



BUSINESS EVENTS  
SYDNEY

# FINANCIAL REPORT

2021—2022

ABN 42 002 630 364



BESydney acknowledges the Gadigal people of the Eora Nation as the Traditional Custodians of our local area. We acknowledge the Traditional Custodians of Country throughout Australia and their continuing connection to land, waters and community. We pay our respects to their cultures and their Elders past, present and emerging.



## TABLE OF CONTENTS

Chair's Report	2
Our Results: FY2021-2022 at a glance	3
Directors' Report for the Year Ended 30 June 2022	4
Auditor's Independence Declaration	10
Independent Audit Report	11
Directors' Declaration	13
Statement of Surplus or Deficit and Other Comprehensive Income	14
Statement of Financial Position	15
Statement of Changes in Funds	16
Statement of Cash Flows	17
Notes to the Financial Statements	18



# CHAIR'S REPORT

If FY2021-2022 showed us anything, it is how quickly things can change. As an organisation, BESydney used the hiatus in international meetings caused by the pandemic to reflect on its work and strategically consider the future it wants for Sydney, New South Wales, and its global community. During the final quarter of the financial year, we saw an incredible return of global business events to Sydney, heralding an exciting new era.

Throughout our third unpredictable Financial Year due to the COVID-19 pandemic, BESydney has continued its bidding activities; retained secured business impacted by the pandemic; and administered two industry support programs on behalf of the NSW Government, designed to inject funding into domestic business events and to reinvigorate and provide confidence to the industry. Cumulatively, this work has secured 192 meetings which we expect will attract 95,600 delegates, staying 258,000 delegate days; and generate an estimated \$159 million in direct expenditure for the state.

The team secured 31 domestic and international meetings that will generate an estimated \$132 million in estimated direct expenditure and bring 47,000 delegates to our city. It retained more than 50 percent of secured business affected by the pandemic. And it confirmed 161 domestic events generating an estimated \$27 million via the *Kickstart 2021 Sydney Business Events Fund* and the *Accelerate Sydney Business Event Fund*.

By 30 June 2022, the team had confirmed business to 2029 that includes 72 global and national events that will generate an estimated \$450 million in direct expenditure and attract 109,000 delegates to our city. These are results of which we can be proud, especially considering the circumstances in which the team has operated since early 2020.

BESydney has also provided ongoing support and fee relief for its Strategic Partners and Members – knowing the impact that the COVID-19 pandemic has had on their businesses – and continues to do all it can for them as they recover and reshape their businesses for the future. The organisation was pleased to welcome the return of global meetings this year not least because we know that business events are at the premium end of the visitor economy and add millions of dollars to the NSW economy each year, which benefits our Strategic Partners.

Of course, it is never just about the numbers, and in FY2021-2022 it was terrific to see the return of people meeting face-to-face. For BESydney, this included the return of its Global Ambassador Gala Dinner in June 2022 at the International Convention Centre Sydney. The event celebrated BESydney Global Ambassadors as Australia's leading minds and business leaders, who lend their support from across the many areas of innovation, entrepreneurship and knowledge that set Sydney apart. This year we shone a light on the city's growing Tech industry and how Sydney is shaping up to be a leading global Tech hub. This included the Australia Oration delivered by Robyn Denholm, Chair of Tesla and Chair of the Tech Council of Australia, who shared her vision for Sydney as it stands at the precipice of realising a globally unique Tech offering.

This Directors' Report presents work done by Business Events Sydney Limited (BESydney) for the Financial Year ended 30 June 2022. The strong foundations that the team has put in place during this period – including rebuilding with new staff and agile ways of working – will ensure that the organisation is in the best possible position to continue its work in partnership with government, industry, business, and academia towards a shared ambition to make Sydney the best city in the world. On behalf of the Directors, I say with confidence that we are optimistic and look forward to seeing what the coming year will bring for our next report in 2023.

## **The Hon Bruce Baird AM**

Independent Director and Chair

# OUR RESULTS: FY2021-2022 AT A GLANCE

FY2021-2022

BIDS WON

**31**

bid wins

**\$132m**

est. Direct  
Expenditure

**47k**

delegates

EVENTS HELD

**8**

global/national  
events held

**\$18m**

est. Direct  
Expenditure

**4.5k**

delegates

FUTURE PIPELINE

**72**

global/national  
events to 2029

**>\$450m**

est. Direct  
Expenditure

**109k**

delegates

FUNDING PROGRAMS: EVENTS SECURED

**161**

domestic events  
supported via  
funding programs

**\$27m**

est. Direct  
Expenditure

**48.6k**

delegates

FUNDING PROGRAMS: EVENTS HELD

**94**

domestic events  
supported via  
funding programs

**\$7m**

est. Direct  
Expenditure

**14.8k**

delegates

# DIRECTORS' REPORT

For the Year Ended 30 June 2022

## 1. Directors

The Directors present their report on Business Events Sydney Limited (BESydney) for the financial year ended 30 June 2022.

