# Annual Report 2022

EYEQ OPTOMETRISTS LIMITED ABN: 47 006 505 880 and controlled entities







# EYEQ OPTOMETRISTS LIMITED AND CONTROLLED ENTITIES FINANCIAL REPORT FOR THE YEAR ENDED 30 JUNE 2022

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# Executive Chairman's Report

It is with pleasure that I present to you the 2022 Annual Report for EyeQ Optometrists Limited (EyeQ), following another unpredictable year on the local, national and international stage.

The 2022 financial year financial results were impacted by Covid 19 lockdowns, followed by unprecedented flooding on the eastern seaboard, compounded by the Ukraine situation and subsequently, inflation with cost-of-living pressures. Definitely a "perfect storm" to test the resilience of our business. I am proud to say that EyeQ has in fact weathered that storm and delivered an excellent result.

The strategy of caution announced last year, both in terms of fiscal and with our pandemic response, has proven to be appropriate. We enter the new financial year in a solid financial position to further build the network through quality acquisitions and organic growth of existing practices.

With the strong financial performance of the company in the first three quarters of FY22, despite the "perfect storm" we all faced, the Board made the decision to pay an interim dividend in May to share this strong financial result with our shareholders. As we commence financial year 2023 your Board has returned to a cautious approach with a full year dividend not to be paid.

The EyeQ Board is anticipating that the last few years of business volatility due to the impact of Covid 19 will begin to trend towards a more normal profile.

We will continue to investigate every opportunity to strengthen the performance of the company and deliver outcomes to shareholders, staff and our patients which satisfies our mission to provide outstanding personalized eyecare, as the cornerstone of every decision.

### EyeQ - NOC Network

Combined, the EyeQ- National Optical Care (NOC) Network is currently at 47 sites. There has been significant growth over the past 12 months. This has allowed both organisations to negotiate improved supplier terms for financial year 2023.

As previously announced, we exited our Franchise Associate (FA) model during FY22, with three FA practices being purchased by EyeQ and the remainder leaving the network to operate independently. Each of these acquired practices have exceeded our financial performance expectations for the year.

In addition to these three practices, we also purchased an additional nine practices in Victoria, Canberra and south east Sydney, with two smaller practices being amalgamated into nearby existing practices resulting in operational efficiency gains. These practices have varying degrees of EyeQ branding initially.

Following this period of rapid growth, our current CEO since April 2021, Jason Gowie, has decided to focus on NOC. I take this opportunity to thank Jason.

EyeQ and NOC will continue to collaborate appropriately moving forward. EyeQ continues to provide NOC with feebased services.

### Future strategic direction

EyeQ will continue to pursue growth opportunities through practice acquisition and organic improvements in profitability by the existing network.

The welfare of our staff and patients will continue to remain paramount.

Our aim is to ensure EyeQ remains the "employer of choice" in all employment categories across the business. We have initiated a number of recruitment initiatives in response to our growth plans including internal referral bonuses, QR code access for candidates to apply for positions, etc. Our employment conditions and salary scales are very attractive although staff acquisition and retention will remain a challenge in the foreseeable future.

The past few years of relative isolation for many staff has meant our ability to interact face to face has at times been restricted. Company culture consequentially can suffer. We have maintained online staff training and team meetings throughout this period, but now we are planning to recommence regular practice visitations with the return of a national conference also anticipated in 2023. A Practice Managers meeting is scheduled in the Sydney CBD for late November 2022.

It is our aim to reconnect our practice teams as soon as practical to share and enhance the EyeQ culture especially for staff who have joined us over the past few years.

### Acknowledgement

EyeQ achieved a significant milestone in July 2022, clocking over 15 years of clinical and retail operations. We have faced and overcome many challenges during this time as an organization.

I am very proud that EyeQ Optometrists has provided outstanding eyecare to the Australian public for such a long period. Many of our founding practices have been operating in excess of 40 years (including the Ramsgate practice which I founded in 1980). Thank you all.

I would like to again express my gratitude to our wonderful staff, shareholders and patients for your continuing support throughout this journey and together we look forward to a bright future.

# EYEQ OPTOMETRISTS LIMITED AND CONTROLLED ENTITIES DIRECTORS' REPORT

The directors present their report together with the financial statements of the consolidated entity consisting of EyeQ Optometrists Limited and the entities it controlled, for the financial year ended 30 June 2022 and auditor's report thereon.

### **Principal Activities**

The consolidated entity owns and operates optometry practices providing optometric health services and optical products to patients.

### Results

The consolidated profit after income tax attributable to the members of EyeQ Optometrists Limited was \$1,801,000 (2021: \$1,848,000).

### **Financial Position**

The net assets of the consolidated entity are \$14,113,000.

### **Review of Operations**

The consolidated entity achieved total sales revenue of \$24,688,000 for the financial year compared to \$21,759,000 for the prior year.

Further information on operations appears in the Executive Chairman's Report on pages 4 - 5.

### **Significant Changes in the State of Affairs**

During the year Company completed a strategic review of its business model with three key areas of focus going forward:

- (i) Continue to improve the performance of existing company owned practices,
- (ii) Acquire suitable independent practices, and
- (iii) Support independent optometrists through its affiliate Optical Growth Partners (which ceased operations during the year).

As a consequence of this focus the decision was made to discontinue the Franchise Associate business model. All Franchise Associates were offered ongoing support through Optical Growth Partners plus Q Optical Network or to sell their practice to the Company. Three Franchise Associates agreed to terms to sell their practices to the Company.

