

Financial Statements

For the year ended 30 June 2022



HEARTLAND
GROUP

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General Information

These financial statements are issued by Heartland Group Holdings Limited (**HGH**) and its subsidiaries (the **Group**) for the year ended 30 June 2022.

Name and address for service

The Group's address for service is Level 3, 35 Teed Street, Newmarket, Auckland 1023.

Details of incorporation

HGH was incorporated under the Companies Act 1993 on 19 July 2018.

Auditor

KPMG
KPMG Centre
18 Viaduct Harbour Avenue
Auckland 1010

Other Material Matters

There are no material matters relating to the business or affairs of the Group that are not disclosed in these consolidated financial statements which, if disclosed, would materially affect the decision of a person to subscribe for debt or equity instruments of which the Group is the issuer.

Directors

All Directors of HGH reside in New Zealand with the exception of Ellen Frances Comerford and Geoffrey Edward Summerhayes who reside in Australia. Communications to the Directors can be sent to Heartland Group Holdings Limited, Level 3, 35 Teed Street, Newmarket, Auckland 1023.

On 1 October 2021, Kathryn Mitchell and Geoffrey Edward Summerhayes were appointed as Directors and have been re-elected on 28 October 2021. Christopher Robert Mace retired as a Director on 28 October 2021.

There have been no other changes to the composition of the Board of Directors of the Group for the year ended 30 June 2022.

The Directors of HGH and their details at the time these financial statements were signed were:

Chairman – Board of Directors

Name: Geoffrey Thomas Ricketts CNZM

Type of Director: Independent Non-Executive Director

Qualifications: LLB (Hons), LL.D (*honoris causa*), CFInstD

Occupation: Company Director

External Directorships:

Janmac Capital Limited, Maisemore Enterprises Limited, MCF2 Message4U Limited, MCF3 Amplify Limited, MCF3 Green Limited, MCF3 E&P Holdco Limited, MCF3 Re. Group Limited, MCF3 Architectus Limited, MCF 10 Limited, MCF2 (Fund 1) Limited, MCF 11 Limited, MCF2A General Partner Limited, MCF2 GP Limited, MCF3 GP Limited, MCF3B General Partner Limited, MCF3A General Partner Limited, MCF2 FFF-GK Limited, MCF3 Cook Limited, MCF3 TEG Limited, MCF3 Resourceco Limited, MCF3 Squiz Limited, MC Medical Properties Limited, Mercury Capital No.1 Fund Limited, Mercury Capital No. 1Trustee Limited, New Zealand Catholic Education Office Limited, NZCEO Finance Limited, O & E Group Services Limited, Oceania and Eastern Finance Limited, Oceania and Eastern Group Funds Limited, Oceania and Eastern Holdings Limited, Oceania and Eastern Limited, Oceania and Eastern Securities Limited, Oceania North Limited, Oceania Securities Limited, Quartet Equities Limited.

Name: Ellen Frances Comerford

Type of Director: Non-Independent Non-Executive Director

Qualifications: BEc

Occupation: Company Director

External Directorships:

Airtasker Limited, Comerford Gohl Holdings Pty Limited, Hollard Holdings Australia Pty Limited, Lendi Group Pty Ltd, The Hollard Insurance Company Pty Ltd.

Name: Gregory Raymond Tomlinson

Type of Director: Non-Independent Non-Executive Director

Qualifications: AME

Occupation: Company Director

External Directorships:

Alta Cable Holdings Limited, Chippies Vineyard Limited, Indevin Group Limited, Little Ngakuta Trust Company Limited, Mountbatten Trustee Limited, Nearco Stud Limited, Oceania Healthcare Limited, Pelorus Finance Limited, St Leonards Limited, Tomlinson Group Argenta GP Limited, Tomlinson Group NZ Limited, Tomlinson Holdings Limited, Tomlinson Group Investments Limited, Tomlinson Ventures Limited, Terra Vitae Vineyards Limited, Villa Maria Estate Limited.

Name: Jeffrey Kenneth Greenslade

Type of Director: Non-Independent Executive Director

Qualifications: LLB

Occupation: Chief Executive Officer of Heartland Group Holdings

External Directorships:

Henley Family Investments Limited.

Name: Kathryn Mitchell

Type of Director: Independent Non-Executive Director

Qualifications: BA, CMIInstD

Occupation: Company Director

External Directorships:

Chambers@151 Limited, Christchurch International Airport Limited, Farmright Limited, Firsttrax Limited, Helpings Hands Holdings Limited, Link Engine Management Limited, Morrison Horgan Limited, The New Zealand Merino Company Limited.

Directors (continued)

Name: Geoffrey Edward Summerhayes
Type of Director: Independent Non-Executive Director

Qualifications: BBA
Occupation: Company Director

External Directorships:
Zurich Financial Services Australia Limited, Zurich Australian Insurance Limited, Zurich Investment Management Limited, Zurich Australia Limited, OnePath Life Limited, OnePath General Insurance Pty Limited.

Directors' Statements

The consolidated financial statements are dated 22 August 2022 and have been signed by all Directors.



G T Ricketts (Chair)



E F Comerford



J K Greenslade



G R Tomlinson



K Mitchell



G E Summerhayes

Consolidated Statement of Comprehensive Income

For the year ended 30 June 2022

\$000's	Note	June 2022	June 2021
Interest income	3	342,101	327,935
Interest expense	3	91,959	94,418
Net interest income		250,142	233,517
Operating lease income	4	5,284	5,004
Operating lease expense	4	3,383	3,149
Net operating lease income		1,901	1,855
Lending and credit fee income		9,639	8,090
Other income	5	18,933	3,634
Net operating income		280,615	247,096
Operating expenses	6	116,753	117,658
Profit before impaired asset expense and income tax		163,862	129,438
Fair value (loss)/gain on investments		(12,998)	4,092
Impaired asset expense	8	13,823	14,974
Profit before income tax		137,041	118,556
Income tax expense	9	41,916	31,530
Profit for the year		95,125	87,026
Other comprehensive income			
Items that are or may be reclassified subsequently to profit or loss, net of income tax:			
Effective portion of change in fair value of derivative financial instruments		7,041	8,940
Movement in fair value reserve		(712)	(5,646)
Movement in foreign currency translation reserve		2,340	(68)
Items that will not be reclassified to profit or loss, net of income tax:			
Movement in defined benefit reserve		(171)	-
Other comprehensive income		(473)	-
Other comprehensive income for the year, net of income tax		8,025	3,226
Total comprehensive income for the year		103,150	90,252
Earnings per share			
Basic earnings per share	10	16.13c	14.92c
Diluted earnings per share	10	16.13c	14.92c

Total comprehensive income for the year is attributable to the owners of the Group.

The notes to the financial statements form an integral part of, and should be read in conjunction with, these consolidated financial statements.

Consolidated Statement of Changes in Equity

For the year ended 30 June 2022

\$000's	Note	June 2022				June 2021			
		Share Capital	Reserves	Retained Earnings	Total Equity	Share Capital	Reserves	Retained Earnings	Total Equity
Balance at beginning of year		583,781	(477)	178,388	761,692	576,257	(5,500)	129,223	699,980
Total comprehensive income for the year									
Profit for the year		-	-	95,125	95,125	-	-	87,026	87,026
Other comprehensive income / (loss), net of income tax	17	-	8,498	(473)	8,025	-	3,226	-	3,226
Total comprehensive income for the year		-	8,498	94,652	103,150	-	3,226	87,026	90,252
Contributions by and distributions to owners									
Dividends paid	16	-	-	(73,454)	(73,454)	-	-	(37,861)	(37,861)
Dividend reinvestment plan	16	15,404	-	-	15,404	7,524	-	-	7,524
Share based payments		-	1,915	-	1,915	-	1,797	-	1,797
Total transactions with owners		15,404	1,915	(73,454)	(56,135)	7,524	1,797	(37,861)	(28,540)
Balance at end of the year		599,185	9,936	199,586	808,707	583,781	(477)	178,388	761,692

The notes to the financial statements form an integral part of, and should be read in conjunction with, these consolidated financial statements.

Consolidated Statement of Financial Position

As at 30 June 2022

\$000's	Note	June 2022	June 2021
Assets			
Cash and cash equivalents		310,758	182,333
Investments	11	289,294	377,823
Investment properties		11,832	11,832
Derivative financial instruments	12	45,221	14,139
Finance receivables	13	4,146,821	3,288,466
Finance receivables - reverse mortgages	13	1,996,854	1,676,073
Operating lease vehicles	14	15,161	10,865
Right of use assets	18	14,145	15,985
Other assets	18	18,229	16,815
Intangible assets	18	218,874	69,165
Deferred tax asset	9	23,074	14,117
Total assets		7,090,263	5,677,613
Liabilities			
Deposits	15	3,592,508	3,183,454
Other borrowings	15	2,578,213	1,675,133
Lease liabilities	18	16,240	18,166
Tax liabilities		22,044	7,440
Derivative financial instruments	12	6,341	4,802
Trade and other payables	18	66,210	26,926
Total liabilities		6,281,556	4,915,921
Equity			
Share capital	16	599,185	583,781
Retained earnings and other reserves		209,522	177,911
Total equity		808,707	761,692
Total equity and liabilities		7,090,263	5,677,613
<hr/>			
Total interest earning and discount bearing assets		6,667,260	5,432,181
Total interest and discount bearing liabilities		6,131,593	4,840,310

The notes to the financial statements form an integral part of, and should be read in conjunction with, these consolidated financial statements.

Consolidated Statement of Cash Flows

For the year ended 30 June 2022

\$000's	Note	June 2022	June 2021
Cash flows from operating activities			
Interest received		222,894	233,447
Operating lease income received		3,913	5,046
Lending, credit fees and other income received		6,101	4,625
Operating inflows		232,908	243,118
Interest paid		(100,467)	(85,058)
Payments to suppliers and employees		(69,463)	(97,205)
Taxation paid		(32,987)	(34,004)
Operating outflows		(202,917)	(216,267)
Net cash flows from operating activities before changes in operating assets and liabilities		29,991	26,851
Proceeds from sale of operating lease vehicles		4,481	6,821
Purchase of operating lease vehicles		(10,758)	(1,788)
Net movement in finance receivables		(693,512)	(296,754)
Net movement in deposits		407,484	(74,608)
Net cash flows (applied to) operating activities¹		(262,314)	(339,478)
Cash flows from investing activities			
Purchase of property, plant and equipment and intangible assets		(9,809)	(7,562)
Net movement in investments		75,531	23,276
Purchase of subsidiary, net of cash acquired		(159,919)	-
Total cash (applied to)/from investing activities		(94,197)	15,714
Net cash flows (applied to)/from investing activities		(94,197)	15,714
Cash flows from financing activities			
Net increase in wholesale funding		468,139	309,680
Proceeds from issue of unsecured notes		77,243	81,801
Total cash provided from financing activities		545,382	391,481
Dividends paid		(58,050)	(30,337)
Payment of lease liabilities		(2,396)	(2,226)
Total cash (applied to) financing activities		(60,446)	(32,563)
Net cash flows from financing activities		484,936	358,918
Net increase in cash held		128,425	35,154
Opening cash and cash equivalents		182,333	147,179
Closing cash and cash equivalents		310,758	182,333

¹Cash flows from operating activities do not include cash flows from wholesale funding which are included as part of financing activities.

The notes to the financial statements form an integral part of, and should be read in conjunction with, these consolidated financial statements.

Consolidated Statement of Cash Flows

For the year ended 30 June 2022

Reconciliation of profit after tax to net cash flows from operating activities

\$000's	Note	June 2022	June 2021
Profit for the year		95,125	87,026
Add/(less) non-cash items:			
Depreciation and amortisation expense		10,691	14,615
Depreciation on lease vehicles	14	3,103	2,801
Capitalised net interest income and fee income		(95,271)	(68,755)
Impaired asset expense	8	13,823	14,974
Investment fair value movement		12,998	(4,092)
Other non-cash items		(30,407)	(24,538)
Total non-cash items		(85,063)	(64,995)
Add/(less) movements in operating assets and liabilities:			
Finance receivables		(693,512)	(296,754)
Operating lease vehicles		(6,277)	5,033
Other assets		(207)	3,448
Current tax		14,604	(4,863)
Derivative financial instruments		(23,214)	(163)
Deferred tax		(8,957)	3,006
Deposits		407,484	(74,608)
Other liabilities		37,703	3,392
Total movements in operating assets and liabilities		(272,376)	(361,509)
Net cash flows applied to operating activities¹		(262,314)	(339,478)

¹Cash flows from operating activities do not include cash flows from wholesale funding which are included as part of financing activities.

The notes to the financial statements form an integral part of, and should be read in conjunction with, these consolidated financial statements.

Notes to the Financial Statements

For the year ended 30 June 2022

1 Financial statements preparation

Reporting entity

The financial statements presented are the consolidated financial statements comprising Heartland Group Holdings (**HGH**) and its subsidiaries (the **Group**). Refer to Note 26 – Significant subsidiaries for further details.

As at 30 June 2022, HGH is a company incorporated in New Zealand under the Companies Act 1993 and a Financial Market Conduct (**FMC**) reporting entity for the purposes of the Financial Markets Conduct Act 2013.

Basis of preparation

The consolidated financial statements have been prepared in accordance with Generally Accepted Accounting Practice in New Zealand (**NZ GAAP**) the New Zealand Exchange (**NZX**) Main Board Listing Rules and the Australian Securities Exchange (**ASX**) Listing Rules. The financial statements comply with New Zealand equivalents to International Financial Reporting Standards (**NZ IFRS**) and other applicable Financial Reporting Standards as appropriate for profit-oriented entities. The financial statements also comply with International Financial Reporting Standards (**IFRS**) as issued by the International Accounting Standards Board.

The consolidated financial statements are presented in New Zealand dollars which is the Group's functional and presentation currency. Unless otherwise indicated, amounts are rounded to the nearest thousand dollars.

The consolidated financial statements have been prepared on a going concern basis after considering the Group's funding and liquidity position.

The accounting policies adopted have been applied consistently throughout the periods presented in these consolidated financial statements.

Certain comparative balances have been reclassified to align with the presentation used in the current financial year. These reclassifications have no impact on the overall financial performance or financial position for the comparative year.

Basis of measurement

The financial statements have been prepared on the basis of historical cost, except for certain financial instruments and investment properties, which are measured at their fair values as identified in the accounting policies set out in the accompanying notes to the financial statements.

Principles of consolidation

The consolidated financial statements of the Group incorporate the assets, liabilities and results of all controlled entities. Controlled entities are all entities in which the Group is exposed to, or has rights to, variable returns from its involvement with the entities and has the ability to affect those returns through its power over the entities. Intercompany transactions, balances and any unrealised income and expense (except for foreign currency transaction gains or losses) between controlled entities are eliminated.

Assets and liabilities in a transactional currency that is not the New Zealand dollar, are translated at the exchange rates ruling at balance date. Revenue and expense items are translated at the average rate at the balance date. Exchange differences are taken to the consolidated statement of comprehensive income.

1 Financial statements preparation (continued)

Changes in accounting standards

Accounting standards issued and effective

There have been no changes to accounting policies or new or amended standards that are issued and effective that are expected to have a material impact on the Group.

Accounting standards issued not yet effective

The final version of NZ IFRS 17 Insurance Contracts was issued in August 2017 and is applicable to general and life insurance contracts. The standard will be effective for the Group's reporting for the financial year ending 30 June 2024, including 30 June 2023 comparatives.

Marac Insurance Limited (**MIL**), a subsidiary of Heartland Bank Limited (**HBL**), ceased writing insurance policies in 2020 with the periodic policies expected to expire in 2025.

Other amendments to existing standards that are not yet effective are not expected to have a material impact on the Group.

Estimates and judgements

The preparation of the Group's consolidated financial statements requires the use of estimates and judgements. This note provides an overview of the areas that involve a higher degree of judgement or complexity. Detailed information about each of these estimates and judgements is included in the relevant notes together with the basis of calculation for each affected item in the financial statements.