Name & Independence Status	Experience & other directorships
<p><b>The Hon Bruce Baird AM</b> Independent Director &amp; Chair</p>	<p><b>Appointed 1/9/2017</b> Member, BESydney Finance Risk &amp; Audit Committee Member, BESydney Governance Nomination &amp; Remuneration Committee Chair of Tourism and Transport Forum Trustee of Sydney Opera House Member of Lord Howe Island Board</p>
<p><b>Jason Collins</b> Independent Director</p>	<p><b>Appointed 1/6/2021</b> Chair, BESydney Governance Nomination &amp; Remuneration Committee Member (from Mar 2022) CEO, European Australian Business Council Chair, The Australia Youth Trust Chair, European Business Organisations Worldwide (Belgium)</p>
<p><b>Dr Marlene Kanga AO</b> Independent Director</p>	<p><b>Appointed 1/9/2017</b> Chair, BESydney Finance Risk &amp; Audit Committee Director, Sydney Water Corporation Director, Air Services Australia Director, Standards Australia Director, iOmniscient Pty. Ltd.</p>
<p><b>Peter Grey</b> Independent Director</p>	<p><b>Appointed 1/6/2018, Resigned 22/2/2022</b> Chair, BESydney Governance Nomination &amp; Remuneration Committee Chair, MLC Life Insurance President, Australia Japan Business Co-operation Committee Board Member, European Australian Business Council Member, Asia Society Advisory Council</p>
<p><b>Stephen Cox</b> DNSW Nominated Director (non-independent)</p>	<p><b>Appointed 14/5/2020</b> CEO, Destination NSW Director, Australia Tourism Data Warehouse Board Member, Destination NSW</p>
<p><b>The Hon George Souris AM</b> DNSW Nominated Director (non-independent)</p>	<p><b>Appointed 1/9/2019</b> President, State Library Council of NSW Chair, NSW Mine Safety Council Director, State Library Foundation Director, Destination NSW Director, Racing New South Wales Director, Australian Rugby Foundation Director, Australian Film Institute/Australian Academy of Cinema &amp; Television Arts Trustee, Sir Earle Page Memorial Trust Member, NSW Arts and Culture Advisory Committee Member, State Library Audit &amp; Risk Committee Member, Destination NSW Audit &amp; Risk Committee Trustee, Sydney Cricket Ground Heritage Trust</p>
<p><b>Emma Bowyer</b> Member Director (non-independent)</p>	<p><b>Appointed 22/11/2021</b> Managing Director, ICMS Australasia</p>
<p><b>Greg Brady</b> Member Director (non-independent)</p>	<p><b>Appointed 9/11/2020</b> General Manager, Sofitel Sydney Darling Harbour</p>
<p><b>James Granter</b> Member Director (non-independent)</p>	<p><b>Appointed 17/11/2017</b> General Manager, Sales, Luna Park Sydney Vice President, North Sydney Chamber of Commerce Tourism Councillor, Business NSW</p>

# DIRECTORS' REPORT

For the Year Ended 30 June 2022

Independent Member to Board Committee

Name & Independence Status	Experience & other directorships
<b>John Kelly</b> Independent Member, Finance Risk & Audit Committee	<b>Appointed Jan 2014</b> Independent Member, NSW Clinical Excellence Commission Audit and Risk Management Committee Independent Member, NSW Agency for Clinical Innovation Audit and Risk Management Committee Specific experience in senior financial and operational positions in the hospitality and events industries.

## 2. Company Secretary

Sonya Stewart, CA, was appointed to the position of Company Secretary effective 23/11/2005.

## 3. Board Subcommittees

### Finance Risk & Audit Committee (FRAC)

The Finance Risk & Audit Committee (FRAC) is appointed by, and reports to, the BESydney Board. It comprises two Independent Directors and one Independent Non-Executive Member. Its meetings are also attended by the Chief Executive Officer and the Chief Financial Officer.

The Committee's Charter is to assist the Board in the effective discharge of its governance responsibilities in the following areas:

- review and monitor the integrity of BESydney financial reports and statements
- review and make recommendations regarding the adequacy and integrity of BESydney enterprise risk management framework, systems of internal control and risk management processes
- review whether BESydney is in compliance with relevant laws and regulations, and
- monitor the scope, performance and independence of the external auditor.

### Governance, Nomination & Remuneration Committee (GNRC)

The Governance, Nomination & Remuneration Committee (GNRC) is appointed by, and reports to, the BESydney Board and comprises two Independent Directors. Its meetings are also attended by the Chief Executive Officer and Chief Financial Officer.

The Committee's Charter is to assist the Board in the effective discharge of its governance responsibilities in the following areas:

- Board composition, structure, organisation and remuneration
- senior executive selection, performance and remuneration, and
- human resources matters.

# DIRECTORS' REPORT

For the Year Ended 30 June 2022

## 4. Directors' Meetings

Director	Board Meetings		FRAC		GNRC	
	Eligible	Attended	Eligible	Attended	Eligible	Attended
The Hon Bruce Baird AM (Chair)	5	5	4	4	4	4
Mr Jason Collins	5	5			4	4
Dr Marlene Kanga AO	5	5	4	4		
Mr Peter Grey	4	4			3	3
Mr Stephen Cox	5	5				
The Hon George Souris AM	5	5				
Ms Emma Bowyer	2	2				
Mr Greg Brady	5	5				
Mr James Granter	5	5				

## 5. Company Objectives, Strategies and Principal Activities

The principal activities of Business Events Sydney Limited during the financial year were to promote Sydney as the pre-eminent Asia Pacific business visitor destination and acquire strategic business events that deliver economic and social impact for Sydney, NSW and global communities.

BESydney pursues four key organisational objectives:

1. Sydney is the pre-eminent Asia Pacific destination for business events and business visitors.
2. We are renowned for generating exceptional value from business events.
3. BESydney is a high performing organisation and a great place to work.
4. BESydney is a thriving, trusted and enduring organisation.

In line with best practice, the Company regularly reviews and updates its activities with its annual business plan process through a quarterly review and refinement of Objectives and Key Results, to ensure successful alignment with organisational purpose and operational plans.



