determines which method to adopt for each acquisition and this is stated in the respective note to the financial statements disclosing the business combination.

Under the full goodwill method, the fair value of the non-controlling interest is determined using valuation techniques which make the maximum use of market information where available. Under this method, goodwill attributable to the non-controlling interest is recognised in the consolidated financial statements. Goodwill on acquisition of subsidiaries is included in intangible assets. Goodwill on acquisition of associates is included in investments in associates.

Goodwill is tested for impairment annually and is allocated to the Company's cash-generating units, which represent the lowest level at which goodwill is monitored but where such level is not larger than an operating segment. Gains and losses on the disposal of an entity include the carrying amount of goodwill related to the entity sold. Changes in the ownership interests in a subsidiary that do not result in a loss of control are accounted for as equity transactions and do not affect the carrying amounts of goodwill.

**(n) Impairment of Assets**

At the end of each reporting period, the company assesses whether there is any indication that an asset may be impaired. The assessment will include considering external sources of information and internal sources of information. If such an indication exists, an impairment test is carried out on the asset by comparing the recoverable amount of the asset, being the higher of the asset's fair value less costs to sell and value in use, to the asset's carrying amount. Any excess of the asset's carrying amount over its recoverable amount is recognised immediately in profit or loss, unless the asset is carried at a revalued amount in accordance with another Standard (e.g in accordance with the revaluation model in AASB 116). Any impairment loss of a revalued asset is treated as a revaluation decrease in accordance with that other Standard.

Where it is not possible to estimate the recoverable amount of an individual asset, the company estimates the recoverable amount of the cash-generating unit to which the asset belongs.

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

**(o) Other Intangibles**

Research & Development  
Expenditure during the research phase of a project is recognised as an expense when incurred. Development costs are capitalised only when technical feasibility studies identify that the project will deliver future economic benefits and these benefits can be measured reliably.

Development costs have a finite life and are amortised on a systematic basis matched to the future economic benefits over the useful life of the project.

**(p) Critical Accounting Estimates & Judgements**

The Directors evaluate estimates and judgements incorporated into the financial statements 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 Company.

**Key estimates**

*(i) Fair Value of non-financial physical assets*  
At each balance date, the Company reviews the carrying value of the individual classes of non-financial physical assets to ensure that each asset materially approximates its fair value. Where the carrying value materially differs from the fair value the class of assets is revalued.

The Directors have made an assessment that the written down value of the plant and equipment the Company holds is a reasonable approximation of their fair values, based on the nature of these assets and insignificant fluctuation in their replacement cost.

*(ii) Accrual of rebate revenue*

At the end of each reporting period, the Company makes an estimate of the rebate revenues earned on sales made before the end of the reporting period, but had not been reported by the supplier to the Company at year end.

The Directors make this estimate based on previous reporting activity received and invoiced. The Directors believe this provides a reasonable basis for estimating this revenue earned.

**Key judgements**

*(i) Impairment*

The Company assesses impairment at the end of each reporting period by evaluating the conditions and events specific to the Company that may be indicative of impairment triggers. Recoverable amounts of relevant assets are reassessed using value-in-use calculations, which incorporate various key assumptions. With respect to cash flow projections for cash-generating units, growth rates of 10% have been factored into valuation models for the next five years on the basis of management's expectations regarding the Company's continued growth. Cash flow growth rates of 5% subsequent to this period have been used as this reflects historical averages. Discount rates of 15.31% have been used in all models. Goodwill, which management considers to be particularly subject to variability in respect of these assumptions, are carried in the statement of financial position at a written-down value of \$1,221,664. No impairment has been recognised in respect of goodwill at the end of the reporting period. In the current year, the Directors were of the opinion that no such indicators of impairment existed over the Company's long-term assets, and no detailed impairment assessment was undertaken.

*(ii) Provision for impairment of receivables*

At the end of the reporting period, the Directors assesses whether any amounts included in trade receivables include amounts receivable which may be non-collectible. While there is some inherent uncertainty in relation to the recoverability of receivables generally, owing to the good credit history of the Company's clients, the Directors believe that the full amounts of the debts are recoverable and therefore no provision for impairment has been made

*(iii) Employee benefits*

For the purpose of measurement, AASB 119: Employee Benefits defines obligations for short-term employee benefits as obligations expected to be settled wholly before 12 months after the end of the annual reporting period in which the employees render the related services. As the Company expects that all of its employees would use all of their annual leave entitlements earned during a reporting period before 12 months after the end of the reporting period, the Directors consider that obligations for annual leave entitlements satisfy the definition of short-term employee benefits and, therefore, can be measured at the (undiscounted) amounts expected to be paid to employees when the obligations are settled.

(q) Provisions

Provisions are recognised when the company 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. Provisions recognised represent the best estimate of the amounts required to settle the obligation at the end of the reporting period.

