General Finance Limited

Financial Statements

For the year ended 31 March 2023

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General Finance Limited

Business Profile
As at 31 March 2023

Nature of Business	Non-Bank Deposit Taker and Mortgage Lending Company	
Business Address	Level 8, 115 Queen Street Auckland CBD	
Postal Address	PO Box 1314 Shortland Street, Auckland 1010	
Telephone	09 526 5000	
IRD Number	68-422-167	
Share Capital	7,288,382 Ordinary Shares	
		Ordinary
Shareholder	Corporate Holdings Limited	7,288,382
	Total Shares	7,288,382
Directors	Donald F Hattaway *(Independent Non-Executive Chair)* Robert G Hart *(Independent Non-Executive Director)* Gregory J Pearce *(Independent Non-Executive Director)* Anton S I Douglas *(Non-Executive Director)* Brent D King *(Managing Director)*	
Registered Office	Level 8, 115 Queen Street Auckland CBD	
Company Number	AK 860336	
Date of Incorporation	13 June 1997	
Bankers	Bank of New Zealand Limited Westpac New Zealand Limited Heartland Bank	
Auditor	Grant Thornton New Zealand Audit Limited	

Background Information

General Finance was incorporated in 1997 and commenced business in 2001, initially writing and managing prime residential mortgages for an Australasian wholesaler, in competition with the trading banks.

In 2002 we widened our product range, to include non-conforming residential mortgages and in 2003 began offering short term residential loans, as we found that there was a demand not being satisfied through traditional sources.

These short-term loans were secured by first and second mortgages over residential property and the loans were initially funded from our own resources.

Due to the success experienced for this short-term residential mortgage product, we decided, in 2004, to fund part of this growth through the issue of term deposits. We registered our first prospectus for this purpose on 9 November 2004 and were issued with a Non-bank Deposit Taker licence by the Reserve Bank of New Zealand on 13 February 2015.

General Finance Limited has been a survivor of the finance company sector collapse in the mid to late 2000's and traded profitably throughout this period. The latest Product Disclosure Statement was released in May 2021.

In 2018, General Finance Limited became part of General Capital Limited, a listed financial services group. The General Capital Limited group comprises a financial services arm, and a research and advisory arm, Investment Research Group (IRG). General Capital Limited migrated its listing from the NZAX to the NZX Main Board on 1 July 2019.

The Company continues as a specialist lender secured by short term mortgages over residential property and in 2020 expanded its lending to include commercial properties.

Over the past three financial years, business has been strong with the balance sheet growing significantly from active demand on both the deposit and lending sides of the business. Under General Finance's business model, growth in the balance sheet is expected to drive an increase in revenue and profitability.

In the 2023 financial year, the Company's lending activity has greatly increased and accordingly the loan book has grown to a new record high level. This increase in the loan book was funded by strong growth in term deposits and issued share capital. The growth in the loan book has resulted in increased revenue and profitability.

General Finance Limited

Directors' Statement
For the year ended 31 March 2023

In accordance with Section 208 and 211 of the Companies Act 1993, the Directors present the Annual Report for the Company, including the attached Financial Statements and Independent Auditor’s Report thereon.

The Directors are responsible for the preparation of financial statements, in accordance with generally accepted accounting practice in New Zealand, that give a true and fair view of the matters to which they relate, and for such internal control as the Directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

The Directors consider that the financial statements have been prepared using appropriate accounting policies consistently applied and supported by reasonable judgments and estimates and that all the relevant financial reporting and accounting standards have been followed.

The Directors believe that proper accounting records have been kept which enable, with reasonable accuracy, the determination of the financial position of the Company and facilitate compliance of the financial statements with the Financial Reporting Act 1993.

The shareholders of the Company have exercised their right under Section 211(3) of the Companies Act 1993 and have agreed that this Annual Report need not include disclosure of the information specified in paragraphs (a) and (e) to (j) of Section 211(1) of the Act.

The Directors of the company authorise the financial statements set out on pages 9 to 43 for issue.

For and on behalf of the Board

OHattaway	
Director	**Director**
Date: 22 June 2023	Date: 22 June 2023

Independent Auditor's Report

Grant Thornton New Zealand Audit Limited
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Auckland 1140

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To the Shareholder of General Finance Limited

Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of General Finance Limited (the 'Company') on pages 9 to 43 which comprise the statement of financial position as at 31 March 2023, and the statement of comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of General Finance Limited as at 31 March 2023 and its financial performance and cash flows for the year then ended in accordance with the New Zealand equivalents to International Financial Reporting Standards (NZ IFRS) issued by the New Zealand Accounting Standards Board.

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (New Zealand) (ISAs (NZ)) issued by the New Zealand Auditing and Assurance Standards Board. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Company 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) (IESBA Code*, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Other than in our capacity as auditor and the provision of other assurance services, we have no relationship with, or interests in, the Company.

Other Matter

The financial report of General Finance Limited for the year ended 31 March 2022 was audited by another auditor who expressed an unmodified opinion on those statements on the 28th of June 2022.

Key Audit Matters

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the financial statements of the current period. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

Why the audit matter is significant	How our audit addressed the key audit matter
Allowance for impairment losses from loan receivables The allowance for impairment losses from loan receivables to customers amounts to $776,265 in the financial statements as at 31 March 2023. The assessment of the allowance for impairment losses (expected credit losses) is complex and requires significant judgement and estimation. Key areas of judgment included the identification of loans with an increase in credit risk and assumptions used in the credit loss model, for both the 12 month and lifetime expected credit losses. This was a key audit matter due to the significance of the judgements and estimates applied in determining the allowance for impairment losses from loan receivables on the financial statements. The principles for determining the allowance for impairment losses from loan receivables are described in note 2.3 and the review of the allowance for impairment losses is disclosed in note 7 of the financial statements.	We have: • Obtained an understanding of the lending processes and controls and models used to determine the allowance for impairment losses from loan receivables, including event identification, collateral valuation and how management's estimates and judgements are determined. • For a selection of loans issued by the Company, we inspected the loan agreement and other available information that formed part of management's loan approval process (such as credit scores and security details), and reviewed management's approval process controls, to determine whether loans were appropriately approved and that the information available supported any conclusions reached about the expected credit loss at that point. • We identified loans for which we believed there may be indicators of impairment. We considered management's conclusions regarding impairment for each of these loans individually. • For each significant identified loan with indicators of impairment, we tested whether there was adequate security against each advance in order to recover the outstanding balance. Where provided, we considered adequacy of third-party valuations, and also verified any prior ranking securities to independent sources. • For the collective provisioning model, we: (a) Recalculated the provision based on the input factors identified by management as part of the expected credit loss methodology; (b) Assessed the calculation of the expected credit losses model against the requirements of NZ IFRS 9 *Financial Instruments* for the recognition and measurement of 12 month and lifetime expected credit losses on financial assets. (c) Assessed the judgements made by management regarding the assumptions used for the expected credit loss methodology, including challenging the appropriateness of current and future external factors. • We assessed the appropriateness of the Company disclosures in the financial reports against the requirements of the accounting standards.

Information Other than the Financial Statements and Auditor's Report thereon

The Directors are responsible for the other information. The other information comprises the information included in the Business Profile, Background Information, and the Directors' Statement but does not include the financial statements and our auditor's report thereon.

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

In connections with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements, or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Directors' responsibilities for the Financial Statements

The Directors are responsible on behalf of the Company for the preparation and fair presentation of the financial statements in accordance with New Zealand equivalents to International Financial Reporting Standards issued by the New Zealand Accounting Standards Board, and for such internal control as the Directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible on behalf of the Company for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs (NZ) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of the auditor's responsibilities for the audit of the financial statements is located on the External Reporting Board's website at: https://www.xrb.govt.nz/assurance-standards/auditors-responsibilities/audit-report-2/

Restriction on use of our report

This report on the financial statements is made solely to the Company's shareholder. Our audit work has been undertaken so that we might state to the Company's shareholder those matters which we are required to state to them in an 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 Company and the Company's shareholder for our audit work, for this report or for the opinion we have formed.

Grant Thornton New Zealand Audit Limited

Grant Thornton

Ryan Campbell

Partner

Auckland

22 June 2023

General Finance Limited

Statement of Comprehensive Income
For the year ended 31 March 2023

	Notes	2023 $	2022 $
Interest income	**4**	10,580,049	5,608,931
Interest expense		(5,224,192)	(2,970,937)
Net interest income		5,355,857	2,637,994
Fee and commission income		2,980,148	1,894,291
Fee and commission expense		(781,120)	(500,302)
Net fee and commission income		2,199,028	1,393,989
Other revenue		23,456	5,690
Net revenue		7,578,341	4,037,673
Increase in allowance for expected credit losses	**7**	(573,970)	(66,266)
Personnel expenses		(1,062,811)	(811,571)
Depreciation and amortisation expense	**9, 10, 11**	(93,683)	(98,435)
Occupancy expenses		(1,986)	721
Other operating expenses	**5**	(1,493,811)	(999,656)
Profit before income tax		4,352,080	2,062,466
Income tax expense	**8**	(1,106,760)	(525,588)
Net profit attributable to the shareholders of the Company		**3,245,320**	**1,536,878**
Other comprehensive income			
Other comprehensive income		-	-
Total comprehensive income attributable to the shareholders of the Company		**3,245,320**	**1,536,878**

The accompanying notes form part of and should be read in conjunction with the Financial Statements.

General Finance Limited

Statement of Changes in Equity
For the year ended 31 March 2023

	Notes	Share Capital	Retained Earnings	Total
Balance at 1 April 2021		**4,950,000**	**1,106,124**	**6,056,124**
Profit for the year		-	1,536,878	1,536,878
Other comprehensive income		-	-	-
Total comprehensive income for the year		**-**	**1,536,878**	**1,536,878**
Transactions with owners in their capacity as owners:				
Contributions of equity	**13, 17**	2,150,000	-	2,150,000
Balance at 31 March 2022		**7,100,000**	**2,643,002**	**9,743,002**
Profit for the year		-	3,245,320	3,245,320
Other comprehensive income		-	-	-
Total comprehensive income for the year		**-**	**3,245,320**	**3,245,320**
Transactions with owners in their capacity as owners:				
Contributions of equity	**13, 17**	3,000,000	-	3,000,000
Taxable Bonus Issue	**13,17**	2,474,234	(2,474,234)	-
		5,474,234	(2,474,234)	3,000,000
Balance at 31 March 2023		**12,574,234**	**3,414,088**	**15,988,322**

The accompanying notes form part of and should be read in conjunction with the Financial Statements.