## Objectives and Key Result Snapshot

Key Results FY2021-2022	Activities
<b>Sydney is the pre-eminent Asia Pacific destination for business events and business visitors<sup>1</sup></b>	
<p>Domestic</p> <ul style="list-style-type: none"> <li>Generated 511 applications for <i>Kickstart</i></li> <li>Generated 374 Applications for <i>Accelerate</i> Rounds 1 and 2</li> <li>Drove 25K+ visitors to domestic meetinsydney.com.au website with <i>Accelerate</i> campaigns</li> </ul> <p>International</p> <ul style="list-style-type: none"> <li>Reached 3.8m people across North America, Europe and Southeast Asia and drove 26k visitors to our international website during 8-week international market re-entry campaign period</li> <li>Exceeded industry standard social media engagement (LinkedIn 4.6% and Twitter 2.5%)</li> </ul>	<ul style="list-style-type: none"> <li>Domestic campaign: meetinsydney.com.au</li> <li>AIME 2022</li> <li>International market re-entry campaigns: Europe and North America</li> </ul>
<b>We are renowned for generating exceptional value from business events delivered</b>	
<ul style="list-style-type: none"> <li>Secured: 31 Global / National events expected to generate est. \$132m in direct expenditure</li> <li>Secured: 161 domestic <i>Accelerate/Kickstart</i> events expected to generate est. \$27m in direct expenditure</li> <li>Secured: future pipeline (CY23 onwards) expected to generate est. \$450m in direct expenditure</li> <li>Retained: over 50% of previously secured COVID impacted business events</li> <li>Held: 8 Global / National events generating an estimated \$18m in direct expenditure</li> <li>Held: 94 domestic <i>Accelerate / Kickstart</i> events generating an estimated \$7m in direct expenditure</li> </ul>	<ul style="list-style-type: none"> <li>Administered <i>Kickstart / Accelerate Sydney Business Event</i> industry funding support programs on behalf of NSW Government</li> <li>IMEX USA and IMEX Europe</li> <li>Global Ambassador Gala Dinner 2022</li> <li>Introduced <i>Women Leaders of Sydney</i> working lunch events</li> </ul>
<b>BESydney is a high performing organisation and a great place to work</b>	
<ul style="list-style-type: none"> <li>Retained staff: rolling average of 73% at 30 June 2022</li> <li>Engaged staff: overall engagement 68 – top 20% of participating organisations</li> <li>Recruited: 7 vacant positions</li> </ul>	<ul style="list-style-type: none"> <li>Adopted agile practices across the organisation post-COVID</li> <li>Conducted quarterly pulse and annual engagement surveys</li> <li>Delivered training &amp; development program, including staff conference</li> <li>Redesigned and rebuilding our organisation post-COVID</li> <li>Updated our Capability Framework</li> </ul>
<b>BESydney is a thriving, trusted and enduring organisation</b>	
<ul style="list-style-type: none"> <li>Achieved +48 Net Promoter Score in our Quality Assurance Survey of clients and stakeholders</li> <li>Published two research projects</li> <li>Held two Strategic Partner Market Briefings</li> <li>Collaborating with 97 active partners and members at 30 June 2022</li> <li>Welcomed 9 new Global Ambassadors to our active network of 86 Global Ambassadors</li> </ul>	<ul style="list-style-type: none"> <li>Year-end Industry Engagement Strategic Partners &amp; Members event</li> <li>Conducted <i>Dimensioning the Sydney Domestic Business Events Market</i> research project</li> <li>Conducted <i>Delegate Sentiment Literature Review</i> research</li> <li>Reviewed and updated our Risk Framework</li> </ul>

<sup>1</sup> Note no international visitor statistics have been included in results due to Australia's international border closure from March 2020 to February 2022.

# DIRECTORS' REPORT

For the Year Ended 30 June 2022

## 6. Financial Review

Revenue from operations for the year ended 30 June 2022 was \$10,530,402 (2021: \$9,786,640).

The NSW Government is the major funder of BESydney, with support also provided by industry members in the form of subscription revenue, co-operative marketing support and other in-kind support. Revenue was boosted this year as Government funding returned to pre-COVID levels, and the complimentary membership extension provided to support our partners and members ended.

The result for the year is a surplus of \$1,061,119 (2021: \$1,175,810).

The reopening of Australia's international borders in February 2022 enabled the resumption of international business events being held in Sydney, albeit at a slow rate. It was also the impetus for an expansion in marketing and business development activities, reflected in higher expenditure incurred during the financial year.

No income tax expense is charged or is payable as the Company claims an exemption from income tax under the *Income Tax Assessment Act 1936*.

The Company's retained earnings at the end of the financial year were \$3.9 million.

## 7. Members' Guarantee

Business Events Sydney Limited is a Public Company limited by guarantee. In the event of, and for the purpose of winding up the Company, the amount capable of being called up from each member and any person or association who ceased to be a member in the year prior to the winding up, is limited to \$50, subject to the provisions of the Company's Constitution.

At 30 June 2022 the collective liability of members was \$4,850 (2021: \$6,450).

## 8. State of Affairs

### Impact of COVID-19 on operations

The global events sector, which is the focus of BESydney's operations, was immediately and significantly disrupted by the onset of the global COVID-19 pandemic in March 2020. In response, BESydney expanded its focus to encompass both domestic and international markets to optimise the value it delivers to the local business events industry.

The reopening of Australia's international borders in February 2022 allowed international business events held in Sydney to resume, albeit at a slow rate. It has also increased interest and willingness from international business events owners to consider Sydney for events in future years. While the outlook continues to improve, we

do not expect the volume of international business events held in Sydney to return to pre-COVID levels in the short term.

In the opinion of the Directors, during the financial year under review there were no significant changes in the state of affairs of the Company that are not otherwise disclosed in these financial statements.

## 9. Events After the Reporting Date

Since the end of the financial year, no other matters or circumstances have arisen that have significantly affected, or could significantly affect, the operations of the Company, the results of its operations or the state of affairs of the Company in future financial years.

## 10. Environmental Issues

The Company's operations are not regulated by any significant environmental regulations under a law of the Commonwealth or of a state or territory of Australia.

BESydney continues to be an active Associate Member of the City of Sydney Sustainable Destination Partnership, which was launched in 2018 and continues to identify how accommodation and entertainment sector businesses can be greener through environmental ratings, increased use of renewable energy, reduced water use, and improved waste management and recycling. BESydney is an advisor and influencer within this partnership.

BESydney has also started the formal process to obtain third party sustainability certification from Climate Active, an ongoing partnership between the Australian Government and Australian businesses to drive voluntary climate action. Climate Active certification is awarded to businesses and organisations that have credibly reached net zero emissions, or 'carbon neutrality'.

## 11. Indemnification and Insurance of Directors and Officers

During the year, the Company paid a premium to insure the Directors and Officers of the Company.

The liabilities insured are legal costs that may be incurred in defending civil or criminal proceedings that may be brought against the Directors in their capacity as Directors of the entity and any other payments arising from liabilities incurred by the Directors in connection with such proceedings. This does not include such liabilities that arise from conduct involving a wilful breach of duty by the Directors or the improper use by the Directors of their position or of any information to gain advantage for themselves or someone else to cause detriment to the entity.

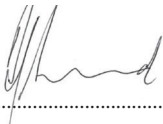
# DIRECTORS' REPORT

For the Year Ended 30 June 2022

## 12. Auditor's Independence Declaration

The lead auditor's independence declaration in accordance with subdivision 60C of the *Corporations Act 2001*, for the year ended 30 June 2022 has been received and can be found on page 10 of the financial report.