The COVID-19 pandemic has developed rapidly in 2021, with a significant number of cases. Measures taken by various governments to contain the virus have affected economic activity. We have taken a number of measures to monitor and mitigate the effects of COVID-19, such as safety and health measures for our people (such as social distancing and working from home) and securing the supply of goods that are essential to our business. At this stage, the impact on our business and results has not been significant (and based on our experience to date we expect this to remain the case). We will continue to follow the various government policies and advice and, in parallel, we will do our utmost to continue our operations in the best and safest way possible without jeopardising the health of our people.

There have been no other significant changes in the consolidated entity's state of affairs during the financial year other than those described in Review of Operations above.

### **Likely Developments**

Disclosure and the expected results of likely developments are likely to result in unreasonable prejudice to the company and have accordingly not been disclosed in this report.

### **Environmental Regulation**

The consolidated entity's operations are not subject to any significant environmental Commonwealth or State or Territory regulations or laws.

### Dividends Paid, Recommended and Declared

Dividends paid to members during the financial year were as follows:

	2022 \$'000	2021 \$'000
Interim ordinary dividend for the year ended 30 June 2022 of 0.25 of a cent (2021 – 0.24 of a cent)	246	236
	246	236

### **DIRECTORS REPORT continued**

### Options

No options over issued shares or interests in the company or a controlled entity were granted during or since the end of the financial year and there are no options outstanding at the date of this report.

### **Indemnification and Insurance of Directors and Officers**

Rule 100 of the Company's Constitution requires the Company to indemnify each Director, company secretary, executive officer or employee of the Company, to the extent permitted by law, against liability incurred in or arising out of the conduct of the business of the Company or the discharge of the duties of the Director, company secretary, executive officer or employee. The Company has entered into Deeds of Indemnity with each of its current Non-executive and Executive Directors. These deeds address the matters set out in Rule 100 of the Company's Constitution.

EyeQ Optometrists has a policy that it will, as a general rule, support and hold harmless an employee who, while acting in good faith, incurs personal liability to others as a result of working for the consolidated entity. During the financial year, the consolidated entity has paid premiums amounting to \$3,000 insuring all the Directors and Officers against claims in relation to their roles as Directors or Officers and costs of defending those claims.

No indemnities have been given or insurance premiums paid for the auditor of the Group.

### **Proceedings on Behalf of the Consolidated Entity**

No person has applied for leave of Court to bring proceedings on behalf of the consolidated entity.

### **Information on Directors and Company Secretary**

The names of the directors and company secretary in office at any time during or since the end of the year are:

Name	Qualifications	Background / Experience
Raymond	BOptom	Opened his practice at Ramsgate Beach in 1980. He is an emeritus member of the
Fortescue	(Hons), FCCLSA	Australian Optometric Panel.
Peter Rose	BOptom, FAICD	Opened his practices at Nowra in 1982, Ulladulla 2003 and Kiama 2004. He is an emeritus member of the Australian Optometric Panel and a director of the Australian School of Occupational Science Wollongong University, NSW.
Rod Young	Dip. Eng.	Founder and Managing Director of DC Strategy, is recognised as one of the world's leading franchise and channel strategy experts.
Michael Jenkins	BComm, LLB(Hons), MComm, CA	Experience includes retail, manufacturing and services sectors.

Due to the size of the board, the directors do not have special responsibilities with all matters dealt with by the full board.

The directors and company secretary have been in office during the financial period to the date of this report.

### **Directors' Meetings**

The number of meetings of the board of directors held during the financial year and the number of meetings attended by each director were:

		Board of Directors	
	Director's Number	Eligible to attend	Attended
Ray Fortescue	036 07748 57853 24	25	25
Peter Rose	036 62033 44432 14	25	25
Rod Young	-	25	24
Michael Jenkins	036 80541 53709 80	25	25

### **Auditor's Independence Declaration**

A copy of the auditor's independence declaration as required under section 307C of the *Corporations Act 2001* in relation to the audit for the financial year is provided with this report.

### **DIRECTORS REPORT continued**

### **Rounding of Amounts**

The amounts contained in the report and in the financial report have been rounded to the nearest \$1,000 (where rounding is applicable) under the option available to the company under ASIC Corporations (Rounding in Financial / Director's Report) Instrument 2016/191. The company is an entity to which the Instrument applies.

Signed in accordance with a resolution of the directors.

Raymond Fortescue

**Executive Chairman** 

Sydney

24<sup>th</sup> October 2022



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# EYEQ OPTOMETRISTS LIMITED AND CONTROLLED ENTITIES ACN: 006 505 880

### AUDITOR'S INDEPENDENCE DECLARATION UNDER S307C OF THE CORPORATIONS ACT 2001

To the Directors of EyeQ Optometrists Limited.

In relation to the independent audit for the year ended 30 June 2022, to the best of my knowledge and belief there have been:

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

Pran Rathod-Director Audit Services Registered Company Auditor

Dated at Sydney, this 24th day of October 2022

# CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE YEAR ENDED 30 JUNE 2022

	Notes		
		2022 \$'000	2021 \$'000
Continuing operations			
Revenue			
Sales revenue	4	24,688	21,759
Other income	4	1,098	318
		25,786	22,077
Less: Expenses			
Cost of sales		(5,999)	(5,323)
Employee benefits expenses	5	(12,887)	(10,043)
Occupancy expenses		(75)	(80)
Depreciation and amortisation expenses	5	(2,278)	(2,000)
Interest	5	(468)	(393)
Acquisition expenses		(330)	-
Other expenses	5	(1,348)	(1,740)
		(23,385)	(19,579)
Profit before income tax		2,401	2,498
Income tax expense	6	600	650
Profit for the year		1,801	1,848
Other comprehensive income		-	-
Total comprehensive income		1,801	1,848
Total comprehensive income attributable to:			
Members of the parent		1,801	1,848