- Provisions for impairment - The effect of credit risk is quantified based on the Group's best estimate of future cash repayments and proceeds from any security held or by reference to risk profile groupings, historical loss data and forward-looking information. Refer to Note 8 - Impaired asset expense, and Note 13 - Finance receivables for further details.
- Investment in equity securities - Judgements have been applied in techniques to determine the fair value of Harmony equity securities to reflect the underlying characteristics. Refer to Note 21 - Fair value for further details.
- Fair value of reverse mortgages - Fair value is quantified by the transaction price and the Group's subsequent best estimate of the risk profile of the reverse mortgage portfolio. Refer to Note 21 - Fair value for further details.
- Goodwill - Determining the fair value of assets and liabilities of acquired businesses requires the Group to exercise judgement. The carrying value of goodwill is tested annually for impairment, refer to Note 18 - Other balance sheet items.

Assumptions made at each reporting date (e.g. the calculation of the provision for impairment and fair value adjustments) are based on best estimates as at that date. Although the Group has internal controls in place to ensure that estimates can be reliably measured, actual amounts may differ from these estimates. The estimates and judgements used in the preparation of the Group's financial statements are continually evaluated. They are based on historical experience and other factors, including expectations of future events that may have a financial impact on the entity. Revisions to accounting estimates are recognised in the reporting period in which the estimates are revised and in any future periods affected.

COVID-19 Pandemic - Impact on Estimates and Judgements

The COVID-19 pandemic resulted in the Group adopting an economic overlay for expected credit losses (**ECL**) to its portfolios as at 30 June 2020 of pre-tax \$9.6 million in response to the uncertain but potential economic impact of COVID-19 on HGH's borrowers (**COVID Overlay**). The COVID Overlay was sized based on a range of techniques including stress testing, benchmarking, scenario analysis and expert judgement.

Whilst economic uncertainty remains, credit risk factors arising from the impact of COVID-19 are now apparent. Consequently the COVID Overlay has been released in full and it has been considered appropriate to create an economic overlay of \$8.0 million as at 30 June 2022, resulting in a net \$1.6 million release to profit or loss.

The accounting judgement that is most impacted by the economic overlay is the ECL on finance receivables at amortised cost. The Group measures the allowance for ECL using an impairment model in compliance with NZ IFRS 9 Financial Instruments.

1 Financial statements preparation (continued)

Financial assets and liabilities

Financial Assets

Financial assets are classified based on:

- The business model within which the assets are managed; and
- Whether the contractual cash flows of the instrument represent solely payment of principal and interest (**SPPI**).

The Group determines the business model at the level that reflects how groups of financial assets are managed. When assessing the business model, the Group considers factors including how performance and risks are managed, evaluated and reported and the frequency and volume of, and reason for sales in previous periods.

Financial assets are classified into the following measurement categories:

Financial Assets	Measurement Category	Note
Bank bonds and floating rate notes	Fair value through other comprehensive income (FVOCI)	11
Public sector securities and corporate bonds	FVOCI	11
Equity investments	Fair value through profit or loss (FVTPL) and FVOCI	11
Finance receivables – Reverse mortgages	FVTPL	13
Finance receivables	Amortised cost	13

Financial assets measured at amortised cost

Financial assets are measured at amortised cost if they are held within a business model whose objective is achieved through holding the financial asset to collect contractual cash flows which represent SPPI.

Financial assets at amortised cost are initially recognised at fair value and subsequently measured at amortised cost using the effective interest rate method.

Financial assets measured at FVOCI

Financial assets are measured at FVOCI if they are held within a business model whose objective is achieved both through collecting contractual cash flows which represent SPPI or selling the financial asset.

Financial assets at FVOCI are measured at fair value with unrealised gains and losses recognised in other comprehensive income except for interest income, impairment charges and foreign exchange gains and losses, which are recognised in profit or loss.

1 Financial statements preparation (continued)

Financial assets and liabilities (continued)

Financial Assets (continued)

Financial assets measured at FVTPL

Financial assets are measured at FVTPL if:

- they are held within a business model whose objective is achieved through selling or repurchasing the financial asset in the near term, or forms part of a portfolio of financial instruments that are managed together and for which there is evidence of short-term profit taking; or
- they are designated at FVTPL upon initial recognition to eliminate or reduce an accounting mismatch.

Financial assets at FVTPL are measured at fair value with subsequent changes in fair value recognised in profit or loss.

Financial Liabilities

Financial liabilities are classified into the following measurement categories:

- those to be measured at amortised cost;
- those to be measured at FVTPL.

Financial liabilities measured at amortised cost

Financial liabilities are measured at amortised cost if they are not held for trading or designated at FVTPL.

Financial liabilities measured at amortised cost are accounted for using the effective interest rate method.

Financial liabilities measured at FVTPL

Financial liabilities are measured at FVTPL if:

- they are held for trading whose principal objective is achieved through selling or repurchasing the financial liability in the near term, or forms part of a portfolio of financial instruments that are managed together and for which there is evidence of short-term profit taking; or
- they are designated at FVTPL upon initial recognition to eliminate or reduce an accounting mismatch.

Financial liabilities at FVTPL are measured at fair value with subsequent changes in fair value recognised in profit or loss.

Further details of the accounting policy for each category of financial asset or financial liability mentioned above is set out in the note for the relevant item.

The Group's policies for determining the fair value of financial assets and financial liabilities are set out in Note 21 - Fair value.

Recognition

The Group initially recognises finance receivables and borrowings on the date that they are originated. All other financial assets and liabilities (including assets and liabilities designated at FVTPL) are initially recognised on the trade date at which the Group becomes a party to the contractual provisions of the instrument.

1 Financial statements preparation (continued)

Derecognition

The Group derecognises a financial asset when the contractual rights to the cash flows from the asset expire, or it transfers the rights to receive the contractual cash flows on the financial asset in a transaction in which substantially all the risks and rewards of ownership of the financial asset are transferred. Any interest in transferred financial assets that is created or retained by the Group is recognised as a separate asset.

The Group enters into transactions whereby it transfers assets recognised on its consolidated statement of financial position, but retains either all risks or rewards of the transferred assets or a portion of them. If all or substantially all risks and rewards are retained, then the transferred assets are not derecognised from the consolidated statement of financial position. Transfers of assets with the retention of all or substantially all risks and rewards include, for example, securitised assets and repurchase transactions.

Financial liabilities are derecognised when the obligation is discharged, cancelled or expires. Where an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, the exchange or modification is treated as a derecognition of the original liability and the recognition of a new liability, with the difference in the respective carrying amounts recognised in profit or loss.

Offsetting financial instruments

The Group offsets financial assets and financial liabilities and reports the net balance in the balance sheet where there is currently a legally enforceable right to set off and there is an intention to settle on a net basis or to realise the asset and settle the liability simultaneously.

Performance

2 Segmental analysis

Segment information is presented in respect of the Group's operating segments which are those used for the Group's management and internal reporting structure.

Operating segments

The Group operates within New Zealand and Australia and comprises the following main operating segments:

Motor	Motor vehicle finance.
Reverse mortgages	Reverse mortgage lending in New Zealand. Refer to Note 23 - Credit Risk Exposure for details of this product.
Personal lending	Transactional, home loans and personal loans to individuals.
Business	Term debt, plant and equipment finance, commercial mortgage lending and working capital solutions for small-to-medium sized businesses.
Rural	Specialist financial services to the farming sector, primarily offering livestock finance, rural mortgage lending, seasonal and working capital financing, as well as leasing solutions to farmers.
StockCo Australia	Specialising in livestock finance within Australia. This segment was acquired through the acquisition of StockCo Holdings 2 Pty Ltd and StockCo Australia Management Pty Ltd on 31 May 2022. As at 30 June 2022, one month of Profit and loss is recognised in this segment. Refer to Note 19 - Acquisition for details.
Australia	Reverse mortgage lending and other financial services within Australia.

Certain operating expenses, such as premises, IT and support centre costs are not allocated to operating segments and are included in Other. Finance receivables are allocated across the operating segments. Other assets and liabilities are managed centrally and therefore are not allocated across the operating segments.

The Group's operating segments are different from the industry categories detailed in Note 23 - Credit risk exposure. The operating segments are primarily categorised by sales channel, whereas Note 23 - Credit risk exposure categorises exposures based on credit risk concentrations.

2 Segmental analysis (continued)

\$000's	Reverse Motor	Personal Mortgages	Lending	Business	Rural	StockCo Australia	Australia	Other	Total
June 2022									
Net interest income	69,730	29,957	10,287	70,602	29,460	1,889	38,662	(445)	250,142
Net other income	3,326	2,583	1,562	2,679	741	3	2,690	16,889	30,473
Net operating income	73,056	32,540	11,849	73,281	30,201	1,892	41,352	16,444	280,615
Operating expenses	3,792	4,485	6,419	9,358	3,038	1,692	11,286	76,683	116,753
Profit/(loss) before impaired asset expense and income tax	69,264	28,055	5,430	63,923	27,163	200	30,066	(60,239)	163,862
Fair value (loss) on investments	-	-	-	-	-	-	-	(12,998)	(12,998)
Impaired asset expense/(benefit)	1,481	-	(877)	11,831	2,256	(291)	(577)	-	13,823
Profit before income tax	67,783	28,055	6,307	52,092	24,907	491	30,643	(73,237)	137,041
Income tax expense	-	-	-	-	-	-	-	41,916	41,916
Profit/(loss) for the year	67,783	28,055	6,307	52,092	24,907	491	30,643	(115,153)	95,125
Total assets	1,382,367	721,264	332,783	1,387,352	687,232	372,172	1,288,494	918,599	7,090,263
Total liabilities									6,281,556

2 Segmental analysis (continued)

\$000's	Reverse Personal			Business	StockCo				Total
	Motor	Mortgages	Lending		Rural	Australia	Australia	Other	
June 2021									
Net interest income	65,829	22,257	12,073	63,898	30,579	-	39,348	(467)	233,517
Net other income	3,343	2,143	1,946	2,723	881	-	2,684	(141)	13,579
Net operating income	69,172	24,400	14,019	66,621	31,460		42,032	(608)	247,096
Operating expenses	3,787	4,284	6,833	11,340	2,124	-	12,390	76,900	117,658
Profit/(loss) before impaired asset expense and income tax	65,385	20,116	7,186	55,281	29,336		29,642	(77,508)	129,438
Fair value gain on investments	-	-	-	-	700	-	-	3,392	4,092
Impaired asset expense	5,298	-	2,081	5,649	1,649	-	297	-	14,974
Profit/(loss) before income tax	60,087	20,116	5,105	49,632	28,387		29,345	(74,116)	118,556
Income tax expense	-	-	-	-	-	-	-	31,530	31,530
Profit/(loss) for the year	60,087	20,116	5,105	49,632	28,387		29,345	(105,646)	87,026
Total assets	1,287,978	601,505	137,910	1,225,710	586,318		1,149,610	688,582	5,677,613
Total liabilities									4,915,921

3 Net interest income

Policy

Interest income and expense on financial instruments is measured using the effective interest rate method that discounts the financial instruments' future cash flows to their present value and allocates the interest income or expense over the life of the financial instrument. The effective interest rate is established on initial recognition of the financial assets or liabilities and is not subsequently revised. For financial instruments at amortised cost, the calculation of the effective interest rate includes all yield related fees and commissions paid or received that are an integral part of the underlying financial instrument.

\$000's	June 2022	June 2021
Interest income		
Cash and cash equivalents	811	119
Investments	5,156	6,979
Finance receivables	236,916	232,845
Finance receivables - reverse mortgages	99,218	87,992
Total interest income	342,101	327,935
Interest expense		
Deposits	45,717	55,273
Other borrowings	46,110	35,609
Net interest expense on derivative financial instruments	132	3,536
Total interest expense	91,959	94,418
Net interest income	250,142	233,517

4 Net operating lease income

Policy

As a lessor, the Group retains substantially all the risks and rewards incidental to ownership of the assets and therefore classifies the leases as operating leases. Rental income and expense from operating leases is recognised on a straight-line basis over the term of the relevant lease. Initial direct costs incurred in negotiating and arranging an operating lease are added to the carrying amount of the leased asset and recognised on a straight-line basis over the lease term. Profits on the sale of operating lease assets are included as part of operating lease income. Current year depreciation and losses on the sale of operating lease assets are included as part of operating lease expenses. The leased assets are depreciated over their useful lives on a basis consistent with similar assets.

\$000's	June 2022	June 2021
Operating lease income		
Lease income	4,161	3,908
Gain on disposal of lease assets	1,123	1,096
Total operating lease income	5,284	5,004
Operating lease expense		
Depreciation on lease assets	3,103	2,801
Direct lease costs	280	348
Total operating lease expense	3,383	3,149
Net operating lease income	1,901	1,855

5 Other income

Policy

Rental income from investment properties

Rental income from investment properties is recognised on a straight-line basis over the term of the relevant lease.

Insurance income

Insurance premium income and commission expense are recognised in profit or loss from the date of attachment of the risk over the period of the insurance contract. Claim expense is recognised in the profit or loss on an accrual basis once our liability to the policyholder has been confirmed under the terms of the contract.

\$000's	June 2022	June 2021
Rental income from investment properties	833	1,055
Insurance income	664	1,096
Gain on sale of investments	-	157
Other income	703	1,117
Fair value gain on derivative financial instruments	16,723	-
FX gain	10	209
Total other income	18,933	3,634

6 Operating expenses

Policy

Operating expenses are recognised as the underlying service is rendered or over a period in which an asset is consumed or a liability is incurred.

\$000's	June 2022	June 2021
Personnel expenses	61,152	61,476
Directors' fees	1,149	1,129
Superannuation	1,530	1,535
Depreciation - property, plant and equipment	2,459	2,995
Legal and professional fees	3,112	2,876
Advertising and public relations	4,510	5,138
Depreciation - right of use asset	2,310	2,312
Technology services	9,374	7,262
Telecommunications, stationary and postage	1,723	1,843
Customer acquisition costs	5,974	6,982
Amortisation of intangible assets	5,922	9,308
Other operating expenses ¹	17,538	14,802
Total operating expenses	116,753	117,658

¹Other operating expenses include compensation of auditor which is disclosed in Note 7.

7 Compensation of auditor

\$000's	June 2022	June 2021
Audit and review of the financial statements ¹	879	790
Other assurance services paid to auditor ²	103	103
Total compensation of auditor	982	893

¹ Audit and review of the financial statements includes fees paid for both the audit of the annual financial statements and review of interim financial statements.

² Other assurance related services paid to the auditor comprise regulatory assurance services, trust deed reporting, registry audits and other agreed upon procedure engagements.

8 Impaired asset expense

Policy

Impairment of finance receivables

At each reporting date, the Group applies a three stage approach to measuring ECL to finance receivables not carried at fair value. The ECL model assesses whether there has been a significant increase in credit risk since initial recognition.

The ECL model is a forward looking model where impairment allowances are recognised before losses are actually incurred. On initial recognition, an impairment allowance is required, based on events that are possible in the next 12 months.

Assets may migrate between the following stages based on their change in credit quality:

Stage 1 - 12 months ECL (past due 30 days or less)

Where there has been no evidence of increased credit risk since initial recognition, and finance receivables are not credit impaired upon origination, the portion of the lifetime ECL associated with the probability of default events occurring within the next 12 months is recognised.

Stage 2 - Lifetime ECL not credit impaired (greater than 30 but less than 90 days past due)

Where there has been a significant increase in credit risk.

Stage 3 - Lifetime ECL credit impaired (90 days past due or more)

Objective evidence of impairment, so are considered to be in default or otherwise credit impaired.

In determining whether credit risk has increased all available information relevant to the assessment of economic conditions at the reporting date are taken into consideration. To do this the Group considers its historical loss experience and adjusts this for current observable data. In addition to this the Group uses reasonable and supportable forecasts of future economic conditions including experienced judgement to estimate the amount of an expected impairment loss. Future economic conditions consider macroeconomic factors such as unemployment, interest rate, gross domestic product, and inflation, and requires an evaluation of both the current and forecast direction of the economic cycle. The methodology and assumptions including any forecasts of future economic conditions are reviewed regularly as incorporating forward-looking information increases the level of judgement as to how changes in these macroeconomic factors will affect the ECL.