General Finance Limited

Statement of Financial Position
As at 31 March 2023

	Notes	2023 $	2022 $
Share capital	**13**	12,574,234	7,100,000
Retained earnings		3,414,088	2,643,002
Total equity		**15,988,322**	**9,743,002**
Assets			
Cash and cash equivalents	**6**	9,443,743	16,394,852
Other current assets		223,331	83,404
Related party receivables	**17**	12,608	13,337
Bank deposits	**6**	8,924,560	2,450,000
Loan receivables	**7**	108,834,304	80,027,661
Property, plant and equipment	**9**	1,336	-
Right of use assets	**10**	-	92,897
Intangible assets	**11**	-	638
Deferred tax asset	**8**	245,922	88,430
Total assets		**127,685,804**	**99,151,219**
Liabilities			
Accounts payable and accruals		648,779	478,945
Related party payables	**17**	136,933	249,377
Term deposits	**12**	109,886,032	88,047,219
Lease liabilities	**10**	-	109,218
Income tax payable	**8**	1,025,738	523,458
Total liabilities		**111,697,482**	**89,408,217**
Net assets		**15,988,322**	**9,743,002**

Authorised for issue on behalf of the Board:

Director

Date: 22 June 2023

Director

Date: 22 June 2023

The accompanying notes form part of and should be read in conjunction with the Financial Statements.

General Finance Limited

Statement of Cash Flows
For the year ended 31 March 2023

	Notes	2023	2022
Cash flows from / (to) operating activities		**$**	**$**
Cash was provided from (applied to)			
Interest received		10,620,239	5,665,761
Other income		4,755	5,690
Loan fees, commission and other income		2,240,830	1,593,866
Payments to suppliers and employees		(3,480,909)	(2,077,911)
Interest paid		(4,651,739)	(2,710,854)
Income tax paid		(761,973)	(88,478)
Net cash flows from operating activities before changes in operating assets and liabilities		3,971,203	2,388,074
Term deposit (net receipts)		21,286,866	29,953,748
Loan receivables (net advances)		(28,618,533)	(25,995,058)
Net cash inflow / (outflow) from / (to) operating activities	**23**	(3,360,464)	6,346,764
Cash flows from / (to) investing activities			
Cash was applied from / (applied to)			
Sales of bonds		-	194,018
Investments in bank deposits		(6,474,560)	550,000
Investments in property, plant and equipment		(1,484)	-
Net cash inflow / (outflow) from / (to) investing activities		(6,476,044)	744,018
Cash flows from / (to) financing activities			
Cash was provided from / (applied to)			
Shares issued		3,000,000	2,150,000
Lease Payments	**24**	(114,601)	(94,005)
Net cash inflow from financing activities		2,885,399	2,055,995
Net cash and cash equivalents movement for year		(6,951,109)	9,146,777
Opening cash and cash equivalents balance	**6**	16,394,852	7,248,075
Closing cash and cash equivalents balance		**9,443,743**	**16,394,852**

The accompanying notes form part of and should be read in conjunction with the Financial Statements

1.0 Reporting and Accounting Basis

1.1 Reporting Entity

The financial statements presented here are for the entity General Finance Limited.

General Finance Limited (the "Company") is a finance and mortgage lending company incorporated in New Zealand. The Company's ultimate parent company is General Capital Limited, a NZX listed entity.

The Company, a profit-oriented entity, is a limited liability company registered under the Companies Act 1993. The address of its registered office is Level 8, 115 Queen Street, Auckland CBD, New Zealand.

1.2 Reporting Framework

The financial statements have been prepared in accordance with the Companies Act 1993. In accordance with the provisions of the Financial Reporting Act 2013 and the Financial Market Conducts Act 2013, the Company is an FMC Reporting Entity.

These financial statements have also been prepared in accordance with Generally Accepted Accounting Practice in New Zealand (NZ GAAP). They comply with New Zealand equivalents to International Financial Reporting Standards (NZ IFRS) and other applicable Financial Reporting Standards as appropriate to for-profit tier 1 entities. They comply with the International Financial Reporting Standards (IFRS) and International Financial Reporting Interpretations Committee (IFRIC) interpretations.

These financial statements have been prepared on a going concern basis, which contemplates continuity of normal business activities and the realisation of assets and the settlement of liabilities in the ordinary course of business, in accordance with historical cost concepts, as modified by the revaluation of certain assets and liabilities as identified in the accounting policies below.

The presentation and functional currency used by the Company is New Zealand dollars. In presenting amounts in the financial statements these amounts have been rounded to the nearest dollar.

1.3 Specific Accounting Policies

The following particular accounting policies, which materially affect the measurement of profit and financial position, have been applied:

Interest revenue and expense recognition

Interest income and interest expense are recognised in profit or loss using the effective interest method. The effective interest method calculates the amortised cost of a financial asset or liability and allocates the interest income and directly related fees (including loan origination fees) and transaction costs (including commission expenses) that are an integral component of the effective interest rate over the expected life of the financial asset or liability.

Income Tax

Income tax expense comprises current and deferred tax. Income tax expense is recognised in expenses except to the extent that it relates to items recognised directly in equity, in which case it is recognised in equity.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted or substantively enacted at the reporting date, and any adjustment to tax payable in respect of previous years.

Deferred tax is recognised using the liability method, providing for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Deferred tax is measured at the tax rates that are expected to be applied to the temporary differences when they reverse, based on the laws that have been enacted or substantively enacted by the reporting date.

A deferred tax asset is recognised to the extent that it is probable that future taxable profits will be available against which temporary differences can be utilised. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

Financial instruments

Initial recognition

Financial assets and financial liabilities are recognised in the company's statement of financial position when the company becomes a party to the contractual provisions of the instrument.

Financial assets and financial liabilities are initially measured at fair value. Transaction costs that are directly attributable to the acquisition or issue of financial assets and financial liabilities are added to or deducted from the fair value of the financial assets or financial liabilities, as appropriate, on initial recognition.

Financial Assets

All recognised financial assets are measured subsequently in their entirety at either amortised cost or fair value, depending on the classification of the financial assets.

Classification of financial assets

Financial assets that meet the following conditions are measured subsequently at amortised cost:
- the financial asset is held within a business model whose objective is to hold financial assets in order to collect contractual cash flows; and
- the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

Financial assets that meet the following conditions are measured subsequently at fair value through other comprehensive income (FVTOCI):
- the financial asset is held within a business model whose objective is achieved by both collecting contractual cash flows and selling the financial assets; and
- the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

By default, all other financial assets are measured subsequently at fair value through profit or loss (FVTPL).

The Company's financial assets measured at amortised cost include, trade receivables, loan receivables, and other receivables. The Company's assets measured at FVTOCI include listed corporate and local government bonds. The Company has no assets measured at FVTPL.

(i) Amortised cost and effective interest method

The effective interest method is a method of calculating the amortised cost of a financial asset and of allocating interest income over the relevant period.

For financial assets, the effective interest rate is the rate that exactly discounts estimated future cash receipts (including all fees and points paid or received that form an integral part of the effective interest rate, transaction costs and other premiums or discounts) excluding expected credit losses (ECL), through the expected life of the financial asset, or, where appropriate, a shorter period, to the gross carrying amount of the financial asset on initial recognition.

The amortised cost of a financial asset is the amount at which the financial asset is measured at initial recognition minus the principal repayments, plus the cumulative amortisation using the effective interest method of any difference between that initial amount and the maturity amount, adjusted for any loss allowance. The gross carrying amount of a financial asset is the amortised cost of a financial asset before adjusting for any loss allowance.

Interest income is recognised using the effective interest method for financial assets measured subsequently at amortised cost and at FVTOCI.

For financial assets that have subsequently become credit-impaired, interest income is recognised by applying the effective interest rate to the amortised cost of the financial asset. If, in subsequent reporting periods, the credit risk on the credit-impaired financial instrument improves so that the financial asset is no longer credit-impaired, interest income is recognised by applying the effective interest rate to the gross carrying amount of the financial asset.

Modification of financial assets

When the contractual cash flows of a financial asset are renegotiated or otherwise modified and the renegotiation or modification does not result in the derecognition of that financial asset, the Company recalculates the gross carrying amount of the financial asset and recognises a modification gain or loss in profit or loss. The gross carrying amount of the financial asset shall is recalculated as the present value of the renegotiated or modified contractual cash flows that are discounted at the financial asset's original effective interest. Any costs or fees incurred adjust the carrying amount of the modified financial asset and are amortised over the remaining term of the modified financial asset.

Impairment of financial assets

The Company recognises a loss allowance for expected credit losses on financial assets that are measured at amortised cost. The amount of expected credit losses is updated at each reporting date to reflect changes in credit risk since initial recognition of the respective financial assets.

The Company recognises lifetime ECL for trade and other receivables. The expected credit losses on these financial assets are estimated using a provision matrix based on the Company's historical credit loss experience, adjusted for factors that are specific to the debtors, general economic conditions and an assessment of both the current as well as the forecast direction of conditions at the reporting date, including time value of money where appropriate (also refer note 2.3).

For loan receivables, the Company applies a three-stage test to measuring ECLs. Assets may migrate through the following stages based on their change in credit quality.

Stage 1 12-month ECL (past due 30 days or less)
Where there has been no evidence of a significant increase in credit risk since initial recognition, ECLs that result from possible default events within 12 months are recognised.

Stage 2 Lifetime ECL not credit impaired (between 30 and 90 days past due)
Where there has been a significant increase in credit risk, ECLs that result from all possible default events over the life of the loan are recognised.

Stage 3 Lifetime ECL credit impaired (greater than 90 days past due)
Where loans are in default or otherwise credit impaired, ECLs that result from all possible default events over the life of the loan are recognised.

(i) Significant increase in credit risk

In assessing whether the credit risk on a financial asset has increased significantly since initial recognition, the Company compares the risk of a default occurring on the financial asset at the reporting date with the risk of a default occurring on the financial asset at the date of initial recognition. In making this assessment, the Company considers its historical loss experience and adjust this for current observable data. This data includes any payment defaults by the borrower, known or expected defaults by the borrower on similar obligations (other loans), uninsured deterioration of the security property and any changes in the borrowers circumstances which could impact on their ability to repay either interest or principal amounts on their due date. The Company also considers changes or forecast changes to macroeconomic factors including property prices, unemployment, interest rates, gross domestic product and inflation.