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



Director: .....

**The Hon Bruce Baird AM**



Director: .....

**Dr Marlene Kanga AO**

Dated 20 September 2022



# AUDITOR'S INDEPENDENCE DECLARATION UNDER SECTION 307C OF THE CORPORATIONS ACT 2001 TO THE DIRECTORS OF BUSINESS EVENTS SYDNEY LIMITED

I declare that, to the best of my knowledge and belief,  
during the year ended 30 June 2022, 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.

Cutcher & Neale Assurance Pty Ltd  
(An authorised audit company)



.....  
**Mark O'Connor Director**

10 August 2022

NEWCASTLE

# INDEPENDENT AUDIT REPORT TO THE MEMBERS OF BUSINESS EVENTS SYDNEY LIMITED

## Report on the Audit of the Financial Report

### Opinion

We have audited the financial report of Business Events Sydney Limited (the Company), which comprises the statement of financial position as at 30 June 2022, the statement of surplus or deficit and other comprehensive income, the statement of changes in funds and the statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies, and the Directors' Declaration.

In our opinion, the accompanying financial report of the Company is in accordance with the *Corporations Act 2001*, including:

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

### Basis for Opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Report* section of our report. We are independent of the Company 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 (and Independence Standards)* (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We confirm that the independence declaration required by the *Corporations Act 2001*, which has been given to the Directors of the Company, would be in the same terms if given to the Directors as at the time of this auditor's report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Other Information

The Directors are responsible for the other information. The other information obtained at the date of this auditor's report was limited to the Directors' Report.

Our opinion on the financial report does not cover the other information and accordingly we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or our

knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed on the other information obtained prior to the date of this auditor's report, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

### Responsibilities of 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 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 Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Directors either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

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

Our 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 our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with 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 the financial report.

As part of an audit in accordance with the Australian Auditing Standards, we exercise professional judgement and maintain professional scepticism through out the audit. We 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 our 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

# INDEPENDENT AUDIT REPORT TO THE MEMBERS OF BUSINESS EVENTS SYDNEY LIMITED

for the purpose of expressing an opinion on the effectiveness of the Company's internal control.

- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of the management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial report or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial report, including the disclosures, and whether the financial report represents the underlying transactions and events in a manner that achieves fair presentation.

Cutcher & Neale Assurance Pty Ltd

(An authorised audit company)



**M.J.O'Connor Director**

21 September 2022

NEWCASTLE

# DIRECTORS' DECLARATION

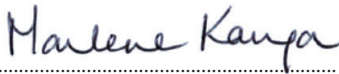
The Directors of the Company declare that:

1. The financial statements and notes, as set out on pages 18 to 28, are in accordance with the *Corporations Act 2001* and:
  - (a) comply with Australian Accounting Standards - Simplified Disclosure Requirements; and
  - (b) give a true and fair view of the financial position as at 30 June 2022 and of the performance for the year ended on that date of the Company.
2. In the Directors' opinion, there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable, noting the economic dependence of the Company on continuing NSW Government funding (Note 1(s) of the financial statements).

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

Director .....  


**The Hon Bruce Baird AM**

Director .....  


**Dr Marlene Kanga AO**

Dated 20 September 2022



## STATEMENT OF SURPLUS OR DEFICIT AND OTHER COMPREHENSIVE INCOME FOR THE YEAR ENDED 30 JUNE 2022

	Note	2022 \$	2021 \$
Revenue	2	10,530,401	9,786,640
Employee costs		(5,782,793)	(5,902,513)
Depreciation and amortisation expense		(490,643)	(525,694)
Sales and marketing expense		(1,838,250)	(1,122,971)
Interest expense on lease liabilities		(79,418)	(104,020)
Administration expense		(1,278,178)	(955,632)
Operating surplus		1,061,119	1,175,810
Other comprehensive income		-	-
<b>Total comprehensive income</b>		<b>1,061,119</b>	<b>1,175,810</b>

The accompanying notes form part of these financial statements.



# STATEMENT OF FINANCIAL POSITION

For the Year Ended 30 June 2022

	Note	2022 \$	2021 \$
<b>ASSETS</b>			
<b>Current assets</b>			
Cash and cash equivalents	4	19,192,392	13,331,799
Trade and other receivables	5	2,668,890	6,380
Prepayments		156,613	137,225
<b>TOTAL CURRENT ASSETS</b>		<b>22,017,895</b>	13,475,404
<b>Non current assets</b>			
Property, plant and equipment	6	6,370	13,205
Right of use assets	7	1,258,435	1,635,455
<b>TOTAL NON CURRENT ASSETS</b>		<b>1,264,805</b>	1,648,660
<b>TOTAL ASSETS</b>		<b>23,282,700</b>	15,124,064
<b>LIABILITIES</b>			
<b>Current liabilities</b>			
Trade and other payables	8	2,391,239	1,815,107
Employee benefits	9	683,640	689,315
Other liabilities	10	14,501,565	7,609,622
Lease liabilities		502,232	439,151
<b>TOTAL CURRENT LIABILITIES</b>		<b>18,078,676</b>	10,553,195
<b>Non current liabilities</b>			
Employee benefits	9	244,983	239,946
Long term provisions	11	104,020	98,972
Lease liabilities		916,827	1,354,876
<b>TOTAL NON-CURRENT LIABILITIES</b>		<b>1,265,830</b>	1,693,794
<b>TOTAL LIABILITIES</b>		<b>19,344,506</b>	12,246,989
<b>NET ASSETS</b>		<b>3,938,194</b>	2,877,075
<b>FUNDS</b>			
Accumulated Funds		3,938,194	2,877,075
<b>TOTAL FUNDS</b>		<b>3,938,194</b>	2,877,075

The accompanying notes form part of these financial statements.

