

Motor Traders' Association of New South Wales

ABN 63 000 008 088

**Consolidated general purpose financial report for the year
ended - 31 December 2024**

Motor Traders' Association of New South Wales

Contents

31 December 2024

Operating report	2
Report under subsection 255(2A)	6
Consolidated statement of profit or loss and other comprehensive income	7
Consolidated statement of financial position	8
Consolidated statement of changes in members' funds	9
Consolidated statement of cash flows	10
Notes to the consolidated financial statements	11
Executive Board statement	34
Officers' declaration statement	35
Independent auditor's report	37
Detailed income statement of the Parent entity	40

Motor Traders' Association of New South Wales
Operating report
31 December 2024

Your Officers submit their report on Motor Traders' Association of New South Wales (the "Association") and its controlled entities (the "Group") for the year ended 31 December 2024.

Executive board members

The current Executive Board Members were declared as elected on 2 April 2024 from the AEC election results. Further, the President and Vice-President were declared elected on 17 May 2024 whereby all took office on 17 May 2024.

John Young (President)
Geoffrey Lowe (Vice-President)
Donna Axiak
Mark Beard
Patrick Lenehan
David Marston
Alexander Massina
Darren Spinks
Mark Van Ryswyk
Lindsay Vidler

Principal activities

Founded in 1910, the Motor Traders' Association of New South Wales (MTA or MTA NSW) is an employers' Association dedicated to representing owners and business principals in the NSW automotive industry. MTA is also a Registered Training Organisation (RTO) delivering a broad range of training qualifications for the training of apprentices and trainees.

The Association's aim is to help the motor industry across all its divisions. We achieve this by assisting our Members in the daily running of their businesses, as well as lobbying governing bodies to ensure a long and viable automotive industry in NSW. MTA is well-placed to represent the interests of the Members, being in constant contact with politicians and Government officials. The Association regularly offers advice on matters affecting the industry and MTA is proud to be the principal consultative party and a leader in industrial relations issues influencing the retail motor industry. MTA lobbies State and Federal Government on behalf of Members and the industry. Our policy interests are varied and designed to ensure a strong automotive industry in NSW. Our policies cover taxation, fair trading, vehicle repair standards, employment relations, the environment, industry skilled training, and more. Our submissions to government at a State and Federal level cover duties and taxation, fair trading, vehicle repair standards, licencing, Australian consumer law, codes of conduct, employment relations, the environment, WHS, industry skilled training and more.

The Association also works to ensure the public has confidence in dealing with MTA Members through our Code of Ethics. MTA's Code of Ethics is a landmark statement that sets out the standard of behaviour MTA Members must follow in their dealings with the public. The framework of principles under which the Members trade with the public is to protect consumers and safeguard the reputation of legitimate motor traders. It concerns the relationship between customers and suppliers of goods and services - the code addresses acceptable standards, not just legal obligations.

Training delivered by MTA occurs at the workplace through qualified trainers facilitating one-on-one theory and practical sessions. This allows the employer to become actively involved in the training of their learners. Employers also benefit from the exchange of feedback with the MTA trainers during the workplace visits. MTA delivers training and assessment at regular intervals throughout the entire duration of the qualification.

The MTA trainers are constantly monitoring and guiding the learners throughout the delivery of their training. As the training is taking place within the workplace, employers and learners have a far greater choice in terms of how to engage with the learning and assessment resources, order of delivery and unit selection within the qualification.

In August 2023 MTA acquired Career Options Australia trading as MyTradeStart. My Trade Start is a Registered Training Organisation (RTO) that had been operating for over 15 years. This has extended our training offering with a dedicated training facility.

There have been no other significant changes in the nature of these activities during the year.

Motor Traders' Association of New South Wales
Operating report
31 December 2024

Operating results for the year

The surplus after tax of the Group for year ended 31 December 2024 was \$84,628 (2023: surplus of \$142,574).

In 2024, the MTA NSW Group delivered overall growth, continuing to meet the needs of our members and expanded training of students.

MTA NSW focused on growing our membership to 3,016, a net increase of 5.1%, continuing to grow in a market that remains challenging with ongoing consolidation of member businesses and retiring members.

Training has had a mixed year with growth in MTA NSW student numbers offset by falls in My Trade Start (MTS) student numbers. Following the acquisition of this Registered Training Organisation (RTO) in August 2023, our total number of students declined to 2,162, representing a decrease of 5.5%.

Our overall employee numbers have dipped to 92 at the end of 2024, down from 100 at the end of 2023, however numbers are expected to return to a similar 2023 figure in 2025.

Motor Trades Care (MTC) revenue was in line with the previous year, resulting from the completion of the second year of the icare agreement and from maintaining the volume of workplace health and safety services provided directly to businesses.

Our results in 2024 remained positive with a surplus after tax of \$84,628, down \$57,946 on the previous year reflecting the impact of an increase in Board remuneration of \$246,613 and loss resulting from MTS of \$297,824. This was offset by improved operations in MTA NSW both in increased revenue and reduced costs, reflecting an overall improvement of \$305,261. When adding back these items, the comparative result for 2023 was a surplus after tax of \$142,574.

MTA NSW reported a cash balance of \$6.8 million reflecting a strong cash position. During 2024 we carried out the following significant cashflow events:

- Reduced our portfolio of investments, converting \$706,294 to cash and further reducing our exposure to market volatility and freeing up cash for other investments;
- Invested \$128,144 across our vehicle fleet, computer, office equipment and training equipment. We had a small change in our fleet from 74 vehicles to 73 vehicles;
- Invested \$100,879 in the development of the MTS training centre.

During 2024, it is worth noting several key financial highlights:

- Association holds Total Assets of \$23.3 million with \$9.4 million of Current Assets. This includes the Burwood office which is recorded at cost price. Based on a recent independent property valuation which supported a valuation of \$9.8 million should the fair value option be taken, there would be an expected increase in net assets of \$4.2 million;
- We installed a Solar, Green Energy and EV charging solution in our Head Office in 2023. In 2024 we generated 85,930 kWh (70% solar generation compared to our MTA load) and our EV charger delivered >275,000 kms of range.

Objectives

The short-term objectives of the Association are to represent the best interests of the Members of MTA to the Government, the corporate sector, the media and the public at large and to provide a range of services to the Members that will enhance their individual businesses. Our goal is to continue to develop and grow and be recognised as the industry Association for providing knowledge, education, services and solutions for a sustainable future of the motor industry.

The long-term objective is to become a leading organisation, providing innovative business services of superior value and to facilitate the creation and sustainability of an industry sector that is prosperous and which provides a high level of service to Members, trainees, businesses and the motoring public in Australia.

Strategy for achieving the objectives

The strategy for achieving these objectives is to build lasting and beneficial relationships with all stakeholders and to progressively increase the business and thus income of the Association so as to be able to provide the widest range of quality services to the membership. We will continue to invest in people and develop on workforce skills focusing on training and having the right people in realising our goals. Further, establish constructively a culture of sustainability in the workplace and encourage our staff to contribute unitedly to the planning for the future of the Motor Traders' Association of New South Wales.

Motor Traders' Association of New South Wales
Operating report
31 December 2024

Performance measures

The Association measures its performance through the engagement of its Members, whereby seeking feedback during visits on the level of the Member's satisfaction, the performance of the Association and the success in meeting the set objectives. The Executive Board provides the strategy to the Management, which it then implements, follows and monitors its performance. At each Meeting, business operations are discussed in detail and financial performance is reviewed, therefore, providing transparency and proper governance.

Significant changes in financial affairs

There were no significant changes in the financial affairs of the Association during the year.

Significant events after the balance date

On the 17 January 2025, the Board approved the recommendation to consider the sale of 35 Amax Avenue, Girraween. On the 4 February 2025 one of the panel of agents - Colliers provided an off market offer for the property. The offer from the prospective purchaser was revised and on the 11 February 2025 the Board approved the sale of the property for \$5.6m (excl GST). On the 13 February 2025 contracts were exchanged and on the 5 March 2025, settlement was completed.

No other matter or circumstance has arisen since 31 December 2024 that has significantly affected, or may significantly affect the Association's operations, the results of those operations, or the Association's state of affairs in future financial years.

Right of members to resign

In accordance with the requirements under the *Fair Work (Registered Organisations) Act 2009*, members are advised that in accordance with Rule 18 of the Association's Rules, members may resign by tendering their resignation in writing to the Chief Executive Officer.

Trustee of superannuation entity

Geoffrey Lowe was appointed a Director of Motor Trades Association of Australia Superannuation Fund Pty Limited ('MTAA Super Pty Ltd') on 1 March 2019. MTAA Super Pty Ltd is the Trustee of MTAA Superannuation Fund trading as Care Super.

Number of members

As at 31 December 2024, the number of members of the Association was 3,016 (2023: 2,870).

Number of employees

The number of full-time equivalent employees employed by the Association as at 31 December 2024 was 92 (2023: 100).

Likely developments and expected results

Likely developments in the operations of the Association and the expected results of those operations in future financial years have not been included in this report as the inclusion of such information is likely to result in unreasonable prejudice to the Association.

Environmental regulation and performance

The Association is not subject to any particular or significant environmental regulation under laws of the Commonwealth or of a State or Territory.

Indemnification and insurance of Officers

The Association has indemnified the Officers of the Association and subsidiary companies for costs incurred, in their capacity as a Officer, for which they may be held personally liable, except where there is a lack of good faith. During the financial year, the Association paid a premium to insure the Officers of the Association.