(r) New Accounting Standards for application in Future Periods

Accounting Standards issued by the AASB that are not yet mandatorily applicable to the Company, together with an assessment of the potential impact of such pronouncements on the Company when adopted in future periods, are discussed below:

- AASB 9: Financial Instruments and associated Amending Standards (applicable to annual reporting periods beginning on or after 1 January 2018).

The Standard will be applicable retrospectively (subject to the provisions on hedge accounting outlined below) and includes revised requirements for the classification and measurement of financial instruments, revised recognition and derecognition requirements for financial instruments and simplified requirements for hedge accounting.

The key changes that may affect the Company on initial application include certain simplifications to the classification of financial assets, simplifications to the accounting of embedded derivatives, upfront accounting for expected credit loss, and the irrevocable election to recognise gains and losses on investments in equity instruments that are not held for trading in other comprehensive income. AASB 9 also introduces a new model for hedge accounting that will allow greater flexibility in the ability to hedge risk, particularly with respect to hedges of non-financial items. Should the entity elect to change its hedge policies in line with the new hedge accounting requirements of the Standard, the application of such accounting would be largely prospective.

Although the directors anticipate that the adoption of AASB 9 may have an impact on the Company's financial instruments, including hedging activity, it is impracticable at this stage to provide a reasonable estimate of such impact.

- AASB 15: Revenue from Contracts with Customers (applicable to annual reporting periods beginning on or after 1 January 2018, as deferred by AASB 2015-8: Amendments to Australian Accounting Standards – Effective Date of AASB 15).

When effective, this Standard will replace the current accounting requirements applicable to revenue with a single, principles-based model. Apart from a limited number of exceptions, including leases, the new revenue model in AASB 15 will apply to all contracts with customers as well as non-monetary exchanges between entities in the same line of business to facilitate sales to customers and potential customers.

The core principle of the Standard is that an entity will recognise revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for the goods or services. To achieve this objective, AASB 15 provides the following five-step process:

- identify the contract(s) with a customer;
- identify the performance obligations in the contract(s);
- determine the transaction price;
- allocate the transaction price to the performance obligations in the contract(s); and
- recognise revenue when (or as) the performance obligations are satisfied.

The transitional provisions of this Standard permit an entity to either: restate the contracts that existed in each prior period presented per AASB 108: Accounting Policies, Changes in Accounting Estimates and Errors (subject to certain practical expedients in AASB 15); or recognise the cumulative effect of retrospective application to incomplete contracts on the date of initial application. There are also enhanced disclosure requirements regarding revenue.

Although the directors anticipate that the adoption of AASB 15 may have an impact on the Company's financial statements, it is impracticable at this stage to provide a reasonable estimate of such impact.

- AASB 16: Leases (applicable to annual reporting periods beginning on or after 1 January 2019).

When effective, this Standard will replace the current accounting requirements applicable to leases in AASB 117: Leases and related Interpretations. AASB 16 introduces a single lessee accounting model that eliminates the requirement for leases to be classified as operating or finance leases.

The main changes introduced by the new Standard are as follows:

- recognition of a right-of-use asset and liability for all leases (excluding short-term leases with less than 12 months of tenure and leases relating to low-value assets);
- depreciation of right-of-use assets in line with AASB 116: Property, Plant and Equipment in profit or loss and unwinding of the liability in principal and interest components;
- inclusion of variable lease payments that depend on an index or a rate in the initial measurement of the lease liability using the index or rate at the commencement date;
- application of a practical expedient to permit a lessee to elect not to separate non-lease components and instead account for all components as a lease; and
- inclusion of additional disclosure requirements.

The transitional provisions of AASB 16 allow a lessee to either retrospectively apply the Standard to comparatives in line with AASB 108 or recognise the cumulative effect of retrospective application as an adjustment to opening equity on the date of initial application.

Although the directors anticipate that the adoption of AASB 16 will impact the Company's financial statements, it is impracticable at this stage to provide a reasonable estimate of such impact.

(s) Commitments

Commitments for future expenditure include operating and capital commitments arising from contracts. These commitments are disclosed by way of a note, refer to Note 17 Capital & Leasing Commitments at their nominal value and inclusive of the GST payable. These future expenditures cease to be disclosed as commitments once the related liabilities are recognised in the balance sheet.

(t) Events After the Reporting Period

There were no events which occurred after the reporting date that require disclosure as a subsequent event.

(u) Contingent Assets& Contingent Liabilities

Contingent assets and contingent liabilities are not recognised in the balance sheet, but are disclosed by way of a note (refer to Note 20 Contingent assets and contingent liabilities ) and, if quantifiable, are measured at nominal value. Contingent assets and liabilities are presented inclusive of GST receivable or payable respectively.