The calculation of expected credit loss is modelled for portfolios of like assets. For portfolios which are either new or too small to model, judgement is used to determine impairment provisions.

For assets that are individually assessed for ECL, the allowance for ECL is calculated directly as the difference between the defaulted assets carrying value and the recoverable amount (being the present value of expected future cash flows, including cash flows from the realisation of collateral or guarantees, where applicable).

8 Impaired asset expense (continued)

\$000's	June 2022	June 2021
Non-securitised		
Individually impaired asset expense	10,783	9,131
Collectively impaired asset expense	3,110	6,001
Total non-securitised impaired asset expense	13,893	15,132
Securitised		
Collectively impaired asset expense	(70)	(158)
Total securitised impaired asset expense	(70)	(158)
Total		
Individually impaired asset expense	10,783	9,131
Collectively impaired asset expense	3,040	5,843
Total impaired asset expense	13,823	14,974

The Group's models for estimating ECL for each of its portfolios are based on the historic credit experience of those portfolios. The models assume that economic conditions (such as GDP growth, unemployment rates, and house price index forecasts) remain static over time. If the Group forecasts that economic conditions may change in the foreseeable future, the Group applies judgement to determine whether the modelled output should be subject to an economic overlay. Judgement is required to establish clear correlation between key economic indicators and the credit performance of the Group's unique portfolios.

9 Taxation

Policy

Income tax

Income tax expense for the year comprises current tax and movements in deferred tax balances, including any adjustment required for prior years' tax expense. Income tax expense is recognised in profit and loss except to the extent that it relates to items recognised directly in other comprehensive income, in which case it is recognised in equity or other comprehensive income.

Current tax

Current tax is the expected tax payable or receivable on the taxable income for the year, using tax rates enacted or substantively enacted at the reporting date, and any adjustment to the tax payable or receivable in respect of previous years. Current tax for current and prior years is recognised as a liability (or asset) to the extent that it is unpaid (or refundable).

Deferred tax

Deferred tax is provided using the balance sheet liability method, providing for temporary differences between the carrying amounts of assets and liabilities for accounting purposes and the amounts used for taxation purposes. As required by NZ IAS 12 Income Taxes, a deferred tax asset is recognised only to the extent that it is probable that a future taxable profit will be available to realise the asset.

Goods and services tax (GST)

Revenues, expenses and assets are recognised net of GST. As the Group is predominantly involved in providing financial services, only a proportion of GST paid on inputs is recoverable. The non-recoverable proportion of GST is treated as an expense or, if relevant, as part of the cost of acquisition of an asset.

9 Taxation (continued)

Income tax expense		
\$000's	June 2022	June 2021
Income tax recognised in profit or loss		
Current tax		
Current year	46,239	30,584
Adjustments for prior year	(760)	(1,854)
Tax other rates	486	426
Deferred tax		
Current year	(3,750)	1,283
Adjustments for prior year	(282)	1,145
Tax other rates	(17)	(54)
Total income tax expense recognised in profit or loss	41,916	31,530
Income tax recognised in other comprehensive income		
Current tax		
Derivatives at fair value reserve	(5,271)	(2,197)
Fair value movements of cash flow hedge	7,743	3,457
Total income tax expense recognised in other comprehensive income	2,472	1,260
Reconciliation of effective tax rate		
Profit before income tax	137,041	118,556
Tax at New Zealand income tax rate of 28%	38,372	33,196
Higher tax rate for overseas jurisdiction	469	372
Adjusted tax effect of items not taxable/deductible	4,117	(1,330)
Adjustments for prior year	(1,042)	(708)
Total income tax expense	41,916	31,530
Deferred tax assets comprise the following temporary differences:		
\$000's	June 2022	June 2021
Employee expenses	2,169	1,647
Share Based payment	1,039	503
Provision for impairment	14,649	15,097
Intangibles and property plant and equipment	(2,968)	(3,816)
Deferred acquisition costs	(196)	(475)
Operating lease vehicles	680	479
Deferred income	(4,786)	-
Prior year tax loss	9,362	-
Deductible prior year expense	603	-
Other temporary differences	2,522	682
Total deferred tax assets	23,074	14,117
Opening balance of deferred tax assets	14,117	17,123
Movement recognised in profit or loss	4,084	(3,006)
Transfer on acquisition of business	4,873	-
Closing balance of deferred tax assets	23,074	14,117
Imputation credit account		
\$000's	June 2022	June 2021
Imputation credit account	19,114	19,990

10 Earnings Per Share

	June 2022			June 2021		
	Earnings Per Share Cents	Net Profit After Tax \$000's	Weighted Average No. of Shares 000's	Earnings Per Share Cents	Net Profit After Tax \$000's	Weighted Average No. of Shares 000's
Basic earnings	16.13	95,125	589,771	14.92	87,026	583,467
Diluted earnings	16.13	95,125	589,771	14.92	87,026	583,467



Financial Position

11 Investments

Policy

Investments are classified into one of the following categories:

Fair value through profit or loss

Investments under this category include equity investments and are measured at fair value plus transaction costs. Changes in fair value of these investments are recognised in profit or loss in the period in which they occur.

Fair value through other comprehensive income

Investments under this category include bank bonds, floating rate notes, local authority stock, public securities, corporate bonds and equity investments. These are initially measured at fair value, including transaction costs, and subsequently carried at fair value. Changes in fair value of these investments are recognised in other comprehensive income and presented within the fair value reserve.

Amortised cost

Investments under this category include bank deposits and are measured using effective interest rate method. They are held to collect contractual cash flows that are solely payments of principal and interest on the principal amount outstanding.

\$000's	June 2022	June 2021
Bank deposits, bank bonds and floating rate notes	261,259	351,613
Public sector securities and corporate bonds	12,953	5,543
Equity investments	15,082	20,667
Total investments	289,294	377,823

Refer to Note 21 - Fair value for details of the split between investments measured at fair value through profit or loss, fair value through other comprehensive income and amortised cost.

12 Derivative financial instruments

Policy

The Group uses derivatives for risk management purposes. Derivatives held for risk management purposes include hedges that either meet the hedge accounting requirements set out in NZ IAS 39, or economic hedges not placed into an accounting hedge relationship.

Derivatives are recognised at their fair value, with the derivatives being carried as assets when their fair value is positive and as liabilities when their fair value is negative.

A hedged item is an asset, liability, firm commitment or highly probable forecast transaction that exposes the Group to risk of changes in fair value or cash flows, and that is designated as being hedged. The Group applies fair value hedge accounting to hedge movements in the value of fixed interest rate assets and liabilities subject to interest rate risk. The Group applies cash flow hedge accounting to hedge the variability in highly probable forecast future cash flows attributable to interest rate risk on variable rate assets and liabilities.

Fair value hedge accounting

The criteria that must be met for a relationship to qualify for hedge accounting include:

- the hedging relationship must be formally designated and documented at inception of the hedge,
- effectiveness testing must be carried out on an on-going basis to ensure the hedge is effective and consistent with the originally documented risk management strategy, and
- the instruments or counterparty must be a third party external to the Group.

The Group documents, at the inception of the transaction, the relationship between hedged items and hedging instruments, as well as its risk management objective and strategy for undertaking various hedge transactions. The Group also documents its assessment, both at hedge inception and on an ongoing basis, of whether the derivatives that are used in hedging transactions are highly effective in offsetting changes in fair value of hedged items.

Subsequent to initial designation, changes in the fair value of derivatives that are designated and qualify for fair value hedge accounting are recorded through profit or loss alongside any changes in the fair value of the hedged asset or liability that are attributable to the hedged risk.

Where the hedged item is carried at amortised cost, the movement in fair value of the hedged item attributable to the hedged risk is made as an adjustment to the carrying value of the hedged asset or liability. When a hedging instrument expires or is sold, or when a hedge no longer meets the criteria for hedge accounting, the adjustment to carrying amount of a hedged item carried at amortised cost is amortised to the consolidated statement of comprehensive income on an effective yield basis over the remaining period to maturity of the hedged item. Where a hedged item carried at amortised cost is derecognised from the balance sheet, the adjustment to the carrying amount of the asset or liability is immediately transferred to the consolidated statement of comprehensive income.

Cash flow hedge accounting

The criteria that must be met for a relationship to qualify for hedge accounting include:

- the hedging relationship must be formally designated and documented at inception of the hedge,
- effectiveness testing must be carried out on an on-going basis to ensure the hedge is effective and consistent with the originally documented risk management strategy, and
- the instruments or counterparty must be a third party external to the Group.

12 Derivative financial instruments (continued)

Cash flow hedge accounting (continued)

The Group documents, at the inception of the transaction, the relationship between hedged items and hedging instruments, as well as its risk management objective and strategy for undertaking various hedge transactions. The Group also documents its assessment, both at hedge inception and on an ongoing basis, of whether the derivatives that are used in hedging transactions are highly effective in offsetting changes in cash flows of hedged items.

A fair value gain or loss associated with the effective portion of a derivative designated as a cash flow hedge is recognised initially in the hedging reserve. The ineffective portion of a fair value gain or loss is recognised immediately in the consolidated statement of comprehensive income.

When a hedging derivative expires or is sold, the hedge no longer meets the criteria for hedge accounting, or the Group elects to revoke the hedge designation, the cumulative gain or loss on the hedging derivative remains in the cash flow hedging reserve until the forecast transaction occurs and affects income, at which point it is transferred to the corresponding income or expense line. If a forecast transaction is no longer expected to occur, the cumulative gain or loss on the hedging derivative previously reported in the cash flow hedging reserve is immediately transferred to the consolidated statement of comprehensive income.

\$000's	June 2022			June 2021		
	Notional Principal	Fair Value Assets	Fair Value Liabilities	Notional Principal	Fair Value Assets	Fair Value Liabilities
Held for risk management						
Interest rate related contracts						
Swaps	1,495,841	45,221	6,341	1,121,179	14,122	4,533
Foreign currency related contracts						
Forwards	786	-	-	69,525	17	269
Total derivative financial instruments	1,496,627	45,221	6,341	1,190,704	14,139	4,802

The Group has entered into credit support annexes (**CSAs**) which form a part of International Swaps and Derivatives Association (**ISDA**) Master Agreement, in respect of certain exposures relating to derivative transactions. As per these CSAs, the Group or the counterparty needs to collateralise the market value of outstanding derivative transactions. As at 30 June 2022, the Group has received \$32.34 million of cash collateral (2021: \$4.09 million) against derivative assets. The cash collateral received is not netted off against the balance of derivative assets disclosed in the consolidated statement of financial position.

The Group actively manages interest rate risk by entering into derivative contracts to hedge against movements in interest rates. During the year interest rate swaps entered into by the Group could not be designated into a hedging relationship with the portfolio of financial assets and liabilities held considering their underlying risks could no longer be critically matched against those of the interest rate swaps. Consequently, hedge accounting could not be established resulting in the recognition of fair value gains from the interest rate swaps in the consolidated statement of comprehensive income.

13 Finance receivables

(a) Finance receivables held at amortised cost

Policy

Finance receivables are initially recognised at fair value plus incremental direct transaction costs and are subsequently measured at amortised cost using the effective interest method, less any impairment loss.

Fees and direct costs relating to loan origination, financing and loan commitments are deferred and amortised to interest income over the life of the loan using the effective interest rate method. Lending fees not directly related to the origination of a loan are recognised over the period of service.

Past due but not impaired assets are any assets which have not been operated by the counterparty within their key terms but are not considered to be impaired by the Group.

Individually impaired assets are those loans for which the Group has evidence that it will incur a loss, and will be unable to collect all principal and interest due according to the contractual terms of the loan.

In determining whether credit risk has increased all available information relevant to the assessment including information about past events, current conditions and reasonable and supportable forecasts of economic conditions at the reporting date are taken into consideration.

The calculation of expected credit loss is modelled for portfolios of like assets. For portfolios which are either new or too small to model, judgement is used to determine impairment provisions.

\$000's	June 2022	June 2021
Non-securitised		
Neither at least 90 days past due nor impaired	3,404,451	3,140,489
At least 90 days past due	41,768	36,882
Individually impaired	66,183	38,143
Gross finance receivables	3,512,402	3,215,515
Less provision for impairment	(50,629)	(53,448)
Total non-securitised finance receivables	3,461,773	3,162,067
Securitised		
Neither at least 90 days past due nor impaired	686,236	126,638
Individually impaired	188	-
Gross finance receivables	686,424	126,638
Less provision for impairment	(1,376)	(239)
Total securitised finance receivables	685,048	126,399
Total		
Neither at least 90 days past due nor impaired	4,090,687	3,267,128
At least 90 days past due	41,768	36,882
Individually impaired	66,371	38,143
Gross finance receivables	4,198,826	3,342,153
Less provision for impairment	(52,005)	(53,687)
Total finance receivables	4,146,821	3,288,466

13 Finance receivables (continued)

(a) Finance receivables held at amortised cost (continued)

Movement in provision

The following table details the movement from the opening balance to the closing balance of the provision for impairment losses by class.

\$000's	12 - Month ECL	Lifetime ECL Not Credit Impaired	Lifetime ECL Credit Impaired	Specific Provision	Total
June 2022					
Non-securitised					
Impairment allowance as at 30 June 2021	26,591	2,405	16,823	7,629	53,448
Changes in loss allowance					
Transfer between stages	(3,903)	(2,447)	1,074	5,276	-
New and increased provision (net of collective provision releases)	(3,652)	1,998	13,396	5,507	17,249
Recovery of amounts written off	-	-	(3,356)	-	(3,356)
Credit impairment charge	(7,555)	(449)	11,114	10,783	13,893
Recovery of amounts previously written off	-	-	3,356	-	3,356
Write offs	-	-	(16,692)	(3,411)	(20,103)
Effect of changes in foreign exchange rate	32	3	-	-	35
Acquisition of portfolio	-	-	-	-	-
Impairment allowance as at 30 June 2022	19,068	1,959	14,601	15,001	50,629
Securitised					
Impairment allowance as at 30 June 2021	216	22	1	-	239
Changes in loss allowance					
Transfer between stages	(6)	(109)	115	-	-
New and increased provision (net of collective provision releases)	(14)	85	(141)	-	(70)
Recovery of amounts written off	-	-	-	-	-
Credit impairment charge	(20)	(24)	(26)	-	(70)
Recovery of amounts previously written off	-	-	-	-	-
Write offs	-	-	26	-	26
Effect of changes in foreign exchange rate	-	1	-	-	1
Acquisition of portfolio	992	-	-	188	1,180
Impairment allowance as at 30 June 2022	1,188	(1)	1	188	1,376
Total					
Impairment allowance as at 30 June 2021	26,807	2,427	16,824	7,629	53,687
Changes in loss allowance					
Transfer between stages	(3,909)	(2,556)	1,189	5,276	-
New and increased provision (net of collective provision releases)	(3,666)	2,083	13,255	5,507	17,179
Recovery of amounts written off	-	-	(3,356)	-	(3,356)
Credit impairment charge	(7,575)	(473)	11,088	10,783	13,823
Recovery of amounts previously written off	-	-	3,356	-	3,356
Write offs	-	-	(16,666)	(3,411)	(20,077)
Effect of changes in foreign exchange rate	32	4	-	-	36
Acquisition of portfolio	992	-	-	188	1,180
Impairment allowance as at 30 June 2022	20,256	1,958	14,602	15,189	52,005

13 Finance receivables (continued)

(a) Finance receivables held at amortised cost (continued)

Movement in provision (continued)

