## **ASX RELEASE.**

## **BELL FINANCIAL GROUP**

11 August 2015

ASX Market Announcements Office ASX Limited 20 Bridge Street Sydney NSW 2000

Via ASX Online

#### BELL FINANCIAL GROUP LIMITED - RESULTS FOR ANNOUNCEMENT TO THE MARKET

In accordance with ASX Listing Rule 4.2A, the following half-year information is enclosed for immediate release:

- 1. Appendix 4D
- 2. Condensed Consolidated Interim Financial Report for the half-year ended 30 June 2015.

This information should be read in conjunction with the Annual Report for the year ended 31 December 2014.

Cindy-Jane Lee

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General Counsel & Company Secretary

#### **Appendix 4D (Half-year report)**

#### Results for announcement to the market

ASX Listing Rule 4.2A

#### Bell Financial Group Limited ABN 59 083 194 763 and its controlled entities

| Current period: Previous corresponding period:   | 1 January 2015 to 30<br>1 January 2014 to 30 |   |         |
|--|--|---|---------|
|  | Half-year ended<br>30 June 2015<br>\$ '000   | Half-year ended<br>30 June 2014<br>\$ '000            |         |
| Revenue from ordinary activities   | 83,040                                       | 70,603  | Up 18%  |
| Profit from ordinary activities after tax attributable to shareholders                           | 5,719  | 1,017   | Up 462% |
| Net profit for the period attributable to shareholders   | 5,719  | 1,017   | Up 462% |
| Dividend (fully franked)   | Amount per share                             | Tax rate for franking credit                          |         |
| 2015 Interim dividend (to be paid 14 September 2015)<br>2014 Final dividend (paid 20 March 2015) | 1.5 cents<br>2 cents                         | <b>30%</b><br>30%                                     |         |
| Interim dividend dates   |  |   |         |
| Ex-dividend date Record date Payment date  |  | 24 August 2015<br>26 August 2015<br>14 September 2015 |         |
| Net tangible assets per ordinary shares  | \$0.18                                       | \$0.17  |         |

#### Additional disclosure requirements

Entities over which control gained or lost during the period: Dividend or distribution reinvestment plans:

Not applicable Not applicable

This information should be read in conjunction with the 2014 Annual Report of Bell Financial Group Limited and its controlled entities and any public announcements made during the period by Bell Financial Group Limited in accordance with the continuous disclosure requirements under the Corporations Act and the Listing Rules. Additional information required under Listing Rule 4.2A is located in the Condensed Consolidated Interim Financial Report for the half-year ended 30 June 2015 of Bell Financial Group Limited and its controlled entities (Interim Financial Report). This information is based on the Interim Financial Report, which has been reviewed by KPMG. The Independent Auditor's Report provided by KPMG is included in the Interim Financial Report.

## Bell Financial Group Limited and its controlled entities ABN 59 083 194 763

Condensed Consolidated Interim Financial Report 30 June 2015

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The interim financial report does not include all the notes of the type normally included in an annual financial report. It is recommended that the interim financial report is read in conjunction with the 2014 Annual Report of Bell Financial Group Limited and any public announcements made by the Bell Financial Group Limited during the interim reporting period in accordance with the continuous disclosure requirements of the *Corporations Act 2001* and the ASX Listing Rules.

## Directors' Report

The Directors of Bell Financial Group Limited ("Bell Financial" or the "Company") present their report on the Company and its controlled entities (the "consolidated entity" or "Group"), for the half-year ended 30 June 2015.

#### **Directors**

The Directors of the Company during the half-year and until the date of this report are shown below:

#### **Executive Directors**

Mr C Bell Mr A Provan

#### **Non-executive Directors**

Mr C Coleman Mr G Cubbin Mr B Wilson Mrs B Shanahan

All Directors held office for the entire period.

#### **Principal activities**

Bell Financial is an Australian based provider of stockbroking, investment and financial advisory services to private, institutional and corporate clients. The Company has over 600 employees, and operates across 13 offices nationwide and offices based in London and Hong Kong.

#### Review and results of operations

The consolidated after tax result attributable to shareholders for the half-year ended 30 June 2015 was a \$5.7 million profit (2014: \$1.0 million profit).