Indemnification of auditor

To the extent permitted by law, the Association has agreed to indemnify its auditor, RSM Australia Partners, as part of the terms of its audit engagement agreement against claims by third parties arising from the audit (for an unspecified amount). No payment has been made to indemnify RSM Australia Partners during or since the financial year.

Motor Traders' Association of New South Wales
Operating report
31 December 2024

Signed in accordance with a resolution of the Officers.



John Young
President

28 March 2025
Sydney

Motor Traders' Association of New South Wales
Report under subsection 255(2A)
31 December 2024

The Executive Board presents the Expenditure Report in accordance with subsection 255(2A) of the *Fair Work (Registered Organisations) Act 2009* for the Group for the year ended 31 December 2024.

	Consolidated	
	2024	2023
	\$	\$
<i>Categories of expenditure:</i>		
Remuneration and other employment-related costs and expenses - employees	13,233,980	11,645,293
Advertising	754,472	553,202
Operating costs	5,027,988	4,903,733
Donations	15,232	11,855
Legal costs	41,979	88,860
	<u>19,073,651</u>	<u>17,202,943</u>

For and on behalf of the Executive Board of Motor Traders' Association of New South Wales Group



John Young
President

28 March 2025
Sydney

Motor Traders' Association of New South Wales
Consolidated statement of profit or loss and other comprehensive income
For the year ended 31 December 2024

	Note	Consolidated 2024 \$	2023 \$
Revenue from contracts with customers	5	18,704,827	16,555,988
Expenses	6	<u>(19,050,292)</u>	<u>(17,197,059)</u>
Operating deficit		(345,465)	(641,071)
Other income	7	96,604	645,464
Finance income		257,018	131,203
Finance costs	6	<u>(23,359)</u>	<u>(5,884)</u>
(Deficit)/surplus before income tax benefit		(15,202)	129,712
Income tax benefit		<u>99,830</u>	<u>12,862</u>
Surplus after income tax benefit for the year		84,628	142,574
Other comprehensive income			
<i>Items that will not be reclassified to profit or loss</i>			
Fair value gain on investments		<u>25,194</u>	<u>177,059</u>
Other comprehensive income for the year, net of tax		<u>25,194</u>	<u>177,059</u>
Total comprehensive income for the year		<u>109,822</u>	<u>319,633</u>

The above consolidated statement of profit or loss and other comprehensive income should be read in conjunction with the accompanying notes

Motor Traders' Association of New South Wales
Consolidated statement of financial position
As at 31 December 2024

	Note	Consolidated 2024 \$	2023 \$
Assets			
Current assets			
Cash and cash equivalents	8	6,818,586	5,755,719
Trade and other receivables	9	1,751,155	1,620,360
Inventories	10	59,191	54,180
Investments	11	813,446	1,493,861
Current tax assets		3,332	-
Total current assets		<u>9,445,710</u>	<u>8,924,120</u>
Non-current assets			
Property, plant and equipment	12	12,182,087	12,705,071
Right-of-use assets	13	455,822	311,394
Intangible assets	14	1,107,937	1,107,937
Deferred tax asset		132,076	31,865
Total non-current assets		<u>13,877,922</u>	<u>14,156,267</u>
Total assets		<u>23,323,632</u>	<u>23,080,387</u>
Liabilities			
Current liabilities			
Trade and other payables	15	1,860,708	1,656,589
Contract liabilities	16	2,186,848	2,258,015
Lease liabilities	17	191,503	182,464
Current tax liabilities		-	67,029
Employee provisions	18	859,505	932,500
Total current liabilities		<u>5,098,564</u>	<u>5,096,597</u>
Non-current liabilities			
Lease liabilities	17	264,319	128,930
Employee provisions	18	38,187	42,120
Total non-current liabilities		<u>302,506</u>	<u>171,050</u>
Total liabilities		<u>5,401,070</u>	<u>5,267,647</u>
Net assets		<u>17,922,562</u>	<u>17,812,740</u>
Members' funds			
Reserves	19	(256,704)	(281,898)
Accumulated funds		<u>18,179,266</u>	<u>18,094,638</u>
Total members' funds		<u>17,922,562</u>	<u>17,812,740</u>

The above consolidated statement of financial position should be read in conjunction with the accompanying notes

Motor Traders' Association of New South Wales
Consolidated statement of changes in members' funds
For the year ended 31 December 2024

Consolidated	Reserves \$	Accumulated funds \$	Total members' funds \$
Balance at 1 January 2023	(458,957)	17,952,064	17,493,107
Surplus after income tax benefit for the year	-	142,574	142,574
Other comprehensive income for the year, net of tax	<u>177,059</u>	<u>-</u>	<u>177,059</u>
Total comprehensive income for the year	<u>177,059</u>	<u>142,574</u>	<u>319,633</u>
Balance at 31 December 2023	<u>(281,898)</u>	<u>18,094,638</u>	<u>17,812,740</u>

Consolidated	Reserves \$	Accumulated funds \$	Total members' funds \$
Balance at 1 January 2024	(281,898)	18,094,638	17,812,740
Surplus after income tax benefit for the year	-	84,628	84,628
Other comprehensive income for the year, net of tax	<u>25,194</u>	<u>-</u>	<u>25,194</u>
Total comprehensive income for the year	<u>25,194</u>	<u>84,628</u>	<u>109,822</u>
Balance at 31 December 2024	<u>(256,704)</u>	<u>18,179,266</u>	<u>17,922,562</u>

The above consolidated statement of changes in members' funds should be read in conjunction with the accompanying notes

Motor Traders' Association of New South Wales
Consolidated statement of cash flows
For the year ended 31 December 2024

	Note	Consolidated 2024 \$	2023 \$
Operating activities			
Receipts from customers		18,598,689	15,985,689
Payments to suppliers and employees		(18,085,459)	(15,401,649)
Interest received		257,018	131,203
Interest paid		<u>(23,359)</u>	<u>(5,884)</u>
Net cash from operating activities	8	<u>746,889</u>	<u>709,359</u>
Investing activities			
Payment for purchase of business, net of cash acquired		-	(810,992)
Net movements of investments	11	705,609	8,754,643
Proceeds from disposal of property, plant and equipment		78,696	182,247
Net purchase of property, plant and equipment	12	<u>(343,512)</u>	<u>(5,714,977)</u>
Investment income received		<u>48,626</u>	<u>215,770</u>
Net cash from investing activities		<u>489,419</u>	<u>2,626,691</u>
Financing activities			
Repayment of lease liabilities		<u>(173,441)</u>	<u>(60,487)</u>
Net cash used in financing activities		<u>(173,441)</u>	<u>(60,487)</u>
Net increase in cash and cash equivalents		1,062,867	3,275,563
Cash and cash equivalents at the beginning of the financial year		<u>5,755,719</u>	<u>2,480,156</u>
Cash and cash equivalents at the end of the financial year	8	<u><u>6,818,586</u></u>	<u><u>5,755,719</u></u>

The above consolidated statement of cash flows should be read in conjunction with the accompanying notes

Motor Traders' Association of New South Wales
Notes to the consolidated financial statements
31 December 2024

Note 1. Corporate information

The consolidated financial statements of Motor Traders' Association of New South Wales (the "Association") and its subsidiaries (collectively, the "Group") for the year ended 31 December 2024 were authorised for issue in accordance with a resolution of the Officers on 28 March 2025.

Motor Traders' Association of New South Wales is an unincorporated association registered under the *Fair Work (Registered Organisations) Act 2009*. These consolidated financial statements are for Motor Traders' Association of New South Wales and the entities it controlled during the year ("MTA" or the "Group").

The Executive Board has the vested power, authority and discretion to manage the business and control the affairs of the Association on behalf of its members. The Executive Board may delegate any of their powers and functions to a committee or a member of the Executive Board, the Council or a committee or a member of the Council, an employee of the Association (such as a chief executive officer) or any other person, as they consider appropriate.

The registered office and principal place of business of the Association is:

214 Parramatta Road,
Burwood, NSW 2134

A description of the nature of the Association's operations and its principal activities are included in the operating report.

Note 2. Material accounting policy information

The accounting policies that are material to the Association are set out below. The accounting policies adopted are consistent with those of the previous financial year, unless otherwise stated.

Basis of preparation

These general purpose financial statements have been prepared in accordance with Australian Accounting Standards and Interpretations issued by the Australian Accounting Standards Board (AASB) that apply for the reporting period, the *Corporations Act 2001*, the *Associations Incorporation Act 2009* (New South Wales) and the *Fair Work (Registered Organisations) Act 2009*. For the purposes of preparing the general purpose financial statements, MTA is a not-for-profit entity.

These financial statements, except for cash flow information, have been prepared using the accrual basis of accounting. These financial statements have been prepared under the historical cost convention, as modified by the revaluation of investments.

The financial report is presented in Australian dollars (\$).

New or amended Accounting Standards and Interpretations adopted

The new and amended Australian Accounting Standards and Interpretations that apply for the first time in 2024 do not materially impact the consolidated financial statements of the Group.

Accounting Standards and Interpretations issued but not yet effective

Certain Australian Accounting Standards and Interpretations have recently been issued or amended but are not yet effective and have not been adopted by the Group for the annual reporting year ended 31 December 2024. The Officers have not early adopted any of these new or amended standards or interpretations.

Note 2. Material accounting policy information (continued)

Basis of consolidation

The consolidated financial statements comprise the financial statements of the Association and its subsidiaries as at 31 December 2024. Control is achieved when the Group is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee. Specifically, the Group controls an investee if, and only if, the Group has:

- Power over the investee (i.e., existing rights that give it the current ability to direct the relevant activities of the investee);
- Exposure, or rights, to variable returns from its involvement with the investee; and
- The ability to use its power over the investee to affect its returns.