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 30 June 2022

	Notes		
		2022 \$'000	2021 \$'000
CURRENT ASSETS			
Cash and cash equivalents		2,733	2,076
Trade Receivables	7	748	430
Inventories		1,689	1,167
Other current assets - prepayments		94	94
Financial asset	1(o)	3,300	-
TOTAL CURRENT ASSETS		8,564	3,767
NON-CURRENT ASSETS			
Deferred tax assets	6	787	830
Financial asset	1(o)	-	3,300
Property, plant and equipment	8	9,770	6,093
Intangible assets	9	17,237	7,144
TOTAL NON-CURRENT ASSETS		27,794	17,367
TOTAL ASSETS		36,358	21,134
CURRENT LIABILITIES			
Trade and other payables to trade suppliers		1,772	1,226
Lease Liability		2,349	1,398
Provisions	10	1,961	1,406
Current tax liabilities	6	(20)	680
Loans and borrowings		42	63
Other liabilities	11	155	-
TOTAL CURRENT LIABILITIES		6,259	4,773
NON-CURRENT LIABILITIES			
Lease Liability		5,473	3,666
Loans and borrowings	24	7,943	-
Provisions	10	141	137
Other liabilities	11	2,429	-
TOTAL NON-CURRENT LIABILITIES		15,986	3,803
TOTAL LIABILITIES		22,245	8,576
NET ASSETS		14,113	12,558
EQUITY			
Contributed capital	12	23,022	23,022
(Accumulated Losses)		(8,909)	(10,464)
TOTAL EQUITY		14,113	12,558

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 30 JUNE 2022

	Notes	Contributed equity \$'000	(Accumulated Losses) \$'000	Total Equity \$'000
Balance as at 30 June 2020		23,022	(12,076)	10,946
Profit for the year		_	1,848	1,848
Total comprehensive income for the year		-	1,848	1,848
Transactions with owners in their capacity as owners:				
Dividends paid		-	(236)	(236)
Total transactions with owners		-	(236)	(236)
Balance as at 30 June 2021		23,022	(10,464)	12,558
Profit for the year		-	1,801	1,801
Total comprehensive income for the year		-	1,801	1,801
Transactions with owners in their capacity as owners:				
Dividends paid		-	(246)	(246)
Total transactions with owners		-	(246)	(246)
Balance as at 30 June 2022		23,022	(8,909)	14,113

# CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 30 JUNE 2022

	2022 \$'000	2021 \$'000
CASH FLOW FROM OPERATING ACTIVITIES		
Receipts from customers	28,923	16,969
Payments to suppliers and employees	(24,691)	(11,717)
Interest Paid	(9)	(6)
Interest received	-	1
Income tax paid	(1,259)	(607)
Net cash provided by operating activities	2,964	4,640
CASH FLOW FROM INVESTING ACTIVITIES		
Dividend received	1,092	317
Practice acquisitions	(9,463)	-
Acquisition costs	(330)	-
Purchase of financial asset	-	(3,300)
Proceeds from practice sale	1,186	-
Proceeds from sale of property, plant & equipment	6	-
Payment for property, plant and equipment	(433)	(385)
Net cash (used in) investing activities	(7,942)	(3,368)
CASH FLOW FROM FINANCING ACTIVITIES		
Loan repayment	(21)	(121)
Loan Proceeds	7,943	-
Repayments on financial leases	(2,041)	(1,553)
Dividends paid	(246)	(236)
Net cash (used in) financing activities	5,635	(1,910)
Net increase in cash and cash equivalents	657	(638)
Cash and cash equivalents at beginning of year	2,076	2,714
Cash and cash equivalents at end of the year	2,733	2,076

# NOTES TO THE FINANCIAL STATEMENTS YEAR ENDED 30 JUNE 2022

### NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES

This financial report is a general-purpose financial report that has been prepared in accordance with Australian Accounting Standards, other requirements of law and the *Corporations Act 2001*. The Group is a for profit entity for financial reporting purposes under Australian Accounting Standards.

The financial report covers EyeQ Optometrists Limited and controlled entities as a consolidated entity. EyeQ Optometrists Limited is a company limited by shares, incorporated and domiciled in Australia.

The financial report was authorised for issue by the directors on 24<sup>th</sup> October, 2022.

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

### **Statement of Compliance**

The Group does not have 'public accountability' as defined in AASB 1053 Application of Tiers of Australian Accounting Standards and is therefore eligible to apply the 'Tier 2' reporting framework under Australian Accounting Standards.

The financial statements comply with the recognition and measurement requirements of Australian Accounting Standards, the presentation requirements in those Standards as modified by AASB 1060 General Purpose Financial Statements - Simplified Disclosures for For-Profit and Not-for-Profit Tier 2 Entities (AASB 1060) and the disclosure requirements in AASB 1060.

Accordingly, the financial statements comply with Australian Accounting Standards – Simplified Disclosures.

### (a) Basis of preparation of the financial report

Historical Cost Convention

The financial report has been prepared under the historical cost convention, as modified by revaluations to fair value for certain classes on assets as described in the accounting policies and accrual basis, except for the statement of cash flows.

These consolidated financial statements are presented in Australian dollars, which is the Group's functional currency.

The amounts contained in the financial report have been rounded to the nearest \$1,000 (where rounding is applicable) under the option available to the company under ASIC Corporations (Rounding in Financial/Directors' Reports instrument (2016/1911). The company is an entity to which the instrument applies.

### (b) Principles of consolidation

The consolidated financial statements are those of the consolidated entity, comprising the financial statements of the parent entity and of all entities, over which the parent has the power to control. The parent controls an entity when it is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. A list of controlled entities is contained in Note 17.

The financial statements of subsidiaries are prepared for the same reporting period as the parent entity, using consistent accounting policies.