The nature of the Company's loan receivables is property lending with a predominant focus on the underlying security value of the loan receivable (i.e. the residential property value) in the credit assessment. The loans are predominantly advanced on twelve-month terms but range between three-month and four-year terms. Credit risk information is updated and monitored regularly. Loan receivables are subject to ongoing scrutiny, as a key component of credit risk management, with reporting of summarised credit risk information to the Company's directors on at least a monthly basis.

Irrespective of the outcome of the above assessment, the Company presumes that the credit risk on a financial asset has increased significantly since initial recognition when contractual payments are more than 30 days past due, unless the Company has reasonable and supportable information that demonstrates otherwise, for instance when the Company is made aware of a property sale and purchase agreement or refinancing agreement which provides sufficient evidence that all of the borrower's obligations including default interest will be met.

The Company regularly monitors the effectiveness of the criteria used to identify whether there has been a significant increase in credit risk and revises them as appropriate to ensure that the criteria are capable of identifying significant increase in credit risk before the amount becomes past due.

(ii) Definition of default

The Company considers that default has occurred when a financial asset is more than 90 days past due unless the Company has reasonable and supportable information to demonstrate that a more lagging default criterion is more appropriate, for instance when the Company is made aware of a property sale and purchase agreement or refinancing agreement which provides sufficient evidence that all of the borrower's obligations including default interest will be met.

(iii) Credit-impaired financial assets

A financial asset is credit-impaired when one or more events that have a detrimental impact on the estimated future cash flows of that financial asset have occurred. Evidence that a financial asset is credit-impaired includes observable data about the following events:

a) an increase in loan to valuation ratio caused by either declining property security values or increases in the loan balance;
b) significant financial difficulty of the borrower; and
c) a breach of contract, such as a default or past due event (see (ii) above).

(iv) Write-off policy

The Company writes off a financial asset when there is information indicating that the borrower is in severe financial difficulty and there is no realistic prospect of recovery, for example an unsecured financial asset whereby the borrower has no realistic ability to meet their financial obligations to the Company. Financial assets written off may still be subject to enforcement activities under the Company's recovery procedures, taking into account legal advice where appropriate. Any recoveries made are recognised in profit or loss.

v) Measurement and recognition of expected credit losses

The measurement of expected credit losses is a function of the probability of default, loss given default (i.e. the magnitude of the loss if there is a default) and the exposure at default. The assessment of the probability of default and loss given default is based on historical data adjusted for forward-looking information including macroeconomic factors as described above. Given the Company's loan book is all secured over property, the single most significant factor for loss given default is the value of the security property, time to realise security, any known or expected uninsured deterioration of the property, or any forecast reduction in property values.

As for the exposure at default, for financial assets, this is represented by the assets' gross carrying amount at the reporting date.

For financial assets, the expected credit loss is estimated as the difference between all contractual cash flows that are due to the Company in accordance with the contract and all the cash flows that the Company expects to receive, discounted at the original effective interest rate. In instances where the probability of default has increased significantly (a significant increase in credit risk), or where the loan is in default, the expected credit loss (or loss given default) may not increase significantly due to the Company's lending criteria which prohibits lending when the loan to valuation ratio (LVR) exceeds 75%. This means in general that the Company expects that the present value of expected cash flows from a loan in default to approximate the carrying value of the loan prior to the default event, except in cases where the LVR has increased considerably due to a reduction in the security property valuation or a significant increase in the loan balance.

If the Company has measured the loss allowance for a financial asset at an amount equal to lifetime ECL in the previous reporting period, but determines at the current reporting date that the conditions for lifetime ECL are no longer met, the Company measures the loss allowance at an amount equal to 12-month ECL at the current reporting date.

The Company recognises an impairment gain or loss in profit or loss for all financial assets with a corresponding adjustment to their carrying amount through a loss allowance account.

Derecognition of financial assets

The Company derecognises a financial asset only when the contractual rights to the cash flows from the asset expire.

On derecognition of a financial asset measured at amortised cost, the difference between the asset's carrying amount and the sum of the consideration received and receivable is recognised in the statement of comprehensive income.

Financial Liabilities

Classification of financial liabilities

Financial liabilities are measured at amortised cost.

(ii) Financial liabilities measured at amortised cost

At initial recognition financial liabilities are measured at fair value plus transaction costs that are directly attributable to the issue of the financial liabilities. The amortised cost of a financial liability is the amount at which the financial liability is measured at initial recognition minus the principal repayments, plus the cumulative amortisation using the effective interest method of any difference between that initial amount and the maturity amount.

The effective interest method is a method of calculating the amortised cost of a financial liability and of allocating interest expense over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash payments (including all fees and points paid or received that form an integral part of the effective interest rate, transaction costs and other premiums or discounts) through the expected life of the financial liability, or (where appropriate) a shorter period, to the amortised cost of a financial liability.

The Company's financial liabilities measured at amortised cost include other payables, term deposits and lease liability.

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

Leases

The Company leases an office premises and carparks. Rental contracts are typically made for fixed periods but may have extension options as described below. Lease terms are negotiated on an individual basis and contain a wide range of different terms and conditions.

Leases are recognised as a right of use asset and a corresponding liability at the date at which the leased asset is available for use by the Company. Each lease payment is allocated between the liability and finance cost. The finance cost is charged to profit or loss over the lease period so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period. The right of use asset is depreciated over the shorter of the asset's useful life and the lease term on a straight-line basis.

Assets and liabilities arising from a lease are initially measured on a present value basis. Lease liabilities include the net present value of the following lease payments:
- fixed payments (including in-substance fixed payments), less any lease incentives receivable;
- variable lease payment that are based on an index or a rate;
- amounts expected to be payable by the lessee under residual value guarantees;
- the exercise price of a purchase option if the lessee is reasonably certain to exercise that option; and
- payments of penalties for terminating the lease, if the lease term reflects the lessee exercising that option.

The lease payments are discounted using the interest rate implicit in the lease. If that rate cannot be determined, the lessee’s incremental borrowing rate is used, being the rate that the lessee would have to pay to borrow the funds necessary to obtain an asset of similar value in a similar economic environment with similar terms and conditions.

Right-of-use assets are measured at cost comprising the following:
- the amount of the initial measurement of lease liability;
- any lease payments made at or before the commencement date less any lease incentives received;
- any initial direct costs; and
- restoration costs.

Payments associated with short-term leases and leases of low-value assets are recognised on a straight-line basis as an expense in profit or loss. Short-term leases are leases with a lease term of 12 months or less. Low-value assets comprise mobile phones.

Extension options are included in the Company's leases and are exercisable only by the Company and not by the respective lessor.

The Company has applied judgement to determine the lease term for lease contracts which include renewal options. The assessment of whether the Company is reasonably certain to exercise such options impacts the lease term, which significantly affects the amount of lease liabilities and right-of-use assets.

A deferred tax asset is raised for the tax impact of the changes in recognised lease related assets and liabilities.

In the statement of cash flows, lessees present:
- Short-term lease payments, payments for leases of low-value assets and variable lease payments not included in the measurement of the lease liability as part of operating activities;
- Cash paid for the interest portion of a lease liability as either operating activities or financing activities, as permitted by NZ IAS 7 Statement of Cash Flows (the Company has opted to include interest paid as part of operating activities, consistent with its presentation of interest paid on financial liabilities); and
- Cash payments for the principal portion for a lease liability, as part of financing activities.

Goods and services tax (GST)

The Company is involved in exempt activities for Goods and Services Tax purposes. Accordingly, it is not required to account for GST on its revenues. Expenditure items are stated inclusive of GST where applicable. Receivables and Payables are stated inclusive of GST where applicable.

Cash and cash equivalents

Cash and cash equivalents includes demand deposits with an original term of less than or equal to 3 months as per NZ IAS7 which are considered highly liquid investments that are readily convertible into cash and used by the Company as part of day-to-day cash management.

Statement of cash flows

The Statement of Cash Flows has been prepared using the direct method modified by the netting of certain cash flows, in order to provide more meaningful disclosure.

The advances to and repayments received from borrowers in relation to loan receivables are considered operating activities and are reported on a net basis in the Statement of Cash Flows.

Proceeds from deposits issued and repayments to deposit investors are considered operating activities and are also reported on a net basis in the Statement of Cash Flows.

1.4 Standards and interpretations to published standards that are not yet effective

A number of new standards and amendments to standards and interpretations are issued but not yet effective. None of these are expected to have a significant effect on the financial statements of the Company.

2. Significant accounting estimates and judgments

There are a number of significant accounting treatments which include complex or subjective judgments and estimates that may affect the reported amounts of assets in these financial statements. Estimates and judgments are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

An explanation of the judgments and estimates made by the Company in the process of applying its accounting policies, that have the most significant effect on the amounts recognised in the financial statements, are set out below.

2.1 Increased level of inherent uncertainty in the significant accounting estimates and judgments arising from the post pandemic economic environment, high inflation, high interest rates, uncertainty in the property market, financial market uncertainties and post natural disaster environment.

The current high interest rates and falling property prices are still an evolving situation, along with the high inflation, skills shortages, natural disasters, challenging international conditions, global supply chain disruptions, and the flow on effects from the conflict between Ukraine and Russia and European geopolitical uncertainty, which is having a significant impact on energy prices, as well as financial markets across the globe. The ongoing recovery post cyclone Gabrielle, current adverse macro and micro economic conditions and adverse global events mentioned have lowered overall economic activity and confidence is resulting in significant volatility and instability in financial markets and economic uncertainty. Consequently, there has been an increase in the level of inherent uncertainty in the critical accounting estimates and judgements applied by Management in the preparation of these financial statements. All reasonably known and available information with respect to the natural disasters, current adverse macro and micro economic conditions and adverse global events has been taken into consideration in the critical accounting estimates and judgements applied by Management, and all reasonably determinable adjustments have been made in preparing these financial statements.

As a result of the above, the Company anticipates that lowered levels of economic activity and confidence will continue for at least the short to medium term and may result in increased business failures and unemployment levels in New Zealand.

Consequently, the Company has concluded that there has been an increase in the level of inherent uncertainty in the significant accounting estimates and judgements applied by Management in the preparation of these financial statements (refer note 2.2 and 2.3).

These financial statements have been prepared based upon conditions existing as at 31 March 2023 and consider those events occurring subsequent to that date that provide evidence of conditions that existed at the end of the reporting period. As the above events occurred before 31 March 2023, its impacts are considered an event that is indicative of conditions that arose prior to reporting period. Accordingly, as at the date of signing these financial statements, all reasonably known and available information with respect to the current adverse macro and micro economic conditions, adverse global events, uncertainty in the property market, high interest rates and impacts caused by cyclone Gabrielle have been taken into consideration in the critical accounting estimates and judgements applied by Management (refer note 2.2 and 2.3 below) and all reasonably determinable adjustments have been made in preparing these financial statements.