The Company has declared fully franked interim dividend of 1.5 cents per shares (2014: Nil). The dividend record date is 26 August 2015 and payment is expected to be made on 14 September 2015.

### Directors' Report (continued)

#### Matters subsequent to the end of the financial half-year

No matters or circumstances have arisen since the end of the half-year period that in the opinion of the Directors of the Company have significantly affected or may significantly affect the operations of the Group, the results of those operations, or the state of affairs of the Group in future financial years.

#### Indemnification and insurance of Directors

The Company has agreed to indemnify the current Directors against all liabilities to another person (other than the Company or related entity) that may arise from their position as Directors of the Company, except where the liabilities arise out of conduct involving a lack of good faith. The agreement stipulates that the Company will meet the full amount of any such liabilities, including costs and expenses. In accordance with usual commercial practice, the insurance contract prohibits disclosure of details of the nature of liabilities covered by the insurance, the limit of the indemnity and the amount of the premium paid under the contract.

#### Lead auditor's independence declaration

The lead auditor's independence declaration is set out on page 5 and forms part of the Directors' report for the half-year ended 30 June 2015.

#### Rounding of amounts

The Company is of a kind referred to in ASIC Class Order 98/100 dated 10 January 1998 and in accordance with that Class Order, amounts in the financial report and Directors' report have been rounded off to the nearest thousand dollars, unless otherwise stated.

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

Colin Bell

**Executive Chairman** 

M. My

Sydney

11 August 2015



# Lead Auditor's Independence Declaration under Section 307C of the Corporations Act 2001

To: the directors of Bell Financial Group Ltd

I declare that, to the best of my knowledge and belief, in relation to the review for the half-year ended 30 June 2015 there have been:

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

**KPMG** 

Dean M Waters Partner

Melbourne 11 August 2015

# Condensed consolidated income statement For the half-year ended 30 June 2015

| To the han-year ended 50 dune 2015       | Half-year ended 30 June |          |
|--|-------------------------|----------|
|  | 2015                    | 2014     |
|  | \$ '000s                | \$ '000s |
| Rendering of services                    | 76,093                  | 63,101   |
| Finance income                           | 6,310                   | 6,761    |
| Investing income                         | 75                      | (171)    |
| Other income                             | 562                     | 912      |
| Total revenue                            | 83,040                  | 70,603   |
| Employee expenses                        | (52,555)                | (46,942) |
| Depreciation and amortisation expenses   | (575)                   | (537)    |
| Occupancy expenses                       | (6,052)                 | (6,627)  |
| Systems and communication expenses       | (7,790)                 | (7,547)  |
| Professional expenses                    | (1,508)                 | (1,223)  |
| Finance expenses                         | (1,871)                 | (2,144)  |
| Other expenses                           | (4,499)                 | (3,822)  |
| Total expenses                           | (74,850)                | (68,842) |
| Results from operating activities        | 8,190                   | 1,761    |
|  |                         |          |
| Profit / (loss) before income tax        | 8,190                   | 1,761    |
| Income tax (expense) / benefit           | (2,335)                 | (1,002)  |
| Profit / (loss) after tax for the period | 5,855                   | 759      |
| Attributable to:                         |                         |          |
| Equity holders of the Company            | 5,719                   | 1,017    |
| Non-controlling interests                | 136                     | (258)    |
| Profit / (loss) for the period           | 5,855                   | 759      |
| •  |                         |          |
| Earnings per share:                      | Cents                   | Cents    |
| Basic earnings per share                 | 2.3                     | 0.3      |
| Diluted earnings per share               | 2.3                     | 0.3      |

# Condensed consolidated statement of comprehensive income For the half-year ended 30 June 2015

| •   | Half-year ended 30 June |          |
|---|-------------------------|----------|
|   | 2015                    | 2014     |
|   | \$ '000s                | \$ '000s |
| Profit / (loss) for the period                                | 5,855                   | 759      |
| Other comprehensive income                                    |                         |          |
| Effective portion of changes in fair value of cash flow hedge | (12)                    | 13       |
| Other comprehensive income for the nevied not of tax          | (4.0)                   | 10       |
| Other comprehensive income for the period, net of tax         | (12)                    | 13       |
| Total comprehensive income for the period                     | 5,843                   | 772      |
| Attributable to:  |                         |          |
| Equity holders of the Company                                 | 5,707                   | 1,030    |
| Non-controlling interests                                     | 136                     | (258)    |
| Total comprehensive income for the period                     | 5,843                   | 772      |