All inter-company balances and transactions, including any unrealised profits or losses have been eliminated on consolidation. Subsidiaries are fully consolidated from the date on which control is established. They are de-consolidated from the date that control ceases.

### (c) Revenue

Revenue from the sale of goods is recognised when the significant risks and rewards of ownership of the goods have passed to the buyer and the costs incurred or to be incurred in respect of the transaction can be measured reliably. Risks and rewards of ownership are considered passed to the buyer at the time of delivery of the goods to the client.

Revenue from the provision of services to customers is recognised upon delivery of the service to the client.

Dividend income is recognised upon receipt.

### NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES continued

### (c) Revenue (continued)

Interest revenue is recognised when it becomes receivable on an accruals basis considering the interest rates applicable to the financial assets.

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

### (d) Cash and cash equivalents

Cash and cash equivalents include cash on hand and at banks and short-term deposits with an original maturity of three months or less held at call with financial institutions.

### (e) Trade receivables

Trade receivables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method, less provision for impairment. Receivables are generally due for settlement within 30 days.

Collectability of trade receivables is reviewed on an ongoing basis. Debts which are known to be uncollectible are written off by reducing the carrying amount directly. An allowance account (provision for impairment loss) is used when there is objective evidence that the consolidated entity will not be able to collect all amounts due, according to the original terms of the receivables. Significant financial difficulties of the debtor, probability that the debtor will enter bankruptcy or financial reorganisation, and default or delinquency in payments (more than 30 days overdue) are considered indicators that the trade receivable is impaired. The amount of impairment allowance is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the original effective interest rate. Cash flows relating to short-term trade receivables are not discounted if the effect of discounting is immaterial.

The amount of impairment loss is recognised in profit or loss within other expenses. When a trade receivable, for which an impairment allowance had been recognised, becomes uncollectible in a subsequent period, it is written off against the allowance account. Subsequent recoveries of amounts previously written off are credited against other expenses in profit or loss.

### (f) Inventories

Inventories, comprising finished goods, are measured at the lower of cost and net realisable value. Costs incurred in bringing each product to its present location and condition is accounted for as purchase cost on a first-in-first-out basis. Net realisable value is the estimated selling price in the ordinary course of business less any applicable selling expense.

### (g) Property, plant and equipment

### Cost

All classes of property, plant and equipment are stated at cost less depreciation and any accumulated impairment losses.

### Depreciation

The depreciable amounts of all fixed assets are depreciated on a straight-line basis over their estimated useful lives commencing from the time the asset is held ready for use.

The useful lives for each class of assets are:

	2022
Plant and equipment:	3 to 10 years
Leasehold improvements	Period of lease
Right of use	Period of lease

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All other repairs and maintenance are charged to the statement of comprehensive income during the financial period in which they are incurred.

### NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES continued

### (h) Intangibles

Goodwill represents the excess of the cost of an acquisition over the fair value of the Group's share of net identifiable assets of the acquired entities or the acquired businesses at the date of acquisition.

Goodwill is not amortised but is tested annually for impairment or more frequently if events or changes in circumstances indicate that it might be impaired. Goodwill is carried at cost less accumulated impairment losses. Refer Note 2(I) for a description of impairment testing procedures.

When an intangible asset is disposed of the gain or loss on disposal is determined as the difference between the proceeds and the carrying amount of the asset, and is recognised in profit or loss as other revenue.

### (i) Impairment

Assets with an indefinite useful life are not amortised but are tested annually for impairment in accordance with AASB 136. Assets subject to annual depreciation or amortisation are reviewed for impairment whenever events or circumstances arise that indicates that the carrying amount of the asset may be impaired.

An impairment loss is recognised where the carrying amount of the asset exceeds its recoverable amount. The recoverable amount of an asset is defined as the higher of its fair value less costs to sell and value in use.

### (j) Trade and other payables

Trade and other payables represent the liability outstanding at the end of the reporting period for goods and services received by the Group during the reporting period which remain unpaid. The balance is recognised as a current liability with the amounts normally paid within 60 days of recognition of the liability.

### (k) Income tax

Current income tax expense or revenue is the tax payable on the current period's taxable income based on the applicable income tax rate adjusted by changes in deferred tax assets and liabilities.

A balance sheet approach is adopted under which deferred tax assets and liabilities are recognised for temporary differences between the tax bases of assets and liabilities and their carrying amounts in the financial statements. No deferred tax asset or liability is recognised in relation to temporary differences arising from the initial recognition of an asset or a liability if they arose in a transaction, other than a business combination, that at the time of the transaction did not affect either accounting profit or taxable profit or loss.

Deferred tax assets are recognised for deductible temporary differences and unused tax losses only when it is probable that future taxable amounts will be available to utilise those temporary differences and losses.

Current and deferred tax balances attributable to amounts recognised directly in equity are also recognised directly in equity.

### Tax Consolidation

The parent entity and its controlled entities have formed an income tax consolidated group under the tax consolidation legislation. The parent entity is responsible for recognising the current tax liabilities and deferred tax assets arising in respect of tax losses, for the tax consolidated group. The tax consolidated group has also entered into a tax funding agreement whereby each company in the group contributes to the income tax payable in proportion to their contribution to the net profit before tax of the tax consolidated group.

Any subsequent period adjustments to deferred tax assets arising from unused tax losses a result of revised assessments of the probability of recoverability is recognised by the head entity only.

### (I) Provisions

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

### NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES continued

### (m) Employee benefits (continued)

### Short-term employee benefits

Short-term employee benefits are benefits, other than termination benefits, that are expected to be settled wholly within twelve (12) months after the end of the period in which the employees render the related service. Examples of such benefits include wages and salaries, non-monetary benefits and accumulating personal leave. Short-term employee benefits are measured at the undiscounted amounts expected to be paid when the liabilities are settled.