NOTE 2: REVENUE.

	2017 \$	2016 \$
Revenue from Operating Activities		
Sales Rebate Revenue	5,261,908	4,245,789
Trading Sales	943,203	-
Tenders Online	31,644	36,136
Awards Dinner and Conference	163,590	64,168
Forums & Seminars Revenue	28,702	-
Consultancy Income	2,860,356	3,233,031
OneCard Fuel & Management Fee Revenues	180,824	182,414
Rental Income	326,392	37,418
Interest	71,770	87,271
Net Gain on Asset Disposal (refer Note 4)		-
Sundry Revenue	139,302	144,545
Total Revenue from Operating Activities	10,007,691	8,030,772



NOTE 3: EXPENDITURE.

	2017	2016
	\$	\$
Employee Expenses	3,535,123	2,630,036
Depreciation Plant & Equipment & Motor Vehicles	166,029	57,527
Amortisation of Intangible Assets	97,959	41,613
Leasing Rent and Outgoings	407,303	319,668
Promotional Activities	234,922	147,148
Doubtful Debt Provision	-	-
Auditors Remuneration - Audit Services (Refer Note 15)	21,600	21,645
Awards Dinner and Conference	117,075	56,735
Business Development	18,963	10,579
Printing Postage Stationery	31,053	53,436
Travel Accommodation and Entertainment	220,187	141,294
Computer	290,143	328,726
Vehicle Running	-	16,636
Insurance	24,806	27,832
Utilities and Maintenance	19,321	25,732
Incidentals	670,355	682,176
Financial Legal Secretarial	143,902	80,186
Online Catalogue	-	-
Directors' Fees	139,015	136,668
Loss on Sale / disposal of Fixed Assets (Refer Note 4)	-	11,718
Consultancy -Purchases	2,151,915	2,870,563
Trading Sales-Cost of Sales	902,185	-
<b>Total Expenses from Ordinary Activities</b>	<b>9,191,856</b>	<b>7,659,919</b>

NOTE 4: SALE OF NON-CURRENT ASSETS.

	2017	2016
	\$	\$
Proceeds from Disposals of Assets	-	-
Less: Written-Down Value of Assets Sold	-	-
Profit returned on sale of Non-Current Assets	-	-
<b>Non-Current Assets - Sales with Profit</b>		
Proceeds from Disposals of Assets	681	3,804
Less: Written-Down Value of Assets Sold	(681)	(15,522)
Loss returned on sale of Non-Current Assets	-	(11,718)
<b>Net Gain (Loss) on Disposal</b>	<b>-</b>	<b>(11,718)</b>

NOTE 5: CASH AND CASH EQUIVALENTS.

	2017	2016
	\$	\$
Cash on Hand and at Bank	563,694	298,540
Short Term Bank Deposits	2,181,804	2,160,453
Short term deposits have an effective interest rate of 2.77% and an average maturity of 3 months (2015: 3.33% and 3 months)		
	<b>2,745,498</b>	<b>2,458,993</b>

NOTE 6: TRADE AND OTHER RECEIVABLES.

	2017	2016
	\$	\$
Trade debtors	1,122,433	962,618
Accrued Revenue	844,421	653,905
Less Provision for Impairment of Receivables	-	-
<b>Total Receivables</b>	<b>1,966,854</b>	<b>1,616,523</b>

NOTE 6(A): PROVISION FOR IMPAIRMENT OF RECEIVABLES

Current trade and term receivables are non-interest bearing loans and generally on 30 day terms. Non-current trade and term receivables are assessed for recoverability based on the underlying terms of the contract. No provision for impairment is recognised.

Movement in the provision for impairment of receivables is as follows:

	Opening Balance 1/10/2016	Change for the year 2016-17	Amounts written off 2016-17	Closing Balance 30/09/2017
	\$	\$	\$	\$
Current Trade Receivables	-	-	-	-
	-	-	-	-
	Opening Balance 1/10/2015	Change for the year 2015-16	Amounts written off 2015-16	Closing Balance 30/09/2016
	\$	\$	\$	\$
Current Trade Receivables	-	-	-	-
	-	-	-	-

There are no balances within trade or other receivables that contain assets that are not impaired and are past due. It is expected these balances will be received when due. Impaired assets are provided for in full.

NOTE 7: FINANCIAL ASSETS

	2017	2016
	\$	\$
Term Deposits	0	488,485
	<b>0</b>	<b>488,485</b>

NOTE 8: INVENTORIES

	2017	2016
	\$	\$
Stock in Trade	2,082	-
	<b>2,082</b>	<b>-</b>

NOTE 9: OTHER ASSETS

	2017	2016
	\$	\$
Deposits	-	32,455
Prepayments	172,294	65,530
	<b>172,294</b>	<b>97,985</b>

NOTE 10: PROPERTY, PLANT & EQUIPMENT.