2.2 Applicability of the going concern basis of accounting

Whilst the above-stated factors have lowered overall economic activity and confidence, Management have assessed and determined that the Company's application of the going concern basis of accounting remains appropriate.

The Company has responded to the above economic conditions in the following ways:

- Undertook an analysis of its forecast cashflows to evaluate of the appropriateness of the Company's continued application of the going concern basis of accounting. This forecast cashflows took into consideration the Company's expectation of the impact of the above-stated factors on its earnings, cash flow and financial position.
- Assessed the direct and indirect financial impacts on the carrying value of reported amounts of assets, liabilities, revenues and expenses.
- Implemented and enacted appropriate health and safety responses.

Cashflow forecast and going concern

When preparing the 31 March 2022 financial statements, the Company determined that based on the existing pandemic and economic conditions in New Zealand, the Company expected favourable trends to continue including:

1. Term deposit reinvestment rates to continue at the averages of 70-80%.
2. New term deposit investments to continue growing.
3. Loans will be repaid on or close to their maturity date (with the exception of loans rolled over in line with the Company's lending policies).
4. No significant reduction in loan security values is anticipated, however Management recognises that given the current adverse macro and micro economic conditions and adverse global events, the resulting increases in interest rates and inflation, in particular could have an impact on loan security values. As a result, Management have performed sensitivity analysis, factoring in a 25% drop in property values (as described further in the note).
5. No significant reduction of the net interest margin *(the difference between lending and term deposit liabilities)* in the event of the Reserve Bank of New Zealand (RBNZ) increasing the official cash rate due to elevated inflation rates which could lead to a potential increase in cost of term deposit liabilities.

The Company had excellent outcomes although there were variations in independent points compared to the expected trends assumed in preparing the 31 March 2022 financial statements going concern considerations. These are detailed further below:

1) The Company expected term deposit reinvestment rates to continue at the average of 70-80%. Actual average reinvestment rate was 70% for the year ended 31 March 2023.

2) The Company expected new term deposit investments to continue growing. Actual new term deposit investments were on average $4.2m per month for the full year ended 31 March 2023 (Actual new term deposit investment was on average $3.3m per month for the full year ended 31 March 2022).

3) The Company expected loans to be repaid on or close to their maturity date (with the exception of loans rolled over in line with the Company's lending policies). The Company's lending activity has increased and accordingly the loan book has grown to a new record high level of $110.5m as at 31 March 2023 (31 March 2022: $80.9). This increase in the loan book was funded by growth in term deposits. The growth in the loan book has resulted in increased profitability.

   As at 31 March 2023 the value of loan arrears increased to $13.52m (March 2022: $1.79m). These loan arrears include $4.06m of loans past due by greater than 90 days (March 2022: $0.5m). A total of $5.5m of arrears was repaid after the reporting date. These repayments include $2.8m of the arrears past due by greater than 90 days. There were no loan write-offs for the year ended 31 March 2023 (March 2022: $Nil). Note that loan receivables have increased by 36.6% for the year ended 31 March 2023.

4) The Company expected no significant reduction in loan security values. The March 2023 monthly property report dated 18 April 2023 published by the Real Estate Institute of New Zealand (REINZ) showed that the median price had decreased by 12.9% nationally from March 2022 to March 2023. The REINZ House Price Index (HPI) for New Zealand which measures the changing value of residential property nationwide showed an annual decrease of 13.1% for New Zealand. As at 31 March 2023 Management have performed sensitivity analysis, factoring in a 25% drop in property values (as described further in the note).

5) The Company expected no significant reduction of the net interest margin. For the year ended 31 March 2023 the company experienced an increase in the net interest margin due to increases in interest rates earned on loans compared to the interest rates paid on term deposits.

Based on the current economic conditions in New Zealand, the Company currently expects the following trends:

- Term deposit reinvestment rates to be at a slightly lower rate of 65-75%.
- Total term deposits to continue growing.
- Some loans will take longer to collect. Management have increased default penalty interest rates and will target loans with lower loan to valuation ratios.

- Property values to continue to reduce. Management will target loans with lower loan to valuation ratio. Management have performed a sensitivity analysis, factoring in a 25% drop in property values which has resulted in no loss (as described further in the note 2.3). Management will perform quarterly sensitivity analysis factoring in a drop in property values.
- A gradual reduction of the net interest margin *(the difference between lending and term deposit liabilities)* plateauing in the second half the financial year ended 31 March 2024.

During the financial year ended 31 March 2023 the Company has had an upgrade of its Credit Rating twice from BB- with a stable outlook to BB with a stable outlook.

Accordingly, Management have assessed and determined based on forecasts prepared for greater than 12 months from the date of signing, that the Company's application of the going concern basis of accounting remains appropriate.

Direct and indirect financial impacts on the carrying value of reported amounts of assets and liabilities

For the financial year ended 31 March 2023 there have been no material direct or indirect impacts on the reported amount of assets and liabilities, consistent with 31 March 2022 disclosures. Refer to note 2.3 below for further information on expected credit losses on loans receivable.

2.3 Allowance for expected credit losses

Significant increase in credit risk

Expected credit losses ('ECL') are measured as an allowance equal to 12-month ECL, or lifetime ECL for assets with a significant increase in credit risk or in default or otherwise credit impaired. In assessing whether the credit risk of an asset has increased significantly, the Company considers its historical loss experience and adjust this for current observable data. This data includes any payment defaults by the borrower, known or expected defaults by the borrower on similar obligations (other loans), uninsured deterioration of the security property and any changes in the borrowers circumstances which could impact on their ability to repay either interest or principal amounts on their due date. The Company also considers changes or forecast changes to macroeconomic factors including property prices, unemployment, interest rates, gross domestic product and inflation.

Calculation of loss allowance

When measuring ECL the Company uses reasonable and supportable forward-looking information, which is based on assumptions for the future movement of different economic drivers and how these drivers will affect each other.

ECL is based on the difference between the contractual cash flows due and those that the Company would expect to receive, taking into account cash flows from collateral and integral credit enhancements.

Probability of default is an estimate of the likelihood of default over a given time horizon, the calculation of which includes historical data, assumptions and expectations of future conditions.

The ECL is calculated on an individual loan basis though a combination of the assessed lifetime credit default and probability default (referred to as expected loss factor) to the loan balance. The expected loss factor is determined from the Company historical loss experience data.

Historical loss experience data is reviewed by management and adjustments made to reflect current and forward looking economic and credit conditions. In addition, management recognise that a certain level of imprecision exists in any model used to generate risk grading and provisioning levels. As such an adjustment is applied for model risk.

In instances where the probability of default has increased significantly (a significant increase in credit risk), or where the loan is in default, the expected credit loss (or loss given default) may not increase significantly due to the Company's lending criteria which prohibits lending when the loan to valuation ratio (LVR) exceeds 75%. This means in general that the Company expects that the present value of expected cash flows from a loan in default to approximate the carrying value of the loan prior to the default event, except in cases where the LVR has increased considerably due to a reduction in the security property valuation or a significant increase in the loan balance.

Management regularly reviews and adjusts its ECL estimates, judgements, assumptions, and methodologies as data becomes available. Changes in these estimates, judgements, assumptions, and methodologies could have a direct impact on the level of credit provision and credit impairment charge recorded in the financial statements (refer Note 7 Loan Receivables).

If the 12-month ECL rate for loans without a significant increase in credit risk increased/(decreased) by 0.2% higher/(lower) as at 31 March 2023, the loss allowance on loan receivables would have been $202,057 higher/(lower) (March 2022: $158,258 higher/(lower)).

If the lifetime ECL rate for loans with a significant increase in credit risk and credit impaired loans increased/(decreased) by 1.0% higher/(lower) as at 31 March 2023, the loss allowance on loan receivables would have been $94,777 higher/(lower) (March 2022: $17,890 higher/(lower)).

Ongoing post pandemic economic environment, high inflation, high interest rates, uncertainty in the property market, financial market uncertainties, post natural disaster environment on loan receivables and expected credit losses.

The above-stated events have impacted negatively on some borrowers' ability to make their payments as they fell due, this included:

1) Lending institutions increasing their processing times
2) Difficulties in marketing properties
3) Difficulties in proving borrowers future income
4) Delays in supply chains
5) Delays in the council approvals
6) The availability of funding for potential purchasers of the properties the Group has security over.

The highest loan to valuation ratio (LVR) of the Company's loan book as at 31 March 2023 was 67.2% (March 2022: 70.6%) and the weighted average LVR of the loan book was 54.2% (March 2022: 55.3%), based on loan security valuations on origination of the loan.

According to a sensitivity analysis performed on the property security valuations underlying the Company's loan receivables as at 31 March 2023 (factoring in selling costs and time value of money):
1) A 25% drop in residential property values would result in no loan losses (March 2022: $0 – $50,000).
2) A 25% drop in commercial property values would result in no loan losses (March 2022: $nil).

The above sensitivity analysis factors in the expected selling costs of the property as well as the time value of money over the expected time to sell (or to refinance) the property (expected to be no greater than six-months based on the Company's experience). The sensitivity analysis does not factor in potential increases in underlying security value since the origination of the loan.

Expected credit losses:

1) Based on the history of the Company's loan book over the last nine years, the average annual write-offs as a percentage of the average loan receivable balance over the same period was less than 0.10%. This would be an appropriate basis for 12-month expected credit losses in 'normal' economic conditions.
2) The Company recognises that New Zealand's economic forecast for the next 12 months is uncertain due to the impacts of the events described in note 2.1 above. As a result, the Company has concluded that the probability of default has increased. However due to the Company's well secured loan book (as described above), the loss given default and expected credit losses have increased but not by a material amount. As such, the Company has determined that 0.25% (March 2022: 0.25%) of the gross loan balance is a more appropriate expectation of losses for the next 12 months.
3) Lifetime ECL's for loans with a significant increase in credit risk and for loans in default have been calculated based on the Company's expectations for discounted net cash flows from the respective loan receivables over the expected remaining life of the loans in light of ongoing events as described in note 2.1.

3. Management of capital

The Company's capital includes share capital and retained earnings as disclosed in the Statement of Changes in Equity.

The Company's policy is to maintain a strong capital base so as to maintain investor, creditor and market confidence and to sustain future development of the business. In accordance with its Trust Deed, and the Deposit Takers (Credit Ratings, Capital Ratios, and Related Party Exposures) Regulations 2010, and the Non-Bank Deposit Takers Act 2013, the Company has a minimum capital ratio requirement of 8% of capital against risk weighted assets which it is required to maintain. The minimum capital ratio requirement reduced from 15% on 16 September 2019 when the Company published its first credit rating.