## Condensed consolidated statement of financial position

| As at 30 June 2015   | Note |                         |                        |
|--|------|-------------------------|------------------------|
|  |      | 30 June 2015<br>\$ '000 | 31 Dec 2014<br>\$ '000 |
| Assets   |      |                         |                        |
| Cash and cash equivalents                                  | 7.   | 111,435                 | 143,539                |
| Trade and other receivables                                | 8.   | 160,931                 | 67,843                 |
| Prepayments  |      | 580                     | 710                    |
| Financial assets   |      | 513                     | 288                    |
| Loans and advances   | 9.   | 201,605                 | 171,383                |
| Deferred tax assets  |      | 9,556                   | 9,462                  |
| Property, plant and equipment                              |      | 1,092                   | 1,258                  |
| Goodwill   | 10.  | 130,413                 | 130,413                |
| Intangible assets  |      | 3,938                   | 3,513                  |
| Total assets   |      | 620,063                 | 528,409                |
| Liabilities  |      |                         |                        |
| Trade and other payables                                   | 11.  | 220,242                 | 146,886                |
| Deposits and borrowings                                    | 12.  | 195,619                 | 176,786                |
| Current tax liabilities                                    |      | 1,663                   | 1,366                  |
| Derivative liability                                       |      | 72                      | 60                     |
| Employee benefits  |      | 20,364                  | 21,905                 |
| Provisions   |      | 350                     | 150                    |
| Total Liabilities  |      | 438,310                 | 347,153                |
|  |      | ,                       | ,                      |
| Net assets   |      | 181,753                 | 181,256                |
|  |      | ·                       | <u> </u>               |
| Equity   |      |                         |                        |
| Contributed equity   | 14.  | 164,284                 | 164,284                |
| Other Equity   |      | 1,806                   | 1,806                  |
| Reserves   |      | (1,797)                 | (1,559)                |
| Non-controlling interests                                  |      | 4,614                   | 4,478                  |
| Retained earnings  |      | 12,846                  | 12,247                 |
| Total equity attributable to equity holders of the Company |      | 181,753                 | 181,256                |