Generally, there is a presumption that a majority of voting rights results in control. To support this presumption and when the Group has less than a majority of the voting or similar rights of an investee, the Group considers all relevant facts and circumstances in assessing whether it has power over an investee, including:

- The contractual arrangement(s) with the other vote holders of the investee;
- Rights arising from other contractual arrangements; and
- The Group's voting rights and potential voting rights.

The Group re-assesses whether or not it controls an investee if facts and circumstances indicate that there are changes to one or more of the three elements of control. Consolidation of a subsidiary begins when the Group obtains control over the subsidiary and ceases when the Group loses control of the subsidiary. Assets, liabilities, income and expenses of a subsidiary acquired or disposed of during the year are included in the consolidated financial statements from the date the Group gains control until the date the Group ceases to control the subsidiary.

Profit or loss and each component of other comprehensive income (OCI) are attributed to the equity holders of the parent of the Group and to the non-controlling interests, even if this results in the non-controlling interests having a deficit balance. When necessary, adjustments are made to the financial statements of subsidiaries to bring their accounting policies in line with the Group's accounting policies. All intra-group assets and liabilities, equity, income, expenses and cash flows relating to transactions between members of the Group are eliminated in full on consolidation.

A change in the ownership interest of a subsidiary, without a loss of control, is accounted for as an equity transaction.

If the Group loses control over a subsidiary, it derecognises the related assets (including goodwill), liabilities, non-controlling interest and other components of equity, while any resultant gain or loss is recognised in profit or loss. Any investment retained is recognised at fair value.

Current and non-current classification

The Group presents assets and liabilities in the consolidated statement of financial position based on current/non-current classification. An asset is current when it is:

- Expected to be realised or intended to be sold or consumed in the normal operating cycle
- Held primarily for the purpose of trading
- Expected to be realised within twelve months after the reporting period, or
- Cash or cash equivalent unless restricted from being exchanged or used to settle a liability for at least twelve months after the reporting period.

All other assets are classified as non-current.

A liability is current when:

- It is expected to be settled in the normal operating cycle
- It is held primarily for the purpose of trading
- It is due to be settled within twelve months after the reporting period, or
- There is no unconditional right to defer the settlement of the liability for at least twelve months after the reporting period.

The Group classifies all other liabilities as non-current.

Deferred tax assets and liabilities are always classified as non-current.

Note 2. Material accounting policy information (continued)

Cash and cash equivalents

Cash and cash equivalents in the consolidated statement of financial position comprise cash at banks and on hand and short-term deposits with a maturity of three months or less, which are subject to an insignificant risk of changes in value.

For the purpose of the consolidated statement of cash flows, cash and cash equivalents consist of cash and short-term deposits, as defined above, net of outstanding bank overdrafts as they are considered an integral part of the Group's cash management.

Trade and other receivables

A receivable represents the Group's right to an amount of consideration that is unconditional (i.e. only the passage of time is required before payment of the consideration is due).

For trade receivables and contract assets, the Group applies a simplified approach in calculating expected credit losses (ECLs). Therefore, the Group does not track changes in credit risk, but instead recognises a loss allowance based on lifetime ECLs at each reporting date. The Group has established a provision matrix that is based on its historical credit loss experience, adjusted for forward-looking factors specific to the debtors and the economic environment.

Inventories

Finished goods are stated at the lower of cost and net realisable value. Costs are assigned to individual items of inventory on the basis of weighted average costs. Costs of purchased inventory are determined after deducting rebates and discounts. Net realisable value is the estimated selling price in the ordinary course of business less the estimated costs necessary to make the sale.

Financial assets and financial liabilities

Recognition

Financial assets are classified, at initial recognition, as subsequently measured at amortised cost, fair value through other comprehensive income (OCI), and fair value through profit or loss.

Financial liabilities are classified, at initial recognition, as financial liabilities at fair value through profit or loss, loans and borrowings, payables, or as derivatives designated as hedging instruments in an effective hedge, as appropriate.

Financial assets at fair value through profit or loss

Financial assets at fair value through profit or loss include financial assets held for trading, financial assets designated upon initial recognition at fair value through profit or loss, or financial assets mandatorily required to be measured at fair value. Financial assets are classified as held for trading if they are acquired for the purpose of selling or repurchasing in the near term. Derivatives, including separated embedded derivatives, are also classified as held for trading unless they are designated as effective hedging instruments. Financial assets with cash flows that are not solely payments of principal and interest are classified and measured at fair value through profit or loss, irrespective of the business model. Notwithstanding the criteria for debt instruments to be classified at amortised cost or at fair value through OCI, as described above, debt instruments may be designated at fair value through profit or loss on initial recognition if doing so eliminates, or significantly reduces, an accounting mismatch.

Financial assets at fair value through profit or loss are carried in the consolidated statement of financial position at fair value with net changes in fair value recognised in the consolidated statement of profit or loss and other comprehensive income.

Financial assets designated at fair value through OCI (equity instruments)

Upon initial recognition, the Group can elect to classify irrevocably its equity investments as equity instruments designated at fair value through OCI when they meet the definition of equity under AASB 132 Financial Instruments: Presentation and are not held for trading. The classification is determined on an instrument-by-instrument basis.

Gains and losses on these financial assets are never recycled to profit or loss. Dividends are recognised as other income in the consolidated statement of profit or loss and other comprehensive income when the right of payment has been established, except when the Group benefits from such proceeds as a recovery of part of the cost of the financial asset, in which case, such gains are recorded in OCI. Equity instruments designated at fair value through OCI are not subject to impairment assessment.

The Group elected to classify irrevocably its investments under this category.

Note 2. Material accounting policy information (continued)

Financial assets at amortised cost

Financial assets at amortised cost are non-derivative financial instruments with fixed or determinable payments that are not quoted in an active market and are stated at amortised cost using the effective interest rate method.

Financial liabilities at amortised cost

Non-derivative financial liabilities are recognised at amortised cost, comprising original debt less principal payments and amortisation.

Impairment of financial assets

The Group recognises an allowance for expected credit losses (ECLs) for all debt instruments not held at fair value through profit or loss, except where the financial assets are considered low risk as the ECL related to these assets is zero. ECLs are based on the difference between the contractual cash flows due in accordance with the contract and all the cash flows that the Group expects to receive, discounted at an approximation of the original effective interest rate. The expected cash flows will include cash flows from the sale of collateral held or other credit enhancements that are integral to the contractual terms.

ECLs are recognised in two stages. For credit exposures for which there has not been a significant increase in credit risk since initial recognition, ECLs are provided for credit losses that result from default events that are possible within the next 12-months (a 12-month ECL). For those credit exposures for which there has been a significant increase in credit risk since initial recognition, a loss allowance is required for credit losses expected over the remaining life of the exposure, irrespective of the timing of the default (a lifetime ECL).

For trade receivables, the Group applies a simplified approach in calculating ECLs. Therefore, the Group does not track changes in credit risk, but instead recognises a loss allowance based on lifetime ECLs at each reporting date. The Group has established a provision matrix that is based on its historical credit loss experience, adjusted for forward-looking factors specific to the debtors and the economic environment.

Property, plant and equipment

Land and buildings are stated at cost. Property, plant and equipment is stated at cost, net of accumulated depreciation and accumulated impairment losses, if any. Such cost includes the cost of replacing part of the plant and equipment. All other repair and maintenance costs are recognised in profit or loss as incurred.

Depreciation is calculated on a straight-line basis over the estimated useful lives of the assets, as follows:

Buildings	1% Straight line
Furniture, fittings and equipment	10% to 40% Reducing balance
Motor vehicles	25% Straight line

An item of property, plant and equipment and any significant part initially recognised is derecognised upon disposal (i.e., at the date the recipient obtains control) or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in the consolidated statement of profit or loss and other comprehensive income when the asset is derecognised.

The residual values, useful lives and methods of depreciation of property, plant and equipment are reviewed at each financial year end and adjusted prospectively, if appropriate.

Right-of-use assets

A right-of-use asset is recognised at the commencement date of a lease. The right-of-use asset is measured at cost, which comprises the initial amount of the lease liability, adjusted for, as applicable, any lease payments made at or before the commencement date net of any lease incentives received, any initial direct costs incurred, and, except where included in the cost of inventories, an estimate of costs expected to be incurred for dismantling and removing the underlying asset, and restoring the site or asset.

Right-of-use assets are depreciated on a straight-line basis over the unexpired period of the lease or the estimated useful life of the asset, whichever is the shorter. Where the Association expects to obtain ownership of the leased asset at the end of the lease term, the depreciation is over its estimated useful life. Right-of use assets are subject to impairment or adjusted for any remeasurement of lease liabilities.

Note 2. Material accounting policy information (continued)

The Association has elected not to recognise a right-of-use asset and corresponding lease liability for short-term leases with terms of 12 months or less and leases of low-value assets. Lease payments on these assets are expensed to profit or loss as incurred.

Intangible assets

Intangible assets acquired as part of a business combination, other than goodwill, are initially measured at their fair value at the date of the acquisition. Intangible assets acquired separately are initially recognised at cost. Indefinite life intangible assets are not amortised and are subsequently measured at cost less any impairment. Finite life intangible assets are subsequently measured at cost less amortisation and any impairment. The gains or losses recognised in profit or loss arising from the derecognition of intangible assets are measured as the difference between net disposal proceeds and the carrying amount of the intangible asset. The method and useful lives of finite life intangible assets are reviewed annually. Changes in the expected pattern of consumption or useful life are accounted for prospectively by changing the amortisation method or period.