The Company has complied with this ratio requirement during the year. As at 31 March 2023, the capital ratio of the Company was 21.83% (2022: 17.9%).

The Company maintains an appropriate buffer above these ratios and reports these to its Board of Directors monthly.

4. Interest income

	2023 $	2022 $
Loan receivables	9,946,809	5,479,529
Other interest income	633,240	129,402
Total interest income	**10,580,049**	**5,608,931**

5. Other operating expenses

	2023 $	2022 $
Auditors Remuneration		
Audit of financial statements		
- Audit of financial statements[1] (Bakertilly Staples Roadway)	-	163,013
- Audit of quarterly trustee certificates (Bakertilly Staples Roadway)	-	3,623
- Audit of financial statements[1] (Grant Thornton New Zealand Audit Ltd)	164,900	-
- Audit of quarterly trustee certificates (Grant Thornton New Zealand Audit Ltd)	3,000	-
Other services		
- Tax compliance fees (BTSR)	-	6,219
Total Fees Paid to the Auditors	167,900	172,855
Directors fees *(note 17)*	126,695	81,950
Directors – Consulting fees *(note 17)*	92,299	17,118
Management Fees *(note 17)*	432,000	156,576

The above items are GST inclusive and are included within other operating expenses in the Statement of Comprehensive Income.

[1] Audit of financial statements fee includes Limited Assurance on General Finance Limited's compliance as evaluated against paragraphs 6.1 (g)(i)-6.1 (g) (iii) of the Debenture Trust Deed dated 2 November 2004 and as amended and restated on the 16th December 2019 and 19th December 2017.

6. Cash and cash equivalents and bank deposits

	2023 $	2022 $
Bank call deposits[1]	8,055,162	10,994,852
Bank term deposits[2]	1,388,581	5,400,000
Total cash and cash equivalents	**9,443,743**	**16,394,852**
Bank term deposits[2] – Current Portion[3]	8,924,560	2,450,000
Total bank deposits	**8,924,560**	**2,450,000**

Interest Rates: [1]Bank call deposits: 0.00% - 4.10% per annum (March 2022: 0.00% - 1.40% per annum).
[2]Bank term deposits: 3.35% - 5.15% per annum (March 2022: 1.10% - 2.05% per annum).
[3]Current Portion of Bank term deposits is contractually repayable within 12 months.

7. Loan receivables

	2023 $	2022 $
First mortgage advances	110,506,174	80,918,034
Second mortgage advances	-	-
	110,506,174	80,918,034
Less deferred fee income and expenditure	(895,605)	(688,078)
Less impairment allowance	(776,265)	(202,295)
Net carrying value	**108,834,304**	**80,027,661**
Current portion	107,703,548	76,954,475
Non-current portion	1,130,756	3,073,186
	108,834,304	**80,027,661**

Primary Loan Security		
Residential housing	92,916,572	69,125,122
Residential bare land	12,383,593	8,691,870
Residential development land and buildings[1]	2,107,329	-
Commercial property[2]	3,098,680	3,101,042
	110,506,174	**80,918,034**

[1]The development was sold and proceeds were received by the Company on 19 April 2023. All principal and interest was recovered. We are waiting receipt of less than $50,000 for costs.

[2]The Company's lending policy allows for a maximum of 30% of total lending to be secured over commercial properties. During the year ended 31 March 2023 the company had 2.8% of commercial lending (2022: 3.8%).

Loan receivables represent loans at commercial interest rates. Current loan receivables are contractually repayable within 12 months. Non-current loan receivables are contractually repayable between 12 months to 24 months from the balance date.

At year end there was $7,510 outstanding loan commitments (loans approved and accepted not yet drawn) including future capitalised interest (March 2022: $4,812,714).

Interest rate: Between 5.45% and 12.90% (2022: Between 5.45% and 12.90%).
Effective interest rate: Between 5.79% and 22.79% (2022: Between 5.79% and 28.78%).
For loans that are in default, additional interest of up to 10% is charged.

The core lending activity of the Company is providing, through a broker network, short term and bridging finance secured by mortgage over property. The majority of loans are entered into with a maturity date within 12 months, with a proposal that repayment will be funded by the sale of the secured property or through refinancing by the borrower. The Company's lending policy allows for a maximum "loan to security value" of 75% (excluding fees and charges) on advances, unless approved by the full board of the company. There are no loans with loan to valuation ratio above 75% at the reporting date (2022: none).

Sometimes loan repayments do not occur on the contractual maturity date and the term of the loan is extended i.e. rollover occurs. Before a loan is rolled over, the Company's standard credit checking and approval processes are re-applied. The current "loan to security value" position will be re-assessed and updated valuations are obtained where the Directors consider this appropriate. Loan application fees are charged and evidence is obtained of the borrower's agreement to the contractual terms and conditions of the extended loan.

At balance date, 28.6% (March 2022: 30.7%) of loans by number and 24.8% (March 2022: 22.1%) by value represent loans that have been rolled over and are into their second or subsequent credit periods.

Where loans have been rolled over, their classification in these financial statements as current or non-current, or as past due, is based on payment due dates as per the terms of the extended contract, and not as per the original or preceding contract.

Borrower payment terms are profiled as follows:

	2023 $	2022 $
Interest only paid monthly	110,401,835	74,273,683
Interest capitalised	104,339	6,644,351
Total loan receivables	**110,506,174**	**80,918,034**

Loan fees (for all loans) and interest (for capitalised interest loans) are capitalised to the loan balances when charged and recognised over the life of the loans using the effective interest method. The associated cash is received when the loans are repaid (or partially repaid). Income recognised during the financial year from amounts capitalised to loan receivables were as follows:

	2023 $	2022 $
Interest income	236,135	652,758
Loan fees	2,629,760	1,609,774
Total	**2,865,895**	**2,262,532**

Reconciliation of gross loan receivable balance movements through ECL stages:

	12 month ECL	Lifetime ECL Not credit impaired	Lifetime ECL credit impaired	Total
Balance as at 31 March 2021	**53,156,615**	**1,302,341**	**-**	**54,458,956**
New loan advances	74,835,252	-	-	74,835,252
Repayments	(47,073,833)	(1,302,341)	-	(48,376,174)
Transfer to lifetime not credit impaired	(1,301,738)	1,301,738	-	-
Transfer to lifetime credit impaired	(487,279)	-	487,279	-
Balance as at 31 March 2022	**79,129,017**	**1,301,738**	**487,279**	**80,918,034**
New loan advances and accrued	95,678,186	-	-	95,678,186
Repayments	(64,301,029)	(1,301,738)	(487,279)	(66,090,046)
Transfer to lifetime not credit impaired	(5,415,857)	5,415,857		-
Transfer to lifetime credit impaired	(4,061,846)	-	4,061,846	-
Balance as at 31 March 2023	**101,028,471**	**5,415,857**	**4,061,846**	**110,506,174**

Reconciliation of movements in impairment allowance by stage:

	12 month ECL	Lifetime ECL Not credit impaired	Lifetime ECL credit impaired	Total
Impairment allowance as at 31 March 2021	**132,773**	**3,256**	**-**	**136,029**
Movement due to new loan advances	231,071	-	-	231,071
Movement due to loan repayments	(145,351)	(3,256)	-	(148,607)
Transfer to lifetime not credit impaired	(3,254)	3,254	-	-
Transfer to lifetime credit impaired	(1,505)	-	1,505	-
Movement due to reduction in ECL %	(16,198)	-	-	(16,198)
Impairment allowance as at 31 March 2022	**197,536**	**3,254**	**1,505**	**202,295**
Movement due to new loan advances	239,195	-	-	239,195
Movement due to loan repayments	(160,466)	(3,254)	(1,505)	(165,225)
Transfer to lifetime not credit impaired	(13,540)	13,540	-	-
Transfer to lifetime credit impaired (collectively assessed)	(10,155)	-	10,155	-
Transfer to lifetime credit impaired (individually assessed)	-	400,000	100,000	500,000
Impairment allowance as at 31 March 2023	**252,570**	**413,540**	**110,155**	**776,265**

In instances where the probability of default has increased significantly (a significant increase in credit risk), or where the loan is in default, the expected credit loss (or loss given default) may not increase significantly due to the Company’s lending criteria which prohibits lending when the loan to valuation ratio (LVR) exceeds 75%. This means in general that the Company expects that the present value of expected cash flows from a loan in default to approximate the carrying value of the loan prior to the default event, except in cases where the LVR has increased considerably due to a reduction in the security property valuation or a significant increase in the loan balance.

The LVR of loans with a significant increase in credit risk or in default was in a range of 34.9% - 67.2% as at 31 March 2023 (March 2022: in a range of 50.5% - 68.2%), based on the security property valuation at origination. $4.06m of Lifetime ECL Credit Impaired loans are made up of 5 loans. All have first mortgages. Enforcement actions are taken, $2.8m was repaid after the reporting date. Full recovery is expected from all loans.

8. Income Tax

Profit Reconciliation	**2023 $**	**2022 $**
Operating surplus before income tax		
Temporary differences / permanent differences	4,352,080	2,062,466
Tax loss offset from related parties *(refer below)*	(23,195)	(24,913)
Imputation credits attached to dividends received	(376,170)	(160,453)
Taxable income	-	-
	3,952,715	1,877,100
Prima facie tax – 28% (2022: 28%)		
	1,106,760	525,588
	1,106,760	525,588
Current tax		
Deferred tax	1,264,252	556,078
Income tax expense	(157,492)	(30,490)
	1,106,760	525,588
Opening income tax payable / (receivable)		
Current tax @ 28%	523,458	55,858
Resident withholding tax paid	1,264,252	556,078
(Tax payments)/refunds	-	-
Income tax payable / (receivable)	(761,972)	(88,478)
	1,025,738	**523,458**

Tax loss offset from related parties

Losses totalling $376,170 (March 2022: $160,453) have been offset against the Company's taxable profits by related companies General Capital Limited and Investment Research Group Limited. Further details on related parties can be found in note 17.

Imputation Credits

As at balance date imputation credits totalled $5,257 (March 2022: $205,490). Subject to the provisions of the Income Tax Act 2007, the benefit of these credits may be passed to the shareholder as imputed tax paid on future dividends.