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

As at 30 June 2022

<b>2022</b>	<b>Accumulated Funds \$</b>
<b>Balance at 1 July 2021</b>	<b>2,877,075</b>
Surplus for the year	1,061,119
<b>Balance at 30 June 2022</b>	<b>3,938,194</b>

<b>2021</b>	<b>Accumulated Funds \$</b>
<b>Balance at 1 July 2020</b>	<b>1,701,265</b>
Surplus for the year	1,175,810
<b>Balance at 30 June 2021</b>	<b>2,877,075</b>

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

	Note	2022 \$	2021 \$
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>			
Receipts from government contributions, membership subscriptions, co-operative activities and other grants		15,665,306	10,751,313
Payments to suppliers, contractors and employees		(9,291,056)	(8,531,652)
Investment revenue		47,517	63,861
Interest paid		(79,418)	(104,020)
<b>Net cash provided by / (used in) operating activities</b>	12(a)	<b>6,342,349</b>	2,179,502
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>			
Purchase of property, plant and equipment	6(a)	(5,438)	-
<b>Net cash provided by / (used in) investing activities</b>		<b>(5,438)</b>	-
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>			
Repayment of lease liabilities		(476,318)	(416,766)
<b>Net cash provided by / (used in) financing activities</b>		<b>(476,318)</b>	(416,766)
<b>Net increase / (decrease) in cash and cash equivalents held</b>		<b>5,860,593</b>	1,762,736
Cash and cash equivalents at beginning of year		13,331,799	11,569,063
<b>Cash and cash equivalents at end of financial year</b>	4	<b>19,192,392</b>	13,331,799

The accompanying notes form part of these financial statements.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

The financial statements are for Business Events Sydney Limited as an individual entity, incorporated and domiciled in Australia. Business Events Sydney Limited is a not-for-profit Company limited by guarantee.

The functional and presentation currency of Business Events Sydney Limited is Australian dollars.

## 1. Summary of Significant Accounting Policies

### (a) Basis of preparation

These general purpose financial statements have been prepared in accordance with Australian Accounting Standards - Simplified Disclosures issued by the Australian Accounting Standards Board ('AASB'), Australian Accounting Interpretations, other authoritative pronouncements of the AASB and the *Corporations Act 2001*.

Material accounting policies adopted in the preparation of these financial statements are presented below and have been consistently applied unless otherwise stated.

The financial statements have been prepared on an accruals basis and are based on historical costs, modified, where applicable, by the measurement at fair value of selected non-current assets, financial assets and financial liabilities.

The financial report was authorised for issue by the Directors on 20 September 2022.

### (b) Comparative figures

When required by Accounting Standards, comparative figures have been adjusted to conform to changes in presentation for the current financial year. When the Company applies an accounting policy retrospectively, makes a retrospective restatement or reclassifies items in its financial statements, a statement of financial position as at the beginning of the earliest comparative period will be presented.

### (c) Income tax

No provision for income tax has been raised as the Company is exempt from income tax under Div 50 of the *Income Tax Assessment Act 1997*.

### (d) Revenue and other income

#### Government contributions

When the Company receives operating government contributions, it assesses whether the contract is enforceable and has sufficiently specific performance obligations in accordance with AASB 15 Revenue from Contracts with Customers. When both these conditions are satisfied, the Company:

- identifies each performance obligation relating to the agreement;
- recognises a contract liability for its obligations under the agreement; and
- recognises revenue as it satisfies its performance obligations.

Where the contract is not enforceable or does not have sufficiently specific performance obligations, the Company:

- recognises the asset received in accordance with the recognition requirements of other applicable Accounting Standards;
- recognises related amounts (being lease liability, financial instruments, provisions, revenue or contract liability arising from a contract with a customer); and
- recognises income immediately in surplus or deficit as the difference between the initial carrying amount of the asset and the related amount.

If a contract liability is recognised as a related amount above, the Company recognises income in surplus or deficit when or as it satisfies its obligations under the contract.

#### Membership and Strategic Partnership revenue

Membership subscriptions and Strategic Partnership revenue are recognised on a proportionate basis over the period of the subscription. The amount attributed to the period subsequent to balance date is recorded as a liability.

#### Capital grants

When the Company receives a capital grant, it recognises a liability for the excess of the initial carrying amount of the financial asset received over any related amounts (being lease liability, financial instruments, provisions, revenue or contract liability arising from a contract with a customer), recognised under other Australian Accounting Standards.

The Company recognises income in surplus or deficit when or as the Company satisfies the obligations under the terms of the grant.

#### Interest income

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

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

### (e) Cash and cash equivalents

Cash and cash equivalents comprises cash on hand and short-term investments which are readily convertible to known amounts of cash and which are subject to an insignificant risk of change in value.

### (f) Trade and other receivables

Trade receivables are recognised initially at fair value and subsequently measured at amortised cost, less provision for doubtful debts. Collectability of trade receivables is reviewed on an ongoing basis. Debts which are known to be uncollectable are written off.

A provision for doubtful debts is established on an expected credit loss (ECL) - forward looking - basis for all trade receivables at amortised cost. The amount of the

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

provision is the difference between the asset's carrying value amount and the nominal value of estimated future cash flows. The amount of the provision is recognised in the statement of surplus or deficit and other comprehensive income.

## (g) Investments and other financial assets

### i) Classification

The Company classifies its financial assets in the following measurement categories:

- those to be measured subsequently at fair value (either through other comprehensive income or through profit or loss); and
- those to be measured at amortised cost.

The classification depends on the Company's business model for managing the financial assets and the contractual terms of the cash flows.

The Company is using the measured at amortised cost method for all its financial assets, namely trade and other receivables. Assets measured at amortised cost are financial assets where:

- the business model is to hold assets to collect contractual cash flows; and
- the contractual terms give rise on specified dates to cash flows which are solely payments of principal and interest on the principal amount outstanding.

### ii) Recognition and derecognition

Regular way purchases and sales of financial assets are recognised on trade date, the date on which the Company commits to purchase or sell the asset. Financial assets are derecognised when the rights to receive cash flows from the financial assets have expired or have been transferred and the Company has transferred substantially all the risks and rewards of ownership.

### iii) Measurement

Subsequent to initial recognition, financial assets are carried at amortised cost using the effective interest rate method less provision for impairment.

Interest income and impairment for expected credit losses are recognised in the profit or loss. Gain or loss on derecognition is recognised in profit or loss.

### iv) Impairment

Impairment of financial assets is recognised on an expected credit loss – forward looking – basis for all financial assets measured at amortised cost. The impairment methodology applied depends on whether there has been a significant increase in credit risk. The Company considers reasonable and supportable information that is relevant and available, including both quantitative and qualitative information and analysis based on the Company's historical experience and informed credit assessment, including forward looking information.