Goodwill

Goodwill arises on the acquisition of a business. Goodwill is not amortised. Instead, goodwill is tested annually for impairment, or more frequently if events or changes in circumstances indicate that it might be impaired, and is carried at cost less accumulated impairment losses. Impairment losses on goodwill are taken to profit or loss and are not subsequently reversed.

Impairment of non-financial assets

The Group assesses, at each reporting date, whether there is an indication that an asset may be impaired. If any indication exists, or when annual impairment testing for an asset is required, the Group estimates the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or cash-generating unit's (CGU) fair value less costs of disposal and its value in use. The recoverable amount is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets. When the carrying amount of an asset or CGU exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount.

In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. In determining fair value less costs of disposal, recent market transactions are taken into account. If no such transactions can be identified, an appropriate valuation model is used. These calculations are corroborated by valuation multiples, quoted share prices for publicly traded companies or other available fair value indicators.

The Group bases its impairment calculation on detailed budgets and forecast calculations, which are prepared separately for each of the Group's CGUs to which the individual assets are allocated. These budgets and forecast calculations generally cover a period of five years. A long-term growth rate is calculated and applied to project future cash flows after the fifth year.

Impairment losses are recognised in the consolidated statement of profit or loss and other comprehensive income in expense categories consistent with the function of the impaired asset, except for properties previously revalued with the revaluation taken to OCI. For such properties, the impairment is recognised in OCI up to the amount of any previous revaluation.

An assessment is made at each reporting date to determine whether there is an indication that previously recognised impairment losses no longer exist or have decreased. If such indication exists, the Group estimates the asset's or CGU's recoverable amount. A previously recognised impairment loss is reversed only if there has been a change in the assumptions used to determine the asset's recoverable amount since the last impairment loss was recognised. The reversal is limited so that the carrying amount of the asset does not exceed its recoverable amount, nor exceed the carrying amount that would have been determined, net of depreciation, had no impairment loss been recognised for the asset in prior years. Such reversal is recognised in the statement of profit or loss unless the asset is carried at a revalued amount, in which case, the reversal is treated as a revaluation increase.

Trade and other payables

Trade and other payables are carried at amortised cost and due to their short-term nature they are not discounted. They represent liabilities for goods and services provided to the Group prior to the end of the financial year that are unpaid and arise when the Group becomes obliged to make future payments in respect of the purchase of these goods and services. The amounts are unsecured and are usually paid within 30 days of recognition.

Note 2. Material accounting policy information (continued)

Contract liabilities

Contract liabilities represent the Association's obligation to transfer goods or services to a customer and are recognised when a customer pays consideration, or when the Association recognises a receivable to reflect its unconditional right to consideration (whichever is earlier) before the Association has transferred the goods or services to the customer.

Lease liabilities

A lease liability is recognised at the commencement date of a lease. The lease liability is initially recognised at the present value of the lease payments to be made over the term of the lease, discounted using the interest rate implicit in the lease or, if that rate cannot be readily determined, the Association's incremental borrowing rate. Lease payments comprise of fixed payments less any lease incentives receivable, variable lease payments that depend on an index or a rate, amounts expected to be paid under residual value guarantees, exercise price of a purchase option when the exercise of the option is reasonably certain to occur, and any anticipated termination penalties. The variable lease payments that do not depend on an index or a rate are expensed in the period in which they are incurred.

Lease liabilities are measured at amortised cost using the effective interest method. The carrying amounts are remeasured if there is a change in the following: future lease payments arising from a change in an index or a rate used; residual guarantee; lease term; certainty of a purchase option and termination penalties. When a lease liability is remeasured, an adjustment is made to the corresponding right-of-use asset, or to profit or loss if the carrying amount of the right-of-use asset is fully written down.

Provisions and employee benefit liabilities

General

Provisions are recognised when the Group has a present obligation (legal or constructive) as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. When the Group expects some or all of a provision to be reimbursed, for example, under an insurance contract, the reimbursement is recognised as a separate asset, but only when the reimbursement is virtually certain. The expense relating to a provision is presented in the consolidated statement of profit or loss and other comprehensive income net of any reimbursement.

If the effect of the time value of money is material, provisions are discounted using a current pre-tax rate that reflects, when appropriate, the risks specific to the liability. When discounting is used, the increase in the provision due to the passage of time is recognised as a finance cost.

Wages and salaries

Liabilities for wages and salaries, including non-monetary benefits which are expected to be settled within 12 months of the reporting date are recognised in respect of employees' services up to the reporting date. They are measured at the amounts expected to be paid when the liabilities are settled.

Long service leave and annual leave

The Group does not expect its long service leave or annual leave benefits to be settled wholly within 12 months of each reporting date. The Group recognises a liability for long service leave and annual leave measured as the present value of expected future payments to be made in respect of services provided by employees up to the reporting date using the projected unit credit method. Consideration is given to expected future wage and salary levels, experience of employee departures, and periods of service. Expected future payments are discounted using market yields at the reporting date on government bonds with terms to maturity and currencies that match, as closely as possible, the estimated future cash outflows.

Revenue from contract with customers

Revenue from contracts with customers is recognised when control of the goods or services are transferred to the customer at an amount that reflects the consideration to which the Group expects to be entitled in exchange for those goods or services. The Group has generally concluded that it is the principal in its revenue arrangements.

The specific recognition criteria described below must be met before revenue is recognised.

Sale of stationery and merchandise

Revenue from sale of goods is recognised at the point in time when control of the asset is transferred to the customer, generally on delivery of the goods. The normal credit term is 30 to 90 days upon delivery.

Note 2. Material accounting policy information (continued)

Rendering of services

The Group recognises revenue from services over time, using an input method to measure progress towards complete satisfaction of the service, because the customer simultaneously receives and consumes the benefit provided by the Group.

Other income

Gains from sale of assets

An item of property, plant and equipment is derecognised upon disposal (which is at the date the recipient obtains control) or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in the statement of comprehensive income when the asset is derecognised.

Finance income

Interest revenue is recognised on a time proportionate basis that takes into account the effective yield on the financial asset.

Taxes

Current income tax

Current income tax assets and liabilities are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws used to compute the amount are those that are enacted or substantively enacted at the reporting date.

Current income tax relating to items recognised directly in equity is recognised in equity and not in the consolidated statement of profit or loss and other comprehensive income. Management periodically evaluates positions taken in the tax returns with respect to situations in which applicable tax regulations are subject to interpretation and establishes provisions where appropriate.

Deferred tax

Deferred tax assets and liabilities are recognised for temporary differences at the tax rates expected to be applied when the assets are recovered or liabilities are settled, based on those tax rates that are enacted or substantively enacted, except for:

- When the deferred income tax asset or liability arises from the initial recognition of goodwill or an asset or liability in a transaction that is not a business combination and that, at the time of the transaction, affects neither the accounting nor taxable profits; or
- When the taxable temporary difference is associated with interests in subsidiaries, associates or joint ventures, and the timing of the reversal can be controlled and it is probable that the temporary difference will not reverse in the foreseeable future.

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

The carrying amount of recognised and unrecognised deferred tax assets are reviewed at each reporting date. Deferred tax assets recognised are reduced to the extent that it is no longer probable that future taxable profits will be available for the carrying amount to be recovered. Previously unrecognised deferred tax assets are recognised to the extent that it is probable that there are future taxable profits available to recover the asset.

Deferred tax assets and liabilities are offset only where there is a legally enforceable right to offset current tax assets against current tax liabilities and deferred tax assets against deferred tax liabilities; and they relate to the same taxable authority on either the same taxable entity or different taxable entities which intend to settle simultaneously.

Tax consolidation legislation

Motor Traders' Association of New South Wales, the parent entity, is an employer's association registered under the *Fair Work (Registered Organisations) Act 2009*. The Association therefore qualifies for exemption from income tax under section 50-15 of the *Income Tax Assessments Act 1997*. The subsidiary entities within the Group are not exempt from income tax so have losses carried forward.

Goods and services tax (GST)

Revenues, expenses and assets are recognised net of the amount of GST, except:

Note 2. Material accounting policy information (continued)

- When the GST incurred on a sale or purchase of assets or services is not payable to or recoverable from the taxation authority, in which case the GST is recognised as part of the revenue or the expense item or as part of the cost of acquisition of the asset, as applicable;
- When receivables and payables are stated with the amount of GST included.

The net amount of GST recoverable from, or payable to, the taxation authority is included as part of receivables or payables in the consolidated statement of financial position. Commitments and contingencies are disclosed net of the amount of GST recoverable from, or payable to, the taxation authority.

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

Fair value measurement

Assets and liabilities measured at fair value are classified into three levels, using a fair value hierarchy that reflects the significance of the inputs used in making the measurements. Classifications are reviewed at each reporting date and transfers between levels are determined based on a reassessment of the lowest level of input that is significant to the fair value measurement.

For recurring and non-recurring fair value measurements, external valuers may be used when internal expertise is either not available or when the valuation is deemed to be significant. External valuers are selected based on market knowledge and reputation. Where there is a significant change in fair value of an asset or liability from one period to another, an analysis is undertaken, which includes a verification of the major inputs applied in the latest valuation and a comparison, where applicable, with external sources of data.

Parent entity financial information

The financial information for the parent entity, Motor Traders' Association of New South Wales, disclosed in note 27, has been prepared on the same basis as the consolidated financial statements, except as set out below.