\$000's	12 - Month ECL	Lifetime ECL Not Credit Impaired	Lifetime ECL Credit Impaired	Specific Provision	Total
June 2021					
Non-securitised					
Impairment allowance as at 30 June 2020	32,160	2,143	22,668	5,301	62,272
Changes in loss allowance					
Transfer between stages	(2,485)	(1,090)	(22)	3,597	-
New and increased provision (net of collective provision releases)	(3,207)	1,329	13,715	6,034	17,871
Recovery of amounts written off	-	-	(2,739)	-	(2,739)
Credit impairment charge	(5,692)	239	10,954	9,631	15,132
Recovery of amounts previously written off	-	-	2,739	-	2,739
Write offs	-	-	(19,729)	(7,303)	(27,032)
Effect of changes in foreign exchange rate	(10)	1	3	-	(6)
Acquisition of portfolio	133	22	188	-	343
Impairment allowance as at 30 June 2021	26,591	2,405	16,823	7,629	53,448
Securitised					
Impairment allowance as at 30 June 2020	260	23	114	-	397
Changes in loss allowance					
Transfer between stages	(4)	(3)	7	-	-
New and increased provision (net of collective provision releases)	(40)	2	(120)	-	(158)
Recovery of amounts written off	-	-	-	-	-
Credit impairment charge	(44)	(1)	(113)	-	(158)
Recovery of amounts previously written off	-	-	-	-	-
Write offs	-	-	-	-	-
Effect of changes in foreign exchange rate	-	-	-	-	-
Acquisition of portfolio	-	-	-	-	-
Impairment allowance as at 30 June 2021	216	22	1	-	239
Total					
Impairment allowance as at 30 June 2020	32,420	2,166	22,782	5,301	62,669
Changes in loss allowance					
Transfer between stages	(2,489)	(1,093)	(15)	3,597	-
New and increased provision (net of collective provision releases)	(3,247)	1,331	13,595	6,034	17,713
Recovery of amounts written off	-	-	(2,739)	-	(2,739)
Credit impairment charge	(5,736)	238	10,841	9,631	14,974
Recovery of amounts previously written off	-	-	2,739	-	2,739
Write offs	-	-	(19,729)	(7,303)	(27,032)
Effect of changes in foreign exchange rate	(10)	1	3	-	(6)
Acquisition of portfolio	133	22	188	-	343
Impairment allowance as at 30 June 2021	26,807	2,427	16,824	7,629	53,687

13 Finance receivables (continued)

(a) Finance receivables held at amortised cost (continued)

Impact of changes in gross finance receivables held at amortised cost on allowance for ECL

\$000's	12 - Month ECL	Lifetime ECL Not Credit Impaired	Lifetime ECL Credit Impaired	Specific Provision	Total
June 2022					
Gross finance receivables as at 30 June 2021	3,092,653	165,793	45,564	38,143	3,342,153
Transfer between stages	(112,179)	25,532	31,253	55,394	-
Additions	2,433,553	-	-	3,190	2,436,743
Deletions	(1,446,110)	(72,901)	(12,782)	(26,945)	(1,558,738)
Write offs	-	-	(17,921)	(3,411)	(21,332)
Gross finance receivables as at 30 June 2022	3,967,917	118,424	46,114	66,371	4,198,826
June 2021					
Gross finance receivables as at 30 June 2020	2,826,208	183,260	73,729	24,667	3,107,864
Transfer between stages	(103,233)	67,419	13,314	22,499	-
Additions	1,435,408	-	-	955	1,436,363
Deletions	(1,065,730)	(84,886)	(20,337)	(466)	(1,171,419)
Write offs	-	-	(21,142)	(9,512)	(30,654)
Gross finance receivables as at 30 June 2021	3,092,653	165,793	45,564	38,143	3,342,153

(b) Finance receivables held at fair value

Policy

Finance receivables – reverse mortgages are initially recognised, and subsequently measured, at fair value through profit or loss.

\$000's	June 2022	June 2021
Finance receivables - reverse mortgages	1,996,854	1,676,073
Total finance receivables - reverse mortgages	1,996,854	1,676,073

Note 21 (a) - Financial instruments measured at fair value discloses further information regarding the Group's valuation policy.

Note 23 - Credit risk exposure discloses further information regarding how reverse mortgages operate.

Credit risk adjustments on financial assets designated at fair value through profit or loss

There were no credit risk adjustments on individual financial assets.

14 Operating lease vehicles

Policy

Operating lease vehicles are stated at cost less accumulated depreciation.

Operating lease vehicles are depreciated on a straight-line basis over their expected useful life after allowing for any residual values. The estimated lives of these vehicles vary up to five years. Vehicles held for sale are not depreciated but are tested for impairment.

\$000's	June 2022	June 2021
Cost		
Opening balance	16,114	24,098
Additions	10,758	1,788
Disposals	(6,422)	(9,772)
Closing balance	20,450	16,114
Accumulated depreciation		
Opening balance	5,249	6,495
Depreciation charge for the year	3,103	2,801
Disposals	(3,063)	(4,047)
Closing balance	5,289	5,249
Opening net book value	10,865	17,603
Closing net book value	15,161	10,865

The future minimum lease payments receivable under operating leases not later than one year is \$3.057 million (2021: \$2.141 million), within one to five years is \$6.465 million (2021: \$1.406 million) and over five years is nil (2021: nil).

15 Borrowings

Policy

Borrowings and deposits are initially recognised at fair value including incremental direct transaction costs. They are subsequently measured at amortised cost using the effective interest method.

\$000's	June 2022	June 2021
Deposits	3,592,508	3,183,454
Total borrowings related to deposits	3,592,508	3,183,454
Unsubordinated notes	636,407	521,399
Securitised borrowings	1,559,108	1,043,516
Certificate of deposit	198,715	69,853
Bank borrowings	173,982	-
Money market borrowings	10,001	-
Repurchase agreement	-	40,365
Total other borrowings	2,578,213	1,675,133

Deposits and unsubordinated notes rank equally and are unsecured.

15 Borrowings (continued)

The Group has the following unsubordinated notes on issue at balance sheet date. Australian (AU) borrowings are stated in their functional currency AU dollars.

Principal	Valuation	Issue Date	Maturity Date	Frequency of Interest Repayment
\$125 million	Amortised cost	12 April 2019	12 April 2024	Semi-annually
\$150 million	Amortised cost	21 September 2017	21 September 2022	Semi-annually
AU \$45 million	Amortised cost	8 March 2021	21 April 2023	Quarterly
AU \$45 million	Amortised cost	9 July 2021	9 July 2024	Quarterly
AU \$47 million	Amortised cost	15 March 2017	6 October 2022	Monthly
AU \$75 million	Amortised cost	15 January 2021	21 April 2023	Quarterly
AU \$115 million	Amortised cost	13 May 2022	13 May 2025	Quarterly

At 30 June 2022 the Group had the following securitised borrowings outstanding:

- Heartland Auto Receivables Warehouse Trust 2018-1 securitisation facility \$400 million, drawn \$268 million (2021: \$300 million, drawn \$108 million). Notes issued to investors are secured over the assets of the Heartland Auto Receivables Warehouse Trust 2018-1 (predominantly motor loans). The facility has a maturity date of 26 August 2023.
- Senior Warehouse Trust securitisation facility AU \$600 million, drawn AU \$585 million (2021: AU\$600 million, drawn AU \$556 million). Notes issued to investors are secured over the assets of Seniors Warehouse Trust (predominantly reverse mortgage loans). The facility has a maturity date of 30 September 2025
- Senior Warehouse Trust No. 2 securitisation facility AU \$350 million, drawn AU \$210 million (2021: AU\$250 million, drawn AU \$182 million). Notes issued to investors are secured over the assets of Seniors Warehouse Trust No. 2 (predominantly reverse mortgage loans). The facility has a maturity date of 1 July 2024.
- Atlas 2020-1 Trust securitisation facility AU \$127 million, drawn AU \$127 million (2021: AU \$137 million, drawn AU \$137 million). Loans issued to investors are secured over the assets of Atlas 2020-1 Trust (predominantly reverse mortgage loans) and has a maturity date of 24 September 2050.
- StockCo Securitisation Trust 2022-1 securitisation facility AU \$300 million, drawn AU \$249 million (2021: nil). Loans issued to investors are secured over the assets of StockCo Securitisation Trust 2022-1 (predominantly livestock loans). The facility has a maturity date of 27 May 2024.

16 Share capital and dividends

Policy

Ordinary shares are classified as equity, incremental costs directly attributable to the issue of ordinary shares and share options are recognised as a deduction from equity, net of any tax effect.

	June 2022 Number of Shares	June 2021 Number of Shares
000's		
Issued shares		
Opening balance	585,904	580,979
Shares issued - dividend reinvestment plan	7,000	4,925
Closing balance	592,904	585,904

The Group issued 3,930,116 new shares at \$2.2713 per share on 15 September 2021 and 3,069,339 new shares at \$2.1105 per share on 16 March 2022 under the dividend reinvestment plan for the period (2021: 2,482,921 new shares issued at \$1.8035 per share on 16 March 2021 and 2,442,338 new shares at \$1.2470 per share on 9 October 2020 under dividend reinvestment plan).

Dividends paid

	June 2022			June 2021		
	Date Declared	Cents Per Share	\$000's	Date Declared	Cents Per Share	\$000's
Final dividend	24 August 2021	7.0	41,013	17 Spetember 2020	2.5	14,524
Interim dividend	22 February 2022	5.5	32,441	22 February 2021	4.0	23,337
Total dividends paid			73,454			37,861

17 Other reserves

\$000's	Foreign Currency		Fair Value Reserve	Defined Benefit Reserve	Cash Flow Hedge Reserve	Total
	Employee Benefit Reserve	Translation Reserve (FCTR)				
June 2022						
Balance as at 30 June 2021	2,731	(3,975)	(322)	171	918	(477)
Other comprehensive income, net of income tax	-	2,340	(712)	(171)	7,041	8,498
Share based payments	1,915	-	-	-	-	1,915
Balance as at 30 June 2022	4,646	(1,635)	(1,034)	-	7,959	9,936
June 2021						
Balance as at 30 June 2020	934	(3,907)	5,324	171	(8,022)	(5,500)
Other comprehensive income, net of income tax	-	(68)	(5,646)	-	8,940	3,226
Share based payments	1,797	-	-	-	-	1,797
Balance as at 30 June 2021	2,731	(3,975)	(322)	171	918	(477)

18 Other balance sheet items

Policy

Property, plant and equipment are stated at cost less accumulated depreciation and impairment (if any). Depreciation is calculated on a straight line basis to write off the net cost or revalued amount of each asset over its expected life to its estimated residual value.

\$000's	June 2022	June 2021
Other assets		
Trade receivables	-	643
GST receivables	2,946	1,763
Prepayments	7,674	3,699
Property, plant and equipment	7,336	9,061
Other receivables	273	1,059
Collateral paid on derivatives	-	590
Total other assets	18,229	16,815

Policy

Intangible assets

Intangible assets with finite useful lives

Software acquired or internally developed by the Group is stated at cost less accumulated amortisation and any accumulated impairment losses. Expenditure on software assets is capitalised only when it increases the future economic value of that asset. Amortisation of software is on a straight line basis, at rates which will write off the cost over the assets' estimated useful lives. The expected useful life of the software has been determined to be ten years.

Goodwill

Goodwill arising on acquisition represents the excess of the cost of the acquisition over the Group's interest in the fair value of the identifiable net assets acquired. Goodwill that has an indefinite useful life is not subject to amortisation and is tested for impairment annually. Goodwill is carried at cost less accumulated impairment losses.

\$000's	June 2022	June 2021
Computer software		
Cost	61,914	44,371
Accumulated depreciation	26,275	20,349
Net carrying value of computer software	35,639	24,022
Goodwill		
Cost	182,718	45,143
Foreign exchange movement	517	-
Net carrying value of goodwill	183,235	45,143
Total intangible assets	218,874	69,165

For the purposes of impairment testing, goodwill is allocated to cash generating units. A Cash Generating Unit (CGU) is the smallest identifiable group of assets that generate independent cash inflows. Group has assessed that goodwill should be allocated to the smallest identifiable CGU:

- Heartland Australia Holdings Pty Limited: \$15.3 million (2021: \$15.3 million).
- Heartland Bank Limited: \$29.8 million (2021: \$29.8 million).
- StockCo AU Group: \$138.1 million (2021: nil).

Goodwill is tested for impairment at a cash generating unit level. The recoverable amounts are determined on a value in use basis using a five-year discounted cash flow methodology based on financial budget and forecasts. Key assumptions used in the models included a discount rate of 10-14% and a terminal growth rate of 2% which reflect both past experience and external sources of information. The recoverable amounts for each CGU are compared to the respective carrying value of net assets.

18 Other balance sheet items (continued)

There was no indication of impairment and no impairment losses have been recognised against the carrying amount of goodwill for the year ended 30 June 2022 (30 June 2021: nil).

Policy

Employee benefits

Annual leave entitlements are accrued at amounts expected to be paid. Long service leave is accrued by calculating the probable future value of the entitlements and discounting back to present value. Obligations to defined contribution superannuation schemes are recognised as an expense when the contribution is paid.

\$000's	June 2022	June 2021
Trade and other payables		
Trade payables	21,358	11,243
Insurance liability	1,838	3,353
Employee benefits	9,548	7,616
Other tax payables	1,124	623
Collateral received on derivatives	32,342	4,091
Total trade and other payables	66,210	26,926

Policy

Leases

The Group leases office space, car parks, equipment and cars. Rental contracts are typically made for fixed periods but may have extension options. Lease terms are negotiated on an individual basis and contain a wide range of different terms and conditions.

In determining the lease term, all facts and circumstances that create an economic incentive to exercise an extension option are considered. Extension options are only included in the lease term if the lease is reasonably certain to be extended.

Lease liabilities are measured at the present value of the remaining lease payments and discounted using the Group's incremental borrowing rate (IBR). Lease liabilities are measured using the effective interest method. Carrying amounts are remeasured only upon reassessments and lease modifications.

Right of use assets are depreciated at the shorter of lease term or the Group's depreciation policy for that asset class.

\$000's	June 2022	June 2021
Right of use assets		
Balance at beginning of year	15,985	18,362
Depreciation charge for the year, included within depreciation expense in the income statement	(2,310)	(2,313)
Additions/(terminations) to right of use assets	470	(64)
Total right of use assets	14,145	15,985
Lease liability		
Current	3,674	2,339
Non-current	12,566	15,827
Total lease liability	16,240	18,166
Interest expense relating to lease liability	479	568

19 Acquisition

Policy

Business combination

The Group accounts for business combinations using the acquisition method when the acquired set of activities and assets meets the definition of a business and control is transferred to the Group. In determining whether a particular set of activities and assets is a business, the Group assesses whether the set of assets and activities consists of inputs and processes applied to those inputs that have the ability to contribute to the creation of outputs.

The consideration transferred in the acquisition and any contingent consideration to be transferred are generally measured at fair value, as are the identifiable net assets acquired. Goodwill is initially measured at cost (being the excess of the aggregate of the consideration transferred over the fair value of the net assets acquired) and is tested annually for impairment. Any gain on a bargain purchase is recognised in profit or loss immediately. If the initial accounting for a business combination is incomplete by the end of the reporting period in which the combination occurs, the Group reports provisional amounts for the items for which the accounting is incomplete. Those provisional amounts are adjusted during the measurement period (see paragraph below), or additional assets or liabilities are recognised, to reflect new information obtained about facts and circumstances that existed as of the acquisition date that, if known, would have affected the amounts recognised as of that date. The measurement period is the period from the date of acquisition to the date the Group obtains complete information about facts and circumstances that existed as of the acquisition date, and does not exceed twelve months. Transaction cost related to the acquisition is recognised as an expense in profit or loss when incurred with the exception of costs to issue debt or equity securities.

On 31 May 2022, the Group acquired 100% of the shares in StockCo Holdings 2 Pty Ltd and StockCo Australia Management Pty Ltd (collectively **StockCo Australia**). The Group is assessing the fair value of the identifiable assets and liabilities acquired, and determining the related deferred tax effects, in line with the principles for estimating fair value adopted by the Group. Values were provisionally allocated to identifiable assets and liabilities on completion date, based on information available. They may be adjusted during the 12 months following that date on the basis of new information obtained relating to the facts and circumstances prevailing at completion date.

Total consideration in relation to these transactions was AU \$155.78 million (NZ \$171.58 million), including non-cash consideration of AU \$0.28 million (NZ \$0.31 million) and deferred consideration estimated to be AU \$1.62 million (NZ \$1.78 million) as at 30 June 2022. Provisional goodwill of AU \$124.91 million (NZ \$137.58 million) has been recognised from the acquisitions.