### Other long-term employee benefits

The Group's liabilities for annual leave and long service leave are included in other long-term benefits as they are not expected to be settled wholly within twelve (12) months after the end of the period in which the employees render the related service. They are measured at the present value of the expected future payments to be made to employees. The expected future payments incorporate anticipated future wage and salary levels, experience of employee departures and periods of service, and are discounted at rates determined by reference to market yields at the end of the reporting period on high quality corporate bonds that have maturity dates that approximate the timing of the estimated future cash outflows. Any re-measurements arising from experience adjustments and changes in assumptions are recognised in profit or loss in the periods in which the changes occur.

The Group presents employee benefit obligations as current liabilities in the statement of financial position if the Group does not have an unconditional right to defer settlement for at least twelve (12) months after the reporting period, irrespective of when the actual settlement is expected to take place.

### (n) Borrowing costs

Borrowing costs can include interest, amortisation of discounts or premiums relating to borrowings and ancillary costs incurred in connection with arrangement of borrowings

### (o) Financial instruments

### Classification

The consolidated entity classifies its financial instruments as loans, assets and receivables. The classification depends on the purpose for which the instruments were acquired. Management determines the classification of its financial instruments at initial recognition.

### Loans and Receivables

Loans and receivables are measured at fair value at inception and subsequently at amortised cost using the effective interest rate method.

### Financial asset

These Convertible Notes were issued on 5<sup>th</sup> November 2020 and 25<sup>th</sup> June 2021, and are interest free with maturity date extended to 31 December 2022. The Notes amount will automatically convert into shares at maturity date in accordance with the terms of the Convertible Note agreements.

### Impairment of financial assets

Financial assets are assessed for indicators of impairment at the end of each reporting period. Financial assets are considered to be impaired when there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial asset, the estimated future cash flows of the investment have been affected.

### Financial Liabilities

Financial liabilities include trade payables and other creditors. A financial liability is de-recognised when the obligation under the liability is disposed, cancels or expires.

### (p) Business combinations and goodwill

Business combinations are accounted for using the acquisition method. The cost of an acquisition is measured as the aggregate of the consideration transferred, which is measured at acquisition date fair value, and the amount of any non-controlling interests in the acquiree.

Goodwill is initially measured at cost (being the excess of the aggregate of the consideration transferred and the amount recognised for non-controlling interests and any previous interest held over the net identifiable assets acquired and liabilities assumed).

### NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES continued

### (p) Business combination and goodwill (continued)

After initial recognition, goodwill is measured at cost less any accumulated impairment losses. For the purpose of impairment testing, goodwill acquired in a business combination is, from the acquisition date, allocated to each of the Group's cashgenerating units that are expected to benefit from the combination, irrespective of whether other assets or liabilities of the acquiree are assigned to those units.

### (q) Determining the lease term of contracts with renewal and termination options

Group as lessee

The Group determines the lease term as the non-cancellable term of the lease, together with any periods covered by an option to extend the lease if it is reasonably certain to be exercised, or any periods covered by an option to terminate the lease, if it is reasonably certain not to be exercised.

The Group has several lease contracts that include extension and termination options. The Group applies judgement in evaluating whether it is reasonably certain whether or not to exercise the option to renew or terminate the lease. That is, it considers all relevant factors that create an economic incentive for it to exercise either the renewal or termination. After the commencement date, the Group reassesses the lease term if there is a significant event or change in circumstances that is within its control and affects its ability to exercise or not to exercise the option to renew or to terminate (e.g., construction of significant leasehold improvements or significant customisation to the leased asset).

### (r) 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 Tax Office. In these circumstances, the GST is recognised as part of the cost of acquisition of the asset or as part of an item of the expense. Receivables and payables in the statement of financial position are shown inclusive of GST.

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

### (s) Comparatives

Where necessary, comparative information has been reclassified and repositioned for consistency with current year disclosures.

### (t) Employee Share Trust

The Group has formed a trust to administer its employee share scheme. The Trust is consolidated as the substance of the relationship is that the Trust is controlled by the Group. Shares held by the Trust are disclosed as treasury shares and deducted from issued capital.

These treasury shares are amortised on a straight-line basis through the Profit & Loss Statement over the vesting period of the shares as employee compensation.

### (u) New and Amended Accounting Standards adopted by the Group

The Group has adopted AASB 1060: General Purpose Financial Statements – Simplified Disclosures for For-Profit and Not-for-Profit Tier 2 Entities for the first time this reporting period.

The Standard, which sets out a new separate disclosure Standard to be applied by all entities that are reporting under Tier 2 of the Differential Reporting Framework in AASB 1053: Application of Tiers of Australian Accounting, replaces the previous Reduced Disclosure Requirements (RDR) framework.

The application of this standard has resulted in changes on certain disclosures. The Group has always adopted all measurement accounting policies and accordingly there has been no impact resulting from this application.

### (v) New and Amended Accounting Standards Adopted by the Entity

There are no new or amended accounting standards which had an impact on the Entity during this reporting period.

### **NOTE 2: CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS**

Certain accounting estimates include assumptions concerning the future, which, by definition, will seldom represent actual results. Estimates and assumptions based on future events have a significant inherent risk, and where future events are not as anticipated there could be a material impact on the carrying amounts of the assets and liabilities discussed below:

### (a) Estimated Impairment of goodwill

Goodwill is allocated to cash generating units (CGU's) according to applicable business operations. The recoverable amount of a CGU is based on value-in-use calculations. These calculations are performed annually at 30 June each year.

These calculations are based on projected discounted cash flows determined by management and approved by the board covering a period not exceeding five years.