Investments in subsidiaries and associates are accounted for at cost and equity accounting respectively in the financial statements of MTA.

Note 3. Critical accounting judgements, estimates and assumptions

The preparation of the Group's consolidated financial statements requires management to make judgements, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities, and the accompanying disclosures, and the disclosure of contingent liabilities. Uncertainty about these assumptions and estimates could result in outcomes that require a material adjustment to the carrying amount of assets or liabilities affected in future periods.

Estimates and assumptions

The key assumptions concerning the future and other key sources of estimation uncertainty at the reporting date, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year, are described below. The Group based its assumptions and estimates on parameters available when the consolidated financial statements were prepared. Existing circumstances and assumptions about future developments, however, may change due to market changes or circumstances arising that are beyond the control of the Group. Such changes are reflected in the assumptions when they occur.

Goodwill and other indefinite life intangible assets

The Group tests annually, or more frequently if events or changes in circumstances indicate impairment, whether goodwill and other indefinite life intangible assets have suffered any impairment. The recoverable amounts of cash-generating units have been determined based on value-in-use calculations. The financial forecasts used for impairment testing procedures are based on the consolidated entity's latest approved budget. These calculations require the use of assumptions, including estimated discount rates based on the current cost of capital and growth rates of the estimated future cash flows.

Provision for expected credit losses of trade receivables

Included in accounts receivable at 31 December 2024 is a provision of doubtful debts of \$73,266 (2023: \$77,207). Such estimates are evaluated by the Officers based on best available information and are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised and in any future periods affected.

Motor Traders' Association of New South Wales
Notes to the consolidated financial statements
31 December 2024

Note 4. Notice to members

Notice required under Fair Work (Registered Organisations) Act 2009

In accordance with the requirements of the *Fair Work (Registered Organisations) Act 2009*, the attention of members is drawn to the provisions of subsections (1) to (3) of section 272, which reads as follows:

Information to be provided to members or the General Manager:

(1) A member of a reporting unit, or the General Manager, may apply to the reporting unit for specified prescribed information in relation to the reporting unit to be made available to the person making the application.

(2) The application must be in writing and must specify the period within which, and the manner in which the information is to be made available. The period must not be less than 14 days after the application is given to the reporting unit.

(3) A reporting unit must comply with an application made under subscription (1).

Note 5. Revenue

Disaggregation of revenue

The disaggregation of revenue from contracts with customers is as follows:

	Consolidated	
	2024	2023
	\$	\$
<i>Type of goods or service</i>		
Training services	13,444,013	11,531,302
Membership subscriptions	2,883,806	2,754,407
Service income	1,607,089	1,578,919
Stationery and merchandise sales	340,388	347,232
Sponsored advertising income	265,713	261,779
Commission income	140,248	69,552
Other revenue	23,570	12,797
Total revenue from contracts with customers	<u>18,704,827</u>	<u>16,555,988</u>
	Consolidated	
	2024	2023
	\$	\$
<i>Timing of revenue recognition</i>		
Goods transferred at a point in time	340,388	347,232
Services transferred over time	18,364,439	16,208,756
Total revenue from contracts with customers	<u>18,704,827</u>	<u>16,555,988</u>

Motor Traders' Association of New South Wales
Notes to the consolidated financial statements
31 December 2024

Note 6. Expenses

	Consolidated	
	2024	2023
	\$	\$
Cost of goods sold	201,088	227,435
Employee related expenses - Employees other than Officers:		
- Wages and salaries	11,335,322	10,063,739
- Superannuation	1,140,969	964,634
- Leave and other entitlements	(76,928)	77,344
- Separation and redundancies	57,163	46,254
- Other employee expenses	245,844	208,322
Occupancy and equipment expenses	1,339,516	1,255,402
Lease expense	36,419	37,638
Depreciation expense	789,981	900,438
Depreciation expense on right-of-use assets	183,939	60,487
Travel expenses	592,482	544,861
Affiliation fees:		
- Motor Traders Association Australia (MTAA) subscriptions and expenses	150,000	168,750
Marketing expenses	754,472	553,202
Administration expenses	502,454	488,251
Training expenses	88,889	142,503
Legal expenses:		
- Related to litigation and compensation	41,979	88,860
Executive Board Member Remuneration	531,610	285,000
Members meetings	102,716	129,786
Member services	231,756	284,319
Professional fees	294,860	235,323
Contractor costs	177,172	61,258
Donations:		
- Total paid that were \$1,000 or less	550	2,200
- Total paid that exceeded \$1,000	14,682	9,655
Other expenses:		
- Other	313,357	361,398
	<u>19,050,292</u>	<u>17,197,059</u>
<i>Finance costs</i>		
Interest expense on lease liabilities	23,359	5,113
Interest expense	-	771
	<u>23,359</u>	<u>5,884</u>

Motor Traders' Association of New South Wales
Notes to the consolidated financial statements
31 December 2024

Note 7. Other income

	Consolidated	
	2024	2023
	\$	\$
Gain on disposal of property, plant and equipment	2,181	79,060
Dividend income	48,626	215,770
Other income	44,825	339,282
Gain on disposal of security	972	11,352
	<u>96,604</u>	<u>645,464</u>

Note 8. Cash and cash equivalents

	Consolidated	
	2024	2023
	\$	\$
<i>Current assets</i>		
Cash at banks and on hand	<u>6,818,586</u>	<u>5,755,719</u>

For the purpose of the consolidated statement of cash flows, cash and cash equivalents comprise the above.

Cash flow reconciliation

	Consolidated	
	2024	2023
	\$	\$
Surplus for the year	<u>84,628</u>	<u>142,574</u>
Adjustments for:		
Depreciation expense	973,920	960,925
Gain on disposal of property, plant and equipment	(2,181)	(79,060)
Investment income	(48,626)	(215,770)
Others	<u>(14,439)</u>	<u>22,841</u>
	<u>908,674</u>	<u>688,936</u>
Changes in operating assets and liabilities:		
Increase in trade and other receivables	(79,796)	(719,088)
(Increase)/decrease in inventories	(5,011)	30,312
(Increase)/decrease in other assets	(47,058)	304,302
Increase in income tax receivable	(3,332)	-
Increase in trade and other payables	204,119	100,367
(Decrease)/increase in contract liabilities	(71,167)	75,861
Increase in income tax payable	(67,029)	67,029
(Decrease)/increase in employee provisions	(76,928)	50,931
Increase in deferred tax assets	<u>(100,211)</u>	<u>(31,865)</u>
	<u>(246,413)</u>	<u>(122,151)</u>
Net cash flows from operating activities	<u>746,889</u>	<u>709,359</u>

Motor Traders' Association of New South Wales
Notes to the consolidated financial statements
31 December 2024

Note 8. Cash and cash equivalents (continued)

Non-cash investing and financing activities

	Consolidated	
	2024	2023
	\$	\$
Additions to the right-of-use assets	328,367	371,881

Note 9. Trade and other receivables

	Consolidated	
	2024	2023
	\$	\$
<i>Current assets</i>		
Trade receivables	785,187	1,148,433
Less: Allowance for expected credit losses	(73,266)	(77,207)
	<u>711,921</u>	<u>1,071,226</u>
Other receivables	536,088	93,046
Prepayments	<u>503,146</u>	<u>456,088</u>
	<u>1,751,155</u>	<u>1,620,360</u>

Note 10. Inventories

	Consolidated	
	2024	2023
	\$	\$
<i>Current assets</i>		
Stationery and merchandise	<u>59,191</u>	<u>54,180</u>

Note 11. Investments

	Consolidated	
	2024	2023
	\$	\$
<i>Current assets</i>		
Other investment	<u>813,446</u>	<u>1,493,861</u>

Reconciliation

Reconciliation of the fair values at the beginning and end of the current and previous financial year are set out below:

Opening fair value	1,493,861	10,071,445
Purchase of investments, net	4,750,212	1,796,934
Disposals of investment	(5,455,821)	(10,551,577)
Fair value adjustments	<u>25,194</u>	<u>177,059</u>
Closing fair value	<u>813,446</u>	<u>1,493,861</u>

Refer to note 21 for further information on fair value measurement.

Motor Traders' Association of New South Wales
Notes to the consolidated financial statements
31 December 2024

Note 12. Property, plant and equipment

	Consolidated	
	2024	2023
	\$	\$
<i>Non-current assets</i>		
Freehold land and buildings - at cost	11,312,497	11,237,484
Less: Accumulated depreciation	<u>(543,535)</u>	<u>(462,859)</u>
	<u>10,768,962</u>	<u>10,774,625</u>
 Furniture, fittings and equipment - at cost	 2,532,807	 2,353,544
Less: Accumulated depreciation	<u>(1,816,368)</u>	<u>(1,544,333)</u>
	<u>716,439</u>	<u>809,211</u>
 Motor vehicles - at cost	 2,632,864	 2,622,801
Less: Accumulated depreciation	<u>(1,936,178)</u>	<u>(1,501,566)</u>
	<u>696,686</u>	<u>1,121,235</u>
	<u><u>12,182,087</u></u>	<u><u>12,705,071</u></u>

Reconciliations

Reconciliations of the written down values at the beginning and end of the current and previous financial year are set out below:

Consolidated	Freehold land and buildings \$	Furniture, fittings and equipment \$	Motor vehicles \$	Total \$
Balance at 1 January 2023	5,659,701	1,031,615	1,221,624	7,912,940
Additions	5,108,180	145,118	461,679	5,714,977
Additions through business combinations	12,538	28,265	39,976	80,779
Disposals	-	(3,924)	(99,263)	(103,187)
Transfers in/(out)	57,747	(97,615)	39,868	-
Depreciation expense	<u>(63,541)</u>	<u>(294,248)</u>	<u>(542,649)</u>	<u>(900,438)</u>
 Balance at 31 December 2023	 10,774,625	 809,211	 1,121,235	 12,705,071
Additions	75,013	176,324	92,175	343,512
Disposals	-	(25,775)	(50,740)	(76,515)
Depreciation expense	<u>(80,676)</u>	<u>(243,321)</u>	<u>(465,984)</u>	<u>(789,981)</u>
 Balance at 31 December 2024	 <u><u>10,768,962</u></u>	 <u><u>716,439</u></u>	 <u><u>696,686</u></u>	 <u><u>12,182,087</u></u>

Note 13. Right-of-use assets

	Consolidated	
	2024	2023
	\$	\$
<i>Non-current assets</i>		
Building - right-of-use	675,798	371,881
Less: Accumulated depreciation	<u>(219,976)</u>	<u>(60,487)</u>
	<u><u>455,822</u></u>	<u><u>311,394</u></u>

Additions to the right-of-use assets during the year were \$328,367.