FAIR VALUE

	2017	2016
	\$	\$
Property, Plant & Equipment	1,116,027	950,115
Less Accumulated Depreciation	(248,068)	(82,039)
	867,959	868,076
<b>Total Property, Plant &amp; Equipment at Fair Value</b>	<b>867,959</b>	<b>868,076</b>

FAIR VALUE MEASUREMENT HIERARCHY FOR ASSETS AS AT 30 SEPTEMBER 2017

	Carrying Amount as at 30-Sep-17	Fair Value measurement at end of reporting period using:		
		Level 1	Level 2	Level 3
Plant, Equipment and Vehicles at Fair Value	-			-
Vehicles	-			-
Plant and Equipment	867,959			867,959
<b>Total of Plant, Equipment and Vehicles at Fair Value</b>	<b>867,959</b>			<b>867,959</b>

Plant and equipment

Plant and equipment is held at fair value. When plant and equipment is specialised in use, such that it is rarely sold other than as part of a going concern, fair value is determined using the depreciated replacement cost method

There were no changes in valuation techniques throughout the period to 30 September 2017..

For all assets measured at fair value, the current use is considered the highest and best use.

Reconciliations of the carrying amounts of each class of plant & equipment and motor vehicles at the beginning and end of the current financial year is set out below.

LEVEL 3 TANGIBLE ASSETS - IDENTIFIED AS:

Assets whose valuation techniques for which the lowest level input that is significant to the fair value measurement are unobservable.

	Plant & Equipment \$		Total \$	
	2017	2016	2017	2016
Opening Balance	868,076	40,603	868,076	40,603
Additions	32,890	900,521	32,890	900,521
Aquired in a Business Combination	133,703	-	133,703	-
Disposals	(681)	(15,522)	(681)	(15,522)
Transfers	-	-	-	-
Depreciation (see note 3)	(166,029)	(57,527)	(166,029)	(57,527)
Closing Balance	867,959	868,076	867,959	868,076

DESCRIPTION OF SIGNIFICANT UNOBSERVABLE INPUTS TO LEVEL 3 TANGIBLE ASSET VALUATIONS:  
There have been no changes to inputs of ranges since the prior year

	Valuation Technique	Significant Unobservable Inputs	Range / Cost (weighted average)	Sensitivity of Fair Value measurement to changes in Significant Observable Inputs
Plant & Equipment	Depreciated replacement cost	Cost per unit \$	240 to 20,000 (average 4330 per unit)  (2015: 240 to 20,000 average 4,330 per unit)	A significant increase or decrease in cost per unit would result in a significantly higher or lower fair value.
		Useful life of plant & equipment	3 to 5 years	A significant increase or decrease in the estimated useful life of the asset would result in a significantly higher or lower valuation.

NOTE 11: INTANGIBLES.

	2017 \$	2016 \$
At Cost	2,272,917	932,881
Impairment Provision	(482,437)	(482,437)
Less Accumulated Amortisation	(376,108)	(278,148)
Total Intangible Assets Carrying Value	1,414,372	172,296

Reconciliation of Carrying Amounts	Customer Relationship Management Software System \$		Online Contracts Look-Up Software System \$		Goodwill \$	
	2017	2016	2017	2016	2017	2016
Opening Balance	76,043	29,225	71,014	68,965	-	-
Additions	2,970	48,990	-	16,250	-	-
Aquired in a Business Combination	16,708	-	-	-	1,221,664	-
Disposals	-	-	-	-	-	-
Transfers	-	-	-	-	-	-
Impairment Provision	-	-	-	-	-	-
Amortisation (see note 3)	(29,103)	(2,172)	(28,402)	(14,201)	-	-
Closing Balance	66,618	76,043	42,612	71,014	1,221,664	-

Note: The above customer relationship management and online contract lookup systems were commenced August / September 2015 respectively.

Development of the customer relationship management system and online contract lookup system were completed in Septmeber 2016 & April 2017 and hence the assets have been amortised from the respective completion dates

Reconciliation of Carrying Amounts	Website & Branding \$		One Card Fuel Product \$		Total \$	
	2017	2016	2017	2016	2017	2016
Opening Balance	-	-	25,239	50,479	172,296	148,669
Additions	-	-	-	-	2,970	65,240
Acquired in a Business Combination	98,694	-	-	-	1,337,066	-
Disposals	-	-	-	-	-	-
Transfers Impairment Provision	-	-	-	-	-	-
Impairment Provision	-	-	-	-	-	-
Amortisation (see note 3)	(15,215)	-	(25,239)	(25,240)	(97,959)	(41,613)
Closing Balance	83,479	-	-	25,239	1,414,372	172,296

Impairment Assessment of Goodwill

The carrying amount of goodwill is allocated to cash-generating units (CGUs) (being the relevant operations to which goodwill relates), which represent the lowest level at which goodwill is monitored by management. No impairment has been recognised in respect of goodwill for the year ended 30 September 2017. The key assumptions used in calculating the recoverable amount include current revenues derived by the Company from the operations of Church Resources, less rebates plus the residual profits of CGUs accruing to the Company. In calculating the value in use, cash flows over a 5-year period have been discounted at 15.31%. A growth rate of 10% has been assumed in the forecasts.