19 Acquisition (continued)

The fair values of the identifiable assets and liabilities of StockCo Australia as at the date of acquisition were:

\$000's	Provisional fair value recognised on acquisition
Assets	
Cash and cash equivalents	9,564
Livestock receivables	374,384
Right of use assets	354
Deferred tax asset	5,285
Other assets	4,713
Total assets	394,300
Liabilities	
Other borrowings	358,942
Lease liabilities	354
Trade and other payables	1,001
Total liabilities	360,297
Net assets acquired	34,003
Provisional goodwill arising on acquisition	137,575
Fair value of consideration	171,578
Less:	
Non - cash consideration transferred	314
Deferred consideration	1,781
Total cash consideration transferred	169,483
<i>Cash flow on acquisition</i>	
Net cash acquired with the subsidiary	9,564
Net change in cash and cash equivalents	159,919

Provisional goodwill represents the future economic benefits that the Group expects to derive from the acquisition of StockCo Australia. It has been allocated to the StockCo Australia business segment.

Transaction costs of \$1.1 million have been expensed and are included in the operating expenses in the consolidated statement of comprehensive income.

From the date of acquisition, StockCo Australia contributed \$3.3 million to Interest income and \$1.7 million to Net profit before tax of the Group. If the acquisition had taken place at the beginning of the year, it is estimated that the contribution to the Group's interest income and net profit before tax would have been \$37.6 million and \$13.5 million respectively.

20 Related party transactions and balances

Policy

A person or entity is a related party under the following circumstances:

- a) A person or a close member of that person's family if that person:
 - i) has control or joint control over HGH;
 - ii) has significant influence over HGH; or
 - iii) is a member of the key management personnel of HGH.

- b) An entity is related to HGH if any of the following conditions applies:
 - i) the entity and HGH are members of the same group;
 - ii) one entity is an associate or joint venture of the other entity;
 - iii) both entities are joint ventures of the same third party;
 - iv) one entity is a joint venture of a third entity and the other entity is an associate of the third entity;
 - v) the entity is a post-employment benefit plan for the benefit of employees of either the reporting entity or an entity related to HGH
 - vi) the entity is controlled, or jointly controlled by a person identified in (a); and
 - vii) a person identified in (a)(i) has significant influence over the entity or is a member of the key management personnel of the entity (or of a parent of the entity).

(a) Transactions with key management personnel

Key management personnel (**KMP**), are those who, directly or indirectly, have authority and responsibility for planning, directing and controlling the activities of the Group. This includes all executive staff, Directors and their close family members.

KMP receive personal banking and financial investment services from the Group in the ordinary course of business. The terms and conditions, for example interest rates and collateral, and the risks to the Group are comparable to transactions with other employees and did not involve more than the normal risk of repayment or present other unfavourable features.

All other transactions with KMPs and their related entities are made on terms equivalent to those that prevail in arm's length transactions.

\$000's	June 2022	June 2021
Transactions with key management personnel		
Interest income receivable	26	39
Interest expense payable	(24)	(22)
Key management personnel compensation		
Short-term employee benefits	(8,790)	(9,384)
Share-based payment expense	(1,915)	(1,797)
Total transactions with key management personnel	(10,703)	(11,181)
Due from/(to) key management personnel		
Lending	229	415
Borrowings - deposits	(508)	(23,409)
Total due (to) key management personnel	(279)	(22,994)

20 Related party transactions and balances (continued)

(b) Transactions with related parties

HGH is the ultimate parent company of the Group.

Entities within the Group have regular transactions with each other on agreed terms. The transactions include the provision of tax and administrative services and customer operations. Banking facilities are provided by HBL to other Group entities on normal commercial terms as with other customers. There is no lending from subsidiaries within the Group to HGH.

Related party transactions between the Group eliminate on consolidation. Related party transactions outside of the Group are as follows:

\$000's	June 2022	June 2021
Southern Cross Building Society Staff Superannuation Scheme (SCBS)		
Interest expense payable to SCBS	6	12
Management fees receivable from SCBS	10	10
Cash received from SCBS	350	-
ASF Custodians Pty Limited		
Audit fees	7	7
Heartland Trust (HT)		
Dividends paid	809	421

HT held 6,475,976 shares in HGH (2021: 6,475,976 shares).

The Trustees of HT and certain employees of the Group provided their time and skills to the oversight and operation of HT at no charge.

(c) Other balances with related parties

\$000's	June 2022	June 2021
Southern Cross Building Society Staff Superannuation Scheme		
Retail deposits owing to SCBS ¹	35	1,760

¹ During the year, the beneficiaries of SCBS accepted a settlement offer and were paid a final lump sum totalling \$1.3 million. This was supported by an actuarial valuation and approved by the Financial Markets Authority (FMA). The residual balance was transferred to HBL as the employer, leaving the above balance to cover remaining costs.

The Group has indemnified HBL against a non performing loan which had a balance of \$4.3 million as at 30 June 2022 (2021: nil).

21 Fair value

Policy

Fair value is the amount that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

On initial recognition, the transaction price generally represents the fair value of the financial instrument, unless there is observable information from an active market that provides a more appropriate fair value.

The fair values of financial assets and financial liabilities that are traded in active markets are based on quoted market prices or dealer price quotations. For all other financial instruments, the Group determines fair value using other valuation techniques.

The Group measures fair values using the following fair value hierarchy, which reflects the observability of the inputs used in measuring fair value:

Level 1 - Quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2 - Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (derived from prices).

Level 3 - Inputs for the asset or liability that are not based on observable market data (unobservable inputs).

The Group recognises transfers between levels of the fair value hierarchy as at the end of the reporting period during which the change has occurred.

(a) Financial instruments measured at fair value

The following methods and assumptions were used to estimate the fair value of each class of financial asset and liability measured at fair value on a recurring basis in the consolidated statement of financial position.

The Group has an established framework in performing valuations required for financial reporting purposes including Level 3 fair values. The Group regularly reviews and calibrates significant unobservable inputs and valuation adjustments in accordance with market participants' views. If external valuation specialists are engaged to measure fair values, the Group assesses the evidence obtained from these specialists to support the conclusion of these valuations. All significant valuations are reported to the Group's Board Audit and Risk Committee for approval prior to its adoption in the financial statements.

Investments

Investments in public sector securities and corporate bonds are stated at fair value through other comprehensive income (**FVOCI**), with the fair value being based on quoted market prices (Level 1 under the fair value hierarchy) or modelled using observable market inputs (Level 2 under the fair value hierarchy).

Investments valued under Level 2 of the fair value hierarchy are valued either based on quoted market prices or dealer quotes for similar instruments, or discounted cash flows analysis.

21 Fair value (continued)

(a) Financial instruments measured at fair value (continued)

Investments (continued)

Investments in equity securities are classified as fair value through profit or loss unless an irrevocable election is made by the Group to measure at FVOCI. Investment in listed securities traded in liquid, active markets where prices are readily observable are measured under Level 1 of the fair value hierarchy with no modelling or assumptions used in the valuation. Investments in unlisted equity securities are measured under Level 3 of the fair value hierarchy with the fair value being based on unobservable inputs using market accepted valuation techniques. Where appropriate, the Group may apply adjustments to the above-mentioned techniques to determine fair value of an equity security to reflect the underlying characteristics. These adjustments are reflective of market participant considerations in valuing the said security.

Equity Investment in Harmoney Corp Limited

Harmoney Corp Limited (**Harmoney**) listed on the ASX with a foreign exempt listing on the NZX on 19 November 2020, raising AU \$92.5 million as part of its Initial Public Offering (**IPO**). As part of the IPO, HGH, alongside other major shareholders, employees and directors, entered into escrow arrangements that restrict the ability to sell its Harmoney shares, with approximately 72% of total shares were subject to escrow arrangements (**Escrow Restrictions**) from the time that Harmoney completed its IPO. There are two categories of escrowed shares: being unaffiliated escrow shareholders and affiliated escrow shareholders. The timing of release of escrowed shareholdings is dependent on these categories. The escrowed shareholdings for unaffiliated escrow shareholders have a two staged release with the first 50% of those escrowed shares released in September 2021 and the remaining 50% released in March 2022. HGH is considered an unaffiliated escrow shareholder for its shareholding recorded at the time of the IPO. The escrowed shareholdings for affiliated escrow shareholders have a three stage release with the first 25% released in September 2021, a second 25% released in March 2022 and the remaining 50% of the affiliated escrow shares (representing 16.3% of the total Harmoney shares on issue) expected to be released at the time or after the release of Harmoney's FY22 annual audited financial report.

Previously, the Escrow Restrictions had significantly reduced the available trading pool of shares, resulting in an illiquid market for the instrument, wide bid-ask spreads and volume that is insufficient to meet the definition of an active market under NZ IFRS 13 Fair Value Measurement for purposes of Harmoney shares traded.

Considering the remaining pool of shares under Escrow Restrictions is no longer substantial as at 30 June 2022, the Group has measured fair value of the equity investment in Harmoney using the quoted closing price of Harmoney of AU \$0.71, which is a Level 1 input within the fair value hierarchy.

For the prior reporting period, the fair value of HGH's investment in Harmoney has been measured using a six-month volume weighted average price (**VWAP**) of Harmoney shares traded on the ASX. This is considered Level 3 within the fair value hierarchy as unobservable inputs under a market approach valuation technique were used. This VWAP was evaluated through a composite valuation weighting the closing price of Harmoney shares as at 30 June 2021, revenue multiples of comparable public companies, IPO price and analyst valuations. Both the VWAP and composite valuation approaches derived reasonably consistent outcomes. The fair value measurement of HGH's equity investment in Harmoney was AU \$1.90 per share at 30 June 2021. This was a 26% premium to the quoted closing price of AU \$1.51.

Investment properties

Investment properties are initially recorded at their fair value, with subsequent changes in fair value recognised in profit or loss. Fair value are determined by qualified independent valuers or other similar external evidence, adjusted for changes in market conditions.

Investment properties have been acquired through the enforcement of security over finance receivables and are held to earn rental income or for capital appreciation (or both).

21 Fair value (continued)

Finance receivables - reverse mortgages

Reverse mortgage loans are classified at FVTPL. On initial recognition the Group considers the transaction price to represent the fair value of the loan.

For subsequent measurement the Group has considered if the fair value can be determined by reference to a relevant active market or observable inputs, but has concluded relevant support is not currently available. In the absence of such market evidence the Group has used valuation techniques (income approach) including actuarial assessments to consider the fair value.

When the Group enters into a reverse mortgage loan the Group has set expectations regarding the loan's current and future risk profile and expectation of performance. This expectation references a wide range of assumptions including:

- mortality and potential move into care;
- voluntary exits;
- house price changes;
- no negative equity guarantee; and
- interest rate margin.

At balance date the Group does not consider any of the above expectations to have moved outside of the original expectation range. Therefore, the Group has continued to estimate the fair value of the portfolio at transaction price. There has been no fair value movement recognised in profit or loss during the period (2021: nil). Fair value is not highly sensitive to the above assumptions due to the nature of reverse mortgage loans. In particular, given conservative origination loan-to-value ratio criteria, a material deterioration in house prices combined with a material increase in interest rates over a sustained period of time would likely need to occur before any potential impact to fair value.

The Group will continue to reassess the existence of a relevant active market and movements in expectations on an on-going basis.

Derivative financial instruments

Interest rate and foreign currency related contracts are recognised in the financial statements at fair value. Fair values are determined from observable market prices as at the reporting date, discounted cash flow models or option pricing models as appropriate (Level 2 under the fair value hierarchy).

21 Fair value (continued)

(a) Financial instruments measured at fair value (continued)

The following table analyses financial instruments measured at fair value at the reporting date by the level in the fair value hierarchy into which each fair value measurement is categorised. The amounts are based on the values recognised in the consolidated statement of financial position.

\$000's	Level 1	Level 2	Level 3	Total
June 2022				
Assets				
Investments	279,841	-	7,032	286,873
Investment properties	-	-	11,832	11,832
Derivative financial instruments	-	45,221	-	45,221
Finance receivables - reverse mortgages	-	-	1,996,854	1,996,854
Total financial assets measured at fair value	279,841	45,221	2,015,718	2,340,780
Liabilities				
Derivative financial instruments	-	6,341	-	6,341
Total financial liabilities measured at fair value	-	6,341	-	6,341
June 2021				
Assets				
Investments	259,041	92,476	20,667	372,184
Investment properties	-	-	11,832	11,832
Derivative financial instruments	-	14,139	-	14,139
Finance receivables - reverse mortgages	-	-	1,676,073	1,676,073
Total financial assets measured at fair value	259,041	106,615	1,708,572	2,074,228
Liabilities				
Derivative financial instruments	-	4,802	-	4,802
Total financial liabilities measured at fair value	-	4,802	-	4,802

During the year, \$8.1 million of equity investments transferred out of Level 3 to Level 1. There were no other transfers between levels in the fair value hierarchy in the year ended 30 June 2022 (2021: nil).

21 Fair value (continued)

(a) Financial instruments measured at fair value (continued)

The movement in Level 3 assets measured at fair value are below:

\$000's	Finance Receivables - Reverse Mortgage	Investments	Investment properties	Total
June 2022				
As at 30 June 2021	1,676,073	20,667	11,832	1,708,572
New loans	439,110	-	-	439,110
Repayments	(257,319)	-	-	(257,319)
Capitalised Interest and fees	106,966	-	-	106,966
Purchase of investments	-	7,414	-	7,414
Fair value (loss)/gain on investment	-	(12,998)	-	(12,998)
Other	32,024	-	-	32,024
Transfer out of Level 3	-	(8,051)	-	(8,051)
As at 30 June 2022	1,996,854	7,032	11,832	2,015,718
June 2021				
As at 30 June 2020	1,538,585	16,335	11,132	1,566,052
New loans	300,689	-	-	300,689
Repayments	(257,999)	-	-	(257,999)
Capitalised Interest and fees	91,812	-	-	91,812
Purchase of investments	-	940	-	940
Fair value (loss)/gain on investment	-	3,392	700	4,092
Other	2,986	-	-	2,986
As at 30 June 2021	1,676,073	20,667	11,832	1,708,572

(b) Financial instruments not measured at fair value

The following assets and liabilities of the Group are not measured at fair value in the consolidated statement of financial position.

Cash and cash equivalents

Cash and cash equivalents are measured at amortised cost and their carrying value is considered equivalent to their fair value due to their short term nature.

Finance receivables

The fair value of the Group's finance receivables is calculated using a valuation technique which assumes the Group's current weighted average lending rates for loans of a similar nature and term.

The current weighted average lending rate used to fair value finance receivables with a fixed interest rate was 7.77% (2021: 7.08%). Finance receivables with a floating interest rate are deemed to be at current market rates. The current amount of credit provisioning has been deducted from the fair value calculation of finance receivables as a proxy for future losses.

21 Fair value (continued)

(b) Financial instruments not measured at fair value (continued)

Borrowings

The fair value of deposits, bank borrowings and other borrowings is the present value of future cash flows and is based on the current market interest rates payable by the Group for debt of similar maturities. The average current market rate used to fair value borrowings was 3.57% (2021: 1.23%).

Other financial assets and financial liabilities

The fair value of financial instruments such as short-term trade receivables and payables is considered equivalent to their carrying value due to their short-term nature.

The following table sets out financial instruments not measured at fair value, compares their carrying value against their fair value and analyses them by level in the fair value hierarchy.

\$000's	June 2022			June 2021		
	Fair Value Hierarchy	Total Fair Value	Total Carrying Value	Fair Value Hierarchy	Total Fair Value	Total Carrying Value
Assets						
Cash and cash equivalents	Level 1	310,758	310,758	Level 1	182,333	182,333
Investments ¹	Level 2	2,418	2,421	Level 2	5,640	5,639
Finance receivables	Level 3	4,073,977	4,146,821	Level 3	3,362,536	3,288,466
Other financial assets	Level 3	273	273	Level 3	2,292	2,292
Total financial assets		4,387,426	4,460,273		3,552,801	3,478,730
Liabilities						
Retail deposits	Level 2	3,590,918	3,592,508	Level 2	3,192,708	3,183,454
Borrowings - securitised	Level 2	1,559,108	1,559,108	Level 2	631,617	631,617
Other borrowings	Level 2	1,019,105	1,019,105	Level 2	1,043,516	1,043,516
Other financial liabilities	Level 3	55,538	55,538	Level 3	18,687	18,687
Total financial liabilities		6,224,669	6,226,259		4,886,528	4,877,274

¹Included within Investments are bank deposits which are held to support the Group's contractual cash flows. Such investments are measured at amortised cost.