During the year, the terms of the existing lease agreement were updated to extend the lease term by 1 year and 10 months.

Motor Traders' Association of New South Wales
Notes to the consolidated financial statements
31 December 2024

Note 13. Right-of-use assets (continued)

Reconciliations

Reconciliations of the written down values at the beginning and end of the current and previous financial year are set out below:

Consolidated	Building \$
Balance at 1 January 2023	-
Additions	371,881
Depreciation expense	<u>(60,487)</u>
Balance at 31 December 2023	311,394
Additions	328,367
Depreciation expense	<u>(183,939)</u>
Balance at 31 December 2024	<u><u>455,822</u></u>

Note 14. Intangible assets

	Consolidated	
	2024	2023
	\$	\$
<i>Non-current assets</i>		
Goodwill - at cost	<u>1,107,937</u>	<u>1,107,937</u>

Reconciliations

Reconciliations of the written down values at the beginning and end of the current and previous financial year are set out below:

Consolidated	Goodwill \$
Balance at 1 January 2023	-
Additions through business combinations	<u>1,107,937</u>
Balance at 31 December 2023	<u>1,107,937</u>
Balance at 31 December 2024	<u><u>1,107,937</u></u>

Note 15. Trade and other payables

	Consolidated	
	2024	2023
	\$	\$
<i>Current liabilities</i>		
Trade payables	499,538	589,477
Other payables and accruals	1,222,025	949,728
GST payable	<u>139,145</u>	<u>117,384</u>
	<u><u>1,860,708</u></u>	<u><u>1,656,589</u></u>

Motor Traders' Association of New South Wales
Notes to the consolidated financial statements
31 December 2024

Note 16. Contract liabilities

	Consolidated	
	2024	2023
	\$	\$
<i>Current liabilities</i>		
Subscriptions received in advance	2,091,848	2,100,363
Sponsored advertising received in advance	<u>95,000</u>	<u>157,652</u>
	<u><u>2,186,848</u></u>	<u><u>2,258,015</u></u>

Note 17. Lease liabilities

	Consolidated	
	2024	2023
	\$	\$
<i>Current liabilities</i>		
Lease liability	<u>191,503</u>	<u>182,464</u>
<i>Non-current liabilities</i>		
Lease liability	<u>264,319</u>	<u>128,930</u>
	<u><u>455,822</u></u>	<u><u>311,394</u></u>

Set out below are the carrying amounts of lease liabilities and the movements during the period:

	Lease liabilities
	\$
Balance at 1 January 2023	-
Additions	371,881
Accretion of interest	5,113
Payments	<u>(65,600)</u>
Balance at 31 December 2023	<u>311,394</u>
Additions	317,869
Accretion of interest	23,359
Payments	<u>(196,800)</u>
Balance at 31 December 2024	<u><u>455,822</u></u>

	Consolidated	
	2024	2023
	\$	\$
<i>Future lease payments</i>		
Future lease payments are due as follows:		
Within one year	196,800	196,800
One to five years	<u>295,200</u>	<u>131,200</u>
	<u><u>492,000</u></u>	<u><u>328,000</u></u>

Motor Traders' Association of New South Wales
Notes to the consolidated financial statements
31 December 2024

Note 18. Employee provisions

	Consolidated	
	2024	2023
	\$	\$
<i>Current liabilities</i>		
Employees other than office holders:		
Provision for annual leave	556,506	684,614
Provision for long service leave	302,999	247,886
	<u>859,505</u>	<u>932,500</u>
<i>Non-current liabilities</i>		
Employees other than office holders:		
Provision for long service leave	38,187	42,120
	<u>897,692</u>	<u>974,620</u>
Average number of employees throughout the year	<u>96</u>	<u>91</u>

Note 19. Reserves

	Consolidated	
	2024	2023
	\$	\$
Financial assets at fair value through other comprehensive income reserve	<u>(256,704)</u>	<u>(281,898)</u>

Movements in reserves

Movements in each class of reserve during the current and previous financial year are set out below:

Consolidated	Financial assets at fair value through other comprehensive income reserve \$
Balance at 1 January 2023	(458,957)
Fair value gain on investments	<u>177,059</u>
Balance at 31 December 2023	(281,898)
Fair value gain on investments	<u>25,194</u>
Balance at 31 December 2024	<u>(256,704)</u>

Note 20. Financial instruments

The Group holds the following financial instruments:

Motor Traders' Association of New South Wales
Notes to the consolidated financial statements
31 December 2024

Note 20. Financial instruments (continued)

	Consolidated	
	2024	2023
	\$	\$
<i>Current financial assets</i>		
Trade receivables	711,921	1,071,226
<i>Cash and cash equivalents</i>		
Cash at banks and on hand	6,818,586	5,755,719
Other investment	813,446	1,493,861
	<u>8,343,953</u>	<u>8,320,806</u>
<i>Current financial liabilities</i>		
<i>Trade and other payables</i>		
Trade payables	499,538	589,477
Other payables and accruals	1,222,025	949,728
Lease liability	191,503	182,464
	<u>1,913,066</u>	<u>1,721,669</u>
<i>Non-current financial liabilities</i>		
Lease liability	<u>264,319</u>	<u>128,930</u>

Financial risk management objectives

The Group's activities do not expose it to many financial risks, with only credit risk on trade receivables balances and liquidity risk on payables balances needing to be actively managed.

Market risk

Foreign currency risk

The Group has no foreign currency exposures.

Interest rate risk

As the Group holds significant short-term deposit balances at short-term fixed interest rates and the bank loan is at a floating rate, the Group's profit and members' funds are exposed to risk from changes in interest rate. Management has considered the impact of an estimated reasonably likely movement in interest rates of +/-0.5% on the Group profit or loss and members' funds and has determined the impact to be insignificant.

Other price risk

The Association's equity investments are susceptible to market price risk arising from uncertainties about future values of the investment securities. The Investment Committee manages the equity price risk through diversification and by placing limits on individual and total equity instruments. Reports on the equity portfolio are submitted to the Association's Investment Committee for review and recommendation prior to obtaining approval from the Executive Board regarding all equity investment decisions.

At the reporting date, the exposure to equity investments at fair value was \$813,446. Given that the changes in fair values of the equity investments held are strongly positively correlated with changes of the market index, the Association has determined that an increase/(decrease) of 3% on the market index could have an impact of approximately \$24,403 increase/(decrease) on the income and equity attributable to the Association.

Credit risk

The Group is exposed to credit risk on the financial assets it holds. At the reporting date, the maximum exposure to credit risk on these assets is considered to be their carrying values, net of any expected credit losses as disclosed in the consolidated statement of financial position and notes to the financial statements.

Impairment of financial assets

The following types of financial assets are subject to the expected credit loss model:

- trade receivables for sales of stationery, merchandise, employment related products, and training services provided.

Note 20. Financial instruments (continued)

While cash and cash equivalents are also subject to the impairment requirements of AASB 9, due to the short-term or on-demand nature of the deposits and the high credit quality of the counterparty banks, the credit risk on these balances has been assessed as low risk. Therefore no loss allowance has been provided on these balances.

The expected loss rates are based on the payment profiles of sales and services delivered over the preceding 12 month period and the corresponding historical credit losses experienced within this period. The historical loss rates are adjusted to reflect current and forward-looking information on changes to collection process and the expected timing for issue of completed training certification.

On that basis, the loss allowance as at 31 December 2024 and 2023 was determined as follows for trade receivables:

	Current	30 days	31-180 days	More than 180 days	Total
	\$	\$	\$	\$	\$
31 December 2024					
Expected credit loss rate	-	-	-	53%	
Gross carrying amount	372,239	188,349	85,275	139,324	785,187
Loss allowance	-	-	-	(73,266)	(73,266)
	Current	30 days	31-180 days	More than 180 days	Total
	\$	\$	\$	\$	\$
31 December 2023					
Expected credit loss rate	-	-	-	93%	
Gross carrying amount	865,269	148,558	51,311	83,295	1,148,433
Loss allowance	-	-	-	(77,207)	(77,207)

Balances are considered uncollectible and are written-off when all avenues of recovery have been exhausted.

The closing loss allowances for trade receivables reconcile to the opening loss allowances as follows:

	Consolidated 2024	2023
	\$	\$
Opening loss allowance as at 1 January	77,207	54,366
Increase in loss allowance recognised in profit or loss during the year	-	22,841
Unutilised provision reversed	(3,941)	-
Closing loss allowance at 31 December	<u>73,266</u>	<u>77,207</u>

Liquidity risk

Prudent liquidity risk management requires management to ensure sufficient liquid assets are available to meet the Group's financial obligations as they fall due.