## Condensed consolidated statement of changes in equity For the half-year ended 30 June 2015

|  | Share<br>capital<br>\$ '000 | Treasury<br>shares reserve<br>\$ '000 | Share based payments reserve \$ '000 | Cash flow hedge<br>reserve<br>\$ '000 | Foreign currency reserve \$ '000 | Retained earnings \$ '000 | Non<br>Controlling<br>\$ '000 | Other<br>Equity<br>\$ '000 | Total<br>equity<br>\$ '000 |
|--|-----------------------------|---------------------------------------|--------------------------------------|---------------------------------------|----------------------------------|---------------------------|-------------------------------|----------------------------|----------------------------|
| Balance at 1 January 2014                    | 164,284                     | (1,686)                               | 1,119                                | (45)                                  | 234                              | 10,311                    | 4,314                         | 1,806                      | 180,337                    |
| Total comprehensive income                   |                             |                                       |                                      |                                       |                                  |                           |                               |                            |                            |
| Profit / (loss) for the period               | -                           | -                                     | -                                    | -                                     | -                                | 759                       | -                             | -                          | 759                        |
| Other comprehensive income                   |                             |                                       |                                      |                                       |                                  |                           |                               |                            |                            |
| Change in fair value of cash flow hedge      |                             | -                                     | -                                    | 13                                    | -                                | -                         | -                             | =                          | 13                         |
| Total other comprehensive income             | -                           | -                                     | -                                    | 13                                    | -                                | -                         | -                             |                            | 13                         |
| Total comprehensive income for the period    | -                           | -                                     | -                                    | 13                                    | -                                | 759                       | -                             | -                          | 772                        |
| Transactions with owners, directly in equity |                             |                                       |                                      |                                       |                                  |                           |                               |                            |                            |
| Share based payments                         | -                           | -                                     | 267                                  | -                                     | -                                | -                         | -                             | -                          | 267                        |
| Translation of foreign currency reserve      | -                           | -                                     | -                                    | -                                     | (71)                             | -                         | -                             | -                          | (71)                       |
| Transfer of retained earnings                | -                           | -                                     | -                                    | -                                     | -                                | 258                       | (258)                         | -                          | -                          |
| Employee share awards exercised              | -                           | 70                                    | (70)                                 | -                                     | -                                | -                         | -                             | -                          | -                          |
| Dividends                                    | -                           | -                                     | -                                    | -                                     | -                                | (3,852)                   | -                             | -                          | (3,852)                    |
| Balance at 30 June 2014                      | 164,284                     | (1,616)                               | 1,316                                | (32)                                  | 163                              | 7,476                     | 4,056                         | 1,806                      | 177,453                    |
| Balance at 1 January 2015                    | 164,284                     | (1,940)                               | 111                                  | (60)                                  | 330                              | 12,247                    | 4,478                         | 1,806                      | 181,256                    |
| Total comprehensive income                   |                             |                                       |                                      |                                       |                                  |                           |                               |                            |                            |
| Profit / (loss) for the period               | -                           | -                                     | -                                    | -                                     | -                                | 5,855                     | -                             | -                          | 5,855                      |
| Other comprehensive income                   |                             |                                       |                                      |                                       |                                  |                           |                               |                            |                            |
| Change in fair value of cash flow hedge      | -                           | -                                     | -                                    | (12)                                  | -                                | -                         | -                             |                            | (12)                       |
| Total other comprehensive income             | -                           | -                                     | -                                    | (12)                                  | -                                | -                         | -                             |                            | (12)                       |
| Total comprehensive income for the period    | -                           | -                                     | -                                    | (12)                                  | -                                | 5,855                     | -                             | -                          | (5,843)                    |
| Transactions with owners, directly in equity |                             |                                       |                                      |                                       |                                  |                           |                               | _                          |                            |
| Share based payments                         | -                           | -                                     | 17                                   | -                                     | -                                | -                         | -                             | -                          | 17                         |
| Purchase of treasury shares                  | -                           | (451)                                 | -                                    | -                                     | -                                | -                         | -                             | -                          | (451)                      |
| Transfer of retained earnings                | -                           | -                                     | -                                    | -                                     | -                                | (136)                     | 136                           | -                          | -                          |
| Translation of foreign currency reserve      | -                           | -                                     | -                                    | -                                     | 208                              | -                         | -                             | -                          | 208                        |
| Dividends                                    | -                           | -                                     | -                                    | -                                     | -                                | (5,120)                   | _                             | -                          | (5,120)                    |
| Balance at 30 June 2015                      | 164,284                     | (2,391)                               | 128                                  | (72)                                  | 538                              | 12,846                    | 4,614                         | 1,806                      | 181,753                    |

#### Condensed consolidated statement of cash flows

#### For the half-year ended 30 June 2015

| •   | Half-year ended 30 June |                  |  |
|---|-------------------------|------------------|--|
|   | 2015<br>\$ '000s        | 2014<br>\$ '000s |  |
| Cash flows from / (used in) operating activities                            |                         |                  |  |
| Cash receipts from customers  | 154,283                 | 135,501          |  |
| Cash paid to suppliers and employees  | (171,505)               | (133,493)        |  |
| Cash generated from / (used in) operations <sup>1</sup>                     | (17,222)                | 2,008            |  |
| Dividends received  | -                       | -                |  |
| Interest received   | 6,325                   | 6,779            |  |
| Interest paid   | (1,871)                 | (2,144)          |  |
| Income taxes paid   | (2,133)                 | (1,668)          |  |
| Net cash from / (used in) operating activities                              | (14,901)                | 4,975            |  |
| Cash flows from / (used in) investing activities                            |                         |                  |  |
| Net proceeds from sale of listed investments                                | 39                      | 520              |  |
| Acquisition of other investments  | (183)                   | (78)             |  |
| Sale of property, plant and equipment                                       | -                       | 2                |  |
| Acquisition of property, plant and equipment                                | (99)                    | (103)            |  |
| Net cash from / (used in) investing activities                              | (243)                   | 341              |  |
| Cash flows from / (used in) financing activities                            |                         |                  |  |
| Dividends paid  | (5,120)                 | (3,852)          |  |
| On market share purchases   | (451)                   | -                |  |
| Bell Potter Capital (Margin Lending)  |                         |                  |  |
| Deposits / (withdrawals) from cash accounts                                 | (1,167)                 | (910)            |  |
| (Drawdown) / repayment of margin loans Drawdown / (repayment) of borrowings | (30,222)                | (8,757)          |  |
| Net cash from / (used in) financing activities                              | 20,000                  | (24,724)         |  |
| Net cash from / (used in) infancing activities                              | (16,960)                | (38,243)         |  |
| Net increase / (decrease) in cash and cash equivalents                      | (32,104)                | (32,927)         |  |
| Cash and cash equivalents at 1 January                                      | 143,539                 | 146,298          |  |
| Cash and cash equivalents at 30 June  | 111,435                 | 113,371          |  |