NOTE 12: BUSINESS COMBINATIONS

On 9th June 2017, the Company acquired certain assets and the procurement operations of Church Resources. The purpose of the acquisition was to gain a significant footprint and market share in NSW providing greater revenue, and adhering to the company's strategic plan to gain entry in new markets through acquisition of aligned procurement outsourcing activities.

	Note	Fair Value
<b>Purchase consideration:</b>		
Cash		1,176,528
<b>Total</b>		<b>1,176,528</b>
<b>Identifiable assets acquired and the liabilities assumed</b>		
Property, plant and equipment	10	133,703
Intangibles	11	115,402
Other assets		969
Employee Benefits		(295,210)
<b>Net liabilities assumed</b>		<b>(45,136)</b>
<b>Goodwill</b>		<b>1,221,664</b>

Goodwill comprises the value of expected synergies arising from the acquisition and a customer list, which is not separately recognised.

Revenue of Church Resources included in the revenue of the Company since the acquisition date on 9th June 2017 amounted to \$1,654,780. Loss of Church Resources included in profit of the Company since the acquisition date amounted to \$214,146. Had the results of Church Resources been consolidated from 1 October 2016, revenue of the Company would have been \$20,286,771 and profit would have been \$1,386,650 for the year ended 30 September 2017. Included within expenditure in the statement of Comprehensive Income are acquisition-related costs total-ling \$104,847. The costs include advisory, legal, accounting and other professional fees

NOTE 13: PAYABLES.

<b>Current</b>	2017	2016
Trade Creditors	633,322	421,721
Security Deposit	9,450	11,478
Accrued Expenses	434,991	311,407
PAYG and GST Payable	208,504	128,494
Superannuation	41,088	26,132
Dividends Payable	71,435	59,529
	<b>1,398,790</b>	<b>958,761</b>

NOTE 14: PROVISIONS.

<b>Short Term</b>	2017	2016
Accrued Staff Bonuses	128,610	97,431
Annual Leave	247,863	149,396
Long Service Leave – expected to be settled	152,612	38,993
Unpaid FBT	6,147	(501)
<b>Total</b>	<b>535,232</b>	<b>285,319</b>
<b>Long Term</b>		
Long Service Leave – expected to be settled	78,160	45,801
<b>Total Provisions</b>	<b>613,392</b>	<b>331,121</b>

NOTE 15: EQUITY AND RESERVES.

	2017 \$	2016 \$
<b>(a) CONTRIBUTED EQUITY</b>		
396,862 (2014: 396,862) ordinary shares fully	403,862	403,862
<b>(b) RETAINED EARNINGS</b>		
	2017 \$	2016 \$
Retained Earnings at the beginning of the year	4,008,615	3,697,291
Net Result for the year	815,835	370,853
Dividends paid	(71,435)	(59,529)
<b>Retained Earnings at the end of the year</b>	<b>4,753,015</b>	<b>4,008,615</b>
<b>(c) DIVIDENDS</b>		
Dividends recognised in the current year by the Company are:		
18 cents per share – (2016: final unfranked ordinary dividend – 15 cents).	(71,435)	(59,529)

NOTE 16: RECONCILIATION OF NET RESULT FOR THE YEAR TO NET CASH FLOWS FROM OPERATING ACTIVITIES.

<b>(a) RECONCILIATION OF NET CASH USED IN OPERATING RESULT</b>	2017 \$	2016 \$
Profit from ordinary activities after income tax	815,835	370,853
<b>NON-CASH MOVEMENTS</b>		
Depreciation	166,029	57,527
Amortisation	97,959	41,613
Doubtful Debts prov/(prov write back)	-	21,645
Loss /(Gain) on disposal of non-current assets	-	(11,718)
Increase/(Decrease) in Employee Entitlements	-	96,110
Increase/(Decrease) in Receivables	(350,331)	(752,844)
Increase/(Decrease) in Payables	428,123	444,950
Increase/(Decrease) in Prepayments	(74,309)	(23,011)
Increase/(Decrease) in Inventories	(1,113)	-
Increase/(Decrease) in Provisions	(12,938)	-
<b>Net Cash From Operating Activities</b>	<b>1,069,255</b>	<b>245,125</b>

(b) RECONCILIATION OF CASH

Cash at the end of the financial year as shown in the cash flow statement is reconciled to the related items in the balance sheet as follows:

Cash on Hand and at Bank	563,694	298,540
Term Deposits	2,181,804	2,160,453

NOTE 17: CAPITAL AND LEASING COMMITMENTS.