21 Fair value (continued)

(c) Classification of financial instruments

The following tables summarise the categories of financial instruments and the carrying value and fair value of all financial instruments of the Group:

\$000's	FVOCI	FVTPL	Amortised Cost	Total Carrying Value	Total Fair Value
June 2022					
Assets					
Cash and cash equivalents	-	-	310,758	310,758	310,758
Investments	277,318	9,555	2,421	289,294	289,291
Investment properties	-	11,832	-	11,832	11,832
Finance receivables	-	-	4,146,821	4,146,821	4,073,977
Finance receivables - reverse mortgages	-	1,996,854	-	1,996,854	1,996,854
Derivative financial instruments	26,137	19,084	-	45,221	45,221
Other financial assets	-	-	273	273	273
Total financial assets	303,455	2,037,325	4,460,273	6,801,053	6,728,206
Liabilities					
Deposits	-	-	3,592,508	3,592,508	3,590,918
Other borrowings	-	-	2,578,213	2,578,213	2,578,213
Derivative financial instruments	1,105	5,236	-	6,341	6,341
Other financial liabilities	-	-	55,538	55,538	55,538
Total financial liabilities	1,105	5,236	6,226,259	6,232,600	6,231,010
June 2021					
Assets					
Cash and cash equivalents	-	-	182,333	182,333	182,333
Investments	351,517	20,667	5,639	377,823	377,824
Investment properties	-	11,832	-	11,832	11,832
Finance receivables	-	-	3,288,466	3,288,466	3,362,536
Finance receivables - reverse mortgages	-	1,676,073	-	1,676,073	1,676,073
Derivative financial instruments	3,230	10,909	-	14,139	14,139
Other financial assets	-	-	2,292	2,292	2,292
Total financial assets	354,747	1,719,481	3,478,730	5,552,958	5,627,029
Liabilities					
Deposits	-	-	3,183,454	3,183,454	3,192,708
Other borrowings	-	-	1,675,133	1,675,133	1,675,133
Derivative financial instruments	4,408	394	-	4,802	4,802
Other financial liabilities	-	-	18,687	18,687	18,687
Total financial liabilities	4,408	394	4,877,274	4,882,076	4,891,330

Risk Management

22 Enterprise risk management program

The board of directors (the **Board**) sets and monitors the Group's risk appetite across the primary risk domains of credit, capital, liquidity, market (including interest rate), operational and compliance and general business risk. Management are, in turn, responsible for ensuring appropriate structures, policies, procedures and information systems are in place to actively manage these risk domains, as outlined within the Enterprise Risk Management Framework (**ERMF**). Collectively, these processes are known as the Group's Enterprise Risk Management Program (**RMP**).

Role of the Board and the Board Audit Risk Committee

The Board, through its Board Audit and Risk Committee (**BARC**) is responsible for oversight and governance of the development of the RMP. The role of the BARC includes assisting the Board to formulate its risk appetite, and monitoring the effectiveness of the RMP. BARC's responsibilities also include:

- Financial reporting and application of accounting policies as part of the internal control and risk assessment framework.
- Monitors the identification, evaluation and management of all significant risks through the Group. This work is supported by internal audit, which provides an independent assessment of the design, adequacy and effectiveness of internal controls. The BARC receives regular reports from internal audit.
- To advise the Board on the formulation of the Board's Risk Appetite Statement.
- To review any reports, policies, standards, other risk documents or matters, or minutes which have been prepared by or in respect of the HGH's Board.
- To monitor material, emerging and strategic risks for the Group and its subsidiaries.

Internal Audit

The Group has an Internal Audit function, the objective of which is to provide independent, objective assurance over the internal control environment. In certain circumstances, Internal Audit will provide risk and control advice to Management provided the work does not impede the independence of the Internal Audit function. The function assists the Group in accomplishing its objectives by bringing a systematic and disciplined approach to evaluate and improve the effectiveness of risk management, control, and governance processes.

Internal Audit is allowed full, free and unfettered access to any and all of the organisation's records, personnel and physical properties deemed necessary to accomplish its activities.

22 Enterprise risk management program (continued)

Internal Audit (continued)

A regular cycle of review has been implemented to cover all areas of the business, focused on assessment, management and control of risks identified. The audit plan takes into account cyclical review of various business units and operational areas, as well as identified areas of higher identified risk. The audit methodology is designed to meet the International Standards for the Professional Practice of Internal Auditing of The Institute of Internal Auditors.

Each audit has specific audit procedures tailored to the area of business that is being reviewed. The audit procedures are updated during each audit to reflect any process changes. Audit work papers are completed to evidence the testing performed in accordance with the audit procedures.

Audit reports are addressed to the manager of the relevant area that is being audited in addition to other relevant stakeholders within the Group. Management comments are obtained from the process owner(s) and are included in the report.

The Head of Internal Audit has a direct reporting line to the Chair of the BARC. Internal audit has accountability to the BARC of the Group. A schedule of all outstanding internal control issues is maintained and presented to the BARC to assist and track the resolution of previously identified issues. Any issues raised that are categorised as high risk are specifically reviewed by internal audit during a follow up review once the issue is considered closed by management. The follow up review is performed with a view to formally close out the issue.

Asset and Liability Committee (ALCO)

The ALCO comprises the CEO HBL, CFO, CRO, Head of Retail, Financial Controller HBL and Chief Distribution Officer. The ALCO generally meets monthly, and provides reports to the BARC. ALCO's specific responsibilities include decision making and oversight of risk matters in relation to:

- Market risk (including non-traded interest rate risk and the investment of capital).
- Liquidity risk (including funding).
- Foreign exchange rate risk.
- Balance sheet structure.
- Capital management.

Operational and compliance risk

Operational and compliance risk is the risk arising from day to day operational activities in the execution of the Group's strategy which may result in direct or indirect loss. Operational and compliance risk losses can occur as a result of fraud, human error, missing or inadequately designed processes, failed systems, damage to physical assets, improper behaviour or from external events. The losses range from direct financial losses, to reputational damage, unfavourable media attention, injury to or loss of staff or clients or as a breach of laws or banking regulations. Where appropriate, risks are mitigated by insurance.

To ensure appropriate responsibility is allocated for the management, reporting and escalation of operational and compliance risk, the Group operates a "three lines of defence" model which outlines principles for the roles, responsibilities and accountabilities for operational and compliance risk management:

22 Enterprise risk management program (continued)

Operational and compliance risk (continued)

- The first line of defence is the business line management of the identification, management and mitigation of the risks associated with the products and processes of the business. This accountability includes regular testing and attestation of the adequacy and effectiveness of controls and compliance with the Group's policies.
- The second line of defence is the Risk and Compliance function, responsible for the design and ownership of the Operational Risk Management Framework. It incorporates key processes including Risk and Control Self-Assessment (**RCSA**), incident management, independent evaluation of the adequacy and effectiveness of the internal control framework, and the attestation process.
- The third line of defence is Internal Audit which is responsible for independently assessing how effectively the Group is managing its risk according to its stated risk appetite.

Market risk

Market risk is the possibility of experiencing losses or gains due to factors affecting the overall performance of financial markets in which the Group is exposed. The primary market risk exposures for the Group are interest rate risk and foreign exchange risk. The risk being that market interest rates or foreign exchange rates will change and adversely impact on the Group's earnings due to either adverse moves in foreign exchange market rates or in the case of interest rate risks mismatches between repricing dates of interest bearing assets and liabilities and/or differences between customer pricing and wholesale rates.

Interest rate risk

Interest rate risk refers to exposure of an entity's earnings and / or capital because of a mismatch between the interest rate exposures of its assets and liabilities. Interest rate risk for the Group arises from the provision of non-traded retail banking products and services and from traded wholesale transactions entered into to reduce aggregate interest rate risk (known as hedges). This risk arises from four key sources:

- Mismatches between the repricing dates of interest bearing assets and liabilities (yield curve and repricing risk);
- Banking products repricing differently to changes in wholesale market rates (basis risk);
- Loan prepayment or deposit early withdrawal behaviour from customers that deviates from the expected or contractually agreed behaviour (optionality risk); and
- The effect of internal or market forces on a bank's net interest margin where, for example, in a low rate environment any fall in rates will further decrease interest income earned on the assets whereas funding cost cannot be reduced as it is already at the minimum level (margin compression risk).

Refer to Note 25 - Interest rate risk for further details regarding interest rate risk.

22 Enterprise risk management program (continued)

Foreign exchange risk

Foreign exchange risk is the risk that the Group's earnings and shareholder equity position are adversely impacted from changes in foreign exchange rates. The Group has exposure to foreign exchange translation risks through its Australian subsidiaries (which have a functional currency of Australian dollars (**AUD**)), in the forms of profit translation risk and balance sheet translation risk.

Profit translation risk is the risk that deviations in exchange rates have a significant impact on the reported profit. Balance sheet translation risk is the risk that whilst the foreign currency value of the net investment in a subsidiary may not have changed, when translated back to the New Zealand dollars (**NZD**), the NZD value has changed materially due to movements in the exchange rates. Foreign exchange revaluation gains and losses are booked to the foreign currency translation reserve. Foreign exchange rate movements in any given year may have an impact on other comprehensive income. The Group manages this risk by setting and approving the foreign exchange rate for the upcoming financial year and entering into hedging contracts to manage the foreign exchange translation risks.

Counterparty Credit Risk

The Group has on-going credit exposure associated with:

- Cash and cash equivalents;
- Finance receivables;
- Holding of investment securities; and
- Payments owed to the Group from risk management instruments.

Counterparty credit risk is managed against limits set in the Market Risk Policy including credit exposure on derivative contracts, bilateral set-off arrangements, cash and cash equivalents and investment securities.

23 Credit risk exposure

Credit risk is the risk that a borrower will default on any type of debt by failing to make payments which it is obligated to make. The risk is primarily that of the lender and includes loss of principal and interest, disruption to cash flows and increased collection costs.

Credit risk is managed to achieve sustainable risk-reward performance whilst maintaining exposures within acceptable risk "appetite" parameters. This is achieved through the combination of governance, policies, systems and controls, underpinned by commercial judgement as described below.

To manage this risk the HBL's Executive Risk Committee (**ERC**) oversees the formal credit risk management strategy. The ERC reviews the Group's credit risk exposures typically on a monthly basis. The credit risk management strategies aim to ensure that:

- Credit origination meets agreed levels of credit quality at point of approval;
- Sector concentrations are monitored;
- Maximum total exposure to any one debtor is actively managed;
- Changes to credit risk are actively monitored with regular credit reviews.

The BARC also oversees the Group's credit risk exposures to monitor overall risk metrics having regard to risk appetite set by the Board.

HBL's Board Risk Committee (**BRC**) has authority for approval of all credit exposures. Lending authority has been provided to the HBL's Credit Committee, and to the business units under a detailed Delegated Lending Authority framework. Application of credit discretions in the business operation are monitored through a defined review and hindsight structure as outlined in the Credit Risk Oversight Policy. Delegated Lending Authorities are provided to individual officers with due cognisance of their experience and ability. Larger and higher risk exposures require approval of senior management, the Credit Committee and ultimately through to HBL's BRC.

The Group employs a credit risk oversight process of hindsighting loans to ensure that credit policies and the quality of credit processes are maintained.

Reverse mortgage loans and negative equity risk

Reverse mortgage loans are a form of mortgage lending designed for the needs of people over 60 years of age. These loans differ to conventional mortgages in that they typically are not repaid until the borrower ceases to reside in the property. Further, interest is not required to be paid, it is capitalised into the loan balance and is repayable on termination of the loan. As such, there are no incoming cash flows and therefore no default risk to manage during the term of the loan. Negative equity risk arises from the promise by the Group that the maximum repayment amount is limited to the net sale proceeds of the borrowers' property.

The Group's exposure to negative equity risk is managed by the Credit Risk Oversight Policy in conjunction with associated lending standards specific for this product. In addition to usual criteria regarding the type, and location, of security property that the Group will accept for reverse mortgage lending, a key aspect of the Group's policy is that a borrower's age on origination of the reverse mortgage loan will dictate the loan-to-value ratio of the reverse mortgage on origination. Both New Zealand and Australia reverse mortgage operations are similarly aligned. The policy is managed and reviewed periodically to ensure appropriate consistency across locations.

Business Finance Guarantee Scheme (BFGS)

HBL, along with other registered banks in New Zealand, has entered into a Deed of Indemnity with the New Zealand Government to implement the New Zealand Government's Business Finance Guarantee Scheme. The purpose of the scheme is to provide short term credit to eligible small and medium size businesses, who have been impacted by the economic effects of COVID-19. The scheme allows banks to lend to a maximum of \$5 million for a maximum of five years. The New Zealand Government will guarantee 80% of any loss incurred (credit risk) with HBL holding the remaining 20%. As at 30 June 2022 the Group had a total exposure of \$64.8 million (2021: \$64.3 million) to its customers under the scheme. BFGS has concluded on 30 June 2021 with scheme loans no longer being available.

23 Credit risk exposure (continued)

Maximum exposure to credit risk at the relevant reporting dates

The following table represents the maximum credit risk exposure, without taking into account any collateral held. The on balance sheet exposures set out below are based on net carrying amounts as reported in the consolidated statement of financial position.

\$000's	June 2022	June 2021
On balance sheet:		
Cash and cash equivalents	310,758	182,333
Investments	274,212	357,156
Finance receivables	4,146,821	3,288,466
Finance receivables - reverse mortgages	1,996,854	1,676,073
Derivative financial assets	45,221	14,139
Other financial assets	273	2,292
Total on balance sheet credit exposures	6,774,139	5,520,459
Off balance sheet:		
Letters of credit, guarantee commitments and performance bonds	8,969	13,484
Undrawn facilities available to customers	416,561	299,544
Conditional commitments to fund at future dates	34,791	19,083
Total off balance sheet credit exposures	460,321	332,111
Total credit exposures	7,234,460	5,852,570

As at 30 June 2022 there was \$0.003 million undrawn lending commitments available to counterparties for whom drawn balances are classified as individually impaired (2021: \$0.216 million).

Concentration of credit risk by geographic region

\$000's	June 2022	June 2021
New Zealand	5,264,609	4,402,656
Australia	1,809,104	1,243,522
Rest of the world ¹	212,752	260,079
	7,286,465	5,906,257
Provision for impairment	(52,005)	(53,687)
Total credit exposures	7,234,460	5,852,570

¹ These overseas assets are primarily NZD-denominated investments in AA+ and higher rated securities issued by offshore supranational agencies ("Kauri Bonds").

23 Credit risk exposure (continued)

Concentration of credit risk by industry sector

The Australian and New Zealand Standard Industrial Classification (**ANZSIC**) codes have been used as the basis for categorising customer and investee industry sectors.

\$000's	June 2022	June 2021
Agriculture	1,120,678	670,428
Forestry and fishing	148,797	153,160
Mining	12,524	12,684
Manufacturing	78,432	76,951
Finance and insurance	784,948	674,854
Wholesale trade	41,986	56,522
Retail trade and accommodation	423,975	279,388
Households	3,555,566	2,994,980
Other business services	189,860	148,011
Construction	291,971	241,668
Rental, hiring and real estate services	199,388	185,320
Transport and storage	323,732	297,920
Other	114,608	114,371
	7,286,465	5,906,257
Provision for impairment	(52,005)	(53,687)
Total credit exposures	7,234,460	5,852,570

Credit risk grading

The Group's finance receivables are monitored either by account behaviour (**Behavioural portfolio**) or a regular assessment of their credit risk grade based on an objective review of defined risk characteristics (**Judgemental portfolio**).

Finance receivables - reverse mortgages have no arrears characteristics and are assessed on origination against a pre-determined criteria.