<sup>1 &#</sup>x27;Cash generated from operations' relates to Group cash reserves, client cash balances, and deposits held with clearing house. Refer to note 7 for further information on cash and cash equivalents.

#### Notes to the condensed consolidated interim financial statements

#### 1. Reporting entity

Bell Financial Group Ltd (the "Company" or "Bell Financial") is domiciled in Australia. The consolidated financial statements of the Company comprise the Company and its controlled entities (the "Group" or "Consolidated Entity") and the Group's interest in associates.

The Annual Report of Bell Financial Group Limited for the year ended 31 December 2014 is available upon request from the Company's registered office at Level 29, 101 Collins Street, Melbourne or at <a href="https://www.bellfg.com.au">www.bellfg.com.au</a>.

#### 2. Statement of compliance

This condensed consolidated interim financial report has been prepared in accordance with AASB 134 Interim Financial Reporting and the Corporations Act 2001.

This condensed consolidated interim financial report does not include all of the information required for a full annual financial report, and should be read in conjunction with the consolidated 2014 Annual Report and any public announcements made by the Company during the interim reporting period.

This condensed consolidated interim financial report was approved by the Board of Directors on 11 August 2015.

The Company is of a kind referred to in ASIC Class Order 98/100 dated 10 July 1998 and in accordance with the Class Order, amounts in the financial report have been rounded off to the nearest thousand dollars, unless otherwise stated.

#### 3. Significant accounting policies

The accounting policies applied by the Group in this consolidated interim financial report are consistent with those applied by the Group in its consolidated financial report as at and for the year ended 31 December 2014.

#### Notes to the condensed consolidated interim financial statements

#### 4. Estimates

The preparation of the condensed consolidated interim financial report requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expenses. Actual results may differ from these estimates.

In preparing this condensed consolidated interim financial report, the significant judgements made by management in applying the Group's accounting policies and the key sources of estimation and uncertainty were the same as those that applied to the consolidated financial report as at and for the year ended 31 December 2014. During the period, management reviewed estimates in respect of:

- recoverability of deferred taxes;
- impairment of loans and advances;
- impairment of goodwill and intangibles;
- legal provisions; and
- long-service leave provisions.

#### Impairment of goodwill

Goodwill is tested for impairment annually at 31 December, or more frequently if events or changes in circumstances indicate that it might be impaired. At 30 June 2015, an indication of potential impairment was identified, as the carrying amount of the net assets was greater than the market capitalisation of the Group and therefore testing was conducted.

#### Impairment testing

The recoverable amount of the business to which each goodwill component is allocated is estimated based on its value in use and is determined by discounting the future cash flows generated from continuing use. At 30 June 2015, goodwill allocated to the retail segment was \$57.5m and \$72.9m for the wholesale segment, which represent the lowest level at which it is monitored for internal management purposes.

#### Assumptions

The assumptions used for determining the recoverable amount are based on past experience and expectations for the future. Projected cash flows for each group of cash-generating units are discounted using an appropriate discount rate and a terminal value multiple is applied.

The following assumptions have been used in determining the recoverable amount of the retail and wholesale segments:

#### Discount rates:

A range of discount rates was used with 11.0% being the mid-point of the range. The discount rate is a post-tax measure based on the risk-free rate, adjusted for a risk premium to reflect both the increased risk of investing in equities and the systematic risk of the specific business.

#### Terminal value multiple:

A range of terminal value multiples was used with 7 times representing the midpoint of the range. The multiples were applied to extrapolate the discounted future maintainable after-tax cash flows beyond the five year forecast period.