Movements through the Imputation Credit account were as follows:

	2023 $	2022 $
Balance at beginning of year	205,490	117,040
Income tax payments / (refunds)	761,969	88,450
Imputation Credits Attached to Taxable Bonus Issue	(962,202)	-
Balance at end of year	**5,257**	**205,490**

Deferred Tax Reconciliation	2023 $	2022 $
Balance at beginning of year	88,430	57,940
Increase / (decrease) in accrued expenses	1,350	9,795
Increase / (decrease) in impairment loss provision	160,712	18,555
Increase / (decrease) in lease liabilities	(30,581)	(23,871)
(Increase) / decrease in right of use assets	26,011	26,011
Balance at end of year	**245,922**	**88,430**

Deferred tax attributed to:

	2023	2022
Deferred tax assets:		
Accrued expenses	28,568	27,217
Impairment loss provision	217,354	56,643
Lease liabilities	-	30,581
	245,922	114,441
Deferred tax liabilities:		
Right of use assets	-	26,011
	-	26,011
Net deferred tax assets	**245,922**	**88,430**

9. Property, plant and equipment

	Office Equipment $
Cost	
At 1 April 2021	9,394
At 31 March 2022	9,394
Additions	1,484
At 31 March 2023	10,878
Accumulated depreciation	
At 1 April 2021	(9,085)
Depreciation charge for the year	(309)
At 31 March 2022	(9,394)
Depreciation charge for the year	(148)
At 31 March 2023	(9,542)
Net book value	
At 31 March 2022	**-**
At 31 March 2023	**1,335**

Office equipment held by the Company includes computer equipment and other office equipment. Office equipment is depreciated on a straight-line basis at depreciation rates between 30% and 40% per annum

10. Leases

Right of use assets

	Office Premises and Carparks $
At 1 April 2021	185,793
Additions	-
Depreciation	(92,896)
At 31 March 2022	92,897
Additions	-
Depreciation	(92,897)
At 31 March 2023	**-**

Lease Liabilities

	2023 $	2022 $
Balance at beginning of the year	109,218	194,470
Additions	-	-
Accretion of interest	5,383	8,753
Payments	(114,601)	(94,005)
Balance at end of year	**-**	**109,218**
Current	-	109,218
Non-current	-	-
	-	**109,218**

The Company's ultimate parent company, General Capital Limited, entered into a two-year office premises and carpark lease agreement with a commencement date of 1 March 2021. The Company was allocated 64% (March 2022: 60%) of the obligations of the lease under terms which mirrored General Capital Limited's lease agreement.

The lease was for a term of two years and includes four further rights of renewal of six months each. Lease was extended until 30 September 2023. Management does not anticipate renewing the lease past the extension. Accordingly, the extension periods have not been included in the lease term in the calculation of the lease liability. The undiscounted potential future rental payments relating to the extension period that are not included in the lease term total $48,645 (March 22: $109,218).

Also refer to note 20 for further details on the contractual and expected liquidity profile of financial assets and financial liabilities.

11. Intangible assets – software

	Software system $
Cost	
At 1 April 2021	70,293
Additions	-
At 31 March 2022	70,293
At 31 March 2023	70,293
Accumulated amortisation	
At 1 April 2021	(64,425)
Amortisation charge for the year	(5,230)
At 31 March 2022	(69,655)
Amortisation charge for the year	(638)
At 31 March 2023	(70,293)
Net book value	
At 31 March 2022	**638**
At 31 March 2023	**-**

Intangible assets - software comprise purchased licenses and customisation costs relating to a new loan software system. The loan system and customisation costs have an expected useful life of 3 years and is being amortised on a straight-line basis over that period.

12. Term Deposits

	2023 $	2022 $
Gross term deposit liability	109,988,514	88,134,579
Less deferred commission expenditure	(102,482)	(87,360)
Net carrying value	**109,886,032**	**88,047,219**
Contractual repayment terms:		
On call	104,087	22,504
Within 12 months	77,329,770	66,407,557
Greater than 12 months	32,452,175	21,617,158
	109,886,032	**88,047,219**

Repayment Terms:	On call up to 5 years
Interest Rate:	3.65% - 7.75% and 0.15% on call (March 2022: 2.95% - 6.25% and 0.15% on call)
Effective Interest Rate:	3.65% - 7.75% and 0.15% on call (March 2022: 2.95% - 6.25% and 0.15% on call)
Security:	First ranking security interest over the assets and undertakings of General Finance Limited in favour of the Trustee (subject only to any prior security interests permitted by the Trust Deed and preferential claims given priority by operation of law).

The Company has a total of 853 depositors as at 31 March 2023 (March 2022: 681). As at reporting date, the largest deposit the Company has is $1,224,361 (March 2022: $2,084,512) which represents 1.11% (March 2021: 2.37%) of total deposits. As at reporting date the largest aggregate deposits under a single deposit holder total $3,000,000 (March 2022: $6,185,342) which represents 2.73% (March 2021: 7.02%) of total deposits and have a weighted average maturity date of 16.02 months from reporting date (March 2022: 3.82 months from reporting date). One of the largest deposit holders as at 31 March 2023 and 31 March 2022 is a director of General Capital Limited (refer to note 17). *As at 31 March 2022 $2,020,591 of the Term deposits held by related parties have been approved for early withdrawal on 1 April 2022 in compliance with the Company's 'early repayment' terms of offer criteria included in the Company's Product Disclosure Statement (refer to note 17). As at 31 March 2023 there were none that were approved for early withdrawal, however early withdrawal has been approved in April 2023 (refer to note 25).*

Further analysis of gross deposit funding is as follows:

a) Concentration of funding

	2023 $	2022 $
Northland	4,166,690	2,807,079
Auckland	47,277,149	41,906,519
Waikato	10,186,523	7,313,812
Bay of Plenty	10,314,064	12,694,481
Wellington	14,234,721	10,276,775
Other North Island	6,285,283	4,231,432
South Island	14,536,014	7,490,119
Overseas	2,988,070	1,414,361
Total gross term deposit liability	**109,988,514**	**88,134,578**

b) Contractual maturity of funding

	2023 $	2022 $
Maturing in 0 - 6 months	45,295,457	33,836,498
Maturing in 6 - 12 months	32,176,340	32,636,505
Maturing in 12 - 24 months	21,984,844	17,339,988
Maturing after 24 months	10,531,873	4,321,587
Total gross term deposit liability	**109,988,514**	**88,134,578**

Also refer to note 20 for further details on the contractual and expected liquidity profile of financial assets and financial liabilities

c) Profile of deposit holders

	2023	2023 $	2022	2022 $
Deposits over $200,000	140	68,792,518	96	56,009,077
Deposits $100,000 - $200,000	117	16,323,173	92	13,482,741
Deposits $50,000 - $100,000	214	15,983,117	151	10,932,583
Deposits $20,000 - $50,000	213	7,034,278	182	5,986,582
Deposits $10,000 - $20,000	98	1,401,109	87	1,277,268
Deposits under $10,000	71	454,319	73	446,327
Total gross term deposit liability	**853**	**109,988,514**	**681**	**88,134,578**

13. Share capital

	Number of ordinary shares	Value $
Opening balance as at 1 April 2021	4,514,341	4,950,000
Issue of ordinary shares	1,075,000	2,150,000
Balance as at 31 March 2022	**5,589,341**	**7,100,000**
Issue of ordinary shares	1,699,041	5,474,234
Balance as at 31 March 2023	**7,288,382**	**12,574,234**

The Company issued 150,000 ordinary shares on 30 September 2021 to the parent company (Corporate Holdings Limited) for an issue price of $2.00 per share resulting in an increase in capital of $300,000.

The Company issued 125,000 ordinary shares on 23 December 2021 to the parent company (Corporate Holdings Limited) for an issue price of $2.00 per share resulting in an increase in capital of $250,000.

The Company issued 800,000 ordinary shares on 23 February 2022 to the parent company (Corporate Holdings Limited) for an issue price of $2.00 per share resulting in an increase in capital of $1,600,000.

The Company issued 798,140 ordinary shares as part of the Taxable Bonus Issue on 19 December 2022 to the parent company (Corporate Holdings Limited) for an issue price of $3.10 per share resulting in an increase in capital of $2,474,234.

The Company issued 900,901 ordinary shares on 29 March 2023 to the parent company (Corporate Holdings Limited) for an issue price of $3.33 per share resulting in an increase in capital of $3,000,000.

All ordinary shares are fully paid, have no par value and rank pari passu (equally) in all respects. An ordinary share confers on the holder the right to one vote on a poll.

14. Unrecognised Assets and Liabilities

The Company has not entered into any contractual arrangements which would lead to off Statement of Financial Position assets or liabilities. (March 2022: Nil)

15. Capital Commitments

There were no material commitments for capital expenditure outstanding at balance date. (March 2022: Nil)

16. Contingencies

There were no material contingent assets or liabilities at balance date. (March 2022: Nil)

17. Related Party Transactions and Balances

Major shareholders, directors, directors of subsidiaries and closely related persons or entities to them are considered related parties of the Company.

Related parties that the Company transacts with:

Related Party	**Relationship**
Donald Hattaway	Non-executive Chair
Robert Hart	Non-executive Director
Brent King	Managing Director
Greg Pearce	Non-executive Director
Anton Douglas	Non-executive Director
Simon McArley	Director of Ultimate Parent Company
Rewi Bugo	Director of Ultimate Parent Company
Beaconsfield Nominees Limited	Common Director with General Capital Limited
Casrom Trustee Company Limited	Common Director
Corporate Holdings Limited	Parent Company
Ellice Tanner Hart Limited	Common Director
Equity Investment Advisers Limited	Common Director
General Capital Limited	Ultimate Parent Company
Investment Research Group Limited	Common Shareholder / Director
Moneyonline Limited	Common Director
Romana Benevolent Trust	Common Director of a trustee company
Grey River Capital Advisors Limited	Common Director

Related party balances at year end:	**2023** **$**	**2022** **$**
Included in related party payables:		
Equity Investment Advisers Limited	9,940	10,469
General Capital Limited	41,875	238,626
Ellice Tanner Hart Limited	203	-
Key Management Personnel[1]	84,915	282
	136,933	**249,377**
Included in related party receivables:		
General Capital Limited	11,883	7,237
Equity Investment Advisers Limited	725	-
Investment Research Group Limited	-	6,100
	12,608	**13,337**
Term deposits held by related parties[2]	**2,342,793**	**6,943,400**

[1]Key Management Personnel includes Directors and the Chief Financial Officer.