Management manages liquidity risk by continuously monitoring actual and forecast cash flows, ensuring sufficient cash balances are available through managing the maturity profiles of the Group's short-term deposits, and utilising the bank loan to fund non-current asset purchases.

Motor Traders' Association of New South Wales
Notes to the consolidated financial statements
31 December 2024

Note 20. Financial instruments (continued)

Financing arrangements

Unused borrowing facilities at the reporting date:

	Consolidated	
	2024	2023
	\$	\$
Bank facilities	<u>2,139,999</u>	<u>2,139,999</u>

Remaining contractual maturities

The following table details the Group's contractual maturity profile for its financial instrument liabilities. The table shows the undiscounted cash flows of financial liabilities based on the earliest date on which the financial liabilities are or could be required to be paid (on-demand facilities). The table includes cash flows of both principal and interest and therefore these totals may differ from the carrying amounts of the financial liabilities recognised in the statement of financial position.

	Weighted average interest rate %	1 year or less \$	Between 1 and 5 years \$	2024 \$
Non-derivatives				
<i>Non-interest bearing</i>				
Trade payables	-	499,538	-	499,538
Other payables and accruals	-	1,222,025	-	1,222,025
<i>Interest-bearing - fixed rate</i>				
Lease liability	6.00%	<u>196,800</u>	<u>295,200</u>	<u>492,000</u>
Total non-derivatives		<u>1,918,363</u>	<u>295,200</u>	<u>2,213,563</u>

	Weighted average interest rate %	1 year or less \$	Between 1 and 5 years \$	2023 \$
Non-derivatives				
<i>Non-interest bearing</i>				
Trade payables	-	589,477	-	589,477
Other payables and accruals	-	949,728	-	949,728
<i>Interest-bearing - fixed rate</i>				
Lease liability	6.00%	<u>196,800</u>	<u>131,200</u>	<u>328,000</u>
Total non-derivatives		<u>1,736,005</u>	<u>131,200</u>	<u>1,867,205</u>

Note 21. Fair value measurement

Fair value hierarchy

The following tables detail the Group's assets and liabilities measured or disclosed at fair value, using a three level hierarchy, based on the lowest level of input that is significant to the entire fair value measurement, being:

Motor Traders' Association of New South Wales
Notes to the consolidated financial statements
31 December 2024

Note 21. Fair value measurement (continued)

Level 1: Quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date

Level 2: Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly

Level 3: Unobservable inputs for the asset or liability

	Consolidated	
	2024	2023
	\$	\$
Investments		
<i>Level 1</i>		
Investment - at fair value	813,446	1,493,861

Due to their short-term nature, the carrying values of trade receivables, trade payables, other payables and accruals, and legal payables are considered to be the same as their fair values. The carrying values of cash and cash equivalents (including short-term bank deposits) and the bank loan are considered to be the same as their fair values due to their short-term or on demand maturity profiles and the high credit quality of the counterparty banks.

Note 22. Group information

The consolidated financial statements of the Association include:

Name	Principal activities	Country of incorporation	% equity interest 2024	% equity interest 2023
			%	%
Motor Traders' Association of New South Wales	Employers' Association dedicated to representing owners and business principals in the NSW automotive industry	Australia	100.00%	100.00%
Motor Trades Care Pty Ltd	Provision of advisory services related to Workers compensation program management and consulting, claims management, work health & safety consulting and training and occupational rehabilitation consulting	Australia	100.00%	100.00%
Service Station Association Ltd	To help the Service station industry by assisting members in the daily running of their businesses as well as lobbying governing bodies to ensure a long and viable industry	Australia	100.00%	100.00%
MTA Vehicle Inspections Pty Limited	Offers independent mobile vehicle inspection services	Australia	100.00%	100.00%
E-MTA Australia Pty Limited	Dormant	Australia	100.00%	100.00%
Career Options Training Australia Pty Ltd	Provides assistance to both employers and employees on the journey through pre-apprenticeship to apprenticeship and training.	Australia	100.00%	100.00%
MTA Cover Pty Ltd	Dormant	Australia	100.00%	100.00%

Motor Traders' Association of New South Wales
Notes to the consolidated financial statements
31 December 2024

Note 23. Related party disclosures

The following are the total amount of transactions that have been entered into with related parties for the relevant financial year.

During the year, Motor Traders' Association of New South Wales (MTA) recognised current year membership subscriptions totalling \$6,019 (2023: \$5,566) for motor traders entities associated with the Executive Board Members.

Total cash received by MTA from these entities for 2024 subscriptions paid in advance of the 2024 subscription year was \$8,216 (received 2023 for 2024 subscriptions: \$6,019).

Sales of stationery, merchandise, and employment related products from MTA to these entities during the year totalled \$417 (2023: \$nil). There are no trade receivables balances at reporting date relating to these transactions (2023: \$nil).

There are no reimbursement of out-of-pocket expenses owed by MTA to individual Executive Board Members as at 31 December 2024 (2023: \$nil).

Terms and conditions of transactions with related parties

All transactions with related parties are undertaken on the basis of normal member pricing, terms and conditions. Outstanding balances at the year-end are unsecured, interest free and settlement occurs in cash. All amounts receivable or payable are due within 30 days of the reporting date. There have been no guarantees provided or received for any related party receivables or payables. For the year ended 31 December 2024, the Association did not recognise any provision for expected credit losses of relating to amounts owed by related parties (2023: \$nil).

Compensation of key management personnel of the Group

During the year, the Executive Board Members provided all Board governance services to the Parent and subsidiaries for \$531,610 remuneration (2023: \$285,000).

Board Member	2024 - MTA \$	2024 - MTC \$	Total \$
John Young (President)	55,968	20,000	75,968
Geoffrey Lowe (Vice-President)	47,258	20,000	67,258
Adrian Carlson	10,000	-	10,000
Alexander Massina	31,048	-	31,048
Darren Spinks	41,048	20,000	61,048
David Marston	41,048	20,000	61,048
Donna Axiak	41,048	-	41,048
Lindsay Vidler	41,048	20,000	61,048
Mark Beard	41,048	20,000	61,048
Mark Van Ryswyk	31,048	-	31,048
Patrick Lenehan	31,048	-	31,048
	<u>411,610</u>	<u>120,000</u>	<u>531,610</u>
Board Member	2023 - MTA \$	2023 - MTC \$	Total \$
John Young (President)	25,000	20,000	45,000
Geoffrey Lowe (Vice-President)	20,000	20,000	40,000
Adrian Carlson	20,000	-	20,000
Darren Spinks	20,000	20,000	40,000
David Marston	20,000	20,000	40,000
Donna Axiak	20,000	-	20,000
Lindsay Vidler	20,000	20,000	40,000
Mark Beard	20,000	20,000	40,000
	<u>165,000</u>	<u>120,000</u>	<u>285,000</u>

Motor Traders' Association of New South Wales
Notes to the consolidated financial statements
31 December 2024

Note 23. Related party disclosures (continued)

Employee key management personnel compensation

	Consolidated	
	2024	2023
	\$	\$
Short-term employee benefits	<u>2,289,183</u>	<u>2,101,388</u>

Note 24. Commitments and contingencies

Capital commitments

The Group had no commitments as at 31 December 2024 and 31 December 2023.

Contingencies

There are no contingent assets or contingent liabilities as at the reporting date which would have a material effect on the Group's consolidated financial statements as at 31 December 2024 (2023: \$nil).

Note 25. Events after the reporting period

On the 17 January 2025, the Board approved the recommendation to consider the sale of 35 Amax Avenue, Girraween. On the 4 February 2025 one of the panel of agents - Colliers provided an off market offer for the property. The offer from the prospective purchaser was revised and on the 11 February 2025 the Board approved the sale of the property for \$5.6m (excl GST). On the 13 February 2025 contracts were exchanged and on the 5 March 2025, settlement was completed.

No other matter or circumstance has arisen since 31 December 2024 that has significantly affected, or may significantly affect the Association's operations, the results of those operations, or the Association's state of affairs in future financial years.

Note 26. Remuneration of auditors

During the financial year the following fees were paid or payable for services provided by RSM Australia Partners, the auditor of the Association:

	Consolidated	
	2024	2023
	\$	\$
<i>Audit services - RSM Australia Partners</i>		
Audit of the financial statements	<u>53,550</u>	<u>54,500</u>
<i>Other services - RSM Australia Partners</i>		
Preparation of financial reports	<u>8,000</u>	<u>7,500</u>
	<u>61,550</u>	<u>62,000</u>

Auditors remuneration is included in professional fees disclosed in note 6.

Motor Traders' Association of New South Wales
Notes to the consolidated financial statements
31 December 2024

Note 27. Information relating to Motor Traders' Association of New South Wales (the Parent)

	2024	2023
	\$	\$
Current assets	11,240,191	10,093,566
Non-current assets	12,907,395	13,498,712
Total assets	24,147,586	23,592,278
Current liabilities	4,691,623	4,534,481
Non-current liabilities	38,187	42,120
Total liabilities	4,729,810	4,576,601
Revaluation reserve	(256,704)	(281,898)
Accumulated funds	19,674,480	19,297,575
	19,417,776	19,015,677
Surplus of the Parent	376,905	232,989
Other comprehensive gain of the Parent	25,194	177,059
Total comprehensive income of the Parent	402,099	410,048

Contingent liabilities and commitments of the Parent

The parent entity had no contingent liabilities as at 31 December 2024 (2023: \$nil).