#### Notes to the condensed consolidated interim financial statements

#### Impairment of goodwill (continued)

Assumptions (continued)

#### Brokerage revenue:

An overall improvement in average brokerage revenue from current levels in both the wholesale and retail businesses.

#### Corporate fee income:

An overall improvement in corporate fee income from current levels.

The values assigned to the key assumptions represent management's best future assessment for the stock broking industry and the business and are based on both external sources and internal sources (historical data).

#### Results

The results of impairment testing performed did not result in any impairment being identified.

#### 5. Financial risk management

All aspects of the Group's financial risk management objectives and policies are consistent with that disclosed in the consolidated financial report as at and for the year ended 31 December 2014.

## Notes to the condensed consolidated interim financial statements

#### 6. Segment reporting

The segments reported below are consistent with internal reporting provided to the chief decision makers:

- Retail equities, futures, foreign exchange, corporate fee income, portfolio administration, margin lending and deposits
- Wholesale equities and corporate fee income

| 30 June 2015                | Retail<br>\$ '000 | Wholesale<br>\$ '000 | Consolidated<br>\$ '000 |
|-----------------------------|-------------------|----------------------|-------------------------|
| Revenue from operations     | 66,563            | 16,477               | 83,040                  |
| Profit / (loss) after tax   | 3,696             | 2,159                | 5,855                   |
| Segment assets              | 540,079           | 79,984               | 620,063                 |
| Total assets                | 540,079           | 79,984               | 620,063                 |
|                             |                   |                      |                         |
| Segment liabilities         | 434,603           | 3,707                | 438,310                 |
| Total liabilities           | 434,603           | 3,707                | 438,310                 |
| Other segment details       |                   |                      |                         |
| Finance income              | 6,310             | -                    | 6,310                   |
| Finance expenses            | (1,871)           | -                    | (1,871)                 |
| Depreciation / amortisation | (556)             | (19)                 | (575)                   |

| 30 June 2014                           | Retail<br>\$ '000  | Wholesale<br>\$ '000 | Consolidated<br>\$ '000 |
|--|--------------------|----------------------|-------------------------|
| Revenue from operations                | 60,120             | 11,830               | 71,950                  |
| Profit / (loss) after tax              | 1,257              | (498)                | 759                     |
| Segment assets                         | 492,497            | 80,139               | 572,636                 |
| Total assets                           | 492,497            | 80,139               | 572,636                 |
| Segment liabilities  Total liabilities | 392,644<br>392,644 | 2,539<br>2,539       | 395,183<br>395,183      |
| Other segment details                  |                    |                      |                         |
| Finance income                         | 6,761              | -                    | 6,761                   |
| Finance expenses                       | (2,144)            | -                    | (2,144)                 |
| Depreciation / amortisation            | (508)              | (29)                 | (537)                   |

#### Notes to the condensed consolidated interim financial statements

#### 7. Cash and cash equivalents

|  | 30 June | 31 December |
|--|---------|-------------|
|  | 2015    | 2014        |
|  | \$'000  | \$'000      |
|  |         |             |
| Group Cash Reserves                                      |         |             |
| Cash on hand   | 13      | 13          |
| Cash at bank   | 43,875  | 55,570      |
| Short-term deposits                                      | 29      | 29          |
|  | 43,917  | 55,612      |
| Margin Lending Cash                                      |         |             |
| Cash at bank and short-term deposits                     | -       | 7,907       |
|  | -       | 7,907       |
| Client Cash  |         |             |
| Cash at bank (Trust account)                             | 52,633  | 66,330      |
| Segregated cash at bank (client)                         | 14,885  | 13,690      |
|  | 67,518  | 80,020      |
| Cash and cash equivalents in the statement of cash flows | 111,435 | 143,539     |

The reduction in Group Cash Reserves from \$55.6m at 31 December 2014 to \$43.9m at 30 June 2015 was primarily due to a \$9.8m increase in cash deposits lodged with ASX Clear and ASX Clear (Futures) at 30 June (refer note 8 – Clearing house deposits). ASX Clear and ASX Clear (Futures) cash deposit requirements fluctuate daily depending on the nature and volume of business transacted.

The reduction in Margin Lending Cash was due to an increase in margin loan funding requirements.