The Judgemental portfolio consists mainly of business and rural lending where an on-going and detailed working relationship with the customer has been developed while the Behavioural portfolio consists of consumer, retail and smaller business receivables.

Judgemental loans are individually risk graded based on loan status, financial information, security and debt servicing ability. Exposures in the Judgemental portfolio are credit risk graded by an internal risk grading mechanism where grade 1 is the strongest risk. Grade 8 and grade 9 are the weakest risk grades where a loss is probable. Behavioural loans are managed based on their arrears status.

Upon adoption of NZ IFRS 9 all loans past due but not impaired have been categorised into three impairments stages (see Note 8) which are in most cases based on arrears status. If a Judgemental loan is risk graded 6 or above it will be classified as stage 2 as a minimum and carry a provision based on lifetime ECL.

23 Credit risk exposure (continued)

Credit risk grading (continued)

\$000's	Lifetime ECL		Lifetime ECL Credit Impaired	Specifically Provided	Fair value	Total
	12 Months ECL	Not Credit Impaired				
June 2022						
Judgemental portfolio						
Grade 1 - Very Strong	26	-	-	-	-	26
Grade 2 - Strong	10,859	-	-	-	-	10,859
Grade 3 - Sound	53,756	-	-	-	-	53,756
Grade 4 - Adequate	697,590	5,382	1,052	-	-	704,024
Grade 5 - Acceptable	1,366,680	1,823	53	-	-	1,368,556
Grade 6 - Monitor	-	25,106	2,308	-	-	27,414
Grade 7 - Substandard	-	64,203	4,998	-	-	69,201
Grade 8 - Doubtful	-	-	-	62,860	-	62,860
Grade 9 - At risk of loss	-	-	-	3,511	-	3,511
Total Judgemental portfolio	2,128,911	96,514	8,411	66,371	-	2,300,207
Total Behavioural portfolio	1,839,006	21,910	37,703	-	1,996,854	3,895,473
Gross finance receivables	3,967,917	118,424	46,114	66,371	1,996,854	6,195,680
Provision for impairment	(20,256)	(1,958)	(14,602)	(15,189)	-	(52,005)
Total finance receivables	3,947,661	116,466	31,512	51,182	1,996,854	6,143,675
June 2021						
Judgemental portfolio						
Grade 1 - Very Strong	34	-	-	-	-	34
Grade 2 - Strong	10,854	64	-	-	-	10,918
Grade 3 - Sound	50,816	163	-	-	-	50,979
Grade 4 - Adequate	580,289	4,675	1,734	-	-	586,698
Grade 5 - Acceptable	877,393	5,658	1,882	-	-	884,933
Grade 6 - Monitor	-	58,178	1,038	-	-	59,216
Grade 7 - Substandard	-	71,718	8,107	-	-	79,825
Grade 8 - Doubtful	-	-	-	33,228	-	33,228
Grade 9 - At risk of loss	-	-	-	4,915	-	4,915
Total Judgemental portfolio	1,519,386	140,456	12,761	38,143	-	1,710,746
Total Behavioural portfolio	1,573,267	25,337	32,803	-	1,676,073	3,307,480
Gross finance receivables	3,092,653	165,793	45,564	38,143	1,676,073	5,018,226
Provision for impairment	(26,807)	(2,427)	(16,824)	(7,629)	-	(53,687)
Total finance receivables	3,065,846	163,366	28,740	30,514	1,676,073	4,964,539

24 Liquidity risk

Liquidity risk is the risk that the Group is unable to meet its payment obligations as they fall due. The timing mismatch of cash flows and the related liquidity risk in all banking operations and is closely monitored by the Group.

Measurement of liquidity risk is designed to ensure that the Group has the ability to generate or obtain sufficient cash in a timely manner and at a reasonable price to meet its financial commitments on a daily basis.

The Group's exposure to liquidity risk is governed by a policy approved by the Board and managed by the Asset and Liability Committee (**ALCO**). This policy sets out the nature of the risk which may be taken and aggregate risk limits, which ALCO must observe. Within this, the objective of the ALCO is to derive the most appropriate strategy for the Group in terms of a mix of assets and liabilities given its expectations of future cash flows, liquidity constraints and capital adequacy. The ALCO employs asset and liability cash flow modelling to determine appropriate liquidity and funding strategies.

Reserve Bank of New Zealand (RBNZ) facilities

In March 2020, HBL was onboarded by the RBNZ as an approved counterparty and executed a 2011 Global Master Repo Agreement providing an additional source for intra-day liquidity for the Group if required.

From 26 May 2020, the RBNZ made available a Term Lending Facility (**TLF**) to offer loans for a fixed term of three years at the Official Cash Rate, with access to the funds linked to banks' lending under the Business Finance Guarantee Scheme. On 25 May 2021, RBNZ announced to close TLF applications on 28 July 2021.

Additional stimulus provided through a Funding for Lending Programme also commenced in December 2020 designed to enable banks to provide low-cost lending to the customer.

The Group had not utilised any of these facilities as at 30 June 2022 (2021: nil).

The Group holds the following liquid assets and committed funding sources for the purpose of managing liquidity risk:

\$000's	June 2022	June 2021
Cash and cash equivalents	310,758	182,333
Investments	274,212	357,156
Undrawn committed bank facilities	360,859	311,993
Total liquidity	945,829	851,482

24 Liquidity risk (continued)

Contractual liquidity profile of financial liabilities

The following tables present the Group's financial liabilities by relevant maturity groupings based upon contractual maturity date. The amounts disclosed in the tables represent undiscounted future principal and interest cash flows. As a result, the amounts in the tables below may differ to the amounts reported on the consolidated statement of financial position.

The contractual cash flows presented below may differ significantly from actual cash flows. This occurs as a result of future actions by the Group and its counterparties, such as early repayments or refinancing of term loans and borrowings. Deposits and other public borrowings include customer savings deposits and transactional accounts, which are at call. These accounts provide a stable source of long term funding for the Group.

\$000's	On Demand	0-6 Months	6-12 Months	1-2 Years	2-5 Years	5+ Years	Total
June 2022							
Non - derivative financial liabilities							
Deposits	887,976	2,028,225	561,468	103,192	41,655	-	3,622,516
Other borrowings	-	505,191	268,653	702,349	1,160,157	210,428	2,846,778
Lease liabilities	-	1,575	1,525	2,616	6,985	4,911	17,612
Other financial liabilities	-	55,538	-	-	-	-	55,538
Total non - derivative financial liabilities	887,976	2,590,529	831,646	808,157	1,208,797	215,339	6,542,444
Derivative financial liabilities							
Inflows from derivatives	-	15,681	1,759	3,505	813	-	21,758
Outflows from derivatives	-	14,800	3,227	6,621	839	-	25,487
Total derivative financial liabilities	-	(881)	1,468	3,116	26	-	3,729
Undrawn facilities available to customers	416,561	-	-	-	-	-	416,561
Undrawn committed bank facilities	360,859	-	-	-	-	-	360,859
June 2021							
Non - derivative financial liabilities							
Deposits	971,924	1,291,863	560,232	292,091	91,107	-	3,207,217
Other borrowings	-	124,431	120,855	1,205,547	157,855	181,244	1,789,932
Lease liabilities	-	1,419	1,433	2,836	7,605	7,085	20,378
Other financial liabilities	-	18,687	-	-	-	-	18,687
Total non - derivative financial liabilities	971,924	1,436,400	682,520	1,500,474	256,567	188,329	5,036,214
Derivative financial liabilities							
Inflows from derivatives	-	14,251	610	800	12	-	15,673
Outflows from derivatives	-	16,750	2,174	1,316	16	-	20,256
Total derivative financial liabilities	-	2,499	1,564	516	4	-	4,583
Undrawn facilities available to customers	299,544	-	-	-	-	-	299,544
Undrawn committed bank facilities	311,993	-	-	-	-	-	311,993

25 Interest rate risk

The Group's market risk is derived primarily of exposure to interest rate risk, predominantly from raising funds through the retail and wholesale deposit market, the debt capital markets and committed and uncommitted bank funding, securitisation of receivables, and offering loan finance products to the commercial and consumer market in New Zealand and Australia.

The Group's exposure to market risk is governed by a policy approved by the Board and managed by the ALCO. This policy sets out the nature of risk which may be taken and aggregate risk limits, and the ALCO must conform to this. The objective of the ALCO is to derive the most appropriate strategy for the Group in terms of the mix of assets and liabilities given its expectations of the future and the potential consequences of interest rate movements, liquidity constraints and capital adequacy.

The objective of the Group's interest rate risk policies is to limit underlying net profit after tax (**NPAT**) volatility. The measurement comprises net interest income the Group generates from its interest earning assets and interest bearing liabilities.

The exposure to net interest income comes from a reduction in margins on interest earning assets or interest bearing liabilities and is managed when setting rates by taking into consideration wholesale rates, liquidity premiums, as well as appropriate lending credit margins.

An analysis of the Group's sensitivity to an increase (+) or decrease (-) in market interest rates by 100 basis points (**BP**) is as follows. An (+)/(-) to market interest rates of 100 BP would result in a \$0.67 million (+)/(-) to NPAT (2021: \$0.45 million (+)/(-)) with a corresponding impact to equity.

The Group also manages interest rate risk by:

- Monitoring maturity profiles and seeking to match the re-pricing of assets and liabilities;
- Monitoring interest rates daily and regularly (at least monthly) reviewing interest rate exposures; and
- Entering into derivatives to hedge against movements in interest rates.

25 Interest rate risk (continued)

Contractual repricing analysis

The interest rate risk profile of financial assets and liabilities that follows has been prepared on the basis of maturity or next repricing date, whichever is earlier.

\$000's	0-3 Months	3-6 Months	6-12 Months	1-2 Years	2+ Years	Non- Interest Bearing	Total
June 2022							
Financial assets							
Cash and cash equivalents	310,749	-	-	-	-	9	310,758
Investments	1,568	854	51,144	91,974	128,672	15,082	289,294
Finance receivables	1,906,457	277,891	426,251	561,636	913,210	61,376	4,146,821
Finance receivables - reverse mortgages	1,996,854	-	-	-	-	-	1,996,854
Derivative financial assets	-	-	-	-	-	45,221	45,221
Other financial assets	-	-	-	-	-	273	273
Total financial assets	4,215,628	278,745	477,395	653,610	1,041,882	121,961	6,789,221
Financial liabilities							
Deposits	2,190,337	684,378	546,718	99,196	38,325	33,554	3,592,508
Other borrowings	2,320,575	130,873	-	121,191	-	5,574	2,578,213
Derivative financial liabilities	-	-	-	-	-	6,341	6,341
Lease liabilities	-	-	-	-	-	16,240	16,240
Other financial liabilities	-	-	-	-	-	55,538	55,538
Total financial liabilities	4,510,912	815,251	546,718	220,387	38,325	117,247	6,248,840
Effect of derivatives held for risk management	986,194	(76,349)	(127,004)	(309,781)	(473,060)	-	-
Net financial assets/(liabilities)	690,910	(612,855)	(196,327)	123,442	530,497	4,714	540,381

25 Interest rate risk (continued)

Contractual repricing analysis (continued)

\$000's	0-3 Months	3-6 Months	6-12 Months	1-2 Years	2+ Years	Non- Interest Bearing	Total
June 2021							
Financial assets							
Cash and cash equivalents	182,323	-	-	-	-	10	182,333
Investments	31,896	8,034	19,669	53,505	244,052	20,667	377,823
Finance receivables	1,587,718	151,674	299,305	462,900	715,032	71,837	3,288,466
Finance receivables - reverse mortgages	1,676,073	-	-	-	-	-	1,676,073
Derivative financial assets	-	-	-	-	-	14,139	14,139
Other financial assets	-	-	-	-	-	2,292	2,292
Total financial assets	3,478,010	159,708	318,974	516,405	959,084	108,945	5,541,126
Financial liabilities							
Deposits	1,670,667	570,068	554,340	285,025	85,077	18,277	3,183,454
Other borrowings	1,342,612	50,837	-	153,751	127,933	-	1,675,133
Derivative financial liabilities	-	-	-	-	-	4,802	4,802
Lease liabilities	-	-	-	-	-	18,166	18,166
Other financial liabilities	-	-	-	-	-	18,687	18,687
Total financial liabilities	3,013,279	620,905	554,340	438,776	213,010	59,932	4,900,242
Effect of derivatives held for risk management	474,010	(9,023)	(146,067)	(85,669)	(233,251)	-	-
Net financial assets/(liabilities)	938,741	(470,220)	(381,433)	(8,040)	512,823	49,013	640,884

The tables above illustrate the periods in which the cash flows from interest rate swaps are expected to occur and affect profit or loss.

Other Disclosures

26 Significant subsidiaries

Significant Subsidiaries	Country of incorporation and place of business	Nature of business	Proportion of ownership and voting power held	
			June 2022	June 2021
Heartland Bank Limited	New Zealand	Bank	100%	100%
VPS Properties Limited	New Zealand	Investment property holding company	100%	100%
Marac Insurance Limited	New Zealand	Insurance services	100%	100%
Heartland Australia Holdings Pty Limited	Australia	Financial services	100%	100%
Heartland Group Pty Limited	Australia	Financial services	100%	100%
Australian Seniors Finance Pty Limited	Australia	Management services	100%	100%
StockCo Holdings 2 Pty Limited	Australia	Financial services	100%	-
StockCo Australia Management Pty Limited	Australia	Management services	100%	-

27 Structured entities

A structured entity is one which has been designed such that voting or similar rights are not the dominant factor in deciding who controls the entity. Structured entities are created to accomplish a narrow and well-defined objective such as the securitisation or holding of particular assets, or the execution of a specific borrowing or lending transaction. Structured entities are consolidated where the substance of the relationship is that the Group controls the structured entity.

(a) Heartland Cash and Term PIE Fund (Heartland PIE Fund)

The Group controls the operations of the Heartland PIE Fund which is a portfolio investment entity that invests in the Group's deposits. Investments of Heartland PIE Fund are represented as follows:

\$000's	June 2022	June 2021
Deposits	149,824	153,244

(b) Heartland Auto Receivable Warehouse Trust 2018-1 (Auto Warehouse)

The Auto Warehouse securitises motor loan receivables as a source of funding.

The Group continues to recognise the securitised assets and associated borrowings in the consolidated statement of financial position as the Group remains exposed to and has the ability to affect variable returns from those assets and liabilities. Although the Group recognises those interests in Auto Warehouse, the loans sold to the Trust are set aside for the benefit of investors in Auto Warehouse and other depositors and lenders to the Group have no recourse to those assets.

\$000's	June 2022	June 2021
Cash and cash equivalents	20,197	9,047
Finance receivables	312,239	126,399
Other borrowings	(315,308)	(128,125)

27 Structured entities (continued)

(c) Seniors Warehouse Trust, Seniors Warehouse Trust No.2 (together the SW Trusts) and ASF Settlement Trust (ASF Trust)

SW Trusts and ASF Trust (collectively the Trusts) form part of ASF's reverse mortgage business and were set up by ASF as asset holding entities. The Trustee for the Trusts is ASF Custodians Pty Limited and the Trust Manager is ASF. The reverse mortgage loans held by the Trusts are set aside for the benefit of the investors in the Trusts. The balances of SW Trusts and ASF Trust are represented as follows:

\$000's	June 2022	June 2021
Cash and cash equivalents	26,003	29,170
Finance receivables - reverse mortgages	1,136,644	934,523
Other borrowings	(902,155)	(822,112)

(d) Atlas 2020-1 Trust (Atlas Trust)

Atlas Trust was set up on 11 September 2020 as part of ASF's reverse mortgage business similar to the existing SW Trusts and ASF Trust. The Trustee for the Trust is BNY Trust Company of Australia Limited and the Trust Manager is ASF. The balances of Atlas Trust are represented as follows:

\$000's	June 2022	June 2021
Cash and cash equivalents	15,774	17,592
Finance receivables - reverse mortgages	138,950	140,044
Other borrowings	(145,219)	(145,943)

(e) StockCo Securitisation Trust 2022-1

StockCo Securitisation Trust 2022-1 was set up on 31 May 2022 as part of StockCo's livestock business. The Trustee for the Trust is AMAL Trustees Pty Limited and the Trust Manager is AMAL Management Services Pty Limited. The balances of StockCo Securitisation Trust 2022-1 are represented as follows:

\$000's	June 2022
Cash and cash equivalents	15,007
Finance receivables	354,901
Other borrowings	(311,415)

28 Staff share ownership arrangements

The Group operates a number of share-based compensation plans that are equity settled. The fair value determined at the grant date is expensed on a straight-line basis over the vesting period, based on the Group's estimate of equity instruments that will eventually vest, with a corresponding increase in equity. At the end of each reporting period the Group revises its estimate of the number of equity instruments expected to vest. The impact of the revision of the original estimates, if any, is recognised in profit or loss such that the cumulative expense reflects the revised estimate, with a corresponding adjustment to the employee benefits reserve.