Management's determination of cash flow projections is prepared on a practice-by-practice basis with revenue and gross margin varying from practice to practice. Cash flow projections for each practice are largely based on historical performance, available billing hours, local demographics, known operating expense variables and projected growth rates.

A growth rate of 2% (2021: 2%) unless there were specifically determined indications of varying financial performance is applied to all years subsequent to the base year for projected discounted cash flows.

A terminal growth rate of 2.5 (2021: 2.5) is applied to represent the growth rate implied to extrapolate the cash flows beyond the five-year forecast period. The terminal value multiple is based on Director's experience, industry knowledge, market comparative multiples and previous acquisitions and disposals.

The present value of future cash flows has been calculated using a post-tax discount rate of 16.75% and 12.75% (30 June 2021: 16.75% and 12.75%) to determine value-in-use.

The cash generating units consist of working capital, plant and equipment and goodwill.

No impairment loss on consolidation, based upon a value in use calculation was recognised for continuing operations for the year ended 30 June 2022. Management prepared discounted cash flow projections at 30 June 2022 based upon actual results to that date and applying growth rates for 2022 of 2% adjusted for any specifically determined variations.

### (b) Income tax

Income tax benefits are based on the assumption that no adverse change will occur in the income tax legislation and the anticipation that the group will derive sufficient future assessable income to enable the benefit to be realised and comply with the conditions of deductibility imposed by the law.

Deferred tax assets are recognised for deductible temporary differences as management considers that it is probable that future taxable profits will be available to utilise those temporary differences.

### (c) Determining the lease term of contracts with renewal and termination options

### Group as lessee

The Group determines the lease term as the non-cancellable term of the lease, together with any periods covered by an option to extend the lease if it is reasonably certain to be exercised, or any periods covered by an option to terminate the lease, if it is reasonably certain not to be exercised.

The Group has several lease contracts that include extension and termination options. The Group applies judgement in evaluating whether it is reasonably certain whether or not to exercise the option to renew or terminate the lease. That is, it considers all relevant factors that create an economic incentive for it to exercise either the renewal or termination.

### (d) Leases - Estimating the incremental borrowing rate

The Group cannot readily determine the interest rate implicit in the lease, therefore, it uses its incremental borrowing rate (IBR) to measure lease liabilities. The IBR is the rate of interest that the Group would have to pay to borrow over a similar term, and with a similar security, the funds necessary to obtain an asset of a similar value to the right-of-use asset in a similar economic environment. The IBR therefore reflects what the Group 'would have to pay', which requires estimation when no observable rates are available (such as for subsidiaries that do not enter into financing transactions) or when they need to be adjusted to reflect the terms and conditions of the lease (for example, when leases are not in the subsidiary's functional currency). The Group estimates the IBR using observable inputs (such as market interest rates) when available and is required to make certain entity-specific estimates (such as the subsidiary's stand-alone credit rating).

	2022 \$'000	2021 \$'000
NOTE 3: FINANCIAL ASSETS AND LIABILITIES	Ş 000	Ş 000
Financial Assets		
Cash and cash equivalents	2,733	2,076
Financial asset	3,300	3,300
Trade receivables	748	430
Total Anticipated Inflows	6,781	5,806
Financial Liabilities		
Trade and other payables	1,771	1,226
Loans and Borrowings	7,991	63
Lease liabilities	7,822	5,064
Total Anticipated Outflows	17,584	6,353

The Group's trade receivables are measured at fair value on a recurring basis after their initial recognition (refer Note 1(e)).

NO	ΓE 4:	RF	VFN	MIIF
110	16 7		V LI	1UL

Revenues from continuing operations		
Sales revenue		
Sale of goods	18,948	16,597
Rendering of services	5,740	5,162
	24,688	21,759
Other revenue		
Dividend Received	1,092	317
Interest	-	1
Profit on disposal of non-current assets		
Plant & equipment and leasehold	6	-
	1,098	318
NOTE 5: PROFIT FOR THE YEAR		

### NOTE 5: PROFIT FOR THE YEAR

Profit before income tax has been determined after the following specific expenses:

Employment benefits expenses			
(net of wage related JobKeeper and Cash back rebate)	_	12,887	10,043
Depreciation and amortisation of non-current assets Plant and equipment	_	2,278	2,000
Interest Expense	_	468	393
Loss on disposal of non-current assets Plant & equipment and leasehold	_	-	88
Other expenses Stock obsolescence impairment Bad debt write-off		75 19	13
Impairment Gains Impairment gain from sale of practice	_	468	13
Goodwill	_	(42)	
	_	426	-
	20		

Notes	
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	Notes		
		2022	2021
		\$'000	\$'000
NOTE 6: INCOME TAX			
(a) Components of tax expense:			
Current tax		462	866
Deferred tax		138	(216)
		600	650
(b) Current tax			
Current tax relates to the following:			
Current tax			
Opening balance		680	422
Income tax movement		(700)	258
Tax refund		-	-
Current tax (recoverable) liabilities		(20)	680
			<del></del> ,
(c) Deferred tax assets			
The balance comprises:			
Employee benefits		525	401
Impairment – Debtors		-	5
Write down – Inventory		23	12
Accruals		45	31
Lease Liability		1,955	1,316
Right of Use Assets		(1,804)	(1,136)
Blackhole provision		20	56
Property, plant & equipment		23	145
Deferred tax assets		787	830
NOTE 7: RECEIVABLES			
CURRENT			
Trade receivables		765	447
Provision for impairment		(17)	(17)
		748	430