The reduction in Client Cash balances was due to normal fluctuations of funds held in trust on behalf of clients.

Cash on hand and at bank earns interest at floating rates based on daily bank deposit rates. Short-term deposits are made for periods of between 60 days and 180 days.

Segregated cash and Trust bank balances earn interest at floating rates based on daily bank rates.

#### Notes to the condensed consolidated interim financial statements

#### 8. Trade and other receivables

|  | 30 June         | 31 December     |
|--|-----------------|-----------------|
|  | 2015<br>\$ '000 | 2014<br>\$ '000 |
| Trade debtors                                  | 135,296         | 53,742          |
| Less: provision for impairment                 | -               | -               |
|  | 135,296         | 53,742          |
| Clearing house deposits                        | 12,534          | 2,707           |
| Segregated deposits held with clearing brokers | 9,464           | 5,976           |
| Less: provision for impairment                 | -               | -               |
|  | 21,998          | 8,683           |
| Sundry debtors                                 | 3,637           | 5,418           |
|  | 160,931         | 67,843          |

#### 9. Loans and advances

The following loans and advances were held during the period:

| 30 June  | 31 December |
|----------|-------------|
| 2015     | 2014        |
| \$ '000s | \$ '000s    |
|          |             |
| 201,605  | 171,383     |
| 201,605  | 171,383     |

Margin Lending

Loans and advances are repayable on demand. There were no impaired, past due or renegotiated loans at 30 June 2015 (2014: nil).

There is significant turnover in loans and advances. Based on historical experience the Group's expectation is all but approximately 5% of loans may be realised in the next 12 months (2014: 6%), with the balance being realised after 12 months.

#### 10. Goodwill

#### Cost and carrying amount

|                             | \$ '000s |
|-----------------------------|----------|
| Balance at 1 July 2014      | 130,413  |
| Impairment                  |          |
| Balance at 31 December 2014 | 130,413  |
|                             |          |
| Balance at 1 January 2015   | 130,413  |
| Impairment                  | -        |
| Balance at 30 June 2015     | 130,413  |

## Notes to the condensed consolidated interim financial statements

#### 11. Trade and other payables

Settlement obligations<sup>1</sup> Sundry creditors and accruals<sup>2</sup> Segregated client liabilities Due to related entities

| 30 June<br>2015<br>\$ '000s | 31 December<br>2014<br>\$ '000s |
|-----------------------------|---------------------------------|
| 159,110                     | 82,493                          |
| 14,176                      | 11,806                          |
| 46,578                      | 52,587                          |
| 378                         | -                               |
| 220,242                     | 146,886                         |

- 1 'Settlements obligations' are non-interest bearing and are normally settled on 3-day terms.
- 2 'Sundry creditors' are normally settled on 60-day terms.

#### 12. Deposits and borrowings

This note provides information about the contractual terms of the Group's interest-bearing deposits and borrowings.

| Deposits <sup>1</sup>              |
|------------------------------------|
| Cash advance facility <sup>2</sup> |

| 30 June<br>2015<br>\$ '000s | 31 December<br>2014<br>\$ '000s |
|-----------------------------|---------------------------------|
| 160,619                     | 161,786                         |
| 35,000                      | 15,000                          |
| 195,619                     | 176,786                         |

- Deposits relate to Margin Lending / Cash Account business (Bell Potter Capital) which are largely at call.
   Represents drawn funds from available cash advance facility of \$100 million.

#### Terms and debt repayment schedule

|                                   | Av. effective interest rate | Year of maturity | Face value<br>2015<br>\$ '000 | Carrying<br>amount 2015<br>\$ '000 | Face value<br>2014<br>\$ '000 | Carrying<br>amount 2014<br>\$ '000 |
|-----------------------------------|-----------------------------|------------------|-------------------------------|------------------------------------|-------------------------------|------------------------------------|
| Deposits<br>Cash advance facility | 1.29%<br>2.59%              | 2015<br>2015     | 160,619<br>35,000<br>195,619  | 160,619<br>35,000<br>195,619       | 161,786<br>15,000<br>176,786  | 161,786<br>15,000<br>176,786       |

#### Notes to the condensed consolidated interim financial statements

#### 13. Dividends

Dividends paid or declared by the Group to shareholders during the period were as follows:

|                       | Cents per share | Total amount | Franked / unfranked | Date of payment   |
|-----------------------|-----------------|--------------|---------------------|-------------------|
| 2015                  |                 | \$ '000      |                     |                   |
| Final 2014 ordinary   | 2.0             | 5,120        | Franked             | 20 March 2015     |
| Interim 2015 ordinary | 1.5             | 3,894        | Franked             | 14 September 2015 |
| 2014                  |                 |              |                     |                   |
| Final 2013 ordinary   | 1.5             | 3,852        | Franked             | 21 March 2014     |

All dividends were fully franked based on 30% tax rate.