(a) OPERATING LEASE COMMITMENTS	2017	2016
	\$	\$
Non-cancellable operating leases contracted for but not capitalised in the financial statements.		
Payable		
Not later than 1 year	574,402	274,016
Later than 1 year but not later than 5 years	2,064,350	1,195,385
Later than 5 years	252,909	547,412
	2,891,661	2,016,813

A seven-year lease has been signed for the Victorian and National offices on Level 18, 461 Bourke Street, Melbourne, VIC 3000 whose expiry is set for 31st May 2023. A license agreement has been signed for the NSW office at Level 5, 9 Help Street, Chatswood, NSW 2057 whose expiry is set for March 2021

(b) CAPITAL COMMITMENTS

At 30 September 2017, the Company has no capital commitments.

NOTE 18: AUDITOR'S REMUNERATION.

	2017	2016
	\$	\$
Amounts received, or due and receivable for auditing the accounts by:		
– Victorian Auditor-General (External Audit)	21,600	21,645
	21,600	21,645

NOTE 19: RELATED PARTY TRANSACTIONS.

(a) THE NAMES OF DIRECTORS WHO HAVE HELD OFFICE DURING THE FINANCIAL YEAR ARE:

a) The names of Directors who have held office during the financial year are: Mr Ken McNamara, Ms Susan Riley, Ms Lydia Wilson, Ms Vijaya Vaidyanath, Mr Stephen Griffin, Mr Glenn Patterson (appointed 29th May'15), Mr Brendan McGrath (appointed 25th Sep'15) No Director has entered into a material contract with the Company since the end of the previous financial year and there were no material contracts involving Directors' interests subsisting at year end.

	2017	2016
	\$	\$
(B) INCOME PAID OR PAYABLE TO DIRECTORS	124,748	96,175
No. of Directors whose income from the Company was within the following bands:		
\$1,000-\$9,999	-	-
\$10,000-\$19,999	6	6
\$20,000-\$29,999	1	1
	7	7

	2017	
	\$	9,086
(c) AMOUNTS OF A PRESCRIBED BENEFIT GIVEN DURING THE YEAR BY THE COMPANY TO A PRESCRIBED SUPERANNUATION FUND ON BEHALF OF DIRECTORS	9,086	9,876
(d) OTHER TRANSACTIONS OF RESPONSIBLE PERSONS AND THEIR RELATED ENTITIES	-	-
	-	-

MAPS Group Ltd did not make payments to other contractors charged with significant management responsibilities from 1st October 2016 to 30th September 2017

(e) EXECUTIVE OFFICERS' REMUNERATION

The number of executive officers, other than responsible persons, whose total remuneration falls within the bands above \$100,000 at 30 September 2017 are as follows:

Income Band	2017	2016
\$	\$	\$
\$100,000-\$109,999	3	-
\$110,000-\$119,999	3	1
\$120,000-\$129,999	-	1
\$130,000-\$139,999	2	1
\$140,000-\$149,999	-	1
\$160,000-\$169,999	1	1
\$180,000-\$189,999	1	-
\$190,000-\$199,999	-	1
\$230,000-\$239,999	-	1
\$250,000-\$259,999	1	-
Total number of employees for the above bands	11	7
Aggregate remuneration for bandings above	1,537,180	1,131,463

NOTE 20: CONTINGENT ASSETS  
AND CONTINGENT LIABILITIES.

	2017 \$	2016 \$
<b>Contingent Liabilities</b>		
Bank Guarantees related to Level 18, 461 Bourke Street, Melbourne, Victoria 3000	97,366	74,485
Bank Guarantees related to Level 5, 9 Help Street, Chatswood, NSW 2067	198,952	-
<b>Total Contingent Liabilities</b>	<b>296,318</b>	<b>74,485</b>

There are no known contingent assets for the company.

NOTE 21: EVENTS OCCURRING AFTER REPORTING DATE.

Since 30 September 2017 no matter or circumstance has arisen which has significantly affected, or which may significantly affect, the operations of the organisation or of a related entity.

NOTE 22: FINANCIAL INSTRUMENTS.

(a) FINANCIAL RISK MANAGEMENT

The entity's financial instruments consist mainly of deposits with banks, short term investments, accounts receivables and payables and leases.

The totals for each category of financial instruments, measured in accordance with AASB 139 as detailed in the accounting policies to these financial statements, are as follows:  
The main risks the entity is exposed to through its financial instruments are market risk, funding risk, interest rate risk, credit risk and liquidity risk.