Credit losses are measured as the present value of

the difference between the cash flows due to the Company in accordance with the contract and the cash flows expected to be received. This is applied using a probability weighted approach.

## (h) Property, plant and equipment

Each class of property, plant and equipment is carried at cost less accumulated depreciation and impairment losses. Assets purchased with a value less than \$5,000 are expensed in the period acquired.

Items of property, plant and equipment that have been donated or acquired at nominal cost, are recognised at fair value of the asset at the date the Company obtains control of the asset.

### Depreciation

The depreciable amount of all property, plant and equipment is depreciated on a straight-line basis or diminishing value basis over their estimated useful lives to the Company commencing from the date management determine that the asset is available for use. Leasehold improvements are depreciated over the shorter of either the unexpired period of the lease or the estimated useful life of the improvements.

The depreciation rates used for each class of depreciable asset are shown below:

Fixed asset class	Depreciation rate
Furniture, fixture and fittings	20%
Office equipment	40% - 50%
Computer software	33%
Leasehold improvements	20%

At the end of each annual reporting period, the depreciation method, useful life and residual value of each asset is reviewed. Any revisions are accounted for prospectively as a change in estimate.

When an asset is disposed, the gain or loss is calculated by comparing proceeds received with its carrying amount and is taken to the statement of surplus or deficit and other comprehensive income.

## (i) Impairment of non-financial assets

At the end of each reporting period, the Company reviews the carrying amounts of its tangible and intangible assets to determine whether there is any indication that those assets have been impaired. If such an indication exists, the recoverable amount of the asset, being the higher of the asset's fair value less costs of disposal and value in use, is compared to the asset's carrying amount. Any excess of the asset's carrying amount over its recoverable amount is recognised in the statement of surplus or deficit and other comprehensive income.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

## (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 Company during the reporting period which remain unpaid. The amounts are unsecured and are usually paid within 30 days of recognition.

## (k) Financial liabilities

### i) Classification

The Company is using the measured at amortised cost method for all its financial liabilities. The financial liabilities of the Company comprise trade payables.

Liabilities measured at amortised cost are financial liabilities where the contractual terms give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

### ii) Recognition and derecognition

The Company measures all financial liabilities initially at fair value less transaction costs, subsequently financial liabilities are measured at amortised cost using the effective interest rate method.

The Company derecognises financial liabilities when, and only when, the Company's obligations are discharged, cancelled or have expired. The difference between the carrying amount of the financial liability derecognised and the consideration paid and payable is recognised in profit or loss.

## (l) Contract liabilities

When an amount of consideration is received from a customer prior to the Company transferring the services to the customer, the Company presents the unsatisfied (or partially unsatisfied) performance obligations as current liabilities.

The contract liability represents the unused amounts of government contributions that were received, funds received in advance for service delivery to be performed in a future period and committed funding.

Committed funding means, at balance date, government contributions that the Company is contractually and irrevocably obliged to pay to a third party in respect of any part of an activity and are identified in a written contractual arrangement between the Company and the third party.

## (m) Provisions

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

### Make Good Provision

The Company recognises a provision for the estimated cost required to return the leased property at Level 20,

100 William Street, Sydney NSW 2011 to its pre-fit out condition, taking into account the risks and uncertainties surrounding the obligation.

## (n) Leases

At inception of a contract, the Company assesses if the contract contains or is a lease. If there is a lease present, a right-of-use asset and a corresponding lease liability is recognised by the Company where the Company is a lessee. However, all contracts that are classified as short-term leases (i.e. a lease with a remaining lease term of 12 months or less) and leases of low-value assets are recognised as an operating expense on a straight-line basis over the term of the lease.

Initially, the lease liability is measured at the present value of the lease payments still to be paid at commencement date. The lease payments are discounted at the interest rate implicit in the lease. If this rate cannot be readily determined, the Company uses the incremental borrowing rate. Lease payments included in the measurement of the lease liability are as follows:

- fixed lease payments less any lease incentives;
- variable lease payments that depend on an index or rate, initially measured using the index or rate at the commencement date;
- lease payments under extension options, if the lessee is reasonably certain to exercise the options; and
- payments of penalties for terminating the lease, if the lease term reflects the exercise of an option to terminate the lease.

The right-of-use assets comprise the initial measurement of the corresponding lease liability as mentioned above, and lease payments made at or before the commencement date, as well as any initial direct costs. The subsequent measurement of the right-of-use assets is at cost less accumulated amortisation and impairment losses.

Right-of-use assets are amortised over the lease term or useful life of the underlying asset, whichever is the shortest. Where a lease transfers ownership of the underlying asset or the cost of the right-of-use asset reflects that the Company anticipates exercising a purchase option, the specific asset is amortised over the useful life of the underlying asset.

## (o) Employee benefits

Employee benefits relate to amounts expected to be paid to or on behalf of employees for wages earned, performance incentives, annual leave, long service leave and superannuation.

Provision is made for the Company's liability for employee benefits arising from services rendered by employees to the end of the reporting period. Employee benefits that are expected to be wholly settled within one year have

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

been measured at the amounts expected to be paid when the liability is settled, plus related on-costs.

Employee benefits expected to be settled more than twelve months after the end of the reporting period have been measured at the present value of the estimated future cash outflows to be made for those benefits.

Contributions made by the Company to an employee superannuation fund are charged as an expense when incurred.

## (p) Goods and Services Tax (GST)

Revenue, expenses and assets are recognised net of the amount of goods and services tax (GST), except where the amount of GST incurred is not recoverable from the Australian Taxation Office (ATO).

Receivables and payables are stated inclusive of GST.

The net amount of GST recoverable from, or payable to, the ATO is included as part of receivables or payables in the statement of financial position.

Cash flows are included in the statement of cash flows on a gross basis and the GST component of cash flows arising from investing and financing activities which are recoverable from, or payable to, the taxation authority are classified as operating cash flows.