	2022 '000	2021 \$'000	2022 \$'000	2021 \$'000	2022 \$'000	2021 \$'000	2022 \$'000	2021 \$'000
NOTE 8: PROPERTY, PLANT AND EQ	UIPMENT	ŗ						
	Right o	of Use	Leasehold II	mprovements	Plant & e	quipment	Tota	al
At cost	10,865	6,981	2,982	2,540	6,213	5,442	20,060	14,963
Accumulated depreciation	(3,753)	(2,609)	(2,224)	(2,144)	(4,313)	(4,117)	(10,290	) (8,870)
Total plant and equipment	7,112	4,372	758	396	1,900	1,325	9,770	6,093
(a) Reconciliations Reconciliations of the carrying amou	nts of pro	operty, pla	ant and equip	oment at the be	eginning and	d end of the cu	rrent fina	ancial yea
	Right	of Use	Leasehold i	Improvements	Plant & e	equipment	Tota	al
Carrying amount at 1 July 2021		3,714	396	617	1,325	1,472	6,093	5,803
Additions	4,507	2,005	187	52	246	333	4,940	2,390
Additions by acquisition of practices	-	-	381	-	899	-	1,280	-
Disposal	(165)	(64)	(17)	(30)	(201)	(6)	(383)	(100)
Depreciation expense	(1,602)	(1,283)	(189)	(243)	(369)	(74)	(2.160)	(2,000)
Carrying amount at 30 June 2022	7,112	4,372	758	396	1,900	1,325	9,770	6,093
					2022	2021		
				9	\$'000	\$'000		
NOTE 9: INTANGIBLE ASSETS  Goodwill								
At cost				2	27,968	18,662	<u>)</u>	
Accumulated impairment loss					0,732)	(11,518		
				1	7,236	7,14	<u>1</u>	
Reconciliation								
Carrying amount beginning of year					7,144	7,144		
Acquired through business comb Disposal of practice	ination				0,786 (652)	-		
Impairment loss					(42)	-		
Carrying value at end of year				1	7,236	7,144	<del>-</del> -	
npairment losses have been included	in other e	expenses i	n the statem	ent of profit an	d loss			
NOTE 10: PROVISIONS								
CURRENT								
Employee benefits					1,961	1,406	-	
NON-CURRENT								
Employee benefits					141	137	=	

	Notes	2022	2021
		\$'000	\$'000
NOTE 11: OTHER LIABILITIES			
CURRENT			
Deferred consideration for practice acquisition		155	
NON-CURRENT			
Deferred consideration for practice acquisition		2,429	
NOTE 12: CONTRIBUTED CAPITAL			
(a) Issued and paid-up capital – Parent entity			
Ordinary shares fully paid		23,022	23,022
(b) Movements in ordinary share capital			
Beginning of the financial year		23,022	23,022
Amortisation of employee share plan	(i)	-	-
Total at balance date	_	23,022	23,022
(b) Movements in number of shares	_	Number	Number
Beginning of the financial year	_	98,563,641	98,563,641_
Total at balance date		98,563,641	98,563,641

### (i) Employee Share Plan

The Plan under which Rights may be issued by the company to employees and executive directors (Participant) identified by the Board are invited to apply for the equivalent number of ordinary shares in EyeQ Optometrists Limited through the EyeQ Optometrists Employee Share Trust (EST) via an interest free loan. This was approved by shareholders at the 2013 annual general meeting. Upon the latter of vesting of the Right or the Participants stated disposal restriction, the Participant acquires shares by paying the interest free loan which may be satisfied by the repayment of the loan balance or the compulsory divestiture of the shares.

Rights to all shares have been issued to Participants.

### **NOTE 13: DIVIDENDS PAID AND PROPOSED**

	2022	2021
	\$'000	\$'000
Dividends on ordinary shares:		
Final franked dividend for 2022: nil of a cent per share (2021:		
0.24 of a cent per share)	-	-
Interim franked dividend for 2022: 0.24 of a cent per share (2021:		
nil of a cent per share)	246	236

	2022 \$'000	2021 \$'000
NOTE 14: CASH FLOW INFORMATION		
Credit stand-by arrangements with banks		
Credit facility	800	1,000
Amount utilised	-	-
Unused credit facility	800	1,000

A fixed and floating charge is in place over all assets in the group. Guarantees and indemnities are also provided by all entities for overdraft facility amounting to \$800,000 which was not drawn upon at year end.

During the financial year ended and as at 30 June 2022 the Company met all reporting covenants on the funding facility provided by the financiers.

### **NOTE 15: CONTINGENT LIABILITIES**

Guarantees are provided by EyeQ Optometrists Limited, where required, to support the retail tenancy obligations of subsidiary companies.

### **NOTE 16: KEY MANAGEMENT PERSONNEL COMPENSATION**

The aggregate compensation made to directors and other members of key management personnel of the company and consolidated entity was \$1,296,000 (2021: \$1,186,000).

### NOTE 17: DIRECTORS' AND EXECUTIVES' EQUITY HOLDINGS

As at 30 June 2022 the number of fully paid ordinary Shares held by Directors and Executives was 45,584,825 (2021: 45,584,825).

### **NOTE 18: RELATED PARTY DISCLOSURES**

(a) The consolidated financial statements include the financial statements of EyeQ Optometrists Limited and its controlled entities listed below:

	Country of Incorporation	Percenta	ge Owned
		2022	2021
Parent Entity:			
EyeQ Optometrists Limited	Australia		
Subsidiaries of EyeQ Optometrists Limited			
EyeQ Operations Pty Ltd	Australia	100%	100%
Eyecare Partners Pty Ltd	Australia	100%	100%
EyeQ Link Pty Ltd	Australia	100%	100%
EPL Finance Pty Ltd	Australia	100%	100%
EyeQ Supply Pty Ltd	Australia	100%	100%
Karrinyup Optometrist Pty Ltd	Australia	100%	100%

<sup>\*</sup> Cost of investment is below the Company's rounding threshold.