#### 14. Contributed equity

The authorised capital of the Group is \$164,283,700 representing 259,623,049 fully paid ordinary shares. There were no shares issued during the period.

#### 15. Subsequent events

No matters or circumstances have arisen since the end of the half-year period that in the opinion of the Directors of the Group have significantly affected or may significantly affect the operations of the Group, the results of those operations, or the state of affairs of the Group in future financial years.

#### 16. Related parties

There have been no significant changes to the arrangements with related parties. Refer to the full 2014 Annual Report for details.

#### 17. Commitments and contingencies

The Directors are of the opinion that apart from that already provided for in the financial statements, no further provisions are required in respect of any matters, as it is not probable that a future sacrifice of economic benefits will be required or the amount is not capable of reliable measurement.

#### Directors' declaration

In the opinion of the Directors of Bell Financial Group Limited ("the Company"):

- 1. the financial statements and notes set out on pages 6 to 18, are in accordance with the Corporations Act 2001, including:
  - (a) giving a true and fair view of the Group's financial position as at 30 June 2015 and of its performance for the six month period ended on that date; and
  - (b) complying with Australian Accounting Standard AASB 134 Interim Financial Reporting and the Corporations Regulations 2001; and
- 2. there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

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

Colin Bell

**Executive Chairman** 

Coluby

Sydney

11 August 2015



# Independent auditor's review report to the members of Bell Financial Group Ltd Report on the financial report

We have reviewed the accompanying half-year financial report of Bell Financial Group Ltd, which comprises the condensed consolidated statements of financial position as at 30 June 2015, condensed consolidated income statements and condensed consolidated statements of comprehensive income, condensed consolidated statements of changes in equity and condensed consolidated statements of cash flows for the half-year ended on that date, notes 1 to 17 comprising a summary of significant accounting policies and other explanatory information and the directors' declaration of the Group comprising the Company and the entities it controlled at the half-year's end or from time to time during the half-year period.

#### Directors' responsibility for the half-year financial report

The directors of the Company are responsible for the preparation of the half-year financial report that gives a true and fair view in accordance with Australian Accounting Standards and the Corporations Act 2001 and for such internal control as the directors determine is necessary to enable the preparation of the half-year financial report that is free from material misstatement, whether due to fraud or error.

#### Auditor's responsibility

Our responsibility is to express a conclusion on the half-year financial report based on our review. We conducted our review in accordance with Auditing Standard on Review Engagements ASRE 2410 Review of a Financial Report Performed by the Independent Auditor of the Entity, in order to state whether, on the basis of the procedures described, we have become aware of any matter that makes us believe that the half-year financial report is not in accordance with the Corporations Act 2001 including: giving a true and fair view of the Group's financial position as at 30 June 2015 and its performance for the half-year period ended on that date; and complying with Australian Accounting Standard AASB 134 Interim Financial Reporting and the Corporations Regulations 2001. As auditor of Bell Financial Group Ltd, ASRE 2410 requires that we comply with the ethical requirements relevant to the audit of the annual financial report.

A review of a half-year financial report consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Australian Auditing Standards and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

#### Independence

In conducting our review, we have complied with the independence requirements of the Corporations Act 2001.



#### Conclusion

Based on our review, which is not an audit, we have not become aware of any matter that makes us believe that the half-year financial report of Bell Financial Group Ltd is not in accordance with the Corporations Act 2001, including:

- (a) giving a true and fair view of the Group's financial position as at 30 June 2015 and of its performance for the half-year period ended on that date; and
- (b) complying with Australian Accounting Standard AASB 134 Interim Financial Reporting and the Corporations Regulations 2001.

**KPMG** 

Dean M Waters Partner

Melbourne 11 August 2015