MARKET RISK

The entity in its daily operations is exposed to a number of market risks. Market risks relate to the risk that market rates and prices will change and that this will have an adverse affect on the operating result and/or net worth of the entity.

There has been no significant change in the entity's exposure, or its objectives, policies and processes for managing market risk or the methods used to measure this risk from the previous reporting period

Interest Rate Risk

The entity has no long term borrowings, and so is not exposed to any borrowing interest rate risk

The entity has minimal exposure to interest rate risk through its holding of cash assets and other financial assets. The entity manages its interest rate risk by maintaining a diversified investment portfolio.

Sharemarket Risk

The entity has no share portfolio, and so no sharemarket risk.

Foreign Exchange Risk

The entity has no exposure to changes in the foreign exchange rate.

Other Price Risk

The entity has no significant exposure to Other Price Risk.

FUNDING RISK

Funding risk is the risk of over reliance on a funding source to the extent that a change in that funding source could impact on the operating result for the current year and future years.

There has been no significant change in the entity's exposure, or its objectives, policies and processes for managing funding risk or the methods used to measure this risk from the previous reporting period.

CREDIT RISK EXPOSURES

The entity's maximum exposures to credit risk at balance date in relation to each class of recognised financial asset is the carrying amount of those assets as indicated in the Statement of Financial Position.

Concentration of Credit Risk

The entity minimises concentrations of credit risk in relation to trade accounts receivable by not undertaking transactions with many customers due to the nature of the entity operations.

Credit risk in trade receivables is managed in the following ways:

- Payment terms are 30 days from date of invoice.
- Payments are recognised for amounts to be paid in the future for goods and services received, whether or not billed to the entity. Payables are normally settled on 30 day terms.
- Debtors with accounts in excess of 30 days are sent a statement of account, indicating terms to make payment.
- Debtors with arrears are sent a reminder notice to make payment before reference of their debt to a debt collection agency.
- Debtors which represent government departments or agencies are not referred to a debt collection agency, but managed by the entity directly with agency contacts.

LIQUIDITY RISK

Liquidity risk is the risk of being unable to meet financial obligations as they fall due. The entity manages liquidity risk by monitoring cash flows and ensuring that maximum funds are available for investment and payment of financial liabilities.

There has been no significant change in the entity's exposure, or its objectives, policies and processes for managing liquidity risk or the methods used to measure this risk from the previous reporting period.

The entity's financial liability maturities have been disclosed at Note 22 (b).



(b) INTEREST RATE RISK

The entity’s exposure to interest rate risk, which is the risk that a financial instrument’s value will fluctuate as a result of changes in market interest rates and the effective weighted average interest rates on those financial assets and financial liabilities.

Financial Instruments	Non-Interest-Bearing		Floating Interest Rate		Fixed Interest Rate Maturing In:						Total Carrying Amount Per Balance Sheet	
					1 year or less		1 - 5 Years		Over 5 years			
	2017 \$	2016 \$	2017 \$	2016 \$	2017 \$	2016 \$	2017 \$	2016 \$	2017 \$	2016 \$	2017 \$	2016 \$
Financial Assets												
Cash	-	-	563,694	298,540	2,181,804	2,160,453	-	-	-	-	2,745,497	2,458,993
Recievables	1,966,854	1,616,523									1,966,854	1,616,523
Other Financial Assets	-	-	-	-	-	488,485	-	-	-	-	-	488,485
<b>Total Financial Assets</b>	<b>1,966,854</b>	<b>1,616,523</b>	<b>563,694</b>	<b>298,540</b>	<b>2,181,804</b>	<b>2,648,938</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>4,712,351</b>	<b>4,564,001</b>
Financial Liabilities												
Payables	1,398,790	958,761	-	-	-	-	-	-	-	-	1,398,790	958,761
Interest Bearing Liabilities	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Financial Liabilities</b>	<b>1,398,790</b>	<b>958,761</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,398,790</b>	<b>958,761</b>
<b>Net Financial Asset/ Liabilities</b>	<b>568,064</b>	<b>657,762</b>	<b>563,694</b>	<b>298,540</b>	<b>2,181,804</b>	<b>2,648,938</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>3,313,561</b>	<b>3,605,240</b>
<b>Weighted average interest rate</b>			<b>1.0%</b>	<b>1.2%</b>	<b>2.4%</b>	<b>2.8%</b>						

NOTE 22: FINANCIAL INSTRUMENTS (CONTINUED).

(c) MARKET RISK ON FINANCIAL INSTRUMENTS

The objective of managing interest risk is to minimise and control the risks of losses due to interest rate changes and to take advantage of potential profits.

**Policy in managing the interest risk:**  
Interest risk is managed by monitoring the outlook for interest rates and holding cash in cheque and term deposits at three banking institutions.