## (q) Critical accounting estimates and judgements

The Company evaluates accounting estimates and judgements incorporated into the financial report based on historical knowledge and best available current information. Estimates assume a reasonable expectation of future events and are based on current trends and economic data, obtained both externally and within the Company. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods. The effect of the change relating to the current period is recognised as income or expense in the current period. The effect, if any, on future periods is recognised as income or expense in those future periods.

The significant estimates and judgements made have been described below.

### Key estimates - Impairment

The Company assesses impairment at each reporting date by evaluating conditions specific to the Company that may lead to impairment of assets. Where an impairment trigger exists, the recoverable amount of the asset is determined. Fair value less costs to sell or current replacement cost calculations performed in assessing recoverable amounts incorporate a number of key estimates.

### Key estimates - Provisions

As described in the accounting policies, provisions are measured at management's best estimate of the expenditure required to settle the obligation at the end of the reporting period. These estimates are made taking into account a range of possible outcomes.

### Key judgements - Performance obligations under AASB 15

To identify a performance obligation under AASB 15: Revenue from Contracts with Customers, the promise must be sufficiently specific to be able to determine when the obligation is satisfied. Management exercises judgement to determine whether the promise is sufficiently specific by taking into account any conditions specified in the arrangement, explicit or implicit, regarding the promised goods or services. In making this assessment, management includes the nature, value, quantity and period of transfer related to the goods or services promised.

### Lease term and option to extend under AASB 16

The lease term is defined as the non-cancellable period of a lease together with periods covered by an option to extend the lease if the lessee is reasonably certain to exercise that option, and also periods covered by an option to terminate the lease if the lessee is reasonably certain not to exercise that option. The options that are going to be exercised is a key judgement that the Company will make. The Company determines the likelihood to exercise the options on a lease-by-lease basis, looking at various factors such as which assets are strategic and which are key to the future operations of the Company.

### (r) New or amended Accounting Standards and Interpretations adopted

The Company has adopted all of the new or amended Accounting Standards and Interpretations issued by the Australian Accounting Standards Board ('AASB') that are mandatory for the current reporting period.

The adoption of these Accounting Standards and Interpretations did not have any significant impact on the financial performance or position of the Company.

The following Accounting Standards and Interpretations are most relevant to the Company:

### Conceptual Framework for Financial Reporting (Conceptual Framework)

The Company has adopted the revised Conceptual Framework from 1 July 2021. The Conceptual Framework contains new definition and recognition criteria as well as new guidance on measurement that affects several Accounting Standards, but it has not had a material impact on the Company's financial statements.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

## **AASB 1060 General Purpose Financial Statements - Simplified Disclosures for For-Profit and Not-for-Profit Tier 2 Entities.**

The Company has adopted AASB 1060 from 1 July 2021. The standard provides a new Tier 2 reporting framework with simplified disclosures that are based on the requirements of IFRS for SMEs. These simplified disclosures replace the Reduced Disclosure Requirements under AASB 1053 - Application of Tiers of Australian Accounting Standards.

The movement from the Reduced Disclosure reporting format to Simplified Disclosure format has not had a material impact on the presentation and disclosure of the Company's financial information.

### **(s) Economic dependence**

Business Events Sydney Limited is dependent on NSW Government funding for the majority of its revenue used to operate the business. At the date of this report the Company has annual funding agreements in place for the year ending 30 June 2022. While there is no reason to expect that these agreements will not be renewed for the year ended 30 June 2023, any sharp reduction in funding would impact on BESydney's ability to operate.



# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

## 2. Revenue and other income

	2022 \$	2021 \$
<b>REVENUE FROM CONTRACTS WITH CUSTOMERS</b>		
NSW Government contribution	9,984,000	8,603,000
Membership subscriptions & sponsorship	438,009	479,443
<b>Total revenue from contracts with customers</b>	<b>10,422,009</b>	<b>9,082,443</b>
<b>OTHER REVENUE FROM ORDINARY ACTIVITIES</b>		
Investment revenue	47,517	63,861
Export market development grant	60,875	100,000
Sundry income	-	20,337
<b>Total other revenue from ordinary activities</b>	<b>108,392</b>	<b>184,198</b>
<b>OTHER REVENUE FROM NON-OPERATING ACTIVITIES</b>		
Federal Government - JobKeeper	-	420,000
Federal Government - Cashflow Boost	-	100,000
<b>Total other revenue from non-operating activities</b>	<b>-</b>	<b>520,000</b>
<b>Total revenue &amp; other income</b>	<b>10,530,401</b>	<b>9,786,640</b>

## 3. Auditors' remuneration

Cutcher & Neale		
Audit of the financial statements	16,750	20,750
Other services	1,820	1,320
<b>Total</b>	<b>18,570</b>	<b>22,070</b>

## 4. Cash and cash equivalents

Cash at bank	5,199,388	2,885,604
Short term bank deposits	13,690,645	10,143,836
Term deposits (a)	302,359	302,359
<b>Total cash &amp; cash equivalents</b>	<b>19,192,392</b>	<b>13,331,799</b>

(a) Charge held by landlord of \$302,359 for Sydney office rental bond.

## 5. Trade and other receivables

<b>CURRENT</b>		
Trade receivables	2,668,890	6,380
<b>Total trade and other receivables</b>	<b>2,668,890</b>	<b>6,380</b>

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

## 6. Property, plant and equipment

	2022 \$	2021 \$
<b>FURNITURE, FIXTURE AND FITTINGS</b>		
At cost	115,139	115,139
Accumulated depreciation	(115,139)	(115,139)
<b>Total furniture, fixture and fittings</b>	-	-
<b>OFFICE EQUIPMENT</b>		
At cost	160,076	264,381
Accumulated depreciation	(153,706)	(251,176)
<b>Total office equipment</b>	6,370	13,205
<b>COMPUTER SOFTWARE</b>		
At cost	157,950	157,950
Accumulated depreciation	(157,950)	(157,950)
<b>Total computer software</b>	-	-
<b>LEASEHOLD IMPROVEMENTS</b>		
At cost	484,890	484,890
Accumulated depreciation	(484,890)	(484,890)
<b>Total leasehold improvements</b>	-	-
<b>Total property, plant and equipment</b>	<b>6,370</b>	<b>13,205</b>

### 6(a) Movements in carrying amounts of property, plant and equipment

Movement in the carrying amounts for each class of property, plant and equipment between the beginning and the end of the current financial year.