(a) Share-based compensation plan details

Heartland performance rights plan (PR plan)

The PR plan was established to enhance the alignment of participants' interests with those of the Group's shareholders. Under the PR plan participants are issued performance rights which will entitle them to receive shares in the Group. As at June 2022, there were 6 tranches being 2017, 2018, 2022, 2023, 2024 and 2025. All tranches are subject to the existing rules of the PR plan.

PR Plan 2017 Tranche and PR Plan 2018 Tranche (collectively the Legacy Tranches)

The rules for the Legacy Tranches have been aligned with PR plan 2022 Tranche and therefore have the same terms and conditions applying regarding participants, awarding of performance rights, measurement date and vesting as outlined below:

PR Plan 2022 Tranche (PR plan 2022)

The number of performance rights offered is determined by the participant's long-term incentive (LTI) value over the volume weighted average price (VWAP) of the Group's ordinary shares on the NZX Main Board for the 20 business days immediately before (and excluding) the issue date. The issue date is 14 September 2019. Performance rights do not entitle participants to dividends or voting rights.

The performance rights are issued subject to the participants' continued employment with the Group until the measurement date and the Group achieving its financial measures, strategic objectives and culture and conduct objectives, over the period commencing 1 July 2019 and ending on 30 June 2022. The targets are dynamic and may be adjusted by the Board from time to time in order to account for unanticipated capital changes during the performance period. The measurement date is the business day following the date on which the Group announces its full year results for the financial year ended 2022.

Performance rights will vest on the measurement date to the extent these criteria have been met, but subject to caps and also to retesting on a later measurement date if the criteria are not met on the initial measurement date.

PR Plan 2023 Tranche (PR plan 2023)

PR plan 2023 was issued for period commencing 1 July 2020 and ending on 30 June 2023. The tranche rules have been aligned with PR plan 2022. The measurement date for this tranche is the business day after the Group announces its full year results for the financial year ended 30 June 2023.

28 Staff share ownership arrangements (continued)

(a) Share-based compensation plan details (continued)

PR Plan 2024 Tranche (PR plan 2024) and PR Plan 2025 Tranche (PR plan 2025)

PR plan 2024 and PR plan 2025 were issued for period commencing 1 July 2021 and ending on 30 June 2024 and 30 June 2025 respectively. The tranche rules have been aligned with PR plan 2022. Measures are tested on the business day after the announcement of full year results for the financial years ended 30 June 2024 and 30 June 2025 respectively.

	June 2022 PR Plan Number of Rights	June 2021 PR Plan Number of Rights
Opening balance	7,742,276	3,216,927
Issued	2,454,395	5,342,289
Forfeited	(1,395,575)	(816,940)
Closing balance	8,801,096	7,742,276

(b) Effect of share-based payment transactions

\$000's	June 2022	June 2021
Award of Shares		
PR Plan	1,915	1,797
Total expense recognised	1,915	1,797

As at 30 June 2022, \$3.1 million of the share scheme awards remain unvested and not expensed (2021: \$3.0 million). This expense will be recognised over the performance period of the awards.

(c) Number of rights outstanding

\$000's	June 2022		June 2021	
	Rights Outstanding	Remaining Years	Rights Outstanding	Remaining Years
PR Plan - 2017	1,543	-	1,943	1
PR Plan - 2018	139	-	170	1
PR Plan - 2022	568	-	722	1
PR Plan - 2023	4,096	1	4,908	2
PR Plan - 2024	922	2	-	-
PR Plan - 2025	1,533	3	-	-
Total	8,801		7,743	

29 Insurance business, securitisation, funds management, other fiduciary activities

Insurance business

Marac Insurance Limited (**MIL**), a subsidiary of HBL, no longer conducts insurance business as HBL entered into a distribution agreement with DPL Insurance Limited (**DPL**) to distribute DPL's insurance products through HBL's network. MIL ceased writing insurance policies in 2020 with the periodic policies expected to expire in 2025.

The Group's aggregate amount of insurance business comprises the total consolidated assets of MIL of \$7.4 million (2021: \$8.5 million), which represents 0.11% of the total consolidated assets of the Group (2021: 0.15%).

Securitisation, funds management and other fiduciary activities

Changes to the Group's involvement in securitisation activities are set out in Note 27 Structured entities. There have been no material changes to the Group's involvement in funds management and other fiduciary activities during the year.

30 Concentrations of funding

(a) Concentration of funding by industry

The Australian and New Zealand Standard Industrial Classification (**ANZSIC**) codes have been used as the basis for categorising customer and investee industry sectors.

\$000's	June 2022	June 2021
Agriculture	113,848	102,107
Forestry and fishing	14,391	14,226
Mining	1,524	94
Manufacturing	18,643	11,592
Finance and insurance	2,420,850	1,669,055
Wholesale trade	5,854	11,218
Retail trade and accommodation	19,491	28,521
Households	2,754,452	2,322,514
Rental, hiring and real estate services	43,797	46,245
Construction	28,449	24,231
Other business services	66,731	58,334
Transport and storage	4,598	4,337
Other	41,686	44,714
Total	5,534,314	4,337,188
Unsubordinated Notes	636,407	521,399
Total borrowings	6,170,721	4,858,587

(b) Concentration of funding by geographical area

\$000's	June 2022	June 2021
New Zealand	4,410,372	3,599,337
Overseas	1,760,349	1,259,250
Total borrowings	6,170,721	4,858,587

31 Contingent liabilities and commitments

The Group in the ordinary course of business will be subject to claims and proceedings against it whereby the validity of the claim will only be confirmed by uncertain future events. In such circumstances the contingent liabilities are possible obligations, or present obligations if known, where the transfer of economic benefit is uncertain or cannot be reliably measured. Contingent liabilities are not recognised, but are disclosed, unless they are remote. Where some loss is probable, provisions have been made on a case by case basis.

Contingent liabilities and credit related commitments arising in respect of the Group's operations were:

\$000's	June 2022	June 2021
Letters of credit, guarantee commitments and performance bonds	8,969	13,484
Total contingent liabilities	8,969	13,484
Undrawn facilities available to customers	416,561	299,544
Conditional commitments to fund at future dates	34,791	19,083
Total commitments	451,352	318,627

32 Events after reporting date

HGH subsidiary Heartland Australia Group Pty Limited completed an issuance of an AU \$30 million senior unsecured bond on 16 August 2022 as an increase to the existing AU \$45 million senior unsecured bond.

On 9th August 2022 the Group completed an AU \$5 million investment in Avenue Hold Limited (**Avenue Hold**). Avenue Hold is the Non-operating Holding Company of Avenue Bank Limited which holds a Restricted Authorised Deposit-taking Institution licence in Australia.

The Group approved a fully imputed final dividend of 5.5 cents per share on 22 August 2022.

There were no other events subsequent to the reporting period which would materially affect the consolidated financial statements.



Independent Auditor's Report

To the shareholders of Heartland Group Holdings Limited

Report on the audit of the consolidated financial statements

Opinion

In our opinion, the consolidated financial statements of Heartland Group Holdings Limited and its subsidiaries (the "Group") on pages 7 to 67 present fairly in all material respects the Group's financial position as at 30 June 2022 and its financial performance and cash flows for the year ended on that date in accordance with New Zealand Equivalents to International Financial Reporting Standards and International Financial Reporting Standards.

We have audited the accompanying consolidated financial statements which comprise:

- the consolidated statement of financial position as at 30 June 2022;
- the consolidated statements of comprehensive income, changes in equity and cash flows for the year then ended; and
- notes, including a summary of significant accounting policies.



Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (New Zealand) ("ISAs (NZ)"). We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

We are independent of the Group in accordance with Professional and Ethical Standard 1 *International Code of Ethics for Assurance Practitioners (Including International Independence Standards) (New Zealand)* issued by the New Zealand Auditing and Assurance Standards Board and the International Ethics Standards Board for Accountants' *International Code of Ethics for Professional Accountants (including International Independence Standards)* (the "IESBA Code"), and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code.

Our responsibilities under ISAs (NZ) are further described in the *Auditor's responsibilities for the audit of the consolidated financial statements* section of our report.

Our firm has also provided other services to the Group in relation to the review of the Group's consolidated interim financial statements, regulatory assurance services, agreed upon procedure engagements and supervisor reporting. Subject to certain restrictions, partners and employees of our firm may also deal with the Group on normal terms within the ordinary course of trading activities of the business of the Group. These matters have not impaired our independence as auditor of the Group. The firm has no other relationship with, or interest in, the Group.



Materiality

The scope of our audit was influenced by our application of materiality. Materiality helped us to determine the nature, timing and extent of our audit procedures and to evaluate the effect of misstatements, both individually and on the consolidated financial statements as a whole. The materiality for the consolidated financial statements as a whole was set at \$6,540,000 determined with reference to a benchmark of the Group's profit before tax. We chose the benchmark because, in our view, this is a key measure of the Group's performance.

We agreed with the Board Audit and Risk Committee that we would report to them, misstatements identified during our audit above \$320,000 as well as misstatements below that amount that, in our view, warranted reporting for qualitative reasons.



Key audit matters

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the consolidated financial statements in the current period. We summarise below those matters and our key audit procedures to address those matters in order that the shareholders as a body may better understand the process by which we arrived at our audit opinion. Our procedures were undertaken in the context of and solely for the purpose of our statutory audit opinion on the consolidated financial statements as a whole and we do not express discrete opinions on separate elements of the consolidated financial statements

The key audit matter

How the matter was addressed in our audit

Provision for impairment of finance receivables

Refer to notes 1, 13 and 23 to the consolidated financial statements.

The provision for impairment of finance receivables is a key audit matter due to the financial significance and the inherent complexity of the Group's expected credit loss ("ECL") models.

Significant judgement and estimates are required to incorporate forward-looking information to reflect future economic conditions.

The collective provision is estimated through the ECL models using historical data which is adjusted for forward looking information and the assigned risk grade or arrears status. Additionally, management apply judgement in the determination of provision overlays to adjust for future market conditions.

The level of judgement involved in determining the provision for collectively impaired assets requires us to challenge the appropriateness of management's assumptions.

The provision for individually impaired assets is based on the application of management judgement regarding expected future cashflows, which are inherently uncertain.

Our procedures, amongst others, included:

- Assessing the Group's governance and oversight, including the continuous reassessment of overall provisioning;
- Assessing the Group's significant accounting policies and expected credit loss ("ECL") modelling methodology against the requirements of the standards and underlying accounting records;
- Testing key controls including the arrears calculations, customer loan ratings, annual loan reviews, credit risk reviews and data reconciliations between the ECL models and source systems;
- Assessing the model output against actual losses incurred by the Group;
- Challenging the key assumptions, including forward looking economic assumptions, against external information including benchmarking management's estimates to a range of observable industry data and market forecasts;
- Evaluating individual credit assessments for a sample of 'rural' and other 'corporate' loans on management's credit watchlist. This included inspection of the latest correspondence with the borrower, assessment of the provision estimates prepared by credit risk officers, and consideration of the resolution strategy. We challenged assumptions and assessed collateral values by comparing them to valuations performed by independent valuers; and
- Assessing the disclosures in the consolidated financial statements against the requirements of NZ IFRS.

From the procedures performed we consider the Group appropriately identified and considered the uncertainties in the provision estimates.



The key audit matter

How the matter was addressed in our audit

Valuation of finance receivables – reverse mortgages

Refer to note 21 of the consolidated financial statements.

The Group's reverse mortgage portfolio is held at fair value.

The fair value calculation is based on the application of management judgement. In assessing the fair value, the Group continuously considers evidence of a relevant active market. In the absence of such a market, in the current period, the Group considered changes since loan origination and expected future cashflows.

The inherent uncertainties include estimated exits, interest rates and security property values.

Our procedures over the fair value loan portfolios, amongst others, included:

- Testing key controls over the accuracy of data impacting the fair value assessment;
- Assessing evidence of a relevant active market or observable inputs; and
- Challenging the key assumptions used by the Group in determining the portfolio's fair value.

The estimates and assumptions used to determine the valuation of finance receivables are reasonable, with no evidence of management bias or influence identified from our procedures.

Operation of IT systems and controls

The Group is reliant on complex IT systems for the processing and recording of significant volumes of transactions and other core banking activity.

For significant financial statement balances, such as finance receivables and deposits, where relevant, our audit involves an assessment of the design of the Group's internal control environment. There are some areas of the audit where we seek to test and place reliance on IT systems, automated controls and reporting.

The effective operation of these controls is dependent upon the Group's general IT control environment, which incorporates controls relevant to IT system changes and development, IT operations, and developer and user access.

Our audit procedures, amongst others, included:

- Gaining an understanding of business processes, key controls and IT systems relevant to significant financial statement balances, including technology services provided by a third party;
- Assessing the effectiveness of the IT control environment, including core banking IT systems, key automated controls and reporting; and
- Evaluating general IT controls relevant to IT system changes and development, IT operations, and developer and user access.

Where we noted design or operating effectiveness matters relating to IT system or application controls relevant to our audit, we performed alternative audit procedures. We also identified and tested mitigating controls in order to respond to the impact on our overall audit approach.

We did not identify any material issues or exceptions from those additional procedures.

Other information

The Directors, on behalf of the Group, are responsible for the other information included in the entity's Annual Report. Other information may include the Chairman's Report, Chief Executive Officer's Report and disclosures relating to corporate governance. Our opinion on the consolidated financial statements does not cover any other information and we do not express any form of assurance conclusion thereon.

The Annual Report is expected to be made available to us after the date of this Independent Auditor's Report. Our responsibility is to read the Annual Report when it becomes available and consider whether the other information it contains is materially inconsistent with the consolidated financial statements, or our knowledge obtained in the audit, or otherwise appear misstated. If so, we are required to report such matters to the Directors.



Use of this independent auditor's report

This independent auditor's report is made solely to the shareholders as a body. Our audit work has been undertaken so that we might state to the shareholders those matters we are required to state to them in the independent auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the shareholders as a body for our audit work, this independent auditor's report, or any of the opinions we have formed.



Responsibilities of the Directors for the consolidated financial statements

The Directors, on behalf of the Group, are responsible for:

- the preparation and fair presentation of the consolidated financial statements in accordance with generally accepted accounting practice in New Zealand (being New Zealand Equivalents to International Financial Reporting Standards) and International Financial Reporting Standards;
- implementing necessary internal control to enable the preparation of a consolidated set of financial statements that is fairly presented and free from material misstatement, whether due to fraud or error; and
- assessing the ability to continue as a going concern. This includes disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless they either intend to liquidate or to cease operations or have no realistic alternative but to do so.



Auditor's responsibilities for the audit of the consolidated financial statements

Our objective is:

- to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error; and
- to issue an independent 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 ISAs NZ will always detect a material misstatement when it exists.

Misstatements can arise from fraud or error. They 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 these consolidated financial statements.

A further description of our responsibilities for the audit of these consolidated financial statements is located at the External Reporting Board (XRB) website at:

<http://www.xrb.govt.nz/standards-for-assurance-practitioners/auditors-responsibilities/audit-report-1/>

This description forms part of our independent auditor's report.

The engagement partner on the audit resulting in this independent auditor's report is Graeme Edwards.

For and on behalf of



KPMG
Auckland

22 August 2022