**Sensitivity analysis on interest risk:**  
Taking into account past performance, future expectations, economic forecasts, and management’s knowledge and experience of financial markets, the entity believes the following movements are ‘reasonably possible’ over the next 12 months:

- A parallel shift of between -1+1 % and -1+1 % in interest rates from year-end rates.

The following tables disclose the impact on net operating result and equity for each category of financial instrument held by the entity at year end as presented to key management personnel.

INTEREST RATE EXPOSURE 2016	Current Rate (%)	Amount	Annual return at current rate	Rates moved by	
				-1% Possible effect Profit or loss	1% Possible effect Profit or loss
<b>Financial Assets</b>					
Cash at Bank	1.00%	563,694	5,636	(5,636)	5,636
Cash and Cash Equivalents	2.34%	2,181,804	51,054	(21,818)	21,818
Receivables	0.00%	1,966,854	-	-	-
Other Financial Assets	0.00%	-	-	-	-
<b>Total Financial Assets</b>		<b>4,712,351</b>	<b>56,690</b>	<b>(27,453)</b>	<b>27,453</b>
<b>Financial Liabilities</b>					
Trade Creditors and Accruals	0.00%	1,398,790	-	-	-
Interest Bearing Liabilities	0.00%	-	-	-	-
<b>Total Financial Liabilities</b>		<b>1,398,790</b>	<b>-</b>	<b>-</b>	<b>-</b>
Possible effect movement in interest income in profit or loss				<b>(27,453)</b>	<b>27,453</b>

INTEREST RATE EXPOSURE 2016	Current Rate (%)	Amount	Annual return at current rate	Rates moved by	
				-1% Possible effect Profit or loss	1% Possible effect Profit or loss
Financial Assets					
Cash at Bank	1.00%	298,540	2,985	(2,985)	2,985
Cash and Cash Equivalents	2.77%	2,160,453	59,845	(21,605)	21,605
Receivables	0.00%	1,616,523	-	-	-
Other Financial Assets	2.70%	488,485	13,189	(4,885)	4,885
Total Financial Assets		4,564,001	76,019	(29,475)	29,475
Financial Liabilities					
Trade Creditors and Accruals	0.00%	958,761	-	-	-
Interest Bearing Liabilities	0.00%	-	-	-	-
Total Financial Liabilities		958,761	-	-	-
Possible effect movement in interest income in profit or loss				(29,475)	29,475

(d) FAIR VALUE VALUATION

The carrying amounts and fair values of financial assets and financial liabilities at balance date are:

FINANCIAL INSTRUMENTS	2017		2016	
	Carrying Value \$	Fair Value \$	Carrying Value \$	Fair Value \$
Financial Assets				
Cash and Cash Equivalents	2,745,498	2,745,498	2,458,993	2,458,993
Receivables	1,966,854	1,966,854	1,616,523	1,616,523
Other Financial Assets	-	-	488,485	488,485
Total Financial Assets	4,712,352	4,712,352	4,564,001	4,564,001
Financial Liabilities				
Trade Creditors and Accruals	1,398,790	1,398,790	958,761	958,761
Interest Bearing Liabilities	-	-	-	-
Total Financial Liabilities	1,398,790	1,398,790	958,762	958,762

The fair value of instruments traded in active markets is based on quoted market prices at the balance sheet date. The quoted market price used for financial assets held by the entity is the current bid price.

Cash, cash equivalents and non-interest bearing financial assets and financial liabilities are carried at cost, which approximates their fair value.

The carrying value less impairment provision of trade receivables and payables is a reasonable approximation of their fair values due to the short-term nature of trade receivables.

The fair value of financial liabilities for disclosure purposes is estimated by discounting future cash flows at the current market interest rate that is available to the entity for similar financial assets.

**MAPS Group Limited Declaration By Directors**  
Financial Statements Year Ended 30th September 2017.

The Directors of the company declare that:

- 1. The financial statements and notes of the company set out on pages 61 to 86 are in accordance with the Corporations Act 2001 and:
  - (a) comply with Australian Accounting Standards which, as stated in accounting policy Note 1to the financial statements, constitutes compliance with international Financial Reporting Standards, and
  - (b) gives a true and fair view of the company's financial position as at 30th September 2017 and of the performance for the year ended on that date
- 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.

*- Ken McNamara*

Ken McNamara, Chair of Board of Directors and Finance & Governance Committee.

Dated this 14th day of December 2017.

**REGISTERED  
OFFICE**

**Maps Group Limited**  
Trading as Procurement Australia  
and Church Resources  
Level 18, 461 Bourke Street  
Melbourne, Victoria 3000.

**LOCATION  
OF SHARE  
REGISTER**

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ACT  
NSW  
NT  
QLD  
SA  
TAS  
VIC  
WA