### (b) Wholly-owned group transactions

Name

Intragroup loans with and between wholly owned subsidiaries are provided on an interest free basis. They are designated as at call and are eliminated on consolidation.

### (c) Transactions with Directors or Director Related entities

During the reporting period, EyeQ Operations Pty Ltd entered into leases on commercial terms and conditions for the rental of retail premises, management and services contracts with entities associated with Directors. The amounts paid are shown in the table below:

Amount

	Name	i di pose			\$'000
	Raymond Fortescue Peter Rose Rod Young	Rental of premises Rental of premises Consulting and legal service	S		\$193 \$191 \$46
			2022 \$000	2021 \$000	
NOTE 19: P/	ARENT ENTITY DISCLOSURES				
Results of th	he parent entity				
Profit / (Los	s) for the year		1,361	2	
Total			1,361	2	
Financial po	sition of the parent entity at y	ear end			
Current asse	ets		14,467	13,323	
Non-current	t assets		3,362	3,362	
Total assets			17,829	16,685	
Current liab			30	17	
Total liabilit	ies		30	17	
Net Assets			17,799	16,668	

**Purpose** 

### NOTE 20: PARENT ENTITY DISCLOSURES continued

	2022 \$000	2021 \$000
Total equity of the parent entity comprising of:		
Contributed equity	23,022	23,022
Accumulated losses	(5,223)	(6,354)
Total equity	17,799	16,668

### **NOTE 21: INFORMATION ABOUT THE COMPANY**

The Company is an unlisted public entity incorporated in Australia under the Corporation Act 2001.

The addresses Of its registered office and principal place of business are as follows:

Register OfficePrincipal Place of Business4A Lord Street, Botany, NSW, 20194A Lord Street, Botany, NSW, 2019

### **NOTE 22: FUTURE MINIMUM LEASE PAYMENTS**

The future minimum lease payments arising under the Group's lease contracts at end of the financial year are as follows:

Not later than I year Later than 1 year and not later than 5 years Later than 5 years	\$000 2,677 6,084 68 8,829	2021 \$000 2,052 4,436 203 6,691
NOTE 23: REMUNERTION OF AUDITORS		
Audit Other Services	<b>2022</b> <b>\$000</b> 44 38	<b>2021</b> <b>\$000</b> 43 24
other services	82	67
NOTE 24: LOANS AND BORROWINGS	2022	2021
	\$000	\$000
Commonwealth Bank	7,943	-

The Loan is secured by a fixed and floating charge over the Company.

The Loan is subject to an interest rate of BBSY with maturity date 15 March 2024.

### **DIRECTORS' DECLARATION**

The directors declare that the financial statements and notes set out on pages 10 to 26 in accordance with the *Corporations Act 2001*:

- Including compliance with Accounting Standards Reduced Disclosure Requirements and the Corporations Regulations 2001, and other mandatory professional reporting requirements; and
- ii. Give a true and fair view of the financial position of the consolidated entity as at 30 June 2022 and of its performance for the year ended on that date.

In the directors' opinion, there are reasonable grounds to believe that EyeQ Optometrists Limited will be able to pay its debts as and when they become due and payable.

This declaration has been made after receiving the declarations required to be made by the chief executive officer and chief financial officer to the directors in accordance with sections 295A of the Corporations Act 2001 for the financial year ending 30 June 2022.

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

Raymond Fortescue

Director

Sydney 24<sup>th</sup> October 2022



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# EYEQ OPTOMETRISTS LIMITED AND CONTROLLED ENTITIES ACN: 006 505 880

### INDEPENDENT AUDIT REPORT TO THE DIRECTORS OF EYEQ OPTOMETRISTS LIMITED

### **Report on the Audit of the Financial Report**

### Opinion

I have audited the financial report of EyeQ Optometrists Limited and Controlled Entities (the Group), which comprises the consolidated statement of financial position as at 30 June 2022, the consolidated statement of profit or loss and other comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the year then ended, notes comprising a summary of significant accounting policies and other explanatory information, and the directors' declaration.

In my opinion, the accompanying financial report of EyeQ Optometrists Limited is in accordance with the Corporations Act 2001, including:

- (i) giving a true and fair view of the Group's financial position as at 30 June 2022 and of its financial performance for the year then ended; and
- (ii) complying with Australian Accounting Standards Reduced Disclosure Requirements and the Corporations Regulations 2001.

### **Basis for Opinion**

I conducted my audit in accordance with Australian Auditing Standards. My responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Report section of my report. I am independent of the Group in accordance with the auditor independence requirements of the Corporations Act 2001 and the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110: Code of Ethics for Professional Accountants (the Code) that are relevant to my audit of the financial report in Australia. I have also fulfilled my other ethical responsibilities in accordance with the Code.

I confirm that the independence declaration required by the Corporations Act 2001, which has been given to the directors of EyeQ Optometrists Limited, would be in the same terms if given to the directors as at the time of this auditor's report.

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

### Responsibilities of the Directors for the Financial Report

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

In preparing the financial report, the directors are responsible for assessing the Group'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 the directors either intend to liquidate the Group or to cease operations, or have no realistic alternative but to do so.



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# EYEQ OPTOMETRISTS LIMITED AND CONTROLLED ENTITIES ACN: 006 505 880

### INDEPENDENT AUDIT REPORT TO THE DIRECTORS OF EYEQ OPTOMETRISTS LIMITED

### Auditor's Responsibilities for the Audit of the Financial Report

My objectives 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 Group'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 Group'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 Group 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.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the financial report. I am responsible for the direction, supervision and performance of the Group audit. I remain solely responsible for my audit opinion.

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.

Pran Rathod-Director Audit Services Registered Company Auditor

Dated at Sydney, this 24th day of October 2022

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