[2]Includes term deposits held by Key Management Personnel, Non-executive Directors, Directors of the ultimate parent company, their families and their controlled entities. As at 31 March 2022 $2,020,591 of the Term deposits held by related parties has been approved for early withdrawal on 1 April 2022 in compliance with the Company's 'early repayment' terms of offer criteria included in the Company's Product Disclosure Statement. During the year ended 31 March 2023 a further $3,677,705 of the Term deposits held by related parties have been approved for early withdrawal on 15 February 2023 in compliance with the Company's 'early repayment' terms of offer criteria included in the Company's Product Disclosure Statement. Further $645,066 of the Term deposits held by related parties has been approved for early withdrawal on 28 April 2023 in compliance with the Company's 'early repayment' terms of offer criteria included in the Company's Product Disclosure Statement (refer to note 25).

Related party transactions during the year:

Related Party	Type	Transaction	2023	2022
Key Management Personnel[1]	Expense	Short-term Remuneration[2]	644,320	399,659
	Expense	Expense reimbursement	19,017	14,000
	Other Current Assets	Expense reimbursement	14,561	-
	PPE	Expense reimbursement	1,484	-
Equity Investment Advisers Limited	Expense	Brokerage	132,092	104,437
	Expense	Personnel expenses	-	4,539
	Contra Expense	Personnel expenses recharged	8,710	11,740
	Contra Expense	Other expenses recharged	-	246
Ellice Tanner Hart Limited	Expense	Legal expenses	892	154
	Loan Receivable	Legal expenses capitalised	13,910	-
General Capital Limited	Expense	Personnel expenses	8,309	22,448
	Expense	Occupancy expenses	-	(2,078)
	Expense	Other expenses[3]	551,106	317,660
	Other Current Assets	Prepayments recharged	155,941	-
	Contra Other Current Assets	Prepayment recharged	1,200	-
	Contra Expense	Personnel expenses recharged	154,397	90,919
	Contra Expense	Other expenses recharged	221	49,733
Investment Research Group Limited	Expense	Loan fees[4]	36,475	11,500
	Expense	Other expenses	460	15
	Expenses	Personnel expenses	15,793	-
	Contra Expense	Personnel expenses recharged	26,725	109,608
	Contra Other Current Assets	Prepayments recharged	2,401	26,100
Grey River Capital Advisors Limited	Expense	Short-term Remuneration[2]	4,063	-
Various related parties[5]	Expense	Interest expense on term deposits[5]	224,778	208,745

[1]Key Management Personnel includes Directors and the Chief Financial Officer (includes Directors consulting fees).
[2]Net of amounts recharged to related companies.
[3] Management fee of $432,000 was charged by General Capital Limited for the year ended 31 March 2023 (March 22: $156,576).
[4]Advisory/Management/Commission fees paid to Investment Research Group Limited in relation to loan receivable advanced during the period. Recognised in fee and commission expense in profit or loss using the effective interest method (forms part of the transaction costs of the loan).
[5]Includes term deposits held by Key Management Personnel, Directors of the ultimate parent company, their families and their controlled entities.

Other Related Party Transactions

The Company issued 150,000 ordinary shares on 30 September 2021 to the parent company (Corporate Holdings Limited) for an issue price of $2.00 per share resulting in an increase in capital of $300,000 (refer to note 13).

The Company issued 125,000 ordinary shares on 23 December 2021 to the parent company (Corporate Holdings Limited) for an issue price of $2.00 per share resulting in an increase in capital of $250,000 (refer to note 13).

The Company issued 800,000 ordinary shares on 23 February 2022 to the parent company (Corporate Holdings Limited) for an issue price of $2.00 per share resulting in an increase in capital of $1,600,000 (refer to note 13).

The Company issued 798,140 ordinary shares as part of the Taxable Bonus Issue on 19 December 2022 to the parent company (Corporate Holdings Limited) for an issue price of $3.10 per share resulting in an increase in capital of $2,474,234 (refer to note 13).

The Company issued 900,901 ordinary shares on 29 March 2023 to the parent company (Corporate Holdings Limited) for an issue price of $3.33 per share resulting in an increase in capital of $3,000,000 (refer to note 13).

During the year ended 31 March 2023, Investment Research Group Limited charged a customer loan structuring, origination fees totalling $101,522 (GST exclusive) in relation to a loan facility that was provided by the Company. The borrower instructed the Company to pay part of the principal to Investment Research Group Limited. The borrower is not a related party of General Finance Limited or Investment Research Group Limited (March 2022: $17,500).

18. Lending Industry Segments and Concentration of Credit

Credit exposures are concentrated in the property sector, particularly in the North Island and the Auckland Market. As at 31 March 2023, advances by General Finance in the North Island residential property sector represented 93.5% (March 2022: 95.2%) of its total exposure, with 74.3% (March 2022: 73.5%) being in the Auckland market. The geographical profile of loan receivables is analysed further as follows:

Credit risk concentration

	2023 $	**2022** $
Northland	1,412,729	1,388,706
Auckland	82,157,883	59,428,249
Waikato	3,671,767	4,252,908
Bay of Plenty	1,641,255	927,117
Wellington	8,403,589	8,035,737
Other North Island	6,000,304	2,975,800
Canterbury	3,622,661	2,448,442
Otago	3,144,922	1,461,075
Marlborough	451,064	-
Total	**110,506,174**	**80,918,034**

As at 31 March 2023 the Company's loan advances are secured as follows: first mortgages 100% (March 2022: 100%). There were no unsecured loans as at 31 March 2023 (March 2022: none).

The Company's loan advances were primarily secured over properties which are categorised as follows: residential housing 84.1% (March 2022: 85.4%), residential bare land 11.2% (March 2022: 10.7%), residential development land and housing 1.9% (March 2022: none), and commercial property 2.8% (March 2022: 3.8%). In some cases, secondary securities may be taken over other property types.

The Company is also exposed to credit risk from deposits held with banks. As at balance date, the Company's cash and cash equivalents and Bank deposits are held in Bank of New Zealand (representing 60.5% (March 2022: 90.7%) of total equity of the Company at 31 March 2023), Heartland Bank (representing 54.5% (March 2022: 102.7%) of total equity of the Company at 31 March 2023) and Westpac (representing 0.0% (March 2022: 0.0%) of total equity of the Company at 31 March 2023). Bank of New Zealand and Westpac New Zealand both have AA- credit ratings from Standard & Poor's and A+ credit ratings from Fitch. Heartland Bank does not have credit rating from Standard & Poor's and has a rating of BBB with Fitch.

The maximum credit exposure of the Company, assuming a zero value for collateral is $128,894,595 (March 2022: $104,588,937). This includes loan receivables of $110,506,174 (March 2022: $80,918,034), undrawn loan commitments of $7,510 (March 2022: $4,812,714), related party receivables of $12,608 (March 2022: $13,337) and bank deposits of $18,368,303 (March 2022: $18,844,852). Of this exposure, 85.7% is covered by collateral over properties as disclosed in note 7 (March 2022: 82.0%) and 14.3% is deposited with registered New Zealand banks (March 2022: 18.0%).

The Company has no foreign exchange exposure.

As at 31 March 2023 the Company had the following concentration of credit exposures on loan advances as a percentage of equity.

Equity Percentage	**2023 No of Exposures**	**2023 Average Value $**	**2022 No of Exposures**	**2022 Average Value $**
0% to 5%	53	26,142,902	28	310,301
5% to 10%	26	29,967,201	43	660,492
10% to 15%	18	35,139,447	9	1,247,692
15% to 20%	4	11,450,463	8	1,668,787
20% to 25%	2	7,806,162	5	2,161,727
25% to 30%	-	-	2	2,660,564
30% to 35%	-	-	1	3,119,152
Total no. of exposures	**103**		**96**	

The concentration of the credit exposure to the six largest exposures is 17.4% (March 2022: 18.8%) of the total loan portfolio. The Company has elected to disclose the largest six exposures as this is considered to provide a meaningful indication of concentration of credit risk. An exposure is calculated as the total of all loan exposures to a single borrower or group of linked borrowers.

19. Asset Quality

The provision for expected credit losses is detailed and explained in note 7. Gross past due loan receivables total $14,620,056 (March 2022: $2,623,376) which equates to 13.2% (March 2022: 3.2%) of total loan receivables.

As shown in the aging analysis of past-due loans below, the balance comprises:

Stage 1 *12-month ECL*
Gross loans receivable totalling $5,142,353 (March 2022: $834,359) were past due and the Company has concluded there has not been a significant increase in credit risk.

Stage 2 *Lifetime ECL not credit impaired*
Gross loans receivable totalling $5,415,857 (March 2022: $,301,738) were past due by between 30 and 90 days and the Company has concluded there has been a significant increase in credit risk.

Stage 3 *Lifetime ECL credit impaired*
Gross loans receivable totalling $4,061,846 (March 2022: $487,279) were past due by greater than 90 days and the Company has concluded there has been a significant increase in credit risk.

Aging analysis of past-due loans	**2023 $**	**2022 $**
Up to 30 Days	5,142,353	834,359
31 - 60 Days	5,415,857	1,301,738
61 - 90 Days	-	-
91 - 120 Days	555,465	487,279
120+ Days	3,506,381	-
Total	**14,620,056**	**2,623,376**

20. Liquidity Profile

The following tables set out the undiscounted contractual cash flows, and the undiscounted expected cash flows, of the Company's financial assets and liabilities.