There were no future minimum lease payments due under non-cancellable operating leases as at 31 December 2024 (2023: \$nil).

There were no future minimum lease amounts receivable under non-cancellable operating leases as at 31 December 2024 (2023: \$nil).

Motor Traders' Association of New South Wales
Executive Board statement
31 December 2024

On 28 March 2025, the Executive Board of Motor Traders' Association of New South Wales passed the following resolution in relation to the general purpose financial report for the year ended 31 December 2024:

The Executive Board declares that in its opinion:

- (a) the consolidated financial statements and notes comply with the Australian Accounting Standards;
- (b) the consolidated financial statements and notes comply with any other requirements imposed by the Reporting Guidelines or Part 3 of Chapter 8 of the Fair Work (Registered Organisations) Act 2009 (the RO Act);
- (c) the consolidated financial statements and the notes give a true and fair view of the financial performance, financial position and cash flows of the Association and its controlled entities for the financial year to which they relate;
- (d) there are reasonable grounds to believe that the Association will be able to pay its debts as and when they become due and payable; and
- (e) during the financial year ended 31 December 2024 and since the end of that year:
 - (i) meetings of the committee of management were held in accordance with the rules of the organisation including the rules of a branch concerned; and
 - (ii) the financial affairs of the Association have been managed in accordance with the rules of the organisation including the rules of a branch concerned; and
 - (iii) the financial records of the Association have been kept and maintained in accordance with the *RO Act*; and
 - (iv) where information has been sought in any request by a member of the reporting unit or the General Manager duly made under section 272 of the RO Act, that information has been provided to the member of General Manager; and
 - (v) where any order for inspection of financial records has been made by the Fair Work Commission under section 273 of the *RO Act*, there has been compliance.
- (f) before any expenditure was incurred by the Association, approval of the incurring of the expenditure was obtained in accordance with the rules of the Association;
- (g) there were no loans and all other financial benefits granted to persons holding office in the Association were authorised in accordance with the rules;
- (h) the register of members of the Association was maintained in accordance with the Act.

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



John Young
President
28 March 2025
Sydney

Motor Traders' Association of New South Wales
Officers' declaration statement
31 December 2024

I, being the President of the Motor Traders' Association of New South Wales Group, declare that the activities below did not occur during the reporting period ended 31 December 2024:

The reporting unit did not:

- agree to receive financial support from another reporting unit to continue as a going concern;
- agree to provide financial support to another reporting unit to ensure they continue as a going concern;
- acquire an asset or liability due to an amalgamation under Part 2 of Chapter 3 of the RO Act, a restructure of the branches of an organisation, a determination or revocation by the General Manager, Fair Work Commission;
- receive capitation fees from another reporting unit;
- receive any other revenue from another reporting unit;
- receive revenue via compulsory levies;
- receive donations or grants;
- receive revenue from undertaking recovery of wages activity;
- incur fees as consideration for employers making payroll deductions of membership subscriptions;
- pay capitation fees to another reporting unit;
- pay compulsory levies;
- pay a grant that was \$1,000 or less;
- pay a grant that exceeded \$1,000;
- pay any wages and salaries employee expenses related to holders of office;
- pay any superannuation employee expenses related to holders of office;
- pay any leave and other entitlements employee expenses related to holders of office;
- pay any separation and redundancy employee expenses related to holders of office;
- pay any other employee expenses related to holders of office;
- pay to a person fees or allowances to attend conferences or meetings as a representative of the reporting unit;
- pay a penalty imposed under the *RO Act* or the *Fair Work Act 2009*;
- have a receivable with another reporting unit;
- have a payable with another reporting unit;
- have a payable to employer as consideration for that employer making payroll deductions of membership subscriptions;
- have a payable in respect of legal costs relating to other legal matters;
- have any annual leave employee provisions in respect of holders of office;
- have any long service leave employee provisions in respect of holders of office;
- have any separation and redundancy employee provisions in respect of holders of office;
- have any other employee provisions in respect of holders of office;
- have any employee provisions in respect of employees (other than holders of offices) for separation and redundancy;

Motor Traders' Association of New South Wales
Officers' declaration statement
31 December 2024

- have a fund or account for compulsory levies, voluntary contributions, or as required by the rules of the organisation;
- transfer to or withdraw from a fund (other than the general fund), account, asset or controlled entity;
- have a balance within the general fund;
- have another entity administer the financial affairs of the reporting unit;
- make a payment to a former related party of the reporting unit.

Signed for and on behalf of the Executive Board of Motor Traders' Association of New South Wales



John Young
President
28 March 2025
Sydney

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INDEPENDENT AUDITOR'S REPORT

To the Members of Motor Traders' Association of New South Wales

Report on the Audit of the Financial Report

Opinion

We have audited the financial report of Motor Traders' Association of New South Wales and its subsidiaries (the Group), which comprises the consolidated statement of financial position as at 31 December 2024, the consolidated statement of profit or loss and other comprehensive income, the consolidated statement of changes in members' funds and the consolidated statement of cash flows for the year ended 31 December 2024, and notes to the financial statements, including a summary of material accounting policies, the Executive Board Statement, the subsection 255(2A) report and the officers' declaration statement.

In our opinion, the accompanying financial report presents fairly, in all material aspects, the financial position of Motor Traders' Association of New South Wales as at 31 December 2024, and its financial performance and its cash flows for the year ended on that date in accordance with:

- a. the Australian Accounting Standards; and
- b. any other requirements imposed by the reporting guidelines or Part 3 of Chapter 8 of the *Fair Work (Registered Organisations) Act 2009* (the RO Act).

We declare that management's use of the going concern basis in the preparation of the consolidated financial statements of the Reporting Unit is appropriate.

Basis for Opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Report section of our report. We are independent of the Reporting Unit in accordance with the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 Code of Ethics for Professional Accountants (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

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



Information Other than the Financial Report and Auditor's Report Thereon

The Executive Board is responsible for the other information. The other information obtained at the date of this auditor's report is in the operating report accompanying the financial report.

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

In connection with our audit of the financial report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or our knowledge obtained in the audit or otherwise appears to be materially misstated.

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

Responsibilities of the Executive Board for the Financial Report

The Executive Board of the reporting unit is responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards and the RO Act, and for such internal control as the Executive Board determine is necessary to enable the preparation of the financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

In preparing the financial report, the Executive Board is responsible for assessing the Reporting Unit'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 Executive Board either intend to liquidate the Reporting Unit or to cease operations, or have no realistic alternative but to do so.

Auditor's Responsibilities for the Audit of the Financial Report

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

As part of an audit in accordance with the Australian Auditing Standards, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial report, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Reporting Unit's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Executive Board.

- Conclude on the appropriateness of the Executive Board's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Reporting Unit's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial report or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Reporting Unit to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial report, including the disclosures, and whether the financial report represents the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Reporting Unit to express an opinion on the financial report. We are responsible for the direction, supervision and performance of the Reporting Unit audit. We remain solely responsible for our audit opinion.

We communicate with the Executive Board regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

The engagement partner on the audit resulting in this independent auditor's report is Peter Kanellis who is an approved registered auditor, a member of Chartered Accountants Australia and New Zealand and holds a current Certificate of Public Practice.

A stylized, handwritten signature of "RSM" in black ink.

RSM AUSTRALIA PTY LTD

A handwritten signature of "PKanellis" in black ink.

Peter Kanellis
Partner

Sydney, NSW

Dated: 28 March 2025

Registration number (as registered by the RO Commissioner under the RO ACT): AA2021/43

Motor Traders' Association of New South Wales
Detailed income statement of the Parent entity
For the year ended 31 December 2024

	2024 \$	2023 \$
Revenues		
Membership subscriptions	2,883,806	2,754,407
Commission income	5,426	2,090
Stationery and merchandise sales	340,388	347,232
Interest received	290,716	132,210
Training services	11,922,089	10,828,850
Other income*	75,779	596,725
Sponsored advertising income	265,713	261,779
Partner income	862,544	751,021
Other revenue	23,570	12,797
	16,670,031	15,687,111
Expenses		
Cost of goods sold	200,771	226,180
Employee related expenses - Employees other than Officers:		
- Wages and salaries	9,573,710	9,024,365
- Superannuation	963,791	866,344
- Leave and other entitlements	(30,784)	84,921
- Separation and redundancies	57,163	46,254
- Other employee expenses	191,597	200,499
Occupancy and equipment expenses	1,179,690	1,128,925
Lease expense	36,419	37,638
Depreciation expense	772,707	854,548
Travel expenses	570,196	520,974
Affiliation fees:		
- Motor Traders Association Australia (MTAA) subscriptions and expenses	150,000	168,750
Marketing expenses	714,293	543,928
Administration expenses	367,717	356,921
Training expenses	88,889	142,503
Legal expenses:		
- Related to litigation and compensation	41,746	88,283
Executive Board Member Remuneration	411,610	165,000
Members meetings	96,269	126,569
Member services	231,624	284,319
Professional fees	204,670	186,550
Contractor costs	177,172	61,258
Donations:		
- Total paid that were \$1,000 or less	550	2,200
- Total paid that exceeded \$1,000	14,682	9,655
Other expenses:		
- Business restructuring	-	-
- Insurance	118,987	120,548
- Other	159,657	206,990
Total expenses	16,293,126	15,454,122
Surplus before tax	376,905	232,989

*Other income includes the non-recurring COVID-19 related benefits of the JobSaver payment received from the NSW Government.