	Furniture, Fixtures and Fittings \$	Office Equipment \$	Computer Software \$	Leasehold Improvements \$	Total \$
Balance at the beginning of year	-	13,205	-	-	13,205
Additions	-	5,438	-	-	5,438
Disposals - written down value	-	-	-	-	-
Depreciation expense	-	(12,273)	-	-	(12,273)
<b>Balance at the end of the year</b>	-	<b>6,370</b>	-	-	<b>6,370</b>

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

## 7. Right of use assets

The Company lease portfolio includes office premises and a photocopier.

	2022 \$	2021 \$
<b>LEASED OFFICE PREMISES</b>		
Office premises	2,541,059	2,543,461
Accumulated amortisation	(1,291,827)	(929,480)
<b>Total leased office premises</b>	<b>1,249,232</b>	<b>1,613,981</b>
<b>LEASED OFFICE EQUIPMENT</b>		
Office equipment	46,016	46,016
Accumulated amortisation	(36,813)	(24,542)
<b>Total leased office equipment</b>	<b>9,203</b>	<b>21,474</b>
<b>Total right of use assets</b>	<b>1,258,435</b>	<b>1,635,455</b>

### 7(i) AASB 16 related amounts recognised in the statement of surplus or deficit and other comprehensive income

Amortisation charge related to right of use assets	478,370	477,011
Interest expense on lease liabilities	79,418	104,020
	<b>557,788</b>	<b>581,031</b>

### 7(ii) Total future lease payments at the end of the reporting period

Future lease payments are due as follows:		
Within one year	559,173	514,140
One to five years	957,051	1,437,579
	<b>1,516,224</b>	<b>1,951,719</b>

## 8. Trade and other payables

<b>CURRENT</b>		
Unsecured liabilities		
<b>Total trade payables</b>	<b>2,391,239</b>	<b>1,815,107</b>

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

## 9. Employee benefits

	2022 \$	2021 \$
<b>CURRENT</b>		
Annual leave	351,332	374,779
Long service leave	332,308	314,536
<b>Total current employee benefits</b>	<b>683,640</b>	<b>689,315</b>
<b>NON-CURRENT</b>		
Long service leave	244,983	239,946
<b>Total non-current employee benefits</b>	<b>244,983</b>	<b>239,946</b>

## 10. Other liabilities

<b>CURRENT</b>		
Funds in advance	3,671,431	1,676,682
Committed funding	10,327,427	5,865,306
Membership in advance	502,707	67,634
<b>Total current other liabilities</b>	<b>14,501,565</b>	<b>7,609,622</b>

## 11. Provisions

<b>NON-CURRENT</b>		
Provision for lease make good on Sydney office	104,020	98,972

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

## 12. Cash flow

	2022 \$	2021 \$
<b>(a) RECONCILIATION OF RESULT FOR THE YEAR TO CASHFLOWS FROM OPERATING ACTIVITIES</b>		
Reconciliation of operating surplus to net cash provided by operating activities:		
Operating surplus	1,061,119	1,175,810
Non cash flows:		
- depreciation & amortisation	490,643	525,694
Changes in assets and liabilities:		
- (increase)/decrease in debtors	(2,662,510)	255,000
- (increase)/decrease in other assets	(19,387)	45,514
- increase/(decrease) in funding in advance	6,891,943	192,162
- increase/(decrease) in trade and other payables	576,132	44,014
- increase/(decrease) in employee benefits	4,409	(58,692)
<b>Cash flow from operating activities</b>	<b>6,342,349</b>	<b>2,179,502</b>

### Credit standby arrangements with banks

The Company has a credit card facility amounting to \$50,000 (2021: \$ 50,000). As at 30 June 2022, \$4,707 of this facility was used (2021: \$2,864). These facilities are secured by a charge over term deposits valuing \$50,000.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

## 13. Key management personnel remuneration

	2022 \$	2021 \$
<b>(a) TOTALS DIRECTORS' REMUNERATION</b>		
Directors' Fees	88,569	87,203
Superannuation	6,634	6,586
<b>Total Directors' remuneration</b>	<b>95,203</b>	<b>93,789</b>
Number of Remunerated Directors	4	5
<b>(b) TOTAL EXECUTIVE PERSONNEL REMUNERATION</b>		
Executive personnel remuneration for the financial year		
Fixed Salary	1,167,775	1,086,238
Superannuation	99,307	89,930
<b>Total Executive personnel remuneration</b>	<b>1,267,082</b>	<b>1,176,168</b>
Number of Executive positions	4	4

### (b) Total Executive personnel remuneration

Performance Related Benefits for the Executive are provided under formal plans, reviewed and approved by the Board annually and administered by the Governance, Nomination and Remuneration Committee.

There were no formal plans in place for 2022 or 2021.

### (c) Executive personnel remuneration by band

The remuneration of the Executive fell within the following bands:

#### Short Term Employee Benefits

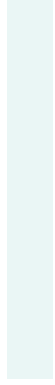
Short Term Employee Benefits consists of contracted salary, parking arrangements contributions by BESydney to a superannuation fund of the employee and performance related benefits.

	2022	2021
<b>Band Analysis</b>		
Executive Personnel		
\$200,000 - \$250,000	1	1
\$250,000 - \$300,000	2	2
\$400,000 - \$450,000	-	1
\$450,001 - \$500,000	1	-
<b>Total</b>	<b>4</b>	<b>4</b>

## 14. Related parties

The Company promotes a Client to Member Program, whereby members' goods and services are promoted to clients. This service is available to all members, with promotion opportunities dependent on membership level. As members of the Company, some Directors and their businesses participate in the program, on terms that are no more favourable than those available to all members of the same membership level.

The Company also endeavours to purchase its members' goods and services where appropriate. As members of the Company, some Directors and their businesses may enter into transactions with the Company. All such transactions between the Directors and the Company are on "arms-length" terms, and no more favourable to either party than other negotiated commercial arrangements.





**BUSINESS EVENTS  
SYDNEY**

Level 20, 100 William Street  
Sydney, NSW, 2011, Australia  
Phone: +61 2 9332 5200  
Email: [info@besydney.com.au](mailto:info@besydney.com.au)



**@BESydney**