		Contractual Cash Flows			
March 2023	**Total**	**0 – 6 Months**	**7 - 12 Months**	**13 - 24 Months**	**24+ Months**
	$	**$**	**$**	**$**	**$**
Financial assets					
Amortised cost					
Cash and cash equivalents	9,443,743	9,443,743	-	-	-
Bank deposits	8,993,349	8,993,349			
Other receivables	73,574	73,574	-	-	-
Loan receivables	115,135,379	70,460,011	43,424,316	1,251,052	-
Totals	**133,646,045**	**88,970,677**	**43,424,316**	**1,251,052**	**-**
Financial liabilities					
Amortised cost					
Other payables	1,811,553	1,811,553	-	-	-
Term deposit	116,607,943	47,036,067	34,013,191	23,855,967	11,702,718
Totals	**118,419,496**	**48,847,620**	**34,013,191**	**23,855,967**	**11,702,718**
Net cashflow	**15,226,549**	**40,123,057**	**9,411,125**	**(22,604,915)**	**(11,702,718)**

March 2022	**Total**	**0 – 6 Months**	**7 - 12 Months**	**13 - 24 Months**	**24+ Months**
	$	**$**	**$**	**$**	**$**
Financial assets					
Amortised cost					
Cash and cash equivalents	16,403,054	16,403,054	-	-	-
Bank deposits	2,469,773	2,469,773			
Other receivables	47,901	47,901	-	-	-
Loan receivables	84,500,841	40,802,322	40,491,805	3,206,714	-
Totals	**103,421,569**	**59,723,050**	**40,491,805**	**3,206,714**	**-**
Financial liabilities					
Amortised cost					
Other payables	899,002	899,002	-	-	-
Lease liability	109,218	54,609	54,609	-	-
Term deposit	91,171,614	34,980,104	33,643,302	18,046,626	4,501,582
Totals	**92,179,834**	**35,933,715**	**33,697,911**	**18,046,626**	**4,501,582**
Net cashflow	**11,241,735**	**23,789,335**	**6,793,894**	**(14,839,912)**	**(4,501,582)**

		Expected Cash Flows			
March 2023	**Total**	**0 - 6 Months**	**7 - 12 Months**	**13 - 24 Months**	**24+ Months**
	$	**$**	**$**	**$**	**$**
Financial assets					
Amortised cost					
Cash and cash equivalents	9,633,830	9,633,830	-	-	-
Bank deposits	8,993,349	8,993,349			
Other receivables	73,574	73,574	-	-	-
Loan receivables	120,857,051	38,221,976	24,451,716	57,557,833	625,526
Totals	**139,557,804**	**56,922,729**	**24,451,716**	**57,557,833**	**625,526**
Financial liabilities					
Amortised cost					
Other payables	1,811,553	1,811,553	-	-	-
Term deposit	123,586,143	20,987,638	15,510,520	39,981,225	47,106,760
Totals	**125,397,696**	**22,799,191**	**15,510,520**	**39,981,225**	**47,106,760**
Net cashflow	**14,160,108**	**34,123,538**	**8,941,196**	**17,576,608**	**(46,481,234)**

		Expected Cash Flows			
March 2022	**Total**	**0 - 6 Months**	**7 - 12 Months**	**13 - 24 Months**	**24+ Months**
	$	**$**	**$**	**$**	**$**
Financial assets					
Amortised cost					
Cash and cash equivalents	16,462,649	16,462,649	-	-	-
Bank deposits	2,472,313	2,472,313			
Other receivables	47,901	47,901	-	-	-
Loan receivables	88,171,853	22,149,436	22,061,385	42,357,931	1,603,101
Totals	**107,154,716**	**41,132,299**	**22,061,385**	**42,357,931**	**1,603,101**
Financial liabilities					
Amortised cost					
Other payables	899,002	899,002	-	-	-
Lease liability	109,218	54,609	54,609	-	-
Term deposit	96,084,633	16,049,163	14,691,395	29,246,723	36,097,352
Totals	**97,092,853**	**17,002,774**	**14,746,004**	**29,246,723**	**36,097,352**
Net cashflow	**10,061,863**	**24,129,525**	**7,315,381**	**13,111,208**	**(34,494,251)**

The table above shows management's expected maturities of existing financial assets and liabilities. In determining the expected cash flow, the following assumptions have been made based on management's best estimate having regard to past experience, current market conditions and the future outlook including the post pandemic economic environment, high inflation and interest rates, uncertainty in the property market and post natural disaster environment estimated impacts:

- 60% term deposit reinvestment rate for March 2023 (March 2022: 60%).
- Cash and cash equivalents are expected to earn interest for the first six months at 4.03% per annum.
- Term deposit reinvestments are made for a weighted average 18-month term at 6.94% per annum (March 2021: 18-month term at 6.26% per annum).
- *645,066 of the Term deposits held by related parties has been approved for early withdrawal on 28 April 2023. $2,020,591 of the Term deposits held by related parties has been approved for early withdrawal on 1 April 2022 (refer to note 17 & 25).*
- 50% of loans (March 2022: 50%) not past due repay on existing contractual maturity date, with the balance rolled over at their existing interest rates and repaid after a further 12 months.

21. Fair Value

Fair value of assets

The fair value of the Company's loan receivables and other assets is considered to closely approximate their carrying value. As loan receivables are not traded in an active market, fair values are estimated by discounting the future contractual cash flows using interest rates applicable for an instrument with similar terms and conditions.

Fair value of liabilities

The fair value of the Company's deposits and of other liabilities is considered to closely approximate their carrying value.

22. Risk Management Policies

The Company manages risk through an approval, delegation and limits structure. Regular reviews of the policies, systems and risk reports are conducted within the Company.

The Company has a Risk Management Programme pursuant to the requirements of the Non-bank Deposit Takers Act 2013. The Risk Management Programme identifies risks to be managed and describes the processes to measure, monitor and control those risks.

* *Credit risk*, applicable to loan receivables and bank deposits, is the risk of potential loss arising from the under-performance by the counterparty to an instrument or facility. Credit risk arises when funds are extended, committed, invested or otherwise exposed through contractual agreements. Credit risk is controlled through a combination of approvals, limits, reviews and monitoring procedures which are carried out on a regular basis, the frequency of which is dependent on the level of risk. The Directors oversee credit policy and asset quality.

Loan receivables are subject to regular scrutiny, as a key component of credit risk management. This includes a review of the borrower's repayment history and any interest arrears; any changes in the borrowers circumstances which could impact on their ability to repay either interest or principal amounts on their due date; and any movement in the security value.

* *Interest rate risk* management focuses on two principal factors; mismatches between the repricing dates of interest-bearing assets and liabilities; and the investment of capital and other non-interest bearing liabilities in interest bearing assets. Management's objective is to produce a strong and stable net interest income over time.

At 31 March 2023 total bank deposits (including cash and cash equivalents) attracted a weighted average interest rate of 3.94% (March 2022: 0.96%). A 1% increase / decrease in the weighted average interest rate would increase / decrease annual interest income by $183,683 (March 2022: $188,449) based on the total bank deposits (including cash and cash equivalents) held at the reporting date. All term deposits (excluding the ones classified as cash and cash equivalents) have fixed interest rates for their terms, as do loan receivables, so the Company is not exposed to interest rate risk on these items. All term deposits classified as cash and cash equivalents have variable interest rates. A 1% increase / decrease would increase/decrease annual interest income by $13,886 (March 2022: $0).

* *Liquidity risk* is the risk that under certain conditions, cash outflows can exceed cash inflows in a given period. The Trust Deed requires us to have a liquidity cover ratio of at least 1.25 times which is measured based on the total expected cash position from loans and deposits expected to mature over the next three-month period. The Company closely monitors and forecasts its liquidity and ensures that sufficient funds are available to meet the repayment requirements for deposits as they fall due, by both holding cash on hand and by collections of loan receivables.

* *Indirect price risk* relates to the risk arising from the link between the Company's mortgage securities and the property market, which may vary from time to time. The Company assesses the risk of loss in fair value from the effect of hypothetical changes in property values. The Company's weighted average loan to asset ratio is not to exceed 70% (first mortgages) or 65% (second mortgages) of market value.

As at 31 March 2023 the weighted average loan to asset ratio was 54.23% (March 2022: 55.3%). Based on sensitivity testing of the loan portfolio at 31 March 2023 the Company estimates it has a $0 (31 March 2022: $647) exposure on secured mortgages to a property downturn of up to 25% (including the cost of realisation) from most recent valuations. A total of $776,265 (March 2022: $202,295) has been provided for expected credit losses in the financial statements (refer note 7).

Other material business risks to which the Company is exposed consist of operating risks that are inherent in day to day operations. These risks include natural disaster, criminal activity including fraud and forgery, systems failure, personnel failure and non-compliance with legislation and regulations. In accordance with Company Policy, operating risks are managed as part of the day to day running of all business activities. Operating risks are managed by setting standards and policies, providing advisory and investigation services, and monitoring compliance.

23. Reconciliation of Net Profit after Tax with Cash Inflow from Operating Activities

	2023 $	2022 $
Reported Profit after Tax	**3,245,320**	**1,536,878**
Add/(deduct) non-cash items		
Movement in allowance for expected losses (loan receivables)	573,970	66,266
Depreciation and amortisation	93,683	98,435
Realised losses on bonds sold	-	-
Modification gain – loans receivable	-	49,770
Deferred tax movement	(157,492)	(30,490)
	510,161	1,720,859
Movements in other working capital items		
(Increase) / Decrease in loan receivables (net advances)	(28,618,533)	(25,995,058)
Increase / (Decrease) in term deposits (net receipts)	21,286,867	29,953,748
(Increase) / Decrease in accrued interest on loan receivables	(358,271)	(77,155)
(Increase) / Decrease in capitalised loan fees	(1,000,806)	(680,515)
(Increase) / Decrease in capitalised interest	398,461	232,498
(Increase) / Decrease in other current assets	(148,914)	(36,435)
(Increase) / Decrease in related party receivable	729	(3,617)
(Increase) / Decrease in prepaid commission	(15,123)	(21,043)
Increase / (Decrease) in income tax payable	502,280	467,600
Increase / (Decrease) in deferred income	207,523	140,346
Increase / (Decrease) in interest payable	572,453	260,083
Increase / (Decrease) in related party payable	(112,444)	221,319
Increase / (Decrease) in accounts payable and accruals	169,833	164,134
	(7,115,945)	4,625,905
Total movement – inflow / (outflow)	**(6,605,784)**	**4,809,886**
Net cash inflow / (outflow) from operating activities	**(3,360,464)**	**6,346,764**

24. Reconciliation of liabilities arising from financing activities

For the year ended 31 March 2023	Opening Balance 1 April $	Financing Cash Flows $	Non-cash/Non-Financing Changes[1] $	Closing Balance 31 March $
Lease Liability	109,218	(114,601)	5,383	-
Total	**109,218**	**(114,601)**	**5,383**	**-**
For the year ended 31 March 2022				
Lease Liability	194,470	(94,005)	8,753	109,218
Total	**194,470**	**(94,005)**	**8,753**	**109,218**

[1]Non-cash changes relate to the movement in unpaid interest in the term deposit balance. Interest on Lease Liability was recognised in operating activities $5,383 (2022: $8,753).

25. Post Balance Date Events

Ongoing post pandemic economic environment, high inflation, high interest rates, uncertainty in the property market and post natural disaster environment.

Note 2.1 of these financial statements described the impact of the above-mentioned factors which occurred before 31 March 2023 and continues as at the date of the signing of these financial statements.

Other

$645,066 of the Term deposits held by related parties has been approved for early withdrawal on 28 April 2023 in compliance with the Company's ‘early repayment’ terms of offer criteria included in the Company's Product Disclosure Statement.

There have been no other material post balance date events that would materially impact the Company's financial statements (